

08120

# Billboard

83<sup>rd</sup> YEAR

NEWSPAPER

Billboard Publication



The International Music-Record-Tape Newsweekly

May 7, 1977 • \$1.75 (U.S.)

## Mexicans To Change U.S. Latin Market?

By AGUSTIN GURZA

LOS ANGELES—The opening here of a projected chain of Latin music retail outlets, which buys direct from manufacturers, promises to profoundly reshape the U.S. Latin industry's marketing structure.

With the opening late last week of the first store of a Mexican-financed chain (thought to be the first such operation established in the U.S. by foreign interests), some industry leaders foresee a potential revolution in Latin record retailing comparable to that which reshaped the

(Continued on page 72)

## Dealers, Customers Gripe But Accept \$1 LP Price Rise

LOS ANGELES—Five months after CBS started the industry's \$1 LP price escalation by raising the list of the film soundtrack from "A Star Is Born" to \$8.98, dealers and their customers are learning to live with new cost levels.

But not one's saying they love it. Consumers and dealers alike have expressed displeasure anent the higher list of selective LPs to \$7.98. And certain patterns have evolved since a number of labels began their selective \$7.98 policy one month after CBS raised "Star" last November.

In a survey of 11 major cities one

(Continued on page 10)

## WABC N.Y. Set For AM Stereocasting

By ROMAN KOZAK

NEW YORK—WABC, the most listened to station in the country, is ready to go into stereo when the FCC decides which one of several AM stereo systems to permit in this country.

"According to the latest prediction AM stereo should be in full swing within the next 18 months," says Glenn Morgan, WABC's operations director, in an interview following the weekly music meeting he presides over to select the following week's playlist.

(Continued on page 30)

## Black Music Trend: Soft & Mellow

By JEAN WILLIAMS

LOS ANGELES—The trend in black music is moving from hard driving, high energy r&b to a softer, more mellow sound, with more females coming on the scene. So say industry executives who make, produce, release and sell records.

Barbara Harris, East Coast artist relations director at ABC Records says, "For a while, world affairs seemed a bit unstable and it

reflected in our music. We're going back to the Johnny Hartman, Arthur Prysock sounds which are basic and uncluttered music."

Tom Draper, a vice president at Warner Bros. Records, offers, "I first saw the slowing trend happening on the pop level with acts such as Fleetwood Mac, the Eagles and some others. They have come up with a much softer

(Continued on page 66)

## Amsterdam IMIC '77 Looms As Billboard Tulip Blooms

LOS ANGELES—In what is described as "the most typical Dutch gift" possible, Ariola Benelux of Holland has commissioned the development of a new pink tulip in commemoration of IMIC '77 in Amsterdam, May 15 to 18.

"The tulip, which is described by experts as an excellent breed with a perfect balance between stem, leaves and flower, will be officially registered as the Billboard tulip," explains Wim Schipper, manager director of Ariola Benelux.

"This is the most representative Dutch gift we can make," says Schipper, who will formally present the flower at the IMIC conference which this year is to be headquartered at Amsterdam's Okura Hotel.

The Billboard tulip will be on dis-

(Continued on page 85)

## Duties On Electronics Will Spur Price Hike

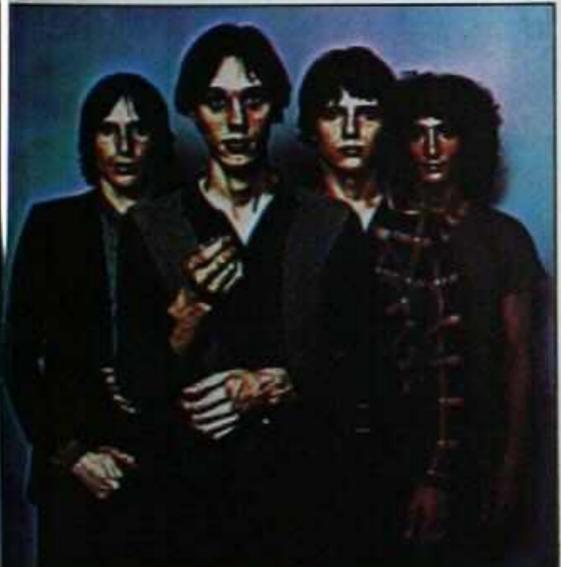
By STEPHEN TRAIMAN

NEW YORK—Both retailers and importers of Japanese consumer electronics products agree that neither can absorb the basically 10% to 15% countervailing duties at the wholesale level.

Profit margins are already close to minimum levels in most major markets since the end of fair trade.

As a result, unless the duties recently imposed by the New York Customs Court (Billboard, April 23, 1977) are rescinded, consumer prices will rise later this year on virtually all types of audio and video equipment.

(Continued on page 47)



Television deserves to be listened to by everyone... The band has the universal appeal of the medium from which they take their name, but their musical intelligence is uniquely rock and roll's." KEN EMERSON, Village Voice. "It's an obvious, unashamed, instant classic." VIVIEN GOLDMAN, Sounds. Two among many who understand completely. TELEVISION. MARQUEE MOON. (7E-1098) On Elektra Records & Tapes. (Advertisement)

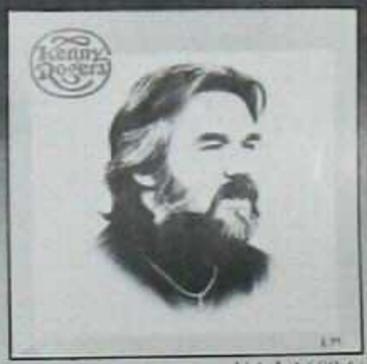


Coon Elder was born in Mississippi. Brenda Patterson was born in Alabama. They met in L.A. where something very special was born... "THE COON ELDER BRENDA PATTERSON BAND." Together, Coon and Brenda deliver everything from rousing vocals to temperate tempos in a magic merger of two extraordinary styles. And that magic appears throughout their premiere Mercury album, "THE COOL ELDER BRENDA PATTERSON BAND." On Mercury Records and Tapes. SRM-1-1140. (Advertisement)

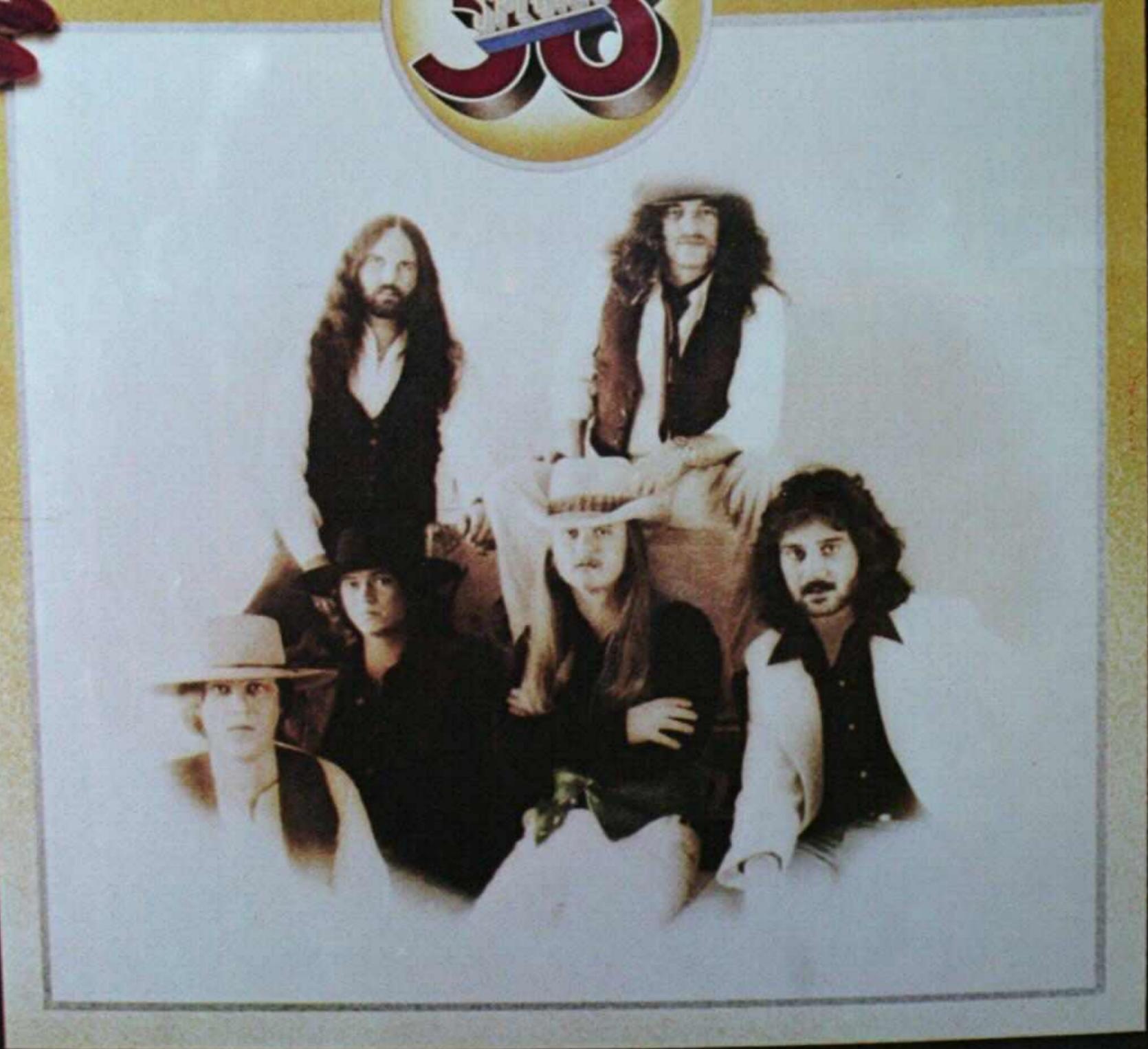
Behind a Great Woman, There's a Great Man.

UA-XW929-Y  
**Lucille.** A certified, smash hit from Kenny Rogers album.

On United Artists Records and Tapes. UA™



UA-LA689-G



# 38 SPECIAL

Produced by Dan Hartman Management: Sir Productions Agency: Premier Talent  
**ON A&M RECORDS & TAPES**



LACK OF PROTECTION CHARGED

# French Govt. Blasted For Recording View

By MIKE HENNESSEY

PARIS—The French government has been blasted for its hesitation in ratifying international conventions relating to recordings during IFPI celebrations here to commemorate the centenary of sound.

Lucien Ades, president of the French national group of IFPI, also used the forum to attack the government for casting recordings into the same squalid category as pornography as far as added value tax is concerned, as well as for its general

ostracism of sound recordings as cultural items worthy of proper protection.

Failure of the nation to provide for payment to phonogram owners for radio play was another in the list of charges leveled by Ades in his address before an international assembly of delegates and guests in the conference room of UNESCO headquarters here.

These failures, he observed, are particularly ironic in view of the fact

that France is the country which produced Charles Cros, one of the two persons credited with the invention of the phonograph.

Ades said there has been a deep misunderstanding of the aims and qualities of sound recording. Records are looked upon as mechanical objects, and people in the industry are regarded as merchants interested only in monetary gain.

"A book is regarded as a beam from the torch of civilization and

culture, and book publishers are accorded a high moral purpose," he said. "However, publishers of records are also reflecting human endeavor and achievement, human joy and misery, great moments in the evolution of humanity over the last 100 years.

"Yet records are cast into the same swamp where pornography grows. We must therefore fight and openly pursue our rights. Our conviction of the value of our jobs is the best de-

fense of the honor of the sound recording."

The cudgels were also taken up by Stephen Stewart, director general of the IFPI, who emphasized that France was the only one among the great countries which had hitherto ignored the principle of neighboring rights. He added, however, that the French government was one of more than a dozen which had indicated an intention to legislate in this field.

(Continued on page 67)

## Publishers, Label Reps Argue Reserve Fund Time Lag

### Hearing In D.C. Hinges On Royalties

By MILDRED HALL

WASHINGTON—A Copyright Office hearing on compulsory licensing regulations has brought out the bone-deep antagonism between music publishers and record manufacturers over "reserve" funds.

These are unpaid mechanicals held in escrow by labels against estimated unsold returns, on which no mechanical royalties would be due under the revised copyright law.

RIAA and NMPA spokesmen were in total disagreement during the April 26 hearing on the point in time when statutory royalties must be paid out monthly on all product shipped, and when there can be no more reserve royalty funds withheld by the compulsory licensee. Publishers and composers share mechanicals on a 50/50 basis.

The reserve funds industry practice will be permitted for compulsory licensees under the new law. Statutory royalties are required only on records "made and distributed" which are "permanently relinquished" by the manufacturer. The old law called for payment of mechanicals on all product "manufactured" under a compulsory license.

Highly contradictory statistics were bandied about during the hearings, originating from surveys and studies made by industry experts and consultant CPAs.

Stan Gortikov, RIAA president, whose retinue included the association's Washington counsel James Fitzpatrick of the Arnold and Porter law firm, and industry experts from Columbia and Capitol records, re-

(Continued on page 90)

### Bootleg Beatles A Threat

By CLAUDE HALL

LOS ANGELES—Widespread airplay coast-to-coast of one or more bootleg albums of the Beatles performing live has spurred Capitol to speed its release of a live album of "The Beatles At The Hollywood Bowl" Wednesday (4), according to Jim Mazza, vice president of marketing.

"Originally, the album was scheduled to be issued worldwide May 16," he says. "But a lot of radio guys around the country are Beatles collectors and they evidently had one of the bootleg albums at home. The minute they heard a live album was going to be released, they put their LP on the air, hoping to make a stir in the current Arbitron ratings now underway nationwide.

"That intensified the consumer demand."

But the Capitol album is the first ever legit live album by the group. George Martin, who produced most of their hits, went back into the studio and worked on official tapes of a couple of Hollywood Bowl dates. The LP features 13 tunes.

The tapes that comprise the official Beatles "live" album have been resting in the vaults at the record label since they were recorded.

Mazza doesn't know how many bootleg "live" albums may be floating around. "They've been selling for years in substantial quantities, but none through legitimate retail sources.

"There've been lawsuits to try to stop them." It's believed that the albums were recorded in 1964-65 by various people in the audience at concerts done by the group.

The bootlegs, besides depriving the members of the group, the publishing companies, writers and record label of their rightful income, have also proved to be a headache in another way.

Capitol had slated a worldwide promotion and marketing campaign behind the legitimate live album. The bootleg airplay has upset all of that.

In addition, various complications have been created at the pressing plants as the company now tries to press two million copies of Steve Miller's new album, which is due to ship platinum, and two million copies of the Beatles Bowl LP.

### AFTRA TALKS CONTINUING

By IS HOROWITZ

NEW YORK—Unyielding attitudes on contingency scale payments to background singers is said to be the main element stalling agreement on a new contract between AFTRA and the record industry.

Three series of fruitless bargaining sessions have been held to date. Talks began early last month in Nashville, followed by additional meetings here and in Los Angeles, with an agreement still eluding the contesting parties.

The next meeting between union negotiators and an industry committee now is slated to be held in Los Angeles the week of May 16.

Under the contingency formula, built into the contract which expired

(Continued on page 6)



BEST BETTS—Arista's Clive Davis, promoter Bill Graham and Arista vice president for AM promo Richard Palmese flank artist Dicky Betts during a stint at New York's Bottom Line. Show was aired live via WNEW-FM.

## KHJ Craving Broader Audience Plans No Format Change, But 'Strong Family Appeal'

LOS ANGELES—Paying tribute to a former mentor, Gordon McLendon, Michael Spears, KHJ program director, vows to bring the station back to its former glory with a touch of McLendon.

There will not be a format change. However, music will be dayparted "incredibly." The music list will be broadened somewhat, "but it's not the number of records on your playlist that matters, it's how they're played," Spears says.

"There seems to be an incredibly high rotation pattern at almost every mass appeal radio station today; but that doesn't work anymore ...

people have changed and you can't keep feeding the same records over and over to them."

He says he didn't play any more records when he programmed KFRC in San Francisco than KHJ was playing. The KHJ playlist, still accenting rock records, will be about 35 tunes long, though Spears didn't seem eager to be pinned down to a given number. "But we won't be playing 14 records over and over and 200 oldies over and over."

There may be two or three personality changes. Charlie Tuna (see Vox Jox) is due to hit the air Friday (6) with guest Silvester Stallone joining

him. Shauna, a female DJ who worked on the air at KFRC before moving to Los Angeles, has been shifted into a 10 p.m.-2 a.m. slot.

The air personalities will be more personality-oriented, but human. "I think this market has been liner-carded to death."

By Aug. 1, he believes the station will not sound anything like it did a couple of weeks ago. "This is going to be more of a family station with exciting promotions, strong obvious community involvement, and hard-hitting editorials like Gordon McLendon used to run on KLIF in Dallas when he owned it."

### ESTABLISHES OFFICE IN PARIS

## Stern Moves To Bolster A&M European Marketing

By ED HARRISON

LOS ANGELES—Bill Stern, newly appointed European marketing research and public relations consultant for A&M Records, says he will establish a European marketing concept to bolster and unify A&M's international image.

Stern's appointment was predicated by the alliance between A&M Records and CBS Records International whereby A&M product will be distributed throughout continental Europe by CBS International. (Billboard, April 30, 1977).

Stern will be based in Paris where A&M will open a new division

known as A&M Records Europe to help increase and supplement the distribution arrangement. He will report directly to Dave Hubert, vice president of A&M International located here.

My job is to ensure that A&M receives total impact in Europe," says Stern. "The degree in which A&M is known in Europe is by the promotion of its product."

Stern, who left for Paris shortly after the final papers were signed with CBS two weeks ago, says he will meet with Hubert and Marcus Bicknell, managing director of A&M

Records Europe, to discuss how A&M's various licensees have previously handled product.

He adds that a program to Europeanize the A&M label will be instituted. "It's a matter of a known label establishing itself as a more international one," Stern says.

"We want to generate interest in certain albums because they're on the A&M label, which is part of the appeal."

Stern, who previously worked as international marketing director for Robert Redford's Wildwood Entertainment production company, su-

pervised the European release of "All The President's Men." He has also worked for Warner Bros. Pictures in London, Paris and Moscow and speaks four languages.

Well acquainted with international marketing procedures, Stern says that he "will bring a European wide marketing concept to the company" to help A&M become fully recognized as a major international label in all countries in which the pact is inclusive.

Stern will help market the entire A&M catalog and will work with touring acts and A&M executives.

# Titles New, Duties Old For Upped E/A Execs

By NAT FREEDLAND

LOS ANGELES—Mel Posner, recently upped from Elektra/Asylum president to vice chairman of the label, says his promotion and the rise of Steve Wax to president do not change the share of responsibilities at E/A.

Rather, it is a recognition of contributions by the duo during the label's greatest growth period from chairman Joe Smith.

"The way E/A is organized has me overseeing the day-to-day operations of the label in every area except Steve's promotion department and a&r which is the responsibility of Joe and Steve together," Posner says.

Posner points out that E/A 1976 grosses were up 52% over 1975, which had previously been the label's best year. And grosses for the first quarter of 1977 are up 54% over the same period last year.

Perhaps some 30% of the big upswing in total E/A grosses for 1977 despite the harsh Eastern winter can be attributed to the "Year Of The EAR" merchandising and discount campaign for the total catalogs of major sellers like Linda Ronstadt and Jackson Browne, Posner feels.

More EAR campaigns will be mounted in 1977 to feature the catalogs of other attractive E/A names, says Posner. Again WEA branches will deliver to participating retailers complete display kits coordinating with massive local advertising plus price breaks.

E/A originally planned five trade ads in a Billboard campaign to show the industry where the company stood after its first year under Joe Smith.

Smith's office logged 300 phone calls the day a Billboard advertisement appeared inviting representatives of established acts contemplating a label change to phone him "around five p.m. any afternoon." By the end of the week some 1,000 demo tapes had been received by Smith.

"Just about every major artist who knows Joe personally called him to kid about the ad—even up to the level of a George Harrison," says Posner. "But every one of these people Joe spoke to understood the point of the message and appreciated it."

(Continued on page 12)



TOP PIANIST—Count Basie accepts his Grammy in New York from George Simon, NARAS executive, for his Pablo LP "Basie And Zoot" which won in the best jazz solo performance category.

## Copyright Office Seeks Royalties Info

By MILDRED HALL

WASHINGTON—The Copyright Office has begun its study of the record performance royalty situation for its report to Congress, as required in the new copyright law.

The law was passed without giving copyrighted recordings the right to collect royalties when played by broadcasters and other commercial users—a right given only to the owners of the copyrighted music on the recording.

The Copyright Office has asked for help in framing the report due Jan. 3, 1978. It asks for comments and information from all areas of interest—including recording, broadcasting, cable television, motion pictures and other entertainment industries, and representatives of copyright owners, performers and unions.

Topics of most interest to the Copyright Office include the possible economic effect the royalty would have on performers, record

companies, broadcasters, music copyright owners, background music services, jukebox operators, consumer-buyers of records and other interested parties.

Comment should be in the Copyright Office by May 31 and replies by June 17, 1977. Five copies of each should go to Harriet Oler, Senior Attorney, General Counsel's Office, Copyright Office, Library of Congress, Washington, D.C., 20559. Her phone number is 703-557-8731.

## New AFM Pact?

NEW YORK—The AFM and a committee representing the advertising industry have reached agreement on a new contract believed to include an increase in the basic session rate for musicians playing commercials.

The last contract, which expired April 30, called for session rates of \$48 an hour, with increments of \$16 for each additional 20 minutes. Three spots could be made an hour.

## A HOROWITZ SPECTACULAR

NEW YORK—Vladimir Horowitz will appear as soloist with the New York Philharmonic Jan. 8 in his first concerto performance in a quarter century.

The event seems certain to develop into the hottest classical ticket lure in recent concert history.

Already, speculation about the possibility of a live recording of the concert is stirring anticipatory ripples.

(Continued on page 32)

## Stark Firm Celebrates 20th Anny

NORTH CANTON, Ohio—The 20th anniversary of Stark Record & Tape Service, Inc. was celebrated here April 25-28 at the annual convention and sales meeting of Stark's 75-outlet Camelot Records chain.

In commemoration of the anniversary Stark president Paul David received a large engraved plaque from the family of Stark employees, presented at the company's closed financial banquet, April 25.

Management awards also were presented at the yearly dinner that focuses on updating of the company's pension and profit-sharing plans. These went to Ed Moore, Eastern region supervisor, Jeff Tomlinson, Eastern region supervisor,

and Vern Benke, deep South supervisor.

Benke proved a two time winner, as he garnered one of three expense paid round trips to England that Phonodisc awarded here to Stark employees. Based upon the results of a British rock, store display contest, the trips went also to Dwight Montjar, Midwest region supervisor, and Stephanie Jordan, manager of Camelot's store number 23 in Cincinnati.

Among suppliers who made individual presentations before the gathering at the Sheraton Belden Inn were CBS, U.A., Phonodisc, Arista, WEA and RCA. RCA and WEA were represented with videotape presentations custom-produced for the Stark convention.

# Executive Turntable

Ed De Joy named president of Janus Records in Los Angeles. He was formerly vice president and general manager of the label. ... Earl McGrath appointed president of Rolling Stone Records in New York. He was director of artist development at Atlantic Records and before that director of Atlantic's press department. ... At Columbia Records Peter Jay Philbin has been promoted to associate director, talent acquisitions, West Coast a&r. He was previously manager of Columbia's West Coast a&r department. ... Larry Palmacci, now manager, product merchandising at RCA Records in New York. He was regional album specialist for the Northeast region. ... Mike Martonovich and Robert Ewald appointed branch managers for CBS Records in Cincinnati and Minneapolis, respectively. Ewald moves to Minneapolis from Cincinnati where he was branch manager. Martonovich comes from the Atlanta branch where he was in field sales. ... Four regional sales managers have been upped to regional marketing directors at A&M Records, not as previously reported as regional sales managers. The four are Bob Stull, East; David Fitch, South; David Steffen, Midwest; and Bernie Grossman, West. ... Gene Heimlich named managing director of Fist-O-Funk Records in New York. He was manager of George McRae and is the owner of Daily Planet Studio. ... Nancy Lewis resigns as international director of Buddah Records in New York. ... David Mack has been named ad director of country sales and promotion for the Southeast region at Warner Bros. Records. He will be based in Atlanta. ... At A&M Records four former regional special projects directors have been appointed to newly created posts as regional promotion directors. Don Tolle will be based in Atlanta and work the Southern region. Larry Green will cover the West from Denver. Steve Dunn will handle the Midwest from Detroit and Ron Farber will cover the Northeast from New York.



De Joy



McGrath



Philbin



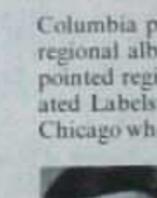
Palmacci



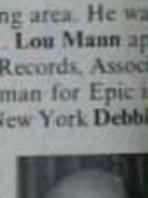
Martonovich



Ewald



Smith



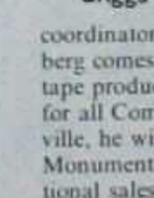
Mann



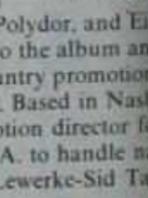
Alessio



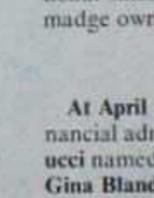
Lajeski



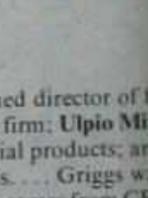
Rooney



Rogers



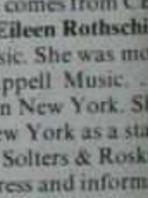
Kelleher



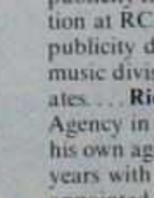
Dove



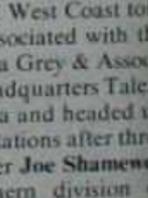
Thomas



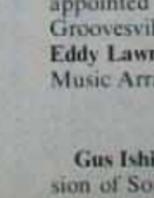
Roger



Weisz



Shamewell



Ishida

## In This Issue

CAMPUS.....	41
CLASSICAL.....	32
COUNTRY.....	52
DISCOS.....	44
GOSPEL.....	58
INTERNATIONAL.....	67
JUKEBOX.....	51
LATIN.....	72
MARKETPLACE.....	76, 77
RADIO.....	28
SOUL.....	64
SOUND BUSINESS.....	46
TALENT.....	34
TAPE/AUDIO/VIDEO.....	47
FEATURES	
Disco Action.....	45
Inside Track.....	90
New LP/Tape Releases.....	84, 85
Stock Market Quotations.....	8
Studio Track.....	46
UCLA Music Class.....	36
Vox Jox.....	29
CHARTS	
Boxoffice.....	42
Bubbling Under	
Hot 100/Top LPs.....	29
Gospel LPs.....	58
Latin LPs.....	72
Hits of the World.....	75
Hot Soul Singles.....	64
Soul LPs.....	66
Hot Country Singles.....	54
Hot Country LPs.....	56
Hot 100.....	82
Top 50 Easy Listening.....	33
Rack Singles/LPs Best Sellers.....	51
Top LPs.....	78, 80
RECORD REVIEWS	
Singles Radio Action.....	22, 24
Album Radio Action.....	26
Album Reviews.....	86
Singles Reviews.....	88

At April Blackwood Music in New York Irwin Griggs named director of financial administration for the CBS-owned music publishing firm; Ulpio Minucci named director of theatre, film, television, a&r and special products; and Gina Blander is the new manager of national radio relations. ... Griggs was financial director of Screen Gems-Columbia Music; Minucci comes from CBS Records International and Blander was a staff member. ... Eileen Rothschild elected vice president of RSO Publishing and Casserole Music. She was most recently liaison with RSO's U.K. affiliates and with Chappell Music. ... Phyllis Stern named managing director of MusiCues Corp. in New York. She joined the staff in 1975. ... Ed Kelleher joins Billboard in New York as a staff reporter. He was a freelance music writer. ... Ian Dove joins Solters & Roskin publicity firm in Los Angeles. He was formerly manager of press and information at RCA Records in New York. ... Guy Thomas named West Coast tour publicity director at Rogers & Cowan. He was formerly associated with the music division at ICPR as well as tour liaison director Linda Grey & Associates. ... Rick Roger appointed to an executive position at Headquarters Talent Agency in Los Angeles. He formerly managed Frank Zappa and headed up his own agency. ... Sharon Weisz has formed W3 Public Relations after three years with Levinson Associates in Los Angeles. ... Producer Joe Shamewell appointed operations manager of newly formed Southern division of Groovesville Productions. He will be based in Jackson, Miss. ... Composer Eddy Lawrence Mason elected to the presidency of the American Society of Music Arrangers in Los Angeles. He succeeds Lyle Murphy.

Gus Ishida named general manager of hi fi products in the consumer division of Sony Corp. in New York. He was general manager of the Southeast region.



## Vernon Burch, The Sexasonic Man.

He'll turn everybody on with  
his debut album, "When I Get  
Back Home," on Columbia  
Records and Tapes.

He's Vernon Burch, com-  
poser of such songs as  
"Sexasonic," "Mr. Sin" and  
"Ghetto Penthouse."

At 21 he's written, pro-  
duced, arranged and per-  
formed (vocals, guitars,  
synthesizers) one of the  
most remarkable albums  
you'll hear this year.

Founded 1894

The International Music-Record-Tape Newsweekly



Billboard Publications, Inc., 9000 Sunset Blvd., Los Angeles, Calif. 90069  
(213) 273-7040 Cable: Billboy LA; NY Telex—620523; LA Telex—698669

EDITOR IN CHIEF: Lee Zitto (L.A.) EDITOR EMERITUS: Paul Ackerman (N.Y.)  
MANAGING EDITOR: Eliot Tiegel (L.A.)

## NEWS BUREAUS & REGIONAL OFFICES

**CHICAGO**, Ill. 60606, 150 N. Wacker Dr., Area Code 312, CE 6-9818. Editorial Bureau Chief, Alan Penschansky. Sales, Bill Kanzer. **CINCINNATI**, Ohio 45214, 2160 Patterson St. Area Code 513-381-6450. **LONDON**, 7 Carnaby St., London W. 1. Telex-262100. Phone 437-8090. Cable, Billboard London. European Editorial Director, Mike Hennessey, U.K. News Editor, Peter Jones. Regional Publishing Director, Andre de Vekey. **MILAN**, Italy, Piazzale Loreto 9, Tel. 28-29-158. Bureau Chief, Germano Ruscitto. **NASHVILLE**, Tenn. 37203, 1717 West End Ave. Area Code 615, 329-3925. Bureau Chief, Gerry Wood. Sales, John McCartney. **NEW YORK**, N.Y. 10036, 1 Astor Plaza, Area Code 212, 764-7300. Bureau Chief, Is Horowitz. **JAPAN**: Music Labo, Dempa Bldg., Bekkan Bf., 1-11-2, Higashi-Gotanda, Shinagawa-ku, Tokyo 141. Tel. 449-3761. Bureau Chief, Alex Abramoff. **WASHINGTON**, D.C. 20005, 733 15th St. N.W., Woodward Bldg., Rm 915. Area Code 202, 393-2580. Bureau Chief, Mildred Hall.

## EXECUTIVE EDITORIAL BOARD

Lee Zitto, Eliot Tiegel, Claude Hall, John Sippel, Mildred Hall, Is Horowitz, Paul Ackerman.

## DEPARTMENT EDITORS

**CLASSICAL**: Is Horowitz (N.Y.); **COPY**: Dave Dexter (L.A.); **COUNTRY**: Gerry Wood (Nash.); **DISCO**: Radcliffe Joe (N.Y.); **MARKETING**: John Sippel (L.A.); **RADIO-TELEVISION PROGRAMMING**: Claude Hall (L.A.); **RECORD REVIEWS**: Nat Freedland (L.A.); **RECORDING STUDIOS**: Jim McCullough (L.A.); **SPECIAL ISSUES**: Earl Paige (L.A.); **TALENT**: Nat Freedland (L.A.); **TAPE/AUDIO/VIDEO**: Stephen Traiman (N.Y.)

## FOREIGN CORRESPONDENTS

**ARGENTINA**: Ruben Machado, Lavalle 1783, Buenos Aires; **AUSTRALIA**: John Bromell, 29 Curl Curl Parade, Harbord, NSW, 2096; **AUSTRIA**: Manfred Schreiber, 1180 Wien XVIII, Kreuzgasse 27, Tel. 43-30-974; **BELGIUM**: Juul Anthonissen, 27A Oude Godstraat, 3100 Heist op den Berg, Tel. 015 241953; **BRAZIL**: Henry T. Johnson, Av. Rio Branco 25, Rio de Janeiro, Tel. 233-4977; **CANADA**: Marty Melhuish, 89 Rainsford Rd., Toronto, Ontario, Tel. 416-690-0512; **CZECHOSLOVAKIA**: Dr. Lubomir Doruzka, 14 Zeleny Pruh, 147 00 Praha 4 Branik, Tel. 26-16-08; **DENMARK**: Knud Orsted, 22 Tjernervej, DK-3070 Snekkersten, Denmark, Tel. (03) 22-26-72; **DOMINICAN REPUBLIC**: Fran Jorge, PO Box 772, Santo Domingo; **FINLAND**: Kari Helopaltio, 01860 Perttula, Finland, Tel. 27-18-36; **FRANCE**: Henry Kahn, 16 Rue Clauzel, 75-Paris 9 France, Tel. 878-4290; **GREECE**: Lefty Kongalides, Hellenikos Vorras, Thessaloniki, Tel. 416621; **HOLLAND**: Willem Hoos, Bilderdijkstraan 28, Hilversum, Tel. (035) 43137; **HUNGARY**: Paul Gyongy, Derektuca 6, 1016 Budapest, Hungary, Tel. 859-710; **IRELAND**: Ken Stewart, 56 Rathgar Road, Dublin 6, Ire, Tel. 97-14-72; **ISRAEL**: Uri Alony, POB 28028, Tel Aviv, Israel, Tel. 23 92 97; **ITALY**: Daniele Caroli, Viale Marche 21, 20125 Milano, Tel. 02-693412; Paul Bompard, Via Gramsci 54, 00197 Rome; **MEXICO**: Marv Fisher, Apartado Postal 11-766, Mexico 11, D.F. Tel. 905 531-3907; **NEW ZEALAND**: J. P. Monaghan, c/o Box 79, Wellington; **NORWAY**: Randi Hultin, Gartnerveien 6, Oslo 6, Tel. 26 37 45; **POLAND**: Roman Waschko, Magiera 9m 37, 01-873 Warszawa, Poland, Tel. 34-36-04; **PORTUGAL**: Fernando Tenente, R Sta Helena 122 r/c, Porto, Portugal; **PUERTO RICO**: Lorraine Blaser, PO Box 12333, Santurce, 00914, Tel. 723-4651; **ROMANIA**: Octavian Ursulescu, Str. Radu de la Afumati nr. 57-8 Sector 2, Bucharest O.P. 9, Tel. 13-46-10; **SPAIN**: Maria Dolores Aracil, Plaza Mariano de Cavia 1, Madrid 13; **SWEDEN**: Leif Schulman, Brantingsgatan 49, 4 tr, 115 35 Stockholm, Tel. (08)629-873; **SWITZERLAND**: Beat H. Hirt, Berghaldenweg 19, 8135 Langnau/Zurich, Switzerland; **REPUBLIC OF S. AFRICA**: Wynter Murdoch, 52a Third St., Linden, Johannesburg; **URUGUAY**: Carlos A. Martins, Panama 1125 Ap. 908, Montevideo; **U.S.S.R.**: Vadim D. Yurchenkov, 14 Rubinsteyn St., Ap. 15 Leningrad, 191025, Tel. 15-33-41; **WEST GERMANY**: Wolfgang Spahr, 236 Bad Segeberg, Am der Trave 67 b, Postfach 1150, Tel. (04551) 81428, Telex: 261656-musik; **YUGOSLAVIA**: Borjan Kostic, Balkanska St. 30, 11000 Belgrade, Yugoslavia, Tel. 645-692.

## MARKETING SERVICES

DIRECTOR, MARKETING SERVICES: Bill Wardlow (L.A.)  
CHART MANAGER: Bob White (L.A.)

## SALES

DIRECTOR OF SALES: Tom Noonan (L.A.) ASSISTANT SALES DIR.: Ron Willman (N.Y.)  
NATIONAL TALENT COORDINATOR: Bill Moran (L.A.); EUROPEAN SALES DIR.: Andre de Vekey (London); CLASSIFIED ADVERTISING MANAGER: Murray Dorf (N.Y.)

## INTERNATIONAL SALES

**GREAT BRITAIN**: Barry Hatcher, 7 Carnaby Street, London W1V 1PG, Tel: (01) 437 8090; **AUSTRALIA**: Mr. Ken Appleton, Adrep Pty Ltd., 41 McLaren St., North Sydney, NSW, Tel. 929-5088; **AUSTRIA**, **BENELUX**, **CZECHOSLOVAKIA**, **HUNGARY**, **POLAND**, **SCANDINAVIA**: Johan Hoogenhout, Smirnoffstratt 40, s-Hertogenbosch, Holland, Tel. 147688; **FRANCE**: Olivier Zameczkowski, 30 Avenue Bugaud, 75-116, Paris, Tel. 553 1068; **ITALY**: Germano Ruscitto, Piazzale Loreto 9, Milan, Tel. 28-29-158; **JAPAN**: Hugh Nishikawa, Dempa Bldg., 11-2, 1-chome, Higashi-gotanda, Shinagawa-ku, Tokyo, Tel. (03) 443-8637; **MEXICO**: Marv Fisher, Apartado Postal 11-766, Mexico 11, D.F. Tel. 905 531-3907; **SPAIN**: Rafael Revert, Plaza Mariana de Cavia 1 & 3, Escalera Derecha 12B, Madrid 7, Spain; **VENEZUELA**: Christian Roux, Radio Exitos 1090, Calle El Retiro, Qta. Vilma, El Rosal, Caracas, Venezuela.

## PUBLISHING

PUBLISHER: Lee Zitto ASSOCIATE PUBLISHERS: Tom Noonan, Bill Wardlow  
BUSINESS MANAGER: Steve Lappin PUBLISHING CONSULTANT: Hal Cook  
CONFERENCE DIRECTOR: Diane Kirkland  
SPECIAL PROJECTS: Denis Hyland (N.Y.); PRODUCTION MANAGER: John F. Halloran (L.A.); PRODUCTION COORDINATORS: Tom Quilligan, Ron Frank (Cincy); CIRCULATION MANAGER: Jack Shurman (N.Y.); PROMOTION MANAGER: Ed Masciana (L.A.)

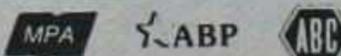
## BILLBOARD PUBLICATIONS, INC.

CHAIRMAN & CHIEF EXECUTIVE OFFICER: W.D. Littleford; PRESIDENT: Dale R. Bauer; SENIOR VICE PRESIDENTS: Administration & Finance, David Luppert; American Artists Group, Jules Perel; VICE PRESIDENT, DIRECTOR OF SALES: Maynard L. Reuter; VICE PRESIDENT, INTERNATIONAL OPERATIONS: Mort L. Nasatir; SECRETARY: Ernest Lorch; ASSISTANT SECRETARY: Michael R. Light; TREASURER: Lawrence Gatto; PRESIDENT, MUSIC LABO (JOINT VENTURE): Ben Okano.

The microfilm edition of Billboard is available from KTO Microform, Route 100, Millwood, N.Y. 10546. For details, contact the company, at the above address.

Subscription rates payable in advance. One year, \$70 in U.S.A. (except Alaska, Hawaii, Puerto Rico, Canada). Other rates on request. Allow 3 to 6 weeks delivery first copy. Subscription correspondence: write Subscription Manager, Billboard, Box 2156, Radnor, Pa. 19089. Change of address should give old and new address. Published weekly. Second-class postage paid at New York, N.Y. and additional mailing offices. POSTMASTER send Form 3579 to Subscription Manager, Billboard, Box 2156, Radnor, Pa. 19089. © Copyright 1977 by Billboard Publications, Inc. The company also publishes in NEW YORK: American Artist, Gift & Tableware Reporter, Industrial Design, Interiors, Residential Interiors, Merchandising, Photo Weekly, Watson-Guptill publications. Whitney Library of Design; LOS ANGELES: Billboard; NASHVILLE: Amusement Business; LONDON: The Artist, World Radio-TV Handbook, How to Listen to the World, Jazz Journal International; TOKYO: Music Labo. Postmaster, please send Form 3579 to Billboard Publications, Inc., Box 2156, Radnor, Pa. 19089. Area Code 215, 687-8200.

SUBSCRIBER SERVICE  
P.O. Box 2156, Radnor, Pa. 19089  
(215) 688-9186



Vol. 89 No. 18

## BOOSTS 'KEY OF LIFE' IN CHICAGO

# Motown Launches Media Blitz

By ALAN PENCHANSKY

CHICAGO—The outer limits of multi-platinum level sales potential are being tested here by Motown in an unprecedented drive to reinvigorate sales of Stevie Wonder's "Key Of Life" LP.

The double album, which according to Motown has sold close to 5 million units before the push began, has been the subject of a three-week saturation television ad campaign launched April 8. A 30-second spot, focusing on the album's Grammy sweep, debuted here and was aired more than 100 times.

Motown also has utilized radio and print advertising in the ongoing effort, and has secured wide support from all levels of retail in heavily restocking the album and mounting window and in-store displays.

And the campaign includes outdoor billboard advertisements, Chicago CTA bus ads and Stevie Wonder T-shirt iron-ons that were placed in the Sunday, April 24 edition of the Chicago Sun-Times. It is the first time that the metro newspaper has devoted an iron-on to a pop music star, says Motown.

"We've already sold 5 million units, but considering the number of people in a position to buy the product, we're just scratching the surface," explains Barney Ales, Motown president, in Chicago to confer on the promotion with MS Distributing.

"Most every rock and r&b collec-



Wonder Window: This display is typical of windows Motown secured in the Chicago "Key Of Life" album push, which also included television spots and bus advertisements.

tor who wants the album has already gotten a copy, but we're looking beyond that to an audience that may not even listen to Top 40 radio, that hasn't been in a record store in a year," says Ales.

Alex, who puts a "six figure" price tag on the campaign, says it challenges the industry philosophy that "once an album's out for seven months it's got to be dead." Assum-

ing success with the campaign in Chicago, it will be moved to other major markets, he affirms.

Chicago retailers and one-stops are reporting sales of the album approaching new release levels.

"I can't say enough about the tv campaign, it's selling almost like a new release," enthuses Keith Eckerling, buyer for two high-volume Sounds Good outlets. Eckerling and others were offered a 5% program on the double-album and other titles from the Wonder catalog.

"The tags aren't even that important," says Eckerling, who has unbounded praise for the institutional power of tv record ads.

"The tv ads seem to really pick up an album, and it's getting heavy airplay all over," the retailer says. "We started selling it even before we had it on sale."

Fred Michale, album buyer for Sound Unlimited one-stop, says many of his smaller accounts are buying the double LP in greater quantity now than when it was new.

"We're selling it as if it were a new album," he says, noting that advertising monies were not available when the product was released.

Ben Sheats, album buyer for the south side Ernie's One Stop, calls the campaign a "rebirth." "The album had slowed down after the initial big sale, but with the added advertisement, it's picked back up again," he reports.

# SECONDARY AIR Arista Promo Chief Plans To Concentrate On Small Towns

By ROMAN KOZAK

NEW YORK—"When it comes to breaking records I don't look to WABC in New York," says Richard Palmese, new vice president of AM promotions at Arista Records.

"There will be a lot more serious concentration on secondary airplay," he says. "Secondary airplay is especially important because it provides a firm base for a record and, more importantly results in sales, airplay and requests from a tremendous cross-section of the record-buying public."

"As far as majors go, it is my belief that certain records are immediately appropriate for certain marketplaces, and if a record is right for a specific station in a specific major market, we will go for that major right away. Then we will provide immediate secondary support in every way possible."

Palmese says that as soon as any single is released local promotion people poll station directors around the country for their opinions which are then "hot lined" to his office. Then he concentrates on those areas where there is the most excitement.

## AFTRA Contract

• Continued from page 3

March 31, additional payments are made to non-royalty singers once certain sales plateaus are reached. A hot record could return the performer up to 100% of his original scale payment.

The union is now asking that the sales plateaus be reduced and the percentage increased.

A source close to AFTRA says that the prime "barrier against settlement is a disinclination of the record companies to increase contingency scale payments to a meaningful degree."

He adds that "progress has been made in other areas."

coordinating with marketing and sales to earmark stock into the area.

Palmese says that because Arista is a small company there is a great deal of communication between departments which allows for quick responses. He says the reason so many top promotion executives have recently left at almost the same time, was purely coincidental. They all got better jobs at the same time, he says, and there were no ill feelings.

Palmese says that for Arista's promotional purposes the country is broken down into four regions, with 16 promotion managers out in the field working with local independent promotion people and promotion folk from local independent distributors.

"Each Arista promotional representative should know his or her marketplace. They should thoroughly know and understand the research being done by stations in their area, and should be able to complement that research with appropriate facts and figures," says Palmese.

"In fact I believe that records are broken by local promotion managers. They live in the city, they know it, can feel its pulse, and they must maintain good relationships with that area's radio station personnel. For example, they should always have a good reason to present to program directors for them to add a record.

"Common sense comes into doing good promotion. I approach promotion seriously; it takes a lot of understanding. You have to understand what the stations are doing. You have to understand their research. A lot of stations are now doing passive research, for example.

"Passive research is gauging how familiar a certain song is in the marketplace. A station may do 300 calls in a week and it will call different demographics; 18, female, under 18,

married, what have you. And the station asks whether the people know the song, and whether they like it.

"But the only way to gauge how familiar a tune is is to have it played somewhere else. So what you have to do is to take the record to a contemporary station, or a competing Top 40, and get the record played there. What the station will do then is call out to see how familiar the tune is and add it accordingly.

"That is something that is popping up more and more. It is certainly good for the programmer. We on the record end have to understand it. But inherent in passive research is that it is not necessarily going by what is selling.

"So you may get a situation where a record is top five in sales, but the guy may say to you 'hey, it's negative' as far as passive research is concerned. So as a promotion man you have to be able to show the program director that the record is acceptable to the mass audience."

## June 7 Vote On Pickwick Merge

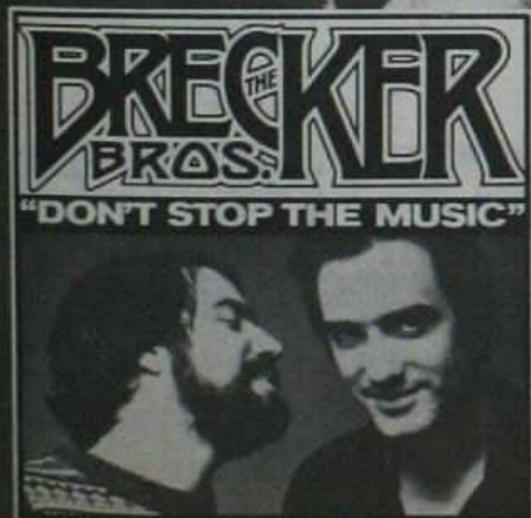
NEW YORK—Pickwick International shareholders will vote June 7 on the merger agreement with American Can announced Friday (29), and signed following authorization by the two firms' boards of directors.

Under terms of the agreement, in the works since last fall, American Can would acquire Pickwick through cash payment of \$25 per share to Pickwick stockholders, a \$101.6 million deal. Merger is subject to a favorable vote of outstanding Pickwick shares and satisfaction of various conditions specified in the merger agreement as of the closing date.

# BRECKER BROS. THE KICKER

They're the hottest pair of horns in the business. Their recording credits read like a who's who of musical stardom. They've made two killer albums with their own incredible band, the cream of America's finest players. And now their new album, "Don't Stop The Music," is the icing on the cake. The Brecker Brothers. They cook, they sizzle, they rock. But they don't stop.

"DON'T  
STOP  
THE  
MUSIC"



AL 4122

On Arista Records

Copyrighted material

SALES INCREASE BY 40%

# WEA Intl: Record 1st Quarter

By ED KELLEHER

NEW YORK—Boasting a 40% sales increase, WEA International is celebrating the biggest first quarter in its history.

Profits are up 55% from last year, according to company president Nesuhi Ertegun, who hails the margin as "beyond our own expectations."

With nine of its worldwide markets reporting strong percentage increases, WEA International cites its most dramatic sales jumps in the U.K. (49%), Australia (53%), Canada (30%) and Holland (86%). The company also points to gains in Italy (24%), France (22%), Germany (14%), South Africa (13%) and New Zealand (36%).

Among the artists credited by the

company for its first quarter success are Fleetwood Mac, the Eagles, Rod Stewart, Linda Ronstadt, the Doobie Brothers, George Harrison, Alice Cooper, ABBA, America, Frank Sinatra and Queen.

In the U.K. WEA reports scoring its biggest sales with the Eagles' "Hotel California," Fleetwood Mac's "Rumours," and Frank Sinatra's specially packaged "Portrait" LP set. Top singles for the quarter included Rod Stewart's "Get Back," Boney M's "Daddy Cool" and Manhattan Transfer's "Chanson D'Amour."

In Australia, the company accounts for its 53% sales increase by pointing to the success of the Eagles

and Fleetwood Mac albums, along with LP releases by Rod Stewart, Alice Cooper, George Harrison and America. Also reported strong is the soundtrack of "All This And World War II," with Shaun Cassidy's "That's Rock And Roll" listed among the top singles.

WEA Canada reports benefitting from a George Harrison promotional tour and concerts by the Doobie Brothers and Queen, with all three of these acts among the leaders for the quarter.

Also strong, according to WEA, are LPs by Eagles, Fleetwood Mac, Gary Wright, Manfred Mann, George Benson, Bread, Linda Ronstadt, Seals & Crofts, Joni Mitchell and James Taylor. Top singles for WEA include Rod Stewart's "Tonight's The Night," Boney M's "Daddy Cool" and ABBA's "Dancing Queen."

(Continued on page 67)

# Bennett, Others Propose Music City Web Takeover

By JOHN SIPPEL

LOS ANGELES—A group of industry veterans and a British investor group will propose a takeover of the ailing Wallichs Music City

seven-store chain Monday (2) before U.S. Bankruptcy Judge J.A. Dooley here.

Sam Jonas, controller appointed by the court to oversee the Wallichs' possible reorganization, confirms that the group includes Al Bennett, former Liberty Records founder/president who now heads Cream Records, and Ed Barsky and Charley Schlang, executives with Kester Marketing, a cutout firm here.

The British group is believed headed by Spencer Barry, an English imports executive, and might include Michael Franklin.

Franklin is a former British drug-store chain founder who joined Wallichs as a consultant and invested in the Southern California store chain in mid-1976.

Jonas emphasizes that the court has every intention to try to keep the store chain operational. The bankruptcy petition, filed March 4 here, listed assets of \$1,650,674 and liabilities of \$1,516,615 (Billboard, March 16, 1976).

# Disk Sales Off As ABC Marks Record Quarter

NEW YORK—Although parent ABC Inc. reported record first quarter net income, earnings per share and revenues, recorded music operations sales declined slightly. Both the label and rackjobbing arms posted operating losses.

Net losses were noted for ABC Records and ABC Record & Tape Sales, although no figures or percentages were reported in the January-March corporate statement. The only other profit depressants in an otherwise bright picture were at ABC Theatres and scenic attractions.

(Continued on page 86)

# Market Quotations

As of noon, April 28, 1977

1975	High	Low	NAME	P-E	(Sales 100s)	High	Low	Close	Change
46%	37		ABC	11	327	44%	43%	44	Unch.
9%	7%		Ampex	11	77	7%	7%	7%	+ 1/4
5%	3%		Automatic Radio	3	8	3%	3%	3%	- 1/4
61%	55		CBS	10	206	56%	58%	58%	- 1/4
11%	7%		Columbia Pictures	4	190	9%	9%	9%	+ 1/4
15%	10%		Craig Corp.	3	45	11%	11%	11%	Unch.
48%	33%		Disney, Walt	15	542	35%	34%	35	+ 1/4
4	3%		EMI	8	24	3%	3%	3%	+ 1/4
18%	12%		Gulf + Western	3	405	13%	13%	13%	+ 1/4
6	4%		Handiman	12	31	5%	5%	5%	- 1/4
35%	23%		Harman Industries	8	11	33%	33%	33%	+ 1/4
5%	4%		K-Tel	4	0	-	-	4%	Unch.
9%	6		Lafayette Radio	6	16	6%	6%	6%	+ 1/4
26%	21%		Matsushita Electronics	10	3	21%	21%	21%	- 1/4
42%	36%		MCA	7	77	37	36%	36%	- 1/4
20%	16		MGM	8	59	19%	19%	19%	- 1/4
57	47%		3M	16	423	48%	48%	48%	Unch.
56%	42		Motorola	13	203	43%	43	43	- 1/4
36	31%		North American Philips	7	34	33%	32%	33%	+ 1/4
22%	16%		Pickwick International	11	155	20%	19%	20%	+ 1/4
9%	5%		Playboy	11	21	7	6%	6%	- 1/4
30%	25%		RCA	12	289	29%	28%	29%	+ 1/4
10%	8%		Sony	18	574	9%	9%	9%	+ 1/4
22%	16%		Superscope	5	18	17%	17%	17%	+ 1/4
42%	30		Tandy	7	557	30%	29%	29%	- 1/4
7%	4%		Telecor	5	60	5%	5%	5%	+ 1/4
3%	2%		Telex	10	53	2%	2%	2%	Unch.
4%	2%		Terna	5	12	2%	2%	2%	Unch.
15%	13%		Transamerica	7	189	14	13%	13%	Unch.
12%	9%		20th Century	8	136	11%	11%	11%	Unch.
30%	26%		Warner Communications	7	93	29%	28%	29	- 1/4
28	20		Zenith	10	199	22%	22	22%	+ 1/4

OVER THE COUNTER	P-E	Sales	Bid	Ask	OVER THE COUNTER	P-E	Sales	Bid	Ask
ABKCO Inc.	54	8	2 1/4	3	Kustom Elec.	7	12	2 1/4	3 1/4
Gates Learjet	4	13	8%	9	M. Josephson	4	9	12	12 1/2
GRT	30	76	3 1/4	3 1/2	Memorex	7	50	25 1/2	25 1/2
Goody Sarn	3	0	1 1/2	2 1/2	Orro Corp.	-	0	1/4	1
Integrity Ent.	3	21	1/4	1	Recoton	26	0	2 1/2	3 1/4
Koss Corp.	5	5	3 1/4	3 1/2	Schwartz Bros.	10	0	1 1/4	2 1/4

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above information contributed to Billboard by Douglas Volmer of G. Tsai & Co., Inc., Los Angeles, 213-556-3234, members of the New York Stock Exchange.

# Capitol-EMI 3rd Quarter Income Rises

LOS ANGELES—Capitol Industries-EMI Inc., reported \$1,712,000 in income for the third fiscal quarter ending March 31 on sales of \$38,648,000.

The booming success of the label, Capitol, is also reflected on Billboard's Hot 100 Chart where 12 singles sit, including the million-plus selling "Southern Nights" by Glen Campbell at number three and the million-plus selling "I've Got Love On My Mind" by Natalie Cole at number eight.

In addition, artists such as Tavares, Starz, Wings, Sylvers, Klaatu, Mary MacGregor, Bob Seger, Helen Reddy and the Steve Miller Band are all represented, as well as Carl Graves on Ariola America which is distributed by Capitol. Maze is in the bubbling under chart, too.

For the first nine months of fiscal 1977, Capitol has earned \$7,713,000, based on sales of \$157,601,000 it reports.

"While higher costs depressed profit margins in the third quarter," says Bhaskar Menon, president and chief executive officer. "Capitol's performance in the first nine months of fiscal 1977 is highlighted by an increase of 35% in both sales and pre-tax income as compared to the same period last year."

The fourth quarter may prove equally as good as Steve Miller's new album will ship platinum, according to Jim Mazza, vice president of marketing. In addition, a Beatles live performance LP is due to ship platinum. Menon also promises "aggressive marketing emphasis on the exploitation of Capitol's catalog, as well as strong new releases by Jessi Colter, Dr. Hook, Little River Band, Helen Reddy, Linda Ronstadt, Sweet, and Nancy Wilson.

For a similar three-month period a year ago, Capitol had \$38,648,000 in sales and \$2,585,000 in income. For a nine-month period a year ago, the figures were \$116,331,000 in sales and income of \$5,911,000.

Capitol Industries-EMI reports 3,302,781 shares outstanding and has declared a quarterly cash dividend of \$.08 per share payable June 15, 1977, to shareholders of record May 25, 1977.

# Disney's Music Wing Prosperous

NEW YORK—Walt Disney Productions' consumer products division, including records and music publishing, was a strong performer in the second quarter and first half ended March 31.

Consumer products, which also covers character merchandise and publications, and educational media

sales, reported increases in divisional operating income of 37% for the quarter, to \$10,749 million, and 39% for the first six months, to \$18,929 million. Revenues went to \$25.7 million from \$22.67 million for the quarter; and to \$44.34 million from \$44 million in the six months.

ORIGINAL  
*Vesuvio*  
RESTAURANT

Salutes

**AL PACINO**

Starring in

**"PAVLO HUMMEL"**

Buona Salute  
and  
Best Wishes

Your Host

*Tony*

P.S.: May you enjoy a successful engagement and our delicious Italian Cuisine.

## CONCERT PROGRAMS

Posters,  
Financial Reports,  
Brochures  
and other  
on time quality  
job printing.

By the Printing Division of  
**Billboard Publications, Inc.**  
2160 Patterson Street  
Cincinnati, Ohio 45214  
513/381-6450

## G. Tsai & Company, Inc.

MEMBER NEW YORK STOCK EXCHANGE INC.

1900 Avenue of the Stars,  
Los Angeles, California 90067  
Telephone: (213) 556-3234

FOR INFORMATION REGARDING  
MAJOR MARKET QUOTES  
PLEASE CALL.

Main Office  
200 Park Ave.  
New York, N.Y. 10017  
(212) 949-1400

**RECEIVE 80%  
ON PAST DUE ACCOUNTS**

**MONEY SENT DIRECTLY TO YOU!**

**MEDIA SPECIALISTS**

**CALL TOLL FREE 1-800-327-8848**

COMMERCIAL COLLECTIONS THE WORLD OVER

AMES, MANNING & BROWN, Sunrise Bank Bldg.  
2701 E. Sunrise Blvd., Ft. Lauderdale, FL 33304

Division of CENTRAL CREDIT CLEARINGHOUSE, Incorporated 1949

**WAM &**  **PRIVATE STOCK RECORDS, LTD.**

Congratulate . . . .

**DAVID SOUL**

**&**

**FRIENDS\***

**On Their First U.K. Concert Tour**

**SOULED OUT**  
**BRISTOL**  
**LONDON**  
**GLASGOW**  
**MANCHESTER**  
**BIRMINGHAM**  
**SOUTHAMPTON**

\* **RICHARD GREENE**  
**JIMMY HODDER**  
**RHANI KUGEL**  
**ANDREW KULBERG**  
**LYNNE MARTA**  
**CHRIS MICHIE**  
**JAC MURPHY**  
**RICK VITO**



**SHARR ENTERPRISES, INC.**  
JULES SHARR

# Dealers & Customers Learn To Live With Price Rise

• Continued from page 1  
discerns: customers becoming more selective in their LP purchasing, dealers taking on a more cautious buying approach to new product, dealers finding themselves on the brunt end of the public's questions about why the raised price and \$8.98 and \$7.98 LPs being sold at various discounted levels.

The survey focuses on dealer and consumer attitudes in Seattle, San Francisco, Denver, Dallas, Houston, Detroit, Cincinnati, Kansas City, Milwaukee, Atlanta and Miami. What it also shows is that the pub-

lic will pay for what it wants, even though it may bitch about the higher cost. And there are dealers who have felt a loss in business because customers are reducing the number of LPs they now purchase.

Still, conditions vary from city-to-city and store-to-store.

## SEATTLE

By ERIK LACTIS

Album buyers here are grumbling about the industry's price rise, but sales have not slackened off, according to local retailers. They say the customer apparently has written off the price jump to general inflation.

"When they came out with the \$2 bill, that right away tells you the dollar isn't worth as much any more," says Ed Schacher, regional manager here of Music Street, part of a nationwide 11-store chain.

"It's just like concert tickets. Three or four years ago they were \$3 and \$4. Now, they're \$6.50, \$7.50, even \$10.50. And they're selling more than ever before."

He says he doesn't know where the record market will level off. "I thought it would level off at \$6.98, but then it went to \$7.98, and now it's \$8.98," he says.

Schacher says the "A Star Is Born" Streisand album is selling at his store for \$5.40, a sale price at all 11 stores of the chain. Sales of the LP are excellent, he says, although he admits that at that price "our profit isn't very much."

His store is selling \$7.98 LPs for \$6.49, \$6.98 for \$5.49 and \$5.98 for \$4.69. Schacher had to do a little checking to make sure of his store's \$5.98 price. "We don't have too many of those anymore," he says.

Everybody's, a firm with two record stores in this area, says it staged a futile protest against the

\$7.98 price last January and February. It refused to carry Queen's "A Day At The Races" LP and then started selling it at its full list price.

"We created a few waves in the industry, but not much came of it," says Jim Hudak, a manager at Everybody's.

His store is selling "A Star Is Born" at a "Top 10" price of \$6.11. Everybody's sells \$7.98 LPs for \$5.88, \$6.98 for \$4.88 and \$5.98 for \$3.99.

Hudak says the price hike has had no effect on sales.

At Discount Records, which has an outlet here near the Univ. of Washington campus, manager Timothy Jones says the \$7.98 price is going to have to last for five years.

Otherwise, he says, LP sales will plummet, especially with price-conscious college students.

"The companies are going to kill this market into just hits," he says. "Consumers can't afford to take a chance on strangers at these prices."

"A Star Is Born" is selling at Discount Records for \$6.98. "I didn't expect to sell any, but I couldn't keep it in stock," says Jones.

His store sells \$7.98 LPs for \$6.49 (with a sale price of \$4.99), \$6.98 for \$5.49 and \$5.98 for \$4.95. He says he tries to explain to customers the price hike. But, says Jones, their reaction is "ah-ha, the store's trying to make more money."

At Standard Records, which is proud that it's been in the same building for 30 years, Mr. and Mrs. Kay and Millard Smith, owners, report "some grumbling and griping from the consumer."

But says Mrs. Smith, "They don't blame us. They realize it's a trend. Everything is going up. They just shrug it off."

Her store sells LPs at a 20% discount from list price. The store does a lot of business in classical LPs, which also have gone up in price.

Mrs. Smith says the price increase hasn't affected sales.

"If you have to have that record, you get it and pay the higher price," she says.

Kim Harris, manager of Campus Music & Gallery, has pretty much the same reaction. His store sells \$7.98 for \$5.99, \$6.98 for \$4.99 and \$5.98 for \$4.25.

"If people want something bad enough, they buy it," he says. "Impulse buying just isn't a big factor. People here have always been choosy about their music and LPs."

Harris says about the price hike: "I think it's just started. I saw it coming for a long time, ever since the vinyl shortage talk."

At DJ's Sound City, with three shopping mall outlets here, Carla Barton, promotion manager, says LP volume sales have not decreased.

"Because the increases were on just the hits, like the Eagles or Linda Ronstadt, it hasn't affected volume," she says. "People will buy at a buck more, anyway. Compared to say, movies, records remain pretty cheap considering their permanence."

DJ's sells \$7.98 LPs for \$6.99, \$6.98 for \$5.99 and \$5.98 for \$4.99. The "A Star Is Born" LP sells for \$7.99, although it has been on sale for \$7.44.

Speaking of the Streisand album, Barton says that "we can't get enough copies, we try to keep 50 to 60 on hand at all times."

She says further price increases depend on how the general economy does. If other prices go up, so will LP prices, says Barton.

In any case, she says, echoing the sentiment of other local retailers, "we have to buy the LPs; we're in the record business."

## SAN FRANCISCO

By JIM KELTON

Bay Area record retailers are not happy with new list price increases but they report their customers are continuing to buy, nonetheless.

"I think they stink," says Rick Johnson of Haight Street's Jax Music, referring to the manufacturers' \$7.98 and \$6.98 suggested retail prices. "But the public seems to be accepting them."

John Maxwell, an assistant manager of Tower Records' LP super-market, calls the prices "ridiculous."

Gail Burke, manager of Banana Records' downtown Sutter St. store, simply laughs when asked her reaction to the increases.

"Our customers don't understand why some records are more expensive than others," she says. "So we have to keep explaining."

Banana, which is predominantly a rock and soul outlet, offers a wider range of prices than the other contacted stores—\$5.99 for most LPs listed at \$7.98 with some promotional releases selling for \$4.87, and many \$6.98 rock and soul issues for \$3.87.

Jax's base price for records listed at \$7.98 is \$5.99—the same as Tower and Discount Records, also on Sutter St. Tower and Jax both sell some selected new \$7.98 releases for \$4.99.

Maxwell says Tower's customers express more anger over defective records than over the new prices and that the lack of quality pressings makes it difficult for him to justify the industry's increases.

"There's no such thing as a flat record anymore," Maxwell says.

Peter Gochis, Discount's manager, says, "We're not happy. We're a heavy classical store."

He cites Deutsche Grammophon's and Philips' long-standing \$7.98 "prestige" prices as evidence that prices are likely to escalate even higher in the near future. Europe's "10 bucks an LP" situation is a possibility, he feels.

Other managers are not so disheartened. Most feel—with reservations—that prices will level off at \$7.98 with an occasional \$8.98 soundtrack à la the Barbra Streisand/Kris Kristofferson "A Star Is Born" best seller.

Maxwell says Tower originally sold "Star" for \$4.99 but has boosted

it to \$5.99 and "it still sells incredibly well."

Jax also reports strong sales for "Star," but Johnson doesn't consider that in any way prophetic.

"Not everybody is Barbra Streisand," he says.

Pete Bhatia, a randomly-selected customer, seems to sum up the consumer viewpoint in his reaction to the upwardly mobile prices:

"I don't think I can afford it. I used to buy a lot of records for \$3.33 when I was in college. I buy one about every six months now."

Another retailer offered this pragmatic assessment:

"It looks like pure greed to me, but I don't know. If they (the public) want the music, they'll buy it. ... Just like gasoline."

## DENVER

By GRANT TYSON

Price increases for albums by major record companies have not adversely affected the sales of popular well known artists, a survey of retailers here shows.

But reduced sales are beginning to show up for lesser known, "secondary" artists.

The major complaint among retailers is not price as much as quality of recordings. With an average return rate of 10%, the public is wondering why they should "pay more for less," retailers say.

Major outlets such as Peaches and Budget Tapes and Records say that their sales are going up consistently, but smaller stores say the going is getting tougher with each price increase and that the crucial issue is "educating" the public to the reasons behind increased costs.

Retailers agree that while costs have increased, promotion has gotten better.

Discounting of \$7.98 albums is almost uniformly set at \$4.99, with occasional instances of \$5.49 for exceptionally hot albums. The \$8.98 album "A Star Is Born" retailed at \$5.99, and, according to one Denver retailer, "sold like crazy."

The overall reaction to the idea of a boycott is negative, with retailers citing boycott failures on the West Coast. There has been no boycott effort launched here.

"All it takes is one big outlet ignoring the boycott," says Keith

(Continued on page 12)

## Wanna Buy A Duck?



### DISCO DUCK DANCE PARTY

Disco Duck • A Fifth of Beethoven • The Hustle  
Silly Love Songs • Love Will Keep Us Together  
Kung Fu Fighting • That's The Way I Like It  
Fly, Robin, Fly • Shame, Shame, Shame  
• December 1963 (Oh What a Night)



### IRWIN THE DISCO DUCK DANCE PARTY - Vol. 2

Our Day Will Come • Afternoon Delight  
In the Mood (Cluck! Cluck!) • Do-Gone-It  
Don't Go Breaking My Heart • Car Wash  
That's When the Music Takes Me • I Wish  
• You Make Me Feel Like Dancing



### ALLEY CAT AND CHICKEN FAT WITH IRWIN THE DISCO DUCK

Alley Cat • The Monkey • Beer Barrel Polka  
The Twist • Chicken Fat • Mashed Potatoes  
Hully Gully • Limbo Rock • Mexican Hat Dance  
• Square Dance



"IRWIN" on Peter Pan Records



145 KOMORN STREET • NEWARK, N. J. 07105  
Contact: Bob Rice 213-633-1995 • Perry Saffler 404-792-6909 • Bill Fredericks 312-355-9086 • Henry Weisler 201-344-4214

## A&R Men

Do something special today. Get yourself another good pair of ears. Ours.

Polished, professional, well crafted songs on great sounding tapes. We'll make you smile, we'll make you cry, we can make your day.

**SUDDEN RUSH MUSIC**  
750 Kappock Street  
Bronx, N. Y. 10463  
(212) 884-6014

## OUTSTANDING OPPORTUNITY AVAILABLE

Young, organized, responsible, bright person immediately wanted as overall administrative assistant and executive secretary to busy Vice President of Creative Services & Manufacturing for casual, dynamic, growing, independent record label. Knowledge needed.

Salary commensurate with experience.

Contact:

Milton Sincoff 212-582-6828

**RIPIPRIPRIPRIPRIPRIPRIPRIPRIPRIPRI**

# THE GREAT RIP OFF.

Rip Off This Coupon and Send For FREE Catalog — Dealers Only

**SAVE** — VALUABLE COUPON — **SAVE**

**WE HAVE THE BEST CUT-OUT ALBUMS & PROMOTIONAL 8-TRACK & CASSETTE LIST IN AMERICA!**

Please Specify:  
 Send LP Catalog     Send Tape Catalog

**MAJOR LABELS . . . MAJOR ARTISTS**

*Araco Records & Tapes*  
 507 High St., Burlington, N.J. 08016

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Tel: (609) 386-3288

**SAVE** — **SAVE**

**RIPIPRIPRIPRIPRIPRIPRIPRIPRIPRIPRI**

LITTLE FEAT  
TIME LOVES A HERO



# TIME LOVES A HERO.

It won't be easy to confine your enthusiasm indoors for LITTLE FEAT'S latest LP, Time Loves a Hero. Feat's bold return gets the word out to all, bypassing the word-of-mouth circuit. The wine will flow. The women will cheer. Jubilation will fill the air.

## LITTLE FEAT'S

*Time Loves a Hero.*

On Warner Bros. Records and Tapes BS 3015.



Copyrighted material  
Produced by Ted Temple

# Fans Are Cheering VIC DAMONE



Back With A  
Smash Hit Record

## "MY WORLD IS YOU"

REBECCA-711

(By Gladys Shelley)

**SPIRAL  
PUBLISHING CO.**

Suite 715  
17 West 60th St.  
New York, N.Y. 10023

## CTI EXPANDS Jazz-Oriented Label Moves To Add R&B, Pop, Rock Acts

By DICK NUSSER

NEW YORK—CTI Records is "taking a strong left turn" into the fields of r&b and pop, reports Jerry Wagner, vice president and general manager. But not, he adds, "at the expense of our jazz line."

The shift, which Wagner says could lead to the signing of mainstream, teen-oriented rockers in the future, is part of CTI's strategy to become a "full-line" label. All CTI product had been distributed by Motown Records until May 1976, when a new arrangement was worked out leaving Motown to distribute and market only certain artists for an undisclosed period of time.

"We recognize we've specialized in jazz," Wagner says, "and we want

to branch out now, going further into r&b, pop and rock."

The new direction has already brought outside producers into the CTI fold, whereas in the past label founder and president Creed Taylor dominated the production end of the then jazz-oriented company.

Wagner points out that Taylor will remain "totally" involved in all signings, a&r and production deals, but the door is clearly open now for others to participate.

Among the producers mentioned by Wagner are David Matthews, a former arranger for James Brown, and Harvey Mason, whose current efforts on the label's Seawind LP indicate the crossover shift CTI is embarking upon.

Jazz product will continue to be

shipped under the imprint of the label's 6000 and 7000 series, Wagner says, while the 5000 series and the Kudu label will be slanted toward pop, r&b and rock.

"We're an album company," Wagner stresses, "and we'll remain an album company, using single releases only as a tool and a vehicle for getting our artists before as wide an audience as possible."

Upcoming releases will reflect CTI's move beyond jazz, Wagner claims. These include releases by violinist John Blair, produced by Creed Taylor and described as "rock oriented"; Idris Muhammad, a jazz drummer slanted toward pop/r&b; flautist Jeremy Steig, "crossover jazz" and vocalist Patti Austin, "pop/r&b."

## A&M's 'Holiday Giveaway' Clicks

By ED HARRISON

LOS ANGELES—As a result of A&M Records' precedent-setting "Holiday Giveaway" merchandising campaign (Billboard, Nov. 27, 1976) the label realized additional sales of approximately 200,000-300,000 albums from Dec. 1-31.

According to Barry Grieff, vice president of merchandising and mastermind of the promotion, roughly a quarter of a million incremental album sales accounted for \$750,000 in sales above what normally would have been sold during the period.

The figures, described as conservative by Grieff, do not take into consideration albums sold simply because of the eye-catching upfront displays promoting the 16 A&M giveaway LPs. Figures are also non-inclusive of multiple purchases.

Grieff says that overall A&M real-

ized approximately between \$1 and \$2½ million in incremental sales in the giveaway period.

The cost of the promotion was \$300,000, which is inclusive of all printing, mailing and card distribution costs.

Grieff, however, feels the results were below expectation. Says Grieff: "The campaign made money but at a low level of success. The results were lower than we hoped because of a lack of support on the part of retailers and distributors. The potential wasn't even approached."

Grieff cites other reasons for the sub-par results.

- Poor timing. At Christmas retailers don't have the time to devote their energies to the project.

- The campaign was innovative

and unique in scope, which might have confused retailers.

- Competitive holiday campaigns by every other major label.
- The promotion was completely unadvertised on the consumer level.
- Insufficient lead time and trade support.

Grieff says the campaign was most successful in secondary markets where the retailers were not bogged down with competitive product and promotion items.

The research compiled by the D.L. Blair Co. also indicates which A&M albums were the most popular. Peter Frampton and Cat Stevens placed first and second, respectively.

Grieff says he is not discouraged by the results and will attempt the campaign again probably during the summer when competition is generally not as intense.

## Dealers, Customers Accept \$1 Price Rise

DALLAS

By ROGER PENDLETON

Retailers here are grumbling but have witnessed no effect on business volume.

Bryan Neely, manager of one of Sound Warehouse's seven metroplex stores, warns that the customer may accept this latest price jump, but he will really complain at another increase.

"The national average for LP purchasing is 2.2 records per person per year," Neely explains, "and if the price goes up again, I think we will see it drop to less than 2."

Sound Warehouse has not passed the increase to \$7.98 along to customers, as is the case in most Dallas area stores. Neely says LPs listing at \$6.98 retail for \$4.95 with a sale price

## E/A Promotions

• Continued from page 4

Smith is now in Europe, laying the groundwork for still another area of expansion E/A is seriously taking on in 1977.

"Elektra/Asylum product and its artists are going to be far more visible in Europe and the international markets than ever before," says Posner. "We will be providing powerful merchandising and tour-support investments in order to widen the sales base of our roster."

E/A artists pretty well set for upcoming tours of Europe include Linda Ronstadt, Jackson Browne, Harry Chapin and Andrew Gold. The Eagles are in the midst of its biggest European tour.

of \$3.95. The jump on some selected albums to \$7.98 has raised the special sale price to \$4.55.

"I don't think records will ever be priced out of the market," Neely says, "people will always buy records. But another jump in price will not be wise."

Marsha Hawkins, manager of one of the four Dallas-based Melody Shops, says the customers are getting hurt by the \$7.98 tag because the store can no longer afford store-wide sales. "We use to have all rock sale for \$3.99 or all country for \$3.99," she says, "but we can't do that now."

Melody Shops are holding the price on the \$7.98 LPs to their usual \$5.98. All of the other albums are sold for \$1 less than list except classical which is a constant \$6.98.

Hawkins says the store retailed "A Star Is Born" for \$6.98 and then experienced exceptionally good ("too good" Hawkins remarks) results from a special sale for \$5.98.

"I hope this is the leveling off place," she adds, "because needless to say we are not very happy with it."

John Candas, assistant manager of Disc Records, Inc., likes the new price: "Yes, because albums and tapes are not the same price as they should be."

The \$7.98 list price has affected business mainly because Candas feels the customers are primed before they come into the store. "They've heard of higher album prices on radio or read about it."

Disc Records, which has three outlets in Dallas, sells LPs at \$1 below list price. Where the company has noticed the new \$7.98 pricing

(Continued on page 14)



**FOREIGNER. GOLD IN THE TRACKS.**

# Higher Priced LPs Accepted By Dealers & Customers

• Continued from page 12

most has been on special sales. Disc puts \$6.98 albums on special sale at \$3.99; but now on the \$7.98 list, the sale price is \$4.99.

In one area, the customer howls, Candas explains. "Customers feel as an album gets older the price should go down. But, for instance, with Capitol hiking the list on catalog LPs the retail price is up." Candas says this doesn't mean a lost sale, however. "If the customer wants the record enough he will go ahead and pay the price."

Olive Evans, owner and manager of Preston Record Center, which has been in business at the same location for 25 years, says she has seen a lot of changes in the industry.

"This makes it rough. We are forced to sell the \$7.98 albums for \$5.99 to move them. I sure wish they hadn't increased the price."

She sells \$6.98 albums for \$5.59 and \$5.98 ones for \$4.59. She says on the Streisand album, price did not matter. Customers wanted it and it sold. Preston Record Center marked the hot LP \$7.59 except for a special three-week sale at \$5.99.

"Surely they won't make the prices any higher," Evans laments. "The name of the game is profit and if you can't make a profit what's the point of staying in business?"

Jerry Phillips, manager of Peaches, the Nehi Record Distributors' Dallas outlet, says the price increases really haven't bothered business at all. He is not particularly concerned by the \$7.98 list on some LPs because he feels albums are still the cheapest means of good entertainment and "it just reflects the rising costs in the industry." People are not going to quit buying records because of the higher price, he says.

Phillips believes this is where the leveling off will occur. "I don't look for another hike, at least I don't want to look for one."

## HOUSTON

By MILLIE BUDD

Spot checks with record retailers here indicate that customers are showing more resignation than indignation over higher LP prices.

Only one retailer contacted says that the cash register is not playing the kind of tune it did before the prices began going up.

"Frankly, I have not noticed any customer balking at the higher prices," says Ray Landers, manager and buyer for the record departments of Home Entertainment Inc., one of Houston's largest retailers.

"The reactions seem to be, 'So records are going up.' It's made no tremendous difference in sales and I certainly have heard of no attempts to start a boycott here."

Three of Home Entertainment's four locations carry records and 60% of them are classical. The firm also sells heavily to public and school libraries.

Landers say they are not raising prices on any LPs already in stock and that they are absorbing some of the increases. As new LPs arrive with the \$7.98 listing, they generally are being marked \$6.40, and increase of 80 cents from \$5.60. The \$5.98s go for \$4.75 and the \$6.98s for \$5.60. And that is the price structure the firm has maintained for about 10 years, Landers adds.

But he thinks LP prices have hit all the traffic will bear. "Another dollar increase is going to do them in."

Similar sentiments are voiced by Harry McLendon, in charge of records for H&H Music Co.'s five stores.

"It's not the most popular thing they've done but I have had no reac-

tion whatsoever. People have gone ahead and bought and sales are about normal for this time of year.

"We, the public have been brainwashed. Prices on everything keep going up and we keep buying. And a boycott is not going to do any good if an artist comes out with a record that the public wants."

"This is not the first time they've

people who buy Streisand don't buy many records a year. And most of the other new ones are just kind of sitting here. I guess it all boils down to who the artist is.

"I know that the higher price has hurt Fleetwood Mac's 'Rumours.' It's not selling at all like the last one did."

Andersen says that her store, one

Discount Records, part of the 40-store chain, echoes Burkhardt's sentiments.

"It only proves the record companies were right in upping the price. The new albums by Queen, Pink Floyd and Fleetwood Mac are selling very well here. No one's complained at all about the price."

At Korvettes, where the record de-

still walk out without buying anything."

Acknowledging the boycott of the new price category by several East Coast record outlets, Wallrap says he personally feels it was a good idea but couldn't act on his own to add his outlet to the growing faction.

"We're part of a chain and we'd have to get the word from our head office in Atlanta, and then it would mean all 13 outlets joining the boycott."

Burkhardt says he didn't think that chain had any interest in a boycott at all, as did Blair of Discount Records.

"From a business angle, the increase has been great for us," Burkhardt says. "But I am sad to see people being so foolish by letting the record companies rip them off like this. I wish there was some public outcry. It baffles me that there isn't."

He voices similar disdain for the rising prices of classical albums which his outlet enjoys brisk sales in. "It seems every day some classical label, Angel, RCA, is upping its price by another dollar."

Wallrap was even gloomier concerning overall price increases. "I think the \$1 hike for just a superstar act is the first step to getting the public accustomed to such outrageous prices. Then, in a few months they'll tack \$1 onto the entire \$6.98 category, superstars or not."

## CINCINNATI

By BILL SACHS

Area retail record outlets, for the most part, are not exactly outraged by the recent price hike to \$7.98 on selective albums, but of the leaders contacted not a single one had a kindly word to say in favor of the idea.

By and large they view it as a hindrance to their operation, a disturbance in customer relations, while adding little or nothing to cash register receipts. However, none of those dealers report any loss of business as a result of the price rise.

As one owner put it, "Our business volume continues at a normal pace, but the hike makes it increasingly difficult to maintain the profit angle." Discounted prices on the \$7.98, \$6.98 and \$5.98 LPs in the area average around \$5.99, \$5.79 and \$4.77, respectively.

Chief criticism on the \$7.98 price hike comes from Kenny Kallick, former owner and now manager of the Song Shop, pioneer downtown retail record outlet now owned by Allen Wolpa and Jule Malowitz. "It's just something to eat up the profits," says Kallick. "The whole idea is ridiculous—and a rip-off. And that's the way the public sees it, too. Trying to explain the price hike to the customer is a wasted effort. They just can't understand it."

Erving Dobrin, manager of the Neumark Melody Shops, with several locations here, has this to say: "In the past, when you had a hot album the kids would buy immediately. Now they hesitate, delay their buying, and very often shop around for price."

"Actually, we've had very little adverse reaction from customers. When we do get a complaint, we try to explain, but it doesn't do any good. They still don't understand."

According to Alfred Cutts, manager of Globe Record Sales, the hassle over the price rise is much ado about nothing. "Our business hasn't suffered as a result of the rise," says Cutts. "We have had little adverse reaction from the public. Most of them didn't even notice the price hike. If they want it, they'll buy it. Witness the success of the 'A Star Is

(Continued on page 77)



Billboard photo by Bonnie Tiegel

**QUESTION MARK**—Customers today may be pondering their purchases as a result of higher costs for LPs which they have generally become accustomed to paying discounted prices for.

raised prices. Used to be there were six songs to a side, then five and they're cutting it to four. Now, they're experimenting with going up on prices."

McLendon says H&H knocks \$1 off list price and "that's been standard fare for a long time."

Wilson C. Boone, who manages Parker Music Co.'s largest store and buys accessories for the company, also voices surprise that his customers have not made any comments on the higher prices.

"They say, 'Oh, that much,' and go ahead and buy it. People are paying money if it is what they want. They're still buying 'A Star Is Born' at \$8.98 and Stevie Wonder's album which is \$11-something."

Parker, an old established general music store, is not really competitive with the chains and its discounts equal about \$1 an album. The \$7.98s are going for \$6.67.

Al Acuna, buyer for Music Service Co., a rackjobber with 10 stores scattered in different areas of Texas, also feels that consumers are continuing to buy what they want. And he has a wait-and-see attitude. "We're not sweating it yet," Acuna adds.

"We hold pretty much to price that is competitive. We have manned departments so customers do get assistance. It's convenience rather than price and they don't sweat the difference."

He says the \$7.98 LPs are going for \$6.87 normally but there are some marked \$4.99 for draw. The \$5.98 albums go for \$4.97 and the \$6.98 for \$5.87.

Among those surveyed, only Joy Andersen, manager of Warehouse Records & Tapes' busiest store, says that the new prices are hurting business. But it is too soon to tell just how big the ouch is.

"George Benson's 'Breezin' sold and sold at \$6.98 but his 'In Flight' at \$7.98 is just pokey-pokey. The Bad Company album just can't get off and going."

"Barbra Streisand's album is selling like hot cakes but normally the

of three Houston Warehouses, is one of the biggest in the city with a normal overturn of inventory every month. Some 80% is in rock and soul but they are starting to build jazz, she adds. With an April 8 opening of Texas Tapes & Records ("with whom we are closely affiliated"), new prices went into effect.

The \$7.98s are going for \$5.99 which is a \$1.40 increase from \$4.59. LPs listing for \$6.98 and \$5.98 are now \$4.99, a 40 cents increase. "We also get some \$3.99 special shipments," she says and adds:

"It's really crippling things and I am sure that it's also hurting the artists who are probably getting ripped off. I don't know what's going to happen. I guess people will just start listening to radio."

## DETROIT

By STEPHEN FORD

There's no consensus among store managers for this area's larger record outlets concerning the effect of the new \$7.98 price for LPs by superstars.

Though management at most outlets in Detroit personally condemned the controversial \$1 price hike by most labels, their clientele is not as incensed.

A spokesman for the recently opened Peaches store, part of the nationwide chain, says the increase has definitely cut into its usual turnover of 5,000 to 8,000 units per week and customers were moaning bitterly to store employees about the hike.

Yet Harmony House, one of six in this section of Michigan, the manager reports there's been little public backlash over the new price category.

"People are going to pay whatever the company demands of them," says Roy Burkhardt, manager. "Customers were a little apprehensive when they first saw the price for the 'Rumours' album by Fleetwood Mac and Queen's new album, but they'll pay it if they want it badly enough."

Clyde Blair, assistant manager for

partment sells approximately 5,000 units a week, manager Jim Lario says the increase has caused no great impact on sales though there have been complaints.

"Most customers are now waiting for the albums to go on sale whereas they would buy them without second thought before the increase."

"I think customers would be better off protesting the rotten sound quality of the new LPs instead of the price."

Korvettes ordinarily sells the \$7.98 disks for \$5.98 and \$4.99 when on sale. The \$8.98 "Star Is Born" album retails for \$6.99.

The spokesman at Discount Records says they are retailing the \$7.98 category for \$5.29. Catalog albums in the \$6.98 bracket are usually sold for \$3.99.

At Harmony House, Burkhardt says some resistance was offered by clientele balking at the exorbitant \$8.98 price tag for the "Star Is Born" soundtrack.

"Sales were down until we dropped the price to \$7.94, and dropped it again to \$6.94 until more and more people had seen the movie."

At the opposite point of view is John Wallrap, product manager for Peaches, who says the "Star Is Born" album sells for \$5.94, "and people are still complaining that's too high."

"People just browsing here would usually see something they liked and buy it on impulse," he explains. "Not any more. Now they take one look at the prices and ask when it will be on sale."

Wallrap says the \$7.98 LPs sell at Peaches for \$5.96 regularly and \$4.99 when on sale. Other LPs in the \$6.98 category sell for \$3.98 while catalog albums go for \$1 less than the suggested \$5.98 list price.

"Consumers here seem to be more aware of the record business," Wallrap says. "They ask you why albums are so expensive and think store owners are responsible for the increase. I apologize to them and explain it's none of our doing, but they

# Brownsville Station Comin' Right At Ya!



HENRY  
"H-BOMB"  
WECK

CUB KODA

BRUCE  
"BEEZER"  
NAZARIAN

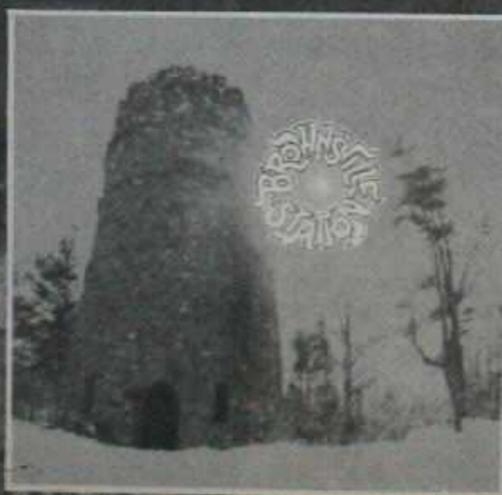
MICHAEL LUTZ

**BROWNSVILLE STATION**  
Is Back With An Explosive Single!

**"LADY (Put The Light On Me)"**

PS 45 149

...From  
Their Most  
Powerful  
Rock And Roll  
Album Yet!



PS 2026

Produced and Engineered By  
**EDDIE KRAMER**



**PRIVATE STOCK**  
RECORDS, LTD.

# We break artists, not just records.



## THE MANHATTANS

After many years as an in-crowd favorite, and after many record labels, the sweet-singing Manhattans came to Columbia where they immediately started selling albums in respectable numbers. Last year they went from respectable to outrageous when their single, "Kiss and Say Goodbye," became the second certified platinum single in history. The new Manhattans album, "It Feels So Good," is the best sounding (and best looking) album yet from The Manhattans.

## DENIECE WILLIAMS

Here's the story of an artist we believed in, an album we loved, and a single we just wouldn't let die. "Free" took a lot of time and patience, but it was worth it... after kicking around in the business for years (she's been on every Stevie Wonder album for the past five years!), Niecy is now an official overnight sensation.

## JOHNNIE TAYLOR

A consistent-selling R&B star when we signed him, Johnnie Taylor is now one of the hottest (and classiest) properties in the business. "Disco Lady" was the first certified platinum single in history. The "Eargasm" album was successful beyond the industry's wildest expectations, and the new "Rated Extraordinaire" album is following suit.



We're really proud of the reputation we've earned as career builders.

In the past year, we've taken on careers at virtually every stage of development. Brand-new artists, solid mid-range performers, proven stars—we've given them all the necessary boost

to new and ever-increasing success.

We're the people of Columbia/Epic/Portrait and Associated Labels. We love music, and we've cultivated a knack for discovering, developing and breaking quality talent that no other record company can match.



#### **LOU RAWLS**

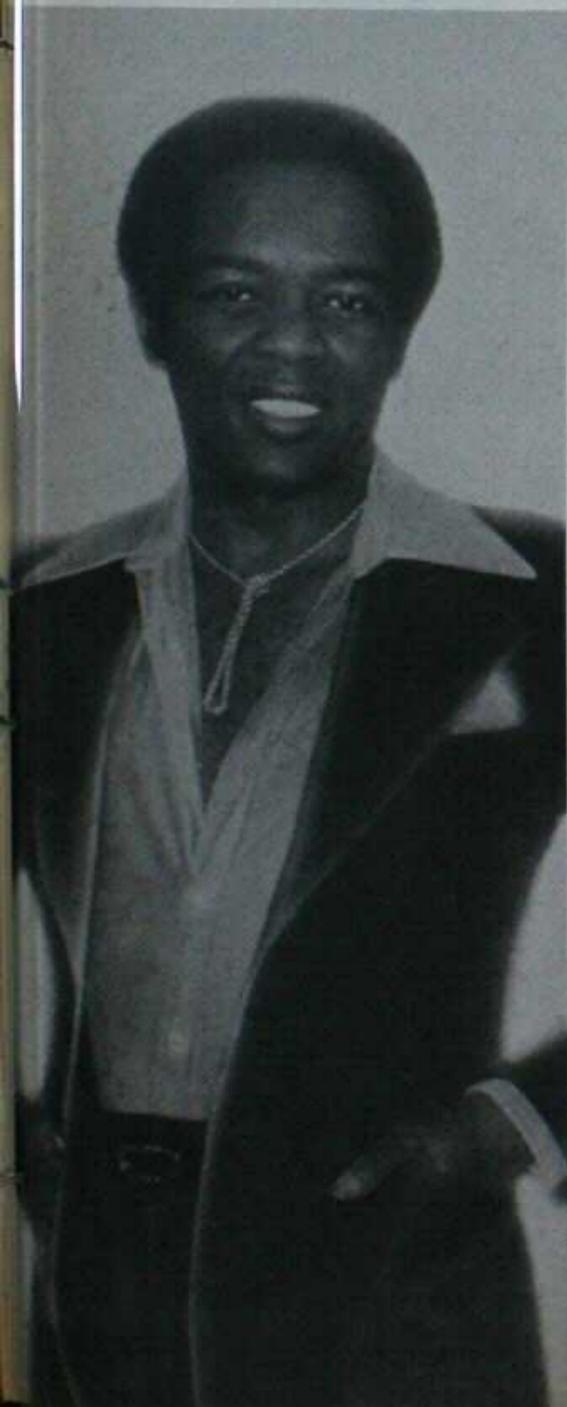
Last year's most dramatic Gamble & Huff success story was the prophetically titled Lou Rawls album, "All Things in Time," recently turned platinum. Lou has been making good music for years and for many different labels. But he wasn't the giant star he deserved to be, until 1976.

#### **BLUE ÖYSTER CULT**

The Cult has toured and built, toured and built. We were with them all the way, just waiting for an album like "Agents of Fortune," and a hit single like "(Don't Fear) The Reaper." The album is just under platinum . . . and it's just the beginning of the phenomenal future everyone is envisioning for the Cult.

#### **BOZ SCAGGS**

A year ago "Silk Degrees" was brand new, and we were predicting big things for it . . . as we'd predicted for previous Boz albums. This time we were right. Even before the release of "Lido Shuffle," "Silk Degrees" was double platinum. Boz got his due at last.



#### **JEAN CARN**

She recorded as a jazz singer with Doug Carn. She sang with Duke Ellington. She appeared on two early Earth, Wind, & Fire albums, as well as on two Norman Connors albums. But her greatest success was yet to come: the Jean Carn album, on Philadelphia International.



**BOSTON**

Has a brand-new, completely unknown group ever done what Boston managed to do? We doubt it. Their debut album was certified gold seven weeks after it was released . . . platinum eleven weeks after it was released. Now it's triple platinum, and still going strong. Meanwhile, the Boston singles "More Than a Feeling" and "Long Time" are practically rock & roll standards.

**TEDDY PENDERGRASS**

As lead singer on all the classic Harold Melvin & The Blue Notes hits, Teddy Pendergrass' name was not well known outside the business. But by the time his own album was on the streets, the word was out . . . and the Teddy Pendergrass album is already just weeks away from gold.

**JOHNNY DUNCAN**

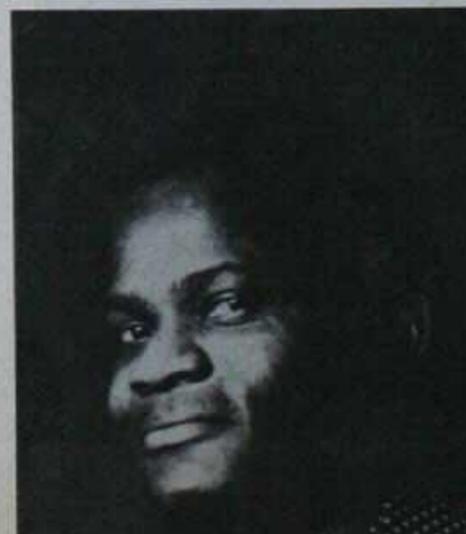
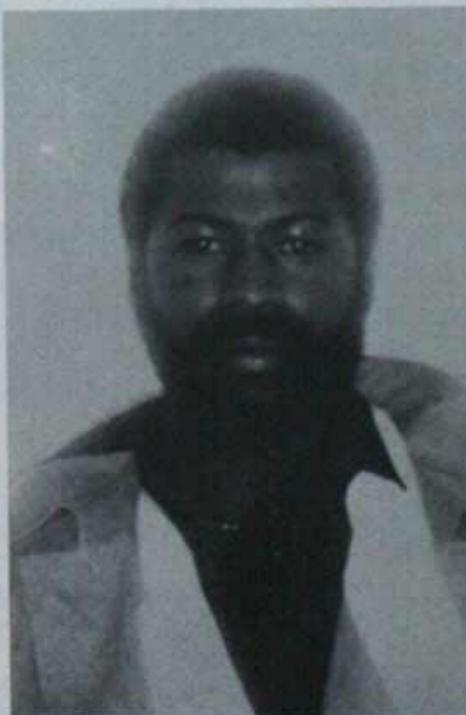
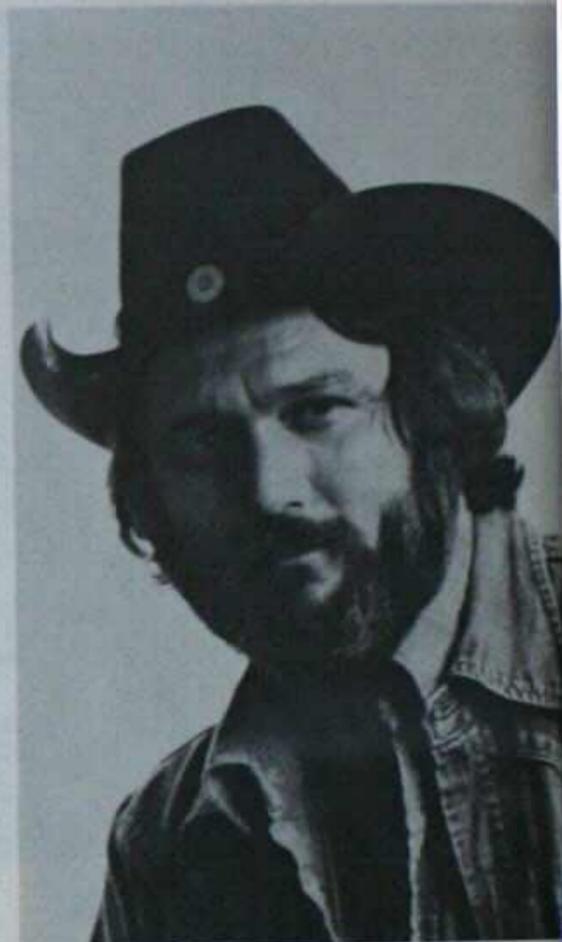
A year ago, Johnny Duncan was one of the few names on our country roster that might have inspired the question "who?" That's hardly the situation now, after three Number One country singles in a row, and two best-selling albums.

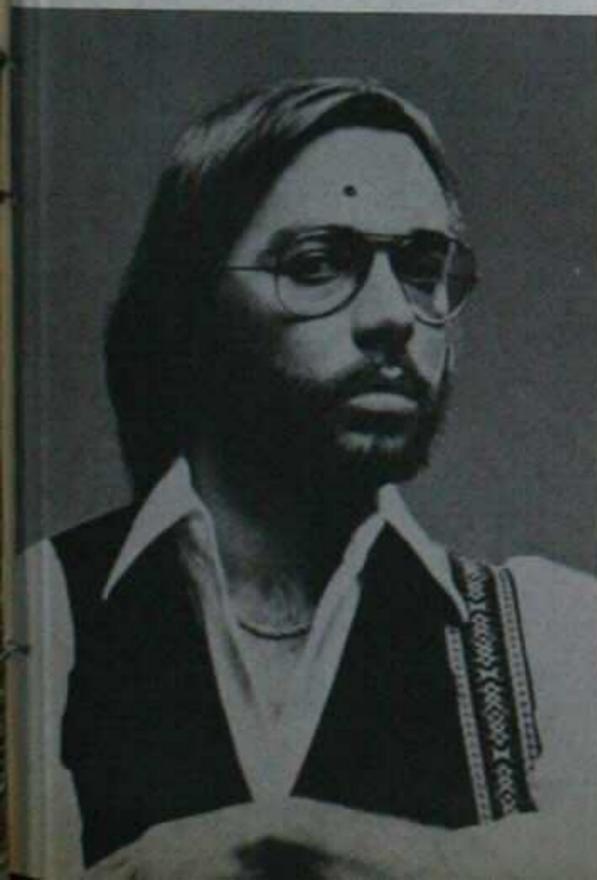
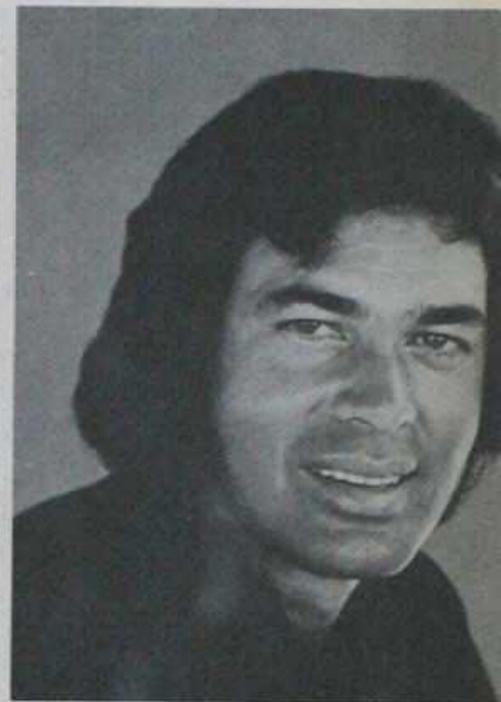
**TED NUGENT**

As a member of the Amboy Dukes, and as a solo artist on another label, Ted Nugent amassed a cult following. As an Epic recording artist he's amassed two (out of two) gold LPs.

**JOE TEX.**

Joe has been away, involved in the teachings of the Honorable Elijah Muhammad. But there can be no question that he's back, in the best form of his career. His smash single: "Ain't Gonna Bump No More (With No Big Fat Woman)." His big album: "Bumps & Bruises." His new label: Epic.





**AL DiMEOLA**

We take great pride in the fact that Al DiMeola is currently one of the best-selling artists in progressive music. When we released Al's solo debut album, he was known to a handful of jazz freaks as the guitarist in Return to Forever. Period. Now, with the release of his second album, "Elegant Gypsy," Al DiMeola is a giant. Period.

**STARCASTLE**

One day in 1976 you opened the trades and there, near the top of the charts, was "Starcastle": a new Epic album, by a new group, that just seemed to happen automatically. It didn't, exactly. But a group with the rave notices and the audience enthusiasm of Starcastle makes our work a lot easier. With their second smash album, "Fountains of Light," Starcastle is well established and still growing.

**TOM JONES**

"Say You'll Stay Until Tomorrow" began an exciting new chapter in the career of the Welsh superstar. It's a country/pop smash that starts off Mr. Jones' association with Epic Records on the perfect note.

**ENGELBERT HUMPERDINCK**

What a way to welcome Engelbert to Epic Records. His very first Epic single "After the Lovin'" took off immediately, and is now gold. His very first Epic album is also gold. And they said it couldn't be done!



**MARY KAY PLACE**

Loretta may be having career problems on "Mary Hartman, Mary Hartman," but Mary Kay Place is enjoying the good life as a true superstar. Her single "Baby Boy" was a smash, her album keeps selling, and we expect more big things from the really very talented Ms. Place in the near future.

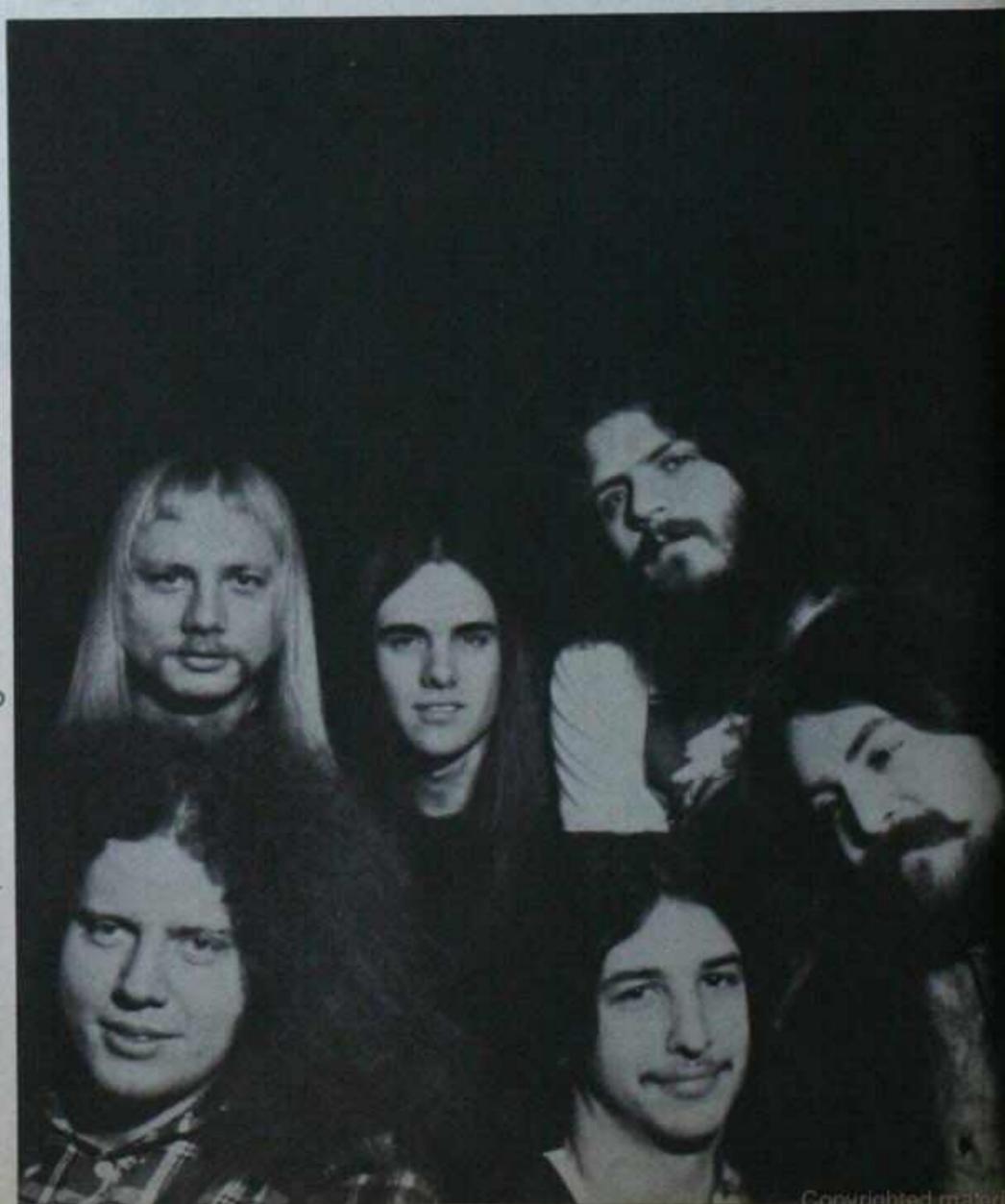


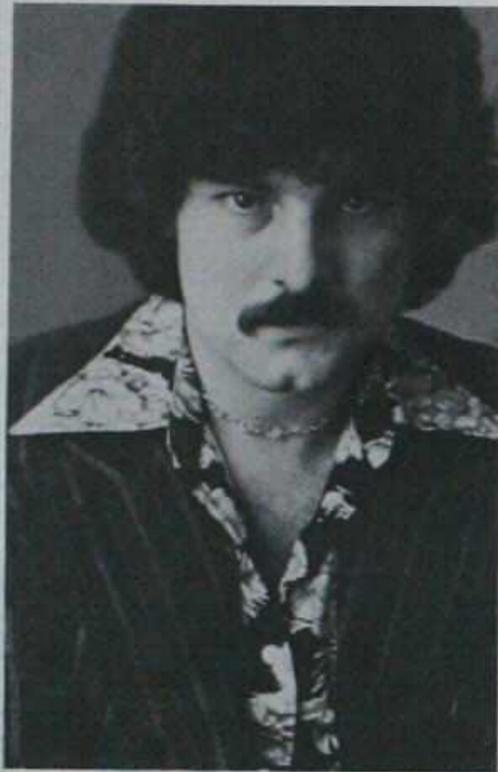
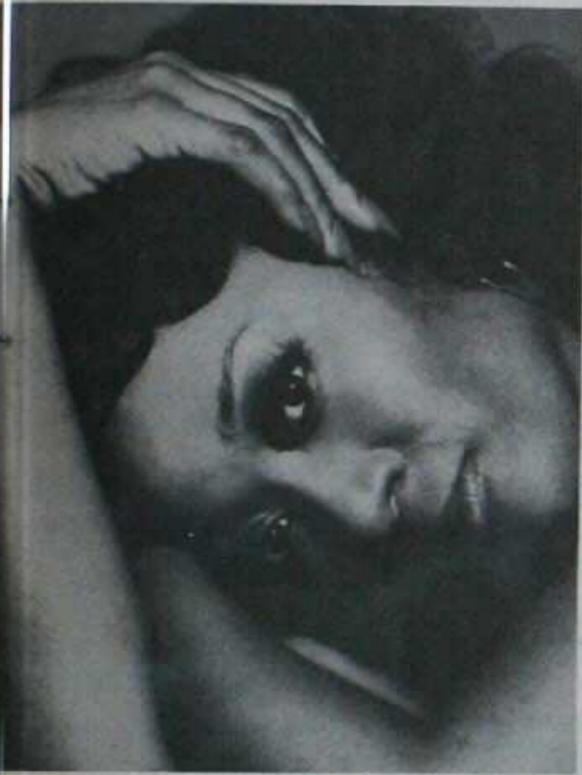
**SOUTHSIDE JOHNNY & THE ASBURY JUKES**

From an Asbury Park bar band to a headline attraction throughout the country . . . that's the story of the highly acclaimed, highly successful Southside Johnny. And none of it would have been possible without "I Don't Want to Go Home," their debut Epic album. Their latest LP, "This Time It's For Real," is brand-new, and skyrocketing.

**KANSAS**

We read in Rolling Stone where Kansas feels that they tricked Kirshner Records into signing them. Well, whatever, Don is glad, and we're ecstatic, because Kansas is one of the hottest bands in the country today. "Leftoverture" is platinum and sparking interest in their entire Kirshner catalog.





**MARLENA SHAW**

Everybody knows the name. Everybody knows she's one of the greatest vocalists of our time. What everybody didn't know was that her Columbia debut album, "Sweet Beginnings," would bullet up the charts, even before a single was released! This is one success story that has the whole industry buzzing.

**BURTON CUMMINGS**

The first single on our new Portrait™ label was Burton Cummings' "Stand Tall." It is now gold. Burton's "Stand Tall" album is approaching gold. Both Burton, and Portrait™ are off to a good start, we'd say.

**WILD CHERRY**

They played their funky music and became platinum boys. "Wild Cherry" becomes the most successful debut album by a white soul band in history. And the follow-up, "Electrified Funk," is currently soaring high.

**THE EMOTIONS**

We're staying away from sales figures in this ad, but if you only knew how quickly word got out that "Flowers" was a super album, how quickly it began to sell, and how consistently it continues to sell, you'd be awed. The Emotions, of course, had released many albums in the past without attracting a whole lot of attention. "Flowers" was their first for Columbia. And it's gold.

**We broke 'em.  
America bought 'em.  
And there are a lot  
more where those  
came from.**

**The growth of our  
artists is our most  
important product.**



Columbia/Epic/Portrait  
and Associated Labels.

Copyright © 1974

# Billboard Singles Radio Action

Playlist Top Add Ons    Playlist Prime Movers ★    Regional Breakouts & National Breakouts

Based on station playlists through Thursday (4/28/77)

## TOP ADD ONS - NATIONAL

- ALAN O'DAY—Undercover Angel (Pacific)
- HALL & OATES—Back Together Again (RCA)
- ADDRISI BROS.—Slow Dancin' Don't Turn Me On (Buddah)

## PRIME MOVERS - NATIONAL

- FLEETWOOD MAC—Dreams (W.B.)
- STEVIE WONDER—Sir Duke (Tama)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK)

## BREAKOUTS - NATIONAL

- STEVE MILLER BAND—Jet Airliner (Capitol)
- BOB SEGER & THE SILVER BULLET BAND—Mainstreet (Capitol)
- MARSHALL TUCKER BAND—Heard It In A Love Song (Capricorn)

### D—Discotheque Crossover

**ADD ONS**—The two key products added at the radio stations listed, as determined by station personnel.

**PRIME MOVERS**—The two products registering the greatest proportionate upward movement on the station's playlist, as determined by station personnel.

**BREAKOUTS**—Billboard Chart Dept. summary of Add On and Prime Mover information to reflect greatest product activity at Regional and National levels.

### KRIZ—Phoenix

- PETER McCANN—Do You Wanna Make Love (20th Century)
- BARRY MANILOW—Looks Like We Made It (Arista)

### D★ THELMA HOUSTON—Don't Leave Me This Way (Tama) 9-6

- ALAN O'DAY—Undercover Angel (Pacific) 17-14

### KTKT—Tucson

- BILL CONTI—Gonna Fly Now (U.A.)
- BARRY MANILOW—Looks Like We Made It (Arista)
- STEVE MILLER BAND—Jet Airliner (Capitol) 30-22
- FLEETWOOD MAC—Dreams (W.B.) 18-15

### KQEO—Albuquerque

- DAVID SOUL—Going In With Your Eyes Closed (Private Stock)
- HELEN REDDY—You're My World (Capitol)
- STEVIE WONDER—Sir Duke (Tama) 22-12
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 15-10

### KEND—Las Vegas

- HELEN REDDY—You're My World (Capitol)
- BARRY MANILOW—Looks Like We Made It (Arista)
- KISS—Calling Dr. Love (Casablanca) 25-20
- RUBINOO'S—I Think We're Alone Now (Beserkley) 27-22

### KJRB—Spokane

- BILL CONTI—Gonna Fly Now (U.A.)
- FLEETWOOD MAC—Dreams (W.B.) 21-13
- STEVE MILLER BAND—Jet Airliner (Capitol) HB-25

### KTAC—Tacoma

- DEAN FRIEDMAN—Ariel (Lifesong)
- BILL CONTI—Gonna Fly Now (U.A.)
- ROSE ROYCE—I Wanna Get Next To You (MCA) 16-11
- JENNIFER WARNES—Right Time Of The Night (Arista) 6-2

### KCPX—Salt Lake City

- JACKSONS—Show You The Way To Go (Epic)
- ALAN O'DAY—Undercover Angel (Pacific)
- FLEETWOOD MAC—Dreams (W.B.) 25-17
- MAYNARD FERGUSON—Gonna Fly Now (Columbia) 20-11

### KRSP—Salt Lake City

- ALAN O'DAY—Undercover Angel (Pacific)
- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 27-22
- MAYNARD FERGUSON—Gonna Fly Now (Columbia) 17-13

### KTLK—Denver

- FIREFALL—Cinderella (Atlantic)
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- FIREFALL—Cinderella (Atlantic)
- STEVE MILLER BAND—Jet Airliner (Capitol)

### KFRG—San Francisco

- JOETEX—Ain't Gonna Bump No More (Epic)
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 25-20
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol) HB-25

### KYA—San Francisco

- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- STEVIE WONDER—Sir Duke (Tama) 11-3
- FLEETWOOD MAC—Dreams (W.B.) 23-16

### KLVN—San Jose

- JOETEX—Ain't Gonna Bump No More (Epic)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- STEVIE WONDER—Sir Duke (Tama) 10-4
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 16-10

### KNDK—Sacramento

- MARSHALL TUCKER BAND—Heard It In A Love Song (Capricorn)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- LEO SAYER—When I Need You (W.B.) 14-10
- NATALIE COLE—I've Got Love On My Mind (Capitol) 11-9

### KROY—Sacramento

- NONE
- FLEETWOOD MAC—Dreams (W.B.) 13-3
- STEVIE WONDER—Sir Duke (Tama) 17-8

### KYNO—Fresno

- STEVE MILLER BAND—Jet Airliner (Capitol)
- ALAN O'DAY—Undercover Angel (Pacific)
- ROSE ROYCE—I Wanna Get Next To You (MCA) 15-10
- KISS—Calling Dr. Love (Casablanca) 2-15

### KALW—Detroit

- ADDRISI BROS.—Slow Dancin' Don't Turn Me On (Buddah)
- HALL & OATES—Back Together Again (RCA)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol) 26-18
- LEO SAYER—When I Need You (W.B.) 15-8

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### KJOY—Stockton, Ca.

- RUFUS/CHAKA KHAN—Hollywood (ABC)
- NILS LOFGREN—I Came To Dance (A&M)
- ANDREW GOLD—Lonely Boy (Asylum) 13-8
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol) 20-15

### KGW—Portland

- FIREFALL—Cinderella (Atlantic)
- STEVE MILLER BAND—Jet Airliner (Capitol)
- FLEETWOOD MAC—Dreams (W.B.) 25-13
- STEVIE WONDER—Sir Duke (Tama) EX-21

### KING—Seattle

- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK)
- EAGLES—Life In The Fast Lane (Asylum)
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire) 20-14
- LEO SAYER—When I Need You (W.B.) 30-5

### KJRB—Spokane

- BILL CONTI—Gonna Fly Now (U.A.)
- FLEETWOOD MAC—Dreams (W.B.) 21-13
- STEVE MILLER BAND—Jet Airliner (Capitol) HB-25

### KTAC—Tacoma

- DEAN FRIEDMAN—Ariel (Lifesong)
- BILL CONTI—Gonna Fly Now (U.A.)
- ROSE ROYCE—I Wanna Get Next To You (MCA) 16-11
- JENNIFER WARNES—Right Time Of The Night (Arista) 6-2

### KCPX—Salt Lake City

- JACKSONS—Show You The Way To Go (Epic)
- ALAN O'DAY—Undercover Angel (Pacific)
- FLEETWOOD MAC—Dreams (W.B.) 25-17
- MAYNARD FERGUSON—Gonna Fly Now (Columbia) 20-11

### KRSP—Salt Lake City

- ALAN O'DAY—Undercover Angel (Pacific)
- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 27-22
- MAYNARD FERGUSON—Gonna Fly Now (Columbia) 17-13

### KTLK—Denver

- FIREFALL—Cinderella (Atlantic)
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- FIREFALL—Cinderella (Atlantic)
- STEVE MILLER BAND—Jet Airliner (Capitol)

### KFRG—San Francisco

- JOETEX—Ain't Gonna Bump No More (Epic)
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 25-20
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol) HB-25

### KYA—San Francisco

- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- STEVIE WONDER—Sir Duke (Tama) 11-3
- FLEETWOOD MAC—Dreams (W.B.) 23-16

### KLVN—San Jose

- JOETEX—Ain't Gonna Bump No More (Epic)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- STEVIE WONDER—Sir Duke (Tama) 10-4
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 16-10

### KNDK—Sacramento

- MARSHALL TUCKER BAND—Heard It In A Love Song (Capricorn)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- LEO SAYER—When I Need You (W.B.) 14-10
- NATALIE COLE—I've Got Love On My Mind (Capitol) 11-9

### KROY—Sacramento

- NONE
- FLEETWOOD MAC—Dreams (W.B.) 13-3
- STEVIE WONDER—Sir Duke (Tama) 17-8

### KYNO—Fresno

- STEVE MILLER BAND—Jet Airliner (Capitol)
- ALAN O'DAY—Undercover Angel (Pacific)
- ROSE ROYCE—I Wanna Get Next To You (MCA) 15-10
- KISS—Calling Dr. Love (Casablanca) 2-15

### KALW—Detroit

- ADDRISI BROS.—Slow Dancin' Don't Turn Me On (Buddah)
- HALL & OATES—Back Together Again (RCA)
- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol) 26-18
- LEO SAYER—When I Need You (W.B.) 15-8

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WILB—Detroit

- JUMBO—Turn On To Love (Prelude)
- NORMAN CONNORS—Once I've Been There (Buddah)
- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK) 3-1
- FRANK LUCAS—Good Thing Man (RCA) 11-9

### WTAC—Flint, Mich.

- STEVE MILLER BAND—Jet Airliner (Capitol)
- JOHN MILES—Slowdown (London)
- LEO SAYER—When I Need You (W.B.) 4-1
- STEVIE WONDER—Sir Duke (Tama) 22-19

### WGRD—Grand Rapids

- STARZ—Cherry Baby (Capitol)
- FLEETWOOD MAC—Dreams (W.B.)
- NONE

### Z-96 (WZZM-FM)—Grand Rapids

- FIREFALL—Cinderella (Atlantic)
- CHICAGO—You Are On My Mind (Columbia)
- HOT—Angel In Your Arms (Big Tree) 23-15
- ANDREW GOLD—Lonely Boy (Asylum) 25-15

### WAKY—Louisville

- STARBUCK—Everybody Be Dancin' (Private Stock)
- KENNY NOLAN—Love's Grown Deep (20th Century)
- MARVIN GAYE—Got To Give It Up (Tama) 27-10
- ADDRISI BROS.—Slow Dancin' Don't Turn Me On (Buddah) 10-4

### WBCN—Bowling Green

- BLUE—Capture Your Heart (MCA/Rocket)
- ENGLAND DAN & JOHN COLEY—It's Sad To Belong (Big Tree)
- ALAN O'DAY—Undercover Angel (Pacific) HB-20
- FIREFALL—Cinderella (Atlantic) HB-22

### WGCL—Cleveland

- BREAD—Hooked On You (Elektra)
- KINKS—Sleepwalker (Arista)
- HOT—Angel In Your Arms (Big Tree) 16-11
- JENNIFER WARNES—Right Time Of The Night (Arista) 11-8

### WMGC—Cleveland

- ANDY GIBB—I Just Want To Be Your Everything (RSD)
- WILLIAM BELL—Trying To Love Two (Mercury)
- KENNY ROGERS—Lucille (U.A.) 34-24
- ENGLBERT HUMPERDINCK—I Believe In Miracles (Epic) 35-25

### WSAI—Cincinnati

- K.C. & THE SUNSHINE BAND—I'm Your Boogie Man (TK)
- EAGLES—Life In The Fast Lane (Asylum)
- FLEETWOOD MAC—Dreams (W.B.) 27-17
- LEO SAYER—When I Need You (W.B.) 13-6

### Q-102 (WKRR-FM)—Cincinnati

- NONE
- CLIMAX BLUES BAND—Couldn't Get It Right (Sire) 18-10
- ANDREW GOLD—Lonely Boy (Asylum) 20-12

### WCOL—Columbus

- HALL & OATES—Back Together Again (RCA)
- EAGLES—Life In The Fast Lane (Asylum)
- FLEETWOOD MAC—Dreams (W.B.) 33-22
- STEVE MILLER BAND—Jet Airliner (Capitol) 40-25

### WCUE—Akron, Ohio

- STEVE MILLER BAND—Jet Airliner (Capitol)
- HALL & OATES—Back Together Again (RCA)
- BILL CONTI—Gonna Fly Now (U.A.) 30-15
- FLEETWOOD MAC—Dreams (W.B.) 20-11

### 13-Q (WKQT)—Pittsburgh

- MARVIN GAYE—Got To Give It Up (Tama)
- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

### D—Marvin Gaye—Got To Give It Up (Tama)

- HALL & OATES—Back Together Again (RCA)
- ANDREW GOLD—Lonely Boy (Asylum) 28-21

## Pacific Southwest Region

### TOP ADD ONS:

- ALAN O'DAY—Undercover Angel (Pacific)
- BARRY MANILOW—Looks Like We Made It (Arista)
- MARVIN GAYE—Got To Give It Up (Tama)

### PRIME MOVERS:

- STEVIE WONDER—Sir Duke (Tama)
- FLEETWOOD MAC—Dreams (W.B.)
- MARVIN GAYE—Got To Give It Up (Tama)

### BREAKOUTS:

- BILL CONTI—Gonna Fly Now (U.A.)
- HELEN REDDY—You're My World (Capitol)
- JOE TEX—Ain't Gonna Bump No More (Epic)

### KHJ—Los Angeles

- JOE TEX—Ain't Gonna Bump No More (Epic)
- ALAN O'DAY—Undercover Angel (Pacific)
- FLEETWOOD MAC—Dreams (W.B.) 24-13
- BILL CONTI—Gonna Fly Now (U.A.) HB-24

### TEN-Q (KTNQ)—Los Angeles

- MARVIN GAYE—Got To Give It Up (Tama)
- ALICE COOPER—You & Me (W.B.)
- MARVIN GAYE—Got To Give It Up (Tama) HB-16
- FLEETWOOD MAC—Dreams (W.B.) 27-25

### KDAY—Los Angeles

- NONE
- NONE

### KEZY—Anaheim

- MARVIN GAYE—Got To Give It Up (Tama)
- ALAN O'DAY—Undercover Angel (Pacific)

### D★ THELMA HOUSTON—Don't Leave Me This Way (Tama) 21-11

- GLEN CAMPBELL—Southern Nights (RCA) 16-10

### KFXM—San Bernardino

- BOB SEGER/SILVER BULLET BAND—Mainstreet (Capitol)
- JENNIFER WARNES—Right Time Of The Night (Arista) 18-12
- STEVIE WONDER—Sir Duke (Tama) 26-21

### KCBQ—San Diego

- FLEETWOOD MAC—Dreams (W.B.)
- BILL CONTI—Gonna Fly Now (U.A.)
- LEO SAYER—When I Need You (W.B.) 11-2
- WILLIAM BELL—Trying To Love Two (Mercury) 22-15

### KAFY—Bakersfield

- Q—Dancin' Man (Epic/Sweet City)
- ADDRISI BROS.—Slow Dancin' Don't Turn Me On (Buddah)
- RUBINOO'S—I Think We're Alone Now (Beserkley) 20-16
- STEVIE WONDER—Sir Duke (Tama) 11-8

## Pacific Northwest Region

### TOP ADD ONS:

- CLIMAX BLUES BAND—Couldn't Get It Right (Sire)
- ALAN O'DAY—Undercover Angel (Pacific)
- JOE TEX—Ain't Gonna Bump No More (Epic)

# OL' WAYLON'S NEW ALBUM



APL/APS/APK 1-2317

Waylon's new LP is hot on the heels of his critically acclaimed (Platinum) LP, "The Outlaws". Dreaming My Dreams, another great Waylon Album has recently been certified gold. Now, Ol' Waylon reaches a new musical high with selections like *Luckenbach Texas*—the highest debuting single ever, *Lucille*, *Sweet Caroline*, *That's All Right/My Baby Left Me* and more.

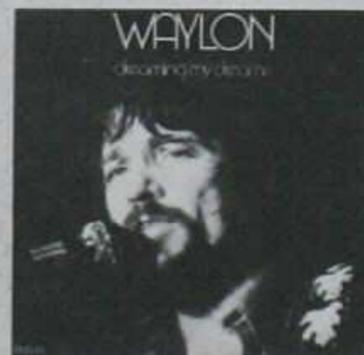
## ALSO AVAILABLE



APL/APS/APK 1-1321  
CERTIFIED PLATINUM



APL/APS/APK 1-1108



APL/APS/APK 1-1062  
CERTIFIED GOLD

Representation: Neil C. Reshen (203) 792-8880

**RCA** Records

# Billboard Singles Radio Action

Playlist Top Add Ons  
Playlist Prime Movers

Based on station playlists through Thursday (4/28/77)

Continued from page 22

WVON—Chicago

- GEORGE McCRAE—'I'm Gonna Stay With My Baby' (TK)
- D• EDDIE HOLMAN—'A Night To Remember' (HDM)
- JACKIE MOORE—'Make Me Yours' (Rayette) 25-19
- BOOTSY'S RUBBER BAND—'The Pinocchio Theory' (W.B.) 25-19

WNOE—Indianapolis

- FLEETWOOD MAC—'Dreams' (W.B.)
- HALL & OATES—'Back Together Again' (RCA)
- STEVIE WONDER—'Sir Duke' (Tamla) 15-10

D• MARVIN GAYE—'Got To Give It Up' (Tamla) 19-14

WOKY—Milwaukee

- BILL CONTI—'Gonna Fly Now' (U.A.)
- ANDREW GOLD—'Lonely Boy' (Asylum)
- FLEETWOOD MAC—'Dreams' (W.B.) 33-25
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 30-23

WZUO-FM—Milwaukee

- MAYNARD FERGUSON—'Gonna Fly Now' (Columbia)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- KISS—'Calling Dr. Love' (Casablanca) 13-9
- KINKS—'Sleepwalker' (Arista) 19-16

WURL—Peoria, Ill.

- YVONNE ELLIMAN—'Hello Stranger' (RSD)
- HOT—'Angel In Your Arms' (Big Tree) 19-10
- STYLVERS—'High School Dance' (Capitol) 23-16

KSLQ-FM—St. Louis

- DAVE MASON—'So High' (Columbia)
- ISLEY BROS.—'The Pride' (T. Neck)
- BILL CONTI—'Gonna Fly Now' (U.A.) 34-25
- FLEETWOOD MAC—'Dreams' (W.B.) 27-20

KLOK—St. Louis

- MAYNARD FERGUSON—'Gonna Fly Now' (Columbia)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- FOREIGNER—'Feels Like The First Time' (Arista) 14-8
- FLEETWOOD MAC—'Dreams' (W.B.) 12-7

KIOA—Des Moines

- JOE TEX—'Am I Gonna Bump No More' (Epic)
- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- BETTE MIDLER—'You're Movin' Out Today' (Atlantic) HB-34
- HOT—'Angel In Your Arms' (Big Tree) 6-1

KDWB—Minneapolis

- STEVIE WONDER—'Sir Duke' (Tamla)
- MAYNARD FERGUSON—'Gonna Fly Now' (Columbia) 30-20
- LEO SAYER—'When I Need You' (W.B.) 6-1

WDGY—Minneapolis

- NONE
- NONE
- NONE

KSTP—Minneapolis

- KENNY ROGERS—'Lucille' (U.A.)
- HALL & OATES—'Back Together Again' (RCA)
- STEVIE WONDER—'Sir Duke' (Tamla) 18-8
- FLEETWOOD MAC—'Dreams' (W.B.) 20-14

WHB—Kansas City

- FIREFALL—'Cinderella' (Atlantic)
- YVONNE ELLIMAN—'Hello Stranger' (RSD)
- STEVIE WONDER—'Sir Duke' (Tamla) 18-9
- LEO SAYER—'When I Need You' (W.B.) 9-4

KKLS—Rapid City, S.D.

- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- FIREFALL—'Cinderella' (Atlantic) 20-15
- BILL CONTI—'Gonna Fly Now' (U.A.) 13-9

KQWB—Fargo, N.D.

- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- FLEETWOOD MAC—'Dreams' (W.B.) 17-7
- KENNY ROGERS—'Lucille' (U.A.) 18-9

## Northeast Region

TOP ADD ONS:

- ALAN O'DAY—'Undercover Angel' (Pacific)
- MANFRED MANN'S EARTH BAND—'Spirits In The Night' (W.B.)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)

PRIME MOVERS:

- STEVIE WONDER—'Sir Duke' (Tamla)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK)
- FLEETWOOD MAC—'Dreams' (W.B.)

BREAKOUTS:

- TAVARES—'Whodunnit' (Capitol)
- YVONNE ELLIMAN—'Hello Stranger' (RSD)
- BILL CONTI—'Gonna Fly Now' (U.A.)

WABC—New York

- NONE
- EAGLES—'Hotel California' (Asylum) 10-2
- TAVARES—'Whodunnit' (Capitol) 11-7

WBLS—New York

- ARETHA FRANKLIN—'Break It To Me Gently' (Atlantic)
- THELMA HOUSTON—'If It's The Last Thing I Do' (Tamla)
- NONE

WPIX—New York

- D• MARVIN GAYE—'Got To Give It Up' (Tamla)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 20-10
- FLEETWOOD MAC—'Dreams' (W.B.) 25-19

WVRL—New York

- D• T-CONNECTION—'Do What You Wanna Do' (Dash)
- BRASS CONSTRUCTION—'The Message' (U.A.)
- BOOTSY'S RUBBER BAND—'The Pinocchio Theory' (W.B.) 16-12
- D• DESTINATION—'I Don't Love You Anymore' (Phila. Int'l.) 15-15

WPTX—Albany

- BILL CONTI—'Gonna Fly Now' (U.A.)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 25-14
- STEVIE WONDER—'Sir Duke' (Tamla) 20-12

WTRY—Albany

- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- HALL & OATES—'Back Together Again' (RCA)
- STEVIE WONDER—'Sir Duke' (Tamla) 18-5
- ALAN O'DAY—'Undercover Angel' (Pacific) 30-24

WRBW—Buffalo

- FLEETWOOD MAC—'Dreams' (W.B.)
- PABLO CRUISE—'Whatcha Gonna Do?' (A&M)
- STEVIE WONDER—'Sir Duke' (Tamla) 29-30
- B.W. STEVENSON—'Down To The Station' (W.B.) 24-19

WYSL—Buffalo

- HELEN REDDY—'You're My World' (Capitol)
- ANDREW GOLD—'Lonely Boy' (Asylum) 20-14
- ROSE ROYCE—'I Wanna Get Next To You' (MCA) 26-20

WBBF—Rochester, N.Y.

- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK)
- KENNY NOLAN—'Love's Grown Deep' (20th Century)
- STEVIE WONDER—'Sir Duke' (Tamla) 28-5
- ALAN O'DAY—'Undercover Angel' (Pacific) 17-10

WRKO—Boston

- MANFRED MANN'S EARTH BAND—'Spirits In The Night' (W.B.)
- ALAN O'DAY—'Undercover Angel' (Pacific)
- FLEETWOOD MAC—'Dreams' (W.B.) 15-10
- TAVARES—'Whodunnit' (Capitol) HB-21

WBZ-FM—Boston

- MANFRED MANN'S EARTH BAND—'Spirits In The Night' (W.B.)
- ALAN O'DAY—'Undercover Angel' (Pacific)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 22-13
- CLIMAX BLUES BAND—'Couldn't Get It Right' (Sire) 26-17

WVBF-FM—Boston

- NONE
- NONE

WORC—Worcester, Mass.

- FLEETWOOD MAC—'Dreams' (W.B.)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- BILL CONTI—'Gonna Fly Now' (U.A.) 13-4
- DEAN FRIEDMAN—'Ariel' (Lifesong) 23-15

WORC—Hartford

- YVONNE ELLIMAN—'Hello Stranger' (RSD)
- TAVARES—'Whodunnit' (Capitol)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 27-20
- FLEETWOOD MAC—'Dreams' (W.B.) HB-25

WPRO—Providence

- HOT—'Angel In Your Arms' (Big Tree)
- ORLEANS—'Spring Fever' (Asylum)
- KISS—'Calling Dr. Love' (Casablanca) 21-15
- STEVIE WONDER—'Sir Duke' (Tamla) 10-5

## Mid-Atlantic Region

TOP ADD ONS:

- BARRY MANILOW—'Looks Like We Made It' (Arista)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- YVONNE ELLIMAN—'Hello Stranger' (RSD)

PRIME MOVERS:

- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK)
- FLEETWOOD MAC—'Dreams' (W.B.)
- STEVIE WONDER—'Sir Duke' (Tamla)

BREAKOUTS:

- BILL CONTI—'Gonna Fly Now' (U.A.)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- KENNY NOLAN—'Love's Grown Deep' (20th Century)

WFIL—Philadelphia

- YVONNE ELLIMAN—'Hello Stranger' (RSD)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- LEO SAYER—'When I Need You' (W.B.) 8-3
- STEVIE WONDER—'Sir Duke' (Tamla) 18-13

WIBG—Philadelphia

- KENNY NOLAN—'Love's Grown Deep' (20th Century)
- STEVIE WONDER—'Sir Duke' (Tamla) 17-10
- BOZ SCAGGS—'Lido Shuffle' (Columbia) 10-6

WIFI-FM—Philadelphia

- ANDREW GOLD—'Lonely Boy' (Asylum)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 29-23
- STEVIE MILLER BAND—'Jet Airliner' (Capitol) 30-24

WPGC—Washington

- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- FLEETWOOD MAC—'Dreams' (W.B.) 29-20
- ANDREW GOLD—'Lonely Boy' (Asylum) 16-9

WOL—Washington

- DRAMATICS—'I Can't Get Over You' (ABC)
- BRASS CONSTRUCTION—'What's On Your Mind' (U.A.)
- SHOTGUN—'Hot Line' (ABC) HB-6

WGH—Washington

- HOT—'Angel In Your Arms' (Big Tree)
- STEVIE WONDER—'Sir Duke' (Tamla)
- ABBA—'Dancing Queen' (Atlantic) 13-2
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 17-8

WCAD—Baltimore

- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- HALL & OATES—'Back Together Again' (RCA)
- K.C. & THE SUNSHINE BAND—'I'm Your Boogie Man' (TK) 14-5
- ANDREW GOLD—'Lonely Boy' (Asylum) 21-16

WYRE—Baltimore

- BILL CONTI—'Gonna Fly Now' (U.A.)
- ALAN O'DAY—'Undercover Angel' (Pacific)
- STEVIE WONDER—'Sir Duke' (Tamla) 12-4
- CLIMAX BLUES BAND—'Couldn't Get It Right' (Sire) 13-7

WLEE—Richmond, Va.

- BILL CONTI—'Gonna Fly Now' (U.A.)
- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- FLEETWOOD MAC—'Dreams' (W.B.) 26-11
- HOT—'Angel In Your Arms' (Big Tree) 16-4

## Southeast Region

TOP ADD ONS:

- ANDREW GOLD—'Lonely Boy' (Asylum)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- JIMMY BUFFETT—'Margaritaville' (ABC)

PRIME MOVERS:

- FLEETWOOD MAC—'Dreams' (W.B.)
- D• MARVIN GAYE—'Got To Give It Up' (Tamla)
- STEVIE WONDER—'Sir Duke' (Tamla)

BREAKOUTS:

- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)

WQXI—Atlanta

- JIMMY BUFFETT—'Margaritaville' (ABC)
- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn) 17-9
- FLEETWOOD MAC—'Dreams' (W.B.) 10-3

Z53 (WZGC-FM)—Atlanta

- JACKSONS—'Show You The Way To Go' (Epic)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- STEVIE WONDER—'Sir Duke' (Tamla) 16-7
- KENNY ROGERS—'Lucille' (U.A.) 11-6

WBBQ—Atlanta

- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- BOB SEGER/SILVER BULLET BAND—'Mainstreet' (Capitol)
- FLEETWOOD MAC—'Dreams' (W.B.) 29-21
- ANDREW GOLD—'Lonely Boy' (Asylum) 27-22

WFDM—Atlanta

- HELEN REDDY—'You're My World' (Capitol)
- ENGLAND DAN/JOHN COLEY—'It's Sad To Belong' (Big Tree)
- STARBUCK—'Everybody Be Dancin'' (Private Stock) 20-13
- WAYLON JENNINGS—'Luckenbach, Texas' (RCA) 26-19

WSCA—Savannah, Ga.

- ANDREW GOLD—'Lonely Boy' (Asylum)
- EAGLES—'Life In The Fast Lane' (Asylum)
- D• JOE TEX—'Am I Gonna Bump No More' (Epic) 13-5
- ALAN O'DAY—'Undercover Angel' (Pacific) 16-9

WQAM—Miami

- CLIMAX BLUES BAND—'Couldn't Get It Right' (Sire)
- ALAN O'DAY—'Undercover Angel' (Pacific)
- BILL CONTI—'Gonna Fly Now' (U.A.) 28-15
- STEVIE WONDER—'Sir Duke' (Tamla) 15-4

Y-100 (WHYI-FM)—Miami

- CLIMAX BLUES BAND—'Couldn't Get It Right' (Sire)
- BILL CONTI—'Gonna Fly Now' (U.A.) 10-4
- LEO SAYER—'When I Need You' (W.B.) 12-6

BJ-105 (WB/W-FM)—Orlando

- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- HALL & OATES—'Back Together Again' (RCA)
- D• JOE TEX—'Am I Gonna Bump No More' (Epic) 17-6
- ANDREW GOLD—'Lonely Boy' (Asylum) 13-5

Q-105 (WRBQ-FM)—Tampa, St. Petersburg

- BILL CONTI—'Gonna Fly Now' (U.A.)
- EAGLES—'Life In The Fast Lane' (Asylum)
- FLEETWOOD MAC—'Dreams' (W.B.) 20-14
- PETER McCANN—'Do You Wanna Make Love' (20th Century) 24-18

WQPD—Lakeland, Fla.

- HALL & OATES—'Back Together Again' (RCA)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- FOREIGNER—'Feels Like The First Time' (Atlantic) 38-18
- HOT—'Angel In Your Arms' (Big Tree) 18-7

WMFI—Daytona Beach

- STYLVERS—'High School Dance' (Capitol)
- AL STEWART—'On The Border' (Janus)
- STEVIE WONDER—'Sir Duke' (Tamla) 11-5
- KISS—'Calling Dr. Love' (Casablanca) 21-16

WAPE—Jacksonville

- ANDY GIBB—'I Just Want To Be Your Everything' (RSD)
- JIMMY BUFFETT—'Margaritaville' (ABC)
- BILL CONTI—'Gonna Fly Now' (U.A.) 22-8
- D• JOE TEX—'Am I Gonna Bump No More' (Epic) 5-1

WAYS—Charlotte

- D• MARVIN GAYE—'Got To Give It Up' (Tamla)
- ANDREW GOLD—'Lonely Boy' (Asylum)
- HOT—'Angel In Your Arms' (Big Tree) 15-7
- FLEETWOOD MAC—'Dreams' (W.B.) 18-11

WGIV—Charlotte

- N.C.C.U.—'Ball City Party' (U.A.)
- MINNIE RIPERTON—'Young, Willing & Able' (Epic)
- D• MARVIN GAYE—'Got To Give It Up' (Tamla) 44-2
- JOHNNY BRISTOL—'You Turned Me On To Love' (Atlantic) 21-9

WKIX—Raleigh, N.C.

- D• MARVIN GAYE—'Got To Give It Up' (Tamla)
- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- STEVIE WONDER—'Sir Duke' (Tamla) 8-3
- HOT—'Angel In Your Arms' (Big Tree) 11-6

WTOB—Winston/Salem

- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- STEVIE WONDER—'Sir Duke' (Tamla) 22-12
- ALAN O'DAY—'Undercover Angel' (Pacific) 17-9

WTMA—Charleston, S.C.

- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- JACKSONS—'Show You The Way To Go' (Epic)
- HOT—'Angel In Your Arms' (Big Tree) 23-14
- FLEETWOOD MAC—'Dreams' (W.B.) HB-24

WORD—Spartanburg, S.C.

- HALL & OATES—'Back Together Again' (RCA)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- WALTER MURPHY/BIG APPLE BAND—'Rhapsody In Blue' (Private Stock) 19-11

WLAC—Nashville

- MARSHALL TUCKER BAND—'Heard It In A Love Song' (Capricorn)
- ADDRESSI BROS.—'Slow Dancin' Don't Turn Me On' (Buddah)
- FLEETWOOD MAC—'Dreams' (W.B.) 15-6
- Q—'Dancin' Man' (Epic/Sweet City) 17-10

WMAK—Nashville

- NONE
- FOREIGNER—'Feels Like The First Time' (Atlantic) 30-22
- FLEETWOOD MAC—'Dreams' (W.B.) 25-20

WHBQ—Memphis

- D• MARVIN GAYE—'Got To Give It Up' (Tamla)
- BARRY MANILOW—'Looks Like We Made It' (Arista)
- HOT—'Angel In Your Arms' (Big Tree) 16-7
- FOREIGNER—'Feels Like The First Time' (Atlantic) 24-20

WMPS—Memphis

- STEVIE MILLER BAND—'Jet Airliner' (Capitol)
- ANDREW GOLD—'Lonely Boy' (Asylum)
- D• MARVIN GAYE—'Got To Give It Up' (Tamla) 28-17
- STEVIE WONDER—'Sir Duke' (Tamla) 14-6

WGOV—Chattanooga

- STYLVERS—'High School Dance' (Capitol)
- FLEETWOOD MAC—'Dreams' (W.B.)
- KENNY ROGERS—'Lucille' (U.A.) 9-5
- D• JOE TEX—'Am I Gonna Bump No More' (Epic) 12-8

WERC—Birmingham

- ANDREW GOLD—'Lonely Boy' (Asylum)
- JIMMY BUFFETT—'Margaritaville' (ABC)
- ALAN O'DAY—'Undercover Angel' (Pacific) 25-15
- KENNY

# The new entertainment frontier!



## Is Western Canada

### 6¾ Million People

Western Canadians live in and around major cities. So, warm up your axe and spray your throat. We're wide open. And the great Canadian gigs are happening in some of the most modern and best-equipped concert halls, theatres and outdoor coliseums anywhere. Canadians have developed some pretty hip entertainment tastes through exposure to the best.

Western Canada is booming. There is a steady flow of available leisure entertainment dollars. Entertainment budgets are on par with major U.S. centres for corresponding acts. If your act is up to par — chances are we can do business.

### Over 100,000 Seats Waiting

From Victoria's Royal Theatre cross the mountains to Edmonton's Coliseum, Jubilee Auditorium, and brand new Citadel . . . play the massive grandstand of Calgary's world famous Stampede, the Southern Alberta Jubilee Auditorium, and the new Convention Centre . . . a short hop takes you to Saskatoon's Centennial Auditorium, the gleaming new Regina Exhibition Agridome and the magnificent Saskatchewan Centre of the Arts in Regina . . . before moving on to Winnipeg, the gateway of the West, with the Winnipeg Convention Centre. Then there are cities like Lethbridge, Medicine Hat, Brandon and our friends at the State Fair in Great Falls, Montana. Watch those seats fill up in Western Canada. Good audiences, good money, good times.

### 10 Great Cities Each One Hour Apart

From Victoria, "the garden spot of Canada" on the West Coast (one hour from Seattle) to Winnipeg, "the hub city" in the centre of the country (one hour from Minneapolis), each city boasts fine entertainment facilities. You've heard about the vast expanse of mountains and prairies? Each of the major centres is separated only by about one hour's flight time via modern jet. And there is a vast network of connecting flights, not only across Canada, but with cities like New York, Chicago, San Francisco, and Los Angeles in the United States and key European points as well. It's live entertainment heaven where "disco-daze" has yet to strike in epidemic proportions.

### A Variety of Tastes

Name the top twenty concert groups, solo performers, lounge acts and current touring theatre companies and chances are most of them have played Western Canada recently. We have room for everything. Our musical tastes are varied. Co-ordinated itineraries can be arranged well in advance or take 'em one at a time. Just clear your throat and pick up the telephone. Want a warm Canadian following? Come on up to Western Canada and "break a leg" in our neck of the woods.

#### Contacts:

VANCOUVER, B.C./MARIO CARAVETTI, Pacific National Exhibition, (604) 253-2311  
 VICTORIA, B.C./J.B. MORGAN, Memorial Arena, 1925 Blanchard Street, (604) 384-0444  
 EDMONTON, ALBERTA/DON CLARKE, P.O. Box 1480, (403) 474-6451  
 /RON WIGMORE, Northern Alberta Jubilee Auditorium, (403) 427-2760  
 CALGARY, ALBERTA/DON WELDEN, Box 1060, (403) 261-0101  
 /CLAUDE BLACKWOOD, Southern Alberta Jubilee Auditorium, (403) 289-5531  
 /CLAUDE GOYER, Calgary Convention Centre, (403) 261-8800

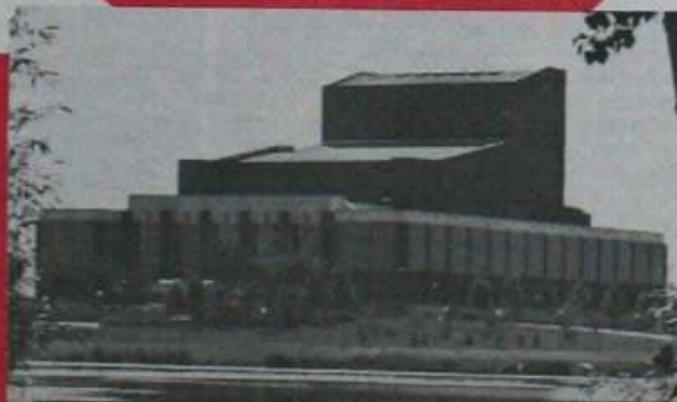
LETHBRIDGE, ALBERTA/RAY L. LAMBERT, 2510 Scenic Drive, (403) 329-4737  
 MEDICINE HAT, ALBERTA/ALEX KALETA, Arena Convention Centre, (403) 526-5971  
 REGINA, SASKATCHEWAN/WILF BAKER, 200 Lakeshore Drive, (306) 584-5050  
 /LARRY JOHNSTONE, Exhibition Agridome, Box 167, (306) 527-2674  
 SASKATOON, SASK./ROY M. AIKENHEAD, Centennial Auditorium, (306) 653-3722  
 BRANDON, MANITOBA/JACK SIMPSON, P.O. Box 122, (204) 728-2246  
 WINNIPEG, MANITOBA/VIVIAN SHANNON, 375 York Avenue, (204) 956-1720  
 GREAT FALLS, MONTANA/BILL CHIESA, P.O. Box 1524, (406) 452-6401



Jubilee Auditorium — Calgary/Edmonton



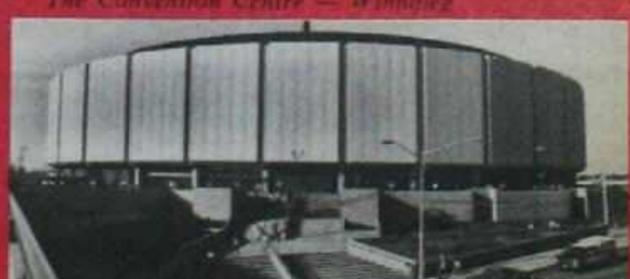
Stampede Grandstand — Calgary



Saskatchewan Centre of the Arts — Regina



The Convention Centre — Winnipeg



The Coliseum — Edmonton

# Billboard Album Radio Action

Playlist Top Ad Ons • Top Requests/Airplay ★ Regional Breakouts & National Breakouts

Based on station playlists through Thursday (4/21/77)

## Top Add Ons-National

- LITTLE FEAT—Time Loves A Hero (Warner Brothers)
- VAN MORRISON—A Period Of Transition (Warner Brothers)
- 10 CC—Deceptive Bends (Mercury)
- POCO—Indian Summer (ABC)

## Top Requests/Airplay-National

- FLEETWOOD MAC—Rumours (Warner Brothers)
- BONNIE RAITT—Sweet Forgiveness (Warner Brothers)
- EAGLES—Hotel California (Asylum)
- DAVE MASON—Let It Flow (Columbia)

## National Breakouts

- POCO—Indian Summer (ABC)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FRANKIE MILLER—Full House (Chrysalis)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)

**ADD ONS**—The four key products added at the radio stations listed, as determined by station personnel.

**TOP REQUESTS/AIRPLAY**—The four products registering the greatest listener requests and airplay, as determined by station personnel.

**BREAKOUTS**—Billboard Chart Dept. summary of Add Ons and Requests/Airplay information to reflect greatest product activity at regional and national levels.

### KSPJ-FM—Denver (Jean Valdez)

- VAN MORRISON—A Period Of Transition (WB)
- AMAZING RHYTHM ACES—Toucan Do It Too (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KENNY LOGGINS—Celebrate Me Home (Columbia)
- CHILLWACK—Dreams, Dreams, Dreams (Mushroom Records)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- BAD COMPANY—Burnin' Sky (Swan Song)
- BONNIE RAITT—Sweet Forgiveness (WB)

### KISW-FM—Seattle (Lee Michaels)

- KENNY LOGGINS—Celebrate Me Home (Columbia)
- IGGY POP—The Idiot (RCA)
- DICKEY BETTS & THE GREAT SOUTHERN—(Arista)
- ROUGH DIAMOND—(Island)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- CHARLIE—No Second Chance (Janus)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)
- PINK FLOYD—Animals (Columbia)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)

### KFJC-FM—Fresno (Art Farcas)

- DAVE MASON—Let It Flow (Columbia)
- POCO—Indian Summer (ABC)
- JOHN LODGE—Natural Avenue (London)
- KENNY LOGGINS—Celebrate Me Home (Columbia)
- CAPTAIN & TERNILLE—Come In From The Rain (A&M)
- KIKI DEE—(Rocket)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- JIMMY BUFFETT—Changes In Latitudes—Changes In Attitudes (ABC)
- STEVE WONDER—Songs In The Key Of Life (Tamla)

### KFYR-FM—Albuquerque (Bruce McCaleb)

- VAN MORRISON—A Period Of Transition (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KEVIN AYERS—Yes We Have No Muzanaz (ABC)
- HOLLYWOOD STARS—(Arista)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- WALTER EGAN—Fundamental Roll (Columbia)
- DAVE MASON—Let It Flow (Columbia)

### KMYB-FM—Albuquerque (Bruce McCaleb)

- VAN MORRISON—A Period Of Transition (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KEVIN AYERS—Yes We Have No Muzanaz (ABC)
- HOLLYWOOD STARS—(Arista)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- WALTER EGAN—Fundamental Roll (Columbia)
- DAVE MASON—Let It Flow (Columbia)

### KZEP-FM—Dallas (Charlie Kendall)

- IGGY POP—The Idiot (RCA)
- GINGER BAKER—Eleven Sides Of Baker (Gone)
- POCO—Indian Summer (ABC)
- 38 SPECIAL—(A&M)
- VAN MORRISON—A Period Of Transition (WB)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- BONNIE RAITT—Sweet Forgiveness (WB)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### KZLN-FM—Houston (Jackie McCauley)

- STREETWALKER—Vicous But Fair (Mercury)
- GEORGE DUKE—From Me To You (Epic)
- JACK BRUCE BAND—How's Tricks (RSD)
- AL DIMEOLA—Elegant Gypsy (Columbia)
- STEVE FROMHOLZ—Freaking In The Myth (Capitol)
- BRUCE McELHEMY—For The Record (Ricky Studio)
- FLEETWOOD MAC—Rumours (WB)
- FOREIGNER—(Atlantic)
- KINKS—Sleep Walker (Arista)
- BAD COMPANY—Burnin' Sky (Swan Song)

### WNOE-FM—New Orleans (Jim White/Scott Segraves)

- DAVE MASON—Let It Flow (Columbia)
- SOUTHSIDE JOHNNY & THE ASBURY JUKES—This Time It's For Real (Epic)
- BILLION DOLLAR BABIES—Battle Axe (Polydor)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- BONNIE RAITT—Sweet Forgiveness (WB)
- BAD COMPANY—Burnin' Sky (Swan Song)

### KMOD-FM—Yuba (Bill Brice)

- ROUGH DIAMOND—(Island)
- 10 CC—Deceptive Bends (Mercury)
- KENNY RANKIN—The Kenny Rankin Album (Little David)
- KENNY LOGGINS—Celebrate Me Home (Columbia)
- GALE FORCE—(Fantasy)
- DETECTIVE—(Swan Song)
- FOREIGNER—(Atlantic)
- JIMMY BUFFETT—Changes In Latitudes—Changes In Attitudes (ABC)
- PABLO CRUISE—A Place In The Sun (A&M)
- BOB SEGER & THE SILVER BULLET BAND—Night Moves (Capitol)

### KBCB-FM—Phoenix (J.D. Freeman)

- JOHN LODGE—Natural Avenue (London)
- DEAN FRIEDMAN—(Liesong)
- JOHNATHAN EDWARDS—Salibout (WB)
- KIKI DEE—(Rocket)
- IAN MATTHEWS—Hit & Run (Columbia)
- DAVE MASON—Let It Flow (Columbia)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)
- FLEETWOOD MAC—Rumours (WB)
- KENNY LOGGINS—Celebrate Me Home (Columbia)
- BONNIE RAITT—Sweet Forgiveness (WB)

### KMYB-FM—Albuquerque (Bruce McCaleb)

- VAN MORRISON—A Period Of Transition (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KEVIN AYERS—Yes We Have No Muzanaz (ABC)
- HOLLYWOOD STARS—(Arista)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- WALTER EGAN—Fundamental Roll (Columbia)
- DAVE MASON—Let It Flow (Columbia)

### KMYB-FM—Albuquerque (Bruce McCaleb)

- VAN MORRISON—A Period Of Transition (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KEVIN AYERS—Yes We Have No Muzanaz (ABC)
- HOLLYWOOD STARS—(Arista)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- WALTER EGAN—Fundamental Roll (Columbia)
- DAVE MASON—Let It Flow (Columbia)

### KMYB-FM—Albuquerque (Bruce McCaleb)

- VAN MORRISON—A Period Of Transition (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KEVIN AYERS—Yes We Have No Muzanaz (ABC)
- HOLLYWOOD STARS—(Arista)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- WALTER EGAN—Fundamental Roll (Columbia)
- DAVE MASON—Let It Flow (Columbia)

### WABE-FM—Detroit (Jim Owens)

- SONS OF CHAMPLIN—Loving Is Why (Arista)
- CHARLIE—No Second Chance (Janus)
- STREETWALKER—Vicous But Fair (Mercury)
- GALE FORCE—(Fantasy)
- 10 CC—Deceptive Bends (Mercury)
- STEVE HUNTER—Swept Away (Atlantic)
- CHILLWACK—Dreams, Dreams, Dreams (Mushroom Records)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)

### WJEL-FM—Elgin/Chicago (Tom Marker/Trudy Fisher)

- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (Passport)
- 10 CC—Deceptive Bends (Mercury)
- GUITAR PLAYER—(MCA)
- DAVE EDMUNDS—Get It (Swan Song)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- NILS LOFGREN—I Came To Dance (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- AL DIMEOLA—Elegant Gypsy (Columbia)

### WMS-FM—Cleveland (Shelly Styles)

- BEATLES—Live In Hamburg '62 (Bellafon)
- FOUR SEASONS—Helicon (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- VAN MORRISON—A Period Of Transition (WB)
- 10 CC—Deceptive Bends (Mercury)
- SOUTHSIDE JOHNNY & THE ASBURY JUKES—This Time It's For Real (Epic)
- FLEETWOOD MAC—Rumours (WB)
- MICHAEL STANLEY BAND—Staggspace (Epic)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)

### WCOL-FM—Columbus (Bob Gooding)

- LITTLE FEAT—Time Loves A Hero (WB)
- DICKEY BETTS & THE GREAT SOUTHERN—(Arista)
- WALTER EGAN—Fundamental Roll (Columbia)
- VAN MORRISON—A Period Of Transition (WB)
- AL DIMEOLA—Elegant Gypsy (Columbia)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- EAGLES—Hotel California (Asylum)
- FLEETWOOD MAC—Rumours (WB)
- KANSAS—Leftoverture (Karnes)
- FOREIGNER—(Atlantic)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WDFW-FM—Pittsburgh (Marty Passner)

- URBAN KEOP—(Farely) (WB)
- 10 CC—Deceptive Bends (Mercury)
- STEVE GIBBONS BAND—Rollin' De (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- FLEETWOOD MAC—Rumours (WB)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- ATLANTA RHYTHM SECTION—A Rock & Roll Alternative (Polydor)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WQHF-FM—Fl. Lauderdale (Gary Granger)

- K.E.O. SPEEDWAGON—Live (You Get What You Pay For) (Epic)
- STARZ—Violafone (Capitol)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- VAN MORRISON—A Period Of Transition (WB)
- KIKI DEE—(Rocket)
- LITTLE FEAT—Time Loves A Hero (WB)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- FOREIGNER—(Atlantic)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

### WLIB-FM—New York (Dennis McManara)

- POCO—Indian Summer (ABC)
- LITTLE FEAT—Time Loves A Hero (WB)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BRAND X—Moroccan Roll (ABC)
- 10 CC—Deceptive Bends (Mercury)
- SONS OF CHAMPLIN—Loving Is Why (Arista)
- FLEETWOOD MAC—Rumours (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- BONNIE RAITT—Sweet Forgiveness (WB)
- PETER GABRIEL—(Arista)

## Western Region

### TOP ADD ONS:

- VAN MORRISON—A Period Of Transition (WB)
- KENNY LOGGINS—Celebrate Me Home (Columbia)
- 10 CC—Deceptive Bends (Mercury)
- LITTLE FEAT—Time Loves A Hero (WB)

### TOP REQUEST/AIRPLAY:

- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FOREIGNER—(Atlantic)

### BREAKOUTS:

- SUPERTRAMP—Even In The Quietest Moments (A&M)
- DAVE MASON—Let It Flow (Columbia)
- FRANKIE MILLER—Full House (Chrysalis)
- POCO—Indian Summer (ABC)

### KNSJ-FM—Los Angeles (Paul Sullivan)

- VAN MORRISON—A Period Of Transition (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- 38 SPECIAL—(A&M)
- 10 CC—Deceptive Bends (Mercury)
- ROUGH DIAMOND—(Island)
- SOUTHSIDE JOHNNY & THE ASBURY JUKES—This Time It's For Real (Epic)
- FOREIGNER—(Atlantic)
- FLEETWOOD MAC—Rumours (WB)
- BAD COMPANY—Burnin' Sky (Swan Song)
- SUPERTRAMP—Even In The Quietest Moments (A&M)

### KLOS-FM—Los Angeles (Debarr Harrelbeck)

- KENNY LOGGINS—Celebrate Me Home (Columbia)
- DAVE MASON—Let It Flow (Columbia)
- VAN MORRISON—A Period Of Transition (WB)
- NILS LOFGREN—I Came To Dance (A&M)
- PETER GABRIEL—(Arista)
- SUPERTRAMP—Even In The Quietest Moments (A&M)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- PINK FLOYD—Animals (Columbia)
- JETHRO TULL—Songs From The Wood (Chrysalis)

### KZAP-FM—Sacramento (Bruce Meier)

- LITTLE FEAT—Time Loves A Hero (WB)
- VAN MORRISON—A Period Of Transition (WB)
- 10 CC—Deceptive Bends (Mercury)
- POCO—Indian Summer (ABC)
- FRANKIE MILLER—Full House (Chrysalis)
- BRAND X—Moroccan Roll (ABC)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FLEETWOOD MAC—Rumours (WB)
- DAVE MASON—Let It Flow (Columbia)
- GARLAND JEFFERIES—Ghost Writer (A&M)

### KGB-FM—San Diego (Steve Capan)

- SUPERTRAMP—Even In The Quietest Moments (A&M)
- BEACH BOYS—Love You (Brothers Reprise)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- FLEETWOOD MAC—Rumours (WB)
- EAGLES—Hotel California (Asylum)
- BOSTON—(Epic)
- KANSAS—Leftoverture (Karnes)

### KOME-FM—San Jose (Diana Lang)

- 10 CC—Deceptive Bends (Mercury)
- KINGFISH—Live 'N' Kickin' (United Artists/Jet)
- BILLION DOLLAR BABIES—Battle Axe (Polydor)
- GOLDEN EARRING—Mad Love (MCA)
- FRANKIE MILLER—Full House (Chrysalis)
- DETECTIVE—(Swan Song)
- LES DUDER—Say No More (Columbia)
- EMERSON, LAKE & PALMER—Works Volume 1 (Atlantic)
- BONNIE RAITT—Sweet Forgiveness (WB)
- FOREIGNER—(Atlantic)

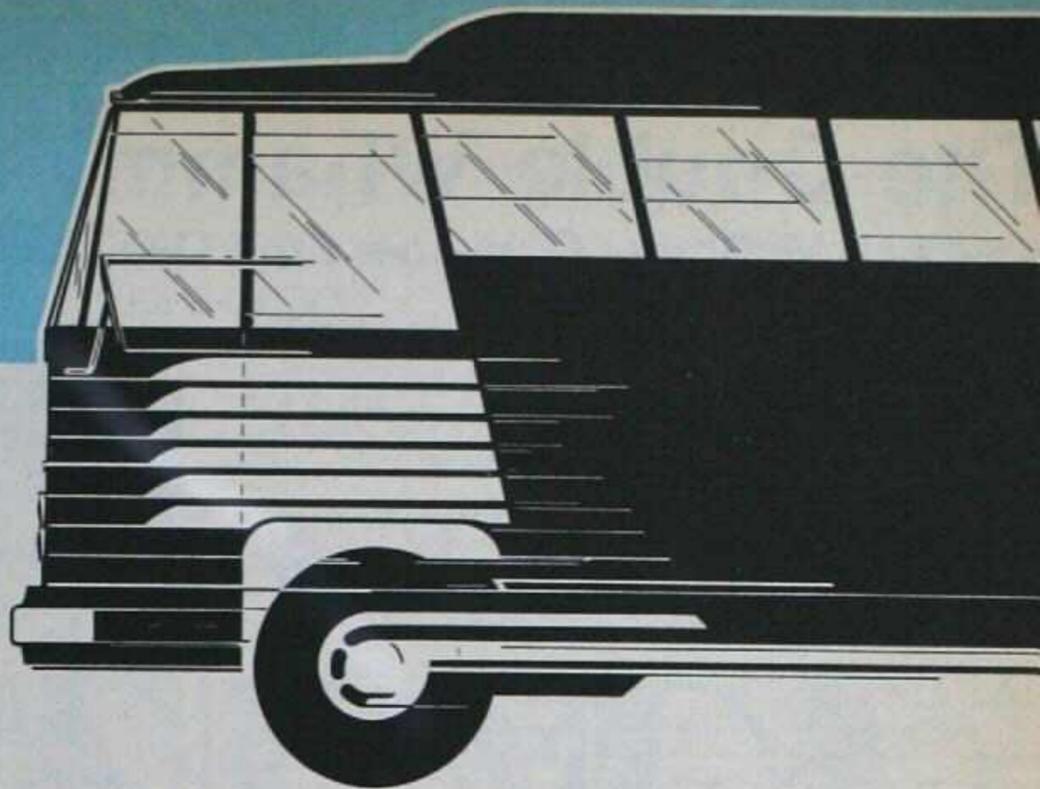
## Southwest Region

### TOP ADD ONS:

- DAVE MASON—Let It Flow (Columbia)
- VAN MORRISON—A Period Of Transition (WB)
- LITTLE FEAT—Time Loves A Hero (WB)
- POCO—Indian Summer (ABC)

### TOP REQUEST/AIRPLAY:

# Billboard's ON TOUR Directory 1977



Billboard's Annual  
1977 ON TOUR  
Directory  
July 23, 1977

**For advertising information:**

**Los Angeles**

Joe Fleischman/John Halloran/  
Harvey Geller/Bill Moran  
9000 Sunset Blvd.  
Los Angeles, Ca 90069  
213/273-7040

**New York**

Ron Willman/Ron Carpenter/  
Norm Berkowitz/Mickey Addy/  
J. B. Moore  
1515 Broadway  
New York, NY 10036  
212/764-7350

**Chicago/Canada**

Bill Kanzer  
150 N. Wacker Drive  
Chicago, Ill 60606  
312/236-9818

**Nashville**

John McCartney  
1717 West End Ave. #700  
Nashville, Tenn 37203  
615/329-3925

Billboard's ON TOUR Directory is the most referred-to manual for the traveling artist, agent and music industry executive. City-by-city listings of hotels, equipment repair, concert halls, promoters, photographers and many more make ON TOUR an invaluable reference tool.

*Expanded features will include:*

**MORE MARKETS:** 89 cities/markets in the U.S. and Canada.

**MORE FACILITIES:** More in-depth information on house and lighting equipment, in-house services, etc. We will cover facilities even beyond our primary 89 markets.

**PLUS:** More promoters, clubs, late-night restaurants and more information on each. Sound & lighting, recording and rehearsal studios, PR firms, printers, radio stations, etc.

If you service or sell to the traveling artist or the \$6 billion music industry, Billboard's 1977 ON TOUR Directory is your best advertising value . . . reaching the largest segment of the music business.

*Expanded distribution to record companies, personal managers, AFM offices, talent and booking agents.*

Contact your Billboard advertising representative today!

Advertising Deadline: June 17, 1977



## The Double Whammy Promo Team

### Urso And McGregor Of Warner Bros. Use Their Own System With Success

By CLAUDE HALL

LOS ANGELES—There are "an abundance" of radio stations that can influence record sales, according to the double whammy promotion team of David Urso and Don McGregor.

"The problem has not been whether they can sell records, but the inability of the record company to get product into that market that's current," says McGregor, a former disk jockey. "It's a situation all record companies have had a lot of trouble with."

Fortunately, there are a few radio stations "who're so interested" in getting the best possible music on the air "that sometimes they will take on a test distribution kind of system for you," McGregor says. "In other words, they'll say: 'Give me a few records and I'll put them out and see if they sell.' Because some markets are totally racked these days and racks are sometimes a little slow in getting product into a market ... to the cities like Abilene, Tex.

"So, that's proof that some stations will actually work with us promotion people to test a new record."

Urso: "Or, our local promotion person will take five copies to each of six or seven stores in a market if a local radio station wants to test a record. If you sellout at three stores, even though it's only five copies, you know you've got a winner."

Though a small market radio station may not be able to affect many sales of a single, Urso feels "even the information off their request lines can be extremely helpful on new product."

"We're trying to build the artist. You can't ride with a Rod Stewart the rest of your life at a record company ... or the Rolling Stones either, for that matter ... that is, they might be around, but you must break new acts to replace the others who won't be or just in order to expand."

"Essentially, we try to work radio with radio."

Urso and McGregor form one of the few duo-national promotion director teams at any record label, Warner Bros. Records. To tell the truth, it was a trio until Gary Davis departed. Urso and McGregor report to vice president of promotion Russ Thyret. Both of them speak of Thyret as "a very sharp record person," even though Thyret previously spent much of his career in sales rather than promotion. "He's not a total stranger to promotion," they say defensively. "One of the most common-sense persons I've met in my life, a brilliant man," says Urso. He adds that one of the reasons why WB has created so many hits and continues to crank them out is "we've kept the force intact and built a team effort."



David Urso: When not on the road visiting radio stations and record outlets, he's usually on the phone.

McGregor: "Nobody can work while worrying about whether you're going to have a job tomorrow." They pointed to several record labels that have recently experienced high turnover of key record promotion staffs, then compared the success of WB, A&M, Elektra, Atlantic and Columbia with those labels.

"A&M treats their promotion people nice ... takes real good care of them and allows them to do their

job with a certain amount of freedom and respect. Which is what we try to do at Warner Bros."

A typical day for McGregor may begin with a phone call from home back to the East Coast.

Urso: "But I live so damned far away—Palos Verdes—I try to get into the office as fast as possible each day. I get up in the morning and do a few exercises to get my blood going, then I'm off to work."

McGregor: "We're usually there by 9:30 a.m., at the latest. Sometimes, one of us will get on a kick and wind up at the office earlier in order to make a few phone calls East."

"I would say 90% ... no, more like 80% ... of our day when we're in the office is telephone work. And 10% is meetings. Warner Bros. has more meetings than ..."

Urso interrupts: "Management believes, because it's a big, big company, in communication. We have a few meetings. They're good meetings. They're well-needed. Because we're always talking about what move we're going to make on a specific project."

"And when we're not on the phone or in meetings, we're on the road. We go on the road an average of two weeks a month. We just stay on the road."

McGregor: "We go everywhere." Urso: "And we never go together."



ARTISTIC VIEW—Zim Zemarel, regional marketing manager for Columbia Records out of Baltimore, drops by WPIK in Washington, D.C., to bring program director Red Shipley, right, a copy of the new Johnny Cash album. Zemarel, who now promotes country almost exclusively, is an accomplished musician and has his own orchestra that is also released on Columbia Records. Though he often performs on weekends himself—and, in fact, performed for President Carter's Inaugural Ball, during business hours he strictly promotes other artists.

I might go to the East and he might go to the Midwest or I might go to the South and he might go to the Northwest. And we keep switching areas."

Urso says that each does about the same type of job on the road.

(Continued on page 31)

MAY 7, 1977, BILLBOARD

AirCrafts Limited  
INCORPORATED

A PLUG

FOR OUR NEW SHOWS

All the advantages of programming weekly syndicated shows are yours to enjoy, along with a high technical and creative quality, when you connect your station to our line.

We currently make available two clever fifteen minute long, weekly radio series which will spark new interest in your programming and generate a greater operating revenue.

ROCK & ROLL ILLUSTRATED is hosted by legendary Michael Vee, and provides you listeners with a background to the music you play. Each edition spotlights a different artist, or period in Rock, ranging from "Do Wop" to "Disco" with all the important artists and events in between. The series even looks ahead to introduce your listeners to important new artists, releases and trends.

Production is tight, and each show is crammed with information and illustrated with music (up to eight cuts per show), with the occasional interview. A must for Top Forty situations.

15 BIG ONES is an outrageous new game show hosted by Mr. Ted. This fleeting program tests the knowledge of Rock & Roll. Each show has three segments which contain fragments of famous records and the listener is asked to identify the artists, song titles and/or the release dates of the records heard in those segments. Truly a unique program that will hook both yourself and your audience from the first airing.

Now, for a very limited time, you're invited to test these shows *On The Air* in your market in any time period you choose. Together with an operations manual, and full information on your programs, we'll furnish you with Full-Length Pilots for both series. Each pilot has three minutes open for commercial use.

You can take advantage of this unprecedented offer by clipping the completed plug, and zipping it, along with your current Rate Card and a check or money order for Ten Dollars, to

Post Office Box 68  
Woodbridge, New Jersey  
07095  
U.S.A.

HELLO:  
Please send me your Presentation Package. Enclosed find Ten Dollars (U.S.) and our current Rate Card.

NAME: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
STATION: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
CITY: \_\_\_\_\_  
STATE/PROVINCE: \_\_\_\_\_  
ZIP CODE: \_\_\_\_\_  
COUNTRY: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
A/C: \_\_\_\_\_

## Phoenix Diary Promotion Brings Arbitron On Double

PHOENIX—Arbitron executives flew here Thursday (14) to meet with radio executives and try to put out a radio diary promotion brushfire before it spreads to other markets.

The Arbitron ratings survey sweep started Thursday. Arbitron has already threatened radio stations in the market with several possibilities, up to and including cancelling the entire survey of the market.

The promotion in questions is based upon a diary. Listeners are asked to keep accurate tabulations of what station they listen to and when, then bring the diary into the station and perhaps win a prize. Gary Stevens, senior vice president of Doubleday Broadcasting, which owns and operates KRIZ in Phoenix, claims the diary promotion (ARB also uses a diary system) "is totally designed to confuse any diary keeper who doesn't know what they're doing—which is 80% of them."

KUPD pulled the promotion, called the "KUPD Checkbook," in the ARB sweep last fall. KRIZ management complained to the ARB, which said it could do nothing to stop the promotion at that time. They did asterisk that station's ratings, but many people feel this doesn't affect national advertising buyers sufficiently; they go by the numbers.

This sweep, KUPD again started using the promotion. So KRIZ launched a similar promotion. Contacted in St. Paul where he manages a Doubleday station, KDWB, Gary Stevens says, "If they'll stop, we'll stop." He says the promotion is also being used against a Doubleday station in Denver this sweep.

Rick Aurichio, vice president and

general manager of Arbitron Radio, sent out a mail-o-gram April 12 to radio stations in Phoenix in which it was stated that this type of promotion was "improper" whether it was a regular feature of a radio station's promotions and contests or not.

The FCC allows certain contests and promotions, as long as they are on a regular basis and not during ARB ratings periods. He also states the promotion could prove of "serious disadvantage" to radio stations in Phoenix and throughout radio. The mail-o-gram went to most major radio organizations, including the National Assn. of Broadcasters.

Among the five possibilities mentioned by Aurichio that the ARB might do in Phoenix to counteract this promotion are: Cancelling the April/May survey in that market, postponing the survey in Phoenix until the offenders stop the promotion, excluding the listener estimates in the printed survey for the offenders, putting out a supplement with the offenders' listeners estimates plus a strong letter about possible inaccuracies.

KRIZ's Stevens says he believes KUPD stopped announcements about the promotion at 6:45 p.m. Wednesday (13), but wasn't sure.

"I hope they stop, because we'd like to. But we have no intention of stopping unless they do."

KUPD later went back on the air with their promotion. KRIZ this past week put a statement on the air that all stations in the market had agreed to stop such promotions; program director Allan McLaughlin says the announcement asks them to fill out any diary they may receive honestly.

It is known that the promotion has already spread in one form or another to other cities, including Albuquerque and Denver.

## Vox Jox

By CLAUDE HALL

LOS ANGELES—The 10th annual International Radio Programming Forum will be Aug. 3-7, 1977, at the plush Harbour Castle, Toronto. Gary Stevens, senior vice president of Doubleday Broadcasting, and Keith James, vice president of programming for Moffat, are flying into Los Angeles May 12 for another meeting to shape up the agenda and potential speakers. Thus, if you have any suggestions about topics, please drop me a note to: Claude Hall, International Radio Programming Forum, 12th Floor, 9000 Sunset Blvd., Los Angeles, Calif. 90069. And, incidentally, the annual competition for air personalities, program directors and radio stations will be announced shortly by awards chairman Al Herskovitz, director of operations, KPOL, Los Angeles.

J.J. Jackson, program director of KATZ, 812 Olive St., St. Louis, Mo. 63101, is looking for a "great personality." No calls. J.J. also tells me that Black Radio Magazine is having its first convention May 26-29 at the Hyatt Regency Hotel in Los Angeles. . . . Joe Dawson, program director, WQIW in Aston, Pa., 215-459-1602, would like celebrities to call him to record beeper messages in a local charity project—raising funds for the local Crozer-Chester Burn Center. Call and they'll tell you what to say on the beeper.

Bob Rogers is the new chief editor of "Earth Starship," the daily music and entertainment news service produced and syndicated by Earth News, San Francisco. Prior to Earth News, Rogers spent 14 years in radio as general manager and/or disk jockey at such stations as KTUF in

Phoenix, KPRI in San Diego, KDKB in Phoenix. If you're feeling like you need someone to talk to, call him at 415-362-3045 and say "hi."

Brad Davis, formerly of WFSB-TV (which was formerly WTIC-TV) in Hartford, Conn., has joined WDRC-AM, Hartford, as morning

air personality. Davis hosted the popular "Connecticut Bandstand" show in the '50s and '60s on WTIC-TV, channel 3, and most recently

had been doing various features for the tv station. . . . KVEC, an adult contemporary station in San Luis (Continued on page 30)

**RICHARD  
PRYOR  
ARE YOU  
SERIOUS???**

**HOP ON THE  
NON-STOP**

**PRYOR**

**LAFF EXPRESS**

Available

**NOW AT  
YOUR LAFF Distributor**

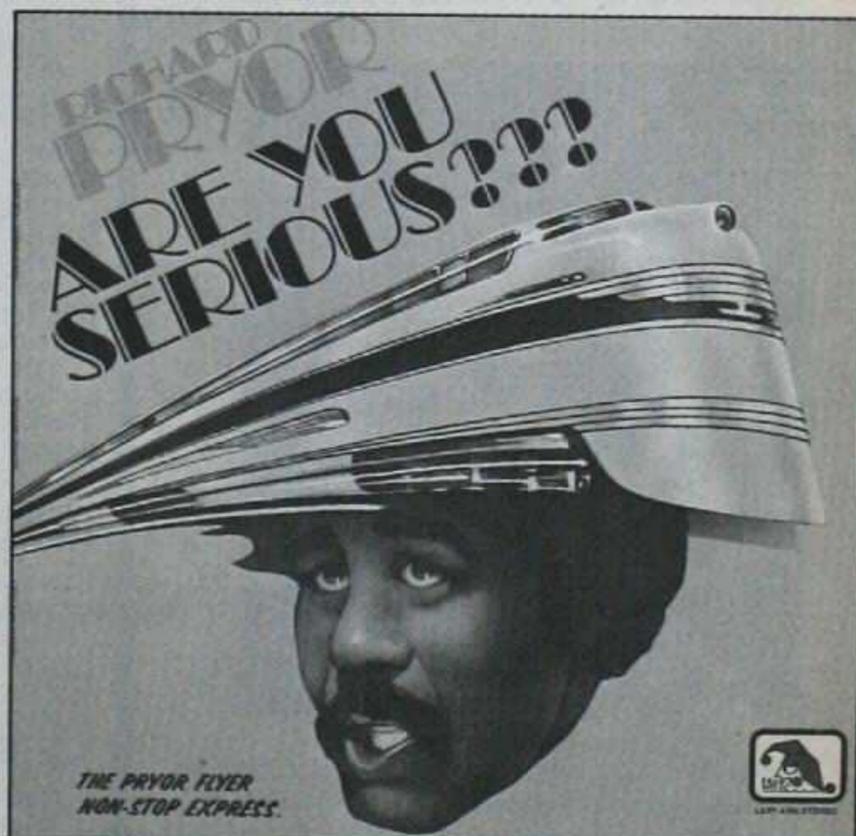
RECORDS (A-196) 8-trk. TAPES (8071) & CASSETTES (2071)

**RICHARD**

**PRYOR**

**FLYER**

**SPECIAL**



**LAFF'S  
COMIN' AT YA'**



LAFF RECORDS/4218 WEST JEFFERSON BLVD.  
LOS ANGELES, CA 90016/(213) 737-1000

### Bubbling Under The HOT 100

- 101—HOT TO TROT, Wild Cherry, Epic/Sweet City 8-50382
- 102—SUPER BAND, Kool & The Gang, De-Lite 1590
- 103—SPACE AGE, Jimmy Castor Bunch, Atlantic 3375
- 104—RHAPSODY IN BLUE, Walter Murphy & The Big Apple Band, Private Stock 45146
- 105—ISN'T SHE LOVELY, David Parton, Private Stock 45139
- 106—DISCO REGGAE (Tony's Groove), Kalyan, MCA 40699
- 107—WHILE I'M ALONE, Maze featuring Frankie Beverly, Capitol 4392
- 108—EASILY, Frankie Valli, Private Stock 45141
- 109—ONLY LOVE CAN BREAK A HEART, Dionne Warwick, Musicor 6303 (Springboard International)
- 110—FREDDY, Charlene, Prodigal 0633 (Motown)

### Bubbling Under The Top LPs

- 201—STEVIE WONDER, Innervations, Tamla T 326 (Motown)
- 202—FIREFALL, Atlantic SD 18174
- 203—STEVIE WONDER, Talking Book, Tamla T 319 (Motown)
- 204—YARDBIRDS GREATEST HITS, Epic PE 34491
- 205—ENGELBERT HUMPERDINCK'S GREATEST HITS, Parrot PAS 71067 (London)
- 206—STEPHEN BISHOP, Careless, ABC ABCD 954
- 207—MICHAEL STANLEY BAND, Stagepass, Epic PEG 34661
- 208—GEORGE DUKE, From Me To You, Epic PE 34469
- 209—NITE CITY, 20th Century T 528
- 210—BRAINSTORM, Stormin', Tabu B011-2048 (RCA)

# New York's WABC Ready To Air Stereo; Awaiting FCC Approval

• Continued from page 1

There have been several systems developed to broadcast in AM in stereo, but the FCC has not approved any at this time. But now, as FM continues to grow, AM may need stereo in order to compete.

Morgan says that the popularity of FM vis-a-vis AM varies from market to market and the time of day. In New York FM is weakest in the morning, gaining in popularity during the day until it reaches parity with AM during the night.

Morgan notes that, in preparing for stereo, WABC has revamped its studios with the latest custom designed state of the art equipment.

"As soon as the FCC approves a system for AM stereo, we can put the system into our transmitter, modify the transmitter slightly and we are ready to go," says Morgan. Such a modification on the transmitter alone, plus a few extras, would run close to \$500,000 for a 50,000-watt station the size of WABC.

Although conversion to AM stereo would require new receivers to reproduce it, he thinks that if the FCC approves a quality stereo system, it will be a boon to AM. He sees its greatest utilization with stereo AM radios in cars.

"FM tends to fade in and out more than AM in a car radio, and we expect if we get stereo approval, we will have more people than FM stations listening in their cars," says Morgan. He notes that it is still questionable how well AM stereo will work beyond the horizon for weaker AM stations.

"It will all depend, I imagine, on how strong the skywave signal will be. If it's a weak signal you will probably wind up with some sort of echo effect. But our station booms out all over the place. We have even gotten fan mail from the Soviet Union."

In commenting about the future of a station like WABC, Morgan notes that it has been around for a

number of years now, and it has been No. 1 for a long time too. He says that as long as the station makes a serious effort to play the songs most people like, it will always have a huge audience.

"It will vary from station-to-station on how well they will do in the future because you have a delicate balance in programming this sort of music, says Morgan.

"This has been a misconception by many program directors who think that in the midmorning everybody is at work or school and only housewives are listening.

"But if you look at the rating books you know it's not just women who are listening, especially in a market like New York, which has all kinds of crazy work schedules.

"I think good radio is all in the style of the presentation. The broadcaster has to be sensitive to the public taste in how he puts together his format; how much news the public wants, when does it want it, how is it presented, what kind of jingles do they want if they want them at all, what sort of personalities, and so forth. Here at WABC we've got the brain trust of the best people in the business."

Morgan cites Alfred Racco, vice president and general manager of the station, who has in his two years at WABC cut the commercials time on the station.

Morgan also cites Rick Sklar, vice president of programming for ABC Radio, who basically invented the format used by WABC, and who, though not presiding over the weekly music meetings, was certainly its most dominant participant.

In addition to Morgan and Sklar, the meeting is attended by Morgan's secretary, Phyllis Brusca; Janet Friedman, operations assistant; Jacquie Grudman, director of research and sales development; Sonia Jones, music director; Cliff Love, editorial community affairs director; Laurie Richman, a high school intern, and Tom Tanno, ABC Radio press relations officer.

During the 20-minute meeting it is decided to add one record, "I'm Your Boogie Man" by K.C. & The Sunshine Band, to the tight playlist that includes 14 songs this week in prime rotation; five more in secondary rotation, and eight more in the "new library" of hit songs that are fading and being phased out of play.

"I Feel Like Dreaming" by Kenny Nolan, which dropped from 16 to 46 in the station's own survey, is put into the "new library."

Another song is nominated, played, its sales record and chart position discussed, but it is not seen strong enough.

By vote it is remanded until the following week. It does not make the playlist.

Morgan explains that the prime consideration for play on WABC is local retail sales. This is determined, he says, by calls to 75 stores in the area, which are picked every week out of a pool of close to 500 stores. After that six other research sources are referred to.

Influence by record companies or surveys of what other stations are playing in the area or in other large cities, play no part in the selection of a song for WABC airplay.

"We try to have the station programmed by the public. We do not dictate to the public what music they should hear. They indicate to us what music they want to hear. And by looking at our list and the num-

(Continued on page 33)

## Vox Jox

• Continued from page 29

Obispo, is celebrating 40 years on the air this May. The lineup features music director **Rick Goulart** 6-10 a.m., **Deborah Williams**, 10 a.m.-2 p.m., program director **Dean Opperman** 2-5 p.m., **Anna Bokma** 5-10 p.m., and **Al Lindley** until sign-off at midnight. **Steve Gale** is news director. **Vice Carpenter**, maintenance engineer, and **Jim Carlisle** do weekend announcing. **Kathy Folger** is traffic and continuity director. Sounds like a good staff.

**Ed Hider**, star of radio, Hype Ink humor publications and the double whammy joke, has been signed as a writer on the "Donnie and Marie" television series. Hider had been doing weekends on KFI, Los Angeles, until **John Rook** took over as program director. . . . The 31 or 32 radio stations consulted by **Lee Abrams** have launched a series of superstars concerts. The first one was **Joan Armatrading**, coordinated with A&M Records and **Sonny Fox**, program director of WYSP, Philadelphia. As of June 1, the "Superstars" network will move into full swing in providing affiliated radio stations with nationalized concerts and special programs. Watch out, folks! **Lee Abrams** is going to own this world one day.

Metromedia continues to earn enormous and growing profits. Revenues for the entire chain, which includes everything from radio and television stations to grocery stores, set a new record for the first quarter of 1977—\$73,534,513. Earnings were also high, \$5,873,908. So, I guess it isn't fair—or maybe even accurate—to reflect on the good old days of WNEW-AM. Probably WNEW-FM makes up by far the days when WNEW-AM used to gross \$10 or \$12 million in New York.

**Paul Trembley** is presently programming WSKB-FM at Westfield State College, Westfield, Mass. 01085, and writes that he's "presently involved in my undergraduate degree in communications. I plan to pick up a radio gig this summer commercially. I'm involved in a lot of studio work, commercials and narratives for filmstrips at the present time. Have you heard from my old friend **Bill Rock**? He and I worked together at WTRY in Troy, N.Y., a few years ago. We've fallen out of touch and I'd like to re-establish contact."

KWTO, Springfield, Mo., needs a strong afternoon drive country air personality. Talk to **Keith O'Neil**, 417-883-9000. I think he's in a hurry. Incidentally, there's a legend around the station that **Chet Atkins** once played guitar on the air there back in the days of live radio, along with the legendary **Carter Family**. Does anyone know this for sure?

No sooner than **Charlie Tuna**, the morning air personality at KIIS, Los Angeles, walks in to resign than he's told the station doesn't need him any more. Tuna had planned to stay with the station through Arbitron ratings. Then join KHJ again. Just when he'll report on the air now at KHJ, I don't know, but there's tremendous irony in the transposition of Tuna back to his old Los Angeles hangout. Several years ago, Tuna and **Robert W. Morgan** battled over who would get the morning shot at KHJ. Tuna lost and was moved into mid-day.

Tuna left the station in a face-saving gesture and worked in San Diego radio before stepping into the KROQ mess in Los Angeles. I think he enjoyed his days at KIIS. But now the question arises: How do you handle a situation when a disk jockey is walking across the street to, ostensibly, your competition? Tuna, I feel, would have done a professional job right through to his last day; he's too good a radio man to let a station down just because he's leaving. But, on the other hand, what program director wishes to continue to expose a personality that's going to be on the competition in just a few weeks?

Other moves continue to abound in Los Angeles. **Billy Pearl** has left KRLA to program KIQQ. And programming consultant **Jeff Salgo** has become director of operations at one of the fringe area stations he has been consulting—KFXM and KDUO in San Bernardino. **Ted Brown** continues as program director of KFXM.

**Art Snow**, 512-681-3286, is looking for a Top 40 and/or adult contemporary announcing position; has considerable experience. . . . **Jonathan E. Fricke**, P.O. Box 12691, 1111-17th Ave., S., Nashville, Tenn. 37212, has a two-page nonsense sheet which he sends out fairly regularly. I think you can get on his mailing list by just writing him. Fricke, now in record promotion, once programmed such stations at KLAK in Denver and KFOX in Long Beach. KFOX, incidentally, may be going to the Family Network, which could see a change from country music to religious programming.

**Jack Raymond**, program director of WEIM in Fitchburg, Mass., would like to know who programmed KYA in San Francisco prior to its sale to Avco. I think it was either **Johnny Holliday**, now the morning basketball player at WWDC in Washington, or **Bill Drake**, now the afternoon tennis champion of Beverly Hills. . . . The lineup at WDNC in Durham, N.C., includes program director **Joe Nuckols** 6-9 a.m., **Andy Bear** 9-noon, music director **Rollye Bornstein** noon-3 p.m., **Brad Carver** 3-7 p.m., **Don West** 7-midnight, and **Joe McKay** midnight-6 a.m. The format is Top 40 and Bornstein also does the music for WDCG, an FM automated country music operation owned by Durham Radio Corp.

**Bob Pearson**, WFAA, Dallas, is writing and producing a half-hour radio and television documentary correlating the "overabundance" of negatives in rock and country music lyrics with the high divorce rate, the suicide rate (he claims the Suicide Prevention Bureau in Dallas has told him 5,000 teens commit suicide each year). He's seeking both pro and con quotes from record artists. Call him via 214-748-9631.

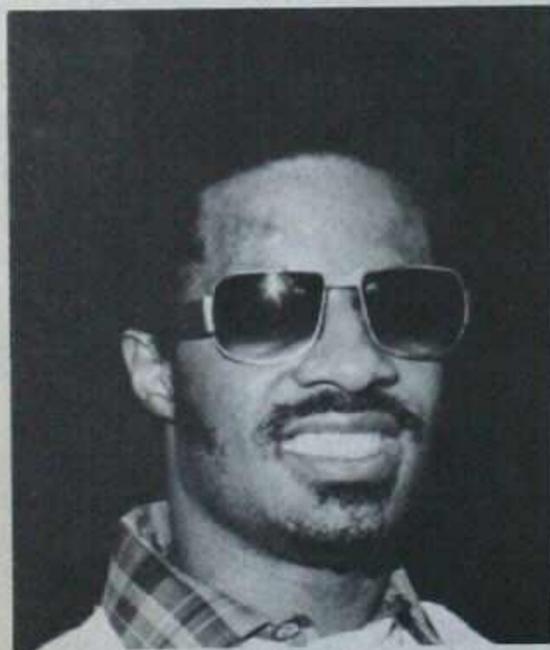
Lineup at WXLO in New York, fondly called 99X and programmed by **Bill Garcia**, features the semi-legendary **Jay Thomas** 6-9 a.m. (remember how great he was on the air in Charlotte, N.C.?) **Glen Morgan** 9-noon, **Dave Collins** noon-3 p.m., **Terry Nelson** 3-6 p.m., **Ed O'Brien** 6-10 p.m. from KFRC in San Francisco; **Paulie Riccio** 10 p.m.-2 a.m. and **Dick Sloan** 2-6 a.m. Paulie is probably the best female rock jock

(Continued on page 33)

MAY 7, 1977, BILLBOARD

Now Appearing . . .

## Stevie's Wonderland



Stevie Wonder, winner of fifteen Grammy Awards, discusses his incredible recording career with Don Pietromonaco on all TWA flights. Now until May 31, 1977.

**TWA**

Being the best isn't everything . . .  
it's the **only** thing.

Presented exclusively by Billboard Audio Programming Services.

AP-4

# The Double Whammy Promo Team

• Continued from page 30

"But this gives us," McGregor says, "a two-pronged promotion approach. I may see some things in one market that Urso didn't see and he might notice something I didn't catch. Later, back in our office, we sit around and compare notes and talk about people we saw."

Urso: "And we're constantly in touch with our regional and local promotion staffs while we're in the office to find out what records might be busting out of their areas. Because Warner Bros. doesn't have just one record we're working on. We section our records off, whether it might be MOR or whatever, then try to get a 'feel' on them at least in a given market. And whenever we get a spark on a record, then we try to build a fire everywhere."

On the road, Urso and McGregor practically devour a town. "Say I go to Philadelphia," says Urso. "I'll set up some appointments before hand, whether with radio people, retail operators or a rackjobber." But the main emphasis is on the local promotion staff. "We believe the local promotion person is the most important man in the company. He is the key. We're only as good as they are. Naturally, we'll see some things they might not recognize, because of experience or a larger view. But we always check with the local person in that market."

"Then we'll go quite a few places in any one market—the soul station, the MOR station, the Top 40 station, mom and pop stores if we're looking to get a 'feel' on a particular record."

"We work a record hard."

Usually, they make their own appointments, saving their local promotion people the trouble. But "sometimes we'll call like a Ray Milanese about seeing a Jay Cook at WFIL. In our company it doesn't matter who does a task, as long as it gets done. We're not looking to take bows. Just get the job done. We'll take the bows at the end of the fiscal year when Mo Ostin says: 'You've done a good job' unless he says: 'I think we could've had a better year,' of course," says Urso.

While some promotion people complain that it's increasingly difficult to see radio program directors, McGregor and Urso seem to have no problem.

"Plus, they're more willing to sit down and talk to you . . . let you know what they're doing . . . than at any time I can remember. If you go in and ask a guy how his radio station runs today, they'll tell you. They're proud of it, including how they keep track of the records in their market," says McGregor. "They'll discuss their methods of research, too."

Urso: "We don't set them up. We believe, hopefully as much as everyone else in promotion, that sure you have to have a good rapport with radio program directors today. But that our relationship is more than that. You don't ever go in there and wine and dine a guy then go for the kill with your record, hand it to him with the desert. We're not into that sort of flim-flam."

"When we go into the station, it's

totally business. True, a lot of them are very, very good friends. But in the station, it's their business hours and it's our business hours—both the program director and myself are professionals. We talk business."

"I've heard record people say that they couldn't get to see such and such a program director."

"Well, if they tried to see him for the right reason, it might be a different story. The time of the program director is just as valuable as our time is. A promotion man should not waste his time. So, we're straightforward about our records. It's totally business. Any other way is 'yesteryear'."

"We try to know as much as possible, too, about their radio station before entering the front door. We try to know what they're playing, how many records, whether those records are uptempo or ballads, even the spot load."

"Don and I analyzed the situation and decided to learn as much as we could about each radio station we visit. It's much like a ballplayer—if you know a lot about second base, you'll get to play second base."

"I think a lot of program directors may get agitated about the promotion person who wastes their time or tries to fake knowing what the station's all about."

"I don't think it's any easier to get records played today, though."

McGregor: "If anything, it's more difficult . . . at least it is the way we're trying to do it. Because before we even walk into that major market program director's office, we try to

find out what a record will do, what kind of audience it'll get, what kind of response it'll create on the air. That's the type of information we need to present to a program director."

Urso: "And because we have our proof from smaller markets on what a record can do . . . or because we're getting a demographic response on requests that fit a given station's needs, when we go to the major market station in, say, a Minneapolis, we're going to have pertinent, valid information for the program director."

"Of course, everything depends on the rapport you have with a person—he may want to check your information out, but that's okay."

"In any case, they do believe me and they do believe Don. And I know that program directors also trust a lot of other professional promotion people in this industry."

"I think there's a lot of promotion people in this industry doing what we're doing and doing it well."

"We feel, right now, the promotion as a craft has never been better. There are a lot of good promotion people representing some damned fine record companies. And we have a lot of respect for the general, overall promotion field right now."

While radio program directors must necessarily be more interested in good programming and record promotion people must necessarily be more interested in total sales, "I believe there's a common ground," says McGregor.

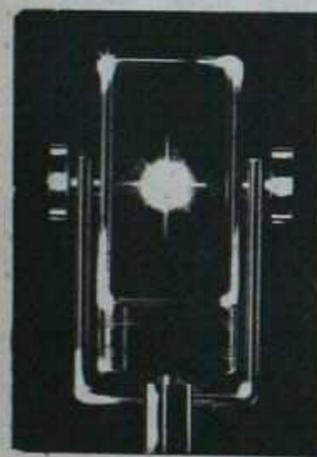
And today, most promotion



Don McGregor: A former radio man with a warm approach to record promotion.

people realize that—for a program director—it's not how many copies of a record that were sold, but who bought them. Warner Bros. has 36 promotion people in the field, regional and local. Urso and McGregor think that Columbia Records is the only label with a larger promotion staff, "but we feel we need them all. For instance," says Urso, "we have two guys in Detroit. One works the metro area, the other works the smaller markets around the area. It's like having a farm system for records."

(To be continued)



## BILLBOARD INTERNATIONAL RADIO PROGRAMMING FORUM

Billboard's 10th Annual International  
Radio Programming Forum . . .

**THIS IS YOUR CONVENTION!**

August 3-6, 1977 at the plush Harbour Castle Hotel, Toronto, Canada

### ADVISORY COMMITTEE:

Lee Abrams, Mac Allen, Andy Bickel, Keith Adams, Al Casey, Ken Dowe, Bob Harper, Jerry Del Colliano, Vic Ives, Dick Janssen, Jack Lee, Jim Maddox, Charle Parker, Rich Richardson, Herb McCord, Paul Cassidy, Dorothy E. Brunson, Erica Farber, Mario Barbato, Bill Stewart, Bill Randle, Jack McCoy, Jim West, Peter Davidson, Bill Sherard, Craig Scott, Gary Smithwick, Bill Tanner, George Williams, J. Robert Wood, Don Imus, John Harvey Rees, Bruce Davidsen, Jodie Lyons, Billy Pearl, Jon Holiday, John Lund, Mark Driscoll, Jim Loupas, Jim McLaughlin, Vince Cosgrave, Danny Davis, Tom Draper, Michael Klenfer, Don McGregor, Steve Meyer, Stan Monteiro, Bob Paiva, Scott Shannon, Otis Smith, and David Urso.

### Forum co-chairmen:

Gary Stevens, senior vice president  
Doubleday Broadcasting  
KDWB  
Minneapolis

Keith James, vice president of programming  
Moffat Communications  
Calgary, Canada

### Awards chairman:

Al Herskovitz, operations director  
KPOL  
Los Angeles

WATCH THESE PAGES FOR REGISTRATION DETAILS AND INFORMATION ON TOPICS AND SPEAKERS . . .  
OR CALL DIANE KIRKLAND (213/273-7040) FOR EARLY REGISTRATION!

## PICKWICK CLASSICS

## New 'Quintessence' Price As Initial Release Ships

By IS HOROWITZ

NEW YORK—Pickwick International ships the debut release of its new Quintessence classical line this week—22 albums carrying a suggested list price of \$3.98 each.

Two years in the making, the series was caught up in the cost spiral, forcing a price rise before the first record hit dealers. Original list was projected at \$2.98.

Under the current marketing plan, Quintessence LPs will be discounted to a dealer price of \$1.73, with a 10% free goods policy bringing the net cost down to \$1.55. Distribution will be via Pickwick's own wholesaling facilities.

It is expected that retailers will

## London Extends Price Deadline

NEW YORK—London Records has extended the period during which it will honor orders for top-line classics at the old \$6.98 list price structure. The label announced a move to \$7.98 two weeks ago (Billboard, April 23, 1977).

Buy-ins at the lower price may be made until May 13. The original cut-off date was April 26.

The price benefits are extended to the company's string of distributors, who are expected to pass them on to retailers, according to a London executive.

market the records at anywhere from \$2.99 to the list of \$3.98.

The line consists basically of material licensed from other labels, with many of the titles coming from club sources never before offered to dealers.

Among the latter are 10 albums featuring such conductors as Jascha Horenstein, Sir John Barbirolli, Rudolf Kempe, Anatole Fistoulari, Sir Adrian Boult and Vaclav Neumann.

Two sub-series make up the Quintessence line. One "Critic's Choice," presents standard classical titles, carefully chosen by label chief Peter Munves to serve as basic library material for collectors. The other "Classics For Joy," offers lighter classics, aimed largely at the crossover market.

Trade and consumer ads will support market entry of the label, built around the theme that the composer himself might have preferred the performances. "Choose the Brahms that Brahms would choose" is emblazoned across the top of large posters to be distributed to dealers.

A sampler LP containing 16 excerpts from the first release is also going out to the trade, as is point-of-sale material including mobiles, backer cards and album cover blow-ups. The sampler LP will have an initial distribution of 5,000, says Munves.

## Classical

## Connoisseur List Price To \$7.98

NEW YORK — Connoisseur Society has raised the list price of its records to \$7.98, a reluctant recruit to the fast-developing new industry price standard for front-line classical product.

Rising production costs led to the move, says Alan Silver, label president. "It is the only way we can continue to maintain our quality standard."

Connoisseur's release schedule calls for a total of about 60 new titles this year, most of which are issued here under license from EMI.

## FIRST IN STEREO

## Horowitz Concerto Disk?

• Continued from page 4

ples in the disk industry. The pianist has not been featured in a concerto recording in the entire stereo era.

The January concerto, to be staged at Carnegie Hall here, scene of Horowitz' American debut 50 years ago, will be conducted by Eugene Ormandy. Both soloist and conductor are to contribute their services, with all proceeds going to the Philharmonic.

The work to be featured is Rachmaninoff's Third Concerto.

Should intense record company persuasion lead to a commitment for a live recording, prior negotiation to secure clearances within conflicting contractual affiliations is expected to generate some heat.

## Quebec Mail Order Firm Eyes U.S. Classical Mart

By ALAN PENCHANSKY

CHICAGO—Andre Perrault Ltd., a Canadian mail order company specializing in classical recordings, plans to expand its direct marketing to the U.S.

The Quebec firm, which claims to control more than 60% of Canadian classical record sales, is basing its move on market research it says indicates that fewer than 25% of the entire U.S. population has access to "classical music record shops."

This statistic is advanced in a recent letter to classical sales managers

of major American record labels, informing them of the release of an American edition of the Perrault mail order catalog, and soliciting new release data and ads for the fall publication.

"The catalog in the U.S., with over 900 pages, will have an even larger selection of LP recordings and cassettes than are presently available in Canada," Andre Perrault, company president, writes in the letter that accompanies a copy of the firm's 600-page 1977 annual Canadian catalog.

The volume, like Schwann, is organized alphabetically by composer, but lists suggested retail and Perrault prices with all entries. Record company ads, both for new and catalog titles, also include this information.

The catalog, which sells for \$2, also offers audio hardware and record accessories through the mail.

According to Perrault's letter, the annual American edition will be updated periodically with new release flyers.

Perrault, whose headquarters are in St. Hyacinthe, Quebec, could not be reached for additional comment about his expansion plans.

His letter, dated March 25, indicates the U.S. mail order operation is to be based in Winooski, Vt., at the "Old Stone House, the site of the world's largest collection of classical music recordings.

Horowitz is under contract to RCA Records, as is Ormandy, while the New York Philharmonic is an exclusive pactee of Columbia.

However, such contract differences have a way of working themselves out if the event is of sufficient importance. Any number of precedents may be cited, but the one with the most relevance occurred only a year ago.

Last May, RCA gave Columbia permission to include Horowitz in a live recording for the benefit of Carnegie Hall billed as "Concert Of The Century."

With two of the three attractions in next January's concert in its own talent stable, RCA is expected to (Continued on page 33)

MAY 7, 1977, BILLBOARD

# YOU HAVE A HIT ON YOUR HANDS



"Side By Side By Sondheim" has opened on Broadway and it's a smash! If your bins aren't loaded with this superb set, contact your RCA Salesman immediately.

"Side By Side By Sondheim" is a many faceted gem that lights up Broadway...This is a dream of a show...happy, funny, witty and so compassionate. It makes you feel good. Turn cartwheels to the box office for this British celebration of a rare American." —Clive Barnes, *The New York Times*

"...a ravishing musical...Sondheim's cleverness, skill and daring have never been accorded the warmth of expression given them by these smiling performers." —Douglas Watt, *Daily News*

**SPECIALLY WONDERFUL—SPECIALLY PRICED**

RCA

RED SEAL  
Where artists become legends.



# Classical



**CLASSICAL GOLD**—Sir John Read, left, Chairman of EMI, presents a gold disk to Andre Previn for cumulative sales in excess of one million. The conductor has made more than 50 recordings since he joined the EMI roster in 1971.

## Symphony Pulls Big Attendance From Juveniles

NASHVILLE—The Nashville Symphony Orchestra's spring series of Young People's Concerts, concluding Thursday (28), drew some 14,000 elementary and junior high school students to the War Memorial Auditorium this month.

The program, entitled "The Symphony Orchestra—Taking It Apart And Putting It Together," is being conducted by Michael Charry, music director for the symphony, and is designed to introduce students to the various families of instruments that make up the contemporary symphony orchestra.

Musical selections feature the brass, strings and woodwinds individually, bringing them together with percussion for Borodin's "Polovtsian Dances" and for a modern work, "Circus Parade," in which the audience participates.

As a finale, the orchestra dismantles itself while playing the final movement of Haydn's "Farewell Symphony."

## Classical Notes

Carlo Maria Giulini will take over as music director of the Los Angeles Philharmonic beginning with the 1977-78 season, replacing Zubin Mehta, who moves to New York. Except for some prior commitments with the Chicago Symphony in April 1979, Giulini will not conduct any U.S. orchestra other than the Los Angeles during the run of his three-year contract.

The New York classical record community turned out in force Monday (25) to wish Peter Mumves well in the launch of Pickwick's new Quintessence label. Among those accepting drinks from bunnies at the Playboy Club fete were RCA's Thomas Shepard, Jack Pfeiffer and Dick Mohr; Columbia's Marvin Saines, Tom Frost and Andy Kasdon; Deutsche Grammophon's Jim Frey, and Philips' Scott Mamppe. Dealers, radio and press were also well represented.

## Horowitz Disk

Continued from page 32 present a convincing argument for reciprocity.

Horowitz' 1928 U.S. debut was with the New York Philharmonic under the direction of Thomas Beecham. The work then, Tchaikovsky's Piano Concerto No. 1, was also the vehicle for his last orchestral appearance in 1955, again with the Philharmonic, but that time under George Szell.

Philharmonic management plans to offer tickets for the January gala first to its regular subscribers beginning Nov. 1. Ticket prices remain to be set.

# Radio-TV Programming

## Texas KFJZ Splits AM-FM Frequencies

By ROGER PENDLETON

DALLAS—The frequencies of KFJZ and KFJZ-FM have been divided to allow operation of two complete radio stations, featuring two different programming formats for the Dallas/Fort Worth metro area.

The Swanson Broadcasting Co. of Tulsa is announcing the move with a \$250,000 promotional campaign, including billboards (150 showing in the metroplex), four large paint posters, decals and bumper stickers, an advertising schedule in college and high school newspapers, and television spots on channel 4 (CBS), channel 5 (NBC) and independent channel 11.

KFJZ is on the air 24 hours a day with 5,000 watts at 1270 on the AM dial, while KFJZ-FM operates around the clock with 100,000 watts vertical and horizontal at 97 on the FM dial. The FM station is being billed as "Z-97 Stereo."

Richard R. Marcellan, vice president and general manager of the broadcasting company, says the programming split has keyed a wave of promotions.

Marcellan explains, "The FM station has been broadcasting since March 1 without any commercials as a way of introducing a new contemporary 'sound' for radio in this area. Many have wondered, and a number of calls have come in, asking how long Z-97 planned to continue this policy. Our station management decided this question would be a natural for a contest, so we're starting the First Commercial contest with cash prizes totaling \$45,000."

Z-97 plays about 20 records an hour with a 30-record playlist, according to program director Gary Mack. "We hate to pin a label on it," Mack says, "but our programming is a mass appeal contemporary, not an album format."

The AM format is adult contemporary, listing 40 records, but playing more than that, the program director says.

Several changes in personalities

have been made. Brother John Rivers returns to Z-97 Stereo after two years with KILT in Houston. He is also heard on more than 800 stations around the country as host for "Powerline," a program produced by the Baptist Radio & TV Commission.

Two others coming from KILT are Tommy Kramer and Rich Bryan.

On the AM side will be Jon R. W. Wailin from WIFE in Indianapolis. "He is a personality performer and will contribute a lot to what will be a more exciting and entertaining format for KFJZ listeners," Marcellan says.

Returning to KFJZ's music department is Ken "Hubcap" Carter, formerly a newsmen with the Texas State Network News who is considered an expert on the 1950s and 1960s.

Other personalities on the FM side are Larry James, Craig Jackson, John Landry and Danny Owen. Completing the AM air staff are Mike Rogers, Don Cook and Jon Powers. Also, Paul Cannon will serve the afternoon time-slot awaiting recovery of Tommy Vance from throat surgery.

Peter Gardner will do the morning news on KFJZ. He is formerly news director at KITE in San Antonio. Also on the news staff are Linda Silk and Randy Vick; Bob Barry will continue to supervise news programming and will do some news and sports.

News duties on Z-97 will be performed by Suzanne Weber and Dave Tucker.

The Forth Worth station, which dates back to 1922 and is the station where Bob Wills did his first radio show, has remodeled its offices and installed duplicate equipment so that when the time comes it will be able to easily move into AM stereo broadcasting. The AM transmitter has been relocated 12 miles east in the city of Arlington and provides a better signal to Dallas.

## Plough's WCOP In Boston Kills Country

BOSTON—Country music suffered an enormous setback here last week as Plough Broadcasting, headquartered in Memphis, gave up trying to make WCOP here a successful country music station.

As of May 20, the station is changing call letters to WACQ and will become an adult contemporary music station with heavy emphasis on news and information, reports national program director and vice president Craig Scott.

This makes WCOP one of the few stations to drop country music and the only major market, major facility to do so since the big boom in country music several years ago.

WCOP had been country music about 10 years. The change in format was brought about, quite simply, by "ratings," says Scott. "Boston is a tough nut to crack. Heaven knows, Plough gave the station adequate time and exposure. But there's just nobody there that likes commercial country music."

The music mix of the new format hasn't been entirely determined at this time, Scott says. A Dallas research firm is doing a study on the market for Plough. Bob Knight, the

program director, will continue with the station in its new format.

Plough also owns and operates WTTK, an FM progressive country format station in the market, so Boston will still have country music available on the air. WTTK launched its progressive country format last October.

## Vox Jox

Continued from page 30

in the country. New music director of the station is Roxy Myzell from the Boston area where she was involved in a disco chart of some kind.

## WABC Stereo

Continued from page 30

ber of stores reporting sales on a song, you see a correlation between the two with sales dropping drastically for songs below our playlist," says Morgan.

"So even if it looks like we are playing only a few songs, what we are playing is actually what the public is hot on at the moment."

Billboard Top 50

Billboard SPECIAL SURVEY For Week Ending 5/7/77

# Easy Listening

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

These are best selling middle-of-the-road singles compiled from radio station air play listed in rank order.

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	1	7	HELLO STRANGER Yvonne Elliman, RSO 871 (Polydor) (Cotillion/Braintree/Lovelane, BMI)
2	2	5	HOOKEE ON YOU Bread, Elektra 45389 (Kipahulu, ASCAP)
3	8	3	SIR DUKE Stevie Wonder, Tamla 54281 (Jobete/Black Bull, ASCAP)
4	4	8	WHEN I NEED YOU Leo Sayer, Warner Bros. WBS8332 (Unichappell/Begonia Melodies/Albert Hammond, ASCAP)
5	3	13	RIGHT TIME OF THE NIGHT Jennifer Warnes, Arista 0223 (American Broadcasting, ASCAP)
6	11	4	YOU'RE MY WORLD Helen Reddy, Capitol 4418 (Chappell, ASCAP) Gruppo Editoriale Ariston, BMI)
7	6	14	SOUTHERN NIGHTS Glen Campbell, Capitol 4376 (Warner-Tamerlane/Marsaint, BMI)
8	5	13	DON'T GIVE UP ON US David Soul, Private Stock 45129 (Macaulay, ASCAP)
9	9	5	I WANNA GET NEXT TO YOU Rose Royce, MCA 40662 (Duchess, BMI)
10	7	9	SING Tony Orlando & Dawn, Elektra 45387 (Churn, ASCAP)
11	15	5	ANGEL IN YOUR ARMS Hot, Big Tree 16085 (Atlantic) (Song Tailors, BMI)
12	18	3	LUCILLE Kenny Rogers, United Artists 929 (Brougham Hall/Andite Invasion, BMI)
13	26	5	LOVE'S GROWN DEEP Kenny Nolan, 20th Century 2331 (Sound Of Nolan/Chelsea, BMI)
14	13	6	MY SWEET LADY John Denver, RCA 10911 (Cherry Lane, ASCAP)
15	21	3	I BELIEVE IN MIRACLES Engelbert Humperdinck, Epic 8-50365 (Silver Blue/Barry Mason, ASCAP)
16	10	15	SAM Olivia Newton-John, MCA 40670 (John Farrar, BMI/Blue Gum/Dejamus, ASCAP)
17	19	11	YOU'RE MOVING OUT Bette Midler, Atlantic 3379 (Dawnbreaker, BMI)
18	12	9	SO IN TO YOU Atlanta Rhythm Section, Polydor 14373 (Low-Sal, BMI)
19	22	6	MARGARITAVILLE Jimmy Buffett, ABC 12254 (Coral Reefer, BMI)
20	20	9	HOTEL CALIFORNIA Eagles, Asylum 45385 (Not Listed)
21	17	6	CAN'T STOP DANCING Captain & Tennille, A&M 1912 (Ahab, BMI)
22	23	6	THEME FROM "CHARLIE'S ANGELS" Henry Mancini & His Orchestra, RCA 10888 (Spell/Gold, BMI)
23	27	3	YOU ARE ON MY MIND Chicago, Columbia 310523 (Big Elk/Make Me Smile, ASCAP)
24	14	22	Love Theme From "A STAR IS BORN" (Evergreen) Barbra Streisand, Columbia 3-10450 (First Artists/Emanuel/20th Century, ASCAP)
25	37	3	ON AND ON Stephen Bishop, ABC 12260 (Stephen Bishop, BMI)
26	24	11	ME AND THE ELEPHANTS Bobby Goldsboro, Epic 8-50342 (Younggun, BMI)
27	30	3	EASILY Frankie Valli, Private Stock 45140 (Alessi/New Seasons, BMI)
28	31	5	YOUR LOVE Marilyn McCoo & Billy Davis Jr., ABC 12262 (El Patricio, BMI)
29	16	18	SAY YOU'LL STAY UNTIL TOMORROW Tom Jones, Epic 8-50308 (Dick James, BMI)
30	40	3	THIS GIRL Mary MacGregor, Ariola America 7662 (Silver Dawn, ASCAP)
31	28	5	TRYING TO LOVE TWO William Bell, Mercury 73839 (Phonogram) (Bell-Kat, BMI)
32	25	9	GOODBYE OLD BUDDIES Seals & Crofts, Warner Bros. 8330 (Dawnbreaker, BMI)
33	29	4	EVERYBODY OUGHT TO BE IN LOVE Frank Sinatra, Warner/Reprise 1386 (Pauline, BMI)
34	38	2	DREAMS Fleetwood Mac, Warner Bros. 8371 (Gentoo/Welsh Witch, BMI)
35	48	2	HIGHER AND HIGHER Rita Coolidge, A&M 1922 (Chevis/Warner-Tamerlane/BRC, BMI)
36	32	8	NEVER HAVE TO SAY GOODBYE Deardorff & Joseph, Arista AS0230 (Chicken Key/Dawnbreaker, BMI)
37	35	4	BROOKLYN Cody Jameson, Atco 7073 (Dar Jen, BMI)
38	36	3	RHAPSODY IN BLUE Walter Murphy & The Big Apple Band, Private Stock 45146 (New World, ASCAP)
39	NEW ENTRY		LOOKS LIKE WE MADE IT Barry Manilow, Arista 0244 (Irving, BMI)
40	44	2	WITH ONE MORE LOOK AT YOU Jack Jones, RCA 10955 (First Artists/Emanuel/20th Century/Warner Bros., ASCAP)
41	41	2	MY BEST FRIEND'S WIFE Paul Anka, United Artists 972 (Paulanne, BMI)
42	42	6	CINDERELLA Firefall, Atlantic 3392 (Powder, ASCAP)
43	47	2	ON THE BORDER Al Stewart, James 267 (Dick James, BMI)
44	46	2	COULDN'T GET IT RIGHT Climax Blues Band, Sire 736 (Blue Disc, ASCAP)
45	NEW ENTRY		I JUST WANT TO BE YOUR EVERYTHING Andy Gibb, RSO 872 (Red Cow/Andy Gibb/Jay/Hugh & Barbara, ASCAP/Stigwood, BMI)
46	33	13	DISCO LUCY (I Love Lucy Theme) Wilton Place Street Band, Island 078 (Desilu, ASCAP)
47	NEW ENTRY		WHODUNIT Tavares, Capitol 4398 (Bull Pen, BMI/Perren Vibes/ASCAP)
48	NEW ENTRY		GONNA FLY NOW (Theme From "Rocky") Maynard Ferguson, Columbia 3-10468 (United Artists, ASCAP/Unart, BMI)
49	NEW ENTRY		FREDDIE Charlene, Predigal 0633 (Stone Diamond, BMI)
50	45	4	I'VE GOT LOVE ON MY MIND Natalie Cole, Capitol 4360 (Jay's Enterprises/Chappell, ASCAP)

## STARTS NATIONAL CAMPAIGN

## Millie Jackson Seeks Aid For Talent Using Airlines

By ROMAN KOZAK

NEW YORK—When Spring Records artist Millie Jackson isn't singing, recording, managing or producing, she is waging her own battle against the nation's airlines for their indifferent attitude to the special needs of traveling musicians.

"Over the years times have changed," says Jackson. "You can't

get into a station wagon and go from job to job anymore. Now the jobs are so far apart that you have to fly. And the airlines seem to cater to the businessman, to everybody but the artists.

"Artists like me, we spend about \$55,000 a year on air travel alone and they give you no consideration whatsoever. So many gigs are lost because of them. You might get there and your clothes and uniforms and costumes are elsewhere because they missed a connection.

"Or if you carry instruments, they tell you if it doesn't fit under the seat, you can't take it with you. Meanwhile they put a guitar in the belly of the plane, and then set a house on it. When you open up the case, all you see is a bunch of strings and splinters."

To fight back against this, Jackson has formed "Airlines Inhumanity Towards Musicians and Entertainers," an organization now polling other musicians about the most effective way of countering this problem.

"When we get this information we are going to the airlines with the facts. We'll show them what we spend on them, and what they are costing us, and we are going to ask what are they going to do about it. Or we are not going to ride on some of their airlines," says Jackson.

(Continued on page 75)

## Unsurpassed in Quality

**GLOSSY PHOTOS** 15c EACH IN 1000 LOTS

1000 POSTCARDS \$70.00

100 8x10 \$18.95

CUSTOM \$89

COLOR PRINTS per 100

COLOR LITHO \$210

per 1000

COLOR \$180

POSTCARDS per 3000

MOUNTED 20"x30" 30"x40"

ENLARGEMENTS \$14.00 \$20.00

**COPY-ART**  
Photographers

A Division of JAMES J. KRIEGSMANN  
165 W. 46th St., N.Y. 10036  
(212) PL 7-0233

MAY 7, 1977, BILLBOARD

## NEED A VIDEO TAPE OF YOUR GROUP?

SUNRISE CANYON VIDEO specializes in live one camera color taping of your group... right in the club where they're performing.

You'll get a stereo mix and BROADCAST QUALITY video for less than \$995 + tape stock.

Or if your budget permits we'll produce a tape suitable for European or American television, i.e. the "Heart" tape which has been broadcast in Europe, Australia, So. Africa and on the BBC.



You're into Music

We're into Television

We make Television "ROCK"

## SUNRISE CANYON VIDEO

8601 Lookout Mountain Ave.

Los Angeles, CA. 99046

Contact Bill or Ron (213) 654-2955

## Promotion-Management Topic At Coming N.Y. Talent Forum

LOS ANGELES—David Forest, whose companies here include Fun Productions concerts and the management of Elvin Bishop, Mickey Thomas and Detective, says he feels perfectly at ease wearing two hats although he admits to getting static at times from various elements in the live entertainment industry.

Forest will moderate a panel with six other top promoter-managers in this increasingly controversial field during the third annual Billboard International Talent Forum in the New York Hilton May 31-June 4.

"Sometimes an ICM will complain that I'm not dividing my hats fairly in setting dates," says Forest. "But as a promoter who does at least 75 shows a year including complete national tours, I can't help being aware of what real production costs are at various halls and why it's a bad idea for one of my management clients to come onstage following another act that is notorious for ending its sets with a lot of smoke generators going."

However, Forest makes it a point never to promote concerts with his own act even at home in Los Angeles—unless there are no other proper packages available at the right time.

"I'm putting my client Detective on a show I'm promoting at Santa Monica Civic Auditorium because none of the other local promoters had a suitable date open," says Forest.

"But it would be even harder to break my acts nationally if promoters across the country believed I intended to package the tours myself once my clients were solid headliners."

In other Talent Forum news, early registration is reaching an unprecedented 250 with a month still to go. Clearly this will be the biggest Talent Forum yet, with a likely final attendance of well over 500.

Making their first appearances at any U.S. convention will be Japan's top promoter, Tats Nagashima, and English concert mogul Harvey Goldsmith, speaking about their respective markets.

Booking agents confirmed for panels now include Shelly Schultz and Chip Rachlin of ICM, Hal Ray and Jay Jacobs of William Morris, Ron Rainey of Magna. On the campus panel will be Carol Sidlow of William Morris and Ed Micone of ICM. Chet Hanson, co-principal of Athena Artists, will conduct the booking agency seminar June 4.

Sharing the publicity seminar tutoring will be three publicists representing the main types of jobs in this field. They are Carol Strauss, head of her own independent agency;

## Talent In Action

## BOSTON

Madison Square Garden, New York

Born in a basement, Boston hasn't yet mastered the problems of arena-size sound systems. When you're one of the hottest acts in the business, however, this seems to be a minor detail, of consequence only to fussy critics. Suffice it to say, the predominantly teen-aged audience enjoyed itself immensely. The Garden was jammed

(Continued on page 41)



Talent Forum Panel Moderator: David Forest (second from left) will moderate a Billboard Talent Forum panel, "Promoter-Managers: Wearing Two Hats." Here he's seen celebrating after a recent Todd Rundgren concert he promoted at Santa Monica Civic Auditorium. From left: Rundgren, Forest, Rod Stewart and Britt Ecklund.

Carol Ross, New York vice president of Rogers & Cowan's music division and Barbara Carr of Atlantic Records.

Added to the facility operators panel are John Toffoli Jr. of the Concord (Calif.) Pavilion and Jerry Seltzer, president of BASS computer ticketing service of San Francisco.

Personal managers newly named to the forum panels include Stephen Leber & David Krebs, whose roster includes Aerosmith and Ted Nugent; Memphis-based Rick Taylor whose 22 acts on major labels range from the soul of the Bar-Kays to the

progressive country-rock of the Memphis Horns; Tommy Mottola, manager of Daryl Hall & John Oates plus Dr. Buzzard's Original Savannah Band.

Chicago concert promoter Arnie Granat will speak at the forum as will label artist relations executives Mike Gormley of Mercury, Roy Batocchio of RCA and Larry Harris of Casablanca.

Registration for the Talent Forum rises from \$200 now to \$225 at the door. Early registrants also get the opportunity to nominate their choices for all categories of the Talent Forum awards.

## Talent Talk

Little Richard has apparently quit show business again to be a preacher. His brother and manager, Robert Penniman of L.A., has reportedly had to turn down \$500,000 in bookings.

George Benson plays and sings two songs in the Muhammad Ali film bio "The Greatest." Lynyrd Skynyrd traded gold records with Atlanta Mayor Maynard Jackson for honorary citizenship in the city. The Florida group first broke in Atlanta and played a key role in a campaign to save the old Fox Theatre there.

A&M hosted a reception kicking off a campaign for the L.A. Free clinic. The first Doobie Brothers Golf Benefit for United Way is June 5 at Calabasas, Calif. Included in the benefit is a Doobies concert that evening at the Century Plaza Hotel with Dinah Shore guesting.

Latest additions to the Universal Amphitheatre season are Joan Baez, Heart, Kenny Rogers, Randy Newman with Ry Cooder, Leon Russell and Al Stewart. Burton Cummings gets a summer television special on Canadian Broadcasting Corp.

April 8 was Chick Corea Day in Los Angeles. Roy Ayers has dedicated the song, "Cincinnati Growl," to the growlers in that city, who Ayers says, after checking out growlers in audiences participation all over the country, are the best there is. Dr. Hook raised \$16,000 to build a new high school gym in Lawrenceburg, Tenn. The band also donated its performance fee of \$4,000.

Glen Campbell back in the U.S. after a tour of Britain. A BBC television special and possibly a live album may result from the visit. Capitol has purchased the master from Private Stock of the single "Mississippi" by Pussycat, a Dutch group. Capitol reports the single has sold 3.8 million copies abroad, but when it was first released here, it died. Now Capitol will try again.

P.T.H. (formerly The Harlettes) Bette Midler's previous backup singers have reformed and are appearing in New York's Reno Sweeney cabaret this week.

Dolly Parton's audience at the Roxy included Barbra Streisand & Jon Peters, Cher, Carol Channing, Fay Dunaway, Bette Midler, Jack Nicholson, Linda Ronstadt and Glenn Frey of the

Eagles. "Chinga Chavin's Country Porn" is now available in West Coast record stores after selling 10,000 strictly by mail-order.

Jerry Goldsmith is teaching a course in film music scoring at Sherwood Oaks Experimental College in L.A. It's guitarist Duane Eddy's girlfriend Deed singing along on his "You Are My Sunshine" single with Waylon Jennings and Willie Nelson, not Jessi Colter.

Hot Buttered Soul will appear in the Freddie Perren "Car Wash" style film, "Record City." Good Music Agency of Missoula, Mont., reportedly grossed \$600,000 during the first quarter of 1977, up 62% from last year. Rick Springfield, Chelsea artist, crowned Ms. California International 1977 in a televised beauty pageant. Joan Baez has set 21 dates with Danny O'Keefe opening to support her coming soon Portrait album.

## Signings

Bob Dylan to Jerry Weintraub's Management III for representation. Dylan intends to tour the U.S. and overseas as well as perform in movies and television shows over the next several years. But no specific projects are set yet. Dylan and Weintraub meet this month to begin mapping out a schedule. Lily Tomlin to Arista with first LP a soundtrack of her recent SRO one-woman Broadway show.

Lynyrd Skynyrd to Premier Talent. Roy Wood to Warner Bros. with his new Wizzo Band. Peter McCann, 20th Century artist, to Hal Yoergler for management and production.

Jimmie Rodgers to Robert Gentile's Scribshaw Records. Johnny Tillotson to United Artists. Laura Allen, San Francisco writer-singer, to Elektra/Asylum. Kellie Patterson to Gene Russell's Aquarian Records. Vladimir Cosma, French composer-conductor, to the Barskin Agency.

O'Jays, Philadelphia International trio, to management team Walter "Tony" Richburg and Barbara Arnold.

# BILLBOARD'S THIRD ANNUAL INTERNATIONAL TALENT FORUM

NEW YORK  
HILTON  
MAY 31-JUNE 4  
1977



## THE PARTICIPANTS:

## THE AGENDA:

Frank Barsalona, Keynote Speaker  
Ron Delsener, Awards Dinner Emcee

### "Is There A Better Way" Panels:

- Personal Managers
- Booking Agents
- Facility Operators
- Entertainment
- Artist Relations-Publicity
- Campus Buying
- Concert Promoters

- "Power Sources: A Label Presidents Panel"
- "Rock on Television"
- "Promoters-Managers: Wearing Two Hats"
- "Radio Power: Plugging In Air Support for Touring Dates"
- "Black Live Music Crossover"

### Talent Industry "Basics" Seminars:

- Physical Production
- Concert Promotion
- How to Communicate with Your Record Company
- Personal Management
- Intimidation: Does it Really Help?
- Booking Agencies
- Publicity

### One-On-One Lunches

### Record Label Showcases



Harry Chapin  
Jerry Greenberg  
Quentin Perry  
Steve Paul  
Dee Anthony  
Bruce Lundvall  
Shelly Schultz  
Larry Magid  
Claire Rothman  
Marty Kummer  
Ken Kinnear  
Arnie Granat  
David Forest  
Bill Cunningham  
Jack Globenfelt  
Mike Klenfner  
Ina Meibach  
Ed Micone  
Mike Gormley  
Larry Harris  
Roy Battachio  
Steve Gold

Chet Hanson  
Barbara Carr  
Carol Ross  
Carol Strauss  
Bob Regehr  
Teddy Slatius  
John Coffino  
Jerry Sharell  
Stephen Leber  
David Krebs  
Rick Taylor  
Bill Washington  
Shep Gordon  
Tommy Mottolla  
Carole Sidlow  
Bruce Garfield  
Barbara Kennedy  
Irv Azoff  
Bob Bagaris  
Bill Graham  
Don Law

Ron Scribner  
Ron Rainey  
John Toffolt Jr.  
Martin Onrot  
John Scher  
Mike Belkin  
Tats Nagashima  
Fred Bolander  
Jim Rissmiller  
Jay Jacobs  
Hal Ray  
Chip Rachlin  
Frank Barsalona  
Jerry Seltzer  
Joe Cohen  
Barry Fey  
Larry Magid  
Steve Wolf  
Harvey Goldsmith  
Sid Bernstein  
Shelly Finkel

### 1977 EXECUTIVE COMMITTEE

#### CO-CHAIRMEN:

#### Booking Agents:

Frank Barsalona  
Premier Talent, New York

#### Concert Promotion:

Ron Delsener  
Ron Delsener Enterprises,  
New York

#### Personal Management:

Dee Anthony  
Bandana Enterprises, New York

#### Artist Relations:

Michael Klenfner  
Arista Records, New York

#### Nightclubs:

Alan Pepper/Staley Snadowsky  
Bottom Line, New York

#### Entertainment Law:

Ina Meibach  
Weiss & Meibach, New York

#### Facilities:

Jack Globenfelt  
Nassau Coliseum, New York

#### Canada:

Ron Scribner  
Music Shoppe Int'l, Don Mills

Forum Director: NAT FREEDLAND



### Billboard International Talent Forum

Attn: Diane Kirkland

9000 Sunset Boulevard, #1200/Los Angeles, California 90069

Please register me for Billboard's International Talent Forum, May 31-June 4

I am enclosing a check or money order in the amount of:

\$200 (after April 20)  \$150 (College rate!)

(you can CHARGE your registration if you wish.):

Mastercharge (Bank # \_\_\_\_\_)

Bank Americard

Diner's Club

American Express

Name \_\_\_\_\_

Company Affiliation \_\_\_\_\_

Address \_\_\_\_\_

T-SHIRT SIZE: \_\_\_\_\_

Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Title \_\_\_\_\_

Phone \_\_\_\_\_

All information on hotel rooms will be sent immediately upon receiving your registration!

No refunds after May 10.

Registration Fee does not include hotel or airfare

REGISTRATION AT THE DOOR WILL BE \$225, SO REGISTER NOW!

# Number One With a Star

## The Inside Of Making a Hit Record

Presented By UCLA Extension In Cooperation With Billboard

### Presenting the Artist Before the Public

By JEAN WILLIAMS

The responsibility for identifying an artist's image belongs to the public, while the label's responsibility is to figure out what and where that artist has been identified. That's what A&M executives explained to a group of UCLA students and industry persons Monday (25) at the second in a series of six seminars co-sponsored by UCLA Extension and Billboard.

The topic was titled "Presenting The Artist To The Public, Identifying An Image And Marketing The Product." Jerry Moss, chairman of the board, A&M; Gil Friesen, president of the label; Bob Fead, senior vice president; Harold Childs, vice president, promotion; and David Anderle, talent director/inhouse producer, all elected to zero in on the careers of Peter Frampton, who is currently enjoying superstar status; Joan Armatrading, in the transition period, and Driver, a new group.

and building an image for an artist starts with the record itself and getting the disk played on radio.

"The other 20% is a crucial factor, how we take that artist to the marketplace in our advertising, radio spots, advertising our publicity and other means," said Friesen.

A&M offered a 3½-minute film clip of Armatrading performing. The singer/guitarist's record was released in June 1976.

Moss explained that the hours spent discussing the artist's image and how the label will totally represent the acts are many.

He noted that sometimes artists themselves have no idea who they are. But on the other hand, he cited Captain & Tennille as a duo that's aware of who they are and how they should represent themselves to the public. He added that Captain & Tennille are being marketed through television.

Bob Fead noted that it's the responsibility of his department to take the product to the marketplace, explaining that the company spends hundreds of thousands of dollars yearly trying to convince the public that A&M's music is the best for the consumer's dollar.

are forced to play records by other stations but warned against dealing with radio as the only avenue for product exposure.

Because promotion is so broad now, he said, if a record is not played on radio there are other means such as discos and in-store play. He noted that there are 62 persons in the street who are responsible for getting A&M product exposed.

Friesen proudly stated that A&M has been working Armatrading's LP nine months, say-

Slides were shown of Armatrading headlining, with critics' reviews, feature stories and photographs.

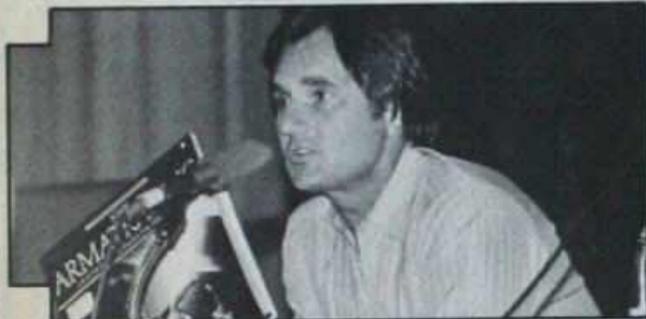
Friesen said the public identifies the artist, while the label must stay in close touch with the "streets" and retailers in order to reinforce its obligation to that act.

The slide show also included material about Armatrading sent to reviewers and concert promoters across country plus an advertising campaign which Friesen noted was generally seen in consumer publications.

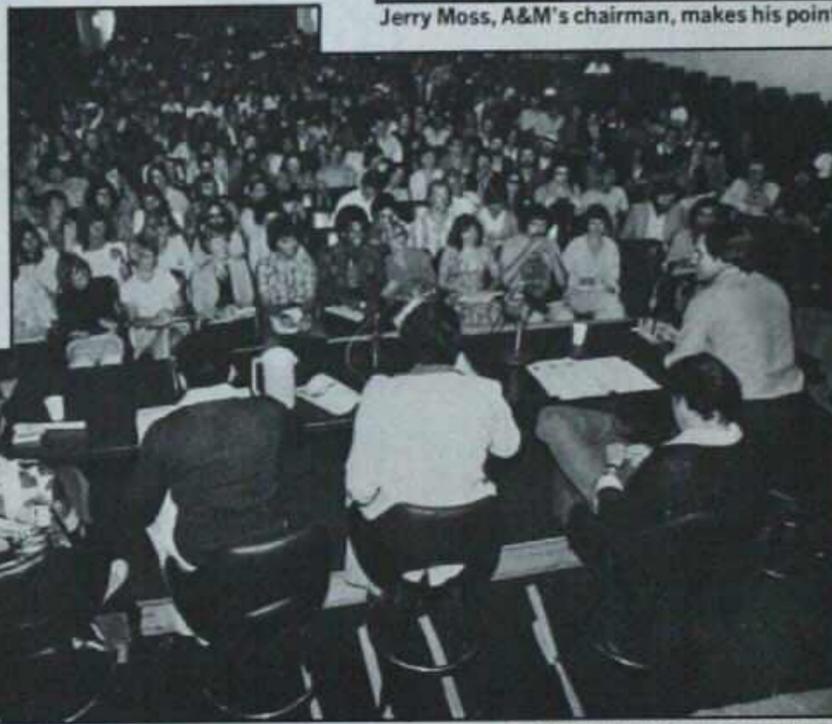
Fead explained that approximately \$300,000 is spent on an LP before the first record is sold.

Ewart Abner, moderator of the session, in asking Fead to explain the total breakdown of a record, brought out that the cost is approximately \$1.75 per LP.

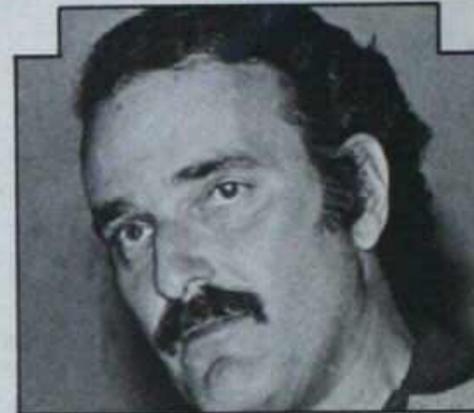
Abner along with the panelists concluded that it costs about 40 cents for the actual record, 14 cents for the jacket, a double jacket costs about 25 cents, 21 cents goes for publishing costs, the producer gets about 12 cents, the artist's royalties range from 40 cents to \$1, and the AFM gets approximately 6 cents.



Gil Friesen, A&M's president, offers insight into how the label worked with vocalist Joan Armatrading.



A panel of experts from A&M meets with students during the second class discussing presenting the artist to the public.



Jerry Moss, A&M's chairman, makes his point.



Harold Childs, promotion vice president and David Anderle, talent director and staff producer field questions from the floor.

Frampton emerged from the group Humble Pie which A&M signed in 1969, Moss said. Moss noted that contrary to popular opinion, Frampton is not an "overnight" success story but as in most cases, was a gradual building process.

As a matter of fact, stated Moss, following Frampton's departure from the group, which incidentally went on to receive its second gold LP, Frampton was working as an opening act for Humble Pie.

In early 1976 A&M released the LP "Frampton" which to date has sold in excess of 6 million copies, said Moss.

Armatrading signed to the label in 1972 but A&M had rights only in the U.S. and Canada. Her initial LP sold only 12,000 copies but in 1975 when A&M gained worldwide rights Moss began pouring more money into her career.

"We decided to do whatever we could to bring the name and talent of Joan Armatrading home, so we went on a formidable campaign to achieve this," said Moss.

He explained that David Anderle brought the trio Driver to A&M and said the label was so taken with the talents of the group it signed them.

Anderle said that Driver was not a difficult situation. "Someone submitted a tape with three songs and everything on the tape was done right."

Anderle said the group is much like the old Cream group and he was particularly impressed with its energy. Then he had to determine the kind of record the group should record and who the engineer should be.

He advised the gathering that variety in music is good, particularly when submitting a tape. But too much variety may be deadly. "As a listener to a new tape, I want to know the artists full potential but I want them to zero in," said Anderle, adding that there should be an identifiable aspect to the music.

From a marketing/promotion standpoint, Friesen said 80% of marketing, identifying

Fead contended that marketing music now is most difficult because of tight playlists and that retailers are increasingly important to the marketing programs.

He touched on impulse buying and the importance of properly displaying product. He added that A&M has about 100 persons in the field in various categories marketing product. He named such areas as inventory control, sales, merchandising, advertising and others, noting that feedback dictates how the label proceeds and expands its marketing techniques.

According to Moss, Harold Childs sits in the hottest seat at the label, while Childs admitted that his job is probably the most difficult. "I have to get them played," he said.

"Most people don't know that it took three to four years to get Peter Frampton and Joan Armatrading to where they are today," said Childs.

He noted that the strongest selling vehicle is radio, but the promotion staff must convince stations to play the product.

Childs pointed out the importance of building relationships with stations. Then the artist must prove itself, he said. Childs added that when Frampton came out, he knew he had a solid base with the stations. The same situation applied to Armatrading.

Childs further explained how some stations



Bob Fead, senior vice president for marketing-distribution, explains a facet of his operation.

ing. "There are few labels that will stay with an LP for that length of time."

Pointing out marketing moves for Armatrading, he cited some critics' reviews while explaining that her LP recorded live at the Bijou nightclub in Philadelphia is being played on FM stations.

Armatrading is also set to appear on the "Saturday Night Live" television show May 14, singing "Love And Affection." He claimed she is now a star in Minneapolis, Philadelphia and Atlanta.

Abner explained that seldom is an LP made today for less than \$50,000.

When asked the details and breakdowns dollarwise of the advance on signings, publicity amounts committed to touring, producer and publishing arrangements Friesen answered: "There are a lot of variables and factors such as whether the artist is popular, coming from another label and others."

He noted that other areas depend on what the label feels are the needs of the artists.

"We don't put a price tag on things until we have exhausted ingenuity and creativity. The end result is that we don't buy our way, we work and create our way," said Friesen.

Members of the audience were apparently wondering about the recent restructuring of A&M. Moss explained that the move enables him to devote more time to the creative end of the business with less responsibility for the over-all running of the company. This move also gives others within the firm different and/or more responsibility. "We're looking to the future of A&M," said Moss.

He noted that among other things, he would like to be more involved with artists.

There were several persons in the audience interested in how one goes about getting inside a label to showcase his talents and where do they turn if that door is shut?

Anderle cautioned those interested in this area against going out spending a bundle to get a professional demo made, contending some home recording systems are now sophisticated to the point where tapes may easily be made to submit to a label.

At the same time he advised would-be recording artists/songwriters not to throw in the towel if they are rejected by the labels. The publisher's office might very well be the vehicle to a recording contract, he said.

Art Direction: Bernie Rollins

Becky's music has been sung by Helen Reddy, Shirley Bassey and others. The time has now arrived for Becky to share her inspiration with you. So enjoy.

*Becky Hobbs*

**"EVERYDAY"**

BJLI-2169

PRODUCED BY/STEVE DORFF

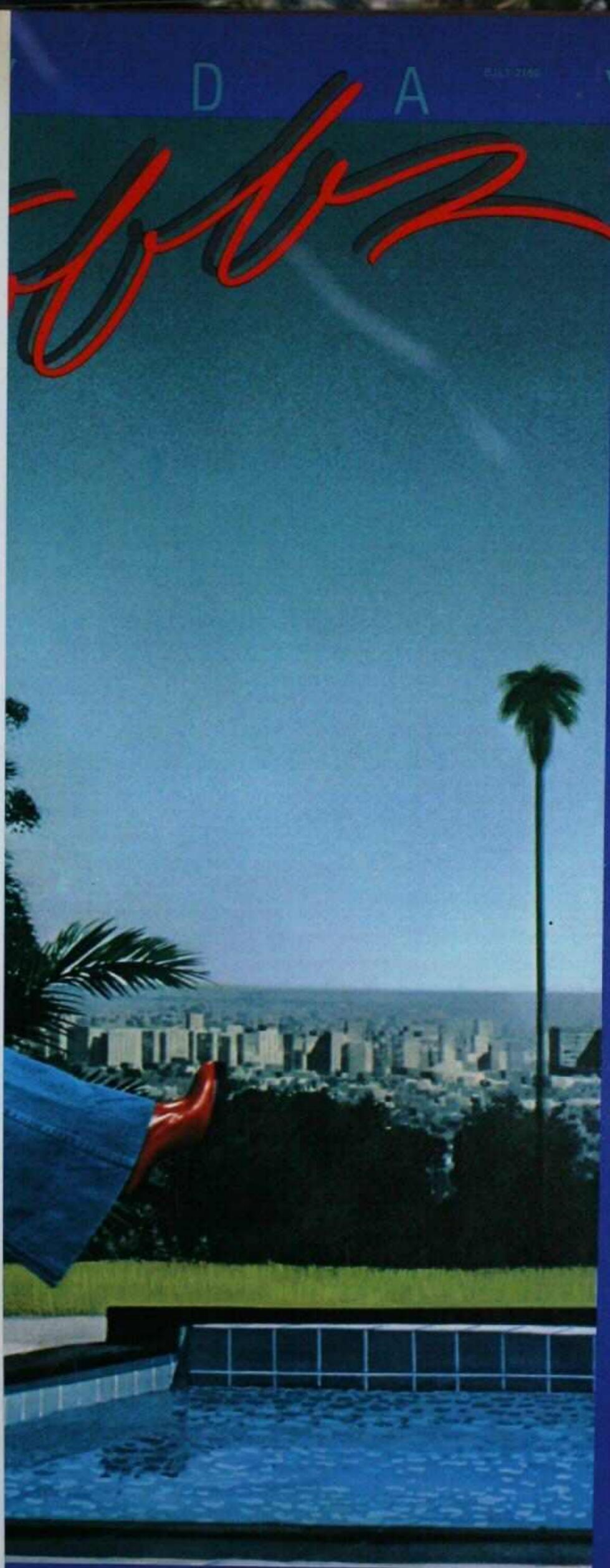


**ON TATTOO RECORDS and TAPES.**

MANUFACTURED & DISTRIBUTED BY RCA RECORDS

EXCLUSIVE REPRESENTATION/BNB ASSOCIATES LTD.

PUBLIC RELATIONS/STEINBERG LIPSMAN & ASSOCIATES



**ME s On Job**



Billboard photos by Bonnie Tie... he emphasizes his enjoyment

at New York's Avery Fisher Hall and 90% of the audience was young, he says. Allen repeated his show at the Avery Fisher April 22 with a program involving his wife Jayne, vibist Terence Gibbs, comedy sketches, film clips from his famous tv soirees and jaunts between Allen and Gibbs.

Allen's personals are, of course, overshadowed by his tv appearances. Still, he enjoys playing piano. "It's a compulsive need, a physical need to get to a piano every day, and when he plays colleges it's just with bass and drums.

"Forty-five minutes into my show I sit down at the piano and talk about American music," he says. (Continued on page 7)

like "Ramblin' Man," as well as songs from his new Arista LP. Judging from the quality of some of the new songs, especially "Bougainvillea," Betts will soon be out of the clubs and back into the large arenas. ROMAN KOZAK

**BABYS LEGS DIAMOND**

*Yorkville Theatre, New York*

The Babys is a hot young English group that owes much to such predecessors as Led Zepplin and Humble Pie.

At its hour-long New York debut April 23, the band was loud and furious. Lead singer/bassist John Waite, in appearance and mannerisms if not in vocal ability, recalls a younger Robert Stewart.

A band like this attracts young girls, and there were plenty in evidence for the show cheering on their newest heroes.

While the Babys played nothing too complicated, it was evident that this is an improving band, with some of the newer material showing superior dynamics and pacing to the basic power chording in the earlier songs.

Of everything the band performed in its 10-song set, most interesting was "I Believe In Love" which began slowly, and then caught fire. This was followed by "Rescue Me," a new song that didn't sound exactly groundbreaking but all the guitar licks seemed just in the right places.

Opening the show was Legs Diamond, fresh from a nightmarish debut the week before with Piper and Angel where the band's amplifiers kept going out.

This time around the band seemed to have mastered its sound problems, and though it again did not have to put on any sort of show the pistol-packing lead singer used his limited space effectively while delivering high Robert Plant-type vocals.

Legs Diamond was on only for half an hour, able to perform only five songs. But its version of "Rock 'n' Roll Man" and "Stage Fright" (not the Band's song) were most interesting.

ROMAN KOZAK (Continued on page 75)

The course is offered to graduate and undergraduate students and the general public for two and three credits, depending on whether the student wishes an additional hour a day in performance techniques. Tuition ranges from \$216 for the two credit undergrad plan to \$338 for three graduate credits.

Concerts are either promoted by the students or put on in conjunction with a promoter, depending on the risk involved.

Upcoming shows include Bob Seger May 11 and a "Good Times Weekend" bluegrass show May 20-21 with John Hartford and the New Grass Revival.

**AMERICA Nassau Coliseum, Uniondale, N.Y.**

America made an SRO visit to suburban New York on April 20. For this 75-minute performance, the three nearly interchangeable lead singers, Garry Beckley, Dewey Bunnell and Dan Peek, shared the stage with a basic rock band and a small forest of potted plants.

The band moved rapidly through its material, performing nearly 20 songs, beginning with

band members to step out at length. But where the Allmans got a little too jazzy toward the end, Betts sticks to his rock 'n' roll.

Betts was always up front, his sweet and sour pickings, that marked so much of the Allman's sound, evoking a gamut of powerful emotions. Betts can play hard, biting rock licks, but when he gets soulful and sad, the man's playing can make you cry.

Betts performed both old Allman material

# Nur

## The In

### Presente

#### Presenting the Before the Pul

By JEAN WILLIAMS

The responsibility for identifying image belongs to the public, while responsibility is to figure out what that artist has been identified. T A&M executives explained to a group of students and industry persons M at the second in a series of six sessions sponsored by UCLA Extension and

The topic was titled "Presenting To The Public, Identifying An Image Marketing The Product." Jerry Moss, CEO of the board, A&M; Gil Friesen, president of the label; Bob Feat, senior vice president; Childs, vice president, promotion; Anderle, talent director/inhouse, all elected to zero in on the career of Frampton, who is currently enjoying star status; Joan Armatrading, in the promotion period, and Driver, a new group



Gil Friesen, A&M's president, offers insight into how the label worked with Joan Armatrading.

MAY 7, 1977, BILLBOARD

Frampton emerged from Humble Pie which A&M signed in said. Moss noted that contrary opinion, Frampton is not an "overnight success story but as in most cases, a building process.

As a matter of fact, stated Moss, Frampton's departure from the group incidentally went on to receive its LP, Frampton was working as an engineer for Humble Pie.

In early 1976 A&M released the "ton" which to date has sold in excess of one million copies, said Moss.

Armatrading signed to the label but A&M had rights only in the U.S. Her initial LP sold only 12,000 copies, but in 1975 when A&M gained the rights Moss began pouring more money into her career.

"We decided to do whatever it took to bring the name and talent of Joan Armatrading home, so we went on a promotional campaign to achieve this," said Moss.

He explained that David Anderle signed the trio Driver to A&M and said they were so taken with the talents of the group they signed them.

Anderle said that Driver was in a difficult situation. "Someone submitted three songs and everything on them was done right."

Anderle said the group is much like the Cream group and he was particularly impressed with its energy. Then he had to figure out the kind of record the group should make and who the engineer should be.

He advised the gathering that variety in music is good, particularly when submitting a tape. But too much variety may be deadly. "As a listener to a new tape, I want to know the artist's full potential but I want them to zero in," said Anderle, adding that there should be an identifiable aspect to the music.

From a marketing/promotion standpoint, Friesen said 80% of marketing, identifying

is radio, but the promotion staff must convince stations to play the product.

Childs pointed out the importance of building relationships with stations. Then the artist must prove itself, he said. Childs added that when Frampton came out, he knew he had a solid base with the stations. The same situation applied to Armatrading.

Childs further explained how some stations

were not playing her LP recorded live at the Bijou nightclub in Philadelphia is being played on FM stations.

Armatrading is also set to appear on the "Saturday Night Live" television show May 14, singing "Love And Affection." He claimed she is now a star in Minneapolis, Philadelphia and Atlanta.

get a professional demo made, concerning some home recording systems are now sophisticated to the point where tapes may be made to submit to a label.

At the same time he advised would-be recording artists/songwriters not to throw the towel if they are rejected by the label. The publisher's office might very well be the vehicle to a recording contract, he said.

Art Direction: Bernie R...

## BISONS JUBILANT

# Long Colorado U. Rock Famine Ends

By ED HARRISON

LOS ANGELES—The first rock concert at Boulder's Folsom Stadium in two years took place Sunday as the Univ. of Colorado in conjunction with Feyline presented Fleetwood Mac, Bob Seger, Firefall and John Sebastian.

The last show held at the 61,500-seat venue, home field for the Univ. of Colorado Bisons, was the Doobie Bros. on May 10, 1975.

However, the Boulder community reacted negatively to the huge crowds, poor sanitary conditions and other problems the large crowds caused in the college town.

Phil Lobel, director of the CU Program Council, says all problems have since been alleviated. Also the board of regents has assessed a 10 percent surcharge on tickets for all events. The athletic department therefore is automatically profiting from the concert.

Says Lobel: "The school realized that they were losing in terms of revenue and prestige. We lost out on Dylan's Rolling Thunder Revue which was originally scheduled for Boulder but instead was held at Fort Collins.

"Entertainment in the concert market is a major economic boom to any area. Boulder, which is a tourist community, is now further enhanced."

In order to ensure peaceful entrance and exit to the stadium, the CU Program Council worked together with commercial radio station KADE-AM which broadcast live remotes from the scene informing patrons about parking, traffic conditions and best routes into Boulder.

The program council paid all expenses for the remotes.

The university was also in constant communication with law enforcement agencies. Lobel says full-page ads ran in Boulder and nearby newspapers detailing advisable entrance routes.

The capacity crowd is believed to be the largest ever assembled in Boulder and second only to a Beach Boys date at Mile High Stadium in Denver last year.

Tickets for students were \$7.50 and \$8.50 for non-students. All seats were sold out in a record 22 days, 10,800 of which were purchased by students.

# Bowling Green Univ. Must Program To Female Tastes

LOS ANGELES—How to program concerts that women will attend is the question facing the program committee at Bowling Green Univ. in Ohio.

The 16,000 student enrollment is now comprised of 60%-75% female, many of whom are directly involved in programming.

Jim Stofan, director of programming, says the concert committee picks selectively to appeal to the dominant female population and admits he's had more success with female-oriented programs.

It's difficult taking females into consideration when booking concerts although the ratio in attendance is usually three to one females. Most of the programming committee is female with only one male on the executive board.

"We're trying to get female artists and acts like Joni Mitchell and Linda Ronstadt are not interested in com-

ing here. Overall we have an obligation for balanced programming," says Stofan.

Peter Frampton, says Stofan, did extremely well as did Gino Vannelli, who played to a strictly female audience.

Yet despite the large female population Bowling Green is predominantly rock-oriented. The Doobie Bros. sold out while Dionne Warwick flopped, attracting only 3,000-4,000 students.

Stofan says the school is seeking a female act for the summer to entice students back to school. The summer months have previously been void of shows.

Olympic decathlon champion Bruce Jenner spoke on campus and attracted a huge bulk of the female body. And a movie "Sex Fest" proved disappointing because no women attended. Movies like "Lady Sings The Blues" were successful, says Stofan, because it dealt with "heartbreak."

However, the biggest problem that confronted the school this year was the unusually cold weather which forced the cancellation of Jeff Beck, Wild Cherry and Brick.

"We had no concerts between December and February due to a shortage of power. All lights were turned off. It was a critical situation. Our first show since then was Dave Mason in March," Stofan says.

Stofan says Bowling Green averages about six large shows a year and fears that the cancellation hurt the school's credibility.

Concerts are held in Anderson Arena which seats 5,644 or the Grand Ballroom with a capacity of 2,600. Tickets for most events are \$7.50-\$6.50.

Concerts are either promoted by the students or put on in conjunction with a promoter, depending on the risk involved.

Upcoming shows include Bob Seger May 11 and a "Good Times Weekend" bluegrass show May 20-21 with John Hartford and the New Grass Revival.

## VERSATILITY HIS MIDDLE NAME

# Steve Allen: 4 Formats On Job



Composer Steve Allen runs down some thoughts on the piano in his office. Right: he emphasizes his enjoyment of playing for young people.

By ELIOT TIEGEL

LOS ANGELES—Steve Allen has devised four formats for personal appearances.

He plays a select number of nightclubs in which he and a small jazz-flavored band play his own compositions. He appears with symphony orchestras as guest pianist for their pop series. He plays colleges with a program of "old songs" and eschews his own material.

He plays hotel rooms with a half and half program of music and comedy; he does lectures in which comedy dominates.

He has stopped recording. The reason? No interest by any label for his brand of MOR music or jazz piano.

So the author/composer/novelist/television personality plays around one dozen personal appearances to keep in front of the public and keep his chops in good form.

A recent two-night booking at the Roxy here drew 80% young people for the four shows. Did this youth-oriented flavoring surprise him? "No," he answers in his San Fernando Valley office complex. "The Roxy is a young hangout."

Allen says he draws a strong representation from youth because "there's a lot of music in my concerts" and there's also the expected silliness which he is known for as a comedian.

Three years ago he did a concert

at New York's Avery Fisher Hall and 90% of the audience was young, he says. Allen repeated his show at Fisher April 22 with a program involving his wife Jayne, vibist Terry Gibbs, comedy sketches, film clips from his famous tv soirees and jazz duets between Allen and Gibbs.

Allen's personals are, of course, overshadowed by his tv appearances. Still, he enjoys playing piano ("it's a compulsive need, a physical need to get to a piano every day") and when he plays colleges it's just with bass and drums.

"Forty-five minutes into my show I sit down at the piano and talk about American music," he says.

(Continued on page 75)

# Talent In Action

• Continued from page 34

April 19, with 18,000-plus paying a total of \$144,000 to hear straight ahead rock 'n' roll, no frills, no fancy light shows, no costumes.

What makes this group compelling is its simplicity. They are standardbearers of a philosophy that touched a major chord in the 1960s and refuses to die. A \$30,000-a-year job with Polaroid-Land couldn't keep Boston's founder Tom Scholz from proclaiming his allegiance to rock 'n' roll. Epic Records thought likewise. At last count, so did more than 3.5 million record buyers.

Boston comes out on stage, five guitars and a drummer, and begins to sing and play basic r&b chords with metallic overtones. The lyrics are direct and to the point. Outside of the music and the rock 'n' roll life, things are less than they appear. Competition and a corporate slot aren't the only choices. Better to turn on, tune in and seek "Peace Of Mind," which happens to be the title of its current single.

That's prevailing wind and Boston knows how to ride the current. It sails through 10 tunes all much the same, interspersed with Star Trek blasts of metal boogie. Scholz steps to the mike to demonstrate man's mastery of the technology by bending notes on his modified Fender, and lead vocalist Brad Delp actually leaps into the audience in a rare but effective display of trust and identification with the fans.

The group is on stage for an hour, playing mostly tunes from the hit LP, along with some new ones such as "TV Politician" and "The Man I'll Never Be."

Sammy Hagar, reviewed here recently, was the opening act. **DICK NUSSER**

## AMERICA

Nassau Coliseum, Uniondale, N.Y.

America made an SRO visit to suburban New York on April 20. For this 75-minute performance, the three nearly interchangeable lead singers, Garry Beckley, Dewey Bunnell and Dan Peek, shared the stage with a basic rock band and a small forest of potted plants.

The band moved rapidly through its material, performing nearly 20 songs, beginning with

some of its better known oldies like "Muskrat Love" and "Ventura Highway," then moving to new selections from the "Harbor" LP and back to the hits, closing on "Horse With No Name."

The show was well paced, with the singers beginning on acoustic guitars and the band playing quietly behind them. But as the evening warmed up, so did the show. Midway through it became apparent that for all its pretty country rock harmonizing, America is also a band that rocks.

And rock it did, very well indeed, bringing the audience to its feet, where it remained for a long time, bouncing along and clapping.

Such an outpouring of emotion helps any performer along, and it certainly seemed to drive America on to new heights, making a pleasant and exciting performance.

**ROMAN KOZAK**

## DICKIE BETTS

Bottom Line, New York

It was billed as "An Evening With Dickie Betts" and it certainly was, with Betts and band performing 15 minutes shy of two hours for the first set April 19, then coming back the same night for an even longer second set.

Betts performed with a solid band that included Dan Toller on second lead guitar, Tom Broome on piano, Ken Tibbets on bass, and Jerry Thompson and Deni Sharbono on drums.

The new band's format, and Betts' longtime association with the Allman Brothers, brought that group immediately to mind in the 12-song performance. In fact the performance showed just how much the Allmans were indebted to the taciturn guitarist and singer.

All the songs Betts performed had the traditionally long instrumental break that allows for band members to step out at length. But where the Allmans got a little too jazzy toward the end, Betts sticks to his rock 'n' roll.

Betts was always up front, his sweet and sour pickings, that marked so much of the Allman's sound, evoking a gamut of powerful emotions. Betts can play hard, biting rock licks, but when he gets soulful and sad, the man's playing can make you cry.

Betts performed both old Allman material

like "Ramblin' Man," as well as songs from his new Arista LP. Judging from the quality of some of the new songs, especially "Bougainvillea," Betts will soon be out of the clubs and back into the large arenas.

**ROMAN KOZAK**

## BABYS LEGS DIAMOND

Yorkville Theatre, New York

The Babys is a hot young English group that owns much to such predecessors as Led Zeppelin and Humble Pie.

At its hour-long New York debut April 23, the band was loud and furious. Lead singer/bass player John Waite, in appearance and mannerisms if not in vocal ability, recalls a younger Rod Stewart.

A band like this attracts young girls, and there were plenty in evidence for the show cheering on their newest heroes.

While the Babys played nothing too complicated, it was evident that this is an improving band, with some of the newer material showing superior dynamics and pacing to the basic power chording in the earlier songs.

Of everything the band performed in its 10-song set, most interesting was "I Believe In Love" which began slowly, and then caught fire. This was followed by "Rescue Me," a new song that didn't sound exactly groundbreaking but all the guitar licks seemed just in the right places.

Opening the show was Legs Diamond, fresh from a nightmarish debut the week before with Piper and Angel where the band's amplifiers kept going out.

This time around the band seemed to have mastered its sound problems, and though it again did not have to put on any sort of show the pistol-packing lead singer used his limited space effectively while delivering high Robert Plant-type vocals.

Legs Diamond was on only for half an hour, able to perform only five songs. But its version of "Rock 'n' Roll Man" and "Stage Fright" (not the Band's song), were most interesting.

**ROMAN KOZAK**

(Continued on page 75)

## Another Major Concert For Philadelphia

PHILADELPHIA—Electric Factory Concerts, which made rock concert history last summer when it created a \$1 million gate at the John F. Kennedy Stadium here, plans on a \$1 million encore this summer. Larry Magid and Allen Spivak, who head up the locally-based concert firm, aim to attract another 105,000 fans at a \$10 ticket June 11 at the stadium.

Last June, as part of the city's bi-centennial celebration, the concert headlining Yes and Peter Frampton with Gary Wright and the Poussette-Dart Band was acclaimed the largest rock concert in a "confined area," as contrasted to Woodstock type of concerts, ever held. For this year's "encore," Spivak and Magid are returning Frampton, who will be joined by Lynyrd Skynyrd, the J. Geils Band, and at least one other group.

While last year's concert, which had the benefit of perfect weather conditions, was staged from 4 p.m. to midnight without any major incidents or problems, this year's concert will be a daytime happening from noon to 6 p.m. Tickets went on sale April 23, and the \$10 ticket for all seating without reservation is the same as last year.

## New On The Charts



**CARRIE LUCAS**  
"I Gotta Keep Dancin'"—★

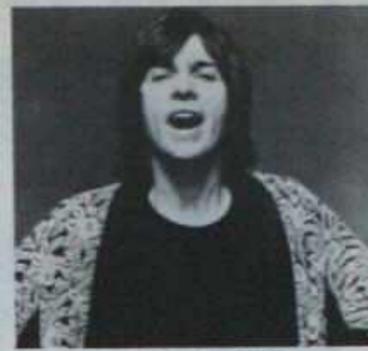
Don Cornelius and Dick Griffey's RCA custom label Soul Train is enjoying its first Top 40 pop hit with Shalamar's Motown hit medley, "Uptown Festival."

The latest Soul Train act to make the charts is this soul/disco stylist, who has written songs for albums by label acts the Whispers and the Soul Train Gang (as well as the South Shore Commission on Wand) has performed as a backup singer with the Whispers and recorded with D.J. Rogers on RCA.

Lucas was reared in California, and lists her "idols" as Stevie Wonder, Barbra Streisand and Judy Garland. She was signed to Soul Train eight months ago and her debut album, "Simply Carrie," was released last month. The cuts generally feature insistent rhythm and Lucas' cool, sensuous voice, reminiscent of Sylvia or Donna Summer.

The Soul Train principals handle Lucas through their Griffco Management in Los Angeles, (213) 550-8623. She hasn't yet begun doing personals.

This single is now up to number five on Billboard's disco action feature.



**PETER GABRIEL**  
"Solsbury Hill"—★

Gabriel's first appearance on the Hot 100 follows by just seven weeks the chart bow of Genesis, which he fronted from its inception in England in 1966 until his open statement to the press in August 1975 in which he announced he was quitting the group.

Genesis' two albums since Gabriel's departure, "A Trick Of The Tail" and "Wind And Wuthering," have been its highest-charting LPs, leading some to speculate as to how important Gabriel was to the act.

As he states: "People often assumed I wrote everything because I was the front man... Then when I left, and the group sounded more or less the same, they began to question my contribution." Now, though, Gabriel's sales potency has been proved, as his first solo album after seven LPs with the group is resting in the Top 40 after nine weeks on the chart. It is also in the top 10 in Britain.

This album was produced by Bob Ezron (who has delivered top 10 hits on Alice Cooper and Koss), and was recorded in his Toronto studios with former Alice Cooper sidemen. This single is an acoustic-based examination of the artistic frustrations that caused Gabriel to leave Genesis.

Based in London, Gabriel is managed and booked by Tony Smith of Hit and Run in London 01-493-9351. (Smith also manages Genesis.) Gabriel recently completed a mini-tour of the U.S.; he is now touring Britain.

### CURRENT

"Theme From 'Rocky' (Gonna Fly Now)"—100

The charting of this disco instrumental by a five-man band of L.A. session musicians marks the first Playboy release that has come on the Hot 100 since the label recently became a CBS affiliate. (The Playboy-distributed Beserkley hit by the Rubinoos had been charted for about a month before the CBS deal.)

This is the fourth version of the Oscar-nominated "Rocky" theme to make the Hot 100. Rhythm Heritage (ABC) had the first treatment to make the survey on Feb. 26, but it fell off after three weeks. Then two weeks ago, Bill Conti (UA) and Maynard Ferguson (Columbia) appeared, followed last week by Current. Playboy contends, though, that this version was the first to be released as a single, citing a shipping date of Dec. 28.

The hit was produced by Joe Saraceno, who has had success on the Top 40 level with instrumentals. He produced the Routers' "Let's Go" (1962) and the Marketts' "Out Of Limits" (1964), both for WB; and the T-Bones' "No Matter What Shape" (1966) and the Ventures' "Hawaii Five-O" (1969), both for Liberty. Saraceno, (213) 462-6606, is acting as manager and agent for the group.

Current consists of arranger Ben Benay (who has handled lead guitar on a lot of Steve Barri dates), Curt Allan, Richard Hobaica and Pat Bouno.

Though only the Maynard Ferguson version of "Rocky" has made much headway in the disco market, there is a 12-inch disk on the Current version. It features on the flip side "Classica's Love Song," a dance treatment of Tchaikovsky Fifth Symphony, which was the group's first single last fall. In the classical disco race it lost to Walter Murphy's "A Fifth of Beethoven."

### Chicago Concerts

CHICAGO—Weekly big-band jazz concerts are scheduled in May here at the Drury Lane Theatre in Water Tower Place. The Stan Kenton Orchestra (May 2), the Thad Jones & Mel Lewis Orchestra (23), and the Maynard Ferguson Orchestra (30) will grace the series that also offers Lainie Kazan (16).

# Billboard Top Boxoffice

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Rank	ARTIST—Promoter, Facility, Dates <small>* DENOTES SELLOUT PERFORMANCES</small>	Total Ticket Sales	Ticket Price Scale	Gross Receipts
<b>Arenas (6,000 To 20,000)</b>				
1	LED ZEPPELIN—Concerts West, Riverfront Col., Cincinnati, Ohio, April 19 & 20 (2)	36,424	\$8.50	\$309,604*
2	NEIL DIAMOND—Concerts West, Market Sq. Arena, Indianapolis, Ind., April 22 & 23 (2)	35,000	\$5-\$10	\$303,000*
3	ELVIS PRESLEY—Mgmt. III/RCA Record Tours, Greensboro, N.C., April 21	16,565	\$10-\$15	\$235,045*
4	ELVIS PRESLEY—Mgmt. III/RCA Record Tours, Olympia Stadium, Detroit, Mich., April 22	15,600	\$10-\$15	\$229,800*
5	ELVIS PRESLEY—Mgmt. III/RCA Record Tours, Centennial Hall, Toledo, Ohio, April 23	9,800	\$10-\$15	\$134,450*
6	GRATEFUL DEAD—Electric Factory Concerts/Monarch Entertainment, Spectrum, Philadelphia, Pa., April 22	17,995	\$5.50-\$7.50	\$123,122*
7	ELVIS PRESLEY—Mgmt. III/RCA Record Tours, Civic Center, Saginaw, Mich., April 24	7,197	\$10-\$15	\$102,598*
8	AMERICA/BURTON CUMMINGS—DiCesare-Engler, Civic Arena, Pittsburgh, Pa., April 18	13,198	\$6.50-\$7.50	\$97,500*
9	AMERICA/BURTON CUMMINGS—Ruffino & Vaughn, Civic Center, Providence, R.I., April 22	10,735	\$5.50-\$7.50	\$75,228*
10	AMERICA/BURTON CUMMINGS—Cross Country Concert Corp., Civic Center, Hartford, Conn., April 21	10,262	\$6.50-\$7.50	\$75,158*
11	REO SPEEDWAGON/NAZARETH/POINT BLANK—Schon Prod., Arena, St. Paul, Minn., April 23	12,000	\$5.50-\$6.50	\$69,897*
12	ENGELBERT HUMPERDINCK—Wolf & Rissmiller, Convention Center, Anaheim, Calif., April 21	8,339	\$6.50-\$8.50	\$66,811*
13	GRATEFUL DEAD—Cross Country Concert Corp./Monarch Entertainment, Civic Center, Springfield, Mass., April 23	10,164	\$6.50-\$7.50	\$66,278*
14	TOM JONES—Concerts West, Convention Center, Pine Bluff, Ark., April 18	6,200	\$7.50-\$12	\$62,400*
15	BOSTON/DERRINGER—Entam Ltd., Civic Center, Charleston, W.Va., April 24	9,263	\$6-\$7	\$60,841*
16	DOOBIE BROS./COMMANDER CODY—Brass Ring Prod., Crisler Arena, Ann Arbor, Mich., April 20	8,821	\$5.50-\$7.50	\$60,173*
17	OLIVIA NEWTON-JOHN/JIM STAFFORD—Entam Ltd., Civic Center, Wheeling, W.Va., April 24	6,788	\$8-\$9	\$59,842*
18	HOT TUNA/ELLIOTT MURPHY—Ruffino & Vaughn, Forum, Commack, L.I., N.Y., April 23	7,000	\$7-\$7.50	\$50,000*
19	DOOBIE BROS./FOREIGNER—Entam Ltd., Civic Center, Wheeling, W.Va., April 19	6,922	\$6.50-\$7.50	\$47,927*
20	REO SPEEDWAGON/NAZARETH/POINT BLANK—Daydream Prod., Dane County Col., Madison, Wis., April 19	6,839	\$6.50-\$7	\$45,178*

### Auditoriums (Under 6,000)

1	ENGELBERT HUMPERDINCK—MorningSun Prod., Mem. Aud., Sacramento, Calif., April 22	3,732	\$8.75-\$12.75	\$41,096*
2	BOB SEGER & THE SILVER BULLET BAND/TOM PETTY & THE HEARTBREAKERS/STARZ—Bill Graham, Winterland, San Francisco, Calif., April 24	5,011	\$4.50-\$6.50	\$30,071*
3	Z Z TOP/PIPER—Cross Country Concert Corp., Palace Theatre, Waterbury, Conn., April 24	3,800	\$7.50	\$28,500*
4	HOT TUNA/ELLIOTT MURPHY—Monarch Entertainment, Capitol Theatre, Passaic, N.J. April 22	3,456	\$6-\$7	\$22,988*
5	RUSH/ANGEL/MAX WEBSTER—DiCesare-Engler, Agricultural Hall, Allentown, Pa., April 20	4,181	\$5.50-\$6.50	\$22,975*
6	PAUL WILLIAMS/JANE OLIVOR—Electric Factory Concerts, Shubert Theatre, Philadelphia, Pa., April 22 (2)	2,670	\$6.50-\$8.50	\$21,140*
7	CHICK COREA RETURN TO FOREVER FEATURING STANLEY CLARKE—Contemporary Prod., Kiel Opera House, St. Louis, Mo., April 19	2,855	\$6-\$7	\$19,531*
8	RUSH/ANGEL/MAX WEBSTER—Cedric Kushner, Palace Theatre, Albany, N.Y., April 24	2,997	\$5.50-\$6.50	\$18,471*
9	KINKS/HOLLYWOOD STARS—Bill Graham, Performing Arts Center, San Jose, Calif., April 19	2,530	\$6.50-\$7.50	\$18,291*
10	KINKS/STALLION—Feyline Presents Inc., Regis Fieldhouse, Denver, Colo., April 24	2,800	\$6.50	\$18,200*
11	JEAN-LUC PONTY—Friedman & Johnston, Paramount Theatre, Oakland, Calif., April 22	2,598	\$5.50-\$7.50	\$18,120*
12	WEATHER REPORT/AL DIMEDOLA—Electric Factory Concerts, Tower Theatre, Philadelphia, Pa., April 24	3,100	\$4.50-\$6.50	\$17,954*
13	JEAN-LUC PONTY/MICHAEL FRANKS—Friedman & Johnston, Comm. Center Theatre, Sacramento, Calif., April 24	2,408	\$5.65-\$7.65	\$17,698*
14	KINKS/HOLLYWOOD STARS—Seabreeze Presentations, Arlington Theatre, Santa Barbara, Calif., April 22	2,015	\$6.50-\$8.50	\$16,406*
15	CHICK COREA RETURN TO FOREVER FEATURING STANLEY CLARKE—Contemporary Prod./Chris Fritz, Mem. Hall, Kansas City, Kansas, April 20	2,518	\$6.50	\$16,367*
16	OZARK MT. DAREDEVILS—Cowtown Prod./Good Karma Prod., Johnson County Jr. College, Kansas City, Mo., April 22	3,100	\$5.50-\$6	\$16,300*
17	RENAISSANCE/GALLAGHER & LYLE—Daydream Prod., Performing Arts Center, Milwaukee, Wis., April 18	2,259	\$4.50-\$6.50	\$13,735*
18	RUSH/MAX WEBSTER—Cedric Kushner, Mid-Hudson Civic Center, Poughkeepsie, N.Y., April 21	2,132	\$6-\$7	\$13,044*
19	TANGERINE DREAM—John Bauer Concerts, Paramount Theatre, Portland, Ore., April 20	2,906	\$4-\$5	\$12,460*

MAY 7, 1977, BILLBOARD

**TOP QUALITY 8X10 PRINTS**

LITHOGRAPHED ON HEAVY GLOSS STOCK

BLACK & WHITE 8x10's  
500 - \$32.00 1000 - \$47.50

COLOR PRINTS  
1000 - \$224.00

SEND FOR SAMPLES AND COMPLETE PRICES ON 8x10s, OTHER SIZE PRINTS, AND POSTERS

**ABC PICTURES**  
1867 E. FLORIDA ST.  
SPRINGFIELD, MO. 65803

**RECORD DEPOT**  
your  
**1-STOP RETAIL DISCO HEADQUARTERS**

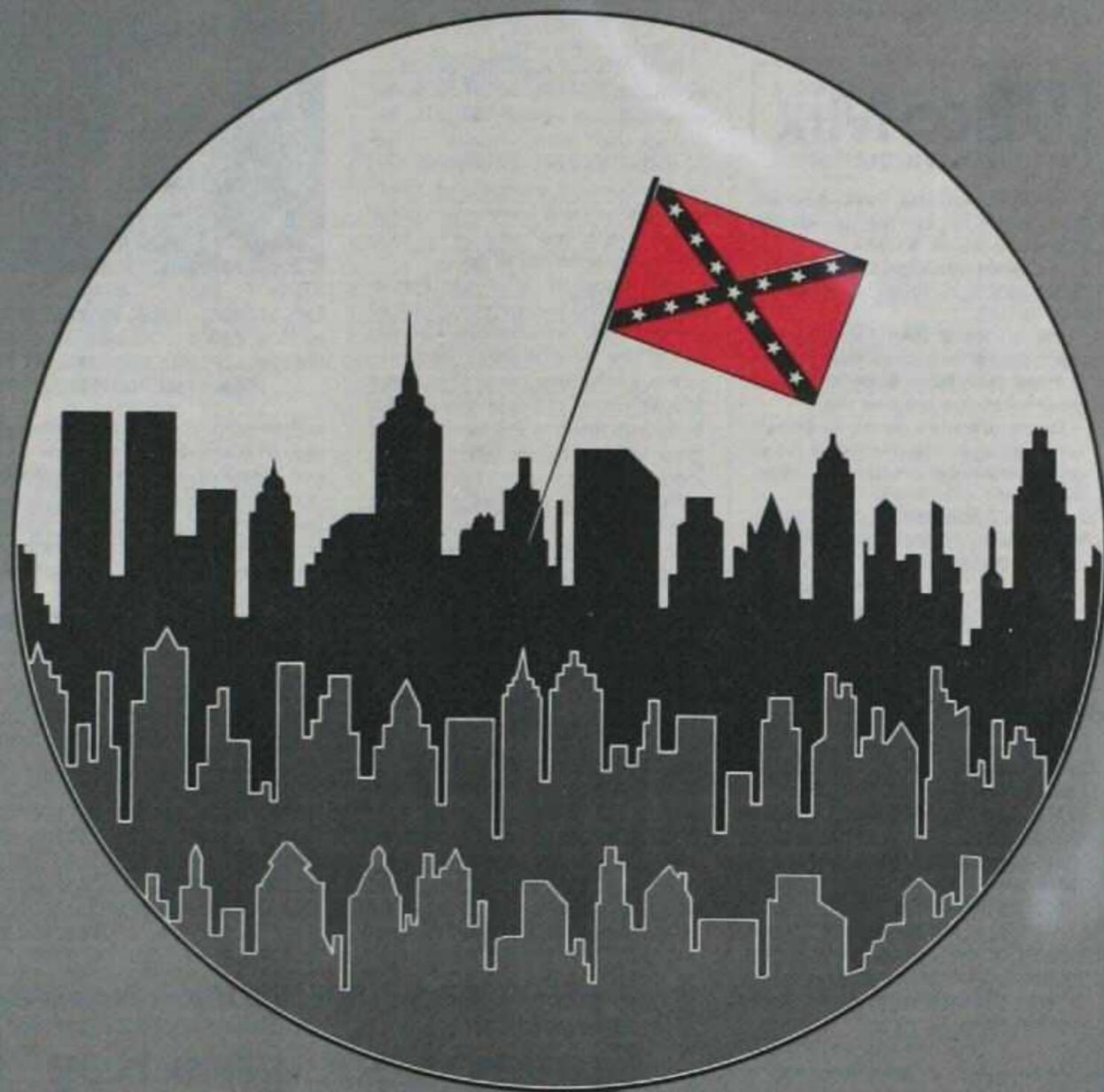
Mail orders welcome.  
Send name & address for weekly disco survey.

**1604 N. Highland  
Hollywood, Calif. 90028  
(213) 464-9926**

## ROYAL OAK THEATRE ROYAL OAK, MICH.

Detroit Stage Employees, Local No. 38, I.A.T.S.E. has attempted to place union stagehands in this recently opened concert theatre, but management prefers to use other than I.A.T.S.E. union personnel giving as a reason the paying of less than union rates in this area. Management has indicated rate of pay as only \$3.00 per hour with no overtime provisions for excessive hours or weekends. Detroit Stage Employees, Local No. 38, would like all prospective acts and performers to be aware of the non-IATSE backstage employees and spotlite operators.

Lynyrd Skynyrd. Now, exclusively represented by Premier Talent.



## Paris Ops Competing With City-Run Clubs

By HENRY KAHN

PARIS—Privately operated discotheques in this city of lights are running into stiff competition from municipal-run discos which are not only heavily subsidized by the city, but also woo audiences with a comprehensive record lending library.

In some startling statistics published recently by the French National Music Committee, it was revealed that government subsidies for the municipal discos jumped from \$44,000 in 1967, their first year of operation, to an estimated \$116,000 last year.

The lending library division of these government discos lent 90,000 records in 1967 and 429,702 disks last year. Many of the records for lending are made available through promotional copies from record companies, but they also buy some disks, and this figure rose from 4,220 records bought in 1967 to 22,247 purchased last year. The collection is said to span a wide cross-section of music formats.

The discos employ trained librarians who listen to all new releases, draw up individual lists and make their recommendations at "final choice meetings."

Subscribers to the lending library division of the discotheques are asked to pay a registration fee of \$1, and are allowed to borrow four records a week at 25 cents per disk. Rev-

enues realized from registration fees and rental charges soared from \$20,000 in 1967 to \$102,000 last year.

## Disco Mix

By TOM MOULTON

NEW YORK—Soul Train Records is rush-releasing the new Soul Train Gang's 12-inch 33½ r.p.m. disco disk titled "My Cherie Amour." Soul Train is creating something of a musical stir with its remakes of the old Motown hits and this one is no exception.

This once-popular Stevie Wonder tune has been updated by the group and emerges as one of its best efforts to date. It runs for 7:09 and has several effective percussion breaks.

The original beauty of the song has been enhanced by this new arrangement which also includes a winsome instrumental section with violins featured.

Goldmind Records distributed by Salsoul is finally releasing its first 12-inch 33½ r.p.m. disco disk. The label was the first to release the 12-inch 45 r.p.m., but has decided to switch the configuration to 33½ r.p.m. to facilitate popular demand.

The first release in the new configuration is an exciting mix of Loleatta Holloway's "Hit & Run." The tune was mixed by New York disco deejay Walter Gibbons and engineered by Mike Hutchinson at Sigma Sound Studios, N.Y. It runs for 11:07 and is built primarily around the vamp where Holloway adlibs.

Many of the breaks on this record are unpredictable, and convey the impression that the mixing deejay was working with a full floor of dancers and was going out of his way to "do a number" on the audience.

No strings are used, and the horns are heard sparingly. This version is really so different from the original that it must be classified as a new record. It will be commercially released sometime next week.

(Continued on page 77)

## Sharon Lee: Socialite To Deejay At 20, Jet-Setter Directs Music For Posh N.Y. Club

By RADCLIFFE JOE

NEW YORK—If you are an attractive socialite who has rubbed shoulders with the creme de la creme of society on both sides of the Atlantic before you are 20, what is there left to do for encores?

Well, if your name happened to be Sharon Lee, you would assess the possibilities and finally settle on becoming the "music director" at the \$2 million La Folie discotheque, one of Manhattan's newest and most-poshly-appointed meeting places for the in crowd, and those on the outside still scrambling to get in.

Lee, daughter of a top British fashion model and step-daughter of a New York businessman who co-owns the fashionable Hippopotamus Club, runs the sophisticated \$52,000 sound and light system at La Folie with much of the same delicate grace of a humming-bird flitting from flower to tropical flower.

For someone who has just about run the gamut of experiences available to the privileged class, including trading options on Wall Street at age 18, she not only does her job with a rare feminine grace but also with an expertise that could embarrass many of the old-time professionals in the business.

Lee dislikes being called a disco deejay, she thinks it is a restrictive term that does not truly define her diverse functions at the \$2 million marble and stained glass East Side pleasure palace of Penn-Dixie business tycoon Jerome Castle.

In fact, the wispy, blue-eyed blonde is much more than just a spinner of platters. Both at the club



Study In Concentration: Sharon Lee, socialite "music programmer" at New York's posh La Folie discotheque, says she spins records for "the sheer fun of it."

and outside, as operator of her own mobile disco service, she acts as a pert, knowledgeable, ambassadress-at-large for the disco industry, doing just about everything from articulating the potential and diverse aspects of the disco industry to curious patrons, to teaching disco dance steps, to explaining the complexities of her sophisticated sound and light system.

Her professionalism, personality and connections have landed her some of the juiciest jobs available. The day this writer caught her at work, she was spinning platters at a party for Margeaux Hemingway thrown by the Fabbge Cosmetics Co., and attended by a cross-section of the country's elite from Gary Grant to Joe Namath.

As Lee explains it, she loves the

clubs, the music, the dances, the people, and she decided that since she was spending much time and money being in them, she might as well become part of them and a least pay her way. "I figured it would be fun," she says.

Lee was able to talk Bob Lobi of the disco consulting firm of Design Circuits to train her to be a "music director" and it was also through his firm that she got her first job at Cecil's, another Manhattan disco. Castle later came along and was able to woo her away from Cecil's to open La Folie.

The backneyed tag of "idle rich" does not wear well on Lee. She takes her jobs seriously and works hard. She has already started a loosely-formed class for the training of disco "music directors."

Lee's training classes for disco "music directors" covers much areas as psyching the mood of the audience and programming music to match that mood, pacing the audience, taking them on "musical trips" at just the right time, and bringing them back to reality when the "high" has exhausted itself.

She also teaches how to handle today's sophisticated computerized light and sound systems, mixing, and speaking into a mike.

Another growing aspect of Lee's business is acting as music programming adviser to discos in such far-flung places as Paris, Hawaii, Florida and Texas.

MAY 7, 1977, BILLBOARD

**GSA LTD.**  
DESIGN FOR ENTERTAINMENT  
GRAHAM SMITH ASSOCIATES, LTD.  
145 EAST 35TH STREET  
NEW YORK, N.Y. 10016  
212-532-4890  
COLOR BROCHURE IN THE SPRING 1977  
**discothekin**

**Strobes**  
**Controls**  
**The Most Complete Disco Supplier in the World**  
Write for Free Catalog  
Dealer Inquiries Invited  
**CAPITOL STAGE LIGHTING CO., INC.**  
509 West 56th Street  
New York, N.Y. 10019  
(212) 246-7770

### DISCO SOURCEBOOK

## Survey Spotlights Key Audio Buying Patterns

By STEPHEN TRAIMAN

NEW YORK—Innovations from traditional manufacturers and newer custom suppliers of audio equipment to the disco market continue to alter buying patterns at new and existing clubs in the U.S.

With the exception of Technics by Panasonic in turntables, and Shure for microphones, each with more than 50% of the market as noted by respondents to the Billboard Disco Sourcebook survey, no equipment category is dominated by any one company.

The result is today's competitive market, with the encouragement of never-ending research and development by many companies that leads to constant upgrading of "state-of-the-art" technology.

From the beginning, few traditional hi fi or sound reinforcement manufacturers provided all the equipment needed to solve the unique sound problems of the emerging super disco. With "good sound" far more vital to the club than the dollar considerations, budgets were flexible, with system tailored to the disco.

Emergence of the sound specialist led to the growth of custom suppliers and packagers, with the advent of custom-built mixers and preamps, as well as bastardized speaker systems that used the best high-power-capacity components offered from all sources.

As a result, designers and packagers more often than not are "mixing and matching" in their choice of equipment, making a selection

based on the needs of a particular club, rather than choosing the most popular brand.

This key factor should be kept in (Continued on page 50)

**DISCO IMPORTS**  
12" - LP's - 7"  
France - Germany - Italy  
England - Canada  
**Nationwide DJ Service**  
Call us. Give your location and type of club. We'll send you disco records COD. Return unsuitable records and we will apply them against your next order.  
Send Stamped, self-addressed envelope for complete list of domestic and imported disco records.  
Now Available: 12"—Everybody Dance, Bumble Bee Unltd. 7"—Come to America, Gibson Bros.; Blood and Honey, Amanda Lear; Classical Salsa, AJL Band; Superboy, Marie Pierre; I Wanna See You Dance, Jerry Rix. LP—Gibson Bros.; Eastern Man, Biddu; Exclusively Yours, Gordon Grody.  
**SINGLES 1929-1977**  
Originals & Reissues  
9,982 Titles in Stock  
Send \$1.25 for catalog, deductible against 1st \$10 order.  
**DOWNSTAIR RECORDS** (212) 221-8989  
55 W. 42nd St.  
New York, NY  
10036

**meteor**  
MIXERS  
**meteor**  
CONTROLLERS  
**meteor**  
SPEAKERS  
**the meteor**  
PROJECTORS  
**Disco meteor**  
STROBES  
**Source meteor**  
DISCOGUARD  
**meteor**  
MOBILE PACKAGES  
**meteor**  
light and sound company  
155 MICHAEL DRIVE  
SYOSSET, NEW YORK 11791  
(516) 364-1900  
Hammond Industries Inc.

**LASER DISCO ENTERTAINMENT SPECIALISTS**  
• EVERY UNIT WE BUILD IS CUSTOM MADE FOR YOUR DISCO  
• OUR PRICES ARE REALISTIC  
• WE HAVE UNITS ALREADY IN OPERATION  
• OUR UNITS CAN BE MANUALLY OPERATED BY YOUR D.J. OR BY AN AUTOMATION SYSTEM  
• ENTERTAINMENT IN THE FUTURE TENSE  
CALL NOW FOR INFORMATION: (614) 486-5291  
LASER PRESENTATIONS, INC., 1335 KING AVE., COLS., OHIO 43212  
**LASER PRESENTATIONS, INC.**

# Billboard's Disco Action

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

## National Disco Action Top 40

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
- 2 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
- 3 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
- 4 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
- 5 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
- 6 SLOW DOWN—John Miles—London (LP)
- 7 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
- 8 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
- 9 YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia International (LP)
- 10 TWENTY-FOUR HOURS A DAY—Barbara Pennington—United Artists
- 11 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—S.A.M. (12-inch)
- 12 TOUCH ME, TAKE ME—Black Light Orchestra—RCA import (12-inch)
- 13 THEY SAID IT COULDN'T BE DONE/ OUR LOVE/RICH MAN, POOR MAN—Dells—Mercury (LP)
- 14 NEW YORK YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
- 15 LOVE IN C MINOR/MIDNIGHT LADY—Cerrone—Cotillion (LP)
- 16 FEEL THE NEED—Detroit Emeralds—Westbound (12-inch)
- 17 GET HAPPY—Jimmy Bo Horne—TK (12-inch)
- 18 LOVING YOU IS KILLING ME/ CHAINED TO YOUR LOVE/ COME ON IN—Moment Of Truth—Salsoul (LP)
- 19 WHY MUST A GIRL LIKE ME/SWEET DYNAMITE—Claudia Barry—London (LP)
- 20 FLIP—Jesse Green—Red Bus Tempo (12-inch import)
- 21 TATTOO MAN—Denise McCann—Polydor (12-inch)
- 22 DISCO INFERNO/STARVIN'/BODY CONTACT CONTRACT—Trammps—Atlantic (LP)
- 23 COULD HEAVEN EVER BE LIKE THIS/TASTY CAKES—Idris Muhammad—CTI (12-inch)
- 24 KATRINA/JUST WANNA BE WITH YOU/THIS FEELING—Lifestyle—MCA (LP)
- 25 MAGIC BIRD OF FIRE/GETAWAY—Salsoul Orchestra—Salsoul (12-inch)
- 26 DO YOU WANNA GET FUNKY WITH ME—Peter Brown—TK (12-inch)
- 27 LIFE IS MUSIC/LADY LUCK/DISCO BLUES—Ritchie Family—Marlin (LP)
- 28 FUNK MACHINE—Funk Machine—TK (12-inch)
- 29 HIT & RUN—Loleatta Holloway—Gold Mind (12-inch remix)
- 30 DON'T STOP THE MUSIC—Breckler Brothers—Arista
- 31 STICK TOGETHER—Minnie Riperton—Epic (12-inch)
- 32 DANCIN'—Crown Heights Affair—De Lite (12-inch re-mix)
- 33 DISCO LIGHTS—Dexter Wansell—Philadelphia International (12-inch)
- 34 STONED TO THE BONE—Timmy Thomas—TK (12-inch)
- 35 PICTURES & MEMORIES—Marlena Shaw—Columbia (LP)
- 36 DEVIL'S GUN/WE GOT OUR OWN THING—C.J. & Company—Westbound (LP)
- 37 MARY HARTMAN, MARY HARTMAN—Sounds Of The Inner City—West End
- 38 GET YOUR BOOM BOOM (Around The Room Room)—Le Pamplemousse—A.V.I. (12-inch)
- 39 THIS WILL BE A NIGHT TO REMEMBER—Eddie Holman—Salsoul (12-inch)
- 40 SURPRISE—Andre Gagnon—London (12-inch)

Compiled from Top Audience Response Records in the 15 U.S. regional lists.

### PITTSBURGH

- This Week**
- 1 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 2 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 3 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 4 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 5 FLIP—Jesse Green—Red Bus Tempo (12-inch)
  - 6 SLOW DOWN—John Miles—London (12-inch)
  - 7 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (12-inch)
  - 8 SWEET DYNAMITE—Claudia Barry—London (12-inch import)
  - 9 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 10 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 11 SURPRISE—Andre Gagnon—London (12-inch)
  - 12 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 13 KATRINA—Lifestyle—MCA (LP)
  - 14 LOVE IN C MINOR—Cerrone—Cotillion (LP)
  - 15 DO YOU WANNA GET FUNKY WITH ME—Peter Brown—TK (12-inch)

### SAN FRANCISCO

- This Week**
- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 2 DON'T STOP THE MUSIC—Breckler Bros.—Arista (12-inch)
  - 3 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 4 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 5 SLOW DOWN—John Miles—London (12-inch)
  - 6 SWEET DYNAMITE—Claudia Barry—London (12-inch import)
  - 7 THEY SAID IT COULDN'T BE DONE/OUR LOVE/GET ON DOWN—Dells—Mercury (LP)
  - 8 THE MORE I GET, THE MORE I WANT/YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE—Teddy Pendergrass—Philadelphia International (LP)
  - 9 COME TO AMERICA—Gibson Bros.—Disco Mexico (12-inch import)
  - 10 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 11 MAGIC BIRD OF FIRE—Salsoul Orchestra—Salsoul (12-inch)
  - 12 COULD HEAVEN EVER BE LIKE THIS/TURN THIS MOTHER OUT—Idris Muhammad—CTI (LP)
  - 13 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 14 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 15 THIS WILL BE A NIGHT TO REMEMBER—Eddie Holman—Salsoul (12-inch)

### SEATTLE

- This Week**
- 1 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 2 I'VE GOT TO DANCE (To Keep From Cryin')—Destinations—AVI (12-inch)
  - 3 TATTOO MAN—Denise McCann—Polydor (12-inch)
  - 4 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 5 LIFE GOES ON—Faith, Hope & Charity—RCA (12-inch remix)
  - 6 FUNK MACHINE—Funk Machine—TK (12-inch)
  - 7 LOVE IN C MINOR—Cerrone—Cotillion (LP)
  - 8 LOVE IN C MINOR—Heart & Soul Orchestra—Casablanca (LP)
  - 9 DON'T LEAVE ME THIS WAY—Thelma Houston—Tamla (12-inch)
  - 10 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 11 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 12 LADY LUCK/LIFE IS MUSIC—Ritchie Family—Marlin (12-inch)
  - 13 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 14 SLOW DOWN—John Miles—London (12-inch)
  - 15 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)

### MONTREAL

- This Week**
- 1 AIN'T GONNA BUMP NO MORE—Joe Tex—CBS
  - 2 UPTOWN FESTIVAL—Shalamar—RCA (12-inch)
  - 3 BABY COME ON—Sex O'Clock—London (12-inch)
  - 4 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (12-inch)
  - 5 DRACULA DISCO—Gerry Ribbons—Tram Canada
  - 6 SOUL SISTER—Bonnie Jones—London (12-inch)
  - 7 LOVE IN C MINOR—Cerrone—W.E.A.
  - 8 DO WHAT YOU WANNA DO—T Connection—RCA (12-inch)
  - 9 KALIE DISCO—Cuba Bird—London (12-inch)
  - 10 LOVE IN MOTION—George McGee—RCA (12-inch)
  - 11 LET'S TRY ONCE AGAIN—Patrick Norman—RCA (12-inch)
  - 12 GONNA FLY NOW (Theme From Rocky)—Maynard Ferguson—CBS
  - 13 N.Y., YOU GOT ME DANCING—Andrea True Connection—Quality
  - 14 PUSSYFOOTER—Jackie Robinson—RCA
  - 15 DISCO REGGAE—Kalyan—MCA

### NEW ORLEANS

- This Week**
- 1 SLOW DOWN—John Miles—London (12-inch)
  - 2 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 3 DANCIN'—Crown Heights Affair—De Lite (12-inch remix)
  - 4 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 5 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 6 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 7 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 8 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 9 GOT TO GIVE IT UP—Marvin Gaye—Tamla (12-inch)
  - 10 GET HAPPY—Jimmy "Bo" Horne—TK (12-inch)
  - 11 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 12 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 13 LOVE IN C MINOR—Cerrone—Cotillion (LP)
  - 14 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 15 FUNK MACHINE—Funk Machine—TK (12-inch)

### NEW YORK

- This Week**
- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 2 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 3 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 4 SUPERMAN/ONE LOVE/CLOSER CLOSER—Celi Bee & The Buzzy Bunch—TK (LP)
  - 5 SLOW DOWN—John Miles—London (12-inch)
  - 6 YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia International (LP)
  - 7 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 8 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 9 DISCO INFERNO/BODY CONTACT CONTRACT/STARVIN'—Trammps—Atlantic (LP)
  - 10 LOVING YOU, LOSING YOU—Phyllis Hyman—Buddah
  - 11 DO YOU WANNA GET FUNKY WITH ME—Peter Brown—TK (12-inch)
  - 12 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 13 DEVIL'S GUN—C.J. & Company—Westbound (12-inch)
  - 14 LOVE IN C MINOR/BLACK IS BLACK/MIDNIGHT LADY—Cerrone—Cotillion (LP)
  - 15 THIS WILL BE A NIGHT TO REMEMBER—Eddie Holman—Salsoul (12-inch)

### PHILADELPHIA

- This Week**
- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 2 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 3 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 4 THE MORE I GET, THE MORE I WANT/YOU CAN'T HIDE FROM YOURSELF—Teddy Pendergrass—Philadelphia International (LP)
  - 5 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 6 THEY SAID IT COULDN'T BE DONE/RICH MAN, POOR MAN—Dells—Mercury (LP)
  - 7 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 8 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 9 LIFE IS MUSIC/LADY LUCK—Ritchie Family—Marlin (12-inch)
  - 10 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 11 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 12 TATTOO MAN—Denise McCann—Polydor (12-inch)
  - 13 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (12-inch import)
  - 14 HIT & RUN—Loleatta Holloway—Gold Mind (12-inch remix)
  - 15 SHOW ME WHAT YOU'RE MADE OF—Mota Charge—Target (import)

### PHOENIX

- This Week**
- 1 GET YOUR BOOM BOOM (Around The Room Room)—Le Pamplemousse—AVI (12-inch)
  - 2 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 3 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 4 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 5 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 6 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 7 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 8 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 9 FEEL THE NEED—Detroit Emeralds—Westbound (12-inch)
  - 10 MARY HARTMAN, MARY HARTMAN—Sounds Of The Inner City—West End
  - 11 YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia International (LP)
  - 12 SLOW DOWN—John Miles—London (12-inch)
  - 13 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 14 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 15 FOR THE LOVE OF MONEY—Armeda Orchestra—TK (12-inch)

### DALLAS/HOUSTON

- This Week**
- 1 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 2 GET HAPPY—Jimmy "Bo" Horne—TK (12-inch)
  - 3 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 4 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 5 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 6 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 7 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (import)
  - 8 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 9 FUNK MACHINE—Funk Machine—TK (12-inch)
  - 10 I DON'T LOVE YOU ANYMORE/ YOU CAN'T HIDE FROM YOURSELF—Teddy Pendergrass—Philadelphia International (LP)
  - 11 SLOW DOWN—John Miles—London (12-inch)
  - 12 LOVE IN C MINOR—Cerrone—Cotillion (LP)
  - 13 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 14 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 15 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)

### DETROIT

- This Week**
- 1 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 2 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 3 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (LP)
  - 4 FEEL THE NEED—Detroit Emeralds—Westbound (12-inch)
  - 5 THE MORE I GET, THE MORE I WANT/ I DON'T LOVE YOU ANYMORE/ YOU CAN'T HIDE FROM YOURSELF—Teddy Pendergrass—Philadelphia International (LP)
  - 6 DISCO LIGHTS—Dexter Wansell—Philadelphia International (LP)
  - 7 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 8 THEY SAID IT COULDN'T BE DONE/RICH MAN, POOR MAN—Dells—Mercury (LP)
  - 9 YOUR LOVE MAKES MY TEMPERATURE RISE—Rare Essence—Major
  - 10 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 11 GET HAPPY—Jimmy "Bo" Horne—TK (12-inch)
  - 12 LOVIN' YOU IS KILLING ME/ CHAINED BY YOUR LOVE/ COME ON IN—Moment Of Truth—Salsoul (LP)
  - 13 I WANNA BE NEAR YOU—Ruby Andrews—ABC (LP)
  - 14 DISCO INFERNO/BODY CONTACT CONTRACT/DARK SIDE OF THE MOON—Trammps—Atlantic (LP)
  - 15 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)

### LOS ANGELES/SAN DIEGO

- This Week**
- 1 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 2 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 3 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 4 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 5 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 6 TWENTY-FOUR HOURS A DAY—Barbara Pennington—U.A. (12-inch)
  - 7 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 8 TATTOO MAN—Denise McCann—Polydor (12-inch)
  - 9 FEEL THE NEED—Detroit Emeralds—Westbound (12-inch)
  - 10 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (import)
  - 11 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 12 SLOW DOWN—John Miles—London (12-inch)
  - 13 LOVE IN C MINOR/BLACK IS BLACK/MIDNIGHT LADY—Cerrone—Cotillion (LP)
  - 14 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 15 LOVE HANGOVER—Players Association—Vanguard (LP)

### MIAMI AREA

- This Week**
- 1 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 2 UPTOWN FESTIVAL—Shalamar—TK (12-inch)
  - 3 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 4 LOVE IN C MINOR/BLACK IS BLACK/MIDNIGHT LADY—Cerrone—Cotillion (LP)
  - 5 LOVING YOU IS KILLING ME—Moment Of Truth—Salsoul (LP)
  - 6 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 7 SLOW DOWN—John Miles—London (12-inch)
  - 8 STONED TO THE BONE—Timmy Thomas—TK (12-inch)
  - 9 GET HAPPY—Jimmy "Bo" Horne—TK (12-inch)
  - 10 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 11 DO YOU WANNA GET FUNKY WITH ME—Peter Brown—TK (12-inch)
  - 12 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 13 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 14 THE MORE I GET, THE MORE I WANT/ I DON'T LOVE YOU ANYMORE/ YOU CAN'T HIDE FROM YOURSELF—Teddy Pendergrass—Philadelphia International (LP)
  - 15 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)

### ATLANTA

- This Week**
- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 2 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 3 YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia International (LP)
  - 4 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 5 SLOW DOWN—John Miles—London (12-inch)
  - 6 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 7 PICTURES & MEMORIES/SWEET BEGINNINGS—Marlena Shaw—Columbia (LP)
  - 8 FLIP—Jesse Green—Red Bus Tempo (12-inch)
  - 9 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (12-inch import)
  - 10 STICK TOGETHER—Minnie Riperton—Epic (12-inch)
  - 11 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 12 NEW YORK, YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 13 LADY LUCK/LIFE IS MUSIC—Ritchie Family—Marlin (12-inch)
  - 14 MY CHERIE AMOUR—Soul Train Gang—Soul Train (12-inch)
  - 15 SUPERMAN—Celi Bee & The Buzzy Bunch—TK (12-inch)

### BALT./WASH., D.C.

- This Week**
- 1 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 2 LOVING YOU IS KILLING ME/ CHAINED TO YOUR LOVE—Moment Of Truth—Salsoul (LP)
  - 3 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 4 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 5 THEY SAID IT COULDN'T BE DONE/TEASER/RICH MAN, POOR MAN—Dells—Mercury (LP)
  - 6 SUPERMAN/CLOSER CLOSER—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 7 HIT & RUN—Loleatta Holloway—Gold Mind (12-inch remix)
  - 8 TAILGATE—7th Creation—Gordy
  - 9 KATRINA/JUST WANNA BE WITH YOU/THIS FEELING—Lifestyle—MCA (LP)
  - 10 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 11 SLOW DOWN—John Miles—London (12-inch)
  - 12 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 13 HEY ROOTS—Black Rock—Black Rock (12-inch)
  - 14 RIGHT HERE, RIGHT NOW—S.S.O.—Shadybrook (12-inch)
  - 15 SWEET DYNAMITE—Claudia Barry—London (12-inch import)

### BOSTON

- This Week**
- 1 YOU CAN'T HIDE FROM YOURSELF/ I DON'T LOVE YOU ANYMORE/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia (LP)
  - 2 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)
  - 3 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. TK (12-inch)
  - 4 COULD HEAVEN EVER BE LIKE THIS/TASTY CAKES—Idris Muhammad—CTI (12-inch)
  - 5 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 6 MAGIC BIRD OF FIRE—Salsoul Orchestra—Salsoul (12-inch)
  - 7 ONCE I'VE BEEN THERE—Norman Connors—Buddah (12-inch)
  - 8 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 9 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 10 BOOGIE NIGHTS—Heat Wave—Epic (12-inch)
  - 11 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 12 SLOW DOWN—John Miles—London (12-inch)
  - 13 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 14 FEEL THE NEED—Detroit Emeralds—Westbound (12-inch)
  - 15 NEW YORK, YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)

### CHICAGO

- This Week**
- 1 UPTOWN FESTIVAL—Shalamar—Soul Train (12-inch)
  - 2 I GOTTA KEEP DANCING—Carrie Lucas—Soul Train (12-inch)
  - 3 I CAUGHT YOUR ACT—Hues Corp.—Warner Bros. (12-inch)
  - 4 DO WHAT YOU WANNA DO—T Connection—TK (12-inch)
  - 5 I DON'T LOVE YOU ANYMORE/ YOU CAN'T HIDE FROM YOURSELF/ THE MORE I GET, THE MORE I WANT—Teddy Pendergrass—Philadelphia International (LP)
  - 6 UP JUMPED THE DEVIL—John Davis & The Monster Orchestra—SAM (12-inch)
  - 7 TOUCH ME, TAKE ME—Black Light Orchestra—RCA (12-inch import)
  - 8 SLOW DOWN—John Miles—London (12-inch)
  - 9 I NEED A MAN—Grace Jones—Beam Junction (12-inch)
  - 10 GOT TO GIVE IT UP—Marvin Gaye—Tamla (LP)
  - 11 N.Y., YOU GOT ME DANCING—Andrea True Connection—Buddah (12-inch)
  - 12 LOVE IN C MINOR—Cerrone—Cotillion (LP)
  - 13 STICK TOGETHER—Minnie Riperton—Epic (12-inch)
  - 14 DISCO LIGHTS—Dexter Wansell—Philadelphia International (12-inch)
  - 15 SUPERMAN/ONE LOVE—Celi Bee & The Buzzy Bunch—TK (12-inch)

## Studio Track

By JIM McCULLAUGH

LOS ANGELES—Capitol Records' recording and mastering facilities have been extremely busy in recent weeks, according to John Kraus, recording department manager. With activity stemming from both in-house and intra-industry work, recently mastered and recorded material includes Capitol artists Bob Seger, Taveres, Freddie Hart, La Costa and Oklahoma, as well as ABC's John Klemmer and Poco and Alice Cooper for Warner Bros.

Don Costa produced Don Ho and Trini Lopez at One Step Up, Humberto Gatica engineering.

Chalice Productions' Joe Renzetti is producing Jesse Cutler (not Jessi Colter as was reported in this column last week) for U.A. at Producer's Workshop. Cutler, a guitarist, is the co-arranger of the Broadway and film versions of Godspell.

Daryl Hall & John Oates arrived at Sound Labs to begin third RCA LP, Chris Bond producing. . . . Gino Vanelli is preparing his fifth A&M LP at the A&M Studios here, co-produced by Gino and Joe Vanelli, Norm Kinney engineering. . . . Wally Heider remote dept. was assigned to provide all audio feed facilities and services for the Paul Anka tv special at Hollywood's Palladium, a Pierre Cosette production with Mary Pasetta producing. The show was also recorded for a new Anka LP. Heider also did a remote of comedian Sandy Baron's Roxy gig.

Songwriter Gavin Christopher recording his own LP at Record Plant, John Ryan producing, Mike Stone assisted by Mike Clink engineering. There also, Epic's Angelle Trosclair tracking with John Boylan producing, Deni King at the board helped by Mike Beiriger; Brooks Arthur producing Bette Midler, Bob Merritt and David Latman at the board; and Jurgen Koppers in the final stages of mixing Donna Summers latest LP for Casablanca, Doug Rider at the board. At the Sausalito Plant Alan Blazek produced Elvin Bishop; Johnny Sandlin produced Tim Weisberg; Tower of Power tracking, Alan Chanowsky at the board; and producer Jim Ed Norman working with Commander Cody, Tom Flye at the board.

Tom Scholz and Brad Delp of Boston were in at Westlake Audio doing vocal and guitar overdubbing for a single, Scholz producing with John Boylan, Steve Hodge at the console. . . . Arista's Mandrill was in at Kendun laying tracks and mixing with producer Jeff Lane and engineer Baker Bigsby; Frank Zappa was in mixing new material, Geoff "Blades" Gillette at the board; Billy Preston has been putting in long hours on his next A&M LP, producing himself with Michael Schuman engineering; and producer/arranger Glen Spreen was in supervising the mastering of Eric Anderson's new Arista LP, Terry More doing the cutting.

In at One Step Up, Hod David producing for Martin Tahse ABC-TV special "Very Good Friends," Kevin Kern engineering. . . . Thelma Houston has been working on her

### Studio Converts

NASHVILLE—Studio 1, formerly Monument Recording Studios, has converted its facilities to 24-track and has acquired Stan Dacus from Atlanta as chief engineer.

An Ampex 1200 has been installed in the studio, as well as updated lacquer channel equipment and a replaced cutting head.

new LP at Music Recorders. . . . MCA's Olivia Newton-John continues her LP project at Sound Labs. . . . MCA's Lisa dal Bello did overdubs at A&M Studios.

Western Studio One was the scene for Art Garfunkel's new single, producing himself. . . . Fontaine (Foote) Kirkpatrick was named vice president and studio manager of Universal Recording Studios. . . . Mickey Chapman produced Exile for Atlantic at Whitney.

Andy Williams, Kim Fowley and Earle Mankey in at Music Grinder listening to material for possible LP project. . . . Karma recording at Total Experience, F. Byron Clark at the board, and co-producing with Reggie Andrews.

Johnny Bristol produced himself at Davlen, Eric Prestidge engineering while Chris Hillman produced Dan McCarrison. In also was Brian & Brenda Russell. . . . Sabu completed material at an LP at Haji, John Fiore at the board.

In out of town notes: Jerry Love and Mike Zager finished production of the Love Child's Afro-Cuban Blues Band at Columbia Studios in New York, a new concept LP combining salsa and disco. In recently also at the busy CBS Studios were Frank Sinatra with Claus Ogerman producing and Frank Laico at the board; Ted Nugent with Tim Geelan working the knobs; and Laura Nyro with engineer Don Puluse. Love and Zager also produced Juanita Fleming there also while Cissy Huston came in to cut a few tunes as well.

Heart wrapped up its new LP, now named "Little Queen," at Kaye-Smith, Seattle, Mike Flicker producing. Thom Bell also produced the Spinners there recently.

Peter Frampton has nearly three months of studio time under his belt at Electric Lady, N.Y., mixing with Chris Kimsey and in-house engineer Frank D-Augusta. Producer Eddie Kramer is scheduled to mix the Rolling Stones' live Toronto LP.

At Hedden West, Schaumburg, Ill., Jeff Peary engineered the first of a series of live studio concerts for WJCL-FM, Elgin, Ill. The first session was Bill Quateman and his band, cut before a live audience, mixed afterward, and then broadcast. Danny Setaphine was also in producing a tape by Streetplayer, a Chicago-based band, Peary at the board with Gary Hedden.

Styx was recording a third LP at Chicago's Paragon Studios, producing themselves with help from engineer Barry Maraz. . . . Final remixing was done on Caroline Peyton's new LP at Gilfoy Sound, Bloomington, Ind. . . . Le Monde Ltd., headed by Arsenia Pitts, was in producing tracks for a new group, Gold, Dick Sontag engineering; and James Lee Stanley was in doing a live show for KWAV Monterey, Chuck Leary engineering—all at SuperSound, Monterey, Calif.

Roy Buchanan and Stanley Clarke teamed up for the recording of Buchanan's second Atlantic LP, Clarke produced at both Electric Lady, N.Y. and Clover Studios, L.A.

Capricorn Sound Studios, Macon, Ga., have been busy lately. Recent projects include: Johnny Sandlin producing Katy Moffatt; a live Volunteer Jam LP, Paul Hornsby producing; and Larry John Wilson mixing for an upcoming LP as did RCA's Rob Galbraith.

Steve Lapa, with Vince Morette at the board, mixed the latest John "Spider" Martin LP on Improv at Trackmaster Studios, Buffalo, N.Y.

## Sound Waves

### An Optimod-AM Due

By JOHN WORAM

NEW YORK—Following on the success of its Optimod-FM compressor-limiter package, Orban Associates is completing development work on Optimod-AM.

At the recent NAB show in Washington, March 27-30, Orban's marketing coordinator Frank Santucci describes Optimod-AM as a system whose quality may rival that of FM. Company president Robert Orban was on hand to demonstrate a prototype version of the system, which attracted wide interest among convention visitors.

With AM stereo possibly "just around the corner," the Optimod-AM is being planned with stereo-interconnect facilities. Santucci, formerly senior project manager at Ampex, reports that an accessory stereo adaptor chassis will be made available shortly after an AM stereo system is announced by the FCC.

In developing the Optimod-AM system, three design goals were sought: the system must handle extremely wide dynamic ranges without audible side effects; it must help overcome the extreme high-frequency rolloffs built into most AM receivers, and the processed signal must be transmittable through existing AM transmitters, regardless of age and operating characteristics.

The Optimod-AM is essentially a three-stage device. First, the input signal is filtered at 100 Hz and 10

kHz, since Orban engineers feel most AM receivers do not reproduce signals outside this range anyway. Therefore, very low and high frequencies are simply a waste of transmitter power.

After filtering, the signal passes through a wide-range compressor, with a very slow release time. This compression stage regulates the average level fed to the subsequent stages. Next, the composite signal is split up into six frequency bands, each of which is fed to its own limiter.

Designer Robert Orban points out that this feature easily allows up to

(Continued on page 51)

### Break Ind. Ground

NASHVILLE—Ground has been broken for a new recording studio in Fort Wayne, Ind., according to Troy Shondell, former Nashville recording figure who has accepted a new position with Star-Fox Records in Fort Wayne.

"It'll be Indiana's most modern and sophisticated recording studio," claims Shondell. Officials hope to complete the project in May.

Star Fox has released its first three records: "Love is Dead" by Twyla Knight, "You Keep Messin' With My Mind" by Paul Schmucker and "I Wonder Who's Kissing Her Now" by Shondell.

## Church Audio Course At Nashville College

NASHVILLE—Elementary concepts of church audio systems will be offered in a fundamentals of church recording and sound systems course at Nashville's Belmont College May 2-14.

Designed for laymen involved in church audio systems, the course will familiarize its students with public address systems, setting up new systems, how and when to select material to revamp the audio system, what kind of recording system functions well for church services and how to plan and direct programs from a technical viewpoint.

### Mastering Problems?

If you need to get 90 minutes on a side, if you're out of phase after mix, give us a call. DGI is here to help and we specialize in small accounts.

DGI delivers quality service to small record labels, studios and producers across the country. We also provide plating, pressing, labels, color segs, jackets and drop-shipment.

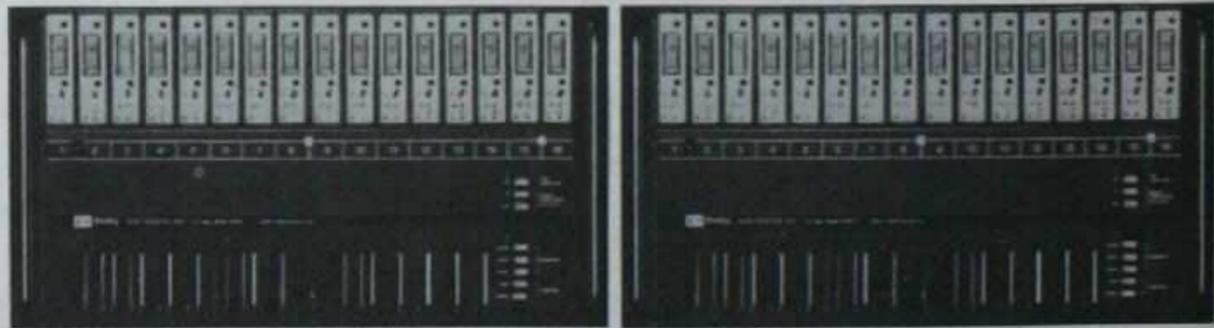
## DGI

"Small Accounts Welcome"

551 NW 42 Av., Ft. Lauderdale, FL 33317 • (305) 792-6476

Serving the record industry since 1961

# it takes two of these to monitor off tape while you record



## you can do it with just one of ours and save \$10,400



dbx noise elimination

dbx, Incorporated • 296 Newton Street • Waltham, MA 02154

## Exhibitors Cite Gains At 1st Multi-track Expo

LOS ANGELES—Several thousand recording enthusiasts—many of them young and anxious to get started and learn more about the semi-professional equipment market—converged here at the Convention Center April 23-24 for Multi-Track Expo.

The exposition, engineered by Dave Kelsey, owner of Audio Concepts/Dave Kelsey Sound, one of the largest dealers of pro and semi-pro gear in the country, was the first of its kind ever held and aimed directly at the emerging home studio market.

For many of the attendees it was the first opportunity to interface with manufacturers of this type of equipment with 26 firms represented.

On the exhibit floor was everything from mixing boards to tape recorders/reproducers to noise reduction systems to signal processors.

Most exhibits were set up to allow a "hands on" approach with plenty of manufacturer's representatives

## Semi-Pro Home Recording Interest High

By JIM McCULLAUGH

onhand to answer individual questions.

In addition, a series of 13 continuous seminars, panel discussions and workshops—many of them lively with question and answer sessions—added to the dissemination of knowledge.

They covered a gamut of topics ranging from the design and application of magnetic tape to a 16-track mixdown (see related story).

"I'm very pleased at the turnout," said Kelsey, "and it underscores my point that we are appealing to a new and different type of consumer. One interested in getting started in this field. Not necessarily the professional who attends an AES."

Kelsey, as well as manufacturers represented, added that they were pleased enough to tentatively schedule a similar show for next year with next year's event promoted more widely.

Brian Trankle, Otari marketing executive, observed, "We're very pleased and we've gotten a great many product information requests here at the show." Trankle admitted that although Otari is a well-known firm in the pro market there were young attendees unfamiliar with his

firm thus giving them a foothold into the new breed market.

Homer Hull, Scully marketing executive, remarked, "Kelsey has drawn the right type of people. No doubt about it. I'm pleased with how the show went."

Ken Woodcox, Crown, added, "It was well worth our trip from Indiana (Crown's home base) and we've gotten a good deal of interest and re-

sponse from the products we've displayed."

One added bonus, said manufacturers, in addition to helping better define the mushrooming home studio/semi-pro market was the chance to talk with potential consumers about the products themselves. "The added insight," remarked Trankle "helps us to design better products."

On the product scene:

- Ken Sacks, marketing director, along with a TEAC team, explained "home cookin'" with the TEAC/Tascam lineup of semi-professional products. Included here were models 1, 3 and 5 mixers as well as models 90-16 and 25-2 recorder/reproducers. The 90-16 is a 16 track multi-track recorder while the 25-2 is a 1/2-track, 2-channel recorder/reproducer.

- JBL was in the forefront with products from its professional series. Included here among other monitors were the model 4301 broadcast monitor as well as the 4311 control

(Continued on page 50)

## BIGGEST AES ANTICIPATED

NEW YORK—The 57th AES is shaping up as the biggest yet, with preregistration for the May 10-13 Los Angeles Hilton event indicating better than the 5,000-plus at last year's record run. More than 130 exhibitors are participating, with all available expanded space committed.

Highlights include Dr. Thomas Stockham's update on digital recording techniques that kicks off the technical sessions; multi-track recording pioneer Les Paul as awards banquet speaker, and a sound centennial museum with the 1897 Berliner gramophone, a war-prize Magnetophon tape recorder, and the first Neumann microphone, among other exhibits.

## Key Count In Betamax Suit Is Dismissed

By JOHN SIPPEL

LOS ANGELES—The charge that Sony Corp. was guilty of violating the Lanham Act in falsely describing, representing or designating the origin of its Betamax television-copying machine has been dismissed by Federal District Judge Warren Ferguson here.

But the case, filed late in 1976 (Billboard, Feb. 26, 1977) continues, with Video (P), an Ohio corporation, recently petitioning the court to allow it to intervene on behalf of all Betamax owners.

Video (P) points out that the plaintiffs plainly hold all Betamax purchasers liable. The original suit named William Griffiths, a Betamax purchaser, as a defendant, along with a number of chain retailers, Carter Hawley Hale store, Bullock's and Robinson's, all chains; and

(Continued on page 51)

## 'How To' Seminars Draw L.A. Traffic

By KEVIN MERRILL

LOS ANGELES—"The best way to describe all this equipment is that it's inexpensive, but not free," remarked Dick Rosmini during his "Musician's Home Studio" workshop, one of 13 seminars conducted here at the 1977 Multi-Track Expo April 23-24 at the Convention Center designed to enlighten the semi-pro recording enthusiast with views and instruction from professionals in the field.

Surrounded by \$16,000 worth of recording machines, mixers, meters, microphones, equalizers, speakers and cables, enough for an "adequate" semi-professional recording studio, Rosmini added, "This is slightly more expensive than sports car racing."

Representative for TEAC/Tascam, Rosmini explained that the advantages of this equipment lie in the minimal qualitative differences when compared to equipment of

professional standards at 20 times the price.

Using a question and answer format illustrated by demonstration and colored by unbiased and witty advice, Rosmini aimed his discussion at instructing those who own equipment how to fix what they're doing wrong. He also awarded TEAC/Tascam accessories to participants introducing pertinent topics.

"You need to invest about \$3,800 in equipment in order to produce decent demos for music publishers," remarked Rosmini, adding that "once you've started out the tendency is to either quit or end up spending another couple of thousand."

Rosmini emphasized the equipment's expandability and along with good cables and clean machinery advised that money be spent first on quality microphones, an investment that will improve the sound more than anything else.

On a similar subject, Doc Siegel, engineer and/or producer of 43 gold records, conducted a workshop on microphone application, discussing and demonstrating various types of microphones and their function as found in the recording studio, and offering solutions to problem situations.

Outlining his philosophy, Siegel remarked, "Those entering the semi-pro field should have a conception of what they are doing. In order to record a group properly, the sound coming out of the speakers should sound the same as that which goes into the speakers."

Recommending the lowest cost mike for the purpose required, Siegel advised the semi-pro to start slow when buying microphones, taking care to pick the right mike for the designated application, adding that "There's no general purpose microphone good for just about everything. Each microphone has its purpose and its need."

In a discussion on "Recording Fundamentals," Brian Ingolsby, president of ABC Studios, stressed the need for perfection remarking that, "What we're looking for in our industry are the professionals who

(Continued on page 49)

(Continued on page 50)

90% SOLD OUT

## 21 British Firms In Joint CES Display

NEW YORK—With 90% of available space sold as of April 12, the Summer CES reports the biggest contingent of U.K. firms. A record 21 will show in a group sponsored by the Federation of British Audio.

Professional audio and disco systems; new loudspeakers, turntables and amplifiers, and several new disk and tape care products are among highlights in the display.

Bill Glasgow, show manager for the June 5-8 event at Chicago's McCormick Place and nearby McCormick Inn, notes the show will utilize more than 400,000 square feet.

The entire facilities of the giant expo hall will be used for first time, with 150 public rooms and suites at the Inn reserved for audio components.

Among highlights of the British exhibits:

- Monogram Professional Audio will show the model 3050 power amp, claimed to be the first production class A switching amp of totally modular construction; model 3600 FM tuner, and the 3000 Slimline series for the mid-fi market; the model 3000 with two tape monitors and tone controls.

- Radford Audio will unveil a stereo power amp, dual channel preamp control unit, four speakers and a range of audio lab instruments.

- Expotus has two new professionally oriented units, the HH Electronic S 500-D two-channel power amp with up to 500 watts RMS/channel and weighing only 45 pounds, plus the Stereo-12 portable sound mixing console.

- Armstrong Amplifiers will have tuners, receivers, and an amplifier from its series 600.

- Goodmans Loudspeakers, more than 50 years old and the U.K.'s largest speaker manufacturer, showing for the first time, will have a disco speaker system, hi fi cabinet system and a selection of loudspeaker driver units.

- KEF Electronics will demonstrate its new model 10 speaker system, using computer-aided digital analysis in a radical approach to the

design of both dividing networks and the complete speaker systems.

- Chartwell Electro-Acoustics will introduce a high-power professional monitor speaker, the PM 450, a two-unit system designed for small to large studios.

- Lecson Systems, just 18 months old, is offering the new LBI Lynette bookshelf speaker, a two-unit enclosure with a sloping front face, for flush mounting against the wall, plus a high performance tuner and three power amps.

- Rola Celestion also will launch a new bookshelf speaker system, the Ditton 22, a three-way system that incorporates a new eight-inch bass unit and 1 1/2-inch voice coil.

- Other U.K. firms with speaker products include Grabern Audio, a newcomer with B and N speakers and Appollo stands; Mordaunt-

APPEAL HEARING JUNE 8

## Industry Reacts To New Duties

Continued from page 1

With all tape recorders covered, the new home videocassette systems, all manufactured in Japan, apparently are liable for a 10% duty as monaural units. Firms affected are licensees such as Zenith (Sony) and RCA (Matsushita).

The Treasury Dept. has filed its expected appeal in the Zenith versus U.S. case, and a hearing is scheduled on June 8 in the U.S. Court of Customs and Patent Appeals in Washington.

This is only a hearing, and while it was expedited, it is not known whether the court will reach a decision before its long summer recess at the end of June. It is possible the decision will not be determined until the fall term or later.

Meanwhile, the U.S. Customs Service began implementing the duties on April 14, with bonding required on all shipments in transit. While the bond is minimal, generally \$7.50 per \$1,000 on the f.o.b. value, or 1/4 or 1%, on the thousands

of units involved from the major U.S. importer/distributor arms of many Japanese firms, it mounts up rapidly.

While most of the U.S. subsidiaries are still checking out the situation as to what products are covered, several already have announced their "pass-on" plans. They basically consider the duties as direct costs, rather than contingent liabilities.

TEAC was the first to announce that it would pass along a portion of the general 15% surcharge to dealers as inventories run out (Billboard, April 30, 1977). U.S. Pioneer Electronics will phase in some increases May 1, according to president Bernie Mitchell, with others to take effect July 1 and Sept. 1. With \$50 increments throughout its line, Pioneer will round out the increases so dealers can maintain established price patterns.

Emphasizing he is not speaking as president of the Institute for High Fidelity, which can't take a position

as its membership includes both domestic and foreign manufacturers, Mitchell sees the international ramifications as a "rather scary concept."

Assistance on this story provided by Mildred Hall in Washington.

"Any lawsuit launched by any U.S. manufacturer against any overseas company will probably win. This could lead to a trade war in which we'd all be losers."

Also taking a strict "hands off" attitude is the EIA/CEG, sponsors of the semiannual CES. "In trade matters our group did not initiate any action on countervailing duties," emphasizes Jack Wayman, senior vice president.

"We represent U.S. based marketing entities of foreign manufacturers, as well as domestic manufacturers who are sourced overseas, so our attorneys are not involved in any views on the matter between Zenith and the U.S."

(Continued on page 49)

## T/A/V Sourcebook

NEW YORK—Additional copies of Billboard's 1977 Tape/Audio/Video Market Sourcebook, published as a supplement in this issue, are available at \$10 prepaid from Billboard, 1515 Broadway, New York, N.Y. 10036.

## TOKYO PACT

**Altec Sound Business Is Expanding In U.S., Abroad**

LOS ANGELES—A formal consulting agreement with Altec Sound Products' long-time Japanese representative, and two new appointments in its marketing organization,

are keyed to expanding business opportunities here and abroad, reports president William Garmon.

Under the "cross-consultant" pact's terms, I. Hattori, president of

Electori Co., Ltd., of Tokyo, Altec's sole Japanese rep for 10 years, will officially become executive consultant to Garmon on product development and quality control.

In turn, Garmon and Bill Fowler, Altec vice president, marketing, assume positions as executive consultants to Hattori on marketing development and distribution.

Hattori is credited by Garmon for making Japan one of Altec's most important export markets, introducing the company's industrial, professional and consumer sound products to concert halls, religious shrines, theatres, airports and public address systems.

Also tied to expanding business overseas is the appointment of Ed Kane as vice president, sales, for the international division except for Europe, managed through Altec Sound Products Ltd. under general manager J. P. Hogen.

Kane, most recently with Challenge-Cook Bros., is responsible for all administrative functions, including order processing, traffic, warehouse coordination and distribution, and sales abroad, outside Europe.

In the U.S., with Altec sales of hi fi products increasing approximately 60% last year, according to Fowler, Jim Johnston has joined as vice president, consumer sales.

Coming to Altec from Zenith Radio, Johnston will be responsible for domestic sales of Altec/Lansing hi fi speaker systems, projected for a 40% sales increase this year, notes Fowler. He points to particular demand for floor-standing models 15 and 19 that feature the patented "Tangerine" high-frequency drive phase plug.

The new cross-consulting agreement in Japan, and the addition of two strong marketing people, is expected to accelerate Altec's expanding sales, according to both Garmon and Fowler.

# The more we say nationally, the more you'll sell locally.



**The only popularly-priced tape supported by national advertising.** The market is enormous. Nearly 10 million portable cassette recorders were sold in 1976. 80% of those recorders cost less than \$75, so you can be sure a large portion of the blank tape market will be looking for ways to stretch their tape dollar.

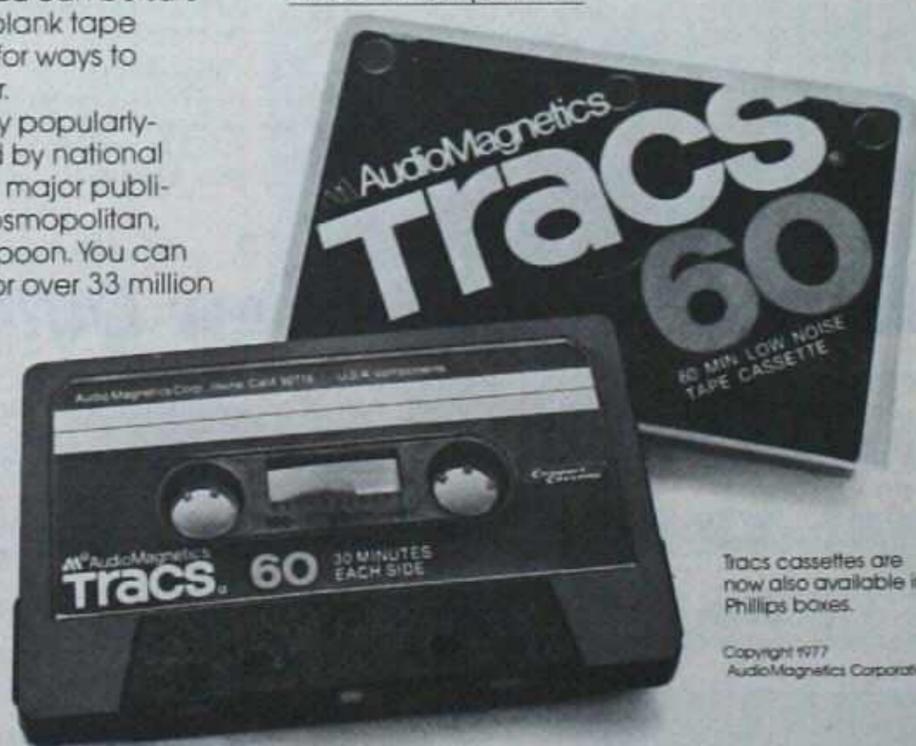
Enter Tracs®. The only popularly-priced tape supported by national advertising. With ads in major publications like People, Cosmopolitan, Oui and National Lampoon. You can expect to see 21 ads for over 33 million gross impressions between now and April, 1978. Along with exciting promotions throughout the year and well designed, functional display material.

In today's huge tape market, with a good product and a good message, you can be sure, the more noise we make, the more sales you'll make.

**So make tracks for Tracs.**

With a popularly-priced tape that will appeal to the largest segment of tape users, with a unique position in the market (the one tape made for portable recorders) and with a unique, national advertising campaign, Tracs is sure to make a mark on your tape market. And your sales curve.

Available in cassettes, 8-track and open reel.



Tracs cassettes are now also available in Phillips boxes.

Copyright 1977  
AudioMagnetics Corporation

**AudioMagnetics Corporation**  
234 W. 146th St., Gardena, California 90248 • (213) 532-2950  
2602 Michelson Drive, Irvine, California 92716 • (714) 833-0020

• In Canada 11880 Martingrove Rd.  
Rexdale, Ont. M9W 5M9 (416) 245-4400



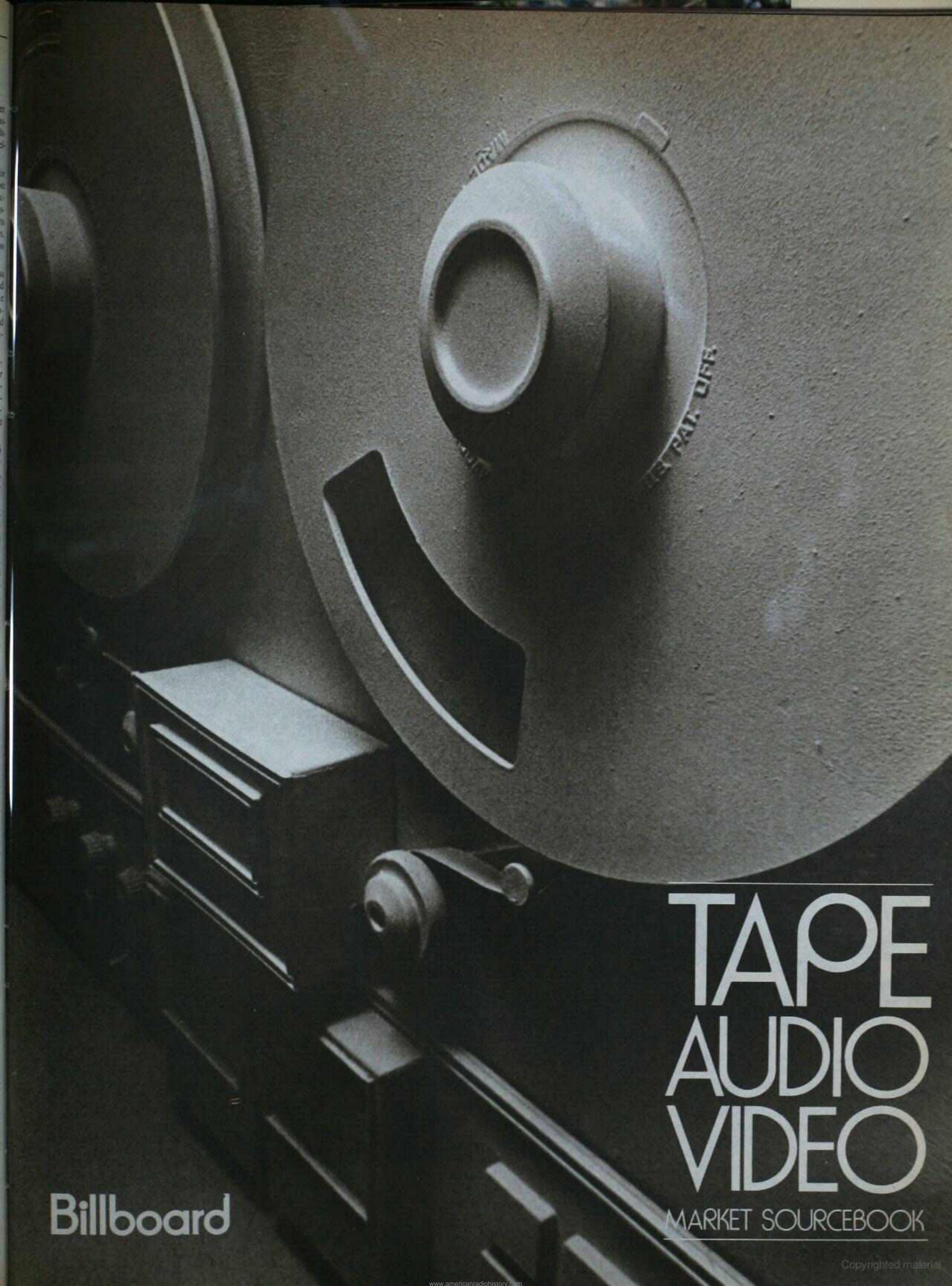
Signing cross-consultant agreement, from left, are Bill Garmon, Altec Sound Products division president; I. Hattori, Electori Co. president, and Bill Fowler, Altec vice president.

## Tape Duplicator

In its fourth semi-annual report to program owners, the Public Television Library's Video Program Service notes 481 sales and 157 rentals for July-December 1976. For the two years the service has operated 1,825 sales and 666 rentals were recorded, notes manager Alan Lewis. In the recent six months, 47 public tv stations shared the royalties. Total dollar volume from the two years is \$261,886.

A 38-page video program supplement was just issued, announcing the availability of 500 added programs, bringing the total offered on 1/4-inch U-Matic videocassette to almost 2,500 titles.

For a copy of the supplement and other program information: The Public TV Library, 475 I'Enfant Plaza, S.W., Washington, D.C. 20024.



# TAPE AUDIO VIDEO

MARKET SOURCEBOOK

Billboard

Copyrighted material

# TAPE • AUDIO • VIDEO MARKET SOURCEBOOK

## INDEX

<b>Tape/Audio/Video Equipment Manufacturers &amp; Importers.....</b>	<b>5</b>	<b>10 Duplicating &amp; Processing Equipment Manufacturers &amp; Importers.....</b>	<b>24</b>
<b>Tape Services</b>		<b>11 Professional Tape Supplies Manufacturers &amp; Importers.....</b>	<b>26</b>
1 Design & Artwork.....	13	<b>12 Packaging &amp; Labeling Equipment &amp; Supplies Manufacturers.....</b>	<b>26</b>
2 Packaging & Labeling.....	14	<b>Tape Accessories, Manufacturers &amp; Importers.....</b>	<b>28</b>
3 Printing & Lithographing.....	17	<b>Tape Store Fixtures &amp; Merchandising Aids Manufacturers &amp; Importers.....</b>	<b>30</b>
4 Custom Duplicators.....	19	<b>International .....</b>	<b>34</b>
5 Duplicator/Marketers.....	33	Canada .....	34
<b>Tape Supplies</b>		German Federal Republic.....	35
6 Empty Cartridge, Cassette & Reel Manufacturers.....	20	Italy .....	36
7 Parts, Cartridge & Cassette, Manufacturers.....	20	Mexico .....	38
8 Tape, Blank Loaded, Manufacturers.....	21	Netherlands.....	40
9 Tape, Bulk Raw, Manufacturers.....	23	United Kingdom.....	40

### EDITORIAL

**Publisher & Editor-in-Chief:** Lee Zito (L.A.)  
**Editor Emeritus:** Paul Ackerman (N.Y.)  
**Managing Editor:** Eliot Tengel (L.A.)

### DIRECTORY STAFF

**Editor:** Earl Page, **Editorial direction:** Stephen Trisman, **Tape/Audio/Video Editor:** Manager of Directory Services: Bob Hudoba, **Assistant Manager of Directory Services:** Sheila Ward, **Directory Associates:** Peg Baker, Jon Bravdo, Joan Elshner, Rand Ruggenberg, **Art Direction:** J. Daniel Chapman, Kim Bucknam.

Billboard Publications, Inc., 9000 Sunset Blvd.  
 Los Angeles, CA 90069  
 (213) 273-7040 Cable: Billboy LA  
 LA Telex—698659 NY Telex—620523

### INTERNATIONAL SALES

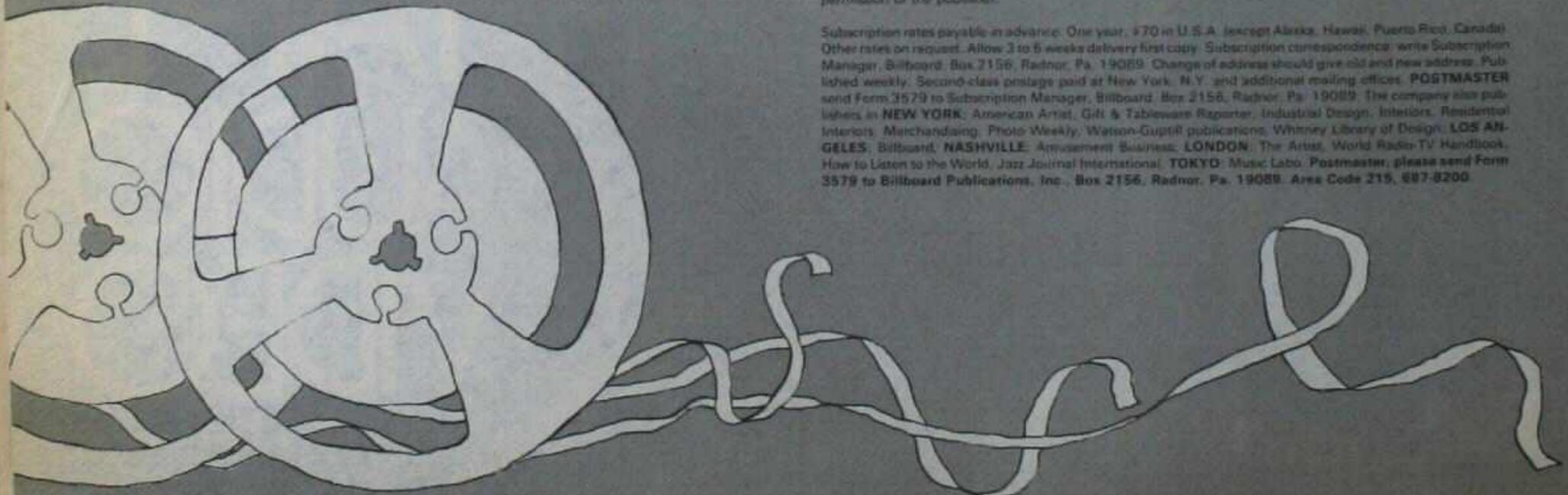
**GREAT BRITAIN:** Barry Hatcher, 7 Carnaby Street, London W1V 1PG, Tel: (01) 437-8090. **AUSTRALIA:** Mr. Ken Appleton, Adrep Pty Ltd., 41 McLaren St., North Sydney NSW, Tel: 929-5088. **AUSTRIA, BENELUX, CZECHOSLOVAKIA, HUNGARY, POLAND, SCANDINAVIA:** Johan Hoogenhout, Simmoffstraat 40, s-Hertogenbosch, Holland, Tel: 147688. **FRANCE:** Olivier Zamczkowski, 30 Avenue Bugesud, 75-116 Paris, Tel: 553 1068. **ITALY:** Germano Ruscitto, Fazzale Loreo 9, Milan, Tel: 28-29-158. **JAPAN:** Hugh Nishikawa, Dempa Bldg., 11-2, 1-chome, Higashi-gotanda, Shinagawa-ku, Tokyo, Tel: (03)-443-8837. **MEXICO:** Mary Fisher, Apartado Postal 11-765, Mexico 11, D.F. Tel: 905-331-3907. **SPAIN:** Rafael Revon, Plaza Mariana de Cavia, 1 & 3, Escalera Derecha 12B, Madrid 7, Spain. **VENEZUELA:** Christian Roux, Radio Exitos 1090, Calle El Retiro, Qtr. Vltra, El Real, Caracas, Venezuela.

### PUBLISHING

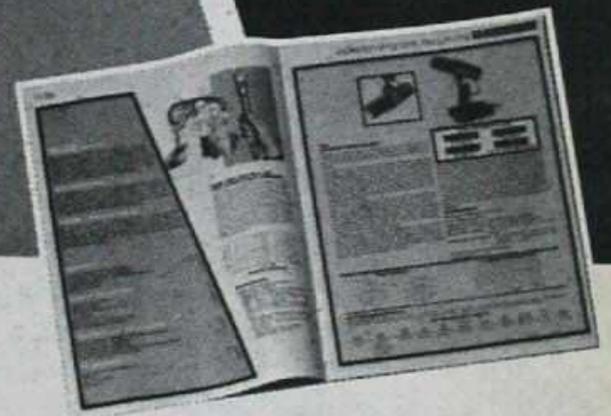
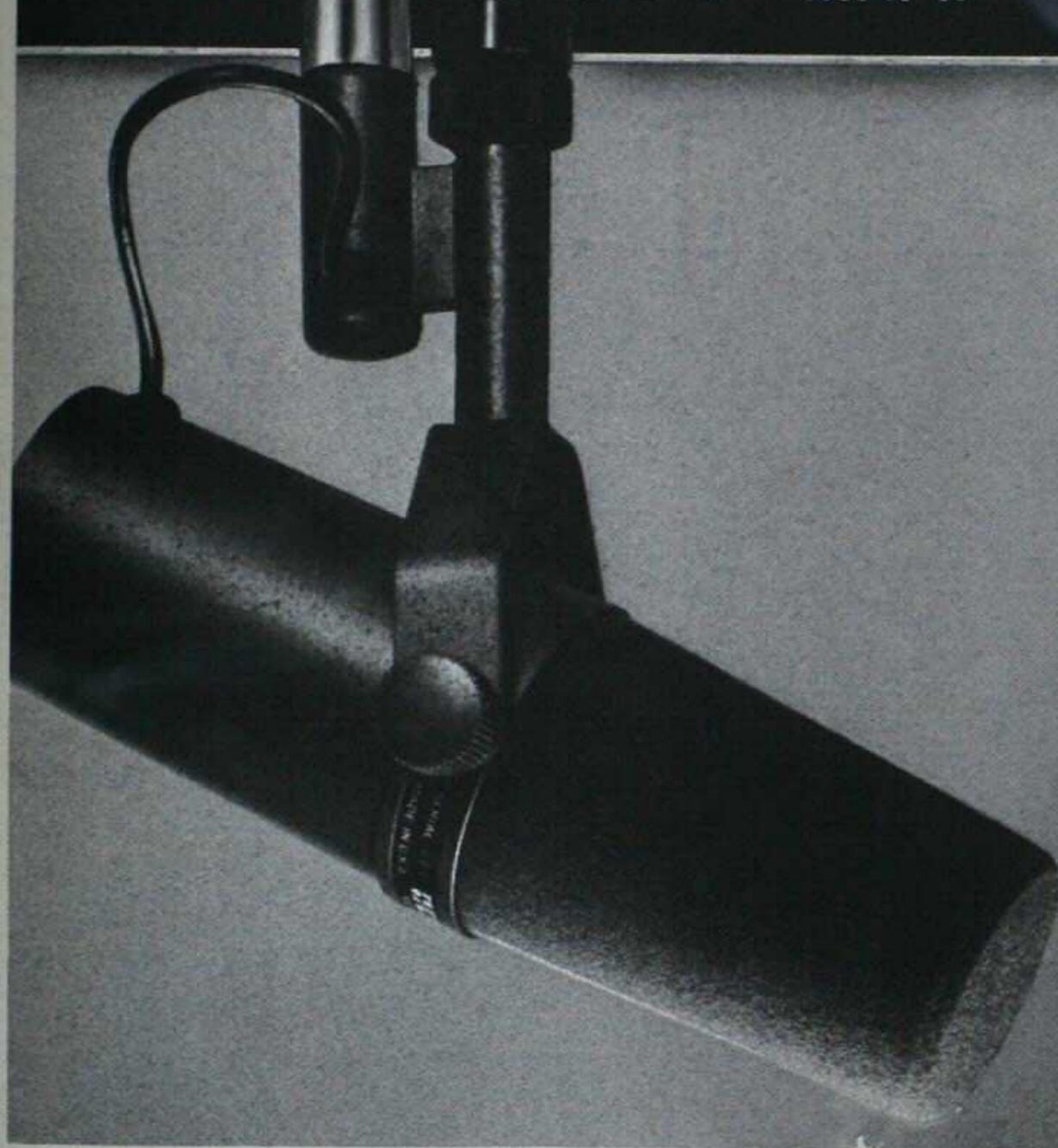
**Associate Publishers:** Tom Noonan, Bill Wardlaw  
**Director of Sales:** Tom Noonan  
**Assistant Director of Sales:** Ron Willman (N.Y.)  
**Tape/Audio/Video Sales Director:** Ron Willman

©Copyright 1977 Billboard Publications, Inc. All rights reserved. This work may not be copied or reproduced in any form (including but not limited to microfiche or microfilm), stored in a retrieval system or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior permission of the publisher.

Subscription rates payable in advance. One year, \$70 in U.S.A. (except Alaska, Hawaii, Puerto Rico, Canada). Other rates on request. Allow 3 to 5 weeks delivery first copy. Subscription correspondence: write Subscription Manager, Billboard, Box 2156, Radnor, Pa. 19089. Change of address should give old and new address. Published weekly. Second-class postage paid at New York, N.Y. and additional mailing offices. **POSTMASTER** send Form 3579 to Subscription Manager, Billboard, Box 2156, Radnor, Pa. 19089. The company also publishes in **NEW YORK:** American Artist, Gift & Tableware Reporter, Industrial Design, Interiors, Residential Interiors, Merchandising, Photo Weekly, Watson-Guptill publications, Whitney Library of Design. **LOS ANGELES:** Billboard, **NASHVILLE:** Amusement Business, **LONDON:** The Artist, World Radio-TV Handbook, How to Listen to the World, Jazz Journal International. **TOKYO:** Music Labo. Postmaster, please send Form 3579 to Billboard Publications, Inc., Box 2156, Radnor, Pa. 19089. Area Code 215, 687-8200.



ON THE AIR



## Station Master.

You can virtually drive coast-to-coast without leaving the sound of a radio station using a Shure microphone. In fact, you'll encounter almost as many different models of Shure microphones as you will states.

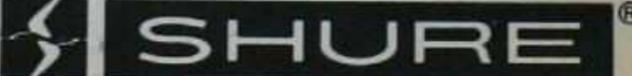
Case in point: the Shure SM7. It features a wide-range, ultra-smooth frequency response with show 'n' tell switches that allow the user to select any of four microphone response curves: (1) flat response; (2) presence boost; (3) bass rolloff; and (4) presence boost with bass rolloff.

The SM7 also uses an innovative "air suspension" integral shock mount for super-isolation against mechanical and shock noise.

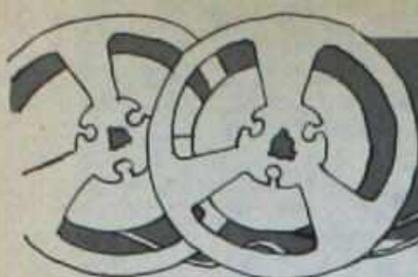
Ask your Shure dealer for a demonstration of the show 'n' tell SM7. It's one Shure "show" worth telling everybody about.

Shure Brothers Inc.  
222 Hartrey Ave., Evanston, IL 60204  
In Canada:  
A. C. Simmonds & Sons Limited

**TECHNICORNER**  
The Shure SM7 is a unidirectional dynamic microphone with a 40 to 16,000 Hz frequency response. Noise reduction systems cut mechanical noises, breath "pop," wind, and electromagnetic hum. "Add-on" filter devices are unnecessary. The SM7's integral foam wind/"pop" filter reduces even difficult close-up breath sounds. Impedance is rated at 150 ohms for microphone inputs rated from 19 to 300 ohms. Output level: -57 dB (0 dB = 1 milliwatt per 10 microbars); open circuit voltage: -79 dB (0 dB = 1 volt per microbar).

 **SHURE**®

MANUFACTURERS OF HIGH FIDELITY COMPONENTS, MICROPHONES, SOUND SYSTEMS AND RELATED CIRCUITRY.



# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

The following is a List of Manufacturers & Importers of Tape Recording/Playback Equipment, Video Recording/Playback/Projection Equipment, Audio Components & Equipment, and Phonograph/Phonograph Combinations.

The key to the abbreviations for the Types of Distribution is: (M/Ret) Manufacturer-to-Retailer, (M/OEM) Manufacturer-to-OEM, (M/End) Manufacturer-to-End User, (M/C) Manufacturer-to-Contractor, (ID) Independent Distributors, (Br) Factory-Owned Branches, (M/Rep) Manufacturers' Representatives.

Note: For the more specialized disco and recording studio equipment firms, refer to the Billboard International Disco Sourcebook and the International Studio and Equipment Directory.

**A A L**, see American Acoustic Labs.  
**A D C**, see BSR.  
**A D S**, see Analog & Digital Systems.  
**A E G**-Telefunken, see Gotham Audio.  
**A K G** Acoustics, 91 McKee Dr., Mahwah, N.J. 07430. Tel: (201) 592-3800. VP: Andrew Brakhan; Sales Mgr.: S. Richard Ravich; Adv. Mgr.: George Games.  
**Distribution:** M/Ret, M/Rep.  
**Product:** Phono cartridges, style—pickup, microphones (condenser, dynamic), headphones, reverberation units.  
**A R**, see Acoustic Research.  
**A V C** Systems Inc. (Audio Visual Communication), 2815 E. Lake St., Minneapolis, Minn. 55408. Tel: (612) 729-2351. Pres. & Sales Mgr.: Jon Bornmann; Adv. Mgr.: Doug Ordon; Disco Div. Sales Mgr.: Steve Beatty.  
**Distribution:** M/End.  
**Product:** Speakers, patch panels, test equipment, electronic crossovers.  
**Accuphase**, see Teac.  
**Accutrac**, see BSR.  
**Ace Audio Co.**, 447 Elwood Rd., East Northport, N.Y. 11731. Tel: (516) 368-5590. Pres., Sales & Adv. Mgr.: John Grauer.  
**Distribution:** M/End, M/Rep.  
**Product:** Amplifiers, pre-amplifiers, equalizers, electronic crossovers.  
**Acoustic Research Inc.**, 10 American Dr., Norwood, Mass. 02062. Tel: (617) 769-4200. Mktg. Technical Servs. Div.: C. Victor Campos.  
**Product:** AR speakers, turntables.  
**Acoustic 3A Int'l.**, 172 Madison Ave., Suite 602, New York, N.Y. 10016.  
**Product:** Amplifiers, pre-amplifiers, speakers.  
**Advert Corp.**, 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 861-9500. Sales Mgr.: Tom Holzel.  
**Distribution:** M/Ret, M/C.  
**Product:** ADVENT cassette (home) rec's/players, receivers, speakers; VIDEOBEAM large screen television/video projectors.  
**Alco Electronics Inc.**, 471 Roland Way, Oakland, Calif. 94621. Tel: (415) 635-7000. Pres.: Irwin Ferec; Exec. VP: Alfred Gross; Mktg. Dir.: David L. Heath.  
**Distribution:** M/Ret.  
**Product:** 8-tr. & cassette (auto, portable) rec's/players.  
**Aiko Corp.**, 2020 W. 16 St., Broadview, Ill. 60153. Tel: (312) 261-0734.  
**Product:** Cassette (auto, portable) rec's/players.  
**Alma**, see B&B Import-Export.  
**Almberg Inc.**, PO Box 759, Sebastopol, Calif. 95472. Tel: (707) 823-8579. Pres.: Rick Turner; VP & Sales Mgr.: Sam Field.  
**Distribution:** M/Ret, ID.  
**Product:** Pre-Amplifiers.  
**Allegro**, see Zenith.  
**Allison Acoustics Inc.**, 7 Tech Circle, Natick, Mass. 01760. Tel: (617) 237-2670. Pres.: Roy F. Allison; Sales & Adv. Mgr.: Sumner Bennett.  
**Distribution:** M/Ret.  
**Product:** Speakers.  
**Altec Corp.**, 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) 774-2900. Pres.: William F. Garmon; Sales Mgr.: Richard J. Forbes; Adv. Mgr.: Deryl Finney; PR: Curtis Pickelle.  
**Distribution:** M/OEM, M/C.  
**Product:** Amplifiers, speakers, microphones (condenser), equalizers, noise reducers.  
**Amboy Audio Assocs.**, 236 Walnut St., South Amboy, N.J. 08879. Tel: (201) 721-5121.  
**Product:** Open reel (professional) rec's/players, speakers, turntables, microphones, equalizers.  
**American Acoustic Labs.**, 629 W. Germak Rd., Chicago, Ill. 60616. Tel: (312) 243-1310. Pres.: George H. Miller; Sales Mgr.: Bernard Fryman.  
**Distribution:** M/Rep.  
**Product:** AAL speakers.  
**American Audio Pro Inc.**, 1407 N. Providence Rd., Columbia, Mo. 65201. Tel: (314) 443-1636. Pres.: Bruce R. Maier; Sales Mgr.: Eric Fossum; Adv. Mgr.: Joy Ferguson.  
**Product:** STAX amplifiers, pre-amplifiers, tonearms, headphones, LENTEK speakers, ENTRE-1 phono cartridges.  
**American Gelo Electronics Inc.**, 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) 254-2262.  
**Product:** GELOSO amplifiers, speakers, microphones, headphones.  
**American United City Co. Inc.**, 1860 Broadway, Suite 611, New York, N.Y. 10023. Tel: (212) 582-5650. Pres.: Allen S. Cheng; Sales Mgr.: S.H. Cheng; Adv. Mgr.: D.I. Cheng.  
**Distribution:** M/Rep.  
**Product:** VIOLA AUDIO portable phono or phono combs, w/o tape units, speakers, turntables, microphones, headphones.  
**Amperand Inds. Inc.**, 9182 Kelvin, Chatsworth, Calif. 91311. Tel: (213) 998-9201.  
**Product:** Amplifiers.  
**Ampex Corp.**, 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 357-2011. Pres.: Arthur H. Hausman; Sales Mgr.: Paul Hansit; Adv. Mgr.: Al Fisher.  
**Distribution:** M/Ret, ID, M/Rep.  
**Product:** Open reel (professional) rec's/players, video rec's/players (2" quad, 1" helical, 1/2" U-standard), video disk rec's/players.  
**Ampco Corp.**, 850 Pennsylvania Blvd., Feasterville, Pa. 19047. Tel: (215) 322-5100. Pres.: Alex Meyer.  
**Product:** Cassette (professional) rec's/players, professional cartridge tape units, pre-amplifiers, noise reducers.  
**Ampills**, see Great American.  
**Analog & Digital Systems Inc.**, 64 Industrial Way, Wilmington, Mass. 01887. Tel: (617) 658-5100.  
**Product:** ADS speakers.

**Arkey Prods. Mfg. Co. Inc.**, 1241 W. 135 St., Gardena, Calif. 90247. Tel: (213) 321-1742.  
**Product:** Speakers.  
**Arrow Trading Co. Inc.**, 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-7688. Pres.: Ben Dweck; Sales Mgr.: Jack Lask; Adv. Mgr.: Jack Dweck. **Local branch:** 710 Ave. J, Brooklyn 11230. Tel: 253-7349. Mgr.: Mark Dweck.  
**Distribution:** ID.  
**Product:** 8-tr. (home, auto, portable) & cassette (home, portable) rec's/players, compact phono or phono combs, w/tape units, receivers, speakers.  
**Arvin Inds. Inc.**, E. 15 St., Columbus, Ind. 47201. Tel: (812) 379-3925.  
**Product:** Compact phono or phono combs.  
**Ashley Audio**, 1099 Jay St., Rochester, N.Y. 14811. Tel: (716) 328-9560.  
**Product:** Equalizers.  
**Asstac Corp.**, Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 593-1111. Pres.: John P. Wrann; Sales Dir.: John Jensen.  
**Distribution:** ID.  
**Product:** Tonearms, phono cartridges, stylus—pickup, microphones (dynamic), headphones, audio accessories.  
**Audioanalyst Inc.**, 520A Danbury Rd., New Milford, Conn. 06776. Tel: (203) 354-5521. Sales Mgr.: Malcolm Scholl; Adv. Mgr.: Jane Ostrander.  
**Distribution:** M/Ret, M/Rep.  
**Product:** AUDIOANALYST speakers; DYNARECTOR tonearms, phono cartridges.  
**Audioarts Eng'g.**, 288 Downs Rd., Bethany, Conn. 06825. Tel: (203) 393-0887. Pres.: Gary C. Snow; Sales & Adv. Mgr.: Kathleen Snow.  
**Distribution:** M/Rep.  
**Product:** Pre-amplifiers, equalizers (parametric).  
**Audio Concepts Inc./Dave Kelsey Sound**, 7138 Santa Monica Blvd., Hollywood, Calif. 90046. Tel: (213) 851-7172. Pres.: Dave Kelsey; Sales Mgr.: Gil Reyes; Adv. Mgr.: John Hornley.  
**Distribution:** M/End, M/C.  
**Product:** Speakers.  
**Audio Craft**, see Audiophile.  
**Audio Designs**, 1657 S. Staples, Corpus Christi, Tex. 78404. Tel: (512) 884-7273. Owner: Alan Levens.  
**Distribution:** M/Ret.  
**Product:** Speakers.  
**Audio Dynamics Corp.**, Fickett District Rd., New Milford, Conn. 06776. Tel: (203) 354-3911. VP & Gen. Mgr.: C.E. Winnerstrand; VP Mktg.: George P. Petrin; Sales Mgr.: John Gennaro; Adv. Mgr.: W. Keane.  
**Distribution:** M/OEM, M/Rep.  
**Product:** Tonearms, phono cartridges, stylus—pickup, equalizers, sound level meters.  
**Audio Innovations**, 1704 Bayonne Dr., La Place, La. 70088. Tel: (504) 652-3280. Pres.: Hugh Heaton.  
**Distribution:** M/Ret, M/C.  
**Product:** HEARON speakers.  
**Audionics Inc.**, 10950 SW Fifth Ave., No. 160, Beaverton, Ore. 97005. Tel: (503) 641-5225. Pres. & Sales Mgr.: Charles Wood; VP Mktg.: Gene Still.  
**Distribution:** M/Ret, M/Rep.  
**Product:** AUDIONICS amplifiers, pre-amplifiers, speakers, decoders & demodulators; ERA turntables.  
**Audio Phase**, 525 N. Central St., Kent, Wash. 98031. Tel: (206) 852-2444.  
**Product:** Speakers.  
**Audiophile Imports**, 10 E. Erie St., Chicago, Ill. 60611. Tel: (312) 787-0754. Owner & Pres.: David Shooks.  
**Product:** QUAD amplifiers, pre-amplifiers, tuners, speakers, TRANSCRIPTOR-MICHELL turntables, AUDIO CRAFT tonearms.  
**Audiopro**, Devon, Pa. 19333. Tel: (215) 688-1322. Pres.: Mark Strong; Sales Mgr.: Geoffrey Halston.  
**Product:** Amplifiers, pre-amplifiers, speakers, equalizers (computer operated).  
**Audio Pulse Inc.**, Bedford Research Park, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 275-1595.  
**Product:** Digital time delay systems.  
**Audio Research Corp.**, 2843 26 Ave. S., Minneapolis, Minn. 55408. Tel: (612) 721-2961. Pres.: William Johnson; Sales Mgr.: W. Diller.  
**Product:** Amplifiers, pre-amplifiers, speakers.  
**Audio Technica US Inc.**, 33 Shawassawee Ave., Fairlawn, Ohio 44313. Tel: (216) 836-0246. VP & Adv. Mgr.: Jon R. Kelly; Mktg. Mgr.: Fred Nichols.  
**Distribution:** M/Ret, M/OEM, M/Rep.  
**Product:** Phono cartridges, stylus—pickup, microphones (condenser, dynamic), headphones.  
**Audiotechniques Inc.**, 142 Hamilton Ave., Stamford, Conn. 06902. Tel: (203) 359-2312. Pres.: Hamilton H. Brosius; VP & Trk. Mgr.: Robert Berliner; Sales Mgr.: Mike Faulkner.  
**Product:** H/H amplifiers, BIG RED & SUPER RED speakers, KEITH MONKS tonearms, MASTERING LAB equalizers.  
**Audiotech**, see GC Electronics.  
**Audiotronics Corp.**, 7428 Bellaire Ave., North Hollywood, Calif. 91605. Tel: (213) 765-2645. Pres.: D.E. Warner; Sales Mgr.: A.W. Severdia; Adv. Mgr.: G. Grindinger.  
**Distribution:** M/Ret, M/OEM.  
**Product:** CLASSETTE cassette (portable) rec's/players; AUDIOTRONICS microphones (dynamic), headphones.  
**Audio Visual Communication**, see AVC Systems.  
**Audiovox Corp.**, 150 Marcus Blvd., Hauppauge, N.Y. 11787. Tel: (516) 231-7750.  
**Product:** 8-tr. & cassette (auto) rec's/players.  
**Auraton Corp.**, PO Box 898, Coronado, Calif. 92118. Tel: (714) 297-2820. Pres. & Adv. Mgr.: J.A. Wilson; Sales Mgr.: H.E. Wilson.  
**Distribution:** M/Ret, M/End.  
**Product:** Speakers (mixdown/comparison monitors).  
**Automatic Radio Mfg. Inc.**, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: Edward L. Hourman; VP Sales: Peter J. Moran; VP Mktg.: George E. Lyall.  
**Branches:** Sun Valley, Calif., 11200 Sherman Way, Zip 91352. Tel: (213) 875-2363.

**Western Reg'l Sales Mgr.: Eric G. Smith, Asst. Reg'l Sales Mgr.: Edward Klein—Bensenville, Ill., 290 Beeline Dr., Zip: 60106. Tel: (312) 595-2984. Midwestern Reg'l Sales Mgr.: Robert Pasquale, Asst. Midwestern Reg'l Sales Mgr.: Frank Modica.  
**Distribution:** M/Ret, ID, M/Rep.  
**Product:** 8-tr. & cassette (auto) rec's/players.  
**Auto-tec**, see United Research.  
**Avid Corp.**, 10 Tripps Ln., East Providence, R.I. 02814. Tel: (401) 438-5400. Pres.: Albert C. Allen; VP Mktg.: J.M. Allen.  
**Product:** Speakers, headphones.  
**Avco Inc./Leat Jet Stereo**, 140 Corum Rd., Excelsior Springs, Mo. 64024. Tel: (816) 637-2114. Pres.: Ralph Haberstock; VP Mktg.: Jack J. Green; Sales Mgr.: Don Parsons; Adv. Mgr.: Rad Bechtel.  
**Distribution:** M/OEM, ID.  
**Product:** LEAR JET 8-tr. & cassette (auto) rec's/players, tuners, receivers, speakers.  
**B & B Import-Export Inc.**, 185 Park St., Troy, Mich. 48064. Tel: (313) 585-8400. Pres.: Emory Klein; Sales Mgr.: Terrence Sexton; Adv. Mgr.: A. Ehrmann.  
**Distribution:** M/Ret, ID, M/Rep.  
**Product:** ALARON & RHAPSODY 8-tr. (home, auto, portable) & cassette (auto, portable) rec's/players; RHAPSODY turntables, headphones.  
**B E S** Geostatic, see Bertagni ElectroAcoustic.  
**B G W** Systems Inc., 13130 S. Yukon Ave., Hawthorne, Calif. 90250. Tel: (213) 973-8090. Pres.: Brian Gary Wachner; Sales Mgr.: Wayne Freeman; Adv. Mgr.: Barbara Wachner.  
**Product:** Amplifiers, pre-amplifiers.  
**B I C**, see British Inds.  
**B I C** Venturi, see British Inds.  
**B M I** Electronics Inc., 1230-1232 W. Bryn Mawr Ave., Chicago, Ill. 60640. Tel: (312) 271-7755, 288-7755. Pres.: John M. Montalbano; Sales Mgr.: Jerry Nichols; Adv. Mgr.: Tom Bower.  
**Distribution:** M/C, ID, M/Rep.  
**Product:** TRACER speakers.  
**B S R** (USA) Ltd., Rt. 303, Blauev, N.Y. 10913. Tel: (914) 358-6060. Pres.: John Holland; Pres. Consumer Div.: Bill McDavid; Mdg. Mgr.: Harold Schiffman; Adv. Mgr.: Tarrs Thomas.  
**Branch:** Elk Grove Village, Ill., 780 Lively Ave., Zip: 60001. Tel: (312) 439-8880. Branch Mgr.: Tim McLoughlin.  
**Distribution:** M/Ret, M/OEM.  
**Product:** BSR 8-tr. (home) rec's/players, turntables, equalizers; ADC turntables, phono cartridges, stylus—pickup, equalizers; ACCUTRAC turntables.  
**Bang & Olufsen of America Inc.**, 515 Busse Rd., Elk Grove Village, Ill. 60007. Tel: (312) 640-0660. Pres.: John H. Trax; Sales Mgr.: Robert Edwards; Adv. Mgr.: Dan Radecki.  
**Product:** BEOMASTER receivers; BEOVOX PHASE-LINK speakers; BEOGRAM turntables, BANG & OLUFSEN phono cartridges, stylus—pickup, headphone.  
**Becker Autoradio USA Inc.**, 613-619 S. 24 St., Philadelphia, Pa. 19146. Tel: (215) 545-2434.  
**Branch:** Westmont, Ill., 758 Burr Oak Dr., Zip: 60559. Tel: (312) 325-5883.  
**Becker Electronics Mfg. Corp.**, Rt. 145, East Durham, N.Y. 12423. Tel: (518) 634-2571. Pres.: Fred Becker; Sales & Adv. Mgr.: Christopher A. Swan.  
**Distribution:** M/Ret, M/OEM, M/Rep.  
**Product:** Speakers.  
**Bell & Howell Co.**, Audio-Visual Prods. Div., 7100 McCormick Rd., Lincolnwood, Ill. 60465. Tel: (312) 673-3300.  
**Product:** Cassette (home, educational) rec's/players.  
**Benjamin Electronic Sound Co.**, 790 Park Ave., Huntington, N.Y. 11743. Tel: (516) 673-8800. Pres.: Jack Horowitz.  
**Product:** CONCORD receivers, speakers, turntables; MIRACORD turntables; ELAC/MIRACORD stylus—pickup.  
**Beogram**, see Bang & Olufsen.  
**Beomaster**, see Bang & Olufsen.  
**Beovox Phase-Link**, see Bang & Olufsen.  
**Bertagni ElectroAcoustic Systems Inc.**, 345 Fischer St., Costa Mesa, Calif. 92626. Tel: (714) 549-3833. Pres.: Joseph Bertagni; Sales Mgr.: Terry Fabbri.  
**Distribution:** M/Ret, M/Rep.  
**Product:** BES Geostatic Speakers.  
**Betamax**, see Sony Corp.  
**Beta**, see Krypton Electronics.  
**Beta Sound Corp.**, 8120 Chancellor Row, Dallas, Tex. 75247. Tel: (214) 634-7590. Pres.: R.S. Peveo Jr.; Sales Mgr.: Phil Clements.  
**Product:** Speakers.  
**Beyer Dynamic**, see Hammond Inds.  
**Big Red**, see Audiotechniques.  
**Bigston Corp. USA**, 9829 W. Barwyn, Rosemont, Ill. 60018. Tel: (312) 678-4035. Pres.: Kintaka Sekiguchi; Sales Mgr.: Joe Di Figlio; Adv. Mgr.: Chuck Kline.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** Cassette (home, auto, portable) rec's/players.  
**Bogen Div., Lear Siegler Inc.**, Box 500, Paramus, N.J. 07652. Tel: (201) 343-5700. Pres.: John T. Morgan; Sales Mgr.: Ed Sinclair; Adv. Mgr.: David E. Pear.  
**Distribution:** M/Rep.  
**Product:** TECH-CRAFT BY BODEN amplifiers, pre-amplifiers, tuners, receivers, speakers, equalizers.  
**Bolivar Speaker Works**, Bolivar, Tenn. 38008. Tel: (901) 658-2511; WATS (800) 243-6100.  
**Product:** Speakers.  
**Boman Inds.**, 9300 Hall Rd., Downey, Calif. 90241. Tel: (213) 869-4041. Pres.: Robert Mannac; Sales Mgr.: Stan Surlow; Mktg. Servs. Mgr.: Willem Wainrooy.  
**Branches:** Bensenville, Ill., 1010-20 Bryn Mawr Ave., Zip: 60108. Tel: (312) 595-7713. Branch Mgr.: Claus Richter—Carlsbad, N.J., 140 Grand St., Zip: 07072. Tel: (201) 935-2144. Branch Mgr.: Chuck DeLong.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** 8-tr. & cassette (auto) rec's/players.  
**Bon Sonic**, see Harabashya Ltd.**

**Bose Corp.**, 100 The Mountain Rd., Framingham, Mass. 01701. Tel: (617) 879-7330. Pres.: A.G. Bose; Sales Mgr.: Elliot Schwartz; Adv. Mgr.: John Wawzonek; Professional Prods. Mgr.: Roy Kornack.  
**Distribution:** M/Ret.  
**Product:** Amplifiers, pre-amplifiers, speakers.  
**Bosak Inc.**, 587 Connecticut Ave., Norwalk, Conn. 06854. Tel: (203) 838-6521. Pres.: R.T. Bosak; Adv. Mgr.: James A. Ford.  
**Distribution:** M/Ret.  
**Product:** Amplifiers, pre-amplifiers, speakers.  
**British Inds. Co.**, South Service Rd., Westbury, N.Y. 11590. Tel: (516) 334-7450. VP's Sales: Franklin Hoffman, Larry Epstein; VP Promo: Arthur Gasman.  
**Distribution:** M/Rep.  
**Product:** BIC VENTURI speakers; BIC turntables.  
**Brother Int'l Corp.**, 8 Corporate Pl., Piscataway, N.J. 08854. Tel: (201) 981-0300. Exec. VP: Ron Fair, Sr. VP: Jerome Rothman; Nat'l Sales Mgr.: Angelo Ceramato.  
**Product:** Tape playback equip.  
**Burwen Research Labs.**, 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 491-5060.  
**Product:** Noise reducers.  
**C/M Labs. Of Connecticut Inc.**, 3 Cole Pl., Danbury, Conn. 06810. Tel: (203) 792-0063.  
**Product:** Amplifiers, pre-amplifiers, receivers, speakers, phono cartridges.  
**C T S** of Paducah Inc., 1565 N. Eighth St., Paducah, Ky. 42001. Tel: (502) 442-1641.  
**Product:** Loudspeaker drivers.  
**Cable-Craft**, see Cable of America.  
**Cable of America Inc.**, 6767 E. 50 Ave., Commerce City, Colo. 80033. Tel: (303) 287-3497.  
**Product:** CABLE-CRAFT headphones.  
**Califone Int'l Inc.**, 5922 Bowcroft St., Los Angeles, Calif. 90018. Tel: (213) 870-9631.  
**Product:** Microphones, headphones.  
**Caltron**, see Car Tapes.  
**Caphear Corp.**, 770 Lexington Ave., New York, N.Y. 10036. Tel: (212) 421-8070. Chm. & Pres.: Robert Kropp; Exec. VP: Richard Kropp.  
**Product:** 8-tr. & cassette (home) rec's/players, console phono or phono combs, w/tape units, compact phono or phono combs, w/o w/o tape units.  
**Car Tapes Inc.**, 1000 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 837-1001. Gen. Mgr.: Glyn Hasal; Sales Mgr.: James Parkin.  
**Product:** CALTRON & JET SOUNDS 8-tr. & cassette (auto) rec's/players.  
**Carvin Mfg. Co.**, 1155 Industrial Ave., Escondido, Calif. 92025. Tel: (714) 747-1710.  
**Distribution:** M/End.  
**Product:** Amplifiers, speakers.  
**Centrex by Pioneer**, see Pioneer Electronics.  
**Century Projection Systems Inc.**, 1601 Civic Center Dr., Santa Clara, Calif. 95050. WATS Tel: (800) 538-6466.  
**Product:** Projection systems.  
**Cerwin-Vega Inc.**, 12250 Montague St., Arleta, Calif. 91331. Tel: (213) 896-0777. Pres.: Gene Czerwinski; Sales Mgr.: Walt Walker; Adv. Mgr.: Barry Ankiam; PR Co-ord.: Michael Koehn.  
**Distribution:** M/Ret.  
**Product:** Amplifiers, speakers, equalizers.  
**Cetec Audio**, 13035 Saticoy St., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Pres.: Mort Furi; Sales Mgr.: Tom Carlile; Adv. Mgr.: John Moorhead.  
**Int'l branch:** England.  
**Distribution:** M/Ret, M/OEM, M/Rep.  
**Product:** GAUSS speakers.  
**Channel Master (div. of Avnet)**, Rt. 209, Ellenville, N.Y. 12428. Tel: (914) 647-5000.  
**Product:** 8-tr. (auto) & cassette (auto, portable) rec's/players, receivers, speakers, turntables.  
**Cinema IV**, see PM Systems.  
**Citation**, see Harman/Kardon.  
**Clanon Corp. of America**, 5500 Rosecrans Blvd., Lawndale, Calif. 90260. Tel: (213) 973-1100. Pres.: J. LeVitus; Sales & Adv. Mgr.: M. Memon.  
**Distribution:** M/OEM, ID, M/Rep.  
**Product:** 8-tr. (auto) & cassette (home, auto) rec's/players, amplifiers, tuners.  
**David Clark Co. Inc.**, 360 Franklin St., Worcester, Mass. 01604. Tel: (617) 756-6218.  
**Product:** STRAIGHTAWAY headphones.  
**Classette**, see Audiotechniques.  
**Concert Hall**, see Interstate Inds.  
**Concertmaster**, see Hartley.  
**Concord**, see Benjamin Electronic.  
**Connoisseur**, see Harvic.  
**Craig Corp.**, 921 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-1233. Pres.: Peter Behrendt; Sr. VP Mktg.: Lauren Davies; Adv. Mgr.: John Roman; Mktg. Admin.: Tim Hendrick.  
**Distribution:** M/Ret, ID, Br.  
**Product:** 8-tr. & cassette (home, auto, portable) rec's/players, console, compact & portable phono or phono combs, w/o w/o tape units, tuners, receivers, speakers, turntables.  
**Creative Environments Inc.**, 85 Hoffman Ln. S., Hauppauge, N.Y. 11787. Tel: (516) 582-4600. Pres.: Bert Groveman.  
**Product:** CREATIVE speakers.  
**Criterion**, see Lafayette.  
**Crossroads Audio Inc.**, 121 Payne St., Dallas, Tex. 75207. Tel: (214) 742-6002. Pres.: Sales & Adv. Mgr.: Chuck Conrad.  
**Distribution:** M/End, M/C.  
**Product:** Speakers, microphone cable testers.  
**Crown Int'l Inc.**, 1718 W. Shawhara Rd., Elkhart, Ind. 46514. Tel: (219) 294-5571. Pres.: Clarence C. Moore; Sales Mgr.: Ken Woodcock; Howard King; Adv. Mgr.: James S. Beattie; PR Co-ord.: Dale E. Martin.  
**Distribution:** M/OEM, M/Rep.  
**Product:** Open reel (consumer/professional) rec's/players, amplifiers, pre-amplifiers, equalizers, crossovers.  
**Crown Radio Corp.**, 139 Mitchell Ave., Suite 223, South San Francisco, Calif. 94080. Tel: (415) 873-1640.  
**Product:** CROWN, CROWNSCRIBER tape playback equip.  
**Crowscriber**, see Crown Radio.  
**Curbs Mathes Corp.**, PO Box 151, Athens, Tex. 75751. Tel: (214) 675-2294.

**Product:** Console phono or phono combs, w/tape units, compact phono or phono combs, w/o tape units, receivers, turntables.  
**Custom Audio Div., Linear Acoustics Inc.**, 925 Main St., Buffalo, N.Y. 14202. Tel: (716) 886-0640. Pres. & Sales Mgr.: Greg Chinn.  
**Distribution:** M/Ret, M/End.  
**Product:** LINEAR ACOUSTICS amplifiers, speakers.  
**d b x Inc.**, 296 Newton St., Waltham, Mass. 02154. Tel: (617) 899-8090. Pres.: David Blackmer; Sales Mgr.: Cass Varini; Adv. Mgr.: Patricia Powell.  
**Distribution:** M/Rep.  
**Product:** Noise reducers, volume expanders.  
**D C M Corp.**, 724 S. Division St., Ann Arbor, Mich. 48104. Tel: (313) 769-2221.  
**Product:** Speakers.  
**D T S** electro-acoustics, PO Box 16049, Seattle, Wash. 98116. Tel: (206) 938-0268. Pres.: Fritz G. Hempel.  
**Distribution:** M/Ret, M/C, M/Rep.  
**Product:** SCHEELER-AKUSTIK amplifiers, pre-amplifiers, tuners, speakers, RIM amplifiers, pre-amplifiers, tuners, equalizers.  
**D W D Audio Systems**, PO Box 9056, Fresno, Calif. 93792. Tel: (209) 485-0821. Pres. & Adv. Mgr.: David W. Dwelle; Sales Mgr.: Seth A. Stairs.  
**Product:** Speakers.  
**Dahquist Inc.**, 27 Horse Ave., Freeport, N.Y. 11520. Tel: (516) 623-1120. Pres.: Sales & Adv. Mgr.: Saul B. Marantz; Customer Relations Mgr.: John Fink.  
**Distribution:** M/Ret.  
**Product:** Speakers, electronic crossovers.  
**Dejay Corp.**, 39 Hayward St., Braintree, Mass. 02184. Tel: (617) 848-5210. Pres.: William Blonick; Sales Mgr.: Stephen Marino.  
**Distribution:** M/Ret, ID, M/Rep.  
**Product:** 8-tr. (home) rec's/players, compact phono or phono combs, w/o w/o tape units, speakers, turntables.  
**Delta-T**, see Lexicon.  
**Design Acoustics Inc.**, 2909 Oregon Court, Torrance, Calif. 90503. Tel: (213) 320-4981. Pres.: George Siskis.  
**Product:** Speakers.  
**Disco-Pro**, see Temple Sound.  
**Dokorder Inc.**, 5430 Rosecrans, Lawndale, Calif. 90260. Tel: (213) 644-4421.  
**Product:** Cassette & open reel (home) rec's/players.  
**Dolby Labs. Inc.**, 731 Sansome St., San Francisco, Calif. 94111. Tel: (415) 392-0300. Pres.: Ray Dolby; Sales Mgr.: Iwan Allen; Adv. Mgr.: Penny Hendrick.  
**Distribution:** ID.  
**Product:** Noise reducers.  
**Dual**, see United Audio.  
**Du Kane Corp.**, 2900 DuKane Dr., St. Charles, Ill. 60174. Tel: (312) 584-2300.  
**Product:** Amplifiers, speakers, microphones, equalizers.  
**Dunlap Clarke Electronics**, 230 Cahary St., Waltham, Mass. 02154. Tel: (617) 899-2320. Pres.: Ron Dunlap; VP Eng.: Melville W. Clarke; Sales Mgr.: Pat Gordon.  
**Distribution:** M/Ret, M/C, ID, M/Rep.  
**Product:** Amplifiers, pre-amplifiers, tuners, receivers, equalizers.  
**Dyma Eng'g Inc.**, PO Box 1697, Taos, N.M. 87571. Tel: (505) 758-2686. Pres.: C.G. Cunningham; Sales Mgr.: E. Harvey Jr.  
**Distribution:** M/End, M/OEM, M/Rep.  
**Product:** Cassette & open reel (portable) rec's/players, amplifiers, pre-amplifiers, speakers, equalizers.  
**Dynaco Inc.—Kingsbridge Electronics Inds.**, PO Box 88, Coles Rd., Blackwood, N.J. 08012. Tel: (609) 228-3200. Pres.: David E. Webster.  
**Product:** DYNACO amplifiers, pre-amplifiers, tuners, equalizers, decoders—kits, speakers, LMS speakers.  
**Dynavector**, see Audiotechniques.  
**Dyn Electronics Inc.**, 3095 NW 77 Ave., Miami, Fla. 33122. Tel: (305) 592-6710. Pres.: Charles Dascal; VP & Sales Mgr.: S. Yuker; Adv. Mgr.: J. Rosman.  
**Branch:** Santa Fe Springs, Calif., 9636 S. Ann St., Zip: 90670. Tel: (213) 698-7705. Mgr.: Teri Turace.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** ROBERTS 8-tr. (home, auto, portable) & cassette (home, portable) rec's/players, compact phono or phono combs, w/o w/o tape units, receivers, turntables, w/o w/o tape units, receivers, turntables.  
**E I C O** Electronics Instrument Co., 283 Malta St., Brooklyn, N.Y. 11207. Tel: (212) 272-1100. Pres.: Harry R. Ashley; Mktg. Mgr.: Mark Ehren.  
**Product:** Amplifiers.  
**E M T**, see Gotham Audio.  
**E P I**, see Epicure Prods.  
**E R C**, see Electro Radio.  
**E S S**, see Electrostatic Sound Systems.  
**Eastman Sound Mfg. Co. Inc.**, Rt. 295 & Harmon Rd., Paulsboro, N.J. 08066. Tel: (609) 423-0100.  
**Product:** MARTIN speakers.  
**Ecor**, 3030 Red Hill Ave., Costa Mesa, Calif. 92626. Tel: (714) 556-2740.  
**Product:** Microphones, headphones.  
**Elec/Miracord**, see Benjamin Electronic.  
**Electro Radio Corp. (ERC)**, 75 New Hook Rd., Bayonne, N.J. 07002. Tel: (201) 436-7331.  
**Product:** 8-tr. & cassette (home, portable) rec's/players, compact phono or phono combs, speakers.  
**Electro Brand Inc.**, 4234 W. Drummond Pl., Chicago, Ill. 60639. Tel: (312) 227-0500. Pres.: Samuel Dry; Exec. VP: Richard L. Emerson; VP & Gen. Mgr.: Ben T. Crane.  
**Product:** 8-tr. (home) players, compact phono or phono combs, w/o tape units.  
**Electro Music/CBS Musical Instruments**, 58 W. Del Mar Blvd., Pasadena, Calif. 91106. Tel: (213) 793-9131.  
**Product:** LESLIE speakers, headphones.  
**Electronics Inds. Inc.**, 7516 42 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 533-1677. Pres. & Sales Mgr.: Robert Franke; Adv. Mgr.: Cheryl Stegors.  
**Branch:** Salt Lake City, Utah, PO Box 9093.

Zp: 84109. Tel: (801) 649-8493. VP Eng g  
Dr. Roger West.  
Distribution: M/Ret. M/Rep.  
Product: JANSZEN speakers.

Electrosonic, see Morse Electro Prods

Electrosonic Systems, 4574 W. 77 St., Min-  
neapolis, Minn. 55435. Tel: (612) 835-5787.  
Product: Amplifiers, speakers.

Electrostatic Sound Systems (ESS), 9613 Oates  
Dr., Sacramento, Calif. 95827. Tel: (916)  
362-4102. Pres.: Philip Coelho; Mktg. Mgr.:  
Gene Thomas; Adv. Mgr.: Jan Wessel.  
Distribution: M/Ret. M/Rep.  
Product: ESS amplifiers, speakers, head-  
phones.

Electro-Voice Inc. (sub. of Gulton Inds. Inc.), 620  
Cecil St., Dept. 5B, Buchanan, Mich. 49107.  
Tel: (616) 695-6831. Pres.: Robert Pabst; VP  
Mktg.: Marc Johnson; Adv. & Sales Promo.  
Dir.: William Sutherland.  
Branch: Visalia, Calif., 7473 Ave. 304, Zip:  
93277. Tel: (209) 625-1330. Gen. Mgr.:  
Dennis Ehricks.  
Distribution: M/Ret. M/OEM. ID. M/Rep.  
Product: ELECTRO-VOICE Speakers, micro-  
phones (condenser, dynamic); INTERFACE  
speakers.

Elpa Mktg. Inds. Inc., Thorens Bldg., New Hyde  
Park, N.Y. 11040. Tel: (516) 746-3002.  
Pres.: E.L. Childs; Sales Mgr.: C.L. Hendrick-  
son; Adv. Mgr.: S.M. Berman.  
Branch: Scottsdale, Ariz., 7301 E. Evans Rd.  
Zip 85260. Tel: (602) 948-1070. Contact:  
Bob Haspel.  
Distribution: M/Ret. M/OEM. M/End. M/  
Rep.  
Product: THORENS turntables.

Emerson Radio (div. of Major Electronics Corp.), 60  
Enterprise Ave. N., Secaucus, N.J. 07094.  
Tel: (201) 855-4343. Chm.: William Lane.  
Pres.: Stephen Lane. Sr. VP: Saul Knazick.  
Product: 8-tr. & cassette (portable) rec'rs/  
players.

Emilar Corp., 2837 Coronado St., Anaheim, Calif.  
92806. Tel: (714) 632-8500. Pres.: Many  
Mohagen; VP. Sales & Adv. Mgr.: Algis Ron-  
kus.  
Distribution: M/OEM. M/C. ID. M/Rep.  
Product: Speakers.

Empire Scientific Corp., 1055 Stewart Ave., Gar-  
den City, N.Y. 11530. Tel: (516) 742-7200.  
Pres.: Harry Shaper; Exec. VP: Kenneth Busch.  
Product: Phono cartridges.

Empire Ultrasonics Ltd., 902 E. Hazelwood Ave.,  
Rahway, N.J. 07065. Tel: (201) 388-8229.  
Pres.: Jack Beyda.  
Product: 8-tr. & cassette rec'rs/players, com-  
pact phono or phono combs.

Entre-1, see American Audiopoint

Epicure Prods. Inc., 1 Charles St., Newburyport,  
Mass. 01950. Tel: (617) 462-3181. Pres.:  
Harry Brustlin; VP & Adv. Mgr.: John C.  
Draper.  
Distribution: M/Ret.  
Product: EPICURE Amplifiers, pre-amplifiers,  
speakers; EPI & MICROTOWER speakers.

Equasound Corp., 9041 Lindblade St., Culver City,  
Calif. 90230. Tel: (213) 204-0520.  
Product: Speakers, equalizers.

Era, see Audionics

Ercona Corp., 2492 Merrick Rd., Bellmore, N.Y.  
11710. Tel: (516) 781-2770. Pres.: E. B.  
Frank; Sales Mgr.: C. H. Frank; Adv. Mgr.: M.  
Kandell.  
Product: LEAK tuners, receivers, speakers;  
FML microphones (condenser, dynamic),  
headphones.

F M I (div. of Fulton Electronics), 4428 Zane Ave.  
N., Minneapolis, Minn. 55422. Tel: (612)  
537-7076.  
Product: NEXUS pre-amplifiers; FMI speak-  
ers, microphones (condenser).

Far Eastern Research Lab Inc., 8749 Shirley Ave.,  
Northridge, Calif. 91324. Tel: (213) 993-  
9101. Pres.: Reggie H. Williams; Sales Mgr.:  
Louis Perlin.  
Distribution: ID. M/Rep.  
Product: XTAL 8-tr. & cassette (auto) rec'rs/  
players.

Federal Transistor Co. Inc., 5333 McConnell Ave.,  
Los Angeles, Calif. 90066. Tel: (213) 391-  
5245. Pres.: Ray Pinto; Sales Mgr.: Norman  
Brooks; Adv. Mgr.: Rick Berman.  
Distribution: M/Ret. M/OEM. ID. M/Rep.  
Product: 8-tr. & cassette (home, portable)  
rec'rs/players, compact phono or phono  
combs, w/ or w/o tape units.

Fidelitone Inc., 207 N. Woodwork Ln., Palatine, Ill.  
60067. Tel: (312) 350-8800. Exec. VP:  
Douglas F. Hudson Jr.; Nat'l Sales Mgr.: Gor-  
don Oakes.  
Product: Phono cartridges, styli—pickup.

Fisher Corp., 21314 Lassen St., Chatsworth, Calif.  
91311. Tel: (213) 998-7322. Pres.: Howard  
F. Ladd; VP Sales: David Karron.  
Branch: Long Island City, N.Y., 11-40 45  
Rd. Zip 11101. Tel: (212) 937-2100. Con-  
tact: Ralph Kaufman.  
Distribution: Independent Reps.  
Product: 8-tr. & cassette (home) rec'rs/players,  
compact phono or phono combs, w/ tape  
units, amplifiers, tuners, receivers, speakers,  
turntables.

Fons, see International Electro-Magnetics

Formula Four, see Polk Audio

Fraser Inc., 1930 Valley View Ln., Dallas, Tex.  
75234. Tel: (214) 241-3441. Pres.: J. A. Fra-  
zier; VP: W. A. Wadkins; Sales Mgr.: Todd  
Crane.  
Distribution: M/C. ID. M/Rep.  
Product: Amplifiers, speakers, equalizers.

I. M. Fried Prods. Co., 7816 City Line Ave., Phila-  
delphia, Pa. 19151. Tel: (215) 473-7474.  
Product: FRIED, IMF speakers.

Fujitsu Ten Corp. of America, 1135 E. Janis St.,  
Carson, Calif. 90746. Tel: (213) 636-0858.  
VP & Sales Mgr.: Shusaku Hara.  
Branch: West Caldwell, N.J., 810 Passaic  
Ave. Zip: 07006. Tel: (201) 575-7869. Con-  
tact: I. Suzuki.  
Product: TEN 8-tr. & cassette (auto) rec'rs/  
players, receivers.

Full Compass Sound Studios, 55 N. Dickinson St.,  
Madison, Wis. 53703. Tel: (608) 257-0120.  
Pres.: Richard P. Murphy; Sales Mgr.: Jona-  
than Lipp.  
Product: Pre-amplifiers, equalizers.

Arthur Fulmer Co., 260 Monroe Ave., Memphis,  
Tenn. 38103. Tel: (901) 525-5711. Pres.: Ar-  
thur Fulmer Jr.; Prod. Mgr.: Dennis Stanok;  
Adv. Mgr.: Jerry Audubon.  
Distribution: M/Ret. M/OEM. ID. Br.  
Product: 8-tr. & cassette (auto, portable)  
rec'rs/players.

Furman Sound, 616 Canal St., Suite 25, San Ra-  
fael, Calif. 94901. Tel: (415) 456-6766. Pres.  
& Sales Mgr.: Jim Furman; Adv. Mgr.: Paul  
Rothchild.  
Distribution: ID.  
Product: Pre-amplifiers, equalizers, electronic  
crossovers.

G B L Inc., 6700 Northeast Expwy., Unit 3-A, Nor-  
cross, Ga. 30093. Tel: (404) 447-9450.  
Pres.: R. Nicholas Born Jr.; Sales Mgr.: M. Al-  
fred Garber.  
Distribution: M/Ret. M/OEM. ID. M/Rep.  
Product: Speakers, turntables.

G C Electronics, 400 S. Wyman, Rockford, Ill.  
61101. Tel: (815) 968-9661.  
Product: AUDIOTEX pre-amplifiers, micro-  
phones (condenser, dynamic), headphones.

G L I, see Geranium Labs

G T E Sylvania Inc., 700 Ellicott St., Batavia, N.Y.  
14020. Tel: (716) 343-3470. Adv. Sales  
Mgr.: Jim Proud.  
Product: SYLVANIA receivers, speakers, GTE  
speakers.

Galaxy, see Pulse Dynamics

Gallen-Krueger, 5048 Vandell Way, Campbell,  
Calif. 95008. Tel: (408) 378-3344. Co-Own-  
ers: Robert A. Gallen, Richard J. Krueger.  
Distribution: M/Ret. M/Rep.  
Product: Amplifiers

Garrard Div., Plessey Consumer Prods., 100 Com-  
mercial St., Plainview, N.Y. 11803. Tel: (516)  
938-8900.  
Product: Turntables.

Gauss, see Catic Audio

Geloso, see American Geloso

General Audio, 308 W. Sixth St., Austin, Tex.  
78701. Tel: (512) 477-4754. Pres.: Stephen  
W. Shields.  
Distribution: M/End.  
Product: Amplifiers, pre-amplifiers.

General Electric, Audio Prods. Dept., Electronics  
Park Bldg. 5, Syracuse, N.Y. 13201. Tel:  
(315) 456-2456.

## TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Genesis Physics Corp., Newington Park, New-  
ington, N.H. 03801. Tel: (601) 431-5530.  
Product: Speakers

Geranium Labs Assocs., 45 York St., Brooklyn,  
N.Y. 11201. Tel: (212) 875-6992. Pres.: Mi-  
chael Klasco; Sales Mgr.: Paul Friedman.  
Distribution: M/Ret. M/C. M/Rep.  
Product: GLI Pre-amplifiers, speakers, turn-  
tables, tonearms, equalizers, noise reducers,  
decoders & demodulators, headphones.

Giant Screen TV Inc., 308 N. Minnesota St., New

York, N.Y. 10014. Tel: (212) 741-7411.

Ulm, Minn. 56073. Tel: (507) 354-3010.  
Pres.: Sales & Adv. Mgr.: Paul A. Brown.  
Product: VIDEO MASTER large screen tele-  
vision/video projectors.

Global Video Inds. Ltd., 1818 Westlake Ave. N.,  
Suite 422, Seattle, Wash. 98109. Tel: (206)  
329-6300.  
Product: Projection systems.

Goldring, see Harvic

Gotham Audio Corp., 741 Washington St., New  
York, N.Y. 10014. Tel: (212) 741-7411.

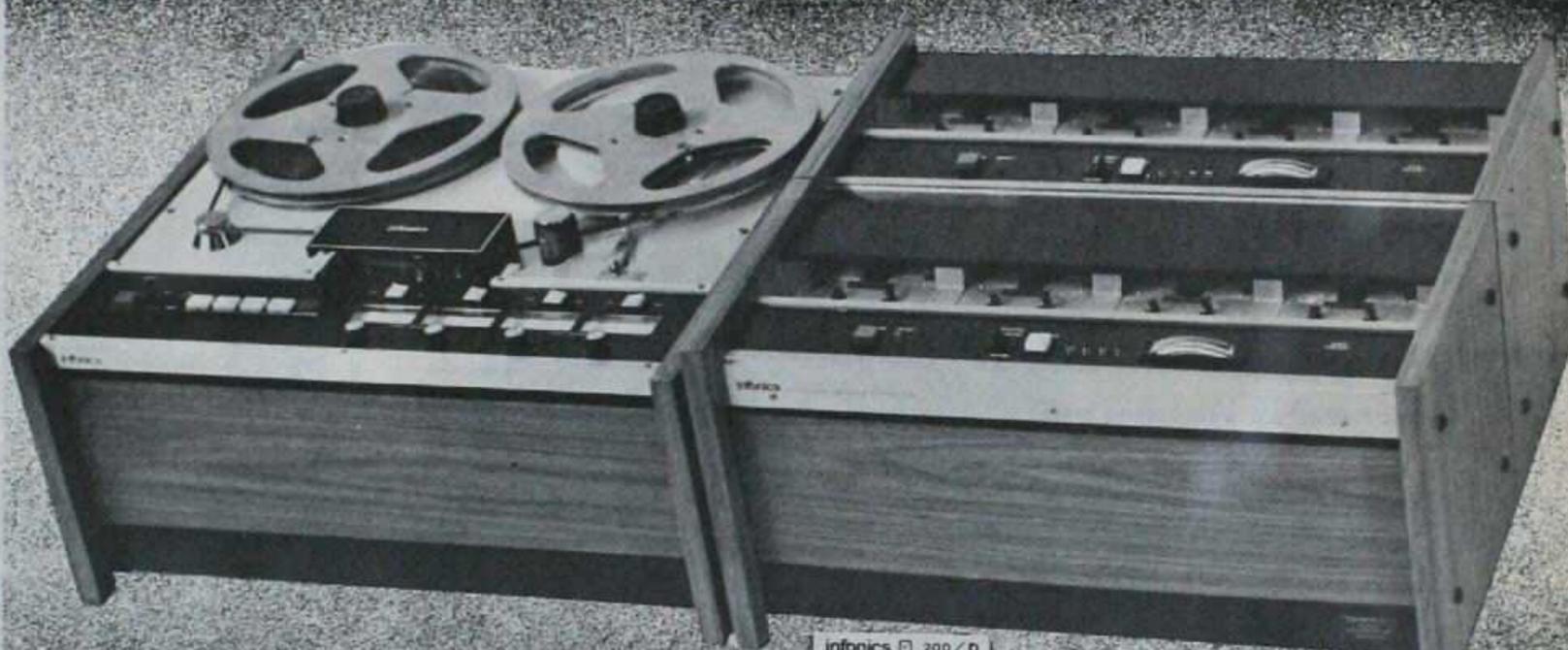
Pres.: Stephen F. Temmer; VP Sales: Eli Pas-  
sin.

Branch: Hollywood, Calif., 1710 N. La Brea  
Ave. Zip: 90046. Tel: (213) 874-4444. VP:  
Hugh S. Allen.

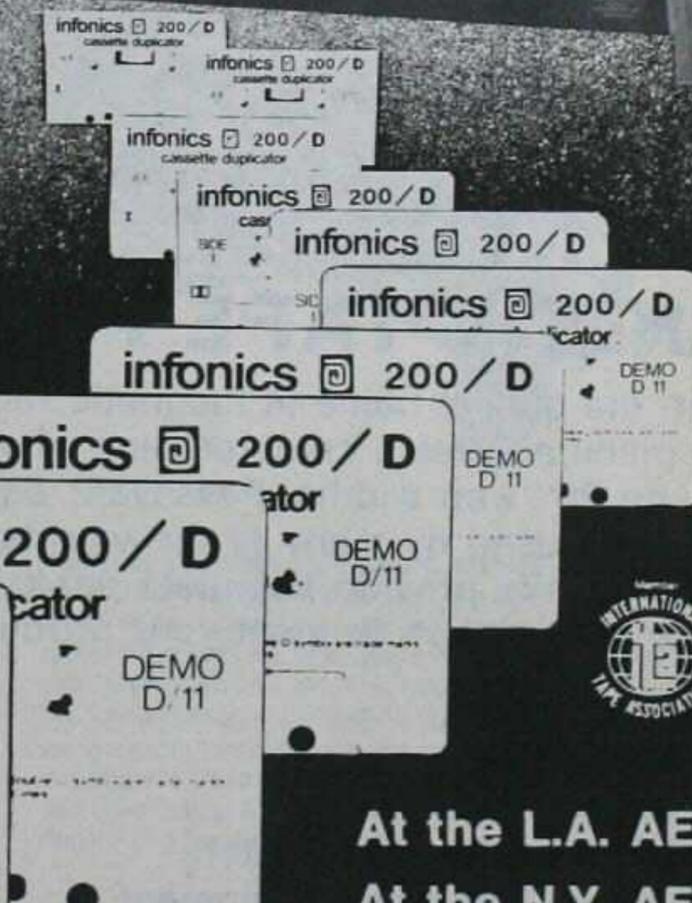
Distribution: M/Ret. M/OEM. M/End. M/C.  
Product: AEG-TELEFUNKEN open reel (pro-  
fessional) rec'rs/players; KLEIN & HUMMEL  
speakers, equalizers; EMT turntables, phono

(Continued on page TS-6)

# @ infonics



**SUPER SCOPE LOADERS  
MRL TEST TAPES**



**At the L.A. AES  
At the N.Y. AES**

**Or Wherever Superior  
Duplication is Available**

**P.O. Box 111, Michigan City, IN. 46360 (219) 879-3381**

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

cartridges. NEUMANN microphones (condensers). TELCOM noise reducers.  
 Grace, see Sumiko.  
 Grado Labs, Inc., 4614 Seventh Ave., Brooklyn, N.Y. 11220. Tel: (212) 435-5340. Pres. Joseph F. Grado, Sales Mgr. Rosalind Krieger.  
 Product: Phono cartridges.  
 Grafya Audio Prods., 1550F W. Fullerton Ave., Addison, Ill. 60101. Tel: (312) 543-2714. Pres. Jim Bowersdorf, Sales Mgr. Larry Pearl, VP & Adv. Mgr. Charlie Sauer.  
 Distribution: M/Ret.  
 Product: STANDARD OF PERFORMANCE speakers.  
 Grant Prix Electronics, 108 Madison St., St. Louis, Mo. 63102. Tel: (314) 621-3314.  
 Product: 8-tr. (home, portable) & cassette (portable) rec's/players, console & compact phono or phono combs, w/ tape units.  
 Great American Sound Co. Inc., 20840 Lassen St., Chatsworth, Calif. 91311. Tel: (213) 998-8100.  
 Product: AMPZILLA amplifiers.  
 Grammes, see Precision Electronics.  
 Grammes-Precision, see Precision Electronics.  
 H/H, see Audiotechniques.  
 Haeco, see Holzer Audio.

Hammond Inds. Inc., 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. West Coast: (213) 846-0500. Pres. Colin E. Hammond, Sales Mgr. Norm Wieland, Adv. Mgr. Jeanne M. Smith.  
 Distribution: M/Ret.  
 Product: METEOR speakers. BEYER DY. NAMIC microphones (condenser, dynamic, ribbon), headphones. KLARK TEKNIK equalizers.  
 Hanabashiya Ltd., 39 W. 28 St., New York, N.Y. 10001. Tel: (212) 689-9652. Pres. E. Kazada, Sales Mgr. Ira Karlin.  
 Distribution: ID.  
 Product: BON SONIC 8-tr. & cassette (home, auto, portable) rec's/players, portable phono or phono combs, w/ tape units.  
 Hanimex, see International Mtdg.  
 Harman/Kardon Inc., 55 Ames Court, Plainville, N.Y. 11803. Tel: (516) 681-4000.  
 Product: CITATION amplifiers, pre-amplifiers, tuners, HARMAN/KARDON amplifiers, speakers, receivers, turntables, tonearms.  
 Hartley Prods. Corp., 820 Island Rd., Ramsey, N.J. 07446. Tel: (201) 327-4443. Pres. Robert Schmetterer, Exec. VP & Adv. Mgr. Richard Schmetterer, Sales Mgr. Joseph Cappadona.  
 Distribution: M/Ret, M/Rep.  
 Product: CONCERTMASTER, ZODIAC & HOLTON speakers.  
 Hear-Muffs, 4504 Bryan Pl., Downers Grove, Ill. 60515. Tel: (312) 852-7330.  
 Product: Headphones.  
 Hearon, see Audio Innovations.  
 Heath Co., Hilltop Rd., St. Joseph, Mich. 49085. Tel: (616) 982-3200.  
 Product: HEATHKIT amplifiers, pre-amplifiers, tuners, receivers, speakers, equalizers.  
 Heathkit, see Heath.  
 Heil Sound Ltd., 2 Heil Ind'l Blvd., Marnes, Ill. 62257. Tel: (618) 295-3000. Pres. Bob Heil, Sales Mgr. Rich Wakefield.  
 Distribution: M/Rep.  
 Product: Amplifiers, speakers, equalizers.  
 Herald Electronics, 6611 Lincoln Ave., Lincolnwood, Ill. 60016. Tel: (312) 675-1100. Pres. Charles F. Kellner, Sales Mgr. Hank Katz.  
 Distribution: M/Ret, M/OEM, ID, M/Rep.  
 Product: Pre-Amplifiers, speakers, microphones (condenser, dynamic), headphones.  
 Hercul Electronics, 14225 Ventura Blvd., Sherman Oaks, Calif. 91423. Tel: (213) 990-2777. Pres. W. M. Heskovic, Sales & Adv. Mgr. Robert Coyle.  
 Distribution: M/Rep.  
 Product: HERVIC receivers, CONNOISSEUR turntables, tonearms, GOLDRING phono cartridges, stylus-pickup.  
 Hitachi Sales Corp. Of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-8383. Pres. I. Kawamoto, Audio Components Sales & Mktg. Dir. Jerry Henricks, Adv. Mgr. S. Story.  
 Distribution: M/Rep.  
 Product: Cassette (home) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.  
 Holton, see Hartley.  
 Holzer Audio Eng'g Corp., 1411D Aetna St., Van Nuys, Calif. 91401. Tel: (213) 787-7733. LA Tel: 873-6680. Pres. Marcus I. Holzer, Sales Mgr. Bob Wortsman, Adv. Mgr. Debe Holzer.  
 Distribution: M/OEM, M/End, M/C, ID.  
 Product: HAECO amplifiers, pre-amplifiers.  
 Hy-Gain Electronics Corp., 8601 Northwest Hwy., E. Lincoln, Neb. 68505. Tel: (402) 464-9151.  
 Product: 8-tr. (auto) rec's/players.  
 I D I, see Inland Dynatronics.  
 I M F, see I.M. Fried & Posthorn Rec'gs.  
 I M I, see Image Magnification.  
 I V C, see International Video Corp.  
 Image Magnification Inc., 538 Bloomfield Ave., Victoria, N.J. 07044. Tel: (201) 239-1141. Pres. Donald E. Quinlan, Nat'l Sales Mgr. Richard H. Wood.  
 Product: MAGNA-IMAGE large screen television/video projectors.  
 Impro Inds. Inc., 120 Hartford Ave., Mount Vernon, N.Y. 10553. Tel: (914) 664-2893.  
 Product: PE turntables.  
 Infinity Systems, 7930 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 883-4800.  
 Product: Speakers.  
 Inland Dynatronics Inc., 10 Horizon Blvd., South Hackensack, N.J. 07906. Tel: (201) 641-

3600. Pres. Howard Yehsky, VP Sales Jerry C. Katcher.  
 Distribution: M/Ret, M/OEM, M/C, ID, M/Rep.  
 Product: 8-tr. & cassette (auto) rec's/players.  
 Interface, see Electro-Voice.  
 International Electro-Magnetics Inc., 350 N. Eric Dr., Palatine, Ill. 60067. Tel: (312) 358-4622. Pres. Oscar Dahms, Sales Mgr. Tony Pratto.  
 Distribution: M/OEM, M/End, M/C.  
 Product: OPTRO/TEM open reel (professional) rec's/players, pre-amplifiers, equalizers, FONS turntables.  
 International Mtdg. Assocs. Inc. (sub. of Hanimex Corp. Ltd.), 1801 Touhy Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-9630. Pres. A. H. Bernard, Exec. VP. Pat Schoenberg, Sales Mgr. John Juul.  
 Product: HANIMEX cassette (portable) rec's/players, compact phono or phono combs, w/ tape units.  
 International Video Corp. (IVC), 990 Almaron Ave., Sunnyvale, Calif. 94086. Tel: (408) 738-3900. Pres. Ronald H. Fried, Sales Mgr. Frederick Ramback, Corp. Communications Dir. Carter G. Elliott.  
 Product: IVC video tape rec's/players (2" & 1"), closed circuit cameras.  
 Interstate Inds., 111 S. Washington Blvd., Mundelein, Ill. 60060. Tel: (312) 565-4840. Pres. Gerald Rosman, Exec. VP. R. Rosman.  
 Product: CONCERT HALL compact & portable phono or phono combs, w/ or w/o tape units.  
 Invisia, see Toyomenka.

C. In Electronics Inc., 280 Park Ave., New York, N.Y. 10017. Tel: (212) 682-0420.  
 Product: J.C. PENNEY 8-tr. & cassette (home) rec's/players, compact phono or phono combs, w/ or w/o tape units, receivers, speakers.  
 J B L, see James B. Lansing.  
 J I I Corp. Of America, 1000 E. Del Amo Blvd., Carson, Calif. 90746. Tel: (213) 637-0173.  
 Product: 8-tr. & cassette (auto) rec's/players.  
 J R F Co., PO Box 833, Sparta 07871, 15 Glenbrook Rd., Ogdensburg, N.J. 07429. Tel: (201) 827-4855. Pres. John R. French, VP. Frank R. Dickenson.  
 Distribution: M/End, M/Rep.  
 Product: Amplifiers.  
 J V C America Inc., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8300. Pres. S. Hori, VP Sales. Harry Elias, Adv. Mgr. Philip Stogel, Nat'l Mktg. Mgr. George E. Meyer.  
 Branches: Compton, Calif., 1011 W. Artesia Blvd. Zip: 90220. Tel: (213) 537-6020. Reg'l Mgr. Sparky Wren—Arlington Heights, Ill., 3012 Malmo Dr. Zip: 60005. Tel: (312) 593-6960. Reg'l Mgr. Mort Golden.  
 Distribution: M/Rep.  
 Product: Cassette (home, portable) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, tonearms, phono cartridges, microphones (condenser), equalizers, noise reducers, decoders & demodulators, headphones.  
 J V C Inds. Inc., 58-75 Queens Midtown Expwy., Maspeth, N.Y. 11378. Tel: (212) 476-8010.

Put BUY in their eye



Record Browsers



Display Tables



Tape Cases

OVER 100 DIFFERENT STYLES AND SIZES  
 PLUS—CUSTOM FIXTURES (to your specifications) AND  
 FREE DEPARTMENT DESIGN/LAYOUT

*Display Equipment Mfg. Co.*

711 SOUTH ORCHARD • SEATTLE, WASHINGTON 98108 • 206-762-0711

Hitachi Sales Corp. Of America, 401 W. Artesia Blvd., Compton, Calif. 90220. Tel: (213) 537-8383. Pres. I. Kawamoto, Audio Components Sales & Mktg. Dir. Jerry Henricks, Adv. Mgr. S. Story.  
 Distribution: M/Rep.  
 Product: Cassette (home) rec's/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables.  
 Holton, see Hartley.  
 Holzer Audio Eng'g Corp., 1411D Aetna St., Van Nuys, Calif. 91401. Tel: (213) 787-7733. LA Tel: 873-6680. Pres. Marcus I. Holzer, Sales Mgr. Bob Wortsman, Adv. Mgr. Debe Holzer.  
 Distribution: M/OEM, M/End, M/C, ID.  
 Product: HAECO amplifiers, pre-amplifiers.  
 Hy-Gain Electronics Corp., 8601 Northwest Hwy., E. Lincoln, Neb. 68505. Tel: (402) 464-9151.  
 Product: 8-tr. (auto) rec's/players.  
 I D I, see Inland Dynatronics.  
 I M F, see I.M. Fried & Posthorn Rec'gs.  
 I M I, see Image Magnification.  
 I V C, see International Video Corp.  
 Image Magnification Inc., 538 Bloomfield Ave., Victoria, N.J. 07044. Tel: (201) 239-1141. Pres. Donald E. Quinlan, Nat'l Sales Mgr. Richard H. Wood.  
 Product: MAGNA-IMAGE large screen television/video projectors.  
 Impro Inds. Inc., 120 Hartford Ave., Mount Vernon, N.Y. 10553. Tel: (914) 664-2893.  
 Product: PE turntables.  
 Infinity Systems, 7930 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 883-4800.  
 Product: Speakers.  
 Inland Dynatronics Inc., 10 Horizon Blvd., South Hackensack, N.J. 07906. Tel: (201) 641-

### PROFESSIONAL HIGH-SPEED CASSETTE DUPLICATING SYSTEM



**REEL TO REEL MASTER**  
(can take any # of slave consoles)



**IN-CASSETTE SLAVE CONSOLE**  
(makes 4 copies in 1 shot)

**Compact/Portable For Fast, Easy and Trouble-Free Operation**

Special features include Ferrite heads on slave units; rewind and cue master; rewind and eject cassettes.

Patent owners and manufacturers of the

**NONABRASIVE**

Professional

**HCC-2001**

5 TRACK HEAD AND CAPSTAN CLEANING KIT

ALSO AVAILABLE WITH TRACK SWITCH & MAGNET

DEALERS' INQUIRIES INVITED

New From



**SSK ENTERPRISES, INC.**  
2488 Towngate Road  
Westlake Village, California 91361  
(213) 889-1821 (805) 495-1214

SSK SALES 107 East Calhoun  
Magnolia, Arkansas 71752 (501) 234-3778

SSK SALES LTD. (Canada) Box 804  
Vedder Crossing, BC V0X 1Z0 (604) 558-6383

MAY 7, 1977, BILLBOARD

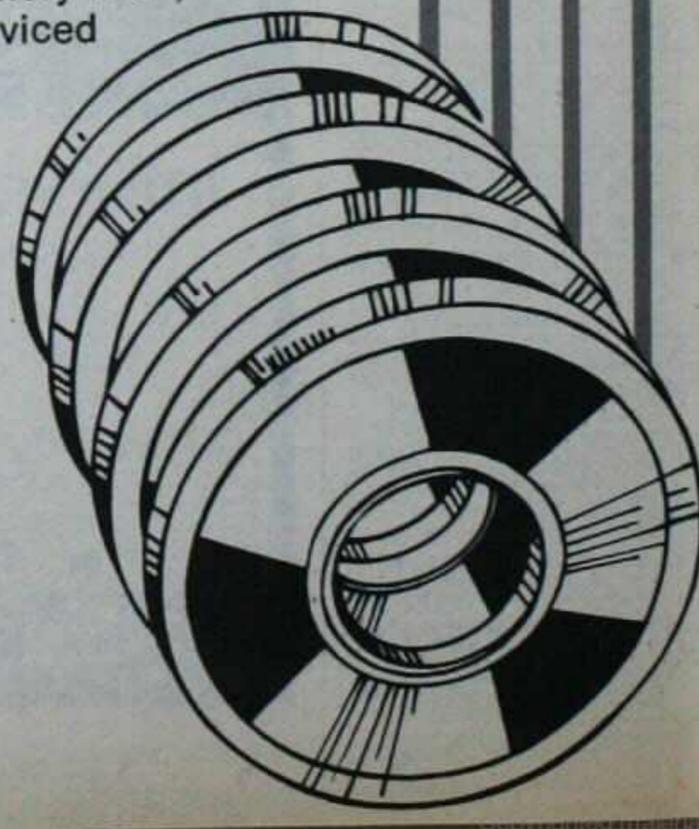
## MAGNETIC TAPE PROCESSING EQUIPMENT

Passavant, the quality name in magnetic tape processing equipment for the past 20 years, manufactures a complete line of coating and slitting machinery in 6", 12", 16" and 26" web widths. Passavant equipment is sold and serviced worldwide and used by many of the worlds leading magnetic tape manufacturers. We provide complete package magnetic tape manufacturing facilities to meet your production needs.

- Unwinds
- Floater Dryers
- Film Conditioners
- Cure Ovens
- Film Cleaners & Washers
- Calenders
- Gravure & Reverse Roll Coaters
- Rewinds
- Smoothing & Orientation Equipment
- Slitting Machines

# PASSAVANT

**PASSAVANT CORPORATION**  
 P.O. BOX 2503  
 BIRMINGHAM, ALA. U.S.A. 35201



Pres. S. Hori; Sales Mgr. Herman Schloss. Nat'l Adv. & Sales Promo. Mgr. Ed Pessara. Product: Video tape rec'rs/players.

Jana Audio Assoc. Inc., 2889 Roebling Ave., Bronx, N.Y. 10461. Tel. (212) 892-7419. Pres. John Marovskis; Sales & Mktg. Dir. Len Schneider.

Distribution: M/Ret.  
Product: Speakers, electronic crossovers.

Janssen, see Electronic Inds.

Janus Dist'g Corp., 20620 S. Leapwood Ave., Carson, Calif. 90749. Tel. (213) 532-9650. Pres. Arthur D. Gaines; Sales Mgr. Bob Gaines; Adv. Mgr. Marilee Weston.

Product: Speakers.

Javelin Electronics, 6357 Arizona Circle, Los Angeles, Calif. 90045. Tel. (213) 641-4490.  
Product: Video tape rec'rs/players.

Ray Jefferson (div. of Jetronic Inds.) Main & Cotton Sts., Philadelphia, Pa. 19127. Tel. (215) 487-2800. VP & Gen. Mgr. Jerome Jursman; Sales Mgr. Steve Kuff.

Distribution: M/Ret. ID, M/Rep.  
Product: 8-tr. & cassette (auto) rec'rs/players.

Jennings Research Inc., 1115 E. 63 St., Los Angeles, Calif. 90001. Tel. (213) 233-8226. Sales Mgr. Jeff Ohman.

Product: JENNINGS RESEARCH-CONTRARA speakers.

Jensen Sound Labs., 4136 N. United Pkwy., Schiller Park, Ill. 60176. Tel. (312) 671-5680. Pres. Jerry Kalov; VP Mktg. James Twerdtahl; Adv. Mgr. Chuck Wendt.

Branches: Santa Clara, Calif., 3520-A Thomas Rd. Zip 95050. Tel. (408) 988-1243. Western Reg'l Mgr. John Wood-Freepart, N.Y., 150 Putnam Ave. Zip: 11520. Tel. (516) 868-1423. Eastern Reg'l Mgr. Jules Rubin.

Distribution: M/Ret. ID, M/Rep.  
Product: Speakers, headphones.

Jet Sounds, see Car Tapes.

Joy Seven, see Kyowa America.

Juliette, see Topp Electronics.

K & H, see William Parry Co.

K.L.H. Research & Development Corp., 30 Cross St., Cambridge, Mass. 02139. Tel. (617) 491-5060.  
Product: Speakers.

Dave Kelley Sound, see Audio Concepts.

Kelso Imports Inc., 41 Madison Ave., New York, N.Y. 10010. Tel. (212) 689-4038. Pres. Leslie Keller; Adv. Mgr. A.D. Adams.  
Distribution: M/Rep.  
Product: VIDEOTON speakers.

Kenwood Electronics Inc., 15777 S. Broadway, Gardena, Calif. 90248. Tel. (213) 323-1400. Pres. George T. Aratani; Sr. VP. Yoichi Nakase; VP Mktg. Don Palmquist.

Branch: Woodside, N.Y., 72-02 51 Ave. Zip: 11377. Tel. (212) 478-6220. Sr. VP. Bill Katsuga; VP. Henry Akya.

Product: Cassette (home rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables).

Kings Point Corp., 106 Harbor Dr., Jersey City, N.J. 07305. Tel. (201) 432-7707.  
Product: Cassette (portable) rec'rs/players, compact phono or phono combs. w/ & w/o tape units.

Klark Teknik, see Hammond Inds.

Klein & Hummel, see Gotham Audio.

Klipsch & Assoc. Inc., PO Box 888, Hope, Ark. 71801. Tel. (501) 777-6751. Pres. R.L. Moers; Sales Mgr. Don Petersen.  
Product: Speakers.

Koss Corp., 4129 N. Fort Washington Ave., Milwaukee, Wis. 53074. Tel. (414) 964-5000. Chm. John C. Koss; Pres. Gerald S. Parrshalle; Sales Mgr. Guido Frattolucci; Adv. Mgr. Joseph E. Kotowski; Communications Mgr. Shane O'Neil.  
Distribution: M/Ret.  
Product: Speakers, headphones.

Kraco Ent's Inc., 505 E. Euclid Ave., Compton, Calif. 90505. Tel. (213) 639-0666. Chm. Maurice H. Kraines; Pres. Lawrence M. Kraines; VP. Steven D. Kraines.  
Product: Tape playback (auto) equip.

Krypton Electronics Corp., 18 Mileed Way, Avenel, N.J. 07001. Tel. (201) 574-2777. Pres. Richard Beda; VP Sales & Adv. Mgr. Ralph Setton.

Branch: Los Angeles, Calif., Beta/Krypton Inc., 141 W. 23 St. Zip 90007. Tel. (213) 749-2246. Reg'l Sales Mgr. Gene Lieberman; Ass't Reg'l Sales Mgr. Steve Mintz.  
Distribution: M/Ret. ID, M/Rep.  
Product: BETA 8-tr. & cassette (home, portable) rec'rs/players, compact & portable phono or phono combs. w/ or w/o tape units, receivers, speakers, turntables, headphones.

Kustom Acoustics Inc., 6606 W. Irving Park Rd., Chicago, Ill. 60634. Tel. (312) 685-8609. Pres. Ted R. Karson; Sales Mgr. Jeanne F. Russo; Adv. Mgr. Jean N. Karson.  
Distribution: M/Ret. M/C. M/Rep.  
Product: Speakers.

Kustom Kreations Inc., 19316 Londelius St., Northridge, Calif. 91324. Tel. (213) 888-8383. Pres. William Lang; Sales Mgr. Floyd Sanders; Adv. Mgr. Bruce Lang.  
Distribution: M/Rep.  
Product: POWER UP amplifiers, XK speakers.

Kyowa America Corp., 500 Wharton Circle, PO Drawer 43205, Atlanta, Ga. 30336. Tel. (404) 696-4385. VP & Gen. Mgr. Fred Iwamoto; Sales Mgrs. M. Hayashi, Ben Wilver.  
Product: KYOWA & JOY SEVEN 8-tr. & cassette (portable) players, compact phono or phono combs. w/tape units.

L.M.S., see Dynaco.

L.T.L. Electronics, 525 N. Central, Kent, Wash. 98031. Tel. (206) 852-3671.  
Product: Speakers.

Lafayette Radio Electronics Corp., 111 Jericho Trpk., Syosset, N.Y. 11791. Tel. (516) 921-7700.  
Distribution: M/End. Br.  
Product: LAFAYETTE 8-tr. & cassette (home, auto, portable) rec'rs/players, compact phono or phono combs. w/ or w/o tape units, amplifiers, tuners, receivers, turntables, microphones (condenser, dynamic, FM wireless), noise reducers, headphones. CRITERION speakers, styli—pickup.

Lang Electronics Inc., 14 E. 39 St., New York, N.Y. 10016. Tel. (212) 725-8110.  
Product: Open reel (professional) rec'rs/players, equalizers.

James B. Lansing Sound Inc. (JBL), 8500 Balboa Blvd., Northridge, Calif. 91329. Tel. (213) 893-8411. Pres. Sterling Sander; Sales Mgr. Bill Robinson; Adv. Mgr. Charles Bartleson; Tech Servs. Co-ord. Hector Martinez.  
Distribution: M/Ret.  
Product: JBL amplifiers, speakers.

Leak, see Ercona Corp.

Lear Jet, see Avsco Inc.

Lenco, see Uher of America.

Lenk, see American Audioport.

Leslie, see Electro Music/CBS.

Mark Levinson Audio Systems, 55 Circular Ave., Hamden, Conn. 06514. Tel. (203) 281-6333.  
Product: Pre-amplifiers.

Lexicon Inc., 80 Turner St., Waltham, Mass. 02154. Tel. (617) 891-6790. Pres. R.P. Noonan; Mktg. Mgr. Ron Noonan.  
Distribution: M/End. M/C. ID, M/Rep.  
Product: VARISPEECH cassette speech compressor/expander. DELTA-T digital delay systems.

Lights Fantastic, 5000 Hempstead Trpk., Farmingdale, N.Y. 11735. Tel. (516) 752-1288. Pres. Thomas J. Misak; Sales & Adv. Mgr. Brian Puckey.  
Distribution: M/OEM, M/C. ID, M/Rep.

Product: TITIAN amplifiers, pre-amplifiers, ME PRODN'S tuners, receivers, speakers, turntables.

Linear Acoustics, see Custom Audio.

Lion Electronics Corp., 315 Berry St., Brooklyn, N.Y. 11211. Tel. (212) 387-8070.  
Product: 8-tr. (home) rec'rs/players, console & compact phono or phono combs. w/tape units, amplifiers.

Living Sound, 910 E. 61 St., Los Angeles, Calif. 90001. Tel. (213) 234-9155.  
Product: Speakers.

Lloyd's Electronics Inc., 180 Rantan Center Pkwy., Edison, N.J. 08817. Tel. (201) 225-2030. Telex: 844-562. Bd. Chm. Abraham Zagre; Pres. Paul Chudnow; Exec. VP Sales, Donald Schneider; Sales Mgr. David Spratley; Adv. Mgr. Norman G. Robinson.  
Branch: Compton, Calif., 18601 S. Susana Rd. Zip: 90221. Tel. (213) 537-3720. Telex.

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

06-74632LA. Exec. VP & Finance Officer. William Friedland; VP Export. Leo Harin.  
Distribution: M/Ret. M/OEM. ID, M/Rep.  
Product: LLOYD'S 8-tr. & cassette (home) rec'rs/players, compact & portable phono or phono combs. w/ or w/o tape units; MONTEVERDI console phono or phono combs. w/ tape units.  
Loudmouth, see Phoenix.

Lux Audio Of America Ltd., 200 Aerial Way, Syosset, N.Y. 11791. Tel. (516) 822-7070. Pres.

Gerald Kaplan; Nat'l Sales Mgr. Colin B. Evans.  
Distribution: M/Rep.  
Product: LUXMAN amplifiers, pre-amplifiers, tuners; LUX turntables, equalizers (graphic), electronic crossovers, peak indicators.

Luxman, see Lux Audio.

Lynn Stewart Co., 439 E. Illinois St., Chicago, Ill. 60611. Tel. (312) 664-1515.  
Product: Tape playback equip.  
M.B.R. see Mesa Electronics.

MCA Disco-Vision, 100 University Plaza, Universal City, Calif. 91608. Tel. (213) 985-4321.  
Product: Videodisk players.

MCI Inc., 4007 NE Sixth Ave., Fort Lauderdale, Fla. 33334. Tel. (305) 566-2853. Pres. G.C. Harrod; Mktg. Mgr. Lutz H. Meyer.  
Distribution: ID.  
Product: Open reel (professional) rec'rs/players.

(Continued on page TS-8)

## Gauss Set The Standards Now Gauss Sets The Pace

# 64:1



There's only one way to be the industry leader... the Gauss way. We set the standards for quality sound duplication—over and over again. Now our newly introduced 64:1 capability lets you double your production rate of audio cassettes. Your 3¾ master is reproduced on slaves running at 240 IPS. We've tightened control on the heads, shortening the gap to allow proper reproduction of your master. And, exclusive standard features like

our unique focussed gap and 10 MHz bias system allow us to maintain the superb quality that you've come to expect with Gauss. To update existing units in the field we offer conversion kits that interface simply with our 10 MHz bias system. We know that our business is your business. So we work hard refining our technology and furthering the state-of-the-art. That's what we mean when we say 'The Gauss Way': unmatched quality in tape duplication that is cost-effective for you. That's 64:1

**Cetec Audio** For the Educated Ear

A Division of Cetec Corporation  
**Main Office**  
 13035 Saticoy Street, North Hollywood, California 91605 Phone (213) 875-1900 TWX 910 4992669  
**European Office**  
 Cetec U.K. Sapphire House, 16 Uxbridge Road, Ealing London W5 2BP England Phone 01-579-9145 Telex (851) 935847

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

M E Prod'ns. see Lights Fantastic.  
 M & K. see Miller & Kreisel  
 M X R Innovations Inc., 277 N. Goodman St., Rochester, N.Y. 14607 Tel (716) 442-5320. Pres. Keith Barr. Sales & Adv. Mgr. Ronald Wilkinson.  
**Distribution:** M/Rep.  
**Product:** Equalizers (graphic), noise reducers.  
 Magiran Co., 311 E. Park St., Monaca, N.J. 07074. Tel. (201) 841-3850. Exec. VP. James J. Grog.  
**Product:** POLYPLANAR speakers.  
 Magnalyn Corp., 20545 S. Balshaw Ave., Carson, Calif. 90746. Tel. (213) 639-2200.  
**Product:** Tape playback equip.  
 Magna-Image, see Image Magnification.  
 Magna-Vision, see Video-1  
 Magnavox, 1700 Magnavox Way, Fort Wayne, Ind. 46804. Tel. (219) 432-8311.  
**Product:** Compact phono or phono combs.  
 Magnepan Inc., 1124 First St., White Bear Lake, Minn. 55110. Tel. (612) 426-1645. Pres. James Wiley. Sales Mgr. Mike Sanders.  
**Distribution:** M/Rep.  
**Product:** MAGNEPLANAR speakers.  
 Magnephan, see Magnepan.  
 Magnum Optut, see Peacetime.  
 Marentz, see Superscope Inc.

Martin, see Eastman Sound.  
 Mastering Lab, see Audiotechniques.  
 McIntosh Lab Inc., 2 Chamber St., Binghamton, N.Y. 13903. Tel. (807) 723-3512. Pres. Frank McIntosh. Mktg. Mgr. Gordon Dow.  
**Product:** Amplifiers, receivers, speakers, equalizers.  
 McKay Dymek Co., PO Box 2100, 675 N. Park Ave., Pomona, Calif. 91766. WATS Tel. (800) 854-7769. Calif. WATS. (800) 472-1783. Chm. George McKay Jr. Pres. Frank Johnson. Sales Mgr. Bill Bradford. Adv. Mgr. Elvira McKay.  
**Distribution:** M/End.  
**Product:** Tuners.  
 Mecca, see Soundlite Systems & Telematic.  
 Medallion Div., Midland Int'l Corp., 1900 Johnson Dr. & State Line Rd., Shawnee Mission, Kan. 66205. Tel. (816) 842-0511. VP. Robert J. Therford. Nat'l Sales Mgr. Jim Smith.  
**Product:** 8-tr. & cassette (auto) rec/rs/players.  
 Melco Sales Inc., 3030 E. Victoria St., Compton, Calif. 90221. Tel. (213) 537-7132. Pres. Yoshito Yamaguchi. Sales Mgr. Steve Saake. Adv. Mgr. Barbara Rebert. Nat'l Audio Div. Fred Hartfelder.  
**Branch:** Lincolnwood, Ill., 7045 N. Ridge-way Ave. Zip 60645. Tel. (312) 973-2000

Reg'l Mgr., Yasuo Yamamoto.  
**Distribution:** M/Rep.  
**Product:** MITSUBISHI amplifiers, pre-amplifiers, tuners, speakers, turntables.  
 Melody Rec'g Corp., 2290 Fowler St., Fort Myers, Fla. 33901. Tel. (813) 332-3804.  
**Product:** FLONTA DINE-VISION large screen television/video projectors.  
 Meriton Electronics Inc. (sub. of Sony Corp. of America), 35 Deford Dr., Moonachie, N.J. 07074. Tel. (201) 440-5220. Pres. Shigeru Inagaki. Exec. VP. Irving Sagor. VP Sales. William Hoard.  
**Product:** MERITON cassette (home, portable) rec/rs/players, compact & portable phono or phono combs, w/ tape units, speakers, microphones (condenser, dynamic), AWA cassette (home, portable) rec/rs/players, compact & portable phono or phono combs, w/ tape units.  
 Mesa Electronics Ltd., 2940 Malmo Dr., Arlington Heights, Ill. 60005. Tel. (312) 437-6500. Pres. Mark L. Goldberg. Sales Mgr. M. Indiana.  
**Distribution:** M/Rep.  
**Product:** MESA compact phono or phono combs, w/o tape units, MBR speakers.  
 Meteor, see Hammond Intd.  
 Metro Sound, 10615 Vanowen St., North Holly-

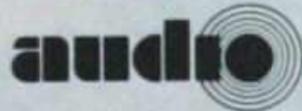
wood, Calif. 91605. Tel. (213) 877-2651. Pres. Ralph Stotnick. Sales Mgr. Cal Hayward. VP & Gen. Mgr. Syd Jurin.  
**Distribution:** M/Rep. M/OEM. ID. M/Rep.  
**Product:** 8-tr. & cassette (auto) rec/rs/players.  
 Miami Projection Television, 304 NE 79 St., Miami, Fla. 33138. Tel. (305) 759-3124.  
**Product:** Large screen television/video projectors.  
 Micro-Acoustics Corp., 8 Westchester Place, Elmford, N.Y. 10523. Tel. (914) 592-7627.  
**Product:** MICRO-ACOUSTICS Phono cartridges, stylus-pickup, MICROSTATIC speakers.  
 Micro-Sekki, see Teac.  
 Microstatic, see Micro-Acoustics.  
 Microtower, see Epicon.  
 Mid-America Mktg. Inc., 823 Spruce St., St. Louis, Mo. 63102. Tel. (314) 621-4727.  
**Product:** SOUND FURNITURE speakers.  
 Mids Electronics, 205 Chubb Ave., Lyndhurst, N.J. 07071. Tel. (201) 575-9302. Sales & Mktg. Dir. F. Davis.  
**Product:** Receivers, speakers, turntables, headphones.  
 Mikado, see Sarnn.  
 Miller & Kreisel Sound Inc., 8719 Wishore Blvd., Beverly Hills, Calif. 90211. Tel. (213) 659-1707. Pres. Kenneth W. Kreisel. Sec'y-Treas. D. James Miller. Sales Mgr. Stephen Smith. Adv. Mgr. T. Edward Goshald.  
**Distribution:** M/Rep. ID. M/Rep.  
**Product:** M&K speakers (auto woofers).  
 Minneapolis Speaker Co., 3806 Grand Ave. S., Minneapolis, Minn. 55409. Tel. (612) 825-1010. Pres. C.B. Digne. Sales Mgr. Don Ringham.

**Distribution:** M/OEM. M/C. ID. M/Rep.  
**Product:** MISCO-REDLINE speakers.  
 Miscot, see Benjamin Electronic.  
 Miscu-Radline, see Minneapolis Speaker Company.  
 Mizubashi, see Mats.  
 Keith Marks, see Audiotechniques.  
 Monteverdi, see Lloyd's.  
 Morse Electro Prods. Corp., 101-10 Foster Ave., Brooklyn, N.Y. 11226. Tel. (212) 272-4343.  
**Product:** ELECTROPHONIC 8-tr. (home) rec/rs/players, console & compact phono or phono combs, w/ tape units, receivers, speakers.  
**Product:** MORSE console & compact phono or phono combs, w/ tape units, receivers, speakers.  
 Muntz-Eiman Mfg. Inc., 7723 Denmore Ave., Van Nuys, Calif. 91406. Tel. (213) 988-6111.  
**Product:** MUNTZ large screen television-video projectors.  
 Mura Corp., 177 Carriage Rock Rd., Westbury, N.Y. 11568. Tel. (516) 935-3640.  
**Product:** Microphones, headphones.  
 Nagra Magnetic Rec'rs Inc., 19 W. 44 St., New York, N.Y. 10036. Tel. (212) 661-8066.  
**Product:** Open reel (professional) rec/rs/players.  
 Nakamichi Research (USA) Inc., 220 Westbury Ave., Carle Place, N.Y. 11514. Tel. (516) 333-5440. Pres. E. Nakamichi. Mktg. Dir. Ted Nakamichi. Dealer Relations Dir. Ken Ohta. Technical Dir. Haron K. Appelman.  
**Branch:** Santa Monica, Calif., 1101 California Ave. Zip 90401. Tel. (213) 451-5901. Exec. VP. T. Akiyama.  
**Distribution:** M/Rep.  
**Product:** Cassette (home, auto, portable) rec/rs/players, amplifiers, pre-amplifiers, tuners, speakers, phono cartridges, microphones (condenser, dynamic), headphones.  
 Namiki Precision Jewel Co. Ltd., 1 World Trade Center, Suite 8905, New York, N.Y. 10048. Tel. (212) 466-0718. Gen. Mgr. S. Namiki. Mktg. Mgr. D. Lake.  
**Distribution:** M/OEM. M/C.  
**Product:** SHIBATA, NAMIKI stylus-pickup.  
 National Electronics, 10501 NW Seventh Ave., Miami, Fla. 33138. Tel. (305) 751-8571.  
**Product:** RIVIERA tape playback equip.  
 Neosonic Corp. Of America, 180 Miller Pl., Hicksville, N.Y. 11801. Tel. (516) 931-5558. Pres. Joseph N. Benjamin.  
**Distribution:** M/Rep. M/OEM. M/C. M/Rep.  
**Product:** Cassette (home) rec/rs/players, speakers.  
 Neumann, see Gotham Audio.  
 Newcomb Audio Prods. Co., 12881 Bradley Ave., Sylmar, Calif. 91342. Tel. (213) 387-1821.  
**Product:** Tape playback equip.  
 Nexus, see FM.  
 Nikko Electric Corp. of America, 16270 Raymer St., Van Nuys, Calif. 91406. Tel. (213) 988-0105. Pres. K. Sato. Sales Mgr. Jim Maynard.  
**Branch:** Farmingdale, N.Y., 218 Sherwood Ave. Zip 11735. Tel. (516) 293-2906. East-ern Sales Mgr. John Shvader.  
**Distribution:** M/Rep.  
**Product:** Amplifiers, pre-amplifiers, receivers.  
 Nordmende, see Sterling Hi-Fidelity.  
 Numark Electronics Corp., 503 Rantan Center, Edison, N.J. 08817. Tel. (201) 225-3222.  
**Product:** Headphones.  
 Ohm Acoustics Corp., 241 Taaffe Pl., Brooklyn, N.Y. 11205. Tel. (212) 783-1111. Pres. Martin Garten. Mktg. Dir. Joyce Leopold.  
**Product:** Speakers.  
 Olson Electronics Inc., 260 S. Forge St., Akron, Ohio 44327. Tel. (216) 535-1800. Pres. W. R. Wolf. VP Mktg. J. D. Hardke. Sales Mgr. H. M. Pelusi.  
**Distribution:** M/End. Br.  
**Product:** OLSON 8-tr. (home, auto) & cassette (auto) rec/rs/players, closed circuit cameras, amplifiers, tuners, receivers, speakers, phono cartridges, microphones, headphones, TELE-DYNE microphones.  
 Olympic Int'l Ltd., 26 General Pl., Jericho, N.Y. 11727. Tel. (516) 334-4811.  
**Product:** Tape playback equip., console & compact phono or phono combs.  
 Onkyo USA Corp., 42-07 20 Ave., Long Island City, N.Y. 11105. Tel. (212) 728-4639. Pres. K. Ueta. Nat'l Sales Mgr. Jerry Roth.  
**Branch:** Wood Dale, Ill., 935 Sweet Dr. Zip 60191. Tel. (312) 595-2970.  
**Product:** Amplifiers, tuners, receivers, speakers.  
 Opamp Labs Inc., 1033 N. Sycamore Ave., Los Angeles, Calif. 90038. Tel. (213) 934-3566. Pres. B. J. Losmandy.  
**Distribution:** M/OEM. M/End. M/C.  
**Product:** Amplifiers, pre-amplifiers, equalizers.  
 Optonica, Sharp Electronics Corp., 10 Kaystone Pl., Paramus, N.J. 07652. Tel. (201) 265-5600. Pres. K. Sato. Nat'l Sales & Mktg. Mgr. John Birmingham. Adv. Mgr. Chuck Grill.  
**Distribution:** M/Rep. M/Rep.  
**Product:** Cassette (home) rec/rs/players, portable phono or phono combs, w/o tape units, amplifiers, tuners, receivers, speakers, turntables.  
 Optro/TEM, see International Electro-Magnetics.  
 Orbit Light, see Sarnn.  
 Otari Corp., 981 Industrial Rd., San Carlos, Calif. 94070. Tel. (415) 593-1649. Pres. Jack Soma. Mktg. Mgr. Brian Trankle. Adv. Mgr. David McClurg.  
**Distribution:** M/OEM. M/Rep.  
**Product:** Open reel (home, professional) rec/rs/players.  
 Oxford Speaker Co., 4237 W. 42 Pl., Chicago, Ill. 60632. Tel. (312) 585-4491. Pres. Harry Moskow. VP Sales. Hugo Sundberg.  
**Distribution:** M/Rep.  
**Product:** Speakers.  
 P.E. see Impro.  
 P.M. Systems Corp., 3303 Harbor Blvd., Suite F-3, Costa Mesa, Calif. 92626. Tel. (714) 549-7900. Pres. Peter Mamakos.  
**Distribution:** M/Rep. M/OEM. M/End. M/C. ID.  
**Product:** CINEMA IV video projection systems.  
 P.M.L. see Ercona Corp.  
 Panasonic Co. (div. of Matsushita Electric Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094. Tel. (201) 348-7000. Pres. T. Mizutani. Adv. Mgr. Bob Greenberg. PR Co-ord. Ronald Tomczyk (Exec. office). Local branch, 50 Meadowlands Pkwy. Zip 07094. Tel. 348-7000.  
**Branches:** Beverly Hills, Calif., Newcraff Inc. 8383 Wilshire Blvd. Zip 90211. Tel. (213) 655-5160—Duluth, Ga., 1 Mecca Way. Zip 30136. Tel. (404) 448-1100—Honolulu, Hawaii, Matsushita Electric of Hawaii Inc., 320 Waiakamilo Rd. Zip 96817. Tel. (808) 847-5361—Des Plaines, Ill., 363 N. Third Ave. Zip 60016. Tel. (312) 299-7171—Baltimore, Md., 77 Azar Court. Zip 21227. Tel. (301) 247-4300—Manfield, Mass., CCS& Ind'l Park, 31 Suffolk Rd. Zip 02048. Tel. (617) 339-9115—Dallas, Tex., 4415 Simonton Rd. Zip 75240. Tel. (214) 233-5721.  
**Distribution:** M/Rep.  
**Product:** PANASONIC 8-tr. (auto, portable) cassette (home, auto, portable) & open reel (home, professional) rec/rs/players, compact phono or phono combs, w/ or w/o tape units, video tape rec/rs/players (1/2", 1/4", 1/8" video-cassette & video cartridge, closed circuit cameras, headphones, TECHNICS BY PANASONIC 8-tr. (auto, portable) cassette (home, auto, portable), open reel (home, professional) & Etacet rec/rs/players, amplifiers, tuners, receivers, speakers, turntables, microphones.

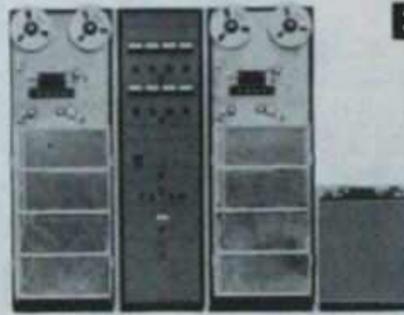
## FOR PRODUCTION EQUIPMENT OF ANY KIND

call **audio**  
 We'll talk to you *anywhere!*

The complete supplier  
 of tape  
 and record  
 production  
 equipment and  
 materials, worldwide



Most popular  
 duplicating system  
 (now with 16:1, 32:1 and 64:1)



**ELECTRO  
 SOUND**

distributed by **audio**

Print on cassettes;  
 good-bye, paper labels

**THE APEX  
 PRINTER**



distributed by **audio**

The most productive  
 cassette loader  
 (now available with ACFM\*)



**SUPERSCOPE  
 AUTOMATIC**

distributed by **audio**

\*Automatic Cassette Feed Mechanism

# AUDIOMATIC CORPORATION

1290 AVENUE OF THE AMERICAS  
 NEW YORK, N.Y. 10019 PHONE (212) 682-4870  
 CABLE: AUDIOMATIC/TELEX 12-6419

OVERSEAS OFFICE: 4 RUE PICATIER  
 92400 COURBEVOIE FRANCE PHONE 333 30 60  
 CABLE: AUDIOMATIC/TELEX 820282

condensers, equalizers, decoders & demodulators, control centers.

**Panorama Radio**, 2 Park Ave., New York, N.Y. 10018. Tel: (212) 686-3332. Pres. Joel J. Ziemer. Nat'l Sales Mgr.: Norman R. Sommer. Product: PRECOR cassette rec's/players, compact phono or phono combs. w/ tape units.

**William Pany Co.**, 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984. Owner: William Pany. Distribution: M/Ret. Product: SABA cassette (home, portable) rec's/players, compact phono or phono combs. w/ or w/o tape units, amplifiers, pre-amplifiers, tuners, receivers, speakers, K&H amplifiers, pre-amplifiers, tuners, receivers, speakers.

**Paul High Fidelity Consultants Inc.**, PO Box 876, Paoli, Pa. 19301. Tel: (215) 644-7083. Pres. E. L. Coggins. Sales Mgr.: William Boyd. Distribution: M/Ret, M/Rep. Product: Amplifiers, pre-amplifiers.

**Paradox**, see Sonic Energy.

**Parallax**, see Wood Specialty.

**Pass Sound Prods. Inc.**, 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) 254-2282. Exec. VP: Paul Mastrangelo. Nat'l Sales Mgr.: Seymour Goldberg. Distribution: ID. Product: Amplifiers, speakers, microphones (dynamic).

**Patronic**, see Patson Electronics.

**Patson Electronics Inc.**, 1201 Broadway, New York, N.Y. 10001. Tel: (212) 683-5130. Pres. Jay Shanker. Sales Mgr.: Mike Shanker. Adv. Mgr.: Hra Shanker. Distribution: M/Ret, M/OEM, ID M/Rep. Product: PATRONIC 8-tr (auto) & cassette (home, portable) rec's/players, portable phono or phono combs. w/ tape units, amplifiers, pre-amplifiers, tuners, receivers, speakers, phono cartridges, styli—pickup, microphones (condenser, dynamic), headphones.

**Peacetime Communications Inc.**, 930 Newark Ave., Jersey City, N.J. 07306. Tel: (201) 659-7900. Product: MAGNUM OPUS speakers.

**Peerless Audio Mfg.**, 40 Jytak Dr., Leominster, Mass. 01453. Tel: (617) 537-6001. Exec. VP: James R. Hancock. Sales Mgr.: Walter E. Schwartz. Asst. Sales Mgr.: John E. Farr. Distribution: M/OEM, M/Rep. Product: PEERLESS Speakers; PEERLESS/MB microphones (condenser, dynamic), headphones.

**J. C. Penney**, see C. Itoh.

**Planstehi Chemical Corp.**, 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Gen. Mgr.: R. Bruce Wright. Sales Mgr.: C. A. Clinton. (Sold only through authorized dealers & distributors.) Distribution: M/Ret, M/OEM, ID. Product: Phono cartridges, styli—pickup.

**Phase Linear Corp.**, 20121 48 Ave., W. Lynnwood, Wash. 98036. Tel: (206) 774-3571. Pres.: Robert W. Carver. Sales Mgr.: Steven W. Hall. Distribution: M/Rep. Product: Amplifiers, pre-amplifiers, tuners, speakers, noise reducers.

**Philips HiFidelity Labs. Ltd.**, PO Box 2208, Fort Wayne, Ind. 46801. Tel: (219) 432-8516. Pres.: Gerald Orbach. Sales Mgr.: Phil Welch. Distribution: M/Rep. Product: Amplifiers, pre-amplifiers, tuners, speakers, turntables.

**Phoenix Mfg.**, 1001 Enterprise, Bay 19, Oklahoma City, Okla. 73128. Tel: (405) 943-9541. Pres.: Henry Towles. VP Sales & Adv. Mgr.: Chris Towles. Local branch: 6504 N. Olive, Zip: 73118. Tel: 843-1577. VP's: Andrew Towles, Bill Hayes. Product: LOUDMOUTH speakers; MAGNUM large screen television/video projectors.

**Phono-Sonic Radio Corp.**, 317 St. Pauls Ave., Jersey City, N.J. 07306. Tel: (201) 420-8500. Product: PHONO-SONIC & SCHNEIDER compacts w/ phono combs.

**Pickering & Co. Inc.**, 101 Sunnyside Blvd., Plainview, N.Y. 11803. Tel: (516) 681-0200. Pres.: W. O. Stanton. VP Mktg.: Daniel P. Collins. Product: Phono cartridges, styli—pickup, headphones.

**Pioneer**, see U. S. Pioneer.

**Pioneer Electronics Of America**, 1925 E. Dominguez St., Long Beach, Calif. 90810. Tel: (213) 639-5050. Product: PIONEER 8-tr & cassette (auto) rec's/players; CENTREX BY PIONEER cassette (portable) rec's/players, compact phono or phono combs. w/ tape units.

**Planta Cine-Vision**, see Melody Rec'g.

**Polk Audio Inc.**, 4900 Wetheredville Rd., Baltimore, Md. 21207. Tel: (301) 448-2000. Pres.: George Klopfer. VP Sales: Sandy Gross. Product: POLK speakers; FORMULA FOUR tonearms.

**Polydex Speaker Corp.**, 2 Park Ave., Suite 2002, New York, N.Y. 10016. Tel: (212) 684-4442. VP: S.F. Fenn. Chief Eng.: Abraham B. Cohen. Distribution: M/OEM, ID, M/Rep. Product: Speakers.

**Polyplanar**, see Magtran.

**Posthorn Rec'gs**, 185 Ave. C, New York, N.Y. 10009. Tel: (212) 677-4082. Pres.: Jerry Bruck. Sales Mgr.: Noel Harrington. Distribution: M/Ret, M/End, M/C. Product: IMF speakers; SCHOEPS microphones (condenser).

**Power Ug**, see Kustom Kreations.

**Precision Electronics Inc.**, 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Product: GROMMES-PRECISION pre-amplifiers, tuners; PRECISION amplifiers, GROMMES receivers, speakers.

**Precor**, see Panorama Radio.

**Professional Audio Video Servs.**, 3117 Billham Rd., Kansas City, Mo. 64109. Tel: (816) 931-5070. Pres. Thomas Benjamin. Sales Mgr.: Jim Cullison. Adv. Mgr.: Joe Spallo. Product: Large screen television/video projectors.

**Projecta-Vision Inc.**, 444 Brickell Ave., Miami, Fla. 33131. Tel: (305) 358-8831. WATS Tel: (800) 327-7378. Product: Large screen television/video projectors.

**Projection Systems Inc.**, 1005 Clifton Ave., Clifton, N.J. 07013. Tel: (201) 473-0180. Pres.: P.F. Gambuto. Product: Large screen television/video projectors.

**Prowood Sales Co.**, 8760 Amigo Ave., Northridge, Calif. 91324. Tel: (213) 886-3848. Pres. Martin Pike. Mktg. Mgr.: Bill Lee. Product: Speakers.

**Pulse Dynamics Mfg. Corp.**, PO Box 355, Depot St., Colchester, Ill. 62326. Tel: (309) 778-4111. Gen. Sales Mgr.: R.D. Zimmer. Distribution: M/Ret, M/OEM, M/End, M/C, ID, M/Rep. Product: GALAXY amplifiers, pre-amplifiers, speakers.

**Pyramid**, see Showco.

**Q.R.K. Electronic Prods. Inc.**, 1568 N. Sierra Vista, Fresno, Calif. 93703. Tel: (209) 251-4213. Gen. Mgr.: Carl Hammett. Distribution: M/Ret, M/OEM, M/End, M/C. Product: Pre-amplifiers, turntables, tonearms, phono cartridges, styli—pickup.

**Quad**, see Audiophile.

**Quasar Electronics Co.**, 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) 451-1200. Product: Video tape rec's/players (1/2").

**R.C.A. Commercial Communications Systems Div.**

**Front Cooper Sts.**, Camden, N.J. 08102. Tel: (609) 963-8000. Product: Open reel tape decks/rec's, video tape rec's/players, amplifiers, speakers, turntables, styli—pickup, microphones, equalizers.

**R.C.A. Consumer Electronics Div.**, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Product: Videocassette rec's/players.

**R.C.A. SelectaVision**, 7900 Rockville Rd., Indianapolis, Ind. 46224. Tel: (317) 635-9000. Product: Videodisk.

**R.S.**, see Walker Transducing.

**R.T.R. Inds. Inc.**, 8116 Deering Ave., Canoga Park, Calif. 91304. Tel: (213) 883-0116. Pres. Robert Rehner. Sales Mgr.: Joe Alinsky. Adv. Mgr.: Pat Inge. Sales Eng.: Martin O. Kari. Distribution: M/Ret, M/OEM, M/Rep. Product: Speakers.

**Radio Shack (div. of Tandy Corp.)**, 2617 W. Sev-

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

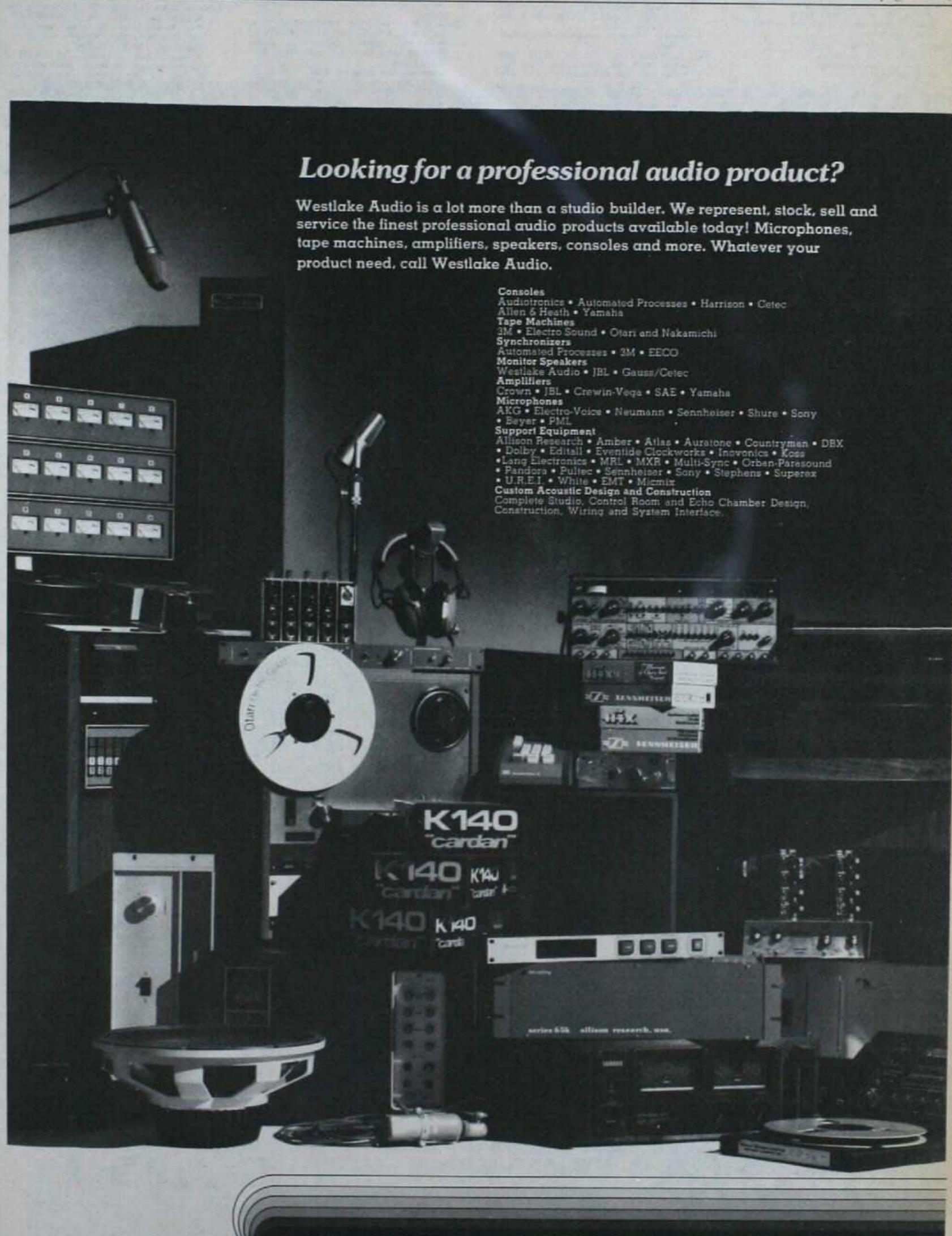
enth St., Fort Worth, Tex. 76107. Tel: (817) 390-3011. Pres.: Lewis Kornfeld. Sales Mgr.: Bernard Appel. Adv. Mgr.: Larry Blostein. Nat'l. Pub. & Promo. Hy Siegel. Distribution: M/End. Product: REALISTIC 8-tr & cassette (home, auto, portable) rec's/players, compact phono or phono combs. w/ or w/o tape units, amplifiers, tuners, receivers, speakers, turntables, phono cartridges, microphones (condenser, dynamic), equalizers, headphones.

**Ramson Trading Co. Inc.**, 1185 Broadway, New York, N.Y. 10001. Tel: (212) 679-9066. Pres.: K.D. Ramsey. Sales Mgr.: M.K. Ramsey. Adv. Mgr.: N. Khara. Distribution: M/Ret, ID, M/Rep. Product: SUBLIME 8-tr & cassette (home, auto, portable) rec's/players, compact phono or phono combs. w/ or w/o tape units, receivers, speakers, turntables.

**Randall Instruments Inc.**, 1132 Duryes, Irvine, Calif. 92714. Tel: (714) 556-1030. Pres. &

Adv. Mgr.: Donald D. Randall. VP Sales & Mktg.: Charles R. Widener. Distribution: M/Ret. Product: Amplifiers. Realistic, see Radio Shack. Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres. Robert L. Borchardt. Sales Mgr.: George Calvi. Reg'l Sales Mgr.: Walter Wattenberg.

(Continued on page TS-10)



## Looking for a professional audio product?

Westlake Audio is a lot more than a studio builder. We represent, stock, sell and service the finest professional audio products available today! Microphones, tape machines, amplifiers, speakers, consoles and more. Whatever your product need, call Westlake Audio.

- Consoles**  
Audioelectronics • Automated Processes • Harrison • Cetec  
Allen & Heath • Yamaha
- Tape Machines**  
3M • Electro Sound • Otari and Nakamichi
- Synchronizers**  
Automated Processes • 3M • EECO
- Monitor Speakers**  
Westlake Audio • JBL • Gauss/Cetec
- Amplifiers**  
Crown • JBL • Crewin-Vega • SAE • Yamaha
- Microphones**  
AKG • Electro-Voice • Neumann • Sennheiser • Shure • Sony  
• Beyer • PML
- Support Equipment**  
Allison Research • Amber • Atlas • Auratone • Countryman • DBX  
• Dolby • Edital • Eventide Clockworks • Inovonics • Koss  
• Lang Electronics • MRL • MXR • Multi-Sync • Orban-Parasound  
• Pandora • Pultec • Sennheiser • Sony • Stephens • Superax  
• U.R.E.I. • White • EMT • Micmix
- Custom Acoustic Design and Construction**  
Complete Studio, Control Room and Echo Chamber Design,  
Construction, Wiring and System Interface.

from acoustic design to down beat...  
**Westlake Audio**  
6311 Wilshire Boulevard  
Los Angeles, California 90048  
(213) 655-0303  
Telex 698645

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

**Distribution:** ID, M/Rep.  
**Product:** Stylus-pickup, microphones (condenser, dynamic), headphones.  
 Rectilinear Research Corp., 107 Bruckner Blvd., Bronx, N.Y. 10454. Tel. (212) 585-9400.  
 Pres. Stanley Grossman.  
**Distribution:** M/Rep.  
**Product:** Speakers.  
 Revex Corp., 155 Michael Dr., Syosset, N.Y. 11791. Tel. (516) 364-1900. Pres. Colin Hammond. Revex Sales Mgr. Michael Noakes. Adv. Mgr. Jeanne Smith.  
**Product:** Open reel rec'rs/players, amplifiers, pre-amplifiers, tuners.  
 Rhapsody, see B&B Import-Export.  
 Rim, see D T S-electro-acoustics.  
 Rivers, see National Electronics.  
 Roadstar, see Royal Sound.  
 Roberts, see Dyn Electronics.  
 Ross Electronics, 441 N. Kilbourn Ave., Chicago, Ill. 60624. Tel. (312) 533-7722.  
**Product:** 8-tr. (portable) rec'rs/players, compact phono or phono combs w/ & w/o tape units, portable phono or phono combs w/ tape units.  
 Rotel of America Inc., 1055 Saw Mill River Rd., Ardsley, N.Y. 10502. Tel. (914) 337-2676.

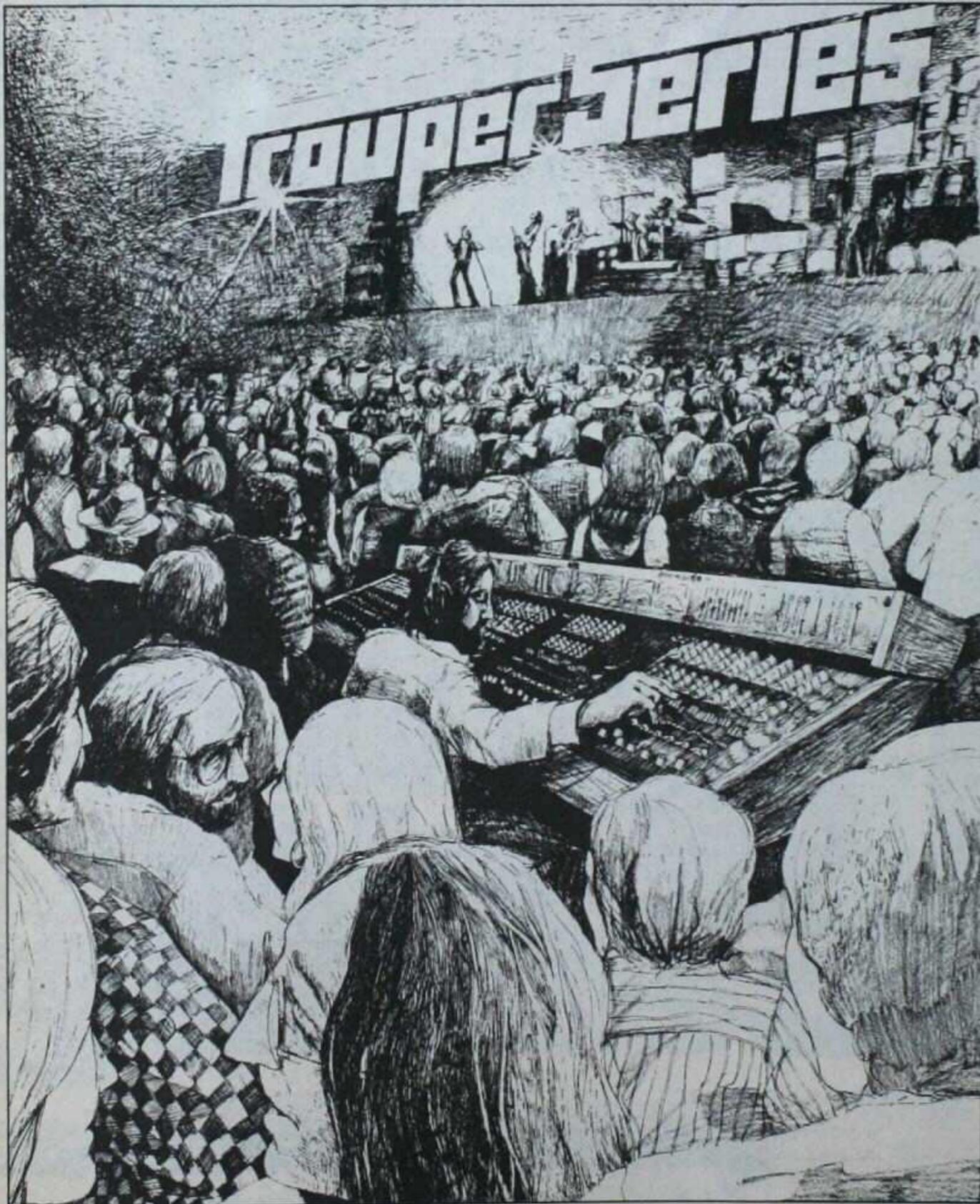
Pres. Alfred Choy, VP Melvin J. Kaplan, Sales Co-ord. Roz Hacker.  
**Product:** Cassette (home) rec'rs/players, amplifiers, tuners, receivers, turntables.  
 Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 868-2880. Pres. Mervin A. Dayan.  
**Distribution:** M/OEM, M/Rep.  
**Product:** ROADSTAR 8-tr. & cassette (auto) rec'rs/players.  
 Russo Electronics Mfg. Inc., 1070 Brookhaven Dr., Clovis, Calif. 93612. Tel. (209) 299-2167. Pres. Russell C. Friend. Sales & Adv. Mgr. Barbara Gaudin.  
**Product:** Amplifiers, pre-amplifiers, speakers, turntables.  
 Ryall Electronics Corp., 328 NW 170 St., North Miami Beach, Fla. 33169. Tel. (305) 652-3838. Pres. David Riemer, Mktg. & Sales Mgr. Harry A. Singer.  
**Product:** Headphones.  
 S A E, see Scientific Audio Electronics.  
 S A S Electronics Inc., 1 Penn Plaza, New York, N.Y. 10001. Tel. (212) 736-8633. Pres. Richard Slade. Sales Mgr. David Kammet.  
**Product:** Speakers.  
 S T A R Int'l. Inc., PO Box 22525, 141 Otto Circle, Sacramento, Calif. 95822. Tel. (916) 422-

8365. Pres. Mark C. Johnson. Sales Mgr. David Bassett. Adv. Dir. Truman V. Low.  
**Distribution:** M/Ret, M/Rep.  
**Product:** STR speakers.  
 S T R, see S T A R.  
 Sats, see William Pany Co.  
 Samn Electronics Corp., 871 Folsom St., San Francisco, Calif. 94107. Tel. (415) 856-4151. Pres. & Adv. Mgr. Edwin Samn. Sales Mgr. Leo Ikeda.  
**Product:** MIKADO 8-tr. & cassette (auto) rec'rs/players. ORBIT LIGHT projection television.  
 Sanky Seiki (America) Inc., 149 Fifth Ave., New York, N.Y. 10010. Tel. (212) 260-0200. Pres. Mr. Yamada. Sales Mgr. Jack McMurry. Mktg. Servs. & Research Mgr. Roy Goldschmidt.  
 Branches: Los Angeles, Calif., 13000 S. Athens Way. Zip 90061. Tel. (213) 321-0320—Lyndhurst, N.J., 1275 Valley Brook Ave. Zip 07071. Tel. (201) 935-9414.  
**Distribution:** M/Ret, M/OEM, M/End, ID, M/Rep.  
**Product:** Cassette (home, auto, portable) rec'rs/players.  
 Sansui Electronics Corp., 55-11 Queens Blvd., Woodside, N.Y. 11377. Tel. (212) 867-3330.

Exec. VP N. Kouchi, VP Mktg. & Sales Ken Hoshino.  
**Product:** Cassette (home, professional) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators, headphones.  
 Sanyo Electric Inc., 1200 W. Artesia Blvd., Compton, Calif. 90220. Tel. (213) 537-8830. Pres. Y. Takemoto. Sales Mgr. William Kirach. Mktg. Servs. Mgr. D. Wainisley.  
**Distribution:** M/Rep.  
**Product:** Cassette (portable) rec'rs/players, compact phono or phono combs, w/tape units, video tape rec'rs/players (1/2" video cassette—V-Cord), closed circuit cameras, video monitors, pre-amplifiers, tuners, receivers, speakers, turntables.  
 Schneider, see Phono-Sonic.  
 Schoeler-Akustik, see D T S-electro-acoustics.  
 Schoeps, see Posthorn.  
 Scientific Audio Electronics, 701 E. Macy St., Los Angeles, Calif. 90012. Tel. (213) 489-7600. Pres. Morris Kessler. Sales Mgr. Cindy Riordan. Nat'l Mktg. Mgr. Michael L. Joseph.  
**Distribution:** M/Ret, M/Rep.  
**Product:** SAE amplifiers, pre-amplifiers, tuners, speakers, equalizers, noise reducers.  
 H. H. Scott Inc., 20 Commerce Way, Woburn, Mass. 01801. Tel. (617) 933-8800.  
**Product:** Amplifiers, tuners, receivers, speakers, turntables.  
 Scully Rec'g Instruments, Audio/Electronics Div. of Dictaphone Corp., 475 Ellis St., Mountain View, Calif. 94043. Tel. (415) 989-8389. Pres. William R. Krehbiel. Domestic Sales Mgr. Homer Hull. Int'l Sales Mgr. Leon

Worham. Mktg. Servs. & Adv. Mgr. Ed Baker.  
**Distribution:** ID.  
**Product:** Open reel (professional) rec'rs/players.  
 Sega-Vison, 7723 Denmore Ave., Van Nuys, Calif. 91406. Tel. (213) 988-6111.  
**Product:** Large screen television / video projectors.  
 Sennheiser Electronic Corp., 10 W. 37 St., New York, N.Y. 10018. Tel. (212) 239-0180.  
**Product:** Microphones, headphones.  
 Sequerra Co. Inc., 143-11 Archer Ave., Jamaica, N.Y. 11435. Tel. (212) 287-5000.  
**Product:** Amplifiers, pre-amplifiers, tuners, receivers.  
 Sherwood Electronic Labs Inc., 4300 N. California, Chicago, Ill. 60618. Tel. (312) 478-7300.  
**Product:** Amplifiers, tuners, receivers, speakers.  
 Shizuta, see Namiki Precision Jewel.  
 Sho-Glass, see White Electronics.  
 Showco Mfg. Corp., 1225 Round Table Dr., Dallas, Tex. 75247. Tel. (214) 630-7121. Pres. Joe Calmes. VP Mktg. Terry Green. Adv. Mgr. Midge Haggard.  
**Distribution:** M/OEM, M/Rep.  
**Product:** SHOWCO amplifiers, pre-amplifier equalizers, electronic crossovers, PYRAM speakers.  
 Shure Bros. Inc., 222 Hartrey Ave., Evanston, Ill. 60204. Tel. (312) 866-2200. Pres. S. J. Shure. Sales Mgr. R.W. Porto. Adv. Mgr. N. A. Hesiak Jr. Adv. Co-ord. James Patton.  
**Distribution:** M/Ret, M/OEM, M/Rep.  
**Product:** Amplifiers, pre-amplifiers, speaker tonearms, phono cartridges, stylus-pickup, crossovers (dynamic, ribbon), equalizers.  
 Solar Audio Prods., 3228 E. 50 St., Los Angeles, Calif. 90058. Tel. (213) 264-0926.  
**Product:** ULTRALINEAR speakers.  
 Solar Sound Systems, 339 Fifth Ave., New York, N.Y. 10016. Tel. (212) 689-5730. Sales Mgr. Norman Greenfield.  
**Product:** 8-tr. & cassette rec'rs/players, compact phono or phono combs, w/tape unit, headphones.  
 Sonab Electronics, 1185 Chess Dr., Foster City, Calif. 94404. Tel. (415) 573-1800. Pres. Norm Olson. Sales Mgr. Cal Garnica.  
**Distribution:** M/Rep.  
**Product:** Cassette (home, portable) rec'rs/players, receivers, speakers, turntables.  
 Sonex, see Sumiko.  
 Sonic Energy Systems, 6914 Harwin Dr., Houston, Tex. 77036. Tel. (713) 781-0280/1430.  
**Product:** PARADOX speakers.  
 Sonic Int'l Corp., 19241 NE San Rafael, Portland, Ore. 97230. Tel. (503) 665-0187.  
**Product:** Headphones.  
 Sonic Research Inc., 27 Sugar Hollow Rd., Danbury, Conn. 06810. Tel. (203) 792-8822. Pres. Peter E. Prichard. Sales & Adv. Mgr. Roland von Sacklen.  
**Distribution:** M/Ret, M/Rep.  
**Product:** SONUS phono cartridges, stylus-pickup.  
 Sonic Systems Inc., 578 Post Rd., Darien, Conn. 06820. Tel. (203) 655-4371/7247. Pres. Carl Eric. VP & Sales Mgr. Jim Gandy. Adv. Mgr. Doug Donahoe.  
**Distribution:** M/Ret, M/C, ID, M/Rep.  
**Product:** SOUNDSPHERE speakers.  
 Sonus, see Sonic Research.  
 Sony, see Sony Corp. of America & Superscope Inc.  
 Sony Corp. of America, 9 W. 57 St., New York, N.Y. 10019. Tel. (212) 371-5800. Pres. Harvey L. Schein. Adv. Mgr. Dan Gallagher. Pres. Ira Morris. Local branch: 47-47 Van Dam St., Long Island City 11101. Tel. 361-8800. Eastern Gen. Mgr. Joseph Sadowy. Mid-Atlantic Gen. Mgr. Ted Kawai.  
**Sales & Distribution Branches:** Brisbane, Calif., 230 West Hill Pl., Crocker Ind'l Park. Zip 94005. Tel. (415) 467-4900. Gen. Mgr. Roland Martin—Compton, Calif., 700 W. Artesia Blvd. Zip 90220. Tel. (213) 537-4300—Opa Locka, Fla., 4230 NW 128 St. Zip 33054. Tel. (305) 685-8488. Gen. Mgr. Allan Shevin—Atlanta, Ga., 20 Perimeter Park, Suite 109. Zip 30341. Tel. (404) 451-7501. Gen. Mgr.: Leo Wyett—Honolulu, Hawaii, 1020 Auahi St. Zip 96814. Tel. (808) 531-5981. Gen. Mgr.: S. Nishimura—Niles, Ill., 8801 W. Jervis St. Zip 60648. Tel. (312) 792-3600. Gen. Mgr.: Richard Meyers—Farmdale, Mich., 10610 Galassi. Zip 48220. Tel. (313) 548-9325. Gen. Mgr. John Amos—Moonachie, N.J., 1 Sony Ct. Zip 07074. Tel. (201) 641-1400. Asst. VP Martin Berman. Dist'n Mgr. Theodore Green—Cleveland, Ohio, 4650 W. 160 St. Zip 44135. Tel. (216) 433-7722—Dallas, Tex., 9004 Ambassador Row. Zip 75241. Tel. (214) 631-3431.  
**Distribution:** M/Ret, M/End, ID, B.  
**Product:** SONY 8-tr. cassette & open reel (home) rec'rs/players, compact phono or phono combs, w/ or w/o tape units, closed circuit cameras, amplifiers, tuners, receivers, speakers, turntables, microphones (condenser, dynamic, ribbon), decoders, headphones, BETAMAX & U-MATIC (1/2" & 3/4") video rec'rs/players.  
 Sound Bound Speakers Inc., 805 Ninth St., Glenberg, Neb. 69138. Tel. (308) 537-2996. Pres. Brent Block. Mktg. Mgr. Gil Karwoski.  
**Product:** Speakers.  
 Soundcraftsmen, 1721 Newport Circle, Santa Ana, Calif. 92705. Tel. (714) 556-6191. Pres. Charles P. Cassatt. Sales Mgr. Tom Thomas. Adv. Mgr. L. Bennett.  
**Distribution:** M/Rep.  
**Product:** Pre-amplifiers, equalizers.  
 Soundesign Corp., 34 Exchange Pl., Jersey City, N.J. 07302. Tel. (201) 434-1050. Chm. Saul E. Ashkenazi. Pres. Ely E. Ashkenazi.  
**Product:** 8-tr. & cassette rec'rs/players, console & compact phono or phono combs w/ tape units, speakers.  
 Sound Furniture, see Mid-America Mktg.  
 Sound & Light Co. Inc., 1135 Tower Rd., Schaumburg, Ill. 60195. Tel. (312) 885-2341. Pres. J. Boyd Hildebrand. Sales Mgr. Kevin T. McKenna. Adv. Mgr. William R. Griffin.  
**Distribution:** M/Rep.  
**Product:** Amplifiers, pre-amplifiers, equalizers, headphones, amplifier switching networks.  
 Soundline Systems Inc., 6940 Valjean St., Van Nuys, Calif. 91408. Tel. (213) 997-9633.  
**Product:** SOUNDLITE 8-tr. & cassette (portable) rec'rs/players, headphones, MECCA 8-tr. & cassette (auto) players.  
 Soundphers, see Sonic Systems.  
 Southwest Technical Prods. Corp., 219 W. Rhoads, San Antonio, Tex. 78216. Tel. (512) 344-0241.  
**Product:** Amplifiers, pre-amplifiers, equalizers, decoders & demodulators.  
 Spectro Acoustics Inc., 1309 E. Spokane St., Pasco, Wash. 99301. Tel. (509) 545-1829. Pres. Gilbert Maddox. Mktg. & Sales Dir. Marvin Finney.  
**Distribution:** M/Rep.  
**Product:** Amplifiers, equalizers.  
 Standard of Performance, see Gryfy Audio.  
 Stanton Magnetics Inc., 175 Terminal Dr., Plainview, N.Y. 11803. Tel. (516) 881-0200. Pres. W.O. Stanton. Sales Mgr.: Pete Bidwell. Adv. Mgr.: J.N. Trivers. Media Co-ord.: Jean Kapen.  
**Product:** Pre-amplifiers, turntables, phono cartridges, stylus-pickup, headphones.  
 Stax, see American Audioport.  
 Stephens Electronics Inc., 3513 Pacific Ave., Burbank, Calif. 91505. Tel. (213) 842-5116. Pres. John F. Stephens. Sales & Prod'n Mgr. Mike Glazer. Adv. Mgr. Cra West.

## There's a Trouper in every crowd!



**Where there's good music, there's a crowd.  
 And a Trouper Series Mixer.**  
**AUDIO ENGINEERING SOCIETY 57TH CONVENTION BOOTH 124**



DESIGNERS & MANUFACTURERS OF PROFESSIONAL AUDIO SYSTEMS & EQUIPMENT  
 742 HAMPSHIRE ROAD, WESTLAKE VILLAGE, CALIFORNIA 91361 / (805) 497-0766

For a poster of this ad, send \$1 for postage and handling to:

**Distribution:** M/End.  
**Product:** Open reel (1/2" professional) rec rs / players.

**Starting Hi-Fidelity Inc.,** 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; VP: Robert Silver.  
**Product:** NORDMENDE 8-tr. & cassette (portable) rec rs / players, receivers, speakers.  
**Straightaway,** see David Clark.

**Willi Studer America Inc.,** 1819 Broadway, Nashville, Tenn. 37203. Tel: (615) 329-9576.  
**Product:** Open reel tape decks / recorders.  
**Sublime,** see Harmon Trading.

**Sultan Prods. (sub. of Parenthian Inds. Inc.),** 9301 Wilshire Blvd., Suite 412, Beverly Hills, Calif. 90212. Tel: (213) 274-6779. Pres.: James Foster; Mktg. Dir.: Gerald Porter.  
**Distribution:** M/Ret, M/Rep.  
**Product:** Amplifiers, pre-amplifiers, speakers, turntables, equalizers.

**Sumiko Inc.,** PO Box 5046, Berkeley, Calif. 94705. Tel: (415) 843-4500. Pres.: Blair M. Boyd; Sales Mgr.: Bob Graves; Adv. Mgr.: Roxanne Schwartz; Technical Servs. Dir.: David W. Fletcher.  
**Distribution:** M/Ret, M/OEM, M/Rep.  
**Product:** SONEX speakers; GRACE tonearms, phono cartridges, styli—pickup; SUFEX phono cartridges, styli—pickup.

**Sunn Musical Equip. Co.,** Amburn Ind'l Park, Tualatin, Ore. 97062. Tel: (503) 638-8551. Pres.: Larry J. Lynn; Adv. Mgr.: Gregg Hildebrandt.  
**Branch:** Williamstown, Ky., 107 Industrial Rd. Zip: 41907. Tel: (606) 824-5091. Plant Mgr.: Mike Dockendorf; Mfg. Mgr.: Mel Philpot.  
**Distribution:** M/Rep.  
**Product:** SUNN amplifiers, speakers; SUNN MAGNA amplifiers, pre-amplifiers, equalizers.

**Superelectronics Corp.,** 151 Ludlow St., Yonkers, N.Y. 10705. Tel: (914) 965-6906. Pres.: Daniel Schulman; Sales Mgr.: Jerry Henman; Adv. Mgr. & Technical Mktg. Coord.: Michael Solomon.  
**Distribution:** M/Rep.  
**Product:** Headphones.

**Super Red,** see Audiotechniques.

**Superscope Inc.,** 20525 Nordhoff St., Chatsworth, Calif. 91311. Tel: (213) 998-9333. Pres.: Joseph S. Tushinsky; VP Sales: Paul A. Markoff; VP Adv.: Alan Hirschfeld; Prod. PR Co-ord.: Christine Chambers.  
**Branches:** Glendale, Ariz., 15234 N. 51 Dr. Zip: 85301. Tel: (602) 938-4820. Contact: Donn Bangs—Itasca, Ill., 1300 Nonwood Ave. Zip: 60143. Tel: (312) 569-2147. Contact: Henry Werch—Woburn, Mass., 24 Cummings Park. Zip: 01801. Tel: (617) 935-8250. Contact: Mario Cannata—Troy, Mich., 51 Executive Dr. Zip: 48084. Tel: (313) 588-7200. Contact: Dick Isola—Woodside, N.Y., 58-08 37 Ave. Zip: 11377. Tel: (212) 446-7227. Contact: Joe Deo—Bellevue, Wash., 12842 NE 15 Pl. Zip: 98005. Tel: (206) 454-5162. Contact: Dave Fedrick.  
**Distribution:** M/Ret.  
**Product:** SUPERSCOPE 8-tr. (home, auto) & cassette (home, auto, portable) rec rs / players, compact phono or phono combs, w / or w/o tape units, receivers, microphones (condenser); MARANTZ amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, headphones; SONY open reel tape decks, Elcaset (home) rec rs / players.

**Supex,** see Sumiko.

**Switchcraft Inc.,** 5555 N. Elston Ave., Chicago, Ill. 60630. Tel: (312) 792-2700. Pres.: W.L. Larson; Sales Mgr.: C.J. Schultz; Adv. Mgr.: R.F. Beier.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** Dolby compensators, audio cable assemblies.

**Sylvania,** see GTE Sylvania.

**TAK Speaker Corp.,** 514 NE 190 St., North Miami Beach, Fla. 33179. Tel: (305) 652-5333.  
**Product:** Speakers.

**Tamon Audio Corp. Of America,** 2751 Monument Blvd., Concord, Calif. 94520. Tel: (415) 676-4885.  
**Product:** Amplifiers, receivers, speakers, turntables.

**Tandberg Of America Inc.,** Labriola Court, Armonk, N.Y. 10504. Tel: (914) 273-9150. Pres.: Kjell S. Hoel; Sales Mgr.: Robert J. Bowman Jr.; Adv. Mgr.: Maria Quinones.  
**Branch:** Woodland Hills, Calif., 6405 Independence Ave. Zip: 91364. Tel: (213) 887-5862. Mgr.: Vidler Beck.  
**Distribution:** M/Rep.  
**Product:** Cassette & open reel (home) rec rs / players, receivers, speakers.

**Tandom Erits Corp.,** 2323-H Bluemound Rd., Waukesha, Wis. 53186. Tel: (414) 986-6797. Pres.: Glenn Lauran; Mktg. Dir.: Al Albrecht.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** Video projection systems.

**Tannoy,** 55 Ames Court, Plainview, N.Y. 11803. Tel: (516) 681-4000.  
**Product:** Speakers.

**Tapco (Technical Audio Prod. Corp.),** 3810 148 Ave. NE, Redmond, Wash. 98052. Tel: (206) 883-3510. Pres.: Greg Mackie; Sales Mgr.: Wayne Inouye; Adv. Mgr.: Larry Parypa.  
**Product:** Equalizers, reverberation systems.

**Tape-Athon Corp.,** 502 S. Isis, Inglewood, Calif. 90301. Tel: (213) 776-6933. Pres.: Leon E. Tate; Sales Mgr.: Wally Rubin; Adv. Mgr.: Kevin Healey.  
**Distribution:** ID, M/Rep.  
**Product:** Open reel (professional) rec rs / players, amplifiers.

**Tape Head Co. Inc.,** 665 S. State St., Salt Lake City, Utah 84111. Tel: (801) 521-3838. Pres.: Stan Schubach.  
**Distribution:** M/Ret, M/End.  
**Product:** TELEPROSYS video tape rec rs / players (1/2" cassette, 2-speed).

**Tascam,** see Teac.

**Teac Corp. Of America,** 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. Pres.: Masaji Takahashi; Sales Mgr.: Allen Novick; Adv. Mgr.: Paul Worsham; Promo. Coord.: Linda Daniels.  
**Distribution:** M/Rep.  
**Product:** TEAC cassette (home, portable), open reel (home) & Elcaset rec rs / players, video tape rec rs / players (1/2" cassette), video cameras (b&w & color), turntables, microphones (condenser, dynamic), noise reducers, ACCUPHASE amplifiers, pre-amplifiers, tuners, MICRO-SEIKI turntables, tonearms; TASCAM 8-tr. (professional) rec rs / players, noise reducers.

**Tech-Craft By Bogen,** see Bogen.

**Technical Sound Inds. Inc.,** 1435 Jacqueline Dr., Columbus, Ga. 31906. Tel: (404) 563-8403. WATS (800) 241-0914.  
**Product:** Speakers.

**Technics By Panasonic,** see Panasonic.

**Telcom,** see Gotham Audio.

**Tele-Cinema,** see Tele-Theatre.

**Teledyne,** see Olson Electronics.

**Telefunken,** see Gotham Audio.

**TeleMation Inc.,** 2195 S. 3600 West, Salt Lake City, Utah 84119. Tel: (801) 972-8000.  
**Product:** Amplifiers, video tape rec rs / players.

**Telephonics (div. of ISC),** 770 Park Ave., Huntington, N.Y. 11743. Tel: (516) 549-6000.  
**Product:** Headphones.

**Teleprosys,** see Tape Head Co.

**Tele-Theatre Inc.,** 40 Edgewood Dr., Lawrenceburg, Ind. 47025. Tel: (812) 537-3156. Pres.: Ken Davis; Sales Mgr.: Bill Hodges.  
**Distribution:** M/OEM, ID, M/Rep.

**Product:** TELE-CINEMA projection television.  
**Telex Communications Inc.,** 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; Mktg. Dir.: James Arrington; Adv. Mgr.: Terry Longville.  
**Distribution:** M/Rep.  
**Product:** TELEX 8-tr. (home) & cassette (portable) rec rs / players, console & compact phono or phono combs, w / tape units, portable phono or phono combs, w / o tape units, amplifiers, pre-amplifiers, speakers, headphones; TELEX / MAGNECORD open reel (professional) rec rs / players.

**Telex / Magnecord,** see Telex Communications.

**Telomatic,** 16000 Ventura Blvd., No. 227, Encino, Calif. 91316. Tel: (213) 986-7576. VP: Bruce Laserson.  
**Distribution:** M/OEM, M/Rep.  
**Product:** MECCA 8-tr. & cassette (auto) rec rs / players.

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

**Temple Sound Equip. Co. Inc.,** 384 Canal Pl., New York, N.Y. 10451. Tel: (212) 665-1555. Pres.: Jack Perlmutter.  
**Distribution:** M/Ret, M/OEM, ID, M/Rep.  
**Product:** DISCO-PRO speakers.

**Ten,** see Fujitsu Ten.

**Tenna Corp.,** 19201 Crainwood Pkwy., Warrensville Heights, Ohio 44128. Tel: (216) 475-1400.  
**Product:** 8-tr. & cassette (auto) rec rs / players.  
**Thorens,** see Elpa Mktg.

**J M Mincom Div.,** 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. VP: Marshall Hatfield; Sales Mgr.: Bob Boatman; Adv. Mgr.: Dick Johnson; PR Supervisor: Clark Duffey.  
**Distribution:** M/Ret, M/OEM, ID, Br, M/Rep.  
**Product:** Open reel (professional) rec rs / players.

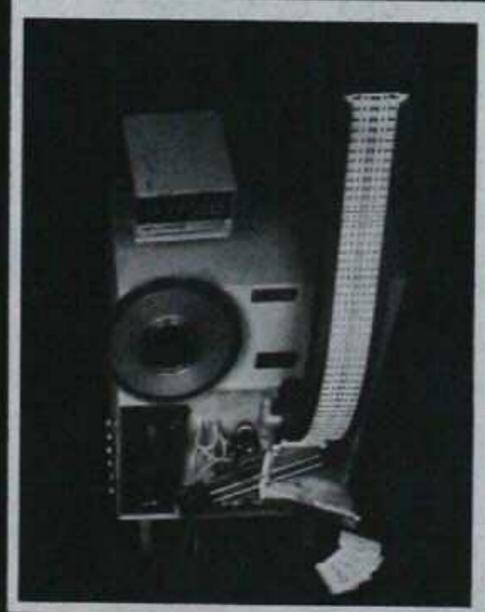
**Titan,** see Lights Fantastic.

**Topp Electronics Inc.,** 4201 NW 77 Ave., Miami, Fla. 33186. Tel: (305) 592-3700. Pres.: L.

**Topp, Sales Mgr.:** Joel Newman; Adv. Mgr.: Gordon Grossman.  
**Branches:** Los Angeles, Calif., 2331 Tubeway, Zip: 90040. Tel: (213) 685-3180.  
**Branch Mgr.:** William Matteson—Carlstadt, N.J., 555 Gotham Pkwy, Zip: 07072. Tel: (201) 438-5544. Branch Mgr.: Fernando Delgado.  
**Distribution:** M/Ret.

(Continued on page TS-12)

# INTRODUCING THE KING WHO FEEDS HIMSELF.



The new King Self-Feed Cassette Winder.  
 See it position, load and eject blank or pre-recorded tape cassettes.



World leader in tape tailoring systems

King Instrument Corporation, 80 Turnpike Road, Westboro, Massachusetts 01581, U.S.A.

Phone: (617) 366-9141 Telex: 94-8485

All King Instruments are manufactured under one or more of the following U.S. patents:  
 U.S. Pat. Nos. 3637153, 3753834, 3787270, 3737358, 3717314, 3759835, 3825461. Other U.S. and foreign patents pending.

# TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Product: JULIETTE 8-tr. & cassette (home, portable) rec./rs./players, compact phono or phono combs. w/ or w/o tape units, receivers, speakers, microphones (dynamic), headphones.

Toshiba America Inc., 280 Park Ave., New York, N.Y. 10017. Tel. (212) 557-0200. Pres.: Y. Nagatake. VP Mktg.: Edward Garland.

Product: Tape playback equip. (home, portable), compact phono or phono combs., video

tape rec./rs./players, tuners, receivers, speakers, turntables.

Toyomenka (America) Inc., 1 World Trade Center, Suite 4011, New York, N.Y. 10048. Tel. (212) 466-4676.

Product: INVICTA 8-tr. & cassette (home, auto, portable) rec./rs./players, compact & portable phono or phono combs. w/ or w/o tape units.

Tracer, see BML Electronics.

Transduction Ltd., 1418 Hartford, Bristol, Pa. 19007. Tel. (215) 946-7563.

Product: Amplifiers, pre-amplifiers, speakers, Transcriptor-Michell, see Audiophile.

Trouper Series, see Uni-Sync.

Trusonic, see Utah Electronics.  
Turner Div., Connec. Corp., 716 Oakland Rd. NE, Cedar Rapids, Iowa, 52403. Tel. (319) 366-8311. Gen. Mgr.: Jim Andrews; Mktg. Mgr.: Leon Goodell; Adv. Mgr.: Ron Taylor.  
Branches: Durate, Calif., 1600 S. Mountain

Ave. Zip 91010. Tel. (213) 357-2208. Western Reg. Sales Mgr.: Dennis Weaver—Clinton, Conn., PO Box 352, Zip 06413. Tel. (203) 669-4175. Eastern Reg. Sales Mgr.: Tom Dornini.

Distribution: M/Rep.  
Product: Microphones (dynamic).

U-Matic, see Sony Corp.

U.S. Pioneer Electronics Corp., 75 Oxford Dr., Moonachie, N.J. 07074. Tel. (201) 440-8100. Pres.: Bernard Mitchell; Sales Mgr.: Ken Kai; Adv. Mgr.: Donald Kotter; PR Mgr.: George Brogan.

Branches: Gardena, Calif., 13300 S. Estrella Ave. Zip 90247. Tel. (213) 323-3101. Branch Mgr.: Ron Lindquest; Sales Mgr.: Marvin Lecansky—Elk Grove Village, Ill., 737 Fargo Ave. Zip 60007. Tel. (312) 593-2960. Reg. 1 Sales Mgr.: Jim Goodman.  
Distribution: M/Rep.

Product: PIONEER cassette & open reel (home) rec./rs./players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, equalizers, headphones, dynamic processors.  
Uher of America, 621 S. Hindry Ave., Inglewood, Calif. 90301. Tel. (213) 649-3272. Pres.: George Riser; Sales Mgr.: John Petrole.

Distribution: M/Rep.

Product: UHER cassette (home, auto, portable) & open reel (professional, portable) rec./rs./players, microphones (condenser, dynamic, ribbon), headphones, Lenco turntables.

Ultralinear, see Solaer Audio.

Unicord Inc., 75 Frost St., Westbury, N.Y. 11590. Tel. (516) 333-9100.

Product: UNIVOX speakers, microphones, equalizers.  
Unisonic Prods. Corp., 1115 Broadway, New York, N.Y. 10010. Tel. (212) 255-5400.

Product: Tape playback equip.

Uni-Sync Inc., 742 Hampshire Rd., Westlake Village, Calif. 91361. Tel. (805) 497-0766.

Product: TROUPER SERIES mixers.

United Audio Prods. Inc., 120 S. Columbus Ave., Mount Vernon, N.Y. 10553. Tel. (914) 664-6211. Gen. Mgr.: Robert A. Stang; Mktg. Mgr.: J. Schwab.

Product: DUAL cassette (home) rec./rs./players, turntables.

United Research Lab. Corp., 681 Fifth Ave., New York, N.Y. 10022. Tel. (212) 751-4663.

Pres.: George Adams; Sales Mgr.: Lee Rand; Adv. Mgr.: Anita Adams. Local branch: 16 E. 52 St. Zip 10022.

Distribution: M/Ret. M/End. M/C. ID. M/Rep.

Product: AUTO-TEC open reel (professional) rec./rs./players, amplifiers, distribution amplifiers, audio oscillators.

Univox, see Unicord.

Utah Electronics, 1124 E. Franklin St., Huntington, Ind. 46750. Tel. (219) 356-5800. Pres.: William A. Macomber; Sales & Mktg. Dir.: Steve Erickley.

Distribution: M/Ret. M/OEM. ID. M/Rep.

Product: TRUSONIC & UTAH speakers.

V-Cord, see Sanyo.

V.L. see Visonik.

V-M Corp., 305 Territorial Rd., Benton Harbor, Mich. 49022. Tel. (516) 925-8841. Pres.: Victor A. Miller; Sales Mgr.: C.J. Stevens.

Distribution: M/OEM. ID. M/Rep.

Product: VOICE OF MUSIC turntables.

Variapitch, see Lexicon.

Ventus Electronics Corp., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel. (516) 541-5373.

Pres.: Warren S. Rosenthal; Sales Mgr.: Paul Kellan; Adv. Mgr.: George Farnon; Customer Serv. Mgr.: Karen A. De Santa.

Product: Pre-amplifiers, headphones.

Videobeam, see Advent.

Video-Master, see Giant Screen.

Video-1 Inc., 1401 Brickell Ave., Miami, Fla. 33131. Tel. (305) 592-5866.

Product: MAGNA-VISION video projector systems.

Videston, see Kelco.

Viola Audio, see American United.

Visionik of America Inc., 1177 65 St., Oakland, Calif. 94608. Tel. (415) 653-9711. Pres.: Henry Eberle; Sales Mgr.: Chris Hartnack.

Distribution: M/C. M/Rep.

Product: VISIONIK DAVID & VL speakers; VISIONIK turntables.

Voice Of Music, see V-M.

Wild Sound Inc., 11131 Dora, Sun Valley, Calif. 91352. Tel. (213) 875-0480.

Product: Speakers.

Walker Transducing Systems Inc., 29501 Greenfield Rd., Southfield, Mich. 48076. Tel. (313) 559-1449. Pres. & Adv. Mgr.: Frank J. Walker; Sales Mgr.: David Livingston.

Distribution: M/OEM. M/End. M/C. M/Rep.

Product: RS speakers.

Welltron (sub. of Walter Kidde Co. Inc.), 260 Borthpage Spagnoli Rd., Malville, N.Y. 11746. Tel. (516) 283-4400. Pres.: J. Pratt Winston; Sales Mgr.: Harry Greenberg.

Distribution: M/Rep.

Product: 8-tr. & cassette (portable) rec./rs./players, compact & portable phono or phono combs. w/tape units, amplifiers, tuners, speakers.

White Electronics, 800 Morse Ave., Schaumburg, Ill. 60153. Tel. (312) 529-7580. Pres.: Stan White; Sales Mgr.: Art Johnson; Adv. Mgr.: Bob Gill.

Distribution: M/Ret. M/Rep.

Product: SHOT-GLASS speakers.

Wilson Electronics Corp., 1201 Broadway, New York, N.Y. 10001. Tel. (212) 689-6550.

Product: Tape playback equip.

Wood Specialty Prods. Inc., 1501 Vine St., Harrisonville, Mo. 64701. Tel. (816) 884-5113. Pres.: David Kinney; VP Sales & Adv. Mgr.: Roy L. Johnson.

Distribution: M/Ret. ID. M/Rep.

Product: PARALLAX speakers.

Worldes Mfg. Co. Ltd., 1212 N. La Brea Ave., Hollywood, Calif. 90038. Tel. (213) 466-3324.

Product: Amplifiers, speakers, turntables.

World Mktg. Corp., 400 Security Bldg., Jackson, Miss. 39201. Tel. (517) 782-5999.

Product: Pre-amplifiers, noise reducers.

Worldwide Entertainment Systems, 994 Third Ave., New York, N.Y. 10022. Tel. (212) 486-0010.

Product: Video projection systems.

X K, see Custom Creations.

Xtal, see Far Eastern Research.

Yamaha Int'l Corp., 6900 Orangeflora Ave., Buena Park, Calif. 90620. Tel. (714) 522-9105. Pres.: H. Kawashima; Sales Mgr.: Stewart Greenberg; Adv. Mgr.: Jack Birch.

Distribution: M/Rep.

Product: Cassette (home) rec./rs./players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators.

Zenith Radio Corp., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel. (312) 745-2000.

Product: ZENITH console phono or phono combs., compact phono or phono combs. w/ tape units; ALLEGRO speakers.

Zodiac, see Hartley.

## THE OTARI DP-1010 16:1 DUPLICATOR

Medium Size + High Performance = Budget Price



No, there's nothing wrong with this formula. Not when it's applied to OTARI's new DP-1010 16:1 Duplicator. The DP-1010 is Otari's sensibly-priced alternative to the larger, high speed 32:1 duplicator systems. Designed by OTARI's experienced engineers with an eye to the specific needs of radio programming & medium volume duplication companies, the DP-1010 boasts many features of systems costing more.

The versatile DP-1010 produces both cassette and open reel copies, either two or four track, from 1/4 or 1/2 inch master tapes. And no duplication assignment is too large or too small for the DP-1010. The reel-to-reel master may be used for average production runs, while for bigger jobs, the modular 1/4 or 1/2 inch bin loop can easily be added. The standard DP-1010 package includes three slaves (expandable to five), with either bin loop or reel-to-reel master. Slaves are field convertible between cassette and open reel.

- Bin capacity 1800 feet
- Also available with reel-to-reel master.
- Reel-to-reel master convertible between 1/4 and 1/2 inch tape.
- Expandable up to five slave units.
- Slave convertible between cassette and 1/4 inch open reel.
- 16:1 duplicating speed ratio.
- Ferrite heads on cassette slaves.
- Flutter: Less than 0.1% wrms.
- Speed Deviation: Less than ±0.2%
- Frequency Response: Master: 50 to 15 kHz ±2dB at 7 1/2 ips. (NAB)  
Slave: 30 to 12 kHz ±2dB at 1-7/8 ips. (DIN)
- Signal-to-Noise Ratio: Greater than 55dB
- Crosstalk: Greater than 55dB
- Average Production (with three slaves): C-60 150/hr C-90 65/hr
- DP-1610 Bidirectional Audio monitoring Reproducer also available in cassette and open reel versions.

DP-1610 Bidirectional Audio Monitoring Reproducer

# OTARI

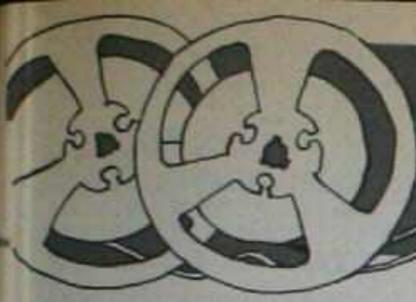
Otari Electric Co. Ltd., 4-29-18 Minami-ogikubo, Suginami-ku, Tokyo 167, Japan. Phone (03)333-9631  
 U.S.A.: Otari Corporation, 981 Industrial Road, San Carlos, California 94070. Phone: 415 593-1648  
 Singapore: Otari Singapore Representative Office, 2701-A 27th Floor, International Plaza, Anson Road, Singapore (2)

High Blood Pressure?

**ONLY YOUR  
DOCTOR  
CAN TELL**

Ask your Heart Association





# TAPE SERVICES

## Design & Artwork

### ALABAMA

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

### ARIZONA

- **PHOENIX (Area Code 602)**  
Universal Audio Corp., 40 E. Thomas Rd. Zip: 85012. Tel: 263-9071. Pres.: John A. Michaelson; Sales Mgr.: Allen K. Gardner.

### ARKANSAS

- **FORT SMITH (Area Code 501)**  
Combined Mktg. Assocs., 10 Boston Square, Zip: 72901. Tel: 782-5051. Pres.: James L. Baldwin. VP: Roy J. Morris.

### CALIFORNIA

- **FRESNO (Area Code 209)**  
California Artists Corp., PO Box 11474, Zip: 93773. Tel: 222-8702. Pres.: Ray Camacho. Sales Mgr.: Mingo Cervantes. Adv. Mgr.: Jess Luna.

- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

Album Art Co. (div. of Nehi Recs.), 1432 Beachwood, Zip: 90024. Tel: 465-4063.  
Album Graphics Inc., 424 N. Larchmont Blvd., Zip: 90004. Tel: 462-0623. VP: Edward Dwyer. (Sales office only)  
Home office: Melrose Park (Chicago Metropolitan Area), Ill.  
Douglas Boyd Design, 309 Santa Monica Blvd., Suite 309, Santa Monica 90401. Tel: 392-5018. Pres.: Douglas Boyd. Design Dir.: Gordon Tani.  
California Images Inc., 7611 Fulton Ave., North Hollywood 91605. Tel: 875-1424, 982-1353. (Customized tee-shirts only)

Cerman Prods., 15456 Cabrito Rd., Van Nuys 91406. Tel: 873-7370. Pres.: T.R. Skeeter. Mgr.: J. Eddy. Sales Mgr.: W. Trowbridge.  
Creative Minds Inc., 1500 N. La Brea, Suite M, Hollywood 90028. Pres.: Arthur H. Benson. Sales Mgr.: Howard Wormser. Adv. Mgr.: David Montashed.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave., Zip: 90044. Tel: 753-5121. Pres.: Jules Bihan. VP: James Takada.  
Rod Dyer Inc., 1015 N. Fairfax, Zip: 90046. Tel: 654-6486. Pres.: Rod Dyer. Sec'y/Treas.: Jackie Dyer.

Hope Street Studio, 607 N. Ave. 64, Zip: 90042. Tel: 258-6741. Owner: Van Webster.  
Winston N. Jones, 7850 Fareholm Dr., Hollywood 90046. Tel: 874-4031. Art Dir.: Winston N. Jones.

John Kafe Studio, 1127 1/2 S. Robertson Blvd., Zip: 90035. Tel: 275-7161. Owner: John Kafe.  
Kittyhawk Graphics, 7777 Sunset Blvd., Hollywood 90046. Tel: (213) 874-1534. Pres.: Dean O. Torrence. Sales Mgr.: Bumps Willard. Adv. Mgr.: Martin Borman.

Lincoln Arts (div. of D.J. Adams Inc.), 15338 Roscoe Blvd., Van Nuys 91402. Tel: 780-0130. Pres.: David J. Adams.  
Majorica IX, 6430 Sunset Blvd., Suite 710, Hollywood 90028. Tel: 469-3377. Pres.: Bianca V. Blasco.

Myriad Prods., 1314 N. Hayworth Ave., Suite 402, Zip: 90046. Tel: 851-1400. Pres.: Ed Harris.

Pacific Eye & Ear, 451 N. La Cienega Blvd., Zip: 90048. Tel: 659-2121. Pres.: Tony Grabois.  
Photo/Graphics, 1125 E. Orange Ave., Monrovia 91016. Tel: 359-9414.

Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028. Tel: 464-7700.  
Home office: Long Island City (New York Metropolitan Area), N.Y.  
Plant: Indianapolis, Ind., Rutgers Packaging Corp.

Roach (div. of Perma-Trans Prods.), 8430 Tujunga Ave., Sun Valley 91352. Tel: 767-8300; WATS (800) 423-2611 (except Calif.). Contact: Rick Smith. (Customized tee-shirts only)  
Home office: Columbus, Ohio

Springboard Int'l, 8295 Sunset Blvd., Zip: 90046. Tel: 654-6240.  
Home office: Rahway, N.J.

Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.), 455 Fox St., San Fernando 91340. Tel: 365-1191. Pres.: Joseph S. Tushinsky. VP & Gen. Mgr.: M.N. Padwa. Sales Mgr.: Jules L. Sack.

Surf City Recs., 5460 White Oak Ave., Suite G-338, Encino 91317. Tel: 789-8858. Pres.: Gary M. Theroux. Admin. Ass't: Russell Bidwell. Sales Mgr.: Mark Chargin. Adv. Mgr.: Peter Roberts.

United Sound Inc., 1811 W. Magnolia Blvd., Burbank 91506. Tel: 845-7435.

- **MONTEREY (Area Code 408)**

Publishers' Art Serv., 455 Pierce St., Zip: 93940. Tel: 375-1191. Pres. & Owner: Joe Pierra.

- **SACRAMENTO (Area Code 916)**

Bill Rase Prods. Inc., 955 Ventures Court, Zip: 95825. Tel: 929-9181. Owner & Pres.: Bill Rase.

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

Aramid Design/The Tubes Design & Graphics,

450 Linden St., Zip: 94102. Tel: 431-0242. Dir.: Michael Cottan.  
Conlan Creative Lithographers, 804 Forbes Blvd., South San Francisco 94080. Tel: 761-7617.  
Fred Fox Music Co., 15 S. Ontario, San Mateo 94401. Tel: 343-7222.  
Cathy Furniss & Assocs., 680 Beach St., No. 445, Zip: 94109. Tel: 885-2807.  
The Tubes Design & Graphics, see Airamid.

### COLORADO

- **BOULDER (Area Code 303)**  
Video/Audio Artistry Corp. (Vidaac Ltd.), PO Box 4571, 1258 Bear Mountain Court, Zip: 80302. Tel: 499-2001.

### CONNECTICUT

- **DARIEN (Area Code 203)**  
George Alexander Group Inc., 1063 Post Rd., Zip: 06820. Tel: 655-7791. NYC (212) 886-5800. Pres.: Kev Devojan; Admin. Ass't: Valeria Baker.

- **MONROE (Area Code 203)**  
Black & White Prods., 114 W. Maiden Ln., Zip: 06468. Tel: 261-2979. Pres.: Vincent E. Meyer Jr.

- **UNION CITY (Area Code 203)**  
A. C. Hampson Printing Co. Inc., PO Box 97, Zip: 06770. Tel: 729-2294. Pres.: A.D. Hampson. Sales Mgr.: A.L. Payne.

- **WESTPORT (Area Code 203)**  
Crystal Magick Promos. Inc., 21 Charles St., Zip: 06880. Tel: 227-2636. Pres.: Curtis Gunn; Sales & Adv. Mgr.: Lee Heiman.

### DELAWARE

- **WILMINGTON (Area Code 302)**  
Ken-Del Prods. Inc., 111 Valley Rd., Richardson Park, Zip: 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: D. Smith. Adv. Mgr.: Marjorie Leap.  
National Tape Dupl'rs, see Ken-Del.

### DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**  
Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE, Zip: 20002. Tel: 832-7885. Pres.: Harold H. Lion. VP: Sally A. Lion.

### FLORIDA

- **JACKSONVILLE (Area Code 904)**  
Circle Eris. Inc., 3217 Atlantic Blvd., Zip: 32207. Tel: 398-6336. Sales Mgr.: John J. Brennan. Adv. Mgr.: Jan P. West.

- **MIAMI METROPOLITAN AREA (Area Code 305)**  
Criteria Rec'g Studios Inc., 1755 NE 149 St., North Miami 33161. Tel: 947-5811.  
Steve Mogull Assoc., PO Box 611244, 1647 NE 124 Ln., North Miami 33161. Tel: 895-1110. Pres.: Steve Mogull.  
South Eastern Recs., 4380 NW 128 St., Opa Locka 33014. Tel: 685-6211. Pres.: Mateo San Martin. Sales Mgr.: Alba Eagan; Gen. Mgr.: Guido Calvache Jr.

### GEORGIA

- **ATLANTA METROPOLITAN AREA (Area Code 404)**  
Data-Linear Prods. Inc., 4507-K Mills Pl. SW, College Park 30366. Tel: 691-1254. Contact: Robert M. Ingrassia.  
Home office: New York, N.Y., Linear Prods. Inc.  
International Assoc'd, 3166 Maple Dr., Zip: 30305. Tel: 261-4257.  
Wonder Graphics Inc., PO Box 77287, Zip: 30309; 983 Waverly Way, Zip: 30357. Tel: 524-1200. Pres.: J. Flournoy Holmes.

### ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**  
A G I Plant Inc., see Album Graphics.  
Ad-Verising Unlimited, PO Box 8135, Zip: 60680. Tel: 787-8220. Pres.: R.C. Hillman; Sales Mgr.: Frank Howard Jr.; Adv. Mgr.: Howard Pittman.  
Album Graphics Inc. (AGI Plant Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Pres.: Donald W. Kosterka.  
Sales offices: Los Angeles, Calif.; New York, N.Y.  
Int'l branch: England.  
Audio Artists Ltd., PO Box 7, Wheaton 60187. Tel: 668-6682. Pres.: Arne Gustafson; VP, Sales & Adv.: Perry W. Miller.  
M. M. Cole Music Publ'g Co., 251 E. Grande Ave., Zip: 60611. Tel: 527-2160. Pres.: Shepherd Stern; Adv. Mgr.: B. Bernstein.  
International Rec'g Co., 1649 W. Evergreen Ave., Zip: 60622. Tel: 227-2600. Pres.: Leonard March.  
Planet Communications (div. of Clay Pigeon Int'l), PO Box 20346, Zip: 60620. Tel: 476-2553. Pres. & Gen. Mgr.: Vytautas Beleska; Sales Mgr.: Rudy Markus.  
Poly-Communications Corp., 4 E. Huron St., Zip: 60611. Tel: 337-2040. Pres.: J. Hassen. Sales Mgr.: Richard Joblonski; Prod'n Mgr.: Arni Keating.  
Rainbow Bridge Studios Inc., 117 Rockland Rd., Libertyville 60048. Tel: 362-4060. Studio Mgr.: Neal Peterson.  
Springboard Int'l, 105 Randall St., Elk Grove Village 60007. Tel: 956-1150.  
Home office: Rahway, N.J.

- **QUINCY (Area Code 217)**  
Armageddon Graphics, 611 Spring St., Zip: 62301. Tel: 224-1659. Owner: Fred Teken.

### INDIANA

- **INDIANAPOLIS (Area Code 317)**  
Infiteatre Inc., 4990 Massachusetts Ave., Zip: 46218. Tel: 545-2001. Pres.: Stephen Marra. VP: Greg Riker; Sales Mgr.: Randy Marra; Adv. Mgr.: Brian Strator.  
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave., Zip: 46221. Tel: 635-7777. Plant Mgr.: William Swanson.  
Home office: Long Island City (New York Metropolitan Area), N.Y., Queens Lithographing Corp.

### IOWA

- **CARLISLE (Area Code 515)**  
Kajac Rec. Corp., 155 First St., Zip: 50047. Tel: 989-0876. Pres.: Harold L. Luick.
- **DES MOINES (Area Code 515)**  
Tee-Shirts, Tee-Shirts, PO Box 472, Zip: 50302. Tel: 225-0343. Contact: Art Smart Stanstrom. (Customized tee-shirts only)  
Triad Prods. Inc., 1910 Ingersoll, Zip: 50309. Tel: 243-2125. Pres. & Adv. Mgr.: Richard F. Trump; Sales Mgr.: Thomas C. Tucker.

### KENTUCKY

- **LOUISVILLE (Area Code 502)**  
Allen-Martin Prods. Inc., 9701 Taylorsville Rd., Zip: 40299. Tel: 267-9658. Pres.: Ray Allen. Sales Mgr.: Barbara Jockell; Adv. Mgr.: Carolyn Davidson.

### LOUISIANA

- **NEW ORLEANS (Area Code 504)**  
Ken Keene Int'l, PO Box 3763, Zip: 70117. Contact: Paul Catalano.  
Home office: St. Louis, Mo.
- **RUSTON (Area Code 318)**  
Americana Rec'g Studios, 707-709 W. California, Zip: 71270. Tel: 255-0287.

- **SHREVEPORT (Area Code 318)**  
Imp-rnts Inc., PO Box 3697, Zip: 71103. Tel: 636-0492. Premium Div. Contact: David Zaenglein. (Customized tee-shirts only)

### MARYLAND

- **CLINTON (Area Code 301)**  
Audio-Video Concepts Inc., 6909 Old Alexander Ferry Rd., Zip: 20735. Tel: 868-7600.

- **KENSINGTON (Area Code 301)**  
Omega Rec'g Servs., 10518 Connecticut Ave., Zip: 20795. Tel: 846-4666. Pres.: W. Robert Yabek; Sales & Adv. Mgr.: Betty Phelps.

### MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**  
Continental Rec'g Inc., 210 South St., Zip: 02111. Tel: 426-3131. Pres.: L. Daniel Flynn.  
(Continued on page TS-14)

## TRACKMASTER INC. NOW OFFERS YOU THE FINEST IN DUPLICATING SERVICES



Specializing in Eight Track and Cassette Duplication  
**WE OFFER YOU THE QUALITY THAT YOU HAVE BEEN LOOKING FOR BUT HAVE NEVER BEEN ABLE TO FIND.**

For information on our line of TRACKMASTER PRODUCTS AND SERVICES PLEASE CALL OR WRITE

### Trackmaster, Inc.

1310 S. Dixie Highway West  
Pompano Beach, FL 33060

Tele.  
305-943-2334

## PRATT-SPECTOR CORPORATION

46 MERRICK ROAD • ROCKVILLE CENTRE, N.Y. 11570

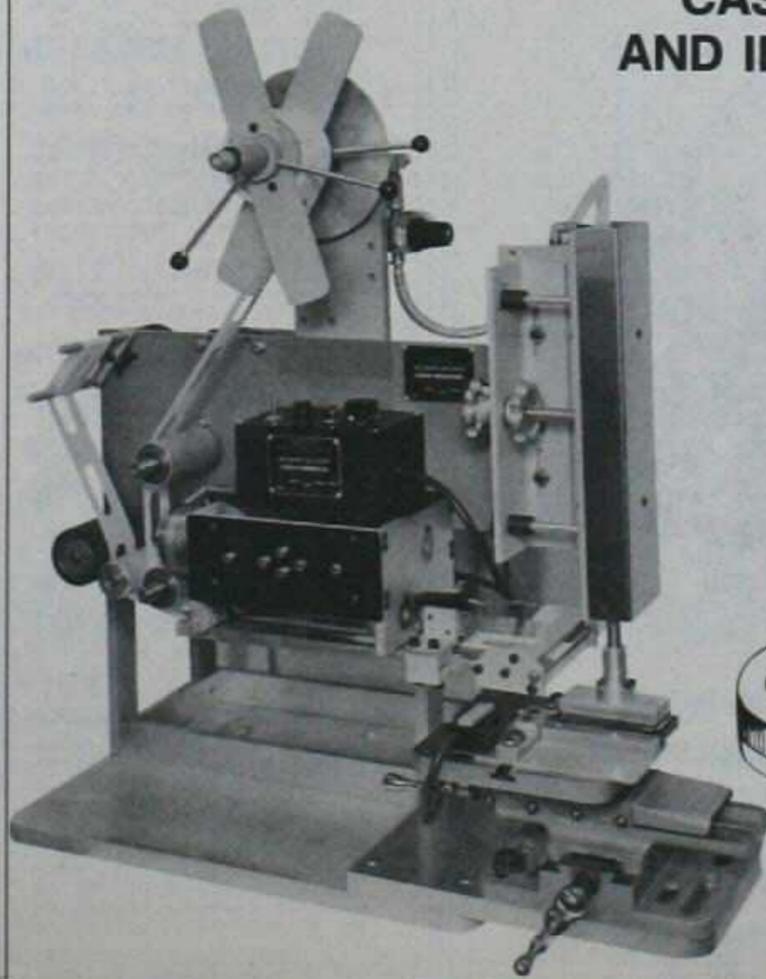
212/227-0008 or 516/764-5061

Cassette labels • Splicing tapes • Sensing tapes  
Dual manual tape dispenser • Paper leader tape • Bulk cassettes  
Sensing tabs • Editing blocks • No abrasive head cleaner  
"Pro-Splice" kit • Acetate edit tape • Sensing tape leader

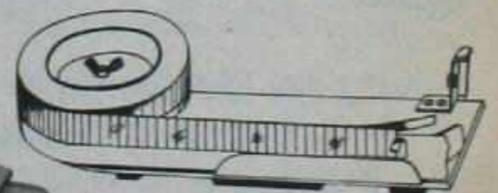
## CASSETTE LABELER\* AND IMPRINTER IN ONE

Fast, Efficient,  
Precise, Economical

\*Attachment for 8-track available



### PRATT-STIX SENSING TABS



Economical  
Ease of application  
(Dispenser available)

# TAPE SERVICES

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-8800.  
Ed Hurvitz Music Promos., 129 Bishop St., Brockton 02402. Tel: 588-6348. Pres. & Adv. Mgr.: Edward M. Hurvitz. Sales Mgr.: Linda Berman.  
Rik Tinory Prod's, 622 Rt. 3A, Cohasset 02025. Tel: 383-8494. Pres.: Richard F. Tinory. Artist Relations: Claire L. Babcock.

## • CHICOPEE (Area Code 413)

Dialectrics Inc., 6 Second Ave., Zip: 01020. Tel: 598-8108. Pres.: Earl S. Stahl. VP Opns.: Eric C. Stahl.  
Just for the Record, 40 Marion St., Zip: 01013. Pres.: Robert S. Bator.

## • TURNERS FALLS (Area Code 413)

Silver Screen Design, 73 Ave. A, Zip: 01376. Tel: 863-9171. Pres. & Sales Mgr.: Andrew Baer. Adv. Mgr.: Donna Jagereski.

## MICHIGAN

### • ANN ARBOR (Area Code 313)

Charismatic Renewal Servs., 817 E. Huron, Zip: 48108. Tel: 761-8505.

### • DETROIT METROPOLITAN AREA (Area Code 313)

Graphic Design Inc., 23800 Amber, Warren 48089. Tel: 758-0480. Pres.: R.G. Heppard. Sales Mgr.: James Poole.

## MINNESOTA

### • MINNEAPOLIS (Area Code 612)

Ark Rec'g Co. (div. of Fulton Electronics), 4428 Zane Ave. N., Zip: 55422. Tel: 537-7076.

## MISSOURI

### • ST. LOUIS METROPOLITAN AREA (Area Code 314)

K B K Rec'g Studio, 1147 Villaview, Manchester 63011. Tel: 275-5661.  
Keri Keene Int'l, 2008 S. 39 St., Zip: 63110. Tel: 776-3410. Pres. & Adv. Mgr.: Ken Keene. Sales Mgr.: Paryn Tramel.  
Branches: New Orleans, La.; Nashville, Tenn.  
Int'l branch: England, Seacroft.

## NEBRASKA

### • OMAHA (Area Code 402)

Williams Special Prods., PO Box 14481, Zip: 68124. Pres.: Mark H. Williams.

## NEW JERSEY

### • CAMDEN (Area Code 609)

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St., Zip: 08105. Tel: 963-3000. Philly (215) 922-8558. Pres.: David H. Goodman. Sales Mgr.: Pat Landon. Adv. Mgr.: Edward J. Goodman.  
Sales office: New York, N.Y.

### • EDISON (Area Code 201)

Shepard Printing Corp., 150 Talmadge Rd., Zip: 08817. Tel: 287-4484. Pres.: Philip M. Rosenbloom.  
Branch: New York, N.Y.

### • FARMINGDALE (Area Code 201)

Charlie Roberts Advertising & Promos. Inc., 348 Belmar Blvd., Zip: 07727. Tel: 938-4351. Pres.: Charlie Roberts. Sales Mgr.: Bob Schumann. Adv. Mgr.: Robert Kallisher.

### • NEWARK (Area Code 201)

Andira Rec. Corp., Custom Servs. Div., 41 Central Ave., Zip: 07102. Tel: 642-5991.

## • OCEAN (Area Code 201)

Sound Arts Co. Inc., 5 Cindy Ln., Zip: 07712. Tel: 493-8668. Pres.: C.J. Gasparr. VP: Frank M. Gasparr.

## • PLEASANTVILLE (Area Code 609)

Advertising Dynamics Inc., 600 Fine Rd., Zip: 08232. Tel: 646-5980. Pres.: Kenneth P. Smith. Creative Dir.: Eric Lipsman.

## • RAHWAY (Area Code 201)

Springboard Int'l, 947 US Hwy. 1, Zip: 07065. Tel: 574-1400. Pres.: Dante Pugliese. VP: Herb Bregman. Sales & Adv. Mgr.: Bob Deman.  
Branches: Los Angeles, Calif.; Elk Grove Village (Chicago Metropolitan Area), Ill.

## NEW YORK

### • CLARENCE (Area Code 716)

Mark Custom Rec'g Serv., 10815 Bodine Rd., Zip: 14031. Tel: 755-2600. Pres.: Vincent S. Moxette.

### • FARMINGDALE (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd., Zip: 11735. Tel: 293-7300.

### • HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Packwick Int'l), Cardinal Ind'l Park, Gilpin Ave., Zip: 11787. Tel: 234-1400. Gen. Mgr.: G. Thalamas.

### • HUNTINGTON STATION (Area Code 516)

Shelley Prods. Ltd., 270 Broadway, Zip: 11746. Tel: 423-7090.

### • MONTICELLO (Area Code 914)

Rivertone Corp., Dillon Rd., Zip: 12701. Tel: 794-8888.

### • MOUNT VERNON (Area Code 914)

Creative Disc Inc., 711 E. Fulton Ave., Zip: 10550. Tel: 699-3893. Pres. & Sales Mgr.: Carl Feuerstein. Sec'y-Treas.: Larry Goldberg.

### • NEW YORK METROPOLITAN AREA (Area Code 212)

A. D. Adams Advertising Inc., 145 E. 52 St., Zip: 10022. Tel: 755-0845. Pres.: A.D. Adams.  
Branch: Woodbury, N.Y.

Album Graphics Inc., 35 W. 53 St., Zip: 10019. Tel: 489-0793. VP Sales: Richard Block. (Sales office only)  
Home office: Melrose Park (Chicago Metropolitan Area), Ill.

Amigo Prod's Inc., 150 Fifth Ave., Zip: 10011. Tel: 243-7726. Cable: TAPEXTRON. Telex: 425233. Pres.: Manuel Koppelman. VP: Arthur Lighton. Sales Dir.: Michel Laguerre.

James Bell Graphic Design Inc., 114 E. 28 St., Zip: 10016. Tel: 683-3280. Pres.: James Bell.

Ely Besalel Ltd., 156 E. 52 St., Zip: 10022. Tel: 759-7820.

Craig Braun Inc., 159 E. 89 St., Zip: 10021. Tel: 737-3830. Pres.: Craig A. Braun.

Bob Bruce—Graphic Design, 108 Willow St., Brooklyn 11201. Tel: 852-2971. Creative Dir.: Bob Bruce.

Edna Brusco Design, 1751 E. 16 St., Brooklyn 11229. Tel: 998-6948. Pres.: Edna Brusco. Sales Mgr.: Alexander Sheikov.

Disc Communications Ltd., 743 Fifth Ave., Zip: 10022. Tel: 371-0390. Pres.: Charles E. Blake. Adv. Mgr.: R.C. Morsk.

ERH Sales Corp., 221 W. 57 St., Zip: 10019. Tel: 582-4200. Pres.: Lee Halpern, Sr. Exec. VP: Howard Rosoff. Adv. Mgr.: Larry Halpern.

Farmlett, Barsanti & Wood Inc., 208 Fifth Ave., Zip: 10010. Tel: 686-8230.

Guaranteed Printing Serv., 119 W. 23 St., Zip: 10011. Tel: 929-2410.

Stephen P. Haas Advertising, 24 W. 57 St., Zip: 11360. Tel: 581-8442. Pres.: Stephen Haas.

Jewell Signs, 13 E. 31 St., Zip: 10016. Tel: 883-4474.

Lee-Myles Assocs. Inc., 160 E. 86 St., Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.

Linear Prods. Inc., 37 W. 20 St., Zip: 10011. Tel: 255-2917. Pres.: Robert Irwin. Sales Mgr.: Murray Rabkin.

Branches: College Park (Atlanta Metropolitan Area), Ga.; Data-Linear Prods. Inc.: Puerto Nuevo, P.R.; Linear Prods. of Puerto Rico: Mac Murray Press Inc., 230 W. 17 St., Zip: 10011. Tel: 924-1530. Pres.: Sales & Adv. Mgr.: Max Finesmith.

The Music Agency Ltd., 135 W. 50 St., Zip: 10020. Tel: 765-1616. Pres.: Jay Leipzig. VP: Joel Borowka.

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Roadt. Sales Mgr.: Eric P. Roadt. Adv. Mgr.: Bernard Stein.

Prometheus Arts Inc., 1776 Broadway, Zip: 10019. Tel: 586-3770. Pres.: Lew Morris. Sales Mgr.: Jerry Present.

Queens Lithography Corp., 52-35 Barnet Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack L. Hecht. VP: Leonard Vershey.

Branch: Hollywood (Los Angeles Metropolitan Area), Calif.

Plant: Indianapolis, Ind.; Rutgers Packaging Corp.

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500, Zip: 10001. Tel: 868-3115. (Sales office only)  
Home office: Camden, N.J.

Reeves-Teletape Corp., 708 Third Ave., Zip: 10017. Tel: 573-8800.

Jasper Samuel Ent's., 97-28 57 Ave., Queens 11212. Tel: 271-2418. N.J. (201) 243-1300. Pres.: Jasper Samuel.

Shepard Printing Corp., 233 Spring St., Zip: 10013. Tel: (212) 255-1930.  
Home office: Edison, N.J.

Soundtek Inc., 50 W. 57 St., Zip: 10019. Tel: 489-0806. Pres.: W.L. Barneke. VP: E.J. Remusat.

Morton D. Wax & Assocs., 1650 Broadway, Zip: 10019. Tel: 247-2159. Pres.: Morton D. Wax. Local branch: 200 W. 51 St., Zip: 10019.

### • PORT CHESTER (Area code 914)

Associated Audio Servs. Inc., 14-16 Willett Ave., Zip: 10573. Tel: 937-5129. Pres.: Robert L. Pasilli. Sales Mgr.: Allan C. Johnson.

### • ROCKVILLE CENTRE (Area Code 516)

Pratt-Spector Corp., 46 Merrick Rd., Zip: 11571. Tel: 764-5061. NYC (212) 227-0008. Pres.: Stanley Gittman. Sales Mgr.: Pete Gans. Adv. Mgr.: Paul Mastroianni.

### • RYE (Area Code 914)

Tea Pot Prod's, 411 Milton Rd., Zip: 10580. Tel: 967-5458. Pres.: Kai Fagan.

## • SYRACUSE AREA (Area Code 315)

Image Makers, 403 Deerfield Rd., East Syracuse 13057. Tel: 437-7947. Pres.: Richard B. Baron.

## • WOODBURY (Area Code 516)

A. D. Adams Advertising Inc., 8243 Jencho Trpk., Zip: 11797. Tel: 692-5044.  
Home office: New York, N.Y.

## NORTH CAROLINA

### • GREENVILLE (Area Code 919)

Communication Design, 201 S. Library, Zip: 27834. Tel: 758-3482. Pres.: Wade Hubbard. Sales Mgr.: Mike Rauntee. Adv. Mgr.: Brent Funderburk.

### • THOMASVILLE (Area Code 919)

Admos, PO Box 1033, 1205 Lexington Ave., Zip: 27360. Tel: 475-0111. Pres.: Tim Batten. (Customized tee-shirts only)

## OHIO

### • CINCINNATI (Area Code 513)

Artists Rec'g Co. Inc., 320 Mill St., Zip: 45215. Tel: 761-0011. Pres.: Carol Rawling.

Jewel Rec'g Co., 1594 Kinney Ave., Zip: 45231. Tel: 522-9336. Pres.: Rusty York. Sales Mgr.: Harry Unscheel. Adv. Mgr.: Linda York.

QCA Custom Pressing (formerly Queen City Album Inc.), 2832 Spring Grove Ave., Zip: 45225. Tel: 681-8400. Pres.: Edward H. Bookan. Sales Mgr.: Joseph Studer. Adv. Mgr.: Bill Sachs.

Rite Rec. Prod's Inc., 9745 Lockland Rd., Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt. VP: Philip M. Burkhardt.

### • CLEVELAND METROPOLITAN AREA (Area Code 216)

Alcon Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094. Tel: 951-0910. 439-6072. Pres.: Robert J. Nowac. Sales Mgr.: Stuart Scott. Adv. Mgr.: Alan M. Peabody.

### • COLUMBUS (Area Code 614)

Hillside Recs., 948 Studer Ave., Zip: 43206. Tel: 252-7116. Owner & Pres.: Larry McKenzie. Reach (div. of Perma-Trans Prods.), 1285 Alum Creek Dr., Zip: 43209. Tel: 239-9111. WATS (800) 848-6460 (except Ohio). Contact: Jeff Pearson. (Customized tee-shirts only)  
Branch: Sun Valley (Los Angeles Metropolitan Area), Calif.

### • DAYTON (Area Code 513)

Film Assocs. Inc., 4800 S. Dixie Hwy., Zip: 45429. Tel: 293-2164. Pres.: E. Raymond Am.

### • YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 803 E. Indiana, Zip: 44502. Tel: 783-2222.

## OKLAHOMA

### • TULSA (Area Code 918)

ITTI Studios (International Teaching Tapes), 4235 S. Memorial Dr., Zip: 74145. Tel: 683-7700. Pres.: Meredith R. Gray. Sales Mgr.: Sonny Gray.

## OREGON

### • EUGENE (Area Code 503)

Ad Creations & Consultants Inc., 1158 High St., Zip: 97401. Tel: 686-9669.

## PENNSYLVANIA

### • PHILADELPHIA (Area Code 215)

Kalstein Graphics, 6128 York Rd., Zip: 19141. Tel: 459-5085. Pres. & Dir.: R. Kalstein.

Recordaid Inc., PO Box 14338, Zip: 19115. Pres.: D. Exline. Sales Mgr.: L. Siegel.

### • SCRANTON (Area Code 717)

Keystone Printed Specialties Co. Inc., 321 Pear St., Zip: 18505. Tel: 348-1761. Pres.: P.G. Fischer Jr. Sales Mgr.: Martin C. Fischer.

### • SHARON (Area Code 412)

Marjon Recs. Inc., 159 Easton Rd., Zip: 16146. Tel: 347-4728. Pres.: John T. Krzancic. Sales Mgr.: Martha Krzancic. Adv. Mgr.: Ruth Toth.

## PUERTO RICO

### • PUERTO NUEVO (Area Code 809)

Linear Prods. of Puerto Rico, Old Long Bldg., Mataderos Rd., Zip: 00936. Tel: (809) 783-4986. Contact: Ralph Gonzales.  
Home office: New York, N.Y.; Linear Prods. Inc.

## SOUTH CAROLINA

### • GREENVILLE (Area Code 803)

Duplication Service (div. of Custom Rec'g & Sound Inc.), 1415 Augusta St., Zip: 29605. Tel: 232-0589. Pres.: Robert W. Edwards.

## TENNESSEE

### • FAYETTEVILLE (Area Code 615)

Kim-Pat Ent's., PO Box 654, Hillwood Dr., Zip: 37334. Tel: 433-2323/5661. Owner: Bill Trigg.

### • MEMPHIS (Area Code 901)

Crocodile Magazine, 312 S. Pauline St., Zip: 38104. Tel: 522-8383.

### • NASHVILLE AREA (Area Code 615)

Albums N Things (div. of Frank James Ent's.), PO Box 11746, Zip: 37211. Tel: 833-7658. Owner: Ricci Kuger.

Custom Tape Dupl'rs Inc., 341 Hill Ave., Zip: 37210. Tel: 256-1728. Mgr.: Mike Tant.

Depot Music, 1013 16 Ave. S., Zip: 37212. Tel: 256-8091.  
Ken Keene Int'l, PO Box 1561, Zip: 37202. Tel: 776-5273. Contact: Tom Pallardy.  
Home office: St. Louis, Mo.

Nashville Int'l Corp., 30 Music Square W., Zip: 37203. Tel: 256-2885. Pres.: Reggie W. Churchwell. VP Opns. & Sales Mgr.: Ronald Coats. Adv. Mgr.: Robert Dixon.  
Pinwheel Art & Photography Studios Inc., 12111 Ave. S., Zip: 37212. Tel: 385-0570. Pres.: Herb Burnett.  
Studios of Esther Lee, 40 Music Square E., Zip: 37203. Tel: 256-6099. Owner: Esther Lee. Suppiner Inc., Rockland Rd., Hendersonville, 37075. Tel: 824-5141. Pres.: Duane Allen. Adv. Mgr.: Fred Satterfield.

## TEXAS

### • HOUSTON (Area Code 713)

Carrier Music Co., 12500 Dunlap, Zip: 77035. Tel: 723-1892. Pres.: R.A. Carrier. Sales Mgr.: A. Come. Adv. Mgr.: Ruth Wilson.

### • SAN ANTONIO (Area Code 512)

BCL Ent's. Inc., 1002 Huebner St., Zip: 78210. Tel: 532-3216. Pres.: C. Foy Lee.

### • SAN BENITO (Area Code 512)

Rio Grande Music Co., 119 S. Sam Houston Bl., Zip: 78686. Tel: 389-5377. Pres. & Adv. Mgr.: Lowell C. Belancourt. Sales Mgr.: Jo F. Phillips.

### • WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 8 N. Valley Mills, Zip: 76710. Tel: 776-122. VP: Mac McLain.

Trainer & Assocs., PO Box 7093, Zip: 76710. Tel: 758-5391. Pres.: John W. Trainer.

Charles Wallis Inc., 4708 W. Waco Dr., Zip: 76710. Tel: 776-5113. Pres.: Charles Wallis.

## UTAH

### • PROVO (Area Code 801)

Enterprise One Inc., 3697 N. 600 East, Zip: 84601. Tel: 224-1775. Pres.: Stan Beeson. Sales Mgr.: Milton W. Fletcher.

## VIRGINIA

### • NORFOLK (Area Code 804)

Tarac Entertainment Ent's., 638 Muskogee Ave., Zip: 23509. Tel: (804) 853-2304. Owner: Ronald C. Wagener.

## WISCONSIN

### • ELKHART LAKE (Area Code 414)

Sohn Mfg. Inc., 54 S. West St., Zip: 53020. Tel: 876-3361.

### • SAUK CITY (Area Code 608)

Jolly Dutchman Recs., 123 Water St., Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchoff.

## Packaging & Labeling

The following companies are assumed to provide this service for both audio & video unless otherwise indicated.

## ARIZONA

### • PHOENIX (Area Code 602)

General Cassette Corp., 1324 N. 22 Ave., Zip: 85005. Tel: 257-1880. Pres.: Bill Johnson. Sales Mgr.: Shad Helmsater. (Audio only)

## Citywide Sales

Division of International Electronics, Ltd.

419 Park Ave. South, New York, N.Y. 10016

We are a "no-nonsense" firm geared to serving 5000 Audio and Record Dealers, with immediate shipment across the USA and Canada:

ADC  
Cartridges & Stylus

maxell  
Cartridges & Stylus

Sankyo  
Micro-Cassettes Recorders

BSR

**TUCSON (Area Code 602)**

Kyric Corp., PO Box 5487, Zip: 85703, Tel: 824-2408. Pres. & Sales Mgr.: Kaysan Mokhran. (Audio only)

**CALIFORNIA****ANAHEIM (Area Code 714)**

Harry McCune Sound Serv. Inc., 1150 W. Carritos, Zip: 92802, Tel: 533-7650; LA (213) 656-0112. Home office: San Francisco, Calif.

**GARDEN GROVE (Area Code 714)**

Tapette Corp., 7221 Garden Grove Blvd., Zip: 92641, Tel: 638-7860. Pres.: Jim Neiger, Sales Mgr.: Pat Kenny. (Audio only)

**IRVINE (Area Code 714)**

T D K Electronics Corp., 17072 Daimler St., Zip: 92705, Tel: 979-5811. (Audio only) Home office: Garden City, N.Y.

**LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A T & T Rec'g, 725 N. Highland Ave., Hollywood 90038, Tel: 933-5701. (Audio only)

Abbey Tape Dupl'rs, 5358 Cartwright Ave., North Hollywood 91601, Tel: 985-3136. Gen. Mgr.: Norman C. Cooke. (Audio only)

Able Turntable & Tape Inc., 725 N. Highland, Hollywood 90038, Tel: 933-5701. Pres.: Ted Gardner. Sales & Adv. Mgr.: Michael Gorfaine. Ampex Corp., Music Div., 500 Rodier Dr., Glendale 91201, Tel: 240-5000. (Sales office only) (Audio only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Cadet Recs., 5810 S. Normandie Ave., Zip: 90044, Tel: 753-5121. Pres.: Jules Bihan. (Audio only)

Branch: Park Ridge, N.J.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave., Zip: 90044, Tel: 753-5121. Pres.: Jules Bihan. VP: James Takeda. (Audio only)

Dak Inds. Inc., 10845 Vanowen St., North Hollywood 91605, Tel: 984-1559; WATS: (800) 423-2836. (Audio only)

H I Ent's Inc., 9537 Telstar Ave., Suite 121, El Monte 91731, Tel: 444-9224. Pres.: Malcolm K. Morrett. Sec'y-Treas.: David S. Drubeck. (Audio only)

Ray Jacobs Audio Inc., 1419 Santa Fe Ave., Long Beach 90813, Tel: 437-0681. Pres.: Ray Jacobs. Sales Mgr.: Harry Jacobs. Adv. Mgr.: Bob Jacobs. (Audio only)

K R T Mfg. Inc., 16123 Cohasset St., Van Nuys 91406, Tel: 781-4303. Pres.: Armando Tabera. Sales & Serv. Mgr.: John Brennan. Adv. Mgr.: W. Phil Ringel. (Audio only)

M L Tape Dupl'g, 18834 Superior St., Sepulveda 91343, Tel: 893-2819. Owner & Pres.: Bill Ball. (Audio only)

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 8265 Sunset Blvd., Suite 109, Hollywood 90046, Tel: 655-5602. VP Sales: Richard Ware. (Audio only)

Home office: New York, N.Y.

Queens Lithographing Corp., 6290 Sunset Blvd., Suite 304, Hollywood 90028, Tel: 464-7700.

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

Plant: Indianapolis, Ind.; Rutgers Packaging Corp.

Radio Central, 427 W. Fifth St., Zip: 90013, Tel: 626-8891. (Audio only)

Martin Roberts & Assocs. Inc., 9171 Wilshire Blvd., Beverly Hills 90210, Tel: 273-0381. (Audio only)

Springboard Int'l, 8295 Sunset Blvd., Zip: 90046, Tel: 654-6240. (Audio only)

Home office: Rahway, N.J.

Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.), 455 Fox St., San Fernando 91340, Tel: 365-1191. Pres.: Joseph S. Tuashinsky. VP & Gen. Mgr.: M.N. Padwa. Sales Mgr.: Jules L. Sack. (Audio only)

**SACRAMENTO (Area Code 916)**

Bill Rate Prod'ns Inc., 955 Venture Court, Zip: 95825, Tel: 929-9181. Owner & Pres.: Bill Rate. (Audio only)

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

Ampex Corp., Music Div., 401 Broadway, Redwood City 94063, Tel: 367-2011. (Sales office only) (Audio only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Cory Sound Co., 440 Brannan St., Zip: 94107, Tel: 543-0440. Pres.: George Cory. VP & Prod'n Mgr.: Phillip C. Markinson. VP Sales: Lou Sinclair. (Audio only)

Harry McCune Sound Serv. Inc., 951 Howard St., Zip: 94103, Tel: 777-2700.

Branch: Anaheim, Calif.

Television Assocs. Inc., 2410 Charleston Rd., Mountain View 94043, Tel: 967-6040. (Video only)

**SANTA CLARA (Area Code 408)**

Recording Specialties Inc., 2971 Corvett Dr., Zip: 95051, Tel: 739-7201. Pres.: Michael P. Papp. (Audio only)

**COLORADO****DENVER (Area Code 303)**

Audicom Corp., 995 S. Clermont, Zip: 80222, Tel: 757-3377. Pres.: Jack Dunham. Sales Mgr.: Richard Sanders. Chief Eng.: David Howard. (Audio only)

**CONNECTICUT****STAMFORD (Area Code 203)**

P & P Studios Inc., 17 Viaduct Rd., Zip: 06907, Tel: 327-9204. Bd. Chn.: Terry L. Puffer. Pres.: John Fishback. (Audio only)

**UNION CITY (Area Code 203)**

A. C. Hampson Printing Co. Inc., PO Box 97, Zip: 06770, Tel: 729-2294. Pres.: A.D. Hampson. Sales Mgr.: A.L. Payne

**DELAWARE****WILMINGTON (Area Code 302)**

E. I. du Pont de Nemours & Co. Inc., Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport, Zip: 19888, Tel: 999-4252. Div. Mgr.: Harvey Smith. Audio Sales Mgr.: William Osikin. Video Sales Mgr.: Richard Buckley.

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Zip: 19804, Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy. Sales Mgr.: D. Smith. Adv. Mgr.: Marjorie Leep. National Tape Dupl'rs, see Ken-Del.

**DISTRICT OF COLUMBIA****WASHINGTON (Area Code 202)**

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE, Zip: 20002, Tel: 832-7885. Pres.: Harold H. Lion. VP: Sally A. Lion. (Audio only)

**FLORIDA****FORT LAUDERDALE (Area Code 305)**

Cassettes Inc., Cook Consultants Inc., PO Box 22857, 2510 SW Third Ave., Zip: 33315, Tel: 522-0222. (Audio only)

**JACKSONVILLE (Area Code 904)**

Circle Ent's Inc., 3217 Atlantic Blvd., Zip: 32207, Tel: 398-6336. Sales Mgr.: John J. Brennan. Adv. Mgr.: Jan P. West. (Audio only)

**MIAMI METROPOLITAN AREA (Area Code 305)**

Miami Tape Inc., 8180 NW 103 St., Hialeah 33015, Tel: 558-9211. (Audio only)

South Eastern Recs., 4380 NW 128 St., Opa Locka 33014, Tel: 685-6211. Pres.: Mateo Sari Martin. Sales Mgr.: Alba Eagan. Gen. Mgr.: Guido Calvache Jr. (Audio only)

Tape Dupl'rs of Florida Inc., 785 W. 82 St., Hialeah 33014, Tel: 822-7585. (Audio only)

Video Music Corp., 770 W. 27 St., Hialeah 33010, Tel: 885-9156. Gen. Mgr.: Angel Tamargo. (Audio only)

**ORLANDO AREA (Area Code 305)**

Christian Dupl'ns Inc., 1710 Lee Rd., Zip: 32810, Tel: 299-7363. (Audio only)

Magnetic Corp., 770 W. Bay St., Winter Garden 32787, Tel: 658-4494. Pres.: John Lory. (Audio only)

**GEORGIA****ATLANTA METROPOLITAN AREA (Area Code 404)**

Ampex Corp., Music Div., 3135 Chestnut Dr., Suite 101, Zip: 30340, Tel: 451-7112. (Sales office only) (Audio only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Project 70 Audio Servs., 1127 Spring St. NW, Zip: 30309, Tel: 875-7008. Pres.: Jerry L. Cornell. Project Co-ord. & Sales Mgr.: Steve Willardson. (Audio only)

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

Ampex Corp., Music Div., 2201 Lunt Ave., Elk Grove Village 60007, Tel: 593-6000. (Audio only)

Sales offices: Glendale (Los Angeles Metropolitan Area), Redwood City (San Francisco & Bay Area), Calif.; Atlanta, Ga.; Bethesda, Md.; Hackensack, N.J.; Dallas, Tex.

Audio Accessories Co., Box 628, Rt. 1, Batavia 60510, Tel: 879-5998. Sales Mgr.: John S. Maloney. (Audio only)

Audio Artists Ltd., PO Box 7, Wheaton 60187, Tel: 668-6682. Pres.: Arne Gustafson. VP Sales & Adv.: Perry W. Miller. (Audio only)

Bell & Howell Video Div., 2411 Howard St., Evanston 60202, Tel: 491-6800. VP Video: Marshall Huehdanz. Mktg. Mgr.: William Hickey. (Video only)

Chicago Stereo Mastering, 626 W. 26 St., Zip: 60616, Tel: 328-3400. (Audio only)

International Audio Inc., 2934 Malmo Dr., Arlington Heights 60005, Tel: 956-6030. Pres.: Dick Mally. Exec. VP & Adv. Mgr.: John Korin. Sales Mgr.: Bill Brin. (Audio only)

Musical Prods. Inc., 521 W. 26 St., Zip: 60616, Tel: 225-9117. Pres.: Vincent Sosa. (Audio only)

Poly Communications Corp., 4 E. Huron St., Zip: 60611, Tel: 337-2040. Pres.: J. Hassen. Sales Mgr.: Richard Joblonski. Prod'n Mgr.: Ann Keating.

Springboard Int'l, 105 Randall St., Elk Grove Village 60007, Tel: 956-1150. (Audio only)

Home office: Rahway, N.J.

Sound Studios, 230 N. Michigan Ave., Zip: 60601, Tel: 236-4814. Pres.: Jerry Markham. VP & Gen. Mgr.: Dan Tynus. (Audio only)

T D K Electronics Corp., 2905 W. Peterson Ave., Zip: 60645, Tel: 973-1222. (Audio only)

Home office: Garden City, N.Y.

Universal Audio Inc. (sub. of Pentagon Inds. Inc.), 4751 N. Dillcutt Ave., Zip: 60856, Tel: 887-4383. Pres.: Tom Horton. VP Sales & Mktg.: James R. Dow. Sales Mgr.: Bill Holtane. (Audio only)

Vinyl-Weld Inc., 1900 S. Western Ave., Zip: 60608, Tel: 243-0608. VP Sales: Marshall Weinstein. (Audio only)

**INDIANA****INDIANAPOLIS (Area Code 317)**

Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave., Zip: 46221, Tel: 635-7777. Plant Mgr.: William Swanson.

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

**MICHIGAN CITY (Area Code 219)**

Infonics Inc., PO Box 1111, 238 Hwy. 212, Zip: 46360, Tel: 879-3381. Pres.: Paul C. Lloyd. (Audio only)

**RICHMOND (Area Code 317)**

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd., Zip: 47374, Tel: 962-9511. Plant Mgr.: Greg Steer. (Audio only)

Home office: New York, N.Y.

**IOWA****COUNCIL BLUFFS (Area Code 712)**

Moss Rec'g Serv., 708 W. Broadway, Zip: 51501, Tel: 322-4513. Owner: Terry L. Moss.

**DES MOINES (Area Code 515)**

Triad Prods. Inc., 1910 Ingersoll, Zip: 51309, Tel: 243-2125. Pres. & Adv. Mgr.: Richard F. Trump. Sales Mgr.: Thomas C. Tucker. (Audio only)

**MARYLAND****BETHESDA (Area Code 301)**

Ampex Corp., Music Div., 10215 Fernwood Rd., Zip: 20034, Tel: 530-8800. (Sales office only) (Audio only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

**CLINTON (Area Code 301)**

Audio-Video Concepts Inc., 6909 Old Alexander Ferry Rd., Zip: 20735, Tel: 868-7600. (Audio only)

**MASSACHUSETTS****BOSTON METROPOLITAN AREA (Area Code 617)**

Data Packaging Corp., 205 Broadway, Cambridge 02139, Tel: 868-6200. Pres.: Otto Morningstar. Nat'l Sales Mgr.: Jerry R. Hill.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151, Tel: 289-6800.

**CHICOPEE (Area Code 413)**

Dialectrics Inc., 6 Second Ave., Zip: 01020, Tel: 598-8308. Pres.: Earl S. Stahl. VP Opns.: Eric C. Stahl.

**MICHIGAN****DETROIT METROPOLITAN AREA (Area Code 313)**

Bazzy Electronics Corp., PO Box 142, Fraser 48026, Tel: 463-2592. Pres.: Sales & Adv. Mgr.: Allan Bazzy. Gen. Mgr.: Michael Tattan. (Audio only)

Arnie Fields Prod'ns, 9430 Woodward Ave., Zip: 48202, Tel: 873-8900. Pres.: Arthur H. Fields. VP & Gen. Mgr.: Thomas C. Aquino.

Pioneer Rec'g Studio Inc., 26645 W. 12 Mile Rd., Southfield 48039, Tel: 353-0380. Pres.: Gary A. Rubin. (Audio only)

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073, Tel: 588-8281. (Audio only)

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

E M C Corp., 180 E. Sixth St., St. Paul 55101, Tel: 227-7366. Pres.: David E. Feinberg. Sales Mgr.: Richard T. Stevens. (Audio only)

Meta-Corn Inc., 707 W. Broadway, Minneapolis 55411, Tel: 588-2781. Pres.: James J. McCann. Sales Mgr.: Phillip T. Levin. (Audio only)

**MISSOURI****ST. LOUIS METROPOLITAN AREA (Area Code 314)**

K B K Rec'g Studio, 1147 Villaview, Manchester 63011, Tel: 225-5661.

**TAPE SERVICES****NEW JERSEY****BLOOMFIELD (Area Code 201)**

Ever-Ready Packaging & Assembly Corp., Reliance Folding Carton Corp., 225 Belleville Ave., Zip: 07003, Tel: 748-6677. NYC (212) 233-9195.

Reliance Folding Carton Corp., see Ever-Ready.

**CAMDEN (Area Code 609)**

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St., Zip: 08105, Tel: 963-3000, Philly (215) 922-8558. Pres.: David H. Goodman. Sales Mgr.: Pat Landon. Adv. Mgr.: Edward J. Goodman. (Audio only)

Sales office: New York, N.Y.

**ENGLEWOOD (Area Code 201)**

Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave., Zip: 07631, Tel: 871-3000.

**FAIRFIELD (Area Code 201)**

A S R Rec'g Servs. Inc., 344 Kaplan Dr., Zip: 07006, Tel: 575-7010. Co-Pres.: Alan Weintraub. Sani Rothberg. VP Sales: Charles Casarsa. (Audio only)

**HACKENSACK (Area Code 201)**

Ampex Corp., Music Div., 75 Commerce Rd., Zip: 07601, Tel: 489-7400. (Sales office only) (Audio only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

**LEONIA (Area Code 201)**

S/T Videocassette Dupl'g Corp., 500 Willow Tree Rd., Zip: 07805, Tel: 947-6450. (Video only)

Home office: New York, N.Y.; Telectronics Int'l Inc.

**MOORESTOWN (Area Code 609)**

Tape Servs. Inc., PO Box 650, 345 New Albany Rd., Zip: 08057, Tel: 235-2201. Sales Mgr.: Michael T. Mulcahy. (Audio only)

**OCEAN (Area Code 201)**

Sound-Arts Co. Inc., 5 Cindy Ln., Zip: 07712, Tel:

493-8665. Pres.: C.J. Gspann. VP: Frank M. Gspann. (Audio only)

**PARK RIDGE (Area Code 201)**

Cadet Recs., PO Box 176, Zip: 07856, Tel: 391-3676. VP Sales: R.K. Herrington. (Audio only)

Home office: Los Angeles, Calif.

**RAHWAY (Area Code 201)**

Springboard Int'l, 947 US Hwy. 1, Zip: 07065, Tel: 574-1400. Pres.: Dante Pugliese. VP Herb Bregman. Sales & Adv. Mgr.: Bob De-main. (Audio only)

Branches: Los Angeles, Calif.; Elk Grove Village (Chicago Metropolitan Area), Ill.

**RIDGEFIELD (Area Code 201)**

American Tape Corp., 1118 Edgewater Ave., Zip: 07657, Tel: 943-7860. Pres.: Donald H. Gabor. Sales Mgr.: Julian Falk. (Audio only)

**UPPER SADDLE RIVER (Area Code 201)**

Cassette Prod'ns Inc., 118 Rt. 17, Zip: 07458, Tel: 327-1707. Pres.: Julius A. Konins. (Audio only)

**WEST CALDWELL (Area Code 201)**

R K O Nat'l Tape Serv., 3 Fairfield Crescent, Zip: 07006, Tel: (201) 575-8484. Pres.: Hugh Wallace. Sales Mgr.: Lee Gray. (Audio only)

**NEW YORK****COMMACK (Area Code 516)**

Robins Inds. Corp., 75 Austin Blvd., Zip: 11725, Tel: 543-5200. Pres.: Herman Post. Nat'l Dist. Sales Mgr.: Charles Condit. (Audio only)

**FARMINGDALE (Area Code 516)**

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd., Zip: 11735, Tel: 293-7300. (Video only)

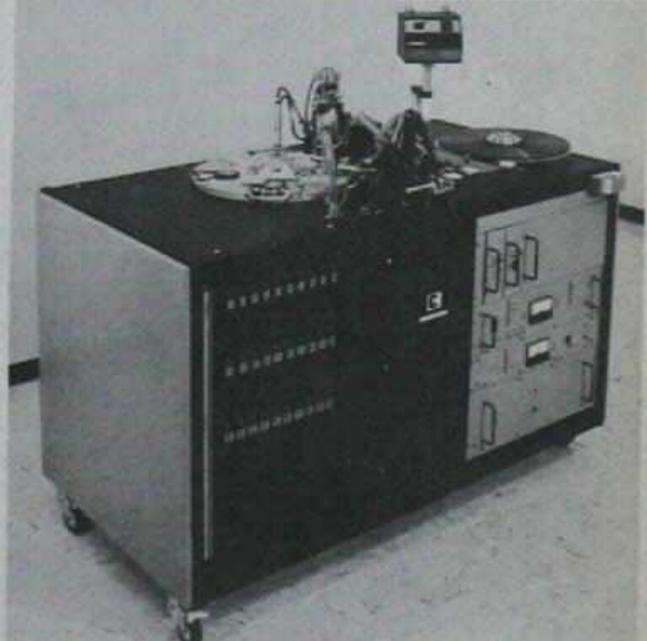
(Continued on page TS-16)

**INTRODUCING THE WORLD'S FIRST FULLY AUTOMATIC 8-TRACK CARTRIDGE LOADING MACHINE**

**THE ELECTRO SOUND MARK I CARTOMATIC**

**ANOTHER FIRST FROM ELECTRO SOUND**

Produces wound and spliced cartridges from either blank or prerecorded pancakes. All automatically!



See the Cartomatic Mark I in operation. Join us in Suite 462 A.E.S., Los Angeles Hilton, or contact

**Electro Sound, Inc.**  
160 San Gabriel Drive, Sunnyvale, CA 94086  
Telephone (408) 245-6600



**No. 410**  
FLAT SHIELD



**No. 470M**  
CASSETTE FULL

# TAPE SERVICES

## • GARDEN CITY (Area Code 516)

T D K Electronics Corp., 755 Eastgate Blvd. Zip 11530. Tel. 746-0880. Pres.: S. Okiyama. Mktg. Mgr.: Ken Kohda. Div. Sales Mgr.: Bud Banger. (Audio only).  
Branches: Irvine, Calif.; Chicago, Ill.

## • HAUPPAUGE (Area Code 516)

Prime-Tape Label Corp., 255 Oser Ave. Zip: 11787. Tel. 273-0020. Pres.: Jerry Sybul. VP & Gen. Mgr.: Ernie Menkes. (Audio only).

## • MASSENA (Area Code 315)

Michele Audio Corp., Andrew Street Rd. Zip:

13662. Tel. 769-2448. Pres. Ginette Cormer. Sales Mgr.: Art Kazutak. Mgr.: Jack Daniels. (Audio only).

## • MOUNT VERNON (Area Code 914)

Sentry Inds. Inc., 221 N. Macquesten Pkwy. Zip: 10550. Tel. 664-2909. Pres.: Harold Rosen. Sales & Adv. Mgr.: Barry Rosen. (Audio only).

## • NEW YORK METROPOLITAN AREA (Area Code 212)

Andoi Audio Prods. Inc., 4212 14 Ave., Brooklyn

11219. Tel. 45-7322. Pres.: Anthony A. Marino. Sales & Adv. Mgr.: David Nocera. (Audio only).

Nelson Barry Corp., 119 E. 44 St. Zip: 10017. Tel. 679-7900. Pres.: Franklin B. Lieberman. Exec. VP: F.N. Dimstead. Sales Mgr.: Rodlyn Schlesinger. Adv. Mgr.: Joe Brady.

Broadcasting Foundation of America, 52 Vanderbilt Ave., Rm. 1810. Zip: 10017. Tel. 684-2505. Pres.: Seymour N. Siegel. VP & Exec. Dir.: Howard L. Kany. Adv. Mgr.: Catherine Probst. (Audio only).

Direct Rec'g Co. Inc., 18 E. 50 St. Zip: 10022. Tel. 759-7979. Pres. & Sales Mgr.: Norman Levin. (Audio only).

Disc Communications Ltd., 743 Fifth Ave. Zip: 10022. Tel. 371-0390. Pres.: Charles E. Blake. Adv. Mgr.: R.C. Morak. (Audio only).

E R H Sales Corp., 221 W. 57 St. Zip: 10019. Tel. 682-4200. Pres.: Lee Halpern. Sr. Exec. VP:

Howard Rosoff. Adv. Mgr.: Larry Halpern. (Audio only).  
Fisum Hi Films Inc., 230 Park Ave. Zip: 10017. Tel. 889-7915.  
Marvall Packaging Co., 230 W. 17 St. Zip: 10011. Tel. 929-8435.

P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 75 Rockefeller Plaza. Zip: 10019. Tel. 489-6133. Pres.: Hugh T. Landy. VP Sales: David Grant. (Audio only).

Branch: Hollywood (Los Angeles Metropolitan Area), Calif.  
Plant: Richmond, Ind.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel. 457-7700. Pres.: Jack L. Hecht. VP: Leonard Verebay.

Branch: Hollywood (Los Angeles Metropolitan Area), Calif.  
Plant: Indianapolis, Ind.: Rutgers Packaging Corp.

J C Sales Corp., PO Box 194. Redford, Ill. Zip: 60466. Tel. 988-9660. Pres.: J. Sales Mgr.: Richard Chernow. (Audio only).  
Recorded Publ'g Labels, div. of Recorded Publ'g Mfg. Co. Inc., 2 Penn Plaza, Suite 1500. Zip: 10001. Tel. 868-3115. (Sales office only). (Audio only).

Home office: Camden, N.J.  
Simek Communications Inc., 50 W. 75 St. Zip: 10023. Tel. 595-7126. Pres.: D. Richard Kraus. Sales Mgr.: Mort Schlem. (Audio only).

Teletape Corp., 705 Third Ave. Zip: 10017. Tel. 573-8530. Pres.: James Hartzer. Gen. Mgr.: Joan V. Silver. Sales Mgr.: Pat Semma. (Video only).

Teletronics Int'l Inc., 231 E. 55 St. Zip: 10022. Tel. 355-1800. Pres.: Alfred Markus. (Video only).

Branch: Leonia, N.J.: S/T Videocassettes Duplg Corp.  
Windsor Total Video, 565 Fifth Ave. Zip: 10017. Tel. 725-8080. Pres.: S.B. Goodman. Sales Mgr.: R.J. Henderson. Adv. Mgr.: K.D. Lorber. (Video only).

## • PLAINVIEW (Area Code 516)

Jehnam Ent's Inc., 18 Newcastle Ave. Zip: 11803. Tel. 822-7277. Pres.: Allan Frost. (Audio only).

## • PORT CHESTER (Area Code 914)

Associated Audio Servs. Inc., 14-16 Willett Ave. Zip: 10573. Tel. 937-5129. Pres.: Robert Psoelli. Sales Mgr.: Allan C. Johnson. (Audio only).

## • ROCKVILLE CENTRE (Area Code 516)

Front Spector Corp., 46 Merrick Rd. Zip: 11575. Tel. 764-5061. NYC (212) 227-0008. Pres.: Stanley Gilman. Sales Mgr.: Peter Gans. Adv. Mgr.: Paul Mastrosarno.

## • RYE (Area Code 914)

P S I (Preferred Sound Inc.), Nursery Ln. Zip: 10580. Tel. 967-7701. (Audio only).

## • STONY POINT (Area Code 914)

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr. Zip: 10980. Tel. 942-0100. Pres.: Edmond Gabriel. Sales Mgr.: G. Hard. Adv. Mgr.: S. Meyer. (Audio only).

## • YONKERS (Area Code 914)

Video Software & Prod'n Center Inc., 185 Tappan Rd. Zip: 10710. Tel. 423-4400. (Video only).

## NORTH CAROLINA

### • KINGSTON (Area Code 919)

Newse Valley Ent's Inc., PO Box 1515, 305 N. Rd. Zip: 28501. Tel. 523-1111/1643. Pres.: John F. Burton Jr. Sales Mgr.: John Lewis Nunn Jr. Adv. Mgr.: Haywood Smith. (Audio only).

## OHIO

### • CINCINNATI (Area Code 513)

Audiograph Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel. 241-4304. Pres.: Earl T. Herring Jr.

Counterpart Creative Studios Inc., 3744 Appleton Ave. Zip: 45211. Tel. 661-8810. Pres.: Gen. & Sales Mgr.: Shad O'Shea. (Audio only).

OCA Custom Pressing (formerly Queen City Albums Inc.), 2832 Spring Grove Ave. Zip: 45221. Tel. 681-8400. Pres.: Edward R. Bosker. Sales Mgr.: Joseph Sluder. Adv. Mgr.: R. Sachs. (Audio only).

Rite Rec. Prods. Inc., 9745 Lockland Rd. Zip: 45215. Tel. 733-5533. Pres.: Carl J. Burkhardt. VP: Philip M. Burkhardt. (Audio only).

### • NEWARK (Area Code 614)

Utopia Ultra-Sound, 127 S. Fifth St. Zip: 43001. Tel. 345-8426. Pres.: Robert H. Kirk Jr. Sales & Adv. Mgr.: Dave Davison.

## OKLAHOMA

### • TULSA (Area Code 918)

ITT Studios (International Teaching Tapes), 421 S. Memorial Dr. Zip: 74145. Tel. 663-7700. Pres.: Meredith R. Gray. Sales Mgr.: Scott Gray. (Audio only).

## OREGON

### • TROUTDALE (Area Code 503)

Victory Cassette Ministries Inc., Victory Park 100. Zip: 97080. Tel. 657-3724. Pres.: Dan E. Gordon. Sales Mgr.: Carl Coleman. Adv. Mgr.: Doug Gansin. (Audio only).

## PENNSYLVANIA

### • BROOMALL (Area Code 215)

E. J. Stewart Inc., 388 Reed Rd. Zip: 19008. Tel. 543-7600. Pres.: Eric R. Address. Gen. Mgr.: Howard S. Lipman. Sales Mgr.: Nancy Hall. Adv. Mgr.: David S. Wiggins. (Video only).

### • PHILADELPHIA METROPOLITAN AREA (Area Code 215)

AudioVisual Communications Inc., PO Box 85, Radnor 19087. Tel. 273-8500. Pres.: J.L.C. Ulrich Jr. Sales Mgr.: John W. Ballantyne. (Audio only).  
MarketDyne Int'l, 1600 Arch St. Zip: 19101. Tel. 241-2935. (Video only).

### • WARREN (Area Code 814)

Leasing Mfg. Corp. Entertainment Prods. Div., 10-38 Clark St. Zip: 16365. Tel. 723-8800. Pres.: J. Albert Lutzinger. Div. Mgr.: Robert Lutzinger. (Audio only).

## SOUTH CAROLINA

### • GREENVILLE (Area Code 803)

Duplication Serv. (div. of Custom Rec'g & Sound Inc.), 1415 Augusta St. Zip: 29605. Tel. 233-0589. Pres.: Robert W. Edwards. (Audio only).

## TENNESSEE

### • FAYETTEVILLE (Area Code 615)

Kim-Pat Ent's, PO Box 654, Hillman Dr. Zip: 37334. Tel. 433-2323/5681. Owner: Bill Trigg. (Audio only).

# GREAT SHAPE.



AUTOMATIC CASSETTE PACKAGING MACHINE

The shape of things to come is here today. At least that's what our customers say.

You see, Shape, Symmetry & Sun, Inc. is known as an innovator in the plastics and high-speed automation industry. No easy task.

Maybe it's because we manufacture the best C-O's and 8-tracks on the market. Or maybe it's because we offer the world's only modular Automatic Cassette Assembly System with built-in advantages like significant capital investment savings, easy maintenance, and the unique ability to increase production by plugging additional assembly stations into the line. And our new Automatic Cassette Packaging Machine is a great performer... it automatically folds, positions and loads inserts into cassette boxes at the rate of one every two seconds.

Like they say, the shape of things to come is here today.

- C-O CASSETTES
- SONIC SEALED, SCREW-TYPE, COMPUTER GRADE and/or OTHER CONFIGURATIONS
- NORELCO BOX
- BULK CASSETTE LOCKS
- HIGH-QUALITY CASSETTE COMPONENTS
- 8/TRACK and QUAD CARTRIDGES

The shape of things to come is here today. Call or write our President, Tony Gelardi, and let him tell you why.

# SHAPE

Shape, Symmetry & Sun, Inc.

Biddeford Industrial Park, Biddeford, Maine 04005  
207-282-6155

**MEMPHIS (Area Code 901)**  
Shae Prod'ns Inc., PO Box 12025, 485 N. Holly-  
wood, Zip 38112. Tel: 458-4496. Pres.  
Warren E. Wagner; Sales & Adv. Mgr. Butch  
Thomason. (Audio only)

**NASHVILLE (Area Code 615)**  
Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip  
37210. Tel: 258-1728. Mgr. Mike Tarr. (Au-  
dio only)  
Nashville Int'l Corp., 20 Music Square W. Zip  
37203. Tel: 256-2885. Pres. Reggie M  
Churchwell, VP Opns. & Sales Mgr. Ronald L  
Coats. Adv. Mgr. Robert Dixon. (Audio only)

## TEXAS

**DALLAS (Area Code 214)**  
Ampex Corp., Music Div., 1615 Prudential Dr. Zip  
75235. Tel: 637-5100. (Sales office only) (Au-  
dio only)  
Plant: Elk Grove Village (Chicago Metropolitan  
Area), Ill.  
Mother Dubbers Inc., 2537 Carlisle. Zip: 75201.  
Tel: 651-9544. Pres. Arnett B. Peel. Sales  
Mgr. Jerry Acheson. Adv. Mgr. Jackie Mer-  
cer. (Audio only)

**SAN ANTONIO (Area Code 512)**  
B.C. Ent's, Inc., 1002 Hoefgen St. Zip: 78210. Tel:  
532-3216. Pres. C. Foy Lee. (Audio only)

**WACO (Area Code 817)**  
Creative Communications Inc. (sub. of SMH), 920  
N. Valley Mills. Zip: 76710. Tel: 766-1230.  
VP: Mac McLain; Eng'g Dir.: Ralph Swering-  
ton. (Audio only)

## UTAH

**PROVO (Area Code 801)**  
Media Servs. (div. of Brigham Young Univ.), Media  
Prod'n Studio. Zip: 84601. Tel: 374-1211 x  
4182.

## Printing & Lithographing



## ALABAMA

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

## CALIFORNIA

**LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Album Graphics Inc., 424 N. Larchmont Blvd. Zip  
90004. Tel: 462-0823. VP: Edward Dwyer.  
(Sales office only)  
Home office: Meirose Park (Chicago Metro-  
politan Area), Ill.  
The Bert Co. Ent's, Inc., 1855 Glendale Blvd. Zip  
90028. Tel: 665-5137. Pres. Sheldon Gumb-  
berg; VP Sales: Robert Coururier.  
Cadet Recs., 5810 S. Normandie Ave. Zip: 90044.  
Tel: 753-5121. Pres.: Jules Bihan.  
Branch: Park Ridge, N.J.  
California Images Inc., 7611 Fulton Ave., North  
Hollywood 91605. Tel: 875-1424, 982-  
1353. (Customized tee-shirts only)  
Century Recs. (div. of Keyser Century Corp.), 6363  
Sunset Blvd., Suite 718. Hollywood 90028.  
Tel: 365-3991.  
Home office: Saugus, Calif.  
Container-Krah Inc., 8321 De Cels Pl., Sepulveda  
91343. Tel: 893-9721. Pres. A.M. Garson.  
Sales Mgr.: Lee Garson.  
Custom Rec. Mfg. Co., 5810 S. Normandie Ave.  
Zip: 90044. Tel: 753-5121. Pres.: Jules Bi-  
han; VP: James Takeda.  
Dak Inds. Inc., 10845 Vanowen St., North Holly-  
wood 91605. Tel: 984-1559; WATS (800)  
423-2636.  
Ivy Hill Communications Inc., 4800 S. Santa Fe  
Ave. Zip: 90058. Tel: 583-8974. Exec. VP:  
Russell Merr. VP Sales: Jack Sclar.  
Home office: Great Neck, N.Y.  
K.M. Recs. Inc., 2980 N. Ontario St., Burbank  
91504. Tel: 841-3400. Pres. Glade Merklely.  
VP Mktg.: John J. Hess.  
Kathy Mktg., 4820 S. Santa Fe Ave., Zip: 90058.  
Tel: 583-8974.  
Branch: Terre Haute, Ind.  
P.R.C. Rec'g Co. (div. of Richmond Rec'g Corp.),  
8265 Sunset Blvd., Suite 109. Hollywood  
90046. Tel: 654-5602. VP Sales: Richard  
Ware.  
Home office: New York, N.Y.  
Queens Lithographing Corp., 6290 Sunset Blvd.,  
Suite 304. Hollywood 90028. Tel: 464-  
7700.  
Home office: Long Island City (New York Met-  
ropolitan Area), N.Y.  
Plant: Richmond, Inc., Rutgers Packaging  
Corp.  
Roach (div. of Perma-Trans Prods.), 8430 Tujunga  
Ave., Sun Valley 91352. Tel: 767-8300.  
WATS (800) 423-2611 (except Calif.) Con-  
tact: Rick Smith. (Customized tee-shirts only)  
Home office: Columbus, Ohio  
Shorewood Packaging Corp., 1830 Glendale Blvd.  
Zip: 90028. Tel: 660-3043.  
Home office: New York, N.Y.  
Springboard Int'l, 8295 Sunset Blvd. Zip: 90048.  
Tel: 654-8240.  
Home office: Rahway, N.J.  
Superior Data/Graphics Corp., 5717 Santa  
Monica Blvd. Zip: 90038. Tel: 457-8101.  
United Sound Inc., 1811 W. Magnolia Blvd., Bur-  
bank 91506. Tel: 845-7435.  
Viewlex Inc., 6255 Sunset Blvd., Hollywood  
90028. Tel: 464-0176. VP Sales: Phil Picono.  
West Coast Sales Rep.: Scott Ross. (Sales of-  
fice only)  
Home office: New York, N.Y.  
Plants: Allentown, Pa., Allentown Rec. Co.  
Inc.  
Westland Graphics, 2237 N. Hollywood Way, Bur-  
bank 91505. Tel: 846-1205. Pres. George T.  
Dixon; Sales Mgr.: Richard T. Dixon.

**SAN FRANCISCO & BAY AREA (Area Code 415)**  
Conlan Creative Lithographers, 804 Forber Blvd.,  
South San Francisco 94080. Tel: 761-7617.  
Gen Audio Tape Ent. (GATE), 351 G St., San Rafael

94904. Tel: 456-8035. Pres. Don Gens; Sales  
Mgr. Mary Gens. Adv. Mgr.: John Gens.

**SAUGUS (Area Code 805)**  
Century Recs. (div. of Keyser Century Corp.),  
26000 Springbrook Ave. Zip: 91350. Tel:  
259-2360. Pres.: Richard B. Keyser; Gen  
Mgr.: Bill Lightner; Sales Mgr.: Dick Maxwell.  
Branch: Hollywood (Los Angeles Metropolitan  
Area), Calif.

**COLORADO**

**DENVER (Area Code 303)**  
Audiocom Corp., 995 S. Clermont. Zip: 80222. Tel:  
757-3377. Pres. Jack Durham; Sales Mgr.  
Richard Sanders; Chief Eng.: David Howard.

## CONNECTICUT

**DARIEN (Area Code 203)**  
George Alexander Group Inc., 1063 Post Rd. Zip  
06820. Tel: 655-7791. NYC (212) 886-  
5600. Pres.: Kev Deveyjan; Admin. Ass't: Va-  
leria Baker.

**UNION CITY (Area Code 203)**  
A. C. Hampson Printing Co. Inc., PO Box 97. Zip:  
06770. Tel: 728-2294. Pres.: A.D. Hampson;  
Sales Mgr.: A.L. Payne.

## DELAWARE

**WILMINGTON (Area Code 302)**  
Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson

## TAPE SUPPLIES

Park. Zip: 19804. Tel: 655-7488. Pres. &  
Gen. Mgr.: H. Edwin Kennedy; Sales Mgr.: D.  
Smith; Adv. Mgr.: Marjorie Leap.  
National Tape Dupl'rs. see Ken-Del.

Steve Mogull Assoc., PO Box 611244, 1647 NE  
124 Ln., North Miami 33161. Tel: 895-1110.  
Pres.: Steve Mogull.  
Record Dists. of America, 780 W. 27 St., Hialeah  
33010. Tel: 887-2638. Pres.: Eusebio Valdes.  
Gen. Mgr.: Angel Tamargo.  
South Eastern Recs., 4380 NW 128 St., Opa Locka  
33014. Tel: 685-6211. Pres.: Mateo San  
Martin; Sales Mgr.: Alba Eagari; Gen. Mgr.:  
Guido Calvache Jr.

(Continued on page TS-18)



*It's not for you.  
It's for them.*

Why do you think it's called public address?

The audience is there to have a good time. You're there to work. But, if you're not projecting the sound you've worked so hard to perfect, you just wasted all those long hours in rehearsal.

Now that you're increasing your public, it's time to address yourself to an investment in PA. Check out Yamaha's EM-Series of affordable, fully-integrated sound reinforcement systems.

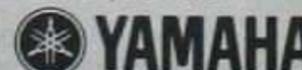
The EM-80, 100 and 150 integrated mixer/amplifiers. From four to six input channels, from 60- to 150-watts RMS. Link them together for even greater flexibility. They're reliable and roadable because they're built Yamaha tough.

Yamaha's unique stereo balance control lets you optimize sound levels in different parts of a room. Practically any setup is possible with combinations of microphones and electric instruments taken direct, amplified and submixed.

When it comes to speakers, Yamaha has two impressive models to choose from.

Every component is made by Yamaha to our own exacting specifications. Yamaha's super-efficient, two-way S4115H enclosures with a horn-loaded 15" woofer, HF horn/driver combination with level control, and 100 watts power handling, make perfect mains. On the other hand, our S0112T enclosure with 10" and 12" woofers, four 2" cone-type tweeters, and 80 watts power handling, are ideal as stage monitors or excellent low-cost house mains. Both models have built-in passive crossovers, and are available with built-in power amps.

For all the facts, send this ad along with three dollars. (Please, certified check or money order only. No cash or personal checks.) We'll rush you an operation manual complete with block diagrams on our EM-Series. Or better yet, see your Yamaha dealer and plug-in to an EM. It may be for your audiences, but their enjoyment is going to pay off for you.



Musical Instrument/Combo Division  
6600 Orangeflorpe Avenue, Buena Park, CA 90620  
Write: P.O. Box 6600, Buena Park, CA 90622

# TAPE SERVICES

## GEORGIA

- **ATLANTA METROPOLITAN AREA (Area Code 404)**  
Data-Linear Prods. Inc., 4507 E. Mills Pl. SW, College Park 30386. Tel: 691-1254. Contact: Robert M. Ingrassia.  
Home office: New York, N.Y., Linear Prods. Inc.
- **LAKEMONT (Area Code 404)**  
C S A Printing & Bindery Inc. Zip: 30552. Tel: 782-3931

## ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**  
A G I Plant Inc., see Album Graphics.  
Album Graphics Inc. (AGI Plant Inc.), 1950 N. Ruby St., Melrose Park 60160. Tel: 344-9100. Pres.: Donald W. Kostorka.  
Sales offices: Los Angeles, Calif.; New York, N.Y.  
Int'l branch: England.  
M. M. Cole Music Publ'g Co., 251 E. Grande Ave., Zip: 60611. Tel: 527-2160. Pres.: Sheperd Stern, Adv. Mgr.: B. Bernstein.  
Fort Dearborn Lithograph Co., 8035 W. Gross Point Rd., Niles 60648. Tel: 647-8730.  
Springboard Int'l, 105 Randall St., Elk Grove Village 60007. Tel: 956-1150.  
Home office: Rahway, N.J.
- **COLLINSVILLE (Area Code 618)**  
Mar-Kay Rec. Co., 1 Scotch Pine Dr., Zip: 62234. Tel: 344-4443. Pres.: Mary Joyce, Sales Mgr.: Ron Allen, Adv. Mgr.: Phyllis Damar.

## INDIANA

- **INDIANAPOLIS (Area Code 317)**  
Rutgers Packaging Corp. (div. of Queens Lithographing Corp.), 620 S. Belmont Ave., Zip: 45221. Tel: 835-7777. Plant Mgr.: William Swanson.  
Home office: Long Island City (New York Metropolitan Area), N.Y.; Queens Lithographing Corp.
- **RICHMOND (Area Code 317)**  
P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 1600 Rich Rd., Zip: 47374. Tel: 962-9511. Plant Mgr.: Greg Sauer.  
Home office: New York, N.Y.

- **TERRE HAUTE (Area Code 812)**  
Arco Press Inc., PO Box 1445, Zip: 47806. Tel: 232-0826. Pres.: James S. Roysa, Sales Mgr.: Don Wilson.  
Ivy Hill Communications Inc., Fort Harrison Ind'l Park, Zip: 47805. Tel: 466-8851. VP: Don Ford.  
Home office: Great Neck, N.Y.  
Kainy Mfg., Fort Harrison Ind'l Park, Zip: 47805. Tel: 466-8851.  
Home office: Los Angeles, Calif.

## IOWA

- **CARLISLE (Area Code 515)**  
Kajac Rec. Corp., 155 First St., Zip: 50047. Tel: 989-0876. Pres.: Harold L. Luck.
- **DES MOINES (Area Code 515)**  
Tee-Shirts, Tee-Shirts, PO Box 472, Zip: 50302. Tel: 225-0343. Contact: Art Smart Stenstrom. (Customized tee-shirts only)

## LOUISIANA

- **NEW ORLEANS (Area Code 504)**  
Ken Keene Int'l, PO Box 3763, Zip: 70117. Contact: Paul Catalano.  
Home office: St. Louis, Mo.
- **SHREVEPORT (Area Code 318)**  
Imp-prints Inc., PO Box 3697, Zip: 71103. Tel: 638-0492. Premium Div. Contact: David Zaenglein. (Customized tee-shirts only)
- **VILLE PLATTE (Area Code 318)**  
Ville Platte Rec. Mfg. Co., 120 E. Cypress St., Zip: 70586. Tel: 383-2104. Pres.: J. Floyd Soliveau, Sales Mgr.: Ronnie Soliveau, Mgr.: J.K. Soliveau.

## MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**  
Fleerwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-8800.
- **CHICOPEE (Area Code 413)**  
Dialectics Inc., 6 Second Ave., Zip: 01020. Tel: 598-8308. Pres.: Earl S. Stahl, VP Opns.: Eric C. Stahl.

## MICHIGAN

- **DETROIT METROPOLITAN AREA (Area Code 313)**  
Tape-Tronics Inc., 750 E. Mandolins, Madison Heights 48073. Tel: 588-8281.

## MISSOURI

- **ST. LOUIS (Area Code 314)**  
Ken Keene Int'l, 2008 S. 39 St., Zip: 63110. Tel: 776-3410. Pres. & Adv. Mgr.: Ken Keene, Sales Mgr.: Fernon Tremel.  
Branches: New Orleans, La.; Nashville, Tenn.  
Int'l branch: England, Seacruise

## NEW JERSEY

- **CAMDEN (Area Code 609)**  
Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St., Zip: 08105. Tel: 963-3000. Phyllis (215) 922-8558. Pres.: David H. Goodman, Sales Mgr.: Pat Landon, Adv. Mgr.: Edward J. Goodman.  
Sales office: New York, N.Y.
- **COLLINGSWOOD (Area Code 609)**  
Pauli Prods., PO Box 29, Zip: 08108. Tel: 547-8925. Pres.: Joseph A. Pauli.

## JERSEY CITY (Area Code 201)

Saxon Adhesive Prods. Inc., 880 Garfield Ave., Zip: 07305. Tel: 61-0200. NYC (212) 964-1713.

## LYNDHURST (Area Code 201)

Colomaps-Lithopress Serv., PO Box 151, Zip: 07071. Tel: 438-6729. Pres.: J.G. Principato.

## NEWARK (Area Code 201)

Andira Rec. Corp., Custom Servs. Div., 41 Central Ave., Zip: 07102. Tel: 642-5991

## PARK RIDGE (Area Code 201)

Cadet Recs., PO Box 178, Zip: 07656. Tel: 391-2676. VP Sales: R.K. Herrington.  
Home office: Los Angeles, Calif.

## RAHWAY (Area Code 201)

Springboard Int'l, 947 US Hwy. 1, Zip: 07065. Tel: 574-1400. Pres.: Dante Pugliese, VP: Herb Bregman, Sales & Adv. Mgr.: Bob Demain.  
Branches: Los Angeles, Calif.; Elk Grove Village (Chicago Metropolitan Area), Ill.

## NEW YORK

- **CENTRAL ISLIP (Area Code 516)**  
Rainart Printing Corp., 3180 J. Expwy. Dr. S, Zip: 11722. Tel: 234-0050. Pres.: Frank D. Marino.
- **FARMINGDALE (Area Code 516)**  
Pressure Sensitive Tape & Label Corp., 135 Schmidt Blvd., Zip: 11735. Tel: 293-7300.
- **GREAT NECK (Area Code 516)**  
Ivy Hill Communications Inc., Community Dr., Zip: 11022. Tel: 487-0200. Pres.: Murray Gordon, VP: Dallas Kern.  
Branches: Los Angeles, Calif.; Terre Haute, Ind.; New York, N.Y.

## HAUPPAUGE (Area Code 516)

Disc Graphics (div. of Pickwick Int'l, Cardinal Ind'l Park, Gilpin Ave., Zip: 11787. Tel: 234-1400. Gen. Mgr.: G. Thalassinos.  
Pres-Tigs Label Corp., 255 Oser Ave., Zip: 11787. Tel: 273-0020. Pres.: Jerry Sybul, VP & Gen. Mgr.: Ernie Markes.

## HUNTINGTON STATION (Area Code 516)

Shelley Prods. Ltd., 220 Broadway, Zip: 11746. Tel: 423-7090

## NEW YORK METROPOLITAN AREA (Area Code 212)

- Album Graphics Inc., 35 W. 53 St., Zip: 10019. Tel: 489-0793. VP Sales: Richard Block. (Sales office only)  
Home office: Melrose Park (Chicago Metropolitan Area), Ill.
- Disc Communications Ltd., 743 Fifth Ave., Zip: 10022. Tel: 371-0390. Pres.: Charles E. Blake, Adv. Mgr.: R.C. Morak.  
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St., Zip: 10011. Tel: 929-2410.
- Ivy Hill Communications Inc., 18 E. 48 St., Zip: 10017. Tel: 752-4670. Sr. VP Sales: Lee Koppelman. (Sales office only)  
Home office: Great Neck, N.Y.
- Laboratory Systems Corp., 37 W. 57 St., Zip: 10019. Tel: 753-3854.
- Lee-Myles Assocs. Inc., 160 E. 58 St., Zip: 10022. Tel: 758-3232. Pres.: Robert M. Miller.
- Linear Prods. Inc., 37 W. 20 St., Zip: 10011. Tel: 255-2917. Pres.: Robert Irwin, Sales Mgr.: Murray Rabkin.  
Branches: College Park (Atlanta Metropolitan Area), Ga.; Data-Linear Prods. Inc., Puerto Nuevo, P.R.; Linear Prods. of Puerto Rico.  
Mac Murray Press Inc., 230 W. 17 St., Zip: 10011. Tel: 924-1530. Pres.: Sales & Adv. Mgr.: Max Finesmith.
- P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 75 Rockefeller Plaza, Zip: 10019. Tel: 489-6133. Pres.: Hugh T. Landy, VP Sales: David Grant.  
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.  
Plant: Richmond, Ind.
- Passantino Printing Co. Inc., 311 W. 43 St., Zip: 10036. Tel: 586-1540.
- Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres.: Jerome J. Rood, Sales Mgr.: Eric P. Rood, Adv. Mgr.: Bernard Stern.
- Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack L. Hecht, VP: Leonard Verbekey.  
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.  
Plant: Indianapolis, Ind.; Rutgers Packaging Corp.
- R J C Sales Corp., PO Box 194, Ryder Sta., Brooklyn 11234. Tel: 968-9860. Pres. & Sales Mgr.: Richard Chernow.
- Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 2 Penn Plaza, Suite 1500, Zip: 10001. Tel: 888-3115. (Sales office only)  
Home office: Camden, N.J.
- Jasper Samuel Ent's., 97-28 57 Ave., Queens 11212. Tel: 271-2418, N.J. (201) 243-1300. Pres.: Jasper Samuel.
- Shorewood Packaging Corp., 10 E. 53 St., Zip: 10022. Tel: 371-1500. Pres.: Paul Shore, VP Mktg.: Floyd S. Gikert.  
Branch: Los Angeles, Calif.
- Tanagraphics Inc., 263 Ninth Ave., Zip: 10036. Tel: 255-6876.
- Tri-Lon Color Lithographers Ltd., 54 W. 21 St., Zip: 10010. Tel: 255-6140.
- Viewlex Inc., 1290 Ave. of the Americas, Zip: 10019. Tel: 581-5641. Pres.: Richard H. Burkett, East Coast Account Exec.: Elise Marsello. (Sales office only)  
Branch: Hollywood (Los Angeles Metropolitan Area), Calif.  
Plant: Allentown, Pa.; Allentown Rec. Co. Inc.

• **ROCKVILLE CENTRE (Area Code 516)**  
Pratt-Spector Corp., 48 Merrick Rd., Zip: 11571. Tel: 764-5061. NYC (212) 227-0008. Pres.: Stanley Gilman, Sales Mgr.: Pete Gans, Adv. Mgr.: Paul Mastroianni.

## NORTH CAROLINA

- **KINSTON (Area Code 919)**  
Nolan Valley Ent's. Inc., PO Box 1515, 305 H Rd., Zip: 28501. Tel: 523-1111/1643. Pres.: John F. Burton Jr., Sales Mgr.: John Lewis Nunn Jr., Adv. Mgr.: Haywood Smith.
- **THOMASVILLE (Area Code 919)**  
Adress, PO Box 1033, 1205 Lexington Ave., Zip: 27360. Tel: 475-0111. Pres.: Tim Barran. (Customized tee-shirts only)

## OHIO

### CINCINNATI (Area Code 513)

- Artists Rec'g Co. Inc., 320 Mill St., Zip: 45215. Tel: 761-0011. Pres.: Carol Rawling.
- Counterpart Creative Studios Inc., 3744 Applegate Ave., Zip: 45211. Tel: 661-8810. Pres.: Gen. & Sales Mgr.: Shad O'Shea.
- Jewel Rec'g Co., 1594 Kinney Ave., Zip: 45213. Tel: 522-9336. Pres.: Rusty York, Sales Mgr.: Harry Linchell, Adv. Mgr.: Linda York.
- QCA Custom Pressing (formerly Queen City Album Inc.), 2832 Spring Grove Ave., Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bookam, Sales Mgr.: Joseph Sluder, Adv. Mgr.: Bill Sachs.
- Rite Rec. Prod'ns Inc., 9745 Lackland Rd., Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt, VP: Philip M. Burkhardt.

### COLUMBUS (Area Code 614)

- Graphics of Columbus Inc., 5211 N. High St., Zip: 43214. Tel: 846-6126. Pres.: R.G. Kindred, VP: M.L. Kindred.
- Roach (div. of Parma-Trans Prods.), 1285 Alum Creek Dr., Zip: 43209. Tel: 239-9111. WATS (800) 848-6460 (except Ohio). Contact: Jeff Pearson. (Customized tee-shirts only)  
Branch: Sun Valley (Los Angeles Metropolitan Area), Calif.

### YOUNGSTOWN (Area Code 216)

United Audio Rec'g Studio, 803 E. Indiana St., Zip: 44502. Tel: 783-2222

## OREGON

### TROUTDALE (Area Code 503)

Victory Cassette Ministries Inc., Victory Park 100, Zip: 97060. Tel: 667-3724. Pres.: Dan E. Gordon, Sales Mgr.: Carl Coleman, Adv. Mgr.: Doug Gamin.

## PENNSYLVANIA

### ALLENTOWN (Area Code 215)

Allentown Rec. Co. Inc. (sub. of Viewlex Inc.)

## PHILADELPHIA (Area Code 215)

1002-10 Walnut St., Zip: 19102. Tel: 433-7405. Pres.: Sanford L. Wansell.  
Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Viewlex Inc., New York, N.Y.; Viewlex Inc.

### SCRANTON (Area Code 717)

Recorded Inc., PO Box 14338, Zip: 19115. Pres.: D. Eoline, Sales Mgr.: L. Siegel.

### SHARON (Area Code 412)

Keystone Printed Specialties Co. Inc., 321 Pear St., Zip: 18505. Tel: 346-1761. Pres.: P.C. Fischer Jr., Sales & Adv. Mgr.: Martin Fischer.

## PUERTO RICO

- **CANOVANAS (Area Code 809)**  
Montilla Recs. of Puerto Rico Inc., PO Box 594, Zip: 00629. Tel: 876-2560, 722-0173
- **PUERTO NUEVO (Area Code 809)**  
Linear Prods. of Puerto Rico, Old Lang Bldg., Mercedes Rd., Zip: 00936. Tel: (809) 783-4589. Contact: Ralph Gonzales.  
Home office: New York, N.Y.; Linear Prods. Inc.

## TENNESSEE

- **MEMPHIS (Area Code 901)**  
Crocodile Magazine, 312 S. Pauline St., Zip: 38104. Tel: 522-8383.
- **NASHVILLE AREA (Area Code 615)**  
Albums 'N Things (div. of Frank James Ent's.)

## New C-4 STEREO Cassette Copier. C-1's Super Sister.



**YOU CAN AFFORD IT.  
ANYONE CAN OPERATE IT.**

Introducing a low cost stereo cassette duplicator to complement our famous Super C-1 Monaural Model. The same high performance, reliability and beautiful design. The same simple operation . . . just press a button. The C-4 is also designed to absolutely protect your masters while duplicating them.

Write or call for an illustrated brochure on Pentagon's full line of duplicating systems and premium cassettes.



**PENTAGON**

4751 NORTH OLCOTT, CHICAGO, IL 60656 (312) 867-9200

- One button operation
- Automatic rewind
- 16 times speed, 30 Lp.s.
- Track selection

# COLOR CASSETTE LABELS

READY FOR IMPRINTING  
OR IMPRINTED TO ORDER  
SHEETS ONLY  
CHOICE OF 10 COLORS/2 WHITES  
SEND FOR SAMPLES AND PRICES



**PAULI PRODUCTS**  
P. O. BOX 29 • DEPT. BD  
COLLINGSWOOD, N. J. 08108  
(609) 547-8925

*"There's a rumor going around about a company that designs great record covers & liners, ads, tape labels, catalogs plus 8 other fascinating services."*

*"To find out more about this rumor call..."*



**Lee-Myles Associates, Inc.**

160 EAST 56 St., Dept. A  
N.Y., N.Y. 10022 TEL: 758-3232

Supplying the graphic needs of the record industry since 1952.

When you need

- CASSETTE DUPLICATION
- STANDARD OR MICRO-CASSETTE



Benefit from the Quarter-Century of Experience & Expertise of

## JULIUS A. KONINS

President of Cassette Productions, Inc.  
Creator and inventor of, and holder of patents on, the fastest, most advanced cassette duplicating equipment in the world.

Custom Cassette Duplicating  
Quick delivery on short runs, even 100 or less  
Extreme length capability: we can give you a longer playing cassette than anyone else in the world, with no sacrifice in quality.  
Drop-shipping under your label available  
Extra high quality

Call JULIE KONINS at 201-327-1707  
or address him personally at:

CASSETTE PRODUCTIONS, INC.

118 State Highway No. 17, Upper Saddle River, N.J. 07458

Box 11746, Zip: 37211, Tel: 833-7658  
 Owner: Rocco Kopper  
 Color Graphics Inc., 305 Church St., Goodlettsville  
 37072, Tel: 859-4001, Pres.: Randal L.  
 Miller  
 Custom Tape Dupl'rs Inc., 341 Hill Ave., Zip:  
 37210, Tel: 256-1728, Mgr.: Mike Tant  
 Ken Keene Int'l, PO Box 1561, Zip: 37202, Tel:  
 778-5277, Contact: Tom Pallardy  
 Home office: St. Louis, Mo.  
 Nashville Int'l Corp., 20 Music Square W., Zip:  
 37203, Tel: 256-2885, Pres.: Reggie M.  
 Churchwell, VP Opns. & Sales Mgr.: Ronald L.  
 Coats, Adv. Mgr.: Robert Dixon  
 Williams Printing Co., 417 Commerce, Zip:  
 37219, Tel: 256-7151

**TEXAS**

**FORT WORTH AREA  
 (Area Code 817)**

Associated Rec. Pressers of America Inc., PO Box  
 5328, 609 N. Great Southwest Pkwy., Arling-  
 ton 76011, Pres.: David M. Howell

**SAN ANTONIO (Area Code 512)**

BCL Ent's Inc., 1002 Hoefgen St., Zip: 78210, Tel:  
 532-3216, Pres.: C. Foy Lee

**WACO (Area Code 817)**

Creative Communications Inc. (sub. of SMI), 920  
 N. Valley Mills, Zip: 76710, Tel: 776-1230,  
 VP: Mac McClain  
 Mike's Print Shop, 2507 Grim, Zip: 76707, Tel:  
 752-2321

Custom  
 Duplicators  
**4**

**ALABAMA**

**MUSCLE SHOALS  
 (Area Code 205)**

Fame Rec'g Studios Inc., 803 E. Avalon Ave., Zip:  
 35660, Tel: 381-0801  
 Audio: 8-tr., cassette, open reel

**ARIZONA**

**PHOENIX (Area Code 602)**

Audio-Video Rec'rs of Arizona Inc., 3830 N. Sev-  
 enth St., Zip: 85014, Tel: 277-4723  
 Audio: Cassette, open reel  
 Video: 1/2" cassette

General Cassette Corp., 1324 N. 22 Ave., Zip:  
 85005, Tel: 257-1880, Pres.: Bill Johnson,  
 Sales Mgr.: Shad Helmstetter  
 Audio: 8-tr., cassette, open reel

Universal Audio Corp., 40 E. Thomas Rd., Zip:  
 85012, Tel: 263-9071, Pres.: John A. Mi-  
 chaelson, Sales Mgr.: Allen K. Gardner  
 Audio: Cassette, open reel

**TUCSON (Area Code 602)**

Kyric Corp., PO Box 5487, Zip: 85703, Tel: 624-  
 2408, Pres. & Sales Mgr.: Keyvan Mokhtas-  
 san  
 Audio: 8-tr., cassette, open reel

**ARKANSAS**

**BATESVILLE (Area Code 501)**

Stairway Music & Advertising, 368 E. Pine, Zip:  
 72501, Tel: 793-3934, Pres.: Bill Snearly  
 Audio: 8-tr., cassette, open reel

**LITTLE ROCK (Area Code 501)**

Pinnacle Prod'ns Inc., 1 Warren Dr., Zip: 72209,  
 Tel: 565-2800  
 Audio: Cassette, open reel

**CALIFORNIA**

**ANAHEIM (Area Code 714)**

Harry McCune Sound Serv. Inc., 1150 W. Cerritos,  
 Zip: 92802, Tel: 533-7650, LA (213) 656-  
 0112, Gen. Mgr.: Bruce Burns  
 Home office: San Francisco, Calif.  
 Audio: Cassette, open reel  
 Video: 1" open reel, 1/2" cassette, 1/2" EIAJ  
 open reel

**FRESNO (Area Code 209)**

California Artists Corp., PO Box 11474, Zip:  
 93773, Tel: 222-8702, Pres.: Ray Camacho,  
 Sales Mgr.: Mingo Cervantes, Adv. Mgr.: Jess  
 Luna  
 Audio: 8-tr., cassette, open reel

**GARDEN GROVE  
 (Area Code 714)**

Tapete Corp., 7221 Garden Grove Blvd., Zip:  
 92641, Tel: 638-7960, Pres.: Jim Neiger,  
 Sales Mgr.: Pat Kenny  
 Audio: Cassette

**LOS ANGELES METROPOLITAN  
 AREA (Area Code 213)**

A T & T Rec'g, 725 N. Highland, Zip: 90038, Tel:  
 933-5701  
 Audio: Cassette, open reel, open reel quadra-  
 phonic

Abbey Tape Dupl'rs, 535B Carwright Ave., North  
 Hollywood 91601, Tel: 985-3136, Gen.  
 Mgr.: Norman C. Cooke  
 Audio: Cassette, open reel

Able Turntable & Tape Inc., 725 N. Highland, Hol-  
 lywood 90038, Tel: 933-5701, Pres.: Ted  
 Gardner, Sales & Adv. Mgr.: Michael Gorfaine  
 Audio: 8-tr., 8-tr. quadraphonic, cassette,  
 open reel, open reel quadraphonic  
 Video: 1/2" cassette

Ampex Corp., Music Div., 500 Rodier Dr., Glendale  
 91201, Tel: 240-5000, (Sales office only)  
 Plant: Elk Grove Village (Chicago Metropolitan  
 Area) Ill.  
 Audio: 8-tr., 8-tr. quadraphonic, cassette,  
 open reel, open reel quadraphonic

Capitol Inds., 3116 West Ave., Suite 32, Zip:  
 90065, Tel: 254-9111, Plant: 3061 Fletcher  
 Dr., Zip: 90065, Tel: 254-9111  
 Audio: 8-tr.

Carman Prod'ns, 15456 Cabrito Rd., Van Nuys  
 91406, Tel: 873-7370, Pres.: T.R. Skeeter,  
 Mgr.: J. Eddy, Sales Mgr.: W. Trowbridge  
 Audio: Cassette, open reel, open reel quadra-  
 phonic

Columbia Rec. Prod'ns, 8430 Sunset Blvd., Holly-  
 wood 90028, Tel: 466-2481, West Coast  
 Sales Mgr.: Mike Coolidge (Sales office only)  
 Plants: Santa Maria, Calif.; Terre Haute, Ind.;  
 Patman, N.J.  
 Audio: 8-tr., 8-tr. quadraphonic, cassette,  
 open reel  
 Custom Rec. Mfg. Co., 5810 S. Normandie Ave.,  
 Zip: 90044, Tel: 753-5121, Pres.: Jules Bi-  
 han, VP: James Takeda  
 Audio: 8-tr.  
 Custom Tape Dupl'rs, 6336 Arizona Circle, Zip:  
 90045, Tel: 645-9173  
 Audio: 8-tr., cassette  
 Dak Inds. Inc., 10845 Vanowen St., North Holly-  
 wood 91605, Tel: 984-1559, WATS (800)  
 423-2646  
 Audio: Cassette  
 H I Ent's Inc., 9537 Telstar Ave., Suite 121, El  
 Monte 91731, Tel: 444-9224, Pres. & Sales

Mgr.: Malcolm K. Mreter, Adv. Mgr.: David S.  
 Drubeck  
 Audio: Cassette, open reel  
 Ray Jacobs Audio Inc., 1419 Santa Fe Ave., Long  
 Beach 90813, Tel: 437-0681, Pres.: Ray Ja-  
 cobs, Sales Mgr.: Harry Jacobs, Adv. Mgr.:  
 Bob Jacobs  
 Audio: Cassette, open reel  
 K R T Mfg. Inc., 16123 Cohasset St., Van Nuys  
 91406, Tel: 781-4303, Pres.: Armando Ta-  
 bor, Sales & Serv. Mgr.: John Brennan, Adv.  
 Mgr.: W. Phil Ringel  
 Audio: 8-tr., cassette  
 M L Tape Dupl'g, 16834 Superior St., Sepulveda  
 91343, Tel: 893-2819, Owner & Pres.: Bill  
 Ball  
 Audio: 8-tr., cassette  
 Magtec Corp., 8125 Lanikershim Blvd., North Hol-  
 lywood 91605, Tel: 768-6200  
 Audio: 8-tr., cassette, open reel

**TAPE SERVICES**

More Music Ent's Inc., 5315 Laurel Canyon, Suite  
 200, North Hollywood 91607, Tel: 985-  
 3300  
 Audio: Cassette, open reel  
 P R C Rec'g Co. (div. of Richmond Rec'g Corp.),  
 8265 Sunset Blvd., Suite 109, Hollywood  
 90046, Tel: 654-5602, VP Sales: Richard  
 Ware  
 Home office: New York, N.Y.  
 Audio: 8-tr., cassette  
 Pasadena Sound Rec'g, 278 N. Raymond, Pas-  
 adena 91103, Tel: 796-3077  
 Audio: 8-tr., cassette  
 R C A Recs., 6363 Sunset Blvd., Hollywood  
 90028, Tel: 461-9171, Rec'g Mgr.: Charlie  
 Fruzansky (Sales office only)  
 Home office: New York, N.Y.  
 Plant: Indianapolis, Ind.  
 Audio: 8-tr., 8-tr. quadraphonic, cassette,  
 open reel, open reel quadraphonic  
 Radio Central, 427 W. Fifth St., Zip: 90013, Tel:  
 626-9891  
 Audio: Cassette, open reel  
 Sound City Inc., 15456 Cabrito Rd., Van Nuys  
 91406, Tel: 787-3722  
 Audio: 8-tr., cassette, open reel

(Continued on page TS-31)

**Where do the people  
 who want Memorex  
 go when they  
 can't buy it from you?**

Thousands of Memorex  
 cassettes, 8-tracks, reels, and  
 accessories will be bought today.  
 So it figures that if you're not selling  
 Memorex products, the consumer is  
 buying them somewhere else.

And probably spending the rest of his  
 audio money somewhere else.

Now there's a very easy way to get  
 people to buy Memorex in your store:  
 Make sure you carry the full  
 Memorex line.

**MEMOREX** Recording Tapes.  
 Is it live or is it Memorex?

MEMOREX 90  
 MRX<sub>2</sub> OXIDE  
 Memorex's finest cassette for use on all equipment.  
 90 minutes

©1977, Memorex Corporation, Santa Clara, California 95052, U.S.A.



# TAPE SUPPLIES

## Empty Cartridge, Cassette & Reel Manufacturers

6

A/V Paragon, see Universal Tape  
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887  
**Branches:** Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100.  
**Audio:** 8-tr., cassette, open reel.  
 Ampco Prod's Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXRON. Telex: 425233. Pres. Manuel Kopelman, VP: Arthur Lipton, Sales Dir.: Michel Laguerre.  
**Audio:** 8-tr. & cassette.  
 Athena Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres. Sales & Adv. Mgr.: Charles Beres Jr.  
**Audio:** Cassette & sub-assemblies of cassette parts.  
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres. M. Donalds, VP: M. Thaler.  
**Audio:** 8-tr., cassette.  
 Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-4870. Telex: 128419. Pres. Milton B. Gelfand; VP Sales: Timothy A. Cole.  
**Int'l branch:** France.  
**Audio:** 8-tr. & cassette.  
 B A S F Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres. G.J. Grochla; Mktg. Servs. Mgr.: J.P. Hiltz; Sales Mgr.: J.S. Walker; Adv. Mgr.: R.E. Dalezio.  
**Branches:** Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Melrose Park, Ill., 1800 N. 30 Ave. Zip: 60160. Tel: (312) 343-6618—Clifton, N.J., 149 Rt. 48. Zip: 07011. Tel: (201) 548-9111—Dallas, Texas, Dallas Petroleum Center, 13610 Midway, Suite 255. Zip: 75240. Tel: (214) 233-6607.  
**Audio:** Open reel.  
 C I Supercart, see Cartridge Inds.  
 Carter Corp., 1916 11 St., Rockford, Ill. 61108. Tel: (815) 397-3200. Pres. Robert L. Fleming; Sales Mgr.: Sandra L. Fleming; Adv. Mgr.: Donald Clark.  
**Audio:** Open reel.  
 Cartridge Inds. Corp., 411 Kansas City Ave., Excelsior Springs, Mo. 64024. Tel: (816) 637-6011.  
**Audio:** 8-tr.  
**Brand name:** C I Supercart.  
 Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605.  
**Audio:** Screw-type cassettes.  
 Certron Corp., 1701 S. State College Blvd., Ana-

heim, Calif. 92808. Tel: (714) 634-4280. Pres. Edwin Gansson; Sales Mgr.: Ray Allen; Adv. Mgr.: Hal Wilde.  
**Audio:** 8-tr. & cassette.  
 Columbia Magnetics (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 785-4321. Dir.: Glenn Hart.  
**Branch:** Century City, Calif., 1801 Century Park W. Zip: 90067. Tel: (213) 556-4876. Nat'l Sales Dir.: Jerry Bronaugh.  
**Plant:** Danbury, Conn., 15 Great Pasture Rd. Zip: 06810. Tel: (203) 744-3555. Plant Mgr.: Ray Hughes.  
**Audio:** 8-tr. & cassette.  
 Comsette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore.  
**Audio:** Cassette.  
 Custom Cartridge Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-5688. Pres.: Cliff Tant.  
**Audio:** 8-tr.  
**Brand name:** Lear Jet Stereo.  
 Dak Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS (800) 423-2636.  
**Audio:** Cassette & open reel.  
 Dalsung Ind'l Corp., 155 E. 44th St., New York, N.Y. 10017. Tel: (212) 682-6045.  
**Home office:** Korea.  
**Audio:** Cassette.  
 Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill.  
**Audio:** 8-tr. & cassette.  
**Video:** 1/2" cassette.  
 Data Technology Corp., 125 Baker St., Suite 230, Costa Mesa, Calif. 92626. Tel: (714) 540-5624.  
**Video:** 1/2" cassette, 1/2" EIAJ open reel.  
 Dyna-Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day; VP & Gen. Mgr.: Paul Hayes; Plant Mgr.: Phil Kelly.  
**Audio:** 8-tr. & cassette.  
 E H C, see Electronic Homes.  
 Electronic Homes Co., 24-64 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Pres.: Paula Boydell; Sales Mgr.: Elias Smyrnakis.  
**Audio:** Cassette.  
**Brand name:** EHC.  
 El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. VP & Sales Mgr.: Allen Schor.  
**Audio:** 8-tr., cassette, 3", 5" & 7" open reels.  
 Fidelipac, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McCloskey; Sales & Mktg. Mgr.: Arthur Constantine.  
**Audio:** NAB cartridges (A, B & C sizes).  
**Brand names:** Fidelipac, Master Cart.  
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel; Sales Mgr.: G. Hard; Adv. Mgr.: W. Meyer.  
**Audio:** 8-tr. & cassette.  
 Intermagnetics Corp., 1642 18 St., Santa Monica, Calif. 90404. Tel: (213) 393-9281. Pres.: Irving Katz; VP: Bruce Weber; VP Sales: George Johnson; VP Int'l Sales: Terry Wherlock.  
**Audio:** 8-tr. & cassette.  
 Jelfarm Ent's. Inc., 18 Newcastle Ave., Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Alan Frost.  
**Audio:** 8-tr., cassette & open reel.  
 Kyrac Corp., PO Box 5487, Tucson, Ariz. 85703. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.  
**Audio:** Cassette.  
 Lear Jet Stereo, see Custom Cartridge.  
 Lenco Co., PO Box 29128, 3901 N. 89 St., Lin-

coln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Lorchardt; Sales & Adv. Mgr.: Darryl O. Chapelle.  
**Audio:** Cassette.  
 Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J. Albert Loranger; Div. Mgr.: Robert Loranger.  
**Audio:** 8-tr.  
 M M C, see Magnetic Mktg.  
 Magic, see Plastic Reel.  
 Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470. Tel: (201) 694-3502. Pres.: Thomas J. Hofbauer; Adv. Mgr.: M. Browne.  
**Audio:** 8-tr. & cassette.  
**Brand name:** MMC.  
 Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 898-8660. Pres.: Aaron Wasserstrom; Sales Mgr.: Douglas Scott.  
**Int'l branch:** Korea, IPO Box 5006, Seoul.  
**Audio:** Cassette.  
 Mann Endless Cassette Inds., PO Box 1347, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann; Sales Mgr.: Robert Wells.  
**Audio:** Endless loop cassette.  
 Marmac, see Mastro.  
 Master Cart, see Fidelipac.  
 Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres. Mario Maccaferri; Sales Mgr.: Nicholas Perazzo.  
**Audio:** 8-tr. & cassette.  
**Brand name:** Marmac.  
 Meister Mfg. Co., 9126 Firstone Blvd., Downey, Calif. 90241. Tel: (213) 861-3198. Pres.: Jurgen H.M. Meister.  
**Audio:** 7", 8 1/4", 10 1/2" aluminum reels.  
 Miami Tape Inc., 8180 NW 103 St., Hialeah, Fla. 33015. Tel: (305) 558-9211.  
**Audio:** 8-tr. & cassette.  
 Molded Ind'l Plastics Inc., Platt Rd., Shelton, Conn. 06486. Tel: (203) 929-3311.  
**Audio & Video:** Open reels.  
 Nashville Int'l Corp., 20 Music Square W., Nashville, Tenn. 37203. Tel: (615) 256-2885. Pres.: Reggie M. Churchwell; VP Ops. & Sales Mgr.: Ronald L. Coats; Adv. Mgr.: Robert Dixon.  
**Audio:** 8-tr. & cassette.  
 P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 75 Rockefeller Plaza, New York, N.Y. 10019. Tel: (212) 489-6133. Pres.: Hugh T. Landy; VP Sales: David Grant.  
**Branch:** Hollywood, Calif., 8265 Sunset Blvd., Suite 109. Zip: 90048. Tel: (615) 854-5602. VP Sales: Richard Ware.  
**Plant:** Richmond, Ind., 1600 Rich Rd. Zip: 47374. Tel: (317) 982-9511. Plant Mgr.: Greg Steer.  
**Audio:** Cassette.  
 Plastic Reel Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 533-9125. Pres.: Robert A. Miller; Sales Mgr.: Pat Baccarella.  
**Audio:** 2 1/4", 7" reels, hubs.  
**Video:** Open reel for 1/2", 1", & 2" tape.  
**Brand name:** Magic.  
 Polyline Corp., 1235 Rand Rd., Des Plaines, Ill. 60018. Tel: (312) 298-5300. Pres.: John Kaiser; Sales Mgr.: Mike Schlobohm.  
**Audio:** Plastic reels.  
 Recording Supply Co. (div. of Polyline Corp.), 1233 Rand Rd., Des Plaines, Ill. 60018. Tel: (312) 297-0955. Pres.: John Kaiser; Sales Mgr.: Ray Kaiser.  
**Audio & video:** Reels.  
 Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.  
**Audio:** 8-tr. & cassette.  
 Scotch, see 3M.  
 Sentry Inds. Inc., 221 N. Macquesten Pkwy., Mount Vernon, N.Y. 10550. Tel: (914) 864-2909. Pres.: Harold Rosen; Sales & Adv. Mgr.: Barry Rosen.  
**Audio:** 8-tr., cassette & open reel.  
 Shape, Symmetry & Sun Inc., Biddelford Ind'l Park, Biddelford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. Mgr.: Anthony L. Gelardi; Sales Mgr.: Joe Ciccone.  
**Audio:** 8-tr. & cassette.  
 Simpac Int'l Inc., 369 San Miguel Dr., Suite 365, Newport Beach, Calif. 92660. Tel: (714) 644-8857.  
**Audio:** Cassette.  
 T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel: (516) 746-0880. Pres.: S. Okuyama; Mktg. Mgr.: Ken Kohda; Div. Sales Mgr.: Bud Berger.  
**Branches:** Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel: (714) 979-5811—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222.  
**Video:** Reels for 1/2" tape, 1/2" cassette.  
 Tape Servs. Inc., PO Box 650, 345 New Albany Rd., Moonstown, N.J. 08057. Tel: (609) 235-2201. Sales Mgr.: Michael T. Mulcahy.  
**Audio:** 8-tr. & cassette.  
 3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Div. VP: J.E. Povolny; Sales Mgr.: J.L. Leon; Adv. Co-ord.: F.E. Detloff; Adv. Mgr.: P.M. Gavin.  
**Branches:** Anchorage, Alaska, 3934 Spennard Rd. Zip: 99503. Tel: (907) 279-6481—Burbank, Calif., 126 W. Elm. Court. Zip: 91502. Tel: (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel: (213) 726-1511—South San Francisco, Calif., 320 Shaw Rd. Zip: 94080. Tel: (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel: (202) 331-6900—Atlanta, Ga., 2860 Bankers Ind'l Dr. Zip: 30340. Tel: (404) 448-8866—Honolulu, Hawaii, 2880 Uialena St. Zip: 96819. Tel: (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel: (312) 498-6500—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel: (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel: (313) 477-5000—St. Louis, Mo., PO Box 510, 10725 Bear Blvd. Zip: 63166. Tel: (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel: (201) 327-9100—NYC (212) 285-8600—High Point, N.C., PO Box 2047, 2401 Broadway St. Zip: 27261. Tel: (919) 886-7181—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel: (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel: (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel: (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel: (214) 327-7311—Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel: (206) 244-7200.  
**Audio:** 8-tr., cassette & open reel.  
**Video:** Reels for 2" & 1" tape.

**Brand name:** Scotch.  
 Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000. Pres.: Marvin Donalds; VP: Rudolph J. Funtillo.  
**Audio:** Cassette.  
 U T C, see Universal Tape.  
 Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres.: Edward O. Praeger.  
**Audio:** 8-tr., cassette & open reel.  
**Brand name:** A/V Paragon, UTC, Universal.

07657. Tel: (201) 945-6820. Admin. Ass't: Diane Appel.  
**Audio:** Cassette hubs, flanged rollers, slip sheets, stainless steel pins, spring pads, shields, shells & windows.  
 Chief Quin Assoc., 20 Locke Rd., Billerica, Mass. 01821. Tel: (617) 863-2000. Pres.: Chief Quin.  
**Audio:** Staking rids, leader locks.  
 Dyna-Day Plastics Inc., 1521 E. Avis Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day; VP & Gen. Mgr.: Paul M. Hayes; Plant Mgr.: Phil Kelly.  
**Audio:** Cassette hubs, rollers, shells.  
 El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. VP & Sales Mgr.: Allen Schor.  
**Audio:** 8-tr. & cassette parts.  
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmond Gabriel; Sales Mgr.: G. Hard; Adv. Mgr.: W. Meyer.  
**Audio:** Shields, hubs.  
 Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Plant Mgr.: Jeff St. Thomas.  
**Audio:** Cassette shims & pressure pads.  
 Imco Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810. Pres.: John J. Abbott; VP Sales & Mktg.: W.P. Kelley.  
**Audio:** Elastomeric pinch rollers.  
 Intermagnetics Corp., 1642 18 St., Santa Monica, N.Y. 11803. Tel: (516) 822-7277. Pres.: Irving Katz; VP: Bruce Weber; VP Sales: George Johnson; VP Int'l Sales: Terry Wherlock.  
**Audio:** All 8-tr. & cassette parts.  
 International Cassette Inds. Inc., 16131 Gotthard St., Huntington Beach, Calif. 92647. Tel: (714) 848-1501.  
**Audio:** Plastic 8-tr. & cassette parts.  
 Jelfarm Ent's. Inc., 18 Newcastle Ave., Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Alan Frost.  
**Audio:** All 8-tr. & cassette parts.  
 Kyrac Corp., PO Box 5487, Tucson, Ariz. 85703. Tel: (602) 624-2408. Pres. & Sales Mgr.: Keyvan Mokhtarian.  
**Audio:** All cassette parts.  
 Lenco Co., PO Box 29128, 3901 N. 89 St., Lincoln, Neb. 68507. Tel: (402) 464-7488. Pres.: Don Lorchardt; Sales & Adv. Mgr.: Darryl O. Chapelle.  
**Audio:** Cassette hubs, rollers, tab inserts.  
 Loranger Mfg. Corp., Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel: (814) 723-8600. Pres.: J. Albert Loranger; Div. Mgr.: Robert Loranger.  
**Audio:** 8-tr. guide post sleeves, base & cover, platform sleeves, & platform.  
 Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres. Mario Maccaferri; Sales Mgr.: Nicholas Perazzo.  
**Audio:** Cassette guide rollers, keyhole hubs.  
 Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 929-6781.  
**Audio:** 8-tr. pinch & drive rollers.  
 Overland Prods. Co. Inc., PO Box 6, 515 N. Pierce St., Fremont, Neb. 68025. Tel: (402) 721-7270. Pres. & Sales Mgr.: Howard J. Pearson.  
**Audio:** 8-tr. & cassette pressure pads, pins & shields.  
 Pro-Aut Stamping Inc., Waconia, Minn. 55387. Tel: (612) 443-2525.  
**Audio:** Pressure & spring pads & shields.  
 Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monett; VP: Jack E. Monett.  
**Audio:** 8-tr. pinch rollers.  
 Shape, Symmetry & Sun Inc., Biddelford Ind'l Park, Biddelford, Me. 04005. Tel: (207) 282-6155. Pres. & Adv. Mgr.: Anthony L. Gelardi; Sales Mgr.: Joe Ciccone.  
**Audio:** Cassette hubs, rollers, pressure pads, shields.  
 Specialty Composites Corp., Delaware Ind'l Park, Newark, Del. 19713. Tel: (302) 738-6800. Sales Mgr.: R. Frybutok; Adv. Mgr.: J. Welsh.  
**Audio:** Pressure pads.  
 Trans-Am Inds. Inc., 845 Broad Ave., Ridgefield, N.J. 07657. Tel: (201) 945-2000. Pres.: Marvin Donalds; VP: Rudolph J. Funtillo.  
**Audio:** Cassette hubs, flanged roller slip sheets, stainless steel pins, tabs.  
 Troy Machinery Corp., 201 Division St., Boonton, N.J. 07005. Tel: (201) 334-7660. Pres.: E.F. Joyce Sr.; VP & Sales Mgr.: E.F. Joyce Jr.  
**Audio:** Pinch rollers & pressure pads.  
 Unique Prods. Inc., 869 E. Sandhill Ave., Carson, Calif. 90746. Tel: (213) 323-0681. TWX (910) 346-7740. Pres. & Sales Mgr.: George Lusko; Adv. Mgr.: Chip Lusko.

## Parts, Cartridge & Cassette Manufacturers

7

Alinabal (div. of MPB Corp.), 28 Woodmont Rd., Milford, Conn. 06460. Tel: (203) 877-3241. Prod. Sales Mgr.: John Robertson.  
**Audio:** Liners, pressure pads & shields.  
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887.  
**Branches:** Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100.  
**Audio:** 8-tr. & cassette parts.  
 Athena Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres. Sales & Adv. Mgr.: Charles Beres Jr.  
**Audio:** All cassette parts.  
 Audio Accessories Co., Box 628, Rt. 1, Betaville, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.  
**Audio:** Cassette plastic hub locks & splicing blocks.  
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres. M. Donalds; VP: M. Thaler.  
**Audio:** 8-tr. & cassette parts.  
 Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Exec. VP: E. Khoury; Mktg. Servs. Dir.: John M. Ricci; Sales Mgr.: Oscar Arslanian.  
**Sales offices:** Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel: (404) 321-5441—Niles, Ill., 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—Germantown, Md., Century XXI, 20030 Century Blvd. Zip: 20767. Tel: (301) 428-0795—New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470—Cleveland, Ohio, 7123 Pearl Rd. Zip: 44130. Tel: (216) 888-6010—Dallas, Tex., 6730 Oakbrook Blvd. Zip: 75235. Tel: (214) 637-1890.  
**Int'l branches:** Mexico, Singapore.  
**Audio:** 8-tr. parts.  
 Certson Corp., 1701 S. State College Blvd., Anaheim, Calif. 92808. Tel: (714) 634-4280. Pres.: Edwin Gansson; Sales Mgr.: Ray Allen; Adv. Mgr.: Hal Wilde.  
**Audio:** 8-tr. & cassette parts.  
 Dak Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: 984-1559. WATS (800) 423-2646.  
**Audio:** Cassette liners, hubs, housings, pins, rollers & pressure pads.  
 Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar; Nat'l Sales Mgr.: Jere R. Hill.  
**Audio:** 8-tr. & cassette parts.  
 Dixon Corp., 386 Metacomb Ave., Bristol, R.I. 02809. Tel: (401) 253-2000. Pres.: Bert Kazanek; Sales Mgr.: John F. McCurdy Jr.  
**Audio:** Cassette shims, acetate post rollers, cartridge top rings & teflon thrust washers.  
**Video:** 1/2" cassette tabs, guides & teflon thrust pads.  
 Donnak Inds., PO Box 422, Ridgefield, N.J.

## Cassette Duplicator System



COMBINES DUPLICATION AND LOADING INTO ONE OPERATION

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

### RECORTEC, INC.

777 PALOMAR AVENUE • SUNNYVALE, CALIFORNIA 94086 • (408) 735-8821

## Buy Direct From Manufacturer PINCH ROLLS and PRESSURE PADS

Standard Sizes in Stock

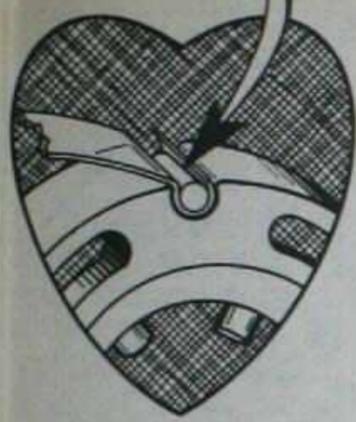
- Silicone or SBR Rubber Pinch Rolls
- Four Lb. Density Foam Heat Tested Pressure Pads
- Specials Made To Order

Teflon® Washers and Mylar Rings in stock

\*Du Pont Trademark

TROY MACHINERY CORP.  
501 DIVISION ST. • BOONTON, N.J. 07005 • 201-334-2020

# LEADER LOCK



# THE HEART OF YOUR CASSETTE

That little piece of staking rod makes the big difference in the quality of your cassette.

Our leader lock is better because our acetate is **DOUBLE EXTRUDED**. A process which delivers a rod diameter tolerance of not more than  $\pm .0005"$  (.0127mm).

- Sizes from .049" (1.246mm) to .068" (1.727mm)
- Extruded in increments of .001" (.0254mm)
- Tolerance not more than  $\pm .0005"$  (.0127mm)
- Popular sizes — .052" (1.320mm) and .063" (1.602mm) stocked for immediate shipment.

Designed and engineered for the cassette industry by the Burnhams of New York, our staking rod virtually eliminates cassette failure due to leader tape pull-out.

Ask about our Mini Rod for Mini Cassettes

Exclusive Agents for the Burnhams:

## CHET DUNN ASSOCIATES

Manufacturers' Representatives  
20 Locke Road  
Billerica, Mass. 01821  
(617) 663-2000

**Audio:** Cassettes & mini-cassette pressure pads, pin shields & windows, screws, slip sheets.

**Universal Tape Corp. Inc.** 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Pres. Edward O. Pranger.

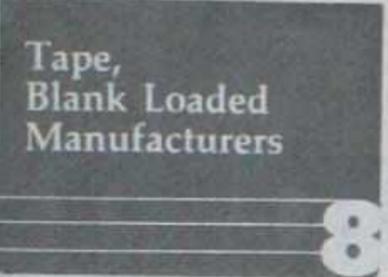
**Audio:** 8-tr. — snap & screw type halves, bronze & foam type pressure pads, platform, cassette—sonic, screw & snap type halves, stainless steel pins, pressure pads, mu-metal shields, hubs, double flanged idler rollers, window, lefton, graphite & polyester shield gaskets & liners & stainless steel pins.

**Video:** 1" open reel, 1/2" cassette, 1/4" EIAJ open reel & 1/4" open reel ports.

**Webtek Corp.** 4326 W. Fico Blvd., Los Angeles, Calif. 90019. Tel: (213) 937-3511. Pres. Joseph Klein. VP: John A. Pace. Sales Mgr.: Ken George.

**Branch:** Chicago, Ill. 6440 N. Ridgeway Ave. Zip: 60645. Tel: (312) 679-5470.

**Audio:** Cassette liners.



**Tape, Blank Loaded Manufacturers**

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

**A & A**, see Audio Accessories.

**A T-Pro**, see Abbey Tape.

**A T & T Rec'g.** 725 N. Highland, Hollywood, Calif. 90038. Tel: (213) 933-5701.

**Audio:** Cassette (1-122).

**A V Con**, see Audio-Video Concepts.

**A/V Paragon**, see Universal Tape.

**A/V Tape Sales Corp.** 580 Sylvan Ave., Englewood Cliffs, N.J. 07622. Tel: (201) 569-7000. Pres. A.F. Etno.

**Audio:** Cassette (5-120), open reel.

**Abbey Tape Duplicators**, 5358 Cartwright Ave., North Hollywood, Calif. 91601. Tel: (213) 985-3136. Gen. Mgr.: Norman C. Cooke.

**Audio:** Cassette (2-120).

**Brand name:** AT-Pro.

**Able Turntable & Tape Inc.** 725 N. Highland Ave., Hollywood, Calif. 90038. Tel: (213) 933-5701. Pres.: Ted Gardner. Sales Mgr. & Customer Relations: Michael Gorfaine.

**Audio:** Cassette (2-122).

**Advent Corp.** 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Sales Mgr. Tom Holzel.

**Audio:** Cassette.

**Akai American Ltd.** 2139 E. Del Amo Blvd., Compton, Calif. 90220. Tel: (213) 537-3880.

**Video:** 1/2" EIAJ open reel.

**American Sound Corp.** 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 539-2900.

Pres.: Frank Day. VP & Gen. Mgr.: Paul M. Hayes. Sales & Adv. Mgr.: Paul E. Adams.

**Audio:** 8-tr. & cassette (custom lengths), open reel.

**American Tape Corp.** 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (201) 943-7860.

Pres. Donald H. Gabor. Sales Mgr. Julian Falk.

**Audio:** 8-tr. (40).

**Brand name:** Remington.

**Amplex Corp.** Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887.

**Branches:** Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101 Zip: 30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100.

**Audio:** 8-tr. (45, 90), cassette (45, 60, 90, 120), open reel (1500', 2150', 2440', 3000', 3600', broadcast).

**Video:** 1" open reel, 1/2" cassette (10, 20, 30, 40, 50, 60) 1/4" EIAJ open reel (1250', 2400').

**Ampro Prod'ns Inc.** 10 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7726. Cable: TAPEXRON. Telex: 425233. Pres. Manuel Kaplan. VP: Arthur Lipson. Sales Dir.: Michel Laguerre.

**Audio:** 8-tr. (40, 60, 80), cassette (30, 60, 90, 120).

**Andol Audio Prods Inc.** 4212 14 Ave., Brooklyn, N.Y. 11219. Tel: (212) 435-7322. Pres.: Anthony A. Maniere. Sales Mgr.: David Nocera.

**Audio:** 8-tr. (custom lengths), cassette (60, 90, 120).

**Arista Entb. Inc.** 35 Hoffman Ave., Huppauge, N.Y. 11787. Tel: (516) 234-7000. Pres.: Alan Loffer. Sales Mgr.: Leon Kramer.

**Audio:** Cassette (60, 90, 120).

**Arrow Trading Co. Inc.** 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-7688.

Pres.: Ben Dweck. Sales Mgr.: Jack Lesk. Adv. Mgr.: Jack Dweck. (Audio only).

**Athena Inds. Inc.** 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres.: Sales & Adv. Mgr.: Charles Beres Jr.

**Audio:** Cassette (custom lengths).

**Audicom Corp.** 995 S. Clermont, Denver, Colo. 80222. Tel: (303) 757-3377. Pres.: Jack Dunham. Sales Mgr.: Richard Sanders. Chief Eng.: David Howard.

**Audio:** Cassette & open reel (custom lengths).

**Audio Accessories Co.** Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.

**Audio:** 8-tr., cassette, endless loop cassette & open reel (custom lengths).

**Brand name:** AA.

**Audio Artists Ltd.** PO Box 7, Wheaton, Ill. 60187. Tel: (312) 668-8682. Pres.: Arne Gustafson. VP Sales & Adv.: Perry W. Miller.

**Audio:** Cassette, open reel & broadcast (custom lengths).

**Audiodyne Co.** PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Charamonte.

**Audio:** 8-tr., cassette, open reel & broadcast (custom lengths).

**AudioFax**, see Cassettes Inc.

**Audio Inds. Inc.** Broad & Linden Aves., Ridgefield, N.J. 07657. Tel: (201) 945-4545. Pres.: M. Donalds. VP: M. Thaler.

**Audio:** 8-tr., cassette.

**Audio Magnetics Corp.** 234 W. 146 St., Gardena, Calif. 90248. Tel: (213) 532-2950. Pres.: Dominick J. Saccacio. Sales Mgr.: T. Kirby Lindsey. Adv. Mgr.: Peter D. Goldish.

**Audio:** Cassette (45, 60, 90, 120), open reel (5" x 860', 900' & 1200', 7" x 1200', 1800', 2400' & 3600').

**Audioopak**, see Capitol.

**Audio/Tek Inc.** 503-B Vandell Way, Campbell, Calif. 95008. Tel: (408) 378-5586. Pres.: Robert W. Kraft.

**Audio:** Cassette (standard & custom lengths).

**Audio-Video Concepts Inc.** 6909 Old Alexander Ferry Rd., Clinton, Md. 20735. Tel: (301) 868-7800.

**Audio:** Cassette (30, 45, 60, 90 & custom lengths).

**Brand name:** AVCon.

**AudioVisual Communications Inc.** PO Box 85, Radnor, Pa. 19087. Tel: (215) 272-8500. Pres.: J.L.C. Ulrich Jr. Sales Mgr.: John W. Ballantyne.

**Audio:** Cassette (custom lengths up to 120 minutes).

**B A S F Systems**, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: G.J. Grochla. Mktg. Servs. Mgr.: J.P. Hiltz. Sales Mgr.: J.S. Walker. Adv. Mgr.: R.E. Dalessio.

**Branches:** Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Metrose Park, Ill., 1800 N. 30 Ave. Zip: 60160. Tel: (312) 343-8618—Clifton, N.J., 149 Rt. 48. Zip: 07011. Tel: (201) 546-9111—Dallas, Tex., Dallas Pastoreum Center, 13610 Midway, Suite 255. Zip: 75240. Tel: (214) 233-6607.

**Audio:** 8-tr. (45, 60, 90), cassette (45, 60, 90, 120), open reel (7" x 1800', 2400', & 3600'; 10 1/2" x 3600').

**Brand name:** Performance, Professional, Studio.

**Bazy Electronics Corp.** PO Box 142, Fraser, Mich. 48026. Tel: (313) 463-2592. Pres.: Sales & Adv. Mgr.: Allan Bazy. Gen. Mgr.: Michael Tattan.

**Audio:** 8-tr. & cassette (custom lengths).

**Betamax**, see Sony.

**Bethary Fellowship Inc.** 6820 Auto Club Rd., Minneapolis, Minn. 55438. Tel: (612) 944-2121. Pres.: T.A. Hegre. Sales Mgr.: David W. Anthony.

**Audio:** Cassette (custom lengths up to 95 minutes).

**Boddie Rec. Mtg. & Rec'g Inc.** 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440.

**Audio:** Cassette (custom lengths).

**Bonneville Prod'ns** 130 Social Hall Ave., Salt Lake City, Utah 84111. Tel: (801) 524-2400. Pres.: Dick Alsop. Sales Mgr.: Dave Whipple. Studio Mgr.: Dave Michelson.

**Audio:** Cassette (30, 45, 60, 90).

**Brand Fiv**, see Robins.

**Burlington Audio Tapes Inc.** 106 S. Long Beach Rd., Rockville Centre, N.Y. 11570. Tel: (516) 764-3782. Pres.: Ruth Schwartz.

**Audio:** Cassette, open reel.

**Brand name:** Burlington, Sharon.

**C E S Rec'g Inc.** 4932 South 83 E. Ave., Tulsa, Okla. 74145. Tel: (918) 827-8474.

**Audio:** 8-tr., cassette (custom lengths up to 90 minutes).

**C L C**, see International Audio.

**California Artists Corp.** PO Box 11474, Fresno, Calif. 93773. Tel: (209) 222-8702. Pres.: Ray Camacho. Sales Mgr.: Mingo Cervantes. Adv. Mgr.: Jess Luna.

**Audio:** 8-tr., cassette, open reel.

**Capitol Magnetic Prods. (div. of Capitol Recs. Inc.)** 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Exec. VP: E. Khoury. Mktg. Servs. Dir.: John M. Ricci. Sales Mgr.: Oscar Arslanian.

**Sales offices:** Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel: (404) 321-5441—Niles, Ill., 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—Germantown, Md., Century XXI, 20030 Century Blvd. Zip: 20767. Tel: (301) 428-0795—New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470—Cleveland, Ohio, 7123 Pearl Rd. Zip: 44130. Tel: (216) 888-8010—Dallas, Tex., 6730 Oakbrook Blvd. Zip: 75235. Tel: (214) 637-1890.

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

**Audio:** 8-tr. (32, 40, 45, 60, 80, 90, 100, 120), cassette (30, 45, 60, 90, 120), open reel (7" x 1800', 10 1/2" x 3600'), broadcast.

**Brand name:** Audioopak, Capitol Music Tape by Capitol.

**Cassette Masters Corp.** 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 988-1605.

**Audio:** Cassette (1-120).

**Cassette Prod'ns Inc.** 118 Rt. 17, Upper Saddle, N.J. 07458. Tel: (201) 327-1707. Pres.: Julius A. Konins.

**Audio:** Cassette (45, 60, 90, 120).

**Brand name:** Tonex.

**Cassettes Inc.** Cook Consultants Inc., PO Box 22857, 2510 SW Third Ave., Fort Lauderdale, Fla. 33315. Tel: (305) 522-0222.

**Audio:** Cassette (30, 45, 60, 90, 120).

**Brand name:** AudioFax.

**Centron Corp.** 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 834-4280. Pres.: Edwin Garrison. Sales Mgr.: Ray Allen. Adv. Mgr.: Hal Wilde.

## TAPE SUPPLIES

**Audio:** 8-tr. (45, 60, 90), cassette (30, 45, 60, 90, 120).

**Chase Media Inc.** Hotel Newhouse, Suite 1204, Salt Lake City, Utah 84101. Tel: (801) 363-5858. Pres.: Randall S. Chase. Sales Mgr.: Irel L. Chase.

**Audio:** Cassette, open reel (custom lengths).

**Christian Dupl'ns Inc.** 1710 Lee Rd., Orlando, Fla. 32810. Tel: (305) 299-7363.

**Audio:** Cassette (custom lengths).

**Cinema Sound Corp.** 65 Marion St., Seattle, Wash. 98104. Tel: (206) 623-8643. Pres.: Larry Ray. VP: George M. Woodley.

**Audio:** Cassette.

**Cinematape**, see Transworld.

**Columbia Magnetics (div. of CBS Inc.)** 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Dr. Glenn Hart.

**Branch:** Century City, Calif., 1801 Century Park W. Zip: 90067. Tel: (213) 556-4838.

**Natl. Sales Dir.:** Jerry Bronaugh.

**Plant:** Danbury, Conn., 15 Great Pasture Rd. Zip: 06810. Tel: (203) 744-3555. Plant Mgr.: Ray Hughes.

**Audio:** 8-tr. (30-100), cassette (30, 60, 90, 120).

**Comsete Corp.** 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore.

**Audio:** Cassette (10-120).

**Conrac Corp. — Camer Div.** Mill Rock Rd., Old Saybrook, Conn. 06475. Tel: (203) 388-3574.

**Audio:** Cassette.

**Cook Consultants Inc.** see Cassettes Inc.

**Cory Sound Co.** 440 Brannan St., San Francisco, Calif. 94107. Tel: (415) 543-0440. Pres.: George Cory. VP & Prod'n Mgr.: Phillip C. Markinson. VP Sales: Lou Sinclair.

**Audio:** Cassette, open reel & broadcast (custom lengths).

**Cramer Div.** see Conrac.

**Creative Communications Inc.** (sub. of SMI), 920 N. Valley Mills, Waco, Tex. 76710. Tel: (817) 776-1230. VP: Mac McClain. Eng'g Dir.: Ralph Swearington.

**Audio:** Cassette.

**Criterion**, see Lafayette.

**Crolyn**, see E.I. du Pont.

**Custom Tape Dupl'rs** 6336 Arizona Circle, Los Angeles, Calif. 90045. Tel: (213) 645-9173.

**Audio:** 8-tr., cassette.

**Dak Inds. Inc.** 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559.

**WATS (800) 423-2636.**

**Audio:** 8-tr. (custom lengths), cassette (30, 60, 90, 120), open reel.

**Video:** 1" Ampex & IVC open reel, 1/4" EIAJ open reel.

**Dalsung Ind'l Corp.** 155 E. 44 St., New York, N.Y. 10017. Tel: (212) 682-6045.

**Home office:** Korea.

**Audio:** Cassette.

**Data Packaging Corp.** 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200. Pres.: Otto Morningstar. Nat'l Sales Mgr.: Jere R. Hill.

**Audio:** 8-tr. & cassette (custom lengths).

**Video:** 1/2" cassette & mini-cassettes (custom lengths).

**Duotone Co. Inc.** 6875 SW 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Sales & Adv. Mgr.: Stephen Gibson Nester. VP: Benjamin Rosenberg.

**Audio:** 8-tr., cassette, open reel.

**Duplicator Premium**, see Recordex Corp.

**E. I. du Pont de Nemours & Co. Inc.** Magnetic Prods. Div., Photo Prods. Dept., Old du Pont Airport, Wilmington, Del. 19898. Tel: (302) 999-4252. Div. Mgr.: Harvey Smith. Audio Sales Mgr.: William Oskin. Video Sales Mgr.: Richard Buckley.

**Audio:** Cassette (60, 90, 120).

**Video:** 1/2" cassette (10-90), 1/4" EIAJ open reel (1250', 1800', 2400').

**Brand name:** Crolyn.

**Duratape**, see Mallory.

**Electronic Homes Co.** 24-84 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-3094. Pres.: Paula Boydell. Sales Mgr.: Elias Smyrnakis.

**Audio:** 8-tr. (45, 90), cassette (60, 90, 120), open reel (60-90 minutes).

**Brand names:** Grandmaster, Toyota.

**El Mar Plastics Inc.** 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. VP & Sales Mgr.: Allen Schor.

**Audio:** 8-tr. (custom lengths).

**Elvive Rec'g Music Publ'g Co. & Music Makers Network of America-Prod'ns** PO Box 3022, Wilmington, N.C. 28401. Tel: (919) 762-0474/4706/0539. Pres.: John Lewis Jones. VP: Betty F. Scavilla. Sales Mgr.: James L. Wheeler. Adv. Mgr.: J.D. Johnson.

**Audio:** Cassette, open reel.

**Brand name:** Excellence.

**Exactime**, see SSK.

**Excellence**, see Elvive.

**Ferrodyn**, see Recording Specialties.

**Fidelipac**, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McDuskey. Sales & Mktg. Mgr.: Arthur Constantine.

**Audio:** Broadcast cartridge (all lengths).

**Fleetwood Rec'g Co. Inc.** 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800.

**Audio:** 8-tr., cassette, open reel & broadcast (custom lengths).

**Video:** 1" open reel, 1" cartridge & 1/4" cassette (custom lengths).

**Fuj Photo Film USA Inc.** 350 Fifth Ave., 70th Fl., New York, N.Y. 10001. Tel: (212) 736-3333. Gen. Mgr.: John Dale.

**Audio:** 8-tr. (45, 90), cassette (30, 45, 60, 90, 120), open reel (900', 1200', 1800', 3600'), broadcast (2500').

**Video:** 2" broadcast, 1" open reel, 1/4" cassette (10, 15, 20, 30, 60).

**Gabriel Mtg. Co. Inc.** 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: Edmund Gabriel. Sales Mgr.: G. Hard. Adv. Mgr.: W. Meyer.

**Audio:** 8-tr. (custom lengths from 5 minutes), cassette (15, 30, 60, 90, 120).

**General Magnetic Tape Co. Inc.** 118 Rt. 17, Upper Saddle River, N.J. 07458. Tel: (201) 327-4213.

**Audio:** Cassette.

**Grandmaster**, see Electronic Homes.

**Heritage**, see International Audio.

**Hilo**, see Magnetic Mktg.

**Hitachi Denchi America Ltd.** 58-25 Brooklyn Queens Expy., Woodside, N.Y. 11377. Tel: (212) 898-1261. Pres.: Y. Fujiyoshi. Sales Mgr.: Bernard Munzelle. (Video only).

(Continued on page TS-22)

## PROFESSIONAL QUALITY

**BLANK TAPE CASSETTES AND ACCESSORIES EXCLUSIVELY FOR THE DUPLICATOR**

24 Hour Service On Custom Lengths  
AMERICAN MADE  
GUARANTEED PERFORMANCE  
ON ALL HIGH SPEED EQUIPMENT

**WRITE FOR FREE CATALOG**  
Manufactured by

**STUDIO MAGNETICS CO.**  
P. O. BOX 47, FARMINGVILLE, N.Y. 11738  
516-585-3313

## WHEN YOU'RE LOOKING FOR TAPE—LOOK NO FURTHER!

**Scotch BRAND** recording tapes and accessories

**MEMOREX Recording Tape**  
Is it live or is it Memorex?

24 HOUR FREIGHT-PAID SERVICE

### ACCESSORIES

A single buying source for all your accessory needs

**A.I. ROSENTHAL ASSOCIATES**  
29 E. Glenside Ave. • Glenside, Pa. 19038 • 215 885-3211

SEND FOR FREE CATALOG

BASF • BLACK MAGIC • EVEREADY • MAXELL • MEMOREX • NORTRONICS  
NUMARK • PICKERING • RECOTON • SCOTCH • SHURE • SOUND GUARD • WATTS

## Cassette Tape Loader

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

## RECORTEC, INC.

777 PALOMAR AVENUE • SUNNYVALE, CALIFORNIA 94085 • (408) 735-8621

**TAPE SUPPLIES**

**Sales offices:** Carson, Calif., 21015 S. Figueroa St. Zip: 90745 Tel: (213) 328-2110. Mgr. Nick Piscorita—Doraville, Ga., 3610 Clearview Pkwy. Zip: 30340 Tel: (404) 451-9453. Mgr. Mike Monk—Melrose Park, Ill., 1725 N. 33 Ave. Zip: 60160 Tel: (312) 344-4020. Mgr. Mike D'Amore—Dallas, Tex., 14169 Preston Rd. Zip: 75240 Tel: (214) 233-7623. Mgr. Marvin Bussey

**Hitachi Sales Corp. of America,** 401 W. Artesia Blvd., Compton, Calif. 90220 Tel: (213) 774-5151. Pres. I. Kawamoto; Audio Components Sales & Mktg. Dir. Jerry Henricks; Adv. Mgr. Sharyl Story.

**Audio Cassette (30, 60, 90, 120).**

**Infonics Inc.,** PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360 Tel: (219) 879-3381. Pres. Paul C. Lloyd.

**Audio Cassette (custom lengths).**

**Brand name:** Phoenix.

**Information Terminals Corp.,** 323 Soquel Way, Sunnyvale, Calif. 94086 Tel: (408) 245-4400.

**Audio Cassette.**

**Intermagetics Corp.,** 1642 18 St., Santa Monica, Calif. 90404 Tel: (213) 393-9281. Pres. Irving Katz; VP. Bruce Weber; VP Sales. George Johnson; VP Int'l Sales. Terry Werlock.

**Audio:** 8-tr. (45, 64, 90), cassette (45, 60, 90, 120).

**International Audio Inc.,** 2934 Malmo Dr., Arlington Heights, Ill. 60005 Tel: (312) 956-6030. Pres. Dick Mally, Exec. VP. John Kozin; Sales Mgr. Bill Brin.

**Audio:** 8-tr. (45, 64, 90), cassette (1-120), broadcast (10 seconds-12 minutes).

**Video:** 1/4" cassette (5, 10, 20, 30, 60).

**Brand name:** CLC Heritage, International Audio, Videopot.

**Irish Magnetic Rec'g Tape (div. of Morthan Nat'l Sales Co. Inc.),** 270-78 Newtown Rd., Plainview, N.Y. 11803 Tel: (516) 293-5582. Pres. Sol Zigmah; Sales Mgr. George Krug; Adv. Mgr. Norman Sheen.

**Audio:** 8-tr. cassette, open reel.

**Video:** 1" open reel, 1/4" cassette, 1/2" EIAJ open reel.

**Brand name:** Irish, Martone, Shamrock.

**Itra (Ltd.),** 1535 Broad St., North Bellmore, N.Y. 11710 Tel: (516) 785-8480. Sales Mgr. Herb Yassky.

**Audio:** 8-tr. cassette.

**J V C Inc.,** 58-75 Queens Midtown Expwy.,

**Audio:** 8-tr. (0, 45, 80, 90), cassette (60, 90, 120).

**Lecture Brand, see Robins.**

**Liberty/UA Tape Duplg Inc.,** 2101 S. 35 St. Council Bluffs, Iowa 51501 Tel: (712) 328-8060. Gen. Mgr. Marvin King; Sales Mgr. Jim Cook.

**Audio:** 8-tr. cassette.

**Lighthouse, see Neuse Valley.**

**M J S Magnetic Tape Prods.,** 516 Brooks Ave., San Jose, Calif. 95125 Tel: (408) 998-2893. Pres. Michael Steiner.

**Audio:** 8-tr. (46, 62, 92), cassette (46, 62, 92, 122), open reel (1200', 1800', 2400', 3600').

**M M C, see Magnetic Mktg.**

**Magnetic Mktg. Corp.,** 29 Valley View Terr., Wayne, N.J. 07470 Tel: (201) 694-3502. Pres. Thomas J. Hofbauer; Adv. Mgr. M. Browne.

**Audio:** 8-tr. cassette (60, 90, 120), open reel, broadcast.

**Brand name:** Hilo, MMC.

**Magnetix Corp.,** 770 W. Bay St., Winter Garden, Fla. 32787 Tel: (305) 656-4494. Pres. John Lory.

**Audio:** 8-tr. cassette, open reel, broadcast.

**Video:** 1" open reel, 1/2" EIAJ open reel.

**Malloy Dist. Prods. Co.,** 4760 Kentucky Ave., Indianapolis, Ind. 46222 Tel: (317) 856-3731. Pres. Wayne Eber; Sales Mgr. F.P. Vendely; Adv. Mgr. E. Baker.

**Audio:** 8-tr. (45, 90), cassette (30, 45, 60, 90, 120).

**Brand name:** Durastape.

**Mann Endless Cassette Inds.,** PO Box 1347, San Francisco, Calif. 94101 Tel: (415) 221-2000. Pres. Donald Mann; Sales Mgr. Robert Wells.

**Audio:** Endless cassette.

**Marmac, see Mastro.**

**Mastro Inds. Inc.,** 3040 Webster Ave., Bronx, N.Y. 10467 Tel: (212) 547-5600. Pres. Mario Maccafieri; Sales Mgr. Nicholas Perazzo.

**Audio:** 8-tr. (45, 90), cassette (30, 45, 60, 90, 120).

**Brand name:** Marmac.

**Matsushita Electronic Corp. of America,** 1 Panasonic Way, Secaucus, N.J. 07094 Tel: (201) 348-7000. System Reg'l Video Sales Mgr. Morns Washington.

**Branches:** Deluth, Ga., 2 Mecca Way, Zip: 30138 Tel: (404) 448-5683. Video Systems Div. Mgr. Leroy Wright—Elk Grove Village, Ill., 1098 Greenleaf Ave. Zip: 60007 Tel: (312) 593-0710. Video Systems Div. Mgr. Gary Olson—Irvine, Tex., 1825 Walnut Hills Ln. Zip: 75662 Tel: (214) 256-1388. Video Systems Div. Mgr. Terry Conner.

**Audio:** Cassette (60, 90).

**Video:** 1/4" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

**Maxell Corp. of America,** 130 W. Commercial Ave., Moonachie, N.J. 07074 Tel: (201) 933-4200. NYC (212) 594-3775. Exec. VP. T. Okada; Sales Mgr. Gene Labrie; Adv. Mgr. Paul Miller.

**Audio:** Cassette (30, 45, 60, 90, 120).

**Video:** 1/4" cassette (20, 30, 60).

**Memorex Corp.,** 1600 Memorex Dr., Santa Clara, Calif. 95052 Tel: (408) 987-1752. Pres. Robert C. Wilson; Sales Mgr. John R. Humphreys; Adv. Mgr. John C. Rohner; Promo. Coord. Elizabeth D. Nash. **Local branch:** 2400 Kiler Rd. Zip: 95052 Tel: 987-2620.

**Branches:** Los Angeles, Calif., 11340 W. Olympic Blvd. Zip: 90064 Tel: (213) 478-3051—Lombard, Ill., 335 Eisenhower Ln. S. Zip: 60148 Tel: (312) 620-3240—Southfield, Mich., 24681 Northwestern Hwy., Suite 24. Zip: 48075 Tel: (313) 354-0240, 353-2670—New York, N.Y., 1700 Broadway. Zip: 10019 Tel: (212) 541-7780—McLean, Va., 7798 Old Springhouse Rd. Zip: 22101 Tel: (703) 821-3300.

**Audio:** 8-tr. (45, 60, 90), cassette (30, 45, 60, 90, 120), open reel (600', 900', 1200', 1800', 2400', 3600').

**Video:** 2" broadcast, 1" open reel, 1/4" cassette, 1/2" EIAJ open reel.

**Brand name:** Memorex, Pro.

**Meriton Electronics Inc.,** 35 Oxford Dr., Moonachie, N.J. 07074 Tel: (201) 440-5220. Pres. S. Inagaki; VP Sales. W. Hoard; Eastern Sales Mgr. J.D. Chaburn; Exec. Sec'y. A. Saso.

**Audio:** Cassette (60, 90, 120).

**Mesa Electronics Ltd.,** 2940 Malmo Dr., Arlington Heights, Ill. 60005 Tel: (312) 437-6500. Pres. Mark L. Goldberg; Asst'to Pres. Lynda Drenniak; Sales Mgr. M. Indiana.

**Audio:** Cassette (33, 60, 63, 90, 93, 120, 123).

**Brand name:** Rebound.

**Meta-Com Inc.,** 707 W. Broadway, Minneapolis, Minn. 55411 Tel: (612) 588-2781. Pres. James I. McCann; Sales Mgr. Phillip T. Levin. (Distributed by Mesa)

**Audio:** Cassette (33, 60, 63, 90, 93, 120, 123).

**Brand name:** Rebound.

**Miami Tape Inc.,** 8180 NW 103 St., Hialeah, Fla. 33015 Tel: (305) 558-9211.

**Audio:** 8-tr. (40, 60, 90), cassette (40, 60, 90, 120).

**Michale Audio Corp.,** Andrew Street Rd., Massena, N.Y. 13662 Tel: (315) 769-2448. Pres. Ginette Cormier; Sales Mgr. Art Kazulak; Mgr. Jack Daniels.

**Audio:** 8-tr. (60, 80, 90), cassette (60, 90, 120).

**Mini-Tape, see Trinity Int'l.**

**Warren C. Moore & Assoc.,** PO Box 8451, Kansas City, Mo. 64114 Tel: (816) 333-7654. Owner. W.C. Moore.

**Audio:** 8-tr. cassette & broadcast (custom lengths).

**Mortone, see Irish Magnetic.**

**Mother Dubbers Inc.,** 2537 Carlisle, Dallas, Tex. 75201 Tel: (214) 651-9544. Pres. Arnett B. Peel; Sales Mgr. Jerry Acheson; Adv. Mgr. Jackie Mercer.

**Audio:** 8-tr. & cassette (custom lengths).

**Brand name:** Motherlode.

**Motherlode, see Mother Dubbers.**

**Music Tape by Capitol, see Capitol.**

**Nagra Magnetic Rec'g Inc.,** 15 W. 44 St., New York, N.Y. 10036 Tel: (212) 681-8066.

**Audio:** Open reel.

**Nakamichi Research (USA) Inc.,** 220 Westbury Ave., Carle Place, N.Y. 11514 Tel: (516) 333-5440. Pres. E. Nakamichi; Mktg. Dir. Ted Nakamichi; Sales Dir. Ken Ohba; Technical Dir. Harlan K. Appleman.

**Branch:** Santa Monica, Calif., 1101 Colorado Ave. Zip: 90404 Tel: (312) 451-5901.

**Audio:** Cassette (60, 90).

**Nassau, see Telephone Dynamics.**

**National Audio Co. Inc.,** 1911 S. Stewart, Springfield, Mo. 65804 Tel: (417) 883-5377.

**Audio:** 8-tr. (42, 84), cassette (42, 60, 90, 120 & custom lengths), open reel, broadcast.

**Neuse Valley Ent's. Inc.,** PO Box 1515, 305 H Rd., Kinston, N.C. 28501 Tel: (919) 523-1111 / 1643 Pres. John F. Burton Jr.; Sales Mgr. John Lewis Nunn Jr.; Adv. Mgr. Haywood Smith.

**Audio:** Cassette (15, 30, 45, 60, 90, 120 & custom lengths).

**Brand name:** Lighthouse.

**Park Brand, see Robins.**

**Pentagon Inds. Inc.,** 4751 N. Olcott Ave., Chicago, Ill. 60656 Tel: (312) 867-9200. Pres. Tom Horton; VP Mktg. James R. Dow. (Distributed by Universal Audio)

**Audio:** Cassette (10-120).

**Performance, see BASF.**

**Phoenix, see Infonics.**

**Phylco Audio,** 4751A Holt Blvd., Monclair, Calif. 91763 Tel: (714) 821-1546.

**Audio:** 8-tr. cassette, broadcast.

**Pro, see Memorex.**

**Professional, see BASF.**

**R J A, see Ray Jacobs Audio.**

**Radio Shack (div. of Tandy Corp.),** 2617 W. Seventh St., Fort Worth, Tex. 76107 Tel: (817) 290-3011. Pres. Lewis Kornfeld; Sales Mgr. Bernard Appel; Adv. Mgr. Lawrence E. Blostein; Nat'l Pub. & Promo. Mgr. Hy Siegal.

**Audio:** 8-tr. (45, 90), cassette (30, 45, 60, 90, 120), open reel (900', 1200', 1800', 2400', 3600').

**Brand names:** Realistic, Supertape.

**Realistic, see Radio Shack.**

**Records Corp.,** 1300 Booth Ave., Atlanta, Ga. 30318 Tel: (404) 351-7062. Pres. Tom Allen.

**Audio:** Cassette (custom lengths).

**Brand name:** Duplicator Premium.

**Recording Specialties Inc.,** 2971 Corvin Dr., Santa Clara, Calif. 95051 Tel: (408) 739-7201. Pres. Michael P. Papp.

**Audio:** 8-tr. (90), cassette (custom lengths in 1 minute increments).

**Brand name:** Fenodyne.

**Reortec Inc.,** 777 Palomar Ave., Sunnyvale, Calif. 94086 Tel: (408) 735-8821. Pres. Lester H. Lee; Sales Mgr. William F. Lawless; Adv. Mgr. R.R. Traxell.

**Audio:** Cassette (custom lengths).

**Video:** 1/4" cassette (custom lengths).

**Redding Radio (div. of SJ Inds. Inc.),** PO Box 344, Fairfield, Conn. 06430 Tel: (203) 579-0284. Pres. Jeffrey N. Telle; Sales Mgr. Saucha Desia.

**Audio:** Cassette (60, 90).

**Remington, see American Tape.**

**Rebound, see Mesa Electronics & Meta-Com.**

**Rivertone Corp.,** Dillon Rd., Monticello, N.Y. 12701 Tel: (914) 794-8888.

**Audio:** 8-tr. (35, 70, 80), cassette (30, 60, 90, 120).

**Robins Inds. Corp.,** 75 Austin Blvd., Commack, N.Y. 11725 Tel: (516) 543-5200. Pres. Herman Post; Nat'l Dist. Sales Mgr. Charles Condit.

**Audio:** 8-tr. (40, 84, 80), cassette (10, 20, 30, 60, 90, 120), open reel (300', 600', 900', 1200', 1800').

**Brand names:** Brand Five, Lecture Brand, Park Brand.

**Royal Sound Co. Inc.,** 248 Buffalo Ave., Freeport, N.Y. 11520 Tel: (516) 868-2880. Pres. Mervin A. Dayan.

**Audio:** 8-tr. (60, 80), cassette (30, 45, 60, 90), open reel (1200', 1800').

**S S K Ent's. Inc.,** 2488 Townsgate Rd., Westlake Village, Calif. 91361 Tel: (805) 495-1214; LA (213) 889-1831. Pres. Mrs. S.F. Kara; Adv. Mgr. Stephen Kara.

**Audio:** 8-tr. (1-99).

**Brand name:** Exactime.

**S/T Videocassette Duplg Corp.,** 500 Willow Tree Rd., Leonia, N.J. 07605 Tel: (201) 947-6450.

**Home office:** New York, N.Y., Teletronics Int'l Inc. 231 E. 55 St. Zip: 10022. Tel: 355-1600. Pres. Alfred Markin.

**Video:** 1/4" cassette, 1/2" EIAJ open reel.

**Sankyo Seiki (America) Inc.,** 149 Fifth Ave., New York, N.Y. 10010 Tel: (212) 260-0200. Pres. Mr. Yamada; Mktg. Servs. & Research Mgr. Roy Goldschmidt; Sales Mgr. Jack McMurry.

**Audio:** Cassette.

**Scotch, see 3M.**

**Gentry Inds. Inc.,** 221 N. Macquesten Pkwy., Mount Vernon, N.Y. 10550 Tel: (914) 664-

2909. Pres. Harold Flower; Sales & Adv. Mgr. Barry Rosen.

**Audio:** 8-tr. (40, 80, 100), cassette (30, 60, 90, 120), open reel (1200', 1800', 2400').

**Shamrock, see Irish Magnetic.**

**Shannon, see Burlington.**

**Simtek Communications Inc.,** 50 W. 75 St., New York, N.Y. 10023 Tel: (212) 585-3128. Pres. D. Richard Kraus; Sales Mgr. Mon Schlein.

**Audio:** 8-tr. & cassette (custom lengths), open reel (exact-timed reels).

**Sony Corp. of America,** 9 W. 57 St., New York, N.Y. 10019 Tel: (212) 371-5800. Pres. Harvey L. Schein; Adv. Mgr. Dan Gallagher; PR. Ing Morris; Local branch: 47-47 Van Dam St., Long Island City 11101 Tel: 361-8600. Eastern Gen. Mgr. Joseph Sadowy; Midatlantic Gen. Mgr. Ted Kawai.

**Sales & distribution branches:** Brisbane, Calif., Crocker Ind'l Park, 230 W. Hill Pl. Zip: 94005 Tel: (415) 467-4900. Gen. Mgr. Roland Martin—Compton, Calif., 700 W. Artesia Blvd. Zip: 90220 Tel: (213) 637-4300—Ope Locka, Fla., 4230 NW 12 St. Zip: 33054 Tel: (305) 685-6488. Gen. Mgr. Alan Sherrin—Atlanta, Ga., 20 Perimeter Park Suite 109. Zip: 30341 Tel: (404) 451-7501. Gen. Mgr. Les Wyatt—Honolulu, Hawaii, 1020 Auahi St. Zip: 96814 Tel: (808) 531-5981. Gen. Mgr. S. Nahaia—Niles, Ill., 6801 W. Jarvis St. Zip: 60648 Tel: (312) 792-3600. Gen. Mgr. Richard Meyers—Ferndale, Mich., 70610 Galaxie Zip: 48220. Tel: (313) 548-9325. Gen. Mgr. John Amos—Moonachie, N.J., 1 Sony Dr. Zip: 07074 Tel: (201) 641-1400. Asst'to VP. Martin Berman; Dist'n Mgr. Theodora Green—Cleveland, Ohio, 4650 W. 160 St. Zip: 44135 Tel: (216) 433-7722—Dallas, Tex., 9004 Ambassador Row. Zip: 75247 Tel: (214) 631-3431.

**Audio:** Dist. by Superscope.

**Video:** 2" quadraphonic, 1" open reel, 1/4" cassette, 1/2" EIAJ open reel, 1/2" Betamax.

**Brand name:** Betamax, U-matic.

**Sound Studios,** 230 N. Michigan Ave., Chicago, Ill. 60601 Tel: (312) 236-4814. Pres. Jerry Markham; VP & Gen. Mgr. Dan Tyrus.

**Audio:** Cassette, open reel, broadcast.

**Spectrotape Corp.,** PO Box 942, Loma Linda, Calif. 92354 Tel: (714) 825-6744. Pres. John Y.S. Chan; Sec'y-Treas. Elsie Chan.

**Audio:** Cassette.

**Studio, see BASF.**

**Studio Magnetics Co.,** PO Box 47, Farmingville, N.Y. 11738. VP. Craig Balaban; Sales Mgr. Robert Harvey.

**Audio:** Cassette (custom lengths).

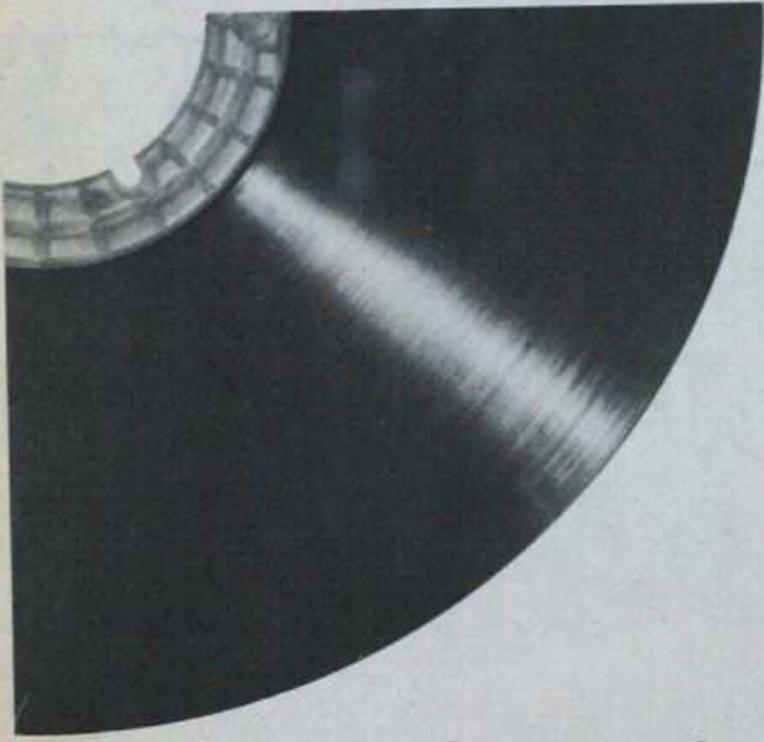
**Video:** 1/4" cassette (custom lengths).

**Super Avilyn, see TDK.**

**Superscope Inc.,** 20525 Northhoff St., Chatsworth, Calif. 91311 Tel: (213) 998-3333. Pres. Joseph S. Tushinsky; VP Sales. Paul A. Markoff; VP Adv. Alan Hestfeldt; Prod. FR Co-ord. Christine Chambers.

**Branches:** Glendale, Ariz., 15234 N. 51 Dr. Zip: 85301 Tel: (602) 938-4820. Contact: Donn Bangor—Iteaca, Ill., 1300 Norwood Ave. Zip: 60143 Tel: (312) 569-2147. Contact: Henry Werch—Woburn, Mass., 24 Cummings Park. Zip: 01801 Tel: (617) 935-8250. Contact: Mano Cannata—Troy, Mich., 591 Executive Dr. Zip: 48064 Tel: (313) 588-7200. Contact: Dick Inola—Woodside, N.Y., 56-08 37 Ave. Zip: 11377 Tel: (212) 446-7227. Contact: Joe Deo—Bellevue, Wash., 12842 NE 15 Pl. Zip: 98005 Tel: (206) 454-5162. Contact: Dave Pedrick.

MAY 7, 1977, BILLBOARD



**cassette tape / 1/4 in. lubed tape**

Audio Magnetics industrial tape products satisfy the need for a high performance magnetic duplicating tape to match the performance of today's and tomorrow's critical audio systems. The combination of ultra high-density gamma ferric oxide particles and an advanced binder system gives Audio Magnetics' tape the characteristics you require to create the finest quality recordings.

**bulk cassettes**

AudioMagnetics low-noise duplicating cassette tape in our premium cassette housing. Featuring specifically engineered components and assembly, designed for high speed duplicating. A combination that assures you of the highest possible quality.



**Fulfilling Your Worldwide Duplicating Needs**

Irvine, Calif. • 2602 Michelson Drive, (213) 532-2950 / (714) 833-0200  
 New York, New York • 2 Penn Plaza, Suite 1500, (212) 757-1244  
 Toronto, Ont. Canada • 800 Islington Ave. So., (416) 252-6293  
 Geneva, Switzerland (022) 435115 Telex: 845-27152

**KNOW YOUR CASSETTE SUPPLIER**



- Meets all industry standards
- Provides high reliability
- Offers immediate delivery
- Has the capacity—over 50 million per year.

**C-O CASSETTES**  
(Colors Available)

**SONIC SEALED** (Tabs In Tabs Out)  
**SCREW TYPE** (Tabs In Tabs Out)  
 Contact us today for price list and samples.

**TRANS-AM INDUSTRIES**  
 845 BROAD AVE., RIDGEFIELD, N.J. 07657  
 Tel: (201) 945-2000 • Telex: 133396

Audio: 8-tr. (40, 60, 90), cassette (45, 60, 90, 120), open reel  
 Brand name: Sony  
 Super Sound, see Tape Servs.  
 Supertape, see Radio Shack  
 Symphonette Blank Tape (Gillette-Madison Mktg. Co.), PO Box 134, Gillette, N.J. 07933, Tel. (201) 753-0777. VP: Morton C. Hillman  
 Branches: Studio City, Calif., 11375 Ventura Blvd. Zip: 91804. Tel. (213) 765-9419—New York, N.Y., 17 E. 48 St. Zip: 10017, Tel. (212) 751-8430.  
 Audio: 8-tr. (45, 90), cassette (45, 60, 90).  
 T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel. (516) 746-0880. Pres.: S. Okiyama. Mktg. Mgr.: Ken Kohda. Div. Sales Mgr.: Bud Berger  
 Branches: Irvine, Calif., 17072 Daimler St. Zip: 92705. Tel. (714) 979-5311—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel. (312) 973-1222  
 Audio: 8-tr. (45, 90), cassette (30, 45, 60, 90, 120, 180), open reel (1200', 1800', 3600')  
 Video: 1/2" cassette, 1/2" EIAJ open reel  
 Brand name: Super Avilyn  
 T S C Prod. Co., 1754 Lustrana St. Zip: 96813. Tel. 537-1251. Pres.: Michael Tanaka. Sales Div.: Dean Fujimoto  
 Audio: Cassette (30, 45, 60, 90 & custom lengths)  
 Tape Head Co. Inc., 865 S. State St., Salt Lake City, Utah 84111. Tel. (801) 521-3838. Pres.: Stan Schibach (Video only)  
 Tapermaker Sales Co. Inc., 628 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6060. Pres.: Arthur Brandwein. Sales Mgr.: M. Medina  
 Audio: 8-tr., cassette & open reel (custom lengths)  
 Tape Servs. Inc., PO Box 650, 345 New Albany Rd., Moorestown, N.J. 08057. Tel. (609) 235-2201. Sales Mgr.: Michael T. Mulcahy  
 Audio: 8-tr. & cassette (custom lengths)  
 Brand name: Super Sound  
 Tapette Corp., 7221 Garden Grove Blvd., Garden Grove, Calif. 92641. Tel. (714) 638-7960. Pres.: Jim Neiger. Sales Mgr.: Pat Kenny  
 Audio: Cassette (custom lengths)  
 Telephone Dynamics Corp., 2473-A Jerusalem Ave., North Bellmore, N.Y. 11710. Tel. (516) 221-9470  
 Audio: Open reel  
 Brand name: Nassau  
 Teletronics Int'l Inc., see S/T Videocassette  
 Telex Communications Inc., 9800 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel. (612) 884-4051. Pres.: Ansel Kleiman. VP Mktg.: James S. Arrington. Adv. Dir.: Peter Schwarz. Adv. Mgr.: Terry Longville  
 Audio: Broadcast  
 Brand name: Magnicord, Viking  
 3 M Co., 3M Center, St. Paul, Minn. 55101. Tel. (612) 733-1110. Div. VP: J.E. Povolny. Sales Mgr.: J.L. Leon. Adv. Co-ord.: F.E. Dettloff. Adv. Mgr.: P.M. Gavin  
 Branches: Anchorage, Alaska, 3934 Spenard Rd. Zip: 99503. Tel. (907) 279-6481—Burbank, Calif., 126 W. Elm Court. Zip: 91502. Tel. (213) 848-5534—Los Angeles, Calif., 6023 S. Garfield Ave. Zip: 90040. Tel. (213) 728-1511—South San Francisco, Calif., 320 Shaw Rd. Zip: 94080. Tel. (415) 589-2663—Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel. (202) 331-8900—Atlanta, Ga., 2850 Bankers Ind'l Dr. Zip: 30340. Tel. (404) 449-6568—Honolulu, Hawaii, 2880 Ualema St. Zip: 96819. Tel. (808) 841-0147—Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel. (312) 496-6500—Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel. (617) 449-0300—Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel. (313) 477-5000—St. Louis, Mo., PO Box 510, 10725 Bauh Blvd. Zip: 63166. Tel. (314) 991-1320—West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip: 07006. Tel. (201) 227-9100. NYC (212) 285-9500—High Point, N.C., PO Box 2047, 2401 Brevard St. Zip: 27261. Tel. (919) 886-7181—Cincinnati, Ohio, 4835 Para Dr. Zip: 45237. Tel. (513) 242-2313—Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel. (216) 267-1800—Philadelphia, Pa., 5698 Rising Sun Ave. Zip: 19120. Tel. (215) 742-0200—Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel. (214) 327-7311—Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel. (206) 244-7200  
 Audio: 8-tr. (45, 90), cassette (45, 60, 90, 120), open reel (150', 600', 900', 1200', 1800', 2400', 3600'), broadcast  
 Video: 1" open reel, 1/2" cassette (5, 10, 15, 20, 30, 40, 50, 60), 1/2" EIAJ open reel & cartridge (10, 20, 30)  
 Brand name: Scotch  
 Tones, see Cassette Prod'ns.  
 Toyota, see Electronic Homes  
 Trackmaster Inc., 1310 S. Dixie Hwy. West, Pompano Beach, Fla. 33060. Tel. (305) 943-2334. Pres.: Roy D. Parsons. Sec'y-Treas.: Lupe Parsons  
 Audio: 8-tr. (1-90), cassette (30-120)  
 Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel. (201) 871-3000  
 Audio: 8-tr., cassette, open reel  
 Brand name: Cinematape  
 Triad Prods. Inc., 1910 Ingersoll, Des Moines, Iowa 50309. Tel. (515) 243-2125. Pres. & Adv. Mgr.: Richard F. Trump. Sales Mgr.: Thomas C. Tucker  
 Audio: Cassette (5-94)  
 Trinity Int'l Corp., 2400 Fountainview, Suite 316, Houston, Tex. 77057. Tel. (713) 789-6210  
 Audio: Mini 8-tr  
 Brand name: Mini-Tape  
 U-matic, see Sony  
 U.T.C., see Universal Tape  
 Uher of America Inc., 621 S. Hindry Ave., Inglewood, Calif. 90301. Tel. (213) 649-3272. Pres.: George Rose. Sales Mgr.: John Petrole  
 Audio: Cassette  
 Unstape Corp., 1889 McDonald Ave., Brooklyn, N.Y. 11223. Tel. (212) 339-0188  
 Audio: 8-tr. (40, 64, 80, 100, 120), cassette (60, 90, 120), open reel (7x1200', 1800', 2400', 3600', 5x1200', 1800')  
 Universal Audio Inc. (sub. of Pentagon Inds. Inc.), 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel. (312) 867-4363. Pres.: Tom Horton. VP Sales & Mktg.: James R. Dow. Sales Mgr.: Bill Holtana  
 Audio: Cassette (custom lengths)  
 Brand name: Pentagon, Universal Audio  
 Universal Tape Corp. Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel. (213) 327-3203. Pres.: Edward D. Praeger  
 Audio: 8-tr., cassette & open reel (custom lengths)  
 Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel & 1/2" EIAJ cartridge (custom lengths)  
 Brand name: A/V Paragon, UTC, Universal  
 Utopia Ultra-Sound, 127 S. Fifth St., Newark, Ohio 43055. Tel. (514) 345-9426. Pres.: Robert H. Kirk Jr. Sales & Adv. Mgr.: Dave Davison  
 Audio: 8-tr  
 Video Music Corp., 770 W. 27 St., Hialeah, Fla. 33010. Tel. (305) 885-9156. Gen. Mgr.: Angel Tamargo  
 Audio: 8-tr., cassette  
 Videotape, see International Audio  
 Viking, see Telex  
 Zenith Radio Corp., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel. (312) 745-2000  
 Audio: 8-tr. (40, 64, 80), cassette (30, 45, 60, 90, 120)

## Tape, Bulk Raw, Manufacturers

A/V Paragon, see Universal Tape  
 Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608. Tel. (201) 288-4100. NYC (212) 279-2560. Pres.: Robert Coppentrath, Nat'l

Magnetic Tape Sales Mgr.: Maria A. Curry. Adv. Mgr.: Myles Adler  
 Sales offices: Brisbane, Calif., Crocker Ind'l Park, 1 West Hill Dr. Zip: 94005. Tel. (415) 467-2330. Mgr.: James Heller—Glendale, Calif., 1025 Grand Central Ave. Zip: 91201. Tel. (213) 246-8141. Mgr.: Arthur Carleton—Atlanta, Ga., 1019-C Collier Rd. NW. Zip: 30318. Tel. (404) 355-7450. Mgr.: Forest Cole—Chicago, Ill., 6901 N. Hamlin Ave. Zip: 60645. Tel. (312) 267-9100. Mgr.: Fred Chaetzing—Waltham, Mass., 460 Totten Pond Rd. Zip: 02154. Tel. (617) 890-5430. Mgr.: Eli Newman—New York, N.Y., 1 Penn Plaza. Zip: 10001. Tel. (212) 279-2560. Mgr.: Ed Mannelli—Dallas, Tex., 3003 LBJ Fwy., Suite 100. Zip: 75204. Tel. (214) 243-7315. Mgr.: Forest Cole  
 Audio: Cassette, broadcast  
 Akai America Ltd., 2139 E. Del Amo Blvd.,

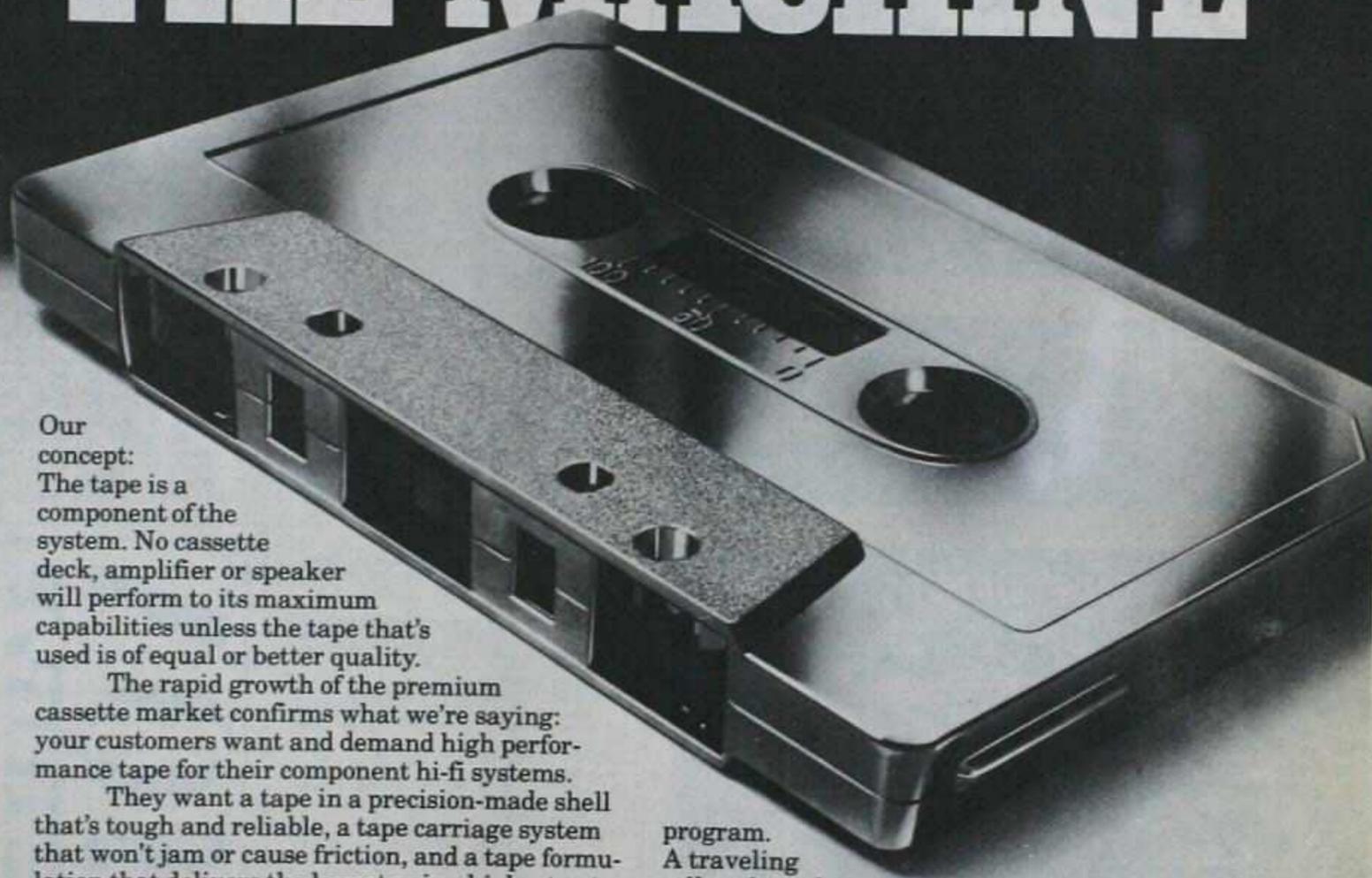
## TAPE SUPPLIES

Compton, Calif. 90220. Tel. (213) 637-3880.  
 Video: 1/2" EIAJ open reel  
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel. (415) 367-3887  
 Branches: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel. (213) 240-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip: 30340. Tel. (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel. (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel. (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel. (201) 489-7400—Dallas,

Tex., 1815 Prudential Dr. Zip: 75235. Tel. (214) 637-5100  
 Audio: 8-tr., cassette, open reel  
 Audicom Corp., 995 S. Clermont, Denver, Colo. 80222. Tel. (303) 757-3377. Pres.: Jack Dunham. Sales Mgr.: Richard Sanders. Chief Eng.: David Howard  
 Audio: Cassette, open reel  
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07857. Tel. (201) 945-4545. Pres.: M. Donald. VP: M. Thaler  
 Audio: 8-tr., cassette

(Continued on page TS-24)

# THE MACHINE



Our concept: The tape is a component of the system. No cassette deck, amplifier or speaker will perform to its maximum capabilities unless the tape that's used is of equal or better quality.

The rapid growth of the premium cassette market confirms what we're saying: your customers want and demand high performance tape for their component hi-fi systems.

They want a tape in a precision-made shell that's tough and reliable, a tape carriage system that won't jam or cause friction, and a tape formulation that delivers the lowest noise, highest output and widest frequency response that tape technology can provide.

Our message to your customers will be simply this: Buy the machine for your machine. The TDK Machine.

We'll be building the "Machine For Your Machine" concept with extensive national and local advertising support. An expanded tape clinic

program. A traveling college hi-fi show.

A complete package of in-store sales and promotional aids. And eight knowledgeable field marketing representatives to coordinate our efforts with you. Plus more to come.

TDK's "Machine For Your Machine": a campaign geared to oil your profit machine.

TDK Electronics Corp., 755 Eastgate Boulevard, Garden City, New York 11530. In Canada, contact Superior Electronics Industries, Ltd.

# for your machine.



**TDK**

# MASTRO

## TAPE PRODUCTS

RELIABLE FUNCTIONAL SUPERIOR



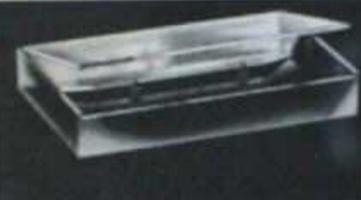
### 8 T. CARTRIDGES AND BLANK TAPE LOADED

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



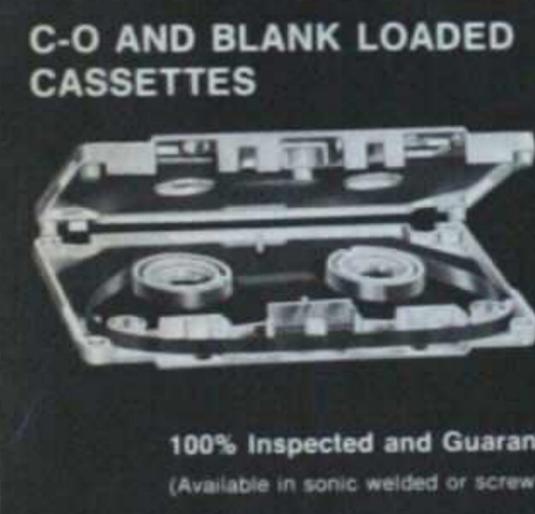
### DUST CAPS

Seals Front Of All 8 Track and Quad Cartridges  
Perfect Fit Stays On



### CASSETTE BOXES

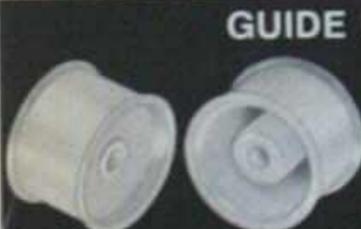
(Norelco and Ampex Style)  
PRECISION MADE



### C-O AND BLANK LOADED CASSETTES

1. First window sonic sealed
2. Stainless steel lubricated pins
3. Cassette roller guides
4. Phosphate braced spring pressure gas
5. Top flange contact shield plate
6. Acetate key hole tabs
7. Leader tape strongly coated
8. Fully graphited lens
9. All parts stress and static relieved
10. Noiseless operation

100% Inspected and Guaranteed  
(Available in sonic welded or screw type)



### GUIDE ROLLERS

- Concentricity within .0005
- Double Flanged
- Reversible
- No gate marks



### KEY HOLE HUBS

- Keyhole holds tape
- Perfectly round
- No gate marks
- Fits all machines

**MASTRO INDUSTRIES, INC.**  
3040 WEBSTER AVE. N.Y., N.Y. 10467  
212-547-5600

European Distributor  
**M.I.P.**  
CORSO DI PORTA VITTORIA 31  
MILAN, ITALY

## TAPE SUPPLIES

**Autopak**, see Capital  
**Autotape**, see Capital  
**B A S F Systems**, Crosby Dr., Bedford, Mass. 01730. Tel. (617) 271-4000. Pres. G.J. Gratch. Mktg. Servs. Mgr. J.P. Hiltz. Sales Mgr. J.S. Walker. Adv. Mgr. R.E. Dalese.  
**Branches:** Santa Monica, Calif., 1307 Colorado Ave. Zip: 90404. Tel. (213) 451-8781.  
**Melrose Park, Ill.**, 1800 N. 30 Ave. Zip: 60160. Tel. (312) 343-8618.  
**Clifton, N.J.**, 149 W. 48. Zip: 07011. Tel. (201) 548-9111.  
**Dallas, Tex.**, Dallas Petroleum Center, 13610 Midway, Suite 255. Zip: 75240. Tel. (214) 233-8607.  
**Audiotape:** 8-tr., cassette  
**Burlington Audio Tapes Inc.**, 106 S. Long Beach Rd., Rockville Centre, N.Y. 11570. Tel. (516) 784-3792. Pres. Ruth Schwartz  
**Audiotape:** Open reel  
**Capital Magnetic Products**, div. of Capital Recs. Inc., 1750 N. Vine St., Los Angeles, Calif. 90028. Tel. (213) 462-6252. Exec. VP. E. Khoury. Mktg. Servs. Div. John M. Ricci. Sales Mgr. Oscar Anderson.  
**Sales offices:** Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel. (404) 321-5441.  
**Niles, Ill.**, 8401 Gross Point Rd. Zip: 60648. Tel. (312) 775-7101.  
**Germanstown, Md.**, Century XXI, 20030 Century Blvd. Zip: 20787. Tel. (301) 428-0795.  
**New York, N.Y.**, 1330 Ave. of the Americas. Zip: 10019. Tel. (212) 757-7470.  
**Cleveland, Ohio**, 7123 Pearl Rd. Zip: 44130. Tel. (216) 888-6010.  
**Dallas, Tex.**, 8730 Oakbrook Blvd. Zip: 75235. Tel. (214) 637-1890.  
**Int'l branches:** Mexico, Singapore.  
**Audiotape:** 8-tr., cassette, open reel.  
**Brand name:** Autopak, Autotape  
**Carson Corp.**, 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel. (714) 834-4280. Pres. Edwin Garmson. Sales Mgr. Ray Allen. Adv. Mgr. Hal Wilde  
**Audiotape:** 8-tr., cassette  
**Cenematape**, see Transworld  
**Columbia Magnetics** (div. of CBS Inc.), 51 W. 52 St., New York, N.Y. 10019. Tel. (212) 765-4327. Dr. Glenn Hart  
**Branch:** Century City, Calif., 1801 Century Park W. Zip: 90067. Tel. (213) 556-4836. Nat'l Sales Dir. Jerry Birmingham  
**Plant:** Danbury, Conn., 15 Great Pasture Rd. Zip: 06810. Tel. (203) 744-2555. Plant Mgr. Ray Hughes  
**Audiotape:** 8-tr., cassette  
**Cometec Corp.**, 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel. (213) 826-4528. Pres. Richard W. Moore  
**Audiotape:** Cassette  
**Crosby**, see E.I. du Pont  
**Dak Inds. Inc.**, 10845 Vanowen St., North Hollywood, Calif. 91605. Tel. (213) 984-1558. WATS (800) 423-2836  
**Audiotape:** 8-tr., cassette, open reel, broadcast  
**Video:** 1" Ampex & IVC open reel, 1/2" EIAJ, open reel  
**Dennak Inds.**, PO Box 422, Ridgefield, N.J. 07657. Tel. (201) 945-8820. Admin. Asst. Diane Appel  
**Audiotape:** Cassette  
**E. I. du Pont de Nemours & Co. Inc.**, Magnetic Products Div., Photo Products Dept., Old Du Pont Airport, Wilmington, Del. 19888. Tel. (302) 999-4252. Div. Mgr. Harvey Smith. Audio Sales Mgr. William Oskin. Video Sales Mgr. Richard Buckley  
**Audiotape:** Cassette  
**Brand name:** Crosby  
**EI Mac Plastics Inc.**, 821 E. Arroyo Blvd., Carson, Calif. 90746. Tel. (213) 327-3180. VP & Sales Mgr. Allen Scher  
**Audiotape:** 8-tr.  
**Fideligac**, 109 Galther Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Gen. Mgr. Dan McCloskey. Sales & Mktg. Mgr. Arthur Constantino  
**Audiotape:** Broadcast cartridge  
**Fidelity Mfg. Co. Inc.**, 821 N. Citrus Ave., Hollywood, Calif. 90038. Tel. (213) 466-8511. Pres. Alan F. Schmid. VP. Joseph Bourgeois  
**Hils**, see Magnetic Mktg  
**Infotape Inc.**, PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel. (219) 879-3281. Pres. Paul C. Lloyd  
**Audiotape:** Cassette  
**Information Terminals Corp.**, 323 Sycamore Way, Sunnyvale, Calif. 94086. Tel. (408) 245-4400  
**Audiotape:** Cassette  
**Video:** 1/2" cassette  
**Inermagnetics Corp.**, 1842 18 St., Santa Monica, Calif. 90404. Tel. (213) 393-9281. Pres. Irving Katz. VP. Bruce Walker. VP Sales. George Johnson. VP Int'l Sales. Terry Whitlock  
**Audiotape:** 8-tr., cassette  
**International Cassette Inds. Inc.**, 16131 Gothard, Huntington Beach, Calif. 92647. Tel. (714) 848-1501  
**Audiotape:** 8-tr., cassette, open reel  
**Irish Magnetic Rec'g Tape**, div. of Morhan Nat'l Sales Co. Inc., 270-78 Newtown Rd., Plainville, N.Y. 11803. Tel. (516) 293-6582. Pres. Sol Zogman. Sales Mgr. George Krup. Adv. Mgr. Norman Steen  
**Audiotape:** 8-tr., cassette, open reel  
**Video:** 1/2" cassette, 1/2" EIAJ open reel  
**M M C**, see Magnetic Mktg  
**Magnetic Mktg. Corp.**, 29 Valley View Ter., Wayne, N.J. 07470. Tel. (201) 694-3502. Pres. Thomas J. Holbauer. Adv. Mgr. M. Browne  
**Audiotape:** 8-tr., cassette, open reel, broadcast  
**Brand name:** Hils, MMC  
**Magnetic Media Corp.**, 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel. (914) 698-8860. Pres. Aaron Wasservostrom. Sales Mgr. Douglas Scott  
**Int'l branch:** Korea, IPO Box 5006, Seoul  
**Audiotape:** Cassette  
**Brand name:** TM 100  
**Magnex Corp.**, 770 W. Bay St., Winter Garden, Fla. 32787. Tel. (305) 656-4494. Pres. John Lory  
**Audiotape:** 8-tr., cassette, open reel, broadcast  
**Video:** 1" open reel, 1/2" EIAJ open reel  
**Maxell Corp. of America**, 130 W. Commercial Ave., Moonachie, N.J. 07074. Tel. (201) 933-4200. NYC (212) 584-3775. Exec. VP. T. Onda. Sales Mgr. Gene LaBrie. Adv. Mgr. Paul Miller  
**Video:** 1" open reel, 1/2" cassette  
**Memorex Corp.**, 1600 Memorex Dr., Santa Clara, Calif. 95052. Tel. (408) 987-1752. Pres. Robert C. Wilson. Sales Mgr. John R. Humphreys. Adv. Mgr. John C. Risher. Promo. Coord. Elizabeth D. Nash. Local branch: 2400 Kifer Rd. Zip: 95052. Tel. 887-2620  
**Branches:** Los Angeles, Calif., 11340 W. Olympic Blvd. Zip: 90064. Tel. (213) 478-3051.  
**Lombard, Ill.**, 335 Eisenhower Ln. S. Zip: 60148. Tel. (312) 820-3240.  
**Southfield, Mich.**, 24881 Northwestern Hwy., Suite 24. Zip: 48075. Tel. (313) 354-0240.  
**Sunnyvale, Calif.**, 353-2670.  
**New York, N.Y.**, 1700 Broadway. Zip: 10019. Tel. (212) 541-7780.  
**McLean, Va.**, 7798 Old Springhouse Rd. Zip: 22101. Tel. (703) 821-3300.  
**Audiotape:** Cassette  
**Brand name:** Memorex  
**Master Tape Inc.**, 8180 NW 103 St., Hialeah, Fla. 33015. Tel. (305) 558-8211.  
**Audiotape:** 8-tr., cassette

**Pro**, see Memorex  
**Royal Sound Co. Inc.**, 248 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 868-2880. Pres. Marvin A. Devan  
**Audiotape:** Cassette, open reel  
**Scotch**, see 3M  
**Sentry Inds. Inc.**, 271 N. Macquinnon Pkwy., Mount Vernon, N.Y. 10550. Tel. (914) 664-2909. Pres. Harold Rosen. Sales & Adv. Mgr. Barry Rosen  
**Audiotape:** 8-tr., cassette, open reel  
**T O K Electronics Corp.**, 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel. (516) 746-0880. Pres. S. Oskay. Mktg. Mgr. Ken Kohli. Div. Sales Mgr. Bud Berger  
**Branches:** Irvine, Calif., 17072 Danvers St. Zip: 92705. Tel. (714) 979-5811.  
**Chicago, Ill.**, 2908 W. Peterson Ave. Zip: 60645. Tel. (312) 973-1222  
**Audiotape:** Cassette, open reel  
**T M 100**, see Magnetic Media  
**Topmaster Sales Co. Inc.**, 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6080. Pres. Arthur Brandstam. Sales Mgr. M. Medina  
**Audiotape:** 8-tr., cassette, open reel  
**Video:** 1" open reel, 1/2" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette  
**Tape Servs. Inc.**, PO Box 650, 345 New Albany Rd., Mountstown, N.J. 08057. Tel. (609) 335-2201. Sales Mgr. Michael T. Mulcahy  
**Audiotape:** 8-tr.  
**3 M Co.**, 3M Center, St. Paul, Minn. 55101. Tel. (612) 733-1110. Div. VP. J.E. Powlitz. Sales Mgr. J.L. Lam. Adv. Coord. F.E. Derhoff. Asst. Mgr. P.M. Givin  
**Branches:** Anchorage, Alaska, 3934 Spennard Rd. Zip: 99503. Tel. (907) 279-6481.  
**Burbank, Calif.**, 128 W. Elm Court. Zip: 91502. Tel. (213) 848-5534.  
**Los Angeles, Calif.**, 6033 S. Garfield Ave. Zip: 90045. Tel. (213) 728-1511.  
**South San Francisco, Calif.**, 320 Shute Rd. Zip: 94080. Tel. (415) 588-2663.  
**Washington, D.C.**, 1101 15 St. NW. Zip: 20005. Tel. (202) 331-6900.  
**Atlanta, Ga.**, 2880 Bankers Ind'l Dr. Zip: 30340. Tel. (404) 448-6665.  
**Honolulu, Hawaii**, 2880 Ulukoua St. Zip: 96819. Tel. (808) 841-0147.  
**Argo, Ill.**, 6850 S. Harlem Ave. Zip: 60501. Tel. (312) 496-6500.  
**Needham Heights, Mass.**, 155 Fourth Ave. Zip: 02184. Tel. (617) 448-0300.  
**Farmington, Mich.**, 23823 Research Dr. Zip: 48024. Tel. (313) 477-5000.  
**St. Louis, Mo.**, PO Box 510, 10725 Bear Blvd. Zip: 63166. Tel. (314) 891-1320.  
**West Caldwell, N.J.**, PO Box 78, 15 Henderson Dr. Zip: 07006. Tel. (201) 227-9100.  
**NYC**, (212) 285-9600.  
**High Point, N.C.**, PO Box 2047, 2401 Broad St. Zip: 27261. Tel. (919) 886-7181.  
**Cincinnati, Ohio**, 4835 Pine Dr. Zip: 45227. Tel. (513) 242-2313.  
**Cleveland, Ohio**, 12200 Brookpark Rd. Zip: 44130. Tel. (216) 267-1800.  
**Philadelphia, Pa.**, 5698 Rising Sun Ave. Zip: 19120. Tel. (215) 742-0200.  
**Dallas, Tex.**, 2121 Santa Anna Ave. Zip: 75228. Tel. (214) 327-7313.  
**Seattle, Wash.**, Andover Ind'l Park, 100 Andover Park W. Zip: 98168. Tel. (206) 244-7200.  
**Audiotape:** 8-tr., cassette, open reel  
**Video:** 1/2" cassette, 1/2" EIAJ open reel  
**Brand name:** Scotch  
**Trackmaster Inc.**, 1310 S. Dixie Hwy. West, Pom-

## Duplicating & Processing Equipment Manufacturers & Importers

**Accurate Sound Int'l Inc.**, 114 Fifth Ave., Redwood City, Calif. 94063. Tel. (415) 385-2843. Pres. Sales & Adv. Mgr. Ronald M. Newdell  
**Audiotape:** Tape transport-duplicator  
**Brand name:** Accu  
**Alpha**, see International Audio  
**Ampro Corp.**, Audio-Video Systems Div., 401 Broadway, Redwood City, Calif. 94063. Tel. (415) 367-2504  
**Branches:** Glendale, Calif., 500 Roster Dr. Zip: 91201. Tel. (213) 240-5000.  
**Atlanta, Ga.**, 3135 Chestnut Dr., Suite 101, Zip: 30340. Tel. (404) 451-7112.  
**Elk Grove Village, Ill.**, 2201 Lund Ave. Zip: 60007. Tel. (312) 593-6000.  
**Bethesda, Md.**, 10215 Fernwood Rd. Zip: 20834. Tel. (301) 530-8800.  
**Hackensack, N.J.**, 75 Commerce Rd. Zip: 07601. Tel. (201) 488-7400.  
**Dallas, Tex.**, 1615 Prudential Dr. Zip: 75225. Tel. (214) 637-5100.  
**Audiotape:** 8-tr. tape duplicators, master reproducers  
**Accu**, see Accurate Sound  
**Audio Ltd.**, 218 Crossan Ave., Elk Grove, Ill. 60007. Tel. (312) 640-1030  
**Audiotape:** Duplicators, cassette loaders, cartridge writers  
**Audiodyne Co.**, PO Box 825, San Jose, Calif. 95106. Tel. (408) 287-3520. Pres. Louise R. Charnomonte  
**Audiotape:** 8-tr., cassette & open reel writers & readers  
**Audio Inds. Inc.**, Broad & Linden Aves., Ridgefield, N.J. 07657. Tel. (201) 945-4545. Pres. M. Donatelli. VP. M. Thaler  
**Audiotape:** Used equip.  
**Automatic Corp.**, 1290 Ave. of the Americas, New

# AUTOMATION

## CONSISTENT/COMPETITIVE PRICES

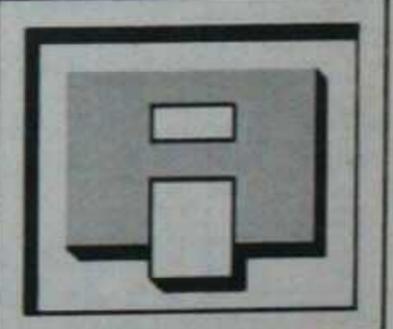
### QUALITY

## C-O CASSETTES

### SONIC OR SCREW

## NORELCO STYLE BOXES

## CASSETTE PARTS



**ATHENIA INDUSTRIES INC.**  
90 BRIGHTON ROAD  
CLIFTON, N. J. 07012  
(201) 471-8044

MAY 7, 1977, BILLBOARD

**York N.Y. 10019.** Tel. (212) 582-5870. Sales: 126419. Pres. Milton B. Gelfand. VP Sales: Timothy A. Cole.

**let's branch France.**

**Audio:** Automated cassette assembly modules, magnetic tape manufacturing systems, plastic molding systems, complete tape duplicating systems & accessories.

**Audio:** Tel. Inc.: 503-B Vandell Way, Campbell, Calif. 95008. Tel. (408) 378-5586. Pres. Robert W. Kriest.

**Audio:** 8-tr. cassette & open reel duplicators.

**Auto-Tec:** see United Research.

**Jazzy Electronics Corp.** PO Box 142, Fraser, Mich. 48026. Tel. (313) 463-2592. Pres. Sales & Adv. Mgr. Allan Barzy. Gen. Mgr. Michael Tatar.

**Audio:** Cassette rewinders, in-cartridge duplicators.

**Cetec Audio.** 13035 Satcoy St., North Hollywood, Calif. 91605. Tel. (213) 875-1900. Pres. W. Mort Fuji. Mktg. Servs. Mgr. Richard P. Drake.

**Audio:** High speed tape duplicating systems, high speed automatic in-cassette copiers & quality control reproducers.

**Brand name:** Gauss.

**Coniac Corp.—Cramer Div.** Mill Rock Rd., Old Saybrook Conn. 06475. Tel. (203) 388-3574.

**Audio:** Cassette tape transports.

**Cramer Div.** see Coniac.

**D S C Inc.** 3 Dogwood Dr., Danbury, Conn. 06810. Tel. (203) 748-3231. Plant: Hayestown Rd. Zip: 06810. Tel. (203) 748-3231.

**Audio:** Custom slitting & processing equip., coating & calendaring equip., raw tape manufacturing equip.

**Ed-Pic Dupl'rs/Recordex Co.** 7625 E. Rosecrans Ave., Unit #32, Paramount, Calif. 90723. Tel. (213) 531-3454. Owner: Edward F. Pickering.

**Audio:** Duplicating systems (all formats), tape winders (all formats), quality control playback systems (all formats), cartridge exercisers & footage counters.

**Brand names:** Ed-Pic, Recordex.

**Electro Sound Inc. (div. of Viewlec Inc.)** 160 San Gabriel Dr., Sunnyvale, Calif. 94086. Tel. (408) 245-6600. Pres. Ray Schaaf; VP Mktg. & Sales: Bob Cochran.

**Audio:** Duplicators, automatic winders, loaders & splicers.

**Ferrocube Corp.** 5083 Kings Hwy., Saugerties, N.Y. 12477. Tel. (914) 246-2811.

**Audio:** 8-tr. 8-tr. quadraphonic & cassette duplicating head assemblies.

**Finelli Mfg Co. Inc.** 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel. (213) 466-9511. Pres. Alwin P. Schmid; VP: Joseph Bouzoghlu.

**Audio:** Magnetic tape coaters & slitters, test equip.

**Gauss:** see Cetec.

**Gotham Audio Corp.** 741 Washington St., New York, N.Y. 10014. Tel. (212) 741-7411. Pres. Stephen F. Temmer; VP: Eli Passin.

**Audio:** Duplicators.

**Brand name:** Magnetophon.

**I E M:** see International Electro-Magnetics.

**Infonics Inc.** PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel. (219) 879-3381. Pres. Paul C. Lloyd.

**Audio:** Duplicators.

**Brand names:** Infonics, Phoenix.

**Information Terminals Corp.** 323 Soquel Way, Sunnyvale, Calif. 94086. Tel. (408) 245-4400.

**Audio:** Cassette tension monitors, head & guide gauge, torque tester.

**International Audio Inc.** 2934 Malmo Dr., Arlington Heights, Ill. 60005. Tel. (312) 956-6030. Pres. Dick Malby, Exec. VP & Adv. Mgr.: John Kozm. Sales Mgr.: Bill Brin.

**Audio:** In-cassette duplicators.

**Brand name:** Alpha.

**International Cassettes Inds. Inc.** 16131 Gothard St., Huntington Beach, Calif. 92647. Tel. (714) 848-1501.

**Audio:** Tape manufacturing equip.

**International Electro-Magnetics Inc.** 350 N. Eric Dr., Palatine, Ill. 60067. Tel. (312) 358-4622. Pres. Oscar Dahms; Sales Mgr.: Tony Pretto.

**Audio:** Tape transports.

**Brand name:** IEM, Optro.

**Interlect Electronics Co.** 321 New Haven Ave., Milford, Conn. 06460. Tel. (203) 874-8038.

**Audio:** 8-tr. duplicators.

**King Instrument Corp.** 80 Turnpike Rd., Westboro, Mass. 01581. Tel. (617) 366-9141. Pres. James L. King; Mktg. Dir. Paul McGongle; Sales Mgr. William E. Cline.

**Audio:** Automatic tape tailoring equip., 8-tr. & cassette loaders & splicers, hub leader staker.

**Video:** Thermal video duplicator, cassette & cartridge loaders & splicers.

**Liberty/UA Tape Dupl'g Inc.** 2101 S. 35 St., Council Bluffs, Iowa 51501. Tel. (712) 328-8060. Pres. Marvin King; Sales Mgr.: Jim Cook.

**Audio:** Duplicators, loaders.

**M M C:** see Magnetic Mktg.

**M Q C:** see Magnetic Mktg.

**M T D:** see Magnetic Mktg.

**Magnetic Mktg. Corp.** 29 Valley View Terr., Wayne, N.J. 07470. Tel. (201) 694-3502. Pres. Thomas J. Hofbauer; Adv. Mgr.: M. Browne.

**Audio:** In-cassette duplicators & loaders, pancake duplicator, degaussers.

**Brand name:** MMC, MQC, MTD.

**Magnetophon:** see Gotham Audio.

**Optro:** see International Electro-Magnetics.

**Otan Corp.** 991 Industrial Rd., San Carlos, Calif. 94070. Tel. (415) 593-1848. Pres. Jack Soma; Sales Mgr. Brian F. Frankle; Adv. Mgr. David McClung.

**Audio:** In-cassette duplicators, open reel & cassette duplicators.

**P C E:** see Professional Cassette Equip.

**Passavant Corp.** PO Box 2503, Birmingham, Ala. 35201. Tel. (205) 853-6290. Pres. Norm J. Blaz; VP Sales: D.L. Wilson; Sales Mgr. Harold E. Williams; Adv. Mgr. J.E. Wilson.

**Audio:** Unwinders, conditioning units, coat-ers, dryers, calendars, rewinders, slitters.

**Pentagon Inds. Inc.** 4751 N. Okcotti Ave., Chicago, Ill. 60656. Tel. (312) 887-9200. Pres. Tom Horton; VP Mktg. James Dow.

**Audio:** In-cassette, reel-to-reel & reel-to-cassette duplicators.

**B. F. Perkins (div. of Roschlen Inds.)** PO Box 366, 929 Chicopee St., Chicopee, Mass. 01021. Tel. (413) 536-1311.

**Audio:** Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds, splice jumping & edge guiding.

**Phoenix:** see Infonics.

**Professional Cassette Equip. Co. (PCE)** 1660 20 St., Santa Monica, Calif. 90404. Tel. (213) 829-2282. Owner: Dean Theodor.

**Audio:** High speed cassette loading & handling equip., splicers.

**Recordex Co.** see Ed-Pic Duplicators.

**Recordex Corp.** 1300 Booth Ave., Atlanta, Ga. 30318. Tel. (404) 351-7082. Pres. Tom Allen.

**Audio:** Cassette & reel to cassette duplicators.

**Brand name:** Recordex, Super Pro.

**Recordex Inc.** 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel. (408) 735-8821. Pres. Lester H. Lee; Sales Mgr. William F. Lawless; Adv. Mgr. R.R. Trovelli.

**Audio:** Automated cassette duplicators & loaders.

**Video:** Cassette loader, tape evaluator.

**S S K Envs. Inc.** 2488 Townsgate Rd., Westlake

Village, Calif. 91361. Tel. (805) 495-1214. LA (213) 889-1831. Pres. Mrs. S.F. Kara.

**Adv. Mgr. Stephen Kara.**

**Audio:** Reel to cassette, reel to hub & continuous loop to pancake for 8-tr.

**Shape, Symmetry & Sun Inc.** Biddelford Ind'l Park, Biddelford, Me. 04005. Tel. (207) 282-8155. Pres. & Adv. Mgr. Anthony L. Gelardi; Sales Mgr. Joe Ceccone.

**Audio:** Automatic & semi-automatic cassette & 8-tr. assembly equip., automatic 8-tr. splicers & winders.

**Simtek Communications, Inc.** 50 W. 75 St., New York, N.Y. 10023. Tel. (212) 595-7126. Pres. D. Richard Kraus; Sales Mgr. Mort Schlein.

**Audio:** 8-tr. & cassette duplicators & winders.

**Super Pro:** see Recordex Corp.

**Superscope Tape Dupl'g Prods. Inc. (sub. of Superscope Inc.)** 455 Fox St., San Fernando, Calif.

91340. Tel. (213) 355-1191. Pres. Joseph S. Tustinsky; VP & Gen. Mgr. M.N. Padwa; Sales Mgr. Jules L. Sack.

**Audio:** Automatic cassette loader.

**T D K Electronics Corp.** 755 Eastgate Blvd., Garden City, N.Y. 11530. Tel. (516) 748-0880. Pres. S. Okiyama; Mktg. Mgr. Ken Kohda; Div. Sales Mgr. Bud Berger.

**Branches:** Irvine, Calif., 17022 Daimler St. Zip: 92705. Tel. (714) 979-5811—Chicago, Ill., 2908 W. Peterson Ave. Zip: 60645. Tel. (312) 973-1222.

**Audio:** Cassette & open reel pancakes.

**Tapemaker Sales Co. Inc.** 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-6080. Pres. Arthur Brandwein; Sales Mgr. M. Medina.

**Audio:** Programmable cassette testing unit, loop bin.

**Telectro Systems Corp.** 96-18 43 Ave., Corona,

**TAPE SUPPLIES**

N.Y. 11368. Tel. (212) 651-8900. Pres. Harry Susman.

**Audio:** High speed duplicators.

**Telex Communications Inc.** 9800 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel. (612) 884-4051. Pres. Ansel Kleiman; VP Mktg. James S. Arrington; Adv. Dir. Peter Schwarz; Adv. Mgr. Terry Longville.

**Audio:** Cassette & open reel duplicators copiers.

**Trackmaster Inc.** 1310 S. Dixie Hwy. West, Pompano Beach, Fla. 33060. Tel. (305) 943-

2334. Pres. Roy D. Parsons; Sec'y Treas. Luce Parsons.

**Audio:** Winders, exercisers, 8-tr. duplicators, verifiers, 8-tr. & cassette loaders.

**United Research Lab. Corp.** 681 Fifth Ave., New York, N.Y. 10022. Tel. (212) 751-4663. Pres. G. Adams; Sales Mgr. Lee Rand; Adv. Mgr. Anns Adams.

**Audio:** Exact duplicate replacement parts for professional recorders.

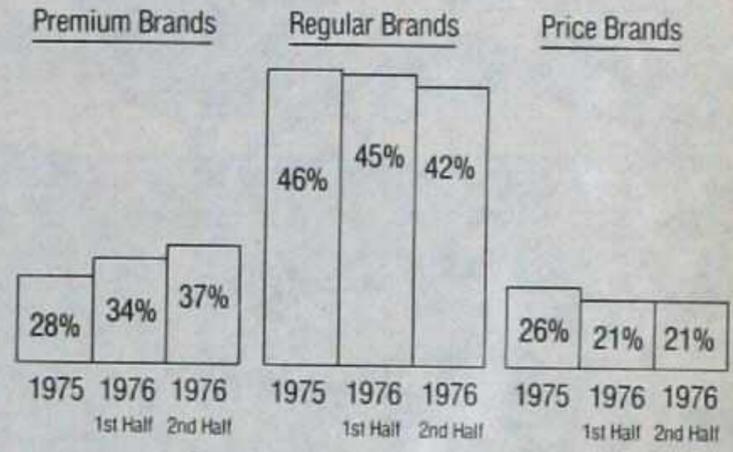
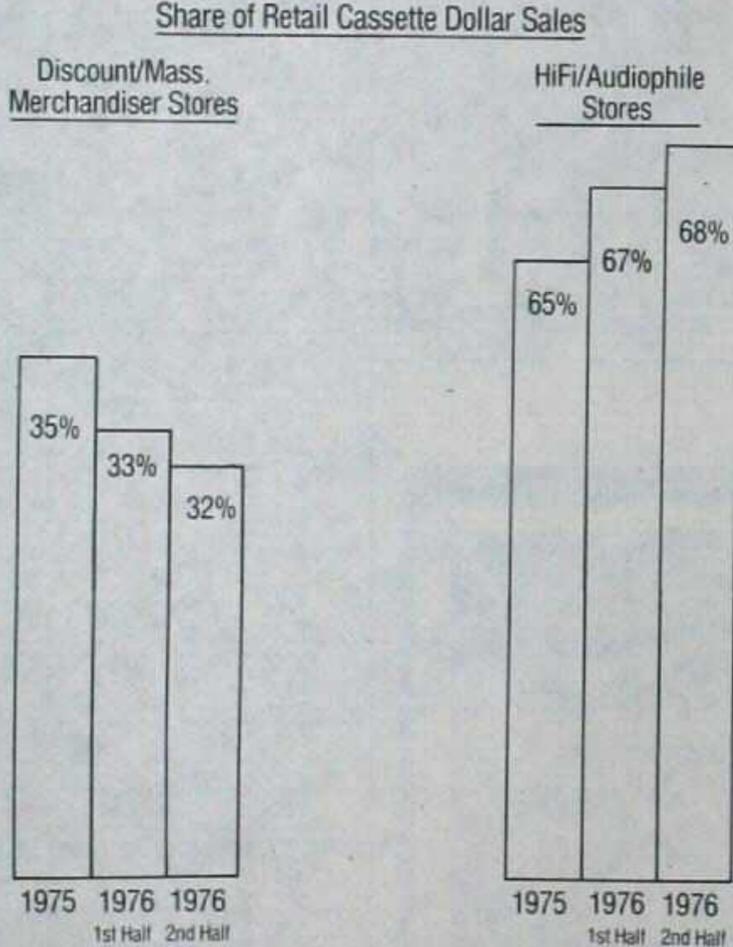
**Brand name:** Auto-Tec.

(Continued on page TS-26)

# 37% more audio tape sales are yours for the asking. Ask BASF.

In 1977, retail sales of blank audio tape will reach an estimated \$355 million, an increase of almost \$100 million since 1974. But discount stores have not claimed their share of this growth. Just look at the latest figures for cassettes:

Retail Dollar Share of Blank Cassettes (HiFi/Audiophile Stores)



Cassette volume in discount stores is lagging because these outlets are ignoring the fastest growing segment of the cassette market... the Premium segment. Premium tape brands such as BASF have captured 37% of sales in HiFi/Audiophile stores, and are increasing rapidly.

As you can see, the premium segment is the big opportunity area in the audio tape field. And BASF can help you cash in on this opportunity. We're the people who invented magnetic tape back in 1932, and our products are top-rated both by audiophiles and a leading consumer testing organization.

At BASF, we offer you a line of premium tape cassettes and 8-tracks, carded or uncarded, and reel-to-reel, all supported by major market radio and national print. And we back your selling effort with eye-catching in-store promotions, in-store merchandisers and floor displays, and generous co-op allowances.

Premium audio tape is a high-ticket, high-margin, high-turnover moneymaker. BASF can help you gain the missing 37% just like we've helped Two Guys, Caldor, Fred Meyer, and many others who have cashed in on the opportunity. We'll give you all the names and success stories... just call our Director of Sales, Jim Walker, collect at (617) 271-4025.



**BASF The Purist**

Our Promise: the purest, most accurate sound that tape can reproduce.

# TAPE SUPPLIES

## Professional Tape Supplies Manufacturers & Importers

Audio Accessories Co., Box 828, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr. John S. Maloney.  
**Audio:** Cassette repair kits (Serv-A-Tape).  
 Audiolab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500. Pres. R.E. Sostan. Sales & Adv. Mgr. J. Hodges.  
**Audio:** Degreasers.  
 Automatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870.

Telex: 128419. Pres. Milton B. Gelfand. VP Sales: Timothy A. Cole.  
**Int'l branch:** France.  
**Audio:** Splicing, cleaning & leader tapes.  
 Beacart, see UMC.  
 Bogen—Germany, see International Rec'g.  
 W. H. Brady Co., 2221 W. Camden Rd., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres. J.E. Larson. A/V Accessory Prods. Mgr. John Arnold.  
**Audio:** 8-tr. & cassette leader & splicing tape, 8-tr. sensing tape, master splicing tape.  
 Cable of America Inc., 8767 E. 50 Ave., Commerce City, Colo. 80033. Tel: (303) 287-3497.  
**Audio:** Patch cords, adapters, tape splicers.  
 Cartridge Int'l. Corp., 411 Kansas City Ave., Excelsior Springs, Mo. 64024. Tel: (816) 837-8011.  
**Audio:** 8-tr. & cassette splicing tapes & tabs.  
 Celanese Plastics Co., 26 Main St., Chatham, N.J. 07928. Tel: (201) 835-2600.  
**Branch:** Greer, S.C., Celanese Plastics Co. Films Div., PO Box 828, Hood Rd. Zip: 29651. Tel: (803) 877-8471.  
**Audio & video:** Cellular polyester film tape base.  
 Celtic Broadcast Group, 75 Castilian Dr., Goleta, Calif. 93017. Tel: (805) 968-1561. Pres.

Bob Ward. Sales Mgr. Andy McClure. Adv. Mgr. Jay Cooke.  
**Branches:** Sacramento, Calif., Celco (Spain): 5851 Florin Park Rd. Zip: 95828. Tel: (916) 383-5353. Pres. Frank Biquart. Audio Prod. Mgr. Dave Evans—Sacramento, Calif., Celco: Jampco, 8939 Power Inn Rd. Zip: 95828. Tel: (916) 383-1177. Pres. Peter Driscoll. VP & Prod. Mgr. Jim Olver.  
**Audio:** Bulk erasers.  
 Columbia Magnetics (div. of CBS Inc.), 51 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-4321. Dir. Glenn Hart.  
**Branch:** Century City, Calif., 1801 Century Park W. Zip: 90067. Tel: (213) 556-4836. Nat'l Sales Dir.: Jerry Brombaugh.  
**Plant:** Danbury, Conn., 15 Great Pasture Rd. Zip: 06810. Tel: (203) 744-3555. Plant Mgr. Ray Hughes.  
**Audio:** Splicing & abrasive tape, liquid magnetic pattern detecting kit (Magna Seal).  
 Data Technology Corp., 125 Baker St., Suite 230, Costa Mesa, Calif. 92626. Tel: (714) 540-5624.  
**Audio:** 1/4" & 10 1/2" cassette transfer reels.  
 Gotham Audio Corp., 741 Washington St., New York, N.Y. 10014. Tel: (212) 741-7411.  
**Audio:** Splicing & editing equip. (Gotham) precision tape timer (Lyrec).  
 Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07008. Tel: (201) 575-1433. VP Sales: John R. French.  
**Audio:** Custom & replacement heads.  
 Hi-Flex Corp., 289 Huyler St., South Hackensack,

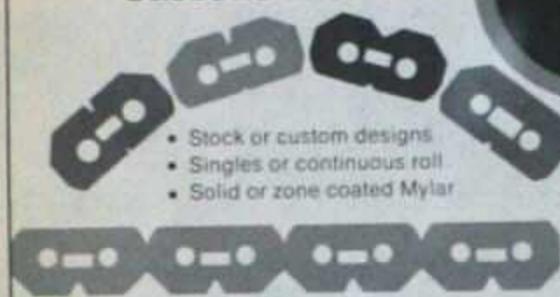
N.J. 07606. Tel: (201) 487-3027. Plant Mgr. Jeff St. Thomas.  
**Audio:** Cassette leader tape.  
 ICI United States Inc., Plastics Div., New Murphy Rd., Wilmington, Del. 19807. Tel: (302) 675-3000.  
**Audio & video:** Polyester film tape base.  
**Brand name:** Melinex.  
 Infonics Inc. & Phoenix Ent's., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360. Tel: (219) 879-3381. Pres. Paul C. Lloyd.  
**Audio:** Alignment tapes, kits, duplicator peripherals.  
 International Rec'g Co., 49 Desmond Ave., Bronville, N.Y. 10708. Tel: (914) 337-5726. Pres. Claire Re.  
**Audio:** Heads (Bogen—Germany).  
 Jelfman Ent's. Inc., 16 Newcastle Ave., Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres. Alan Frost.  
**Audio:** Sensing tape.  
 Johnson Inds. Inc., 10749 Chandler Blvd., North Hollywood, Calif. 91601. Tel: (213) 980-5520.  
**Audio:** Bulk erasers.  
 Lafayette Radio Electronics Corp., 111 Jericho Trpk., Syosset, N.Y. 11791. Tel: (516) 921-7700. Pres. Arthur H. Blackburn. Adv. Mgr. George Friggen III.  
**Audio:** Tape splicers.  
 Lippa Inc., 1630 Euclid St., Santa Monica, Calif. 90404. Tel: (213) 393-0449. Pres. Edwin A. Lippa. Sales Mgr.: Donald S. Elderson.  
**Audio:** Magnetic heads.  
 Lyrec, see Gotham.  
 M.F.M. (div. of Pliar Inc.), 640 N. 13 St., Easton, Pa. 18042. Tel: (215) 253-6281. Pres. J.P. Bartels. Int'l Mktg. Mgr.: C. Alan Lindquist Jr. Adv. Mgr.: H.F. Seftle.  
**Audio & video:** Magnetic iron oxide for tape coating.  
 M.R.L. see Magnetic Reference Lab.  
 Magna See, see Columbia Magnetics.  
 Magnetic Reference Lab. Inc., 229 Polarit Ave., Suite 4, Mountain View, Calif. 94043. Tel: (415) 965-8187. Pres.: John G. McKnight.  
**Audio:** Test tapes (MRL).  
 Masters Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres. Mario Maccaferri. Sales Mgr.: Nicholas Perazzo.  
**Audio:** Reels for bulk cassette tape.  
 Melinex, see ICI.  
 Neotronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Pres. J.A. Yagve. Mktg. Serv. Mgr.: Paul Lund. Sales Mgr.: M. Kronfeld.  
**Audio:** Magnetic heads.  
 Permatap Prods. Co. (div. of Dodge Properties Inc.), Box 244M, Rt. 1, Social Circle, Ga. 30279. Tel: (404) 787-1910. Pres.: W.B. Thompson.  
**Video:** Splicing tape.  
 Phoenix Ent's., see Infonics.  
 Pro-Spector Corp., 45 Merrick Rd., Rockville Centre, N.Y. 11571. Tel: (516) 764-5061. NYC (212) 227-0008. Pres.: Stanley Gilman. Sales Mgr.: Peter Ganc. Adv. Mgr.: Paul Mastromanni.  
**Audio:** Splicing & sensing tapes, splicer.  
**Video:** Helical video splicing tape.  
 Q/Splice, see Webtek.  
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post. Nat'l Dist. Sales Mgr.: Charles Condit.  
**Audio:** Cassette & 8-tr. demagnetizers, erasers, head cleaners, splicers, rewinders.  
 S.T.L. see Standard Tape Lab. & Taber Mfg.  
 Saki Magnetics Inc., 1649 12 St., Santa Monica, Calif. 90404. Tel: (213) 451-8511. Pres.: Eugene Sakasagawa. Sales & Adv. Mgr.: Trevor Boyer.  
**Audio:** Magnetic recording heads.  
 Sav-A-Tape, see Audio Accessories.  
 Saxon Adhesive Prods. Inc., 880 Garfield Ave., Jersey City, N.J. 07305. Tel: (201) 451-0200. NYC (212) 964-1713.  
**Audio:** Cleaning & splicing tapes, end tabs.  
 Simtek Communications Inc., 50 W. 75 St., New York, N.Y. 10023. Tel: (212) 595-7128. Pres.: D. Richard Kraus. Sales Mgr.: Mort Schickel.  
**Audio:** Splicing blocks & tape.  
 Speedex Electronics, 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Contact: Jim Heghway.  
**Audio:** Head demagnetizers, test tape, bulk erasers, splicing & editing equip.  
 Splicerts, see Webtek.  
 Standard Tape Lab. Inc., 26120 Eden Landing Rd., Hayward, Calif. 94545. Tel: (415) 786-3546. Pres.: Frank G. Lemmer.  
**Audio:** Test tapes (STL).  
 Switchcraft Inc., 3555 N. Edison Ave., Chicago, Ill. 60630. Tel: (312) 792-2700. Pres.: W.L. Larson. Adv. & Sales Promo. Mgr.: Raymond F. Beier.  
**Audio:** Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.  
 Tabersons, see Taber Mfg.  
 Taber Mfg. & Eng'g Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3831.  
**Audio:** Heads (Taber), bulk erasers (Tabersons), test tapes (STL).  
 Tapemaker Sales Co. Inc., 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel: (516) 581-8080. Pres.: Arthur Brandwein. Sales Mgr.: M. Medina.  
**Audio:** Splicing & sensing tape, pre-cut Q-tabs.  
**Video:** Splicing tape.  
 U.M.C. Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473. Tel: (203) 285-7731. Pres.: Allan J. Shafer. Broadcast Sales Mgr.: Charles F. Rockhill.  
**Audio:** Splice finders (Beacart).  
 Ventas Electronics Corp., 22 Grand Ave., Farmingdale, N.Y. 11735. Tel: (516) 541-5373. Pres.: Warren S. Rosenthal. Sales Mgr.: Paul Kellen. Adv. Mgr.: George Fannon. Customer Serv. Mgr.: Karen A. DeSantis.  
**Audio:** Head demagnetizers, bulk erasers, cassette & open reel splicers.  
 W.R.E. see Wide Range Electronics.  
 Webtek Corp., 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel: (213) 837-3511. Pres.: Joseph Klein. VP: John A. Pace. Sales Mgr.: Ken George.  
**Branch:** Chicago, Ill., 6440 N. Ridgeway Ave. Zip: 60645. Tel: (312) 679-5470.  
**Audio:** Pre-cut tape splices (Q/Splice) for 8-tr. Splicette for cassettes, cassette splicing & splicing/sensing roll tape.  
 Wide Range Electronics Corp., 2119 Schuette Rd., St. Louis, Mo. 63141. Tel: (314) 567-5366. Pres.: Otto Rauhut. Mktg. Mgr.: A.S. Russell.  
**Audio:** Bulk erasers, degreasers, magnetic erasing pencil (WRE).  
 Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel: (201) 344-2300.  
**Product:** Acetate film base.

## Packaging & Labeling Equipment & Supplies Manufacturers

Adhesive Applications Assoc. (div. of G. Benson Co.), 116 Nassau St., Brooklyn, N.Y. 11201. Tel: (212) 596-9100. Pres.: Gerald J. Benson. VP Sales: Gil Benson. Adv. Mgr.: R. Evans.  
**Product:** 8-tr. & cassette pressure-sensitive tape.  
 Amarty Int'l Corp., 2800 Haven Ave., Suite Redwood City, Calif. 94065. Tel: (415) 365-0334. Pres.: Lloyd Neal. Sales Mgr.: Ron G. rett.  
**Product:** Cassette boxes.  
 Antio Press Inc., PO Box 1445, Terre Haute, Ind. 47808. Tel: (812) 232-0926. Pres.: James Royce. Sales Mgr.: Don Wilson.  
**Product:** Cassette folders.  
 Athena Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07031. Tel: (201) 471-8044. Pres.: Sales Adv. Mgr.: Charles Berne Jr.  
**Product:** Non-iso-style cassette boxes.  
 Audiomax Corp., 995 S. Clermont, Denver, Col. 80222. Tel: (303) 757-3377. Pres.: J. Durham. Sales Mgr.: Richard Sanders. Ch. Eng.: David Howard.  
**Product:** Cassette labels & custom packaging.  
 Audio Accessories Co., Box 828, Rt. 1, Batavia, N.Y. 60510. Tel: (312) 879-5998. Sales Mgr. John S. Maloney.  
**Product:** Styrofoam block packages.  
**Brand name:** Infopak.  
 Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07857. Tel: (201) 945-4545. Pres. & Donald: VP: M. Thaler.  
**Product:** Non-iso-style boxes.  
 Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5875. Telex: 128419. Pres.: Milton B. Gelfand. VP Sales: Timothy A. Cole.  
**Int'l branch:** France.  
**Product:** Primers, inserters, wrappers, (distributor for Apex Machine & others).  
 Bazy Electronics Corp., PO Box 142, Fraser, Mich. 48026. Tel: (313) 463-2592. Pres.: Sales & Adv. Mgr.: Allan Bazy. Gen. Mgr.: Michael Tattan.  
**Product:** Shrink wrap sealer & film.  
 Blackburn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel: (612) 646-2781.  
**Product:** Audio & video cassette albums.  
**Brand name:** Tape-Taches.  
 Cinema Sound Corp., 65 Marion St., Seattle, Wash. 98104. Tel: (206) 823-9643. Pres.: Larry Ray. VP: George M. Woodley.  
**Product:** High-speed cassette labeling equip.  
 Coast Ind'l Mfg. Co., 2611 E. La Palma Ave., Anaheim, Calif. 92806. Tel: (714) 830-4473. Pres.: Art Reynolds Jr. Sales Mgr.: Art Reynolds Sr.  
**Product:** Non-iso-style boxes.  
 Comette Corp., 12417 Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4520. Pres.: Richard W. Moore.  
**Product:** Pressure-sensitive cassette label.  
 Constan-Kraft Inc., 8321 De Celia Pl., Sepulveda, Calif. 91343. Tel: (213) 893-9721. Pres. A.M. Ganson. Sales Mgr.: Lee Ganson.  
 Copy-Art Photographers (div. of James J. Krieger), 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 757-0233.  
**Product:** 8-tr. & cassette labels.  
 Creative Packaging Co. (div. of E.S. Lily & Co.), Box 444, Zip: 46206, 740 S. Alabama St., Indianapolis, Ind. 46234. Tel: (317) 635-6533.  
**Branches:** West Los Angeles, Calif., 1131 Wilshire Blvd., Suite 222. Zip: 90025. Tel: (213) 478-9891—Hackensack, N.J., 1 University Plaza. Zip: 07601. Tel: (201) 485-5151.  
**Product:** Thermofomed cassette package.  
 Non-iso-style cassette boxes.  
**Brand name:** Tapcase, Taprap.  
 Dak Inds. Inc., 10845 Vinowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1555. WATS (800) 423-2636.  
**Product:** Cassette labels.  
 Data Technology Corp., 125 Baker St., Suite 23, Costa Mesa, Calif. 92626. Tel: (714) 545-5824.  
**Product:** 1/4" video cassette shipping box.  
 Disc Graphics (div. of Pickwick Int'l), Cardinal Int'l Park, Gilpin Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-1400. Gen. Mgr.: G. Threlkeld.  
**Product:** 8-tr. & cassette labels.  
 Dyma-Day Plastics Inc., 1521 E. Ave. Dr., Madison Heights, Mich. 48071. Tel: (313) 585-6280. Pres.: Frank Day. VP & Gen. Mgr.: Paul Hayes. Plant Mgr.: Phil Kelly.  
**Product:** Non-iso-style boxes.  
 E-System, see Econocorp.  
 Econocorp Inc., 71 Fourth Ave., Needham Heights, Mass. 02194. Tel: (617) 444-8070.  
**Product:** Horizontal-loading packaging equip.  
**Brand name:** E-System, Econosafe.  
 Econosafe, see Econocorp.  
 El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor. VP & Sales Mgr.: Allen Schor.  
**Product:** Open reel boxes.  
 Fibelpac, 109 Galilee Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Gen. Mgr.: Don McCloskey. Sales & Mktg. Mgr.: Arthur Constantine.  
**Product:** 8-tr. labels.  
 Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Sioux Point, N.Y. 10980. Tel: (914) 942-0100.  
**Product:** All types of plastic cassette boxes.  
 Gopher Prods. Corp., PO Box 1812, 2201 Lockheed, Carson City, Nev. 89701. Tel: (702) 882-9333. Pres.: Warren Perkins. Nat'l Sales Mgr.: Jerry Washbaugh.  
**Product:** Labels.  
**Brand names:** Rolux, Unilux.  
 A.C. Hampson Printing Co. Inc., PO Box 97, Union City, Conn. 06770. Tel: (203) 229-2244. Pres.: A.D. Hampson. Sales Mgr.: A.L. Payne.  
**Product:** 8-tr. & cassette labels, cassette inserts.  
 Infopak, see Audio Accessories.  
 Jelfman Ent's. Inc., 16 Newcastle Ave., Plainview, N.Y. 11803. Tel: (516) 822-7277. Pres.: Alan Frost.  
**Product:** On-cassette printing equip.

## The silent parts of quality sound

### Precision, pre-cut Cassette liners



- Stock or custom designs
- Singles or continuous roll
- Solid or zone coated Mylar

### Pressure sensitive Q/Splice



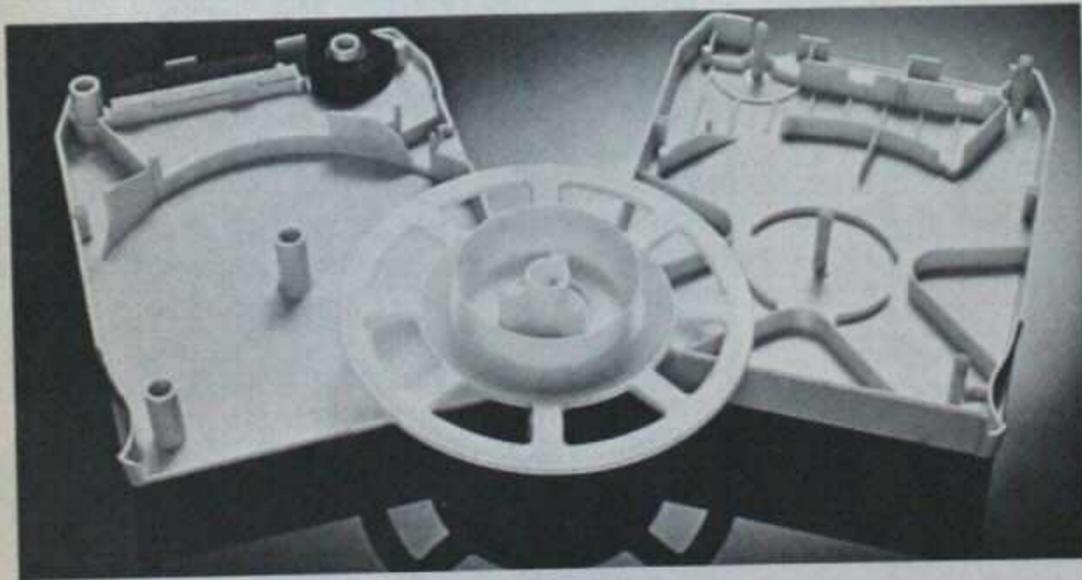
- Precut cueing and sensing tape splices for 8-track cartridges.
- Production cost savers
- World's largest manufacturer

For information and samples, call or write

## WEBTEK CORPORATION

4326 W. Pico Blvd., Los Angeles, CA 90019 (213) 937-3511  
 6440 Ridgeway Ave., Chicago, IL 60645 (312) 679-5470

"Q/Splice" is a registered trademark of Webtek Corporation



# THE COMPLETE 8 TRACK CARTRIDGE

The Industry's best cartridge design and the south's most modern production plant is now available for all your 8 track cartridge needs...



**CUSTOM CARTRIDGE, INC.**  
 341 HILL AVE. NASHVILLE, TENN. 37210 (615) 244-5668  
 (formerly Lear Jet cartridge)



The American Red Cross

**Crystone Printed Specialties Co. Inc.**, 321 Pear St., Scanton, Pa. 18505. Tel. (717) 346-1761. Pres. P.G. Fischer Jr., Sales & Adv. Mgr.: Martin Fischer.  
**Product:** 8-tr. & 4-tr. labels.

**M. Lamer Mfg. & Sales**, 5050 Venica Blvd., Los Angeles, Calif. 90019. Tel. (213) 933-7646. Owner: Mel Lattner.  
**Product:** Shrink packaging machinery & plastic film.

**Lenox Co.**, 3901 N. 69 St., PO Box 29128, Lincoln, Neb. 68507. Tel. (402) 464-7488. Pres. Dan Leonhardt, Sales & Adv. Mgr.: Daryl O. Chapelle.  
**Product:** Ampex-style & soft poly style cassette boxes.

**Linear Prods. Inc.**, 37 W. 20 St., New York, N.Y. 10011. Tel. (212) 255-2917. Pres.: Robert Irwin, Sales Mgr.: Murray Rabkin.  
**Branches:** College Park, Ga., Data-Linear Prods. Inc. 4507-K Mills Pl. SW, Zip: 30366, Tel. (404) 691-1254. Contact: Robert M. Ingrasso—Puerto Nuevo, P.R., Linear Prods. of Puerto Rico, Old Long Bldg., Matadero Rd., Zip: 00536. Tel. (809) 763-4986. Contact: Ralph Gonzales.  
**Product:** Pressure-sensitive labels & stickers.

**Loranger Mfg. Corp.**, Entertainment Prods. Div., 10-38 Clark St., Warren, Pa. 16365. Tel. (814) 723-8600. Pres.: J. Albert Loranger, Div. Mgr.: Robert Loranger.  
**Product:** Norelco-style cassette boxes.

**M.M.C. see Magnetic Mktg.**

**Magnetic Mktg. Corp.**, 29 Valley View Terr., Wayne, N.J. 07470. Tel. (201) 694-3502. Pres.: Thomas J. Hofbauer, Adv. Mgr.: M. Browns.  
**Product:** Cassette labeler.  
**Brand name:** MMC.

**Mastro Inds. Inc.**, 3040 Webster Ave., Bronx, N.Y. 10467. Tel. (212) 547-5600. Pres.: Mario Maccaferri, Sales Mgr.: Nicholas Perazzo.  
**Product:** Norelco-style boxes.

**Molded Ind'l Plastics Inc.**, Platt Rd., Shelton, Conn. 06484. Tel. (203) 929-3311.  
**Product:** 5" & 7" paper boxes.

**N.A.C. see National Audio.**

**N.J.M. Inc.**, 16 St. & Willow Ave., Hoboken, N.J. 07030. Tel. (201) 659-0483. Pres.: Richard Wellbrock, Sales Mgr.: M.C. Smith, Adv. Mgr.: G.K. Lesson.  
**Branches:** Cupertino, Calif., PO Box 1317, Zip: 95014. Tel. (408) 248-4250—Des Plaines, Ill., 2720 Des Plaines Ave., Zip: 60018. Tel. (312) 296-1021. Mgr.: T. Paul.  
**Product:** Labeling & cartoning equip.  
**Brand name:** Pony Label-DR1, Pony Pacer, Tuck-O-Mat.

**National Audio Co. Inc.**, 1911 S. Stewart, Springfield, Mo. 65804. Tel. (417) 883-5377.  
**Product:** Cassette boxes, 8-tr. & cassette library labels.  
**Brand name:** NAC.

**Pauli Prods.**, PO Box 29, Collingswood, N.J. 08108. Tel. (609) 547-8925. Pres.: Joseph A. Pauli.  
**Product:** Cassette labels.

**Polyline Corp.**, 1235 Rand Rd., Des Plaines, Ill. 60016. Tel. (312) 298-5300. Pres.: John Kaiser, Sales Mgr.: Mike Schlobohm.  
**Product:** Soft hinge & Ampex-style cassette & open reel boxes.

**Pony Label-DR1, see NJM.**

**Pony Pacer, see NJM.**

**Pratt-Spector Corp.**, 46 Merrick Rd., Rockville Centre, N.Y. 11571. Tel. (516) 764-5061; NYC (212) 227-0008. Pres.: Stanley Gilman, Sales Mgr.: Pete Gars, Adv. Mgr.: Paul Mastromanni.  
**Product:** 8-tr. & cassette labels & labeling machines, tape mailer packages.

**Pres-Tige Label Corp.**, 255 Oser Ave., Hauppauge, N.Y. 11787. Tel. (516) 273-0020. Pres.: Jerry Sybul, VP & Gen. Mgr.: Ernie Mankas.  
**Product:** 8-tr. & cassette pressure-sensitive labels & stickers.

**Progressive Label & Litho Co.**, 286-290 Stanhope St., Brooklyn, N.Y. 11237. Tel. (212) 497-2320. Pres.: Jerome J. Rood, Sales Mgr.: Eric F. Rood, Prod. Mgr.: Bernard Stein.  
**Product:** 8-tr. & cassette labels.

**Queens Lithographing Corp.**, 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel. (212) 457-7700. Pres.: Jack L. Hecht, VP: Leonard Veretary.  
**Branch:** Hollywood, Calif., 6290 Sunset Blvd., Suite 304, Zip: 90028. Tel. (213) 464-7700.  
**Plant:** Indianapolis, Ind., Rutgers Packaging Corp., 620 S. Belmont Ave., Zip: 46221. Tel. 635-7777. Plant Mgr.: William Swanson.  
**Product:** 8-tr. & cassette labels, boxes, inserts, slipcases & collars.

**Ramant Printing Corp.**, 3180 J Expwy. Dr. S., Central Islip, N.Y. 11722. Tel. (516) 234-0050. Pres.: Frank D. Martino.

**Product:** 8-tr. & cassette labels.

**Recording Supply Co. (div. of Polyline Corp.)**, 1233 Rand Rd., Des Plaines, Ill. 60018. Tel. (312) 297-0955. Pres.: John Kaiser, Sales Mgr.: Ray Kaiser.  
**Product:** Open reel & cassette boxes.

**Reliance Plastics & Packaging Div.**, Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel. (212) 544-9800. Pres.: Marshall Weingarten, Adv. Mgr.: Barbara Weingarten.  
**Product:** Audio & video cassette corrugated mailers & storage albums.

**Robins Inds. Corp.**, 75 Austin Blvd., Commack, N.Y. 11725. Tel. (516) 543-5200. Pres.: Herman Post, Nat'l Dist. Sales Mgr.: Charles Condit.  
**Product:** Cassette mailers, replacement labels, Norelco boxes, title labels.

**Rotex, see Gopher.**

**Rutgers Packaging Corp. see Queens Lithographing.**

**Scandia Packaging Machinery Co.**, 180 Brighton Rd., Clifton, N.J. 07012. Tel. (201) 473-6100. Pres.: W.D. Bronner, Sales Mgr.: Raymond J. Gudelis.  
**Product:** Packaging machinery for wrapping, cartoning, labeling & shrinking.

**Shape, Symmetry & Sun Inc.**, Biddeford Ind'l Park, Biddeford, Me. 04005. Tel. (207) 282-6155. Pres. & Adv. Mgr.: Anthony L. Gelardi, Sales Mgr.: Joe Ciccone.  
**Product:** Automatic cassette packaging machines, automatic 8-tr. & cassette labeling equip.

**Stevenson Packaging Equip. Co. Inc.**, 19431 Londellus St., Northridge, Calif. 91324. Tel. (213) 993-0040. Pres.: Joseph Goldstein.  
**Product:** Shrink film packaging equip.

**Tapemaker Sales Co. Inc.**, 629 W. Merrick Rd., Valley Stream, N.Y. 11582. Tel. (516) 561-

## TAPE SUPPLIES

6080. Pres.: Arthur Brandwein, Sales Mgr.: M. Medina.  
**Product:** Cassette labels.

**Tape-Taches, see Blackbourn.**

**Taprase, see Creative Packaging.**

**Tri-Lon Color Lithographers Ltd.**, 54 W. 21 St., New York, N.Y. 10010. Tel. (212) 255-6140.  
**Product:** Labels.

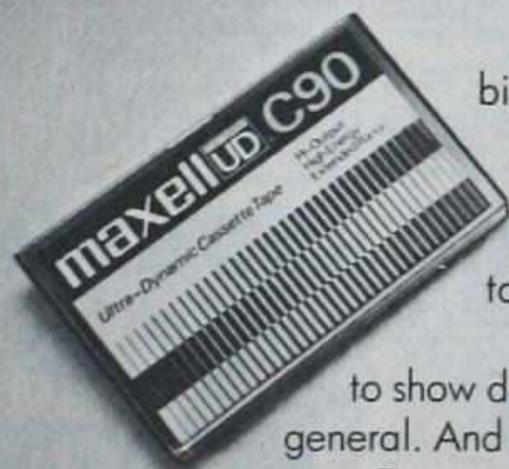
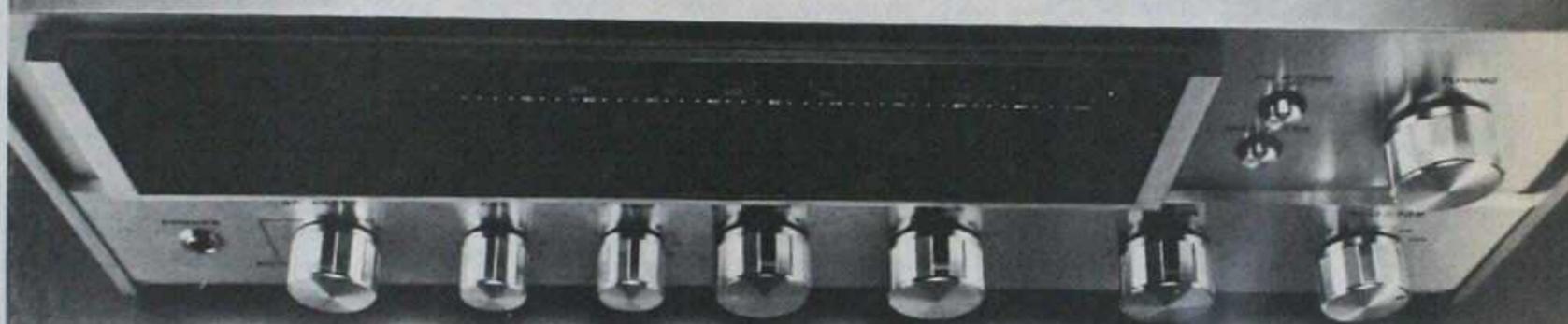
**Tuck-O-Mat, see NJM.**

**Universal Marking Systems Inc.**, 2320 E. 26 St., Minneapolis, Minn. 55406. Tel. (612) 721-7466. Pres.: Ken Lawrence, Mktg. Mgr.: Jack O'Neil.  
**Product:** Audio & video cassette labels.

**Vulcan Binder & Cover (div. of EBSCO Inds. Inc.)**, PO Box 29, Vincent, Ala. 35178. Tel. (205) 672-2241.  
**Branch:** Hawthorne, Calif., 14695 S. Inglewood Ave., Zip: 90250. Tel. (213) 679-3391.  
**Product:** Audio & video cassette binders.

**Xerox Corp.**, Xerox Square, 15th Fl., Rochester, N.Y. 14644. Tel. (716) 423-9200.  
**Product:** Labeling equip.

# HOW A \$4.25 MAXELL CASSETTE CAN MAKE YOU MORE MONEY THAN A \$300 RECEIVER.



When it comes to number of units sold, tape is the biggest selling item most hi fi dealers sell.

Yet in spite of this, very few dealers realize its enormous profit potential.

They still look at tape as an accessory they have to sell, rather than something really worth selling.

At Maxell, we've developed a program that's designed to show dealers how much money there is to be made on tape in general. And on Maxell in particular.

For openers, we've developed displays, counter cards and lots of other p.o.p. materials that enable you to set aside a tape section in your store instead of just sticking it away on some shelf. Our dealers tell us these materials have helped sell a lot more tape.

We conduct clinics in which we bring testing equipment into your store so you can show your customers how their tape sounds. And why ours sounds better.

And we have resident technical geniuses you can call on any time you or your customers have a question you'd like answered.

Obviously, doing all this benefits us. But it does a lot more for you.

Because once we get a customer into your store to buy Maxell, he becomes a potential customer for everything else you sell.

And since we have such high brand loyalty, even if you don't sell him something the first time you can be sure he'll be back again.

If you'd like more information about our dealer program, get in touch with a Maxell sales representative soon.

You'll see why even though our tape only sells for \$4.25, it's really worth a lot more than that.

**MAXELL. THE TAPE THAT'S TOO GOOD FOR MOST EQUIPMENT.**

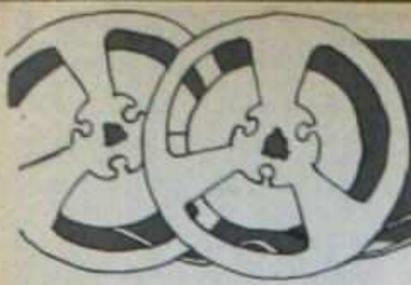
Maxell Corporation of America, 130 West Commercial Ave., Moonachie, N.J. 07074

## High Blood Pressure?

Only your doctor can tell. Like more than 10 million other Americans, you could have high blood pressure and not know it until it leads to stroke, heart or kidney failure. It has no special symptoms and often gives no warning. But your doctor can detect high blood pressure (he may call it hypertension) and usually control it. So see your doctor . . . and follow his orders.

For information  
Ask your Heart  
Association





# TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A B C Schwann Publ'ns Inc., 137 Newbury St., Boston, Mass. 02181. Tel: (617) 261-3143

## IMPORTANT NOTICE

### AUDIO INDUSTRIES

Announces

- C-0 CASSETTES
- CASSETTE & 8 TRACK TAPE
- CASSETTE COMPONENTS
- NORELCO STYLE BOXES
- CASSETTE TABS
- BLANK CASSETTES C-30, C-60, C-90, HEAD CLEANERS
- 8-TRACK CARTRIDGES

HIGHEST QUALITY  
LOW PRICES

Call or Write

### AUDIO INDUSTRIES

Broad & Linden Aves.  
Ridgefield, N.J. 07857  
Tel: 201-945-4545 • Telex 133296

Pres. William Schwann; Sales Mgr. Patricia Bott; Adv. Mgr. Franz D. Wolf  
Product: Catalog servs.  
A/V Paragon, see Universal Tape  
Action Leathercraft Inc., 5340 E. Harbor St., Commerce, Calif. 90040. Tel: (213) 728-1155. Pres. George Hillinger; VP Mktg. Andy Livian  
Product: 8-tr. & cassette carrying & storage cases (M)  
Add 'n' Stac, see Royal Sound  
Advance Prods. Co. Inc., PO Box 2178, 1101 E. Central, Wichita, Kan. 67201. Tel: (316) 263-4231  
Product: Carrying & storage cases  
Ako-Mils, PO Box 989, Akron, Ohio 44308. Tel: (216) 253-5593  
Product: Carrying & storage cases (Tape-Mate) (M)  
Amaray Int'l Corp., 3600 Haven Ave., Suite 9, Redwood City, Calif. 94063. Tel: (415) 364-5034. Pres. Lloyd Neal; Sales Mgr. Ron Garrison  
Product: Video cassette carrying & storage cases (M)  
Amberg Co., 1625 Duane Blvd., Kankakee, Ill. 60901. Tel: (815) 833-3351. Pres. Alexander R. Noble; Sales & Prod. Mgr. Melvin Frey  
Product: Carrying & storage cases (M)  
American Lighting Specialties Inc., 1942 W. Arroyo Blvd., Torrance, Calif. 90504. Tel: (213) 532-9262. Pres. Richard D. Smith; Mktg. Dr. Steve Silberman  
Product: Carrying & storage cases (M)  
American Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 539-2900. Pres. Frank Day; VP & Gen. Mgr. Paul M. Hayes; Sales & Adv. Mgr. Paul E. Adams  
Product: Head cleaners (M)  
Ampro Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-3887  
Branches: Glendale, Calif., 500 Roder Dr. 91201. Tel: (213) 740-5000—Atlanta, Ga., 3135 Chestnut Dr., Suite 101. Zip 30340. Tel: (404) 451-7112—Elk Grove Village, Ill., 2201 Lunt Ave. Zip: 60007. Tel: (312) 593-6000—Bethesda, Md., 10215 Fernwood Rd. Zip: 20034. Tel: (301) 530-8800—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400—Dallas, Tex., 1815 Prudential Dr. Zip: 75225. Tel: (214) 637-5100  
Product: Head cleaners, demagnetizers, leader & splicing tape  
Ampro Inc., 1824 Tull St., Charlotte, N.C. 28206. Tel: (704) 334-5341. Pres. & Sales Mgr. Fred E. Manning  
Product: Carrying & storage cases (M)  
R. B. Annis Co., 1101 N. Delaware St., Indianapolis, Ind. 46202. Tel: (317) 637-9282. Owner: R.B. Annis  
Product: Demagnetizers (Han-D-Mag), pocket magnetometer (Annis) (M)  
Arista Envs. Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-7000. Pres. Alan E. Leifer; Nat'l Sales Mgr.: Leon Kisman  
Product: Head cleaners, demagnetizers, leader & splicing tape (M)  
Aspen Ltd., 4980 Jackson St., Denver, Colo. 80218. Tel: (303) 320-4445. Pres. & Sales Mgr.: Sid Lutz; Adv. Mgr.: K. Davis  
Product: Head cleaners & demagnetizers (Aspen), 8-tr. test tape (Deckster)  
Athens Inds. Inc., 90 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 471-8044. Pres. Sales & Adv. Mgr. Charles Bress Jr.  
Product: Cassette head cleaners (M)  
Audio Inds. Inc., Broad & Linden Aves., Ridgefield, N.J. 07857. Tel: (201) 945-4545. Pres. M. Donald; VP: M. Thaler  
Product: Head cleaners, leader tape (M)  
Audio-Kare, see Hammond  
Audiobase Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel: (916) 485-0500. Pres. R.E. Stofan; Sales & Adv. Mgr.: J. Hodges  
Product: Demagnetizers (M, D)  
Automatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 582-5870. Telex: 128419. Pres. Milton B. Gallant; VP Sales: Timothy A. Cole  
Int'l branch: France  
Product: Leader & splicing tape  
Audiotek (div. of GC Electronics), 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9681. Pres. Anthony C. Valukis; VP Sales & Mktg. Ed Crockett; Adv. Mgr.: John Hogan  
Product: Head cleaners, demagnetizers, splicers (M)  
B. A. S. F. Systems, Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres. G.J. Duchsne; Mktg. Servs. Mgr.: J.P. Hiltz; Sales Mgr.: J.S. Walker; Adv. Mgr.: R.E. Dalessio  
Branches: Santa Monica, Calif., 2131 Colorado Ave. Zip: 90404. Tel: (213) 451-8781—Melrose Park, Ill., 1800 No. 30 Ave. Zip: 60160. Tel: (312) 343-8818—Clifton, N.J., 149 Rt. 48. Zip: 07011. Tel: (201) 548-9111—Dallas, Tex., Dallas Petroleum Center, 13610 Midway, Suite 235. Zip: 75240. Tel: (214) 233-6607  
Product: Carrying & storage cases, head cleaners (M)  
Bazy Electronics Corp., PO Box 142, Fraser, Mich. 48026. Tel: (313) 483-2532. Pres., Sales & Adv. Mgr.: Allan Bazy; Gen. Mgr.: Michael Tappin  
Product: Carrying & storage cases, head cleaners & demagnetizers  
Bear-Kat Prods. Inc., 1400 Astell, Troy, Mich. 48064. Tel: (313) 649-2400  
Product: 8-tr. & cassette storage cases  
Blackburn Inc., 1821 University Ave., St. Paul, Minn. 55104. Tel: (612) 646-2781  
Product: Carrying & storage cases (M)  
W. H. Brady Co., 2221 W. Camden Rd., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres.: J.E. Larson; AV Accessory Prods. Mgr.: John Arnold  
Product: Audio leader & splicing tape, 8-tr. sensing tape, video cassette leader & splicing tape  
Capitol Magnetic Prods. (div. of Capitol Recs. Inc.), 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Exec. VP: E. Khoury; Mktg. Servs. Dir.: John M. Ricci; Sales Mgr.: Oscar Arslanian  
Sales offices: Atlanta, Ga., 1670 NE Freeway Access Rd. Zip: 30329. Tel: (404) 321-5441—Niles, Ill., 6401 Gross Point Rd. Zip: 60648. Tel: (312) 775-7101—Germantown, Md., Century XXI, 20030 Century Blvd. Zip: 20757. Tel: (301) 428-0795—New York, N.Y., 1370 Ave. of the Americas. Zip: 10019. Tel: (212) 757-7470—Cleveland, Ohio, 7123 Pearl Rd. Zip: 44130. Tel: (216) 888-8010—Dallas, Tex., 6730 Oakbrook Blvd. Zip: 75235. Tel: (214) 637-1890  
Int'l branches: Mexico, Singapore  
Product: Head cleaners (M)  
Carola, see Devon Design  
Carter Corp., 1918 11 St., Rockford, Ill. 61108. Tel: (815) 397-3200. Pres.: Robert L. Fleming; Sales Mgr.: Sandra L. Fleming; Adv. Mgr.: Donald Clark  
Product: Head cleaners, demagnetizers, splicing tape, splicers (M)  
Cartridge Inds. Corp., 411 Kansas City Ave., Excelsior Springs, Mo. 64024. Tel: (816) 637-8011  
Product: Splicing tape  
Cassette Caddy, see Rubbermaid  
Coast Int'l Mfg. Co., 2611 E. La Palma Ave., Anaheim, Calif. 92806. Tel: (714) 630-4472. Pres.: Art Reynolds Jr.; Sales Mgr.: Art Reynolds Sr.  
Product: Head cleaners  
Comette Corp., 12417 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 826-4528. Pres.: Richard W. Moore  
Product: Head cleaners (M)  
Creative Packaging Co. (div. of El Lilly & Co.), PO Box 444, Zip: 46206; 740 S. Alabama St., Indianapolis, Ind. 46234. Tel: (317) 635-8531  
Branches: West Los Angeles, Calif., 11704 Wilshire Blvd., Suite 232. Zip: 90025. Tel: (213) 478-9891—Hackensack, N.J., 1 University Plaza. Zip: 07601. Tel: (201) 488-5151  
Product: Cassette storage boxes (Tapbox) (M)  
Crestmark Inds., 225 34 St., New York, N.Y. 10001. Tel: (212) 947-9166. Pres.: Leon Soda  
Product: Carrying & storage cases (M)  
Custom Case Mfg. Co., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-5111. Pres. Al Metzger; Nat'l Sales Mgr.: L. Michael Wright; Adv. Mgr.: Judy Harris  
Product: Carrying & storage cases (M)  
Dak Inds. Inc., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. WATS (800) 423-2646  
Product: Carrying & storage cases, auto-sensing & mylar leader tape  
Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-8200. Pres. Otto Morningstar; Nat'l Sales Mgr.: Jerry R. Hill  
Product: Carrying & storage cases, head cleaners (Dytasound) (M)  
Deckster, see Aspen  
Delrama Int'l, 37 Newtown Rd., Plainville, N.Y. 11803. Tel: (518) 293-8740  
Product: Carrying & storage cases (M)  
Devon Design Corp., 1319 Lafayette Blvd., Fredericksburg, Va. 22401. Tel: (703) 371-5515. Pres.: Clive Rumble; Gen. Mgr.: H. Rumble  
Product: Carrying & storage cases (Carola, Devon) (M)  
Dialectics Inc., 6 Second Ave., Chicago, Ill. 60602. Tel: (312) 598-8308. Pres.: Earl S. Stahl; VP Opns.: Eric C. Stahl  
Product: Carrying & storage cases (M)  
DISContinued Recs., 444 S. Victory Blvd., Burbank, Calif. 91502. Tel: (213) 949-4791. Owner: Leo Stavros  
Product: Catalog servs. (reference library of out-of-print recorded material)  
Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 625-3340. Pres. & Sales Mgr.: James R. Walsh  
Product: Carrying & storage cases (M)  
Donnak Inds., PO Box 422, Ridgefield, N.J. 07857. Tel: (201) 945-6820. Admin. Ass't: Diane Appel  
Product: Head cleaners, leader tape  
Doos, see Double Sixteen  
Double Sixteen Co., PO Box 1618, 407 Gundersen Dr., Wheaton, Ill. 60187. Tel: (312) 653-1616  
Product: Carrying & storage cases (Doos) (M)  
Dunton Co. Inc., 6875 SW 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres., Sales & Adv. Mgr.: Stephen Gibson-Nester; VP: Benjamin Rosenberg  
Product: Carrying & storage cases, head cleaners, demagnetizers, splicing tape (M)  
Dytasound, see Data Packaging  
E V Gann Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 378-0440. Pres.: Michael Demsky; Sales Mgr.: Syl Landino  
Product: Head cleaners (M)  
Edital, see Elpa  
Electronic Hobbies Co., 24-84 Crescent St., Astoria, N.Y. 11102. Tel: (212) 545-2094. Pres.: Paula Boydell; Sales Mgr.: Elias Smyrnakis  
Product: Head cleaners (Tayota)  
El Mir Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. VP & Sales Mgr.: Allen Schor  
Product: 8-tr. & cassette caddies (M)  
Elpa Mktg. Inds. Inc., Thomas & Atlantic Aves., Garden City Park, N.Y. 11040. Tel: (516) 746-3002. Pres.: Bud Childs; Sales Mgr.: Cliff Hendrickson; Adv. Mgr.: Shelley Berman  
Branch: Scottsdale, Ariz., 7301 E. Evans Rd. Zip: 85260. Tel: (602) 948-1070  
Product: Splicing block & tape (Edital) (M)  
Erase-Sure, see Magnosonic  
Erecta-Set, see Fujifilm  
Esmond Inds. Inc., 2455 E. Sunrise Blvd., Fort Lauderdale, Fla. 33304. Tel: (305) 564-6435  
Product: Carrying & storage cases  
Estate Prods. Inc., 886 Third Ave., New York, N.Y. 10022. Tel: (212) 751-0815. Pres.: Anders Lundquist; Sales Mgr.: Joe Hudak; Adv. Mgr.: E. Corbley  
Product: Carrying & storage cases (M)  
Est & Est Music Prods. Inc., 95 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) 789-3060  
Product: Carrying & storage cases  
Fidelipac, 109 Gaither Dr., Mount Laurel, N.J. 08057. Tel: (609) 235-3511. Gen. Mgr.: Dan McCoskey; Sales & Mktg. Mgr.: Arthur Ganssone  
Product: Carrying & storage cases, head cleaners, demagnetizers, splicing tape (M)  
Fujifilm USA Inc., 350 Fifth Ave., 7th Fl., New York, N.Y. 10001. Tel: (212) 738-0335. Gen. Mgr.: John Dale  
Product: Carrying & storage cases (Erecta-Set) (M)  
Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Point, N.Y. 10980. Tel: (914) 842-0101  
Product: Head cleaners (M)  
Gusdorf & Sons Inc., 8900 Manchester Ave., St. Louis, Mo. 63143. Tel: (314) 647-1200. VP Mktg.: Michael Werzman  
Product: Carrying & storage cases  
Hagerstown Leather Goods Co., PO Box 47, Willow Circle, Hagerstown, Md. 21740. Tel: (301) 739-3594. Pres.: Harold N. Harter; Sales Mgr.: Sherman F. Kendall Jr.; Mgr.: Austin Granville  
Product: Carrying & storage cases (M)  
Hammond Inds. Inc., 155 Michael Dr., St. Louis, Mo. 63114. Tel: (314) 364-1900. Pres.: C.E. Hammond; Sales Proms. Mgr.: Norm Roland  
Product: Carrying & storage cases, head cleaners & demagnetizers (Audio-Kare) (D)  
Han-D-Mag, see R.B. Annis  
Hanson Tape Guide & Hammond Guide to 4 Channel Recs. & Tapes, 140 E. 25 St., New York, N.Y. 10001. Tel: (212) 243-8912  
Product: Catalog servs.  
Helms Prods. Corp., PO Box 73, Zip: 48501, 5280 Kalam St., Flint, Mich. 48503. Tel: 313-235-7677  
Product: Carrying & storage cases (Organon) (M)  
Herald Electronics, 5611 Lincoln Ave., Lincolnwood, Ill. 60018. Tel: (312) 675-1100. Pres.: Charles F. Kallner; Sales Mgr.: Mark Katz  
Product: Demagnetizers  
Horan Ents. Inc., 12381 Schaefer, Detroit, Mich. 48227. Tel: (313) 933-6900. Pres.: Robert C. Horan; Sales Mgr.: Robert L. Horan; Adv. Mgr.: Claudette Orr  
Product: Carrying & storage cases, head cleaners & demagnetizers  
Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94088. Tel: (408) 245-4400  
Product: Carrying & storage cases, head cleaners, demagnetizers, leader tape  
International Cassette Inds. Inc., 15131 Getford St., Huntington Beach, Calif. 92647. Tel: (714) 848-1501  
Product: Leader tape (M)  
Irish Magnetic Rec'g Tape (div. of Mother's Milk Sales Co. Inc.), 270-78 Newtown Rd., Plainville, N.Y. 11803. Tel: (516) 233-5322

MAY 7, 1977, BILLBOARD

## 8 TRACK • CASSETTE • REEL TO REEL

# P.D.Q.

THE AGE OLD TRIANGLE OF  
PRICE • DELIVERY • QUALITY

## WE HAVE IT ALL!

From Your Master Tape to A Truck for Delivery to your Distributors, Personal Care is taken to assure Top Quality Product, On Time, At a Price that is

**COMPETITIVE!**

CUSTOM TAPE DUPLICATORS TO THE  
MUSIC & EDUCATIONAL INDUSTRIES



RECORDING SERVICES INC.

344 KAPLAN DRIVE

FAIRFIELD, NEW JERSEY 07006

TWX 710-734-4364

201-575-7010

## double tier lp browser

M103 3 Bin—41" WIDE X  
44" HIGH X 24" DEEP

M104 4 Bin—55" WIDE X  
44" HIGH X 24" DEEP

M105 5 Bin—68½" WIDE X  
44" HIGH X 24" DEEP

A. Upper Tier Displays Approximately  
35 LP's Per Bin

Lower Tier Displays Approximately  
60 LP's Per Bin

B. Used Back to Back to Provide  
Attractive Gondola

C. Plastic Laminate Finish for Durability



DAJIM CORP.

1 PARK STREET

AMSTERDAM, N. Y. 12010

Phone: (518) 842-4800

Rap-W... see Magnetics  
 Realistic, see Radio Shack  
 Recordaid Inc., PO Box 14338, Philadelphia, Pa 19115. Pres.: D. Exline; Sales Mgr.: L. Siegel.  
 Product: Catalog servs.  
 Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-8442. Pres.: Robert Borchardt; Sales Mgr.: George Calvi; Adv. Mgr.: Peter Wish.  
 Product: Carrying & storage cases, catalog servs., head cleaners, demagnetizers, leader & splicing tape. (M)  
 Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel: (212) 544-9800. Pres.: Marshall Weingarden; Adv. Mgr.: Barbara Weingarden.  
 Product: Carrying & storage cases, audio & video cassette storage albums. (M)  
 Rivertone Corp., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888  
 Product: Carrying & storage cases, head cleaners (custom plastic molding only).  
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman Post; Nat'l Dist. Sales Mgr.: Charles Condit.  
 Product: Carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape, bulk erasers.  
 Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, N.Y. 11520. Tel: (516) 868-2880. Pres.: Mervin A. Dayan.  
 Product: Carrying & storage cases (Add 'n Stack), head cleaners & demagnetizers (Royal Sound) (M)  
 Rubbermaid Specialty Prods. Inc., PO Box 1707, Calloway Ind'l Park, Redding Rd., La Grange, Ga. 30240. Tel: (404) 884-1711  
 Product: Carrying & storage cases (Cassette Caddy, Tape Caddy). (M)  
 S S K Ent's Inc., 2488 Townsgate Rd., Westlake Vil-

# TAPE ACCESSORIES MANUFACTURERS & IMPORTERS

lage, Calif. 91361. Tel: (805) 495-1214. LA (213) 889-1831. Pres.: Mrs. S.F. Kara; Adv. Mgr.: Stephen Kara.  
 Product: Head cleaners. (M)  
 Savoy Leather Mfg. Corp., PO Box 176, Ward Hill Ind'l Park, Haverhill, Mass. 01830. Tel: (617) 374-0351  
 Sales office: Newton Upper Falls, Mass., 1039 Chestnut St., Zip: 02164. Tel: (617) 964-0530.  
 Product: Carrying & storage cases.  
 Saxon Adhesive Prods. Inc., 880 Garfield Ave., Jersey City, N.J. 07305. Tel: (201) 451-0200. NYC (212) 964-1713.  
 Product: Splicing tape. (M)  
 Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920. Tel: (914) 268-6846. Pres.: Edward

(Continued on page TS-31)

# Everyone is sold on Sound Guard.<sup>®</sup> Now we need some people to sell it.

**An independent testing lab is sold on Sound Guard.**

From Ball Corporation research into dry lubricants for aerospace applications came an exciting breakthrough in record care. Sound Guard record preservative.

When applied to record surfaces, Sound Guard preservative puts on a microscopically thin film (less than 0.000003" thick) to protect against wear without loss of frequency response or fidelity.

The photos below, magnified 200 times, tell the Sound Guard story, dramatically.



**Unprotected**

You can actually see vinyl wearing away.



Guard preservative with raves. Like Len Feldman in RADIO ELECTRONICS: "At last! The long-awaited record-care product has arrived. It preserves frequency response while reducing distortion and surface noise." And "...not only does Sound Guard lubricant inhibit the gradual increase of surface noise that occurs with repeated playings, but it actually decreases the severity of those annoying 'pops' and 'clicks' which are so familiar to record fans."

Or B. V. Pisha's AUDIO review: "Its (Sound Guard's) effectiveness was beyond our greatest expectations."



**With Sound Guard**

No visible wear can be detected.

**Test market cities of Syracuse and Columbus are sold on Sound Guard.**

We knew it worked, but would it sell? To find out we went to record and audio equipment stores in Syracuse, New York, and Columbus, Ohio.

Did it sell? In just 16 weeks, Sound Guard, which is a *preservative*, went from 0% to 34% share of the *total* record-care market in both cities. (That includes record cleaners, anti-stats, etc.)

**Thousands who ordered direct are sold on Sound Guard.**

In only 8 weeks, our ad running in audio magazines pulled in orders by the thousands for Sound Guard kits.

What's more, we're finding that people are already ordering refills. At first, they came to us direct. But now, our national advertising is directing Sound Guard customers to you.

For conclusive proof, we asked one of the most respected audio laboratories to test Sound Guard preservative for themselves.

Their results were astounding: **1.** Sound Guard preservative increases the life of records by significantly reducing record wear. **2.** It does not in any way degrade audible frequency response. **3.** It significantly retards increases in surface noise and total harmonic distortion caused by repeated playings. **4.** Records treated with Sound Guard preservative do not attract dust as readily as untreated discs.

**The experts are sold on Sound Guard.**

The people who know their sound and audio equipment have responded to Sound



**If you're sold on Sound Guard, here's how we'll help you sell it.**

We'll be running 30-second national TV commercials on NBC's MIDNIGHT SPECIAL, along with 60-second radio spots in many markets. Both will feature demonstrations with THE TONIGHT SHOW's Doc Severinsen as our spokesman.

We'll also be advertising heavily in most audio magazines and directories as well as in SPORTS ILLUSTRATED. Besides advertising, you'll also be supplied with point-of-sale material, informational brochures, and test result booklets.

Sound Guard representatives are now calling

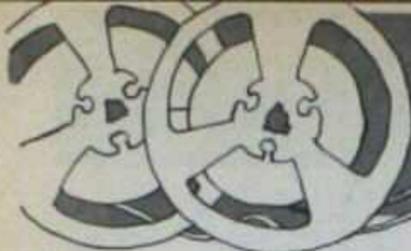


on shops and stores wherever records and audio equipment are sold.

If you'd like the name of your representative, or any other information about Sound Guard, write P.O. Box 5001, Muncie, Indiana 47302.



Sound Guard is the registered trademark of Ball Corporation for its record preservative. Copyright © 1976 by Ball Corporation.



# TAPE STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS & IMPORTERS

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

George Alexander Group Inc., 1063 Post Rd., Danvers, Conn. 06820. Tel. (203) 655-7791. NYC (212) 898-5600. Pres. Ken Devesjan. Admin. Asst. Valeria Baker.

Product: Browser boxes, display racks, divider cards.

American Tape Corp., 1116 Edgewater Ave., Ridgefield, N.J. 07857. Tel. (201) 843-7860. Pres. Donald H. Gebor. Sales Mgr. Julian Falk.

Product: Browser boxes, display racks. Ampro Inc., 1624 Tial St., Charlotte, N.C. 28206. Tel. (704) 334-5341. Pres. & Sales Mgr. Fred E. Martintz.

Product: Browser boxes, display racks. (M) Arkosa, PO Box 1023, Valley City, N.D. 58072. Tel. (701) 845-2511.

Product: Shelving. Bob's Displays, PO Box 3197, Jackson, Miss. 39207.

Product: Display cabinets. Ted Bushman Signs, 627 Broadway, Massapequa, N.Y. 11758. Tel. (516) 798-8590. Owner: Ted Bushman.

Product: Divider cards. (M) C E S Rec'g Inc., 4932 SE 83 Ave., Tulsa, Okla. 74145. Tel. (918) 627-8474.

Product: Display racks. (M) Central Plastics, 2701 N. Fulsom Rd., Chicago, Ill. 60639. Tel. (312) 235-3300. Pres. & Gen. Mgr. H.R. Greenwald. Adv. Mgr. J.T. Flynn.

Branch: Rockford, Ill., Rockford Central Plastics, 2101 23 Ave. Zip: 61101. Tel. (815) 397-4885.

Product: Browser boxes, display racks, divider cards. (M)

Container-Kraft Inc., 8321 De Celis Pl., Sepulveda, Calif. 91343. Tel. (213) 893-9721. Pres. A.M. Garson. Sales Mgr. Lee Garson.

Product: Browser boxes, display racks. Creative Store Equip. Inc., PO Box 933, 1000 Airport Rd., Terrell, Tex. 75160. Tel. (214) 563-5888. 226-7248. Pres. Jerry G. White. Sales Mgr. John Bowen. Adv. Mgr. Jackie Astin.

Product: Display racks. Cummins Ents., 99 E. Magnolia, Burbank, Calif. 91503. Tel. (213) 843-6257. Pres. Victor Cummins.

Product: Display racks. Custom Case Mfg. Co., 6222 Bragg Blvd., Fayetteville, N.C. 28303. Tel. (919) 867-6111.

Pres. Al Metzger. Nat'l Sales Mgr. L. Michael Wright. Adv. Mgr. Judy Harris.

Product: Divider cards. Design Fabrications (Div. of Vinyl Interior Prods. Ltd.), 1215 Wheaton St., Troy, Mich. 48064. Tel. (313) 889-8206. Pres. Bruce R. Dyck.

Product: Display racks. (M) Devon Design Corp., 1319 Lafayette Blvd., Frederickburg, Va. 22401. Tel. (703) 371-5515.

Pres. Clive Rumble. Gen. Mgr. H. Rumble. Product: Display racks (Space Saver). (M) Diectronics Inc., 6 Second Ave., Chicopee, Mass. 01020. Tel. (413) 598-8308. Pres. Earl S. Stahl. VP. Ops. Mgr. Eric C. Stahl.

Product: Divider cards. Display Equip. Mfg. Co., 711 S. Orchard St., Seattle, Wash. 98108. Tel. (206) 762-0711.

Gen. Mgr. Jerry Schoeller. Sales Mgr. William Dolgoff. Adv. Mgr. Lynda Hobson. Product: Display racks. (MD) Display Media Inc., 120 Laura Dr., Addison, Ill.

60101. Tel. (312) 625-3340. Pres. & Sales Mgr. James R. Walsh.

Product: Display racks (Securitec). (I) E.R.H. Sales Corp., 221 W. 57 St., New York, N.Y. 10019. Tel. (212) 582-4200. Pres. Lee Halpern. Sr. Exec. VP. Howard Rosoff. Adv. Mgr. Larry Halpern.

Product: Browser boxes, display racks. E.V. Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520. Tel. (516) 378-0440. Pres. Michael Demsky. Sales Mgr. Syd Landro.

Product: Display racks. (M) Eastern Pacific Sound Co. Inc., 11315 35 St. SW, Seattle, Wash. 98148. Tel. (206) 242-3805.

Product: Display racks (Top Notch). Fablogat, 109 Gasher Dr., Mount Laurel, N.J. 08057. Tel. (609) 235-3511. Gen. Mgr. Dan McCloskey. Sales & Mktg. Mgr. Arthur Constantine.

Product: Display racks. (M) Freedman Artcraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel. (616) 547-6501.

Pres. Jack C. Grubbaugh. Sales Mgr. L.L. Espeich. Adv. Mgr. Max E. Hoosier.

Branch: Vernon, Calif., 4275 Exchange Ave. Zip: 90058. Tel. (213) 773-2070. Sales & Ops. Mgr. Ron Day.

Product: Browser boxes, display racks. Gopher Prods. Corp., PO Box 1812, 2201 Lockhead Carson City, Nev. 89701. Tel. (702) 882-9333. Pres. Warren Perkins. Nat'l Sales Mgr. Jerry Washburn.

Product: Divider cards. (M) Hamilton Fixture Co., PO Box 658, 4805 Hamilton-Middleton Rd., Hamilton, Ohio 45012. Tel. (513) 868-2144. Pres. John Schlegel. Sales Mgr. John Overmann.

Product: Browser boxes, display racks. (MD) Irena Ltd., 1535 Broad St., North Bellmore, N.Y. 11710. Tel. (516) 785-6480. Sales Mgr. Herb Yasky.

Product: Carousels & storage centers. J.S. Wood Prods. Inc., 11308 Emerald St., Dallas, Tex. 75229. Tel. (214) 620-2006.

Product: Browser boxes, display racks (custom design contract work only). Kapor Rec. Corp., 155 First St., Carlisle, Iowa 50047. Tel. (515) 899-0576. Pres. Harold L. Luck.

Product: Display racks. (M) Kolbin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206. Tel. (212) 387-1747.

Sales Mgr. Samuel Kolbin. Product: Browser boxes, display racks. (M) La-Bin Prods. Co. Inc., 58-60 Grand Ave., Massapequa, N.Y. 11778. Tel. (212) 894-5155. Pres. Leslie Bokor. VP. Al Alexander. Sales Mgr. Howard Aronson.

Product: Divider cards. (M) Liberty Fixture Inc., 2467 Mariposa Rd., Stockton, Calif. 95206. Tel. (209) 948-1176. Pres. Sales & Adv. Mgr. Leonard Semler.

Product: Browser boxes, display racks. (M) Lorzinger Mfg. Corp., Entertainment Prods. Div. 10-38 Clark St., Warren, Pa. 16365. Tel. (814) 723-8800. Pres. J. Albert Lorzinger. Div. Mgr. Robert Lorzinger.

Product: Browser boxes. (MD) Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222. Tel. (317) 856-3731.

Pres. Wayne Etter. Sales Mgr. F.P. Vendely. Adv. Mgr. A.E. Baker.

Product: Display racks. (M) Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel. (612) 545-0401. Pres. J.A. Yngve. Mktg. Servis. Mgr. Paul Lund. Sales Mgr. M. Kronfeld.

Product: Display racks. Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel. (212) 392-6442. Pres. Peter Botzhardt. Sales Mgr. George Calvi. Adv. Mgr. Peter Walsh.

Product: Divider cards. Rockford Central Plastics, see Central Plastics. Schweitzer Design Inc., see Ampro.

Scotch, see 3M. Securitec, see Display Media.

Soma Mfg. Co., 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel. (612) 544-4201. Gen. Mgr. Howard Holkestad. VP. Premium Accounts: S. Gordon Strenger. Nat'l Sales Mgr. Daniel P. Mahoney.

Product: S-tr. carousel. (M) Space Saver, see Devon Design.

3 M Co., 3M Center, St. Paul, Minn. 55101. Tel. (612) 733-1110. Div. VP. J.E. Povolny. Sales Mgr. J.L. Leon. Adv. Co-ord. F.E. Dettloff. Adv. Mgr. P.M. Gavin.

Branches: Anchorage, Alaska, 3934 Spennard Rd. Zip: 99503. Tel. (907) 379-6481.

Burbank, Calif., 128 W. Elm Court. Zip: 91502. Tel. (213) 848-5534.

Los Angeles, Calif., 8023 S. Garfield Ave. Zip: 90040. Tel. (213) 726-1511.

South San Francisco, Calif., 320 Shew Rd. Zip: 94080. Tel. (415) 589-2663.

Washington, D.C., 1101 15 St. NW. Zip: 20005. Tel. (202) 331-6900.

Atlanta, Ga., 2860 Bankers Ind'l Dr. Zip: 30340. Tel. (404) 449-6666.

Honolulu, Hawaii, 2880 Ulukoua St. Zip: 96819. Tel. (808) 841-0147.

Argo, Ill., 6850 S. Harlem Ave. Zip: 60501. Tel. (312) 496-6500.

Needham Heights, Mass., 155 Fourth Ave. Zip: 02194. Tel. (617) 449-0300.

Farmington, Mich., 23923 Research Dr. Zip: 48024. Tel. (313) 477-5000.

St. Louis, Mo., PO Box 510, 10725 Blair Blvd. Zip: 63166. Tel. (314) 991-1320.

West Caldwell, N.J., PO Box 76, 15 Henderson Dr. Zip:

07006. Tel. (201) 227-9100. NYC (212) 285-9500.

High Point, N.C., PO Box 2047, 2401 Brevard St. Zip: 27261. Tel. (919) 886-7181.

Cincinnati, Ohio, 4835 Furs Dr. Zip: 45237. Tel. (513) 242-2313.

Cleveland, Ohio, 12200 Brookpark Rd. Zip: 44130. Tel. (216) 267-1800.

Philadelphia, Pa., 5889 Rangy Sun Ave. Zip: 19120. Tel. (215) 743-0700.

Dallas, Tex., 2121 Santa Anna Ave. Zip: 75228. Tel. (214) 327-7311.

Seattle, Wash., Andover Ind'l Park, 100 Andover Park W. Zip: 98188. Tel. (206) 244-7200.

Product: Display racks (Scotch). (M) Top Notch, see Eastern Pacific.

Vulkan Binder & Cover Div. of EBSCO Inds. Inc., PO Box 29, Vincent, Ala. 35178. Tel. (205) 672-2241.

Branch: Hawthorne, Calif., 14885 S. Imperial Ave. Zip: 90250. Tel. (213) 679-0305.

Product: Display racks. Westland Graphics, 2237 N. Hollywood Way, Westland, Calif. 91505. Tel. (213) 846-0305.

Pres. George T. Dixon. Sales Mgr. Ron Dixon.

Product: Browser boxes, display racks, divider cards. Wisconsin Prod. Corp., 60 West Ave., Patchogue, N.Y. 11772. Tel. (516) 475-0193.

Barry Jaffe. Sales Mgr. A. Boden. Product: Display racks. (M)

Walco

CAN HELP YOU MAKE

BIG PROFITS

SELLING NEEDLES - CUSTOM MADE FOR THESE SPECIAL CARTRIDGE TYPES!

THESE ARE THE BIG TICKET SPECIAL NEEDLES FOR MAGNETIC AND 4-CHANNEL CARTRIDGES!

Most models are available with choice of conical, elliptical or parabolic (shibata) tip.

Walco makes and stocks a complete line of these fast-selling types, PLUS the hard-to-get ones as well (JVC, Sansui, Sony, Pioneer, etc.)

You buy these at low prices, sell at a minimum average of \$12 each! You make better than 200% profit on each sale, with the dollar amount per sale - and the profits FAR BETTER than an average 2 record sale!

Learn how you can greatly increase your store's profit by stocking and selling the WALCO "500" Series Needle line (you don't have to give up your present line of regular diamond and sapphire needles).

Walco HAS -

- Complete selection
- Precision manufacturing - each needle equal to or better than the original!
- Unconditional guarantee, plus generous warranties
- Low prices

NEW! A WALCO EXCLUSIVE "ER" (Extended Range) Stylus EARNs BIG EXTRA PROFITS

SEND TODAY FOR CATALOG

Walco ELECTRONICS

DIV. WALCO LINCK CORP. 101 RT. 3 & 46 CLIFTON, N.J. 07013

MEMOREX

Buy one at regular price get the other at 1/2 price

90-Minute Audio Recording Cartridge

MEMOREX Recording Tape "Is it live or is it Memorex?"

SEND FOR FREE CATALOG!

THE EAST COAST'S TOP SUPPLIER OF TAPES AND ACCESSORIES

TDK • BASF • MAXELL • MEMOREX • CAPITOL • AMPEX • TRACS • SENTRY • WATTS • SOUNDGUARD • DISCWASHER • LEBO • RECOTON • PFANSTIEHL • KOSS • SANYO • NATIONAL SEMICONDUCTOR

SAME DAY SHIPPING!

SENTRY INC. 221 NO. MACQUESTEN PARKWAY Dept. 851 MT. VERNON, N.Y. 10550 AREA CODE 914.664.2809

www.americanradiohistory.com

MAY 7, 1977, BILLBOARD

**Newest Cases with A LOW PRICE Clout!**

**Fast Movers For Fast Profits!**

Write us for complete catalog and SPECIAL DEAL Today!

**DISTRIBUTORS PRICES AVAILABLE** Custom Case Mfg. Co., Inc. 6232 Bragg Blvd., P.O. Box 5866, Fayetteville, N.C. 28303 Phone: Area Code 919-867-6111

**FREE!**

**the 1 minute sale...**

**YOU POCKET THE PROFITS**

when you buy the **EV-GAME SELF-SERVICE NEEDLE/CARTRIDGE FINDER™ SYSTEM**

The customer looks, finds, buys. You ring up more profits from a 1 sq. ft. counter top system. For details, contact our sales dept.

**EV-GAME Inc.** Freeport, New York 11520 - (516) 378-0440 a gulton company

Need has no Season

www.americanradiohistory.com

# TAPE SERVICES

Springboard Int'l, 8295 Sunset Blvd., Zip 90046  
Tel: 654-8240

Home office: Rahway, N.J.

Audio: 8-tr

Superscope Tape Dupl'g Prods. Inc. (sub. of Super-

scope Inc.), 455 Fox St., San Fernando

91340 Tel: 365-1191 Pres. Joseph S.

Tushinsky, VP & Gen. Mgr. M.N. Padwa,

Sales Mgr. Jules L. Sack

Audio: 8-tr, 8-tr quadrasonic, cassette,

Video: 2" quad, 1" open reel, 1/2" EIAJ

open reel, 1/2" EIAJ cartridge

Trans-American Video Inc., 1541 N. Vine St., Hol-

lywood 90028 Tel: 486-2141 Pres. Jack

McClellan, VP Sales Harvey Plotnick

Video: 1" cartridge

Watermark Inc., 10700 Ventura Blvd., North Holly-

wood 91604 Tel: 980-9490 Contact: Chuck

Olsen

Audio: Open reel

Whitney Rec'g Studio Inc., 1516 W. Glenoaks

Bld., Glendale 91201 Tel: 245-6801

Dancer & Pres. Lorin J. Whitney

Audio: Cassette, open reel, open reel quadra-

phonic

• **MONTCLAIR (Area Code 714)**

Phyica Audio, 4751A Holt Blvd., Zip: 91763 Tel:

821-1546

Audio: 8-tr, cassette

• **SACRAMENTO (Area Code 916)**

Bill Base Prod'ns Inc., 955 Venture Court, Zip

95825 Tel: 929-9181 Owner & Pres. Bill

Rose

Audio: Cassette, open reel

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ

open reel, 1/2" EIAJ cartridge

• **SAN DIEGO (Area Code 714)**

Snailo West, 5042 Ruffner St., Zip: 92111 Tel:

277-4714 Owner: LeRoy Carroll

Audio: Cassette

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

Ampex Corp., Music Div., 401 Broadway, Red-

wood City 94063 Tel: 367-2011 (Sales of-

ice only)

Plant: Elk Grove Village (Chicago Metropolitan

Area), Ill.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

Coast Rec'rs, 1340 Mission St., Zip: 94103 Tel:

864-5200

Audio: Cassette, open reel

Cory Sound Co., 440 Brannan St., Zip: 94107 Tel:

543-0440 Pres. George Cory, VP & Prod'n

Mgr. Phillip C. Markinson, VP Sales: Lou Sin-

clair

Audio: Cassette, open reel, open reel quadra-

phonic

Highland Labs., 90 Tehama St., Zip: 94105 Tel:

986-5480 Pres. Barry Brose

Video: 2" quad, 1" open reel, 1/2" cassette,

1/2" EIAJ open reel, 1/2" EIAJ cartridge

Harry McCune Sound Serv. Inc., 951 Howard St.,

Zip: 94103 Tel: 777-2700

Branch: Anaheim, Calif.

Audio: Cassette, open reel

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ

open reel

Television Assocs. Inc., 2410 Charleston Rd.,

Mountain View 94043 Tel: 967-8040

Video: 2" quad, 1" open reel, 1/2" cassette,

1/2" EIAJ open reel, 1/2" EIAJ cartridge

• **SAN JOSE AREA (Area Code 408)**

Audiodyne Co., PO Box 825, Zip: 95106 Tel: 287-

3520 Pres. Louis R. Charamonts

Audio: 8-tr, cassette, open reel

Audio/Tek Inc., 503-B Vandell Way, Campbell

95008 Tel: 378-5586 Pres. Robert W.

Kraut

Audio: Cassette

• **SANTA CLARA (Area Code 408)**

Recording Specialties Inc., 2971 Corwin Dr., Zip:

95051 Tel: 739-7201 Pres. Michael P.

Papp

Audio: 8-tr, cassette

• **SANTA MARIA (Area Code 805)**

Columbia Rec. Prod'ns, 900 E. Stowell Rd., Zip:

93454 Tel: 922-4511 Plant Mgr. Bob Nor-

wood

Sales offices: Hollywood (Los Angeles Metro-

politan Area), Calif., Chicago, Ill., New York,

N.Y., Nashville, Tenn.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel

• **SUNNYVALE (Area Code 408)**

D R T Corp., 1286 N. Lawrence Station Rd., Zip:

94086 Tel: 734-2910 Pres. Alan J. Bayley

VP Mktg. Herbert B. Herzfeld, VP Sales

Jack R. Woodman

Branch: Nashville, Tenn.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel

Recortec Inc., 777 Palomar Ave., Zip: 94086 Tel:

735-8821 Pres. Dr. Lester H. Lee, Program

Mgr. William F. Lawless, Adv. Mgr. R.R.

Troxell

Audio: Cassette, open reel

• **DENVER (Area Code 303)**

Alpen Ltd., 4960 Jackson St., Zip: 80216 Tel:

320-4445 Pres. & Sales Mgr.: Sid Laks, Adv.

Mgr.: K. Davis

Audio: 8-tr

Audicom Corp., 995 S. Clermont, Zip: 80222 Tel:

757-3377 Pres. Jack Dunham, Sales Mgr.

Richard Sanders, Chief Eng.: David Howard

Audio: Cassette, open reel

## CONNECTICUT

### • NORWALK AREA (Area Code 203)

Cook Labs. Inc., 375 Ely Ave., South Norwalk

06854 Tel: 853-3641

Audio: Cassette

### • STAMFORD (Area Code 203)

P & P Studios Inc., 17 Viaduct Rd., Zip: 06907 Tel:

327-9204, Bd. Chm. Terry L. Puffer, Pres.

John R. Fishback

Audio: Cassette, open reel

## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson

Park, Zip: 19804 Tel: 655-7488 Pres. &

Gen. Mgr. H. Edwin Kennedy, Sales Mgr. D.

Smith, Adv. Mgr. Marjorie Leap

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

National Tape Dupl'rs, see Ken-Del

• **JACKSONVILLE (Area Code 904)**

Circle Ents. Inc., 3217 Atlantic Blvd., Zip: 32207

Tel: 398-6336 Sales Mgr. John J. Brennan,

Adv. Mgr. Jan P. West

Audio: Cassette, open reel

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

Criteria Rec'g Studios Inc., 1755 NE 149 St.,

North Miami 33161 Tel: 947-5611

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

Miami Tape Inc., 8180 NW 103 St., Hialeah

33015 Tel: 558-9211

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

South Eastern Recs., 4380 NW 128 St., Opa Locka

33014 Tel: 685-6211 Pres. Mateo San

Martin, Sales Mgr. Alta Eagan, Gen. Mgr.

Guido Calvache Jr.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah

33014 Tel: 822-7585

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

Video City (div. of Record Disks of America),

12100 NE 16 Ave., North Miami 33161 Tel:

895-8400 Pres. George Gould, VP & Gen.

Mgr. Gaylord M. Creedon

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ

open reel

• **ORLANDO AREA (Area Code 305)**

Christian Dupl'rs Inc., 1710 Lee Rd., Zip: 32810

Tel: 299-7363

Audio: Cassette

Magnetics Corp., 770 W. Bay St., Winter Garden

32787 Tel: 656-4494 Pres. John Lory

Audio: 8-tr, cassette, open reel

• **JACKSONVILLE (Area Code 217)**

Capitol Inds., 1 Capitol Way, Zip: 62650 Tel: 245-

9631

Audio: 8-tr, 8-tr quadrasonic

• **KANKAKEE (Area Code 815)**

Imperial Int'l Learning Corp., PO Box 548, Zip:

60901 Tel: 933-7735 Pres. Spencer Bar-

nard, Sales Mgr. Ron Jones, Adv. Mgr.: David

Anderson

Audio: Cassette, open reel

• **PEORIA (Area Code 309)**

Recorded Sound Research, 1506 W. Barker, Zip:

61606 Tel: 674-2008 Pres. Paul T. Jack-

son

Audio: Cassette

• **SPRINGFIELD (Area Code 217)**

Dave Beatty Studios, 1414 S. Fifth, Zip: 62703

Tel: 525-1231

Audio: Cassette

• **INDIANAPOLIS (Area Code 317)**

Commercial Features Inc., 3850 N. Washington

Bld., Zip: 46205 Tel: 926-5570 Owner:

Paul R. Bender

Audio: Cassette, open reel

H.C.A. Rec. Mfg., 501 N. La Salle, Zip: 46201 Tel:

635-9000 Plant Mgr.: Ernest Ruggieri (Sales

office only) Plant: 6550 E. 30 St. Zip: 46219

Tel: 635-9000

Home office: New York, N.Y.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

• **MICHIGAN CITY (Area Code 219)**

Infonica Inc., PO Box 1111, 238 Hwy. 212, Zip:

46360 Tel: 879-3381 Pres. Paul C. Lloyd

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

• **RICHMOND (Area Code 317)**

Allied Broadcast (div. of Allied Advertising Corp.),

124 S. Fifth St., Zip: 47374 Tel: 962-8598

Pres. Roy M. Ridge, Sales Mgr.: James D.

Jones

Audio: Cassette, open reel

Video: 1" open reel

Duppler Studios Inc., 41 Peachtree St. NE, Zip:

30308 Tel: 873-69 Pres.: Pete Caldwell,

Chief Eng.: Dan Wagner

Audio: Open reel

Project 70 Audio Servs., 1127 Spring St. NW, Zip:

30309 Tel: 875-7008 Pres. Jerry L. Con-

nell, Project Co-ord. & Sales Mgr.: Steve Wil-

ladson

Audio: Cassette, open reel

## ILLINOIS

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

Ampex Corp., Music Div., 2201 Lunt Ave., Elk

Grove Village 60007 Tel: 593-6000

Sales offices: Glendale (Los Angeles Metro-

politan Area), Redwood City (San Francisco &

Bay Area), Calif., Atlanta, Ga., Bethesda, Md.,

Hackensack, N.J., Dallas, Tex.

Audio: 8-tr, 8-tr quadrasonic, cassette,

open reel, open reel quadrasonic

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

60510 Tel: 879-6998 Sales Mgr. John S.

Maloney

Audio: 8-tr, cassette, open reel

Audio Artists Ltd., PO Box 7, Wheaton 60187 Tel:

668-6882 Pres.: Arne Gustafson, VP Sales &

Adv.: Perry W. Miller

Audio: 8-tr, cassette, open reel

Bell & Howell Video Div., 2411 Howard St., Evan-

ston 60202 Tel: 491-6800, VP Video: Mar-

shall Ruedrhanz, Mktg. Mgr. William Hickey

Video: 2" quad, 1" open reel, 1/2" cassette,

1/2" EIAJ open reel

Boulevard Rec'g Studios Inc., 609 N. La Salle St.,

Zip: 60610 Tel: 944-2752 Pres. Hal Kar-

chuck

**TAPE SERVICES**

**P R C Rec'g Co.** (div. of Richmond Rec'g Corp.), 1600 Rich Rd. Zip: 47374. Tel: 902-9511. Plant Mgr.: Greg Steer. Home office: New York, N.Y. Audio: S-tr., cassette.

**• TERRE HAUTE (Area Code 812)**

Columbia Rec. Prod'ns, 1400 Frutridge Ave. Zip: 47805. Tel: 468-4321. Plant Mgr.: Ken Lemmy. Tape Mgr.: Ed Shanton. Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

**IOWA**

**• CARLISLE (Area Code 515)**

Kapac Rec. Corp., 155 First St. Zip: 50047. Tel: 989-0878. Pres.: Harold L. Luck. Audio: S-tr., B-tr. quadraphonic, cassette.

**• COUNCIL BLUFFS (Area Code 712)**

Liberty/UA Tape Dup'g Inc., 2101 S. 35 St. Zip: 51501. Tel: 328-8060. Pres.: Marvin King. Sales Mgr.: Jim Cook. Audio: S-tr., B-tr. quadraphonic, cassette.

**• DES MOINES (Area Code 515)**

Lanier Assoc. Inc., 515 28 St. Zip: 50312. Tel: 282-8308. Pres. & Gen. Mgr.: Larry A. McKiever. Audio: Cassette, open reel.

**• TRIAL PRINTS INC., 1910 Ingersoll, Zip: 50309. Tel: 243-2125. Pres. & Adv. Mgr.: Richard F. Trump. Sales Mgr.: Thomas C. Tucker. Audio: Cassette, open reel.**

**KANSAS**

**• WICHITA (Area Code 316)**

High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203. Tel: 262-6456. Pres.: James Strattan. Audio: S-tr., B-tr. quadraphonic, open reel.

**KENTUCKY**

**• LEXINGTON (Area Code 606)**

Lemco Sound Studio, 2518 Southview Dr. Zip: 40503. Tel: 277-1184. Pres.: Cecil Jones. Studio Mgr.: Phil Copeland. Audio: Cassette, open reel.

**LOUISIANA**

**• RUSTON (Area Code 318)**

Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287.

Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" open reel.

**MARYLAND**

**• BETHESDA (Area Code 301)**

Ampex Corp., Music Div., 10215 Fernwood Rd. Zip: 20034. Tel: 530-8800. (Sales office only) Plant: Elk Grove Village (Chicago Metropolitan Area), Ill. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

**• CLINTON (Area Code 301)**

Audio-Video Concepts Inc., 6909 Old Alexander Ferry Rd. Zip: 20735. Tel: 868-7600. Audio: S-tr., cassette, open reel.

**• KENSINGTON (Area Code 301)**

Omega Rec'g Servs., 10518 Connecticut Ave. Zip: 20795. Tel: 948-4586. Owner, Pres. & Studio Mgr.: W. Robert Yestek. Sales & Adv. Mgr.: Betty Phelps. Audio: S-tr., cassette, open reel.

**MASSACHUSETTS**

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

Continental Rec'g Inc., 210 South St. Zip: 02111. Tel: 426-3131. Pres.: L. Daniel Flynn. Audio: Cassette, open reel.

**• FLEETWOOD REC'G CO. INC., 321 Revere St., Revere 02151. Tel: 289-8800.**

Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Video: 1" open reel, 1" cartridge, 1/2" cassette.

Music Designers Inc., 1128 Boylston St. Zip: 02215. Tel: 262-3546. Pres.: Jeff Gilman. Sales Mgr.: Fred Berk. Audio: Open reel.

Rik Tintory Prod'ns, 622 R. 3A, Cohasset 02025. Tel: 383-9494. Pres.: Richard F. Tintory. Artist Relations: Claire L. Babcock. Audio: S-tr., cassette, open reel.

**MICHIGAN**

**• ANN ARBOR (Area Code 313)**

Charismatic Renewal Serv., 817 E. Huron. Zip: 48108. Tel: 761-8505. Audio: S-tr. quadraphonic.

**• DETROIT METROPOLITAN AREA (Area Code 313)**

American Sound Corp., 3319 E. Ten Mile Rd., Warren 48091. Tel: 539-2900. Pres.: Frank Day. VP & Gen. Mgr.: Paul M. Hayes. Sales & Adv. Mgr.: Paul E. Adams. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

Bazzy Electronic Corp., PO Box 142, Fraser 48026. Tel: 463-2592. Pres.: Sales & Adv. Mgr.: Allan Bazzy. Gen. Mgr.: Michael Tartan. Audio: S-tr.

Arts Fields Prod'ns, 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. Pres.: Arthur H. Fields. VP & Gen. Mgr.: Thomas C. Aquino. Audio: Open reel.

General Television Network, 13225 Capital Ave., Oak Park 48237. Tel: 548-2500. Pres.: R. Randolph Hippler. Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills 48024. Tel: 477-6066. Pres.: Andre A. Day. Sales Mgr.: Bob Vandegrift. Adv. Mgr.: Jan Bohausch. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

Pioneer Rec'g Studio Inc., 26645 W. 12 Mile Rd., Southfield 48039. Tel: 353-0380. Pres.: Gary A. Rubin. Audio: Cassette, open reel.

Sound Patterns DXM, 38180 Grand River, Farmington 48024. Tel: 477-6444. Audio: Cassette.

Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel.

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48073. Tel: 588-8281. Audio: S-tr., B-tr. quadraphonic, cassette.

**MINNESOTA**

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

A S I (Audiotek Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Audio: Cassette, open reel.

Bethany Fellowship Inc., 8820 Auto Club Rd., Minneapolis 55438. Tel: 944-2121. Pres.: T.A. Hegre. Sales Mgr.: David W. Anthony. Audio: Cassette.

Communication Arts Inc., 2528 27 Ave. S., Minneapolis 55406. Tel: 721-5357. Pres. & Sales Mgr.: Roger F. Kleitz. Gen. Mgr.: Kathleen Dain. Video: 1" open reel, 1/2" cassette.

EMC Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg. Sales Mgr.: Richard T. Stevens. Audio: Cassette, open reel.

Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 589-7781. Pres.: James I. McCann. Sales Mgr.: Phillip T. Levin. Audio: S-tr., cassette, open reel.

**MISSISSIPPI**

**• JACKSON (Area Code 601)**

Malaco Sound Rec'g (div. of Malaco Inc.), 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. Pres. & Sales Mgr.: Tom Couch. VP & Chief Eng.: Gerald Stephenson. Audio: Open reel.

**MISSOURI**

**• KANSAS CITY (Area Code 816)**

Warren C. Moore & Assoc., PO Box 8451. Zip: 64114. Tel: 333-7654. Owner: W.C. Moore. Audio: S-tr. cassette.

Stage 3 Sound Prod'ns, 12 E. 39 St. Zip: 64111. Tel: 531-1375. Audio: Cassette, open reel.

**• ST. LOUIS METROPOLITAN AREA (Area Code 314)**

K B K Rec'g Studio, 1147 Villaville, Manchester 63011. Tel: 225-5661. Audio: Cassette, open reel.

Technosonic Studios Inc., 1201 S. Brentwood Blvd. Zip: 63117. Tel: 727-1055. Pres.: Charles Harrison. Exec. VP: Edward H. Carter. Audio: Cassette, open reel.

**• SPRINGFIELD (Area Code 417)**

National Audio Co. Inc., 1911 S. Stewart. Zip: 65804. Tel: 883-5377. Audio: Cassette, open reel.

**MONTANA**

**• HELENA (Area Code 406)**

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Audio: Cassette, open reel.

**NEW JERSEY**

**• CAMDEN (Area Code 609)**

Recorded Publ'ns Labs. (div. of Recorded Publ'ns Mfg. Co. Inc.), 1100 State St. Zip: 08105. Tel: 983-3000. Philly (215) 922-8558. Pres.: David H. Goodman. Sales Mgr.: Pat Landon. Adv. Mgr.: Edward J. Goodman. Sales office: New York, N.Y. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic, special cartridges for background music & audio/visual.

**• CRESSKILL (Area Code 201)**

Unaworld Corp., 210 Knickerbocker Rd. Zip: 07626. Tel: 875-0555. Pres.: Fred Cooper. Audio: S-tr., B-tr. quadraphonic, cassette.

**• ENGLEWOOD (Area Code 201)**

Transworld Dist'g (div. of Audio Labs. Inc.), 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

**• FAIRFIELD (Area Code 201)**

A S R Rec'g Servs. Inc., 334 Kaplan Dr. Zip: 07006. Tel: 575-7010. Co-Pres.: Alan Weintraub. Sani Rothberg. VP Sales: Charles Cornea. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

**• HACKENSACK (Area Code 201)**

Ampex Corp., Music Div., 75 Commerce Rd. Zip: 07601. Tel: 489-7400. (Sales office only) Plant: Elk Grove Village (Chicago Metropolitan Area), Ill. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

**• LEONIA (Area Code 201)**

S/T Videocassette Dup'g Corp., 500 Willow Tree Rd. Zip: 07605. Tel: 847-6450. Home office: New York, N.Y. Teletronics Int'l Inc. Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

**• MAPLE SHADE (Area Code 609)**

A M P Rec'gs (div. of IP), 307 W. Main St. Zip: 08052. Tel: 687-1867. Pres.: Donald R. Marsh. Prod'n Mgr.: Gerald Tyson. Audio: S-tr., cassette.

**• MONTVALE (Area Code 201)**

Philips VCR Dup'g Center, 1 Philips Pkwy. Zip: 07645. Tel: 391-1000. Video: 1/2" cassette.

**• MOORESTOWN (Area Code 609)**

Tape Servs. Inc., PO Box 650, 345 New Albany Rd. Zip: 08057. Tel: 235-2201. Sales Mgr.: Michael T. Mulcahy. Audio: Cassette.

**• NEWARK (Area Code 201)**

Andra Rec. Corp., Custom Servs. Div., 41 Central Ave. Zip: 07102. Tel: 642-5991. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Video: 2" quad, 1" open reel, 1/2" cassette.

**• OCEAN (Area Code 201)**

Sound-Arts Co. Inc., 5 Cindy Ln. Zip: 07712. Tel: 493-8866. Pres.: C.J. Gispenn. VP: Frank M. Gispenn. Audio: Cassette.

**• PITMAN (Area Code 609)**

Columbia Rec. Prod'ns, Lamb & Woodbury Rds. Zip: 08071. Tel: 589-8000. Plant Mgr.: Joe Kroll. Sales offices: Hollywood (Los Angeles Metropolitan Area), Calif.; Chicago, Ill.; New York, N.Y.; Nashville, Tenn. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

**• RAHWAY (Area Code 201)**

Springboard Int'l, 947 US Hwy 1. Zip: 07065. Tel: 574-1400. Pres.: Dante Pugliese. VP: Herb Bregman. Sales & Adv. Mgr.: Bob Deiman. Branches: Los Angeles, Calif.; Elk Grove Village (Chicago Metropolitan Area), Ill. Audio: S-tr.

**• RIDGEFIELD (Area Code 201)**

American Tape Corp., 1116 Edgewater Ave. Zip: 07657. Tel: 943-7860. Pres.: Donald H. Gabor. Sales Mgr.: Julian Falk. Audio: S-tr., cassette.

**• SCOTCH PLAINS (Area Code 201)**

H M R Prod'ns Inc., 574 W. Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel. Pres.: Lillian M. Randel. Audio: Cassette.

**• UPPER SADDLE RIVER (Area Code 201)**

Cassette Prod'ns Inc., 118 Rt. 17. Zip: 07458. Tel: 327-1707. Pres.: Julius A. Kovins. Audio: Cassette.

**• WEST CALDWELL (Area Code 201)**

H K O Nat'l Tape Serv., 3 Fairfield Crescent. Zip: 07006. Tel: (201) 575-8484. Pres.: Hugh Wallace. Sales Mgr.: Lee Gray. Audio: Cassette, open reel.

**• WEST ORANGE (Area Code 973)**

House of Music, 1400 Pleasant Valley Way, Zip: 07062. Tel: 738-3062. Pres.: Charles G. Red. Gen. Mgr.: Stephen Gallus. Studio Mgr.: Irene Rosen. Audio: S-tr., cassette, open reel.

**NEW YORK**

**• FARMINGDALE (Area Code 516)**

T D I (Tape Dup'g Inc.), 931 Conklin St. Zip: 11735. Tel: 420-8444. Pres.: Morton Labin. Audio: Cassette, open reel, open reel quadraphonic.

**• FRANKLIN SQUARE (Area Code 516)**

Master Sound Prod'ns Inc., 921 Hempstead Turnpike, Zip: 11010. Tel: 354-3374. Pres.: Ben Roy. VP: Maxine Chirin. Audio: Cassette.

**• HAUPPAUGE (Area Code 516)**

Allison Audio Prods. Inc., 1290 Motor Pkwy., Zip: 11787. Tel: 234-2010. Audio: S-tr., B-tr. quadraphonic, cassette.

**• HUNTINGTON STATION (Area Code 516)**

Shelley Prods. Ltd., 220 Broadway. Zip: 11401. Tel: 423-7090. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

**• LE ROY (Area Code 716)**

Arto Recs. Inc./BHR Recs. Inc., 7653 Telford Rd. Zip: 14482. Tel: 442-9112. Pres. Service: Sales & Adv. Mgr.: James Bear. Audio: S-tr. quadraphonic, open reel.

**• MAMARONECK (Area Code 914)**

Cine Magnetics Film Lab., 850 Halstead Ave. Zip: 10543. Tel: 898-3434. NYC (212) 42-0700. Plant: Rye, N.Y., Cine Magnetics Audio. Audio: S-tr., cassette, open reel.

**• MASSENA (Area Code 315)**

Michela Audio Corp., Andrew Street Rd. Zip: 13662. Tel: 769-2448. Pres.: Genette Zinner. Sales Mgr.: Art Kazulak. Mgr.: Jack Daniels. Audio: S-tr., B-tr. quadraphonic, cassette.

**• NEW YORK METROPOLITAN AREA (Area Code 212)**

Advan Video Corp., 100 Fifth Ave. Zip: 10011. Tel: 691-0976. Pres.: Samuel Adler. Sales Mgr.: William Anderson. Adv. Mgr.: Sherman Paul. Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette. Audio-Tech Labs., 2819 Newkirk Ave., Brooklyn 11228. Tel: 469-7134. Owner: Joseph Giovanni. Audio: Cassette.

**• NELSON BARRY CORP., 319 E. 44 St. Zip: 10017. Tel: 578-7900. Pres.: Franklin S. Lieberman. Exec. VP: F. N. Dimasait. Sales Mgr.: Ray Schlemmer. Adv. Mgr.: Joe Brady. Audio: Cassette. Video: 2" quad, 1/2" cassette.**

Broadcasting Foundation of America, 52 Vanderbilt Ave., Rm. 1810. Zip: 10017. Tel: 684-2505. Pres.: Seymour N. Segal. VP & Exec. D.: Howard L. Kany. Adv. Mgr.: Catherine Probst. Audio: Open reel.

Cassette Rec'g Corp., see National Rec'g Studios. Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 975-4881. VP: Tom Van Geestel. Sales Mgr.: Donald Olesen. (Sales office only) Plants: Santa Maria, Calif.; Terre Haute, Ind.; Pitman, N.J. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

Cue Rec'gs, 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Audio: Cassette, open reel.

Delta Rec'g Corp., 1564 Broadway. Zip: 10018. Tel: 757-6720. Audio: Cassette, open reel.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 758-7979. Pres. & Sales Mgr.: Norman L. Gispenn. Audio: Cassette, open reel.

Disc Communications Lab., 743 Fifth Ave., 10022. Tel: 371-0390. Pres.: Charles Blake. Adv. Mgr.: R.C. Monk. Audio: S-tr., B-tr. quadraphonic, open reel.

E R H Sales Corp., 221 W. 57 St. Zip: 10019. Tel: 582-4200. Pres.: Lee Halperin. Sr. Exec.: Howard Rosen. Adv. Mgr.: Larry Halperin. Audio: S-tr., B-tr. quadraphonic, cassette, open reel.

E U E/Screen Gems, 222 E. 44 St. Zip: 10017. Tel: 867-4030. Video: 2" quad, 1/2" cassette, 1/2" cassette.

Forum III Films Inc., 230 Park Ave. Zip: 10017. Tel: 889-7915. Video: 1/2" cassette.

G B C Closed Circuit TV Corp., 74 Fifth Ave. Zip: 10011. Tel: 989-4433. Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette.

Intercultural Televideo Corp., 10 W. 66 St. Zip: 10023. Tel: 595-8454. Video: 1/2" cassette.

Laboratory Systems Corp., 37 W. 57 St. Zip: 10019. Tel: 753-8854. Audio: S-tr. cassette, open reel.

Musicians Corp., 1155 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Pres.: Bernard Rubenstein. Sales Mgr.: Phyllis Stern. Audio: Cassette, open reel.

National Rec'g Studios Inc. & National Video Center, 750 Fifth Ave. Zip: 10019. Tel: 757-6440. Pres.: Harold Lustig. VP Sales: Jeff Polakoff. Local branch: Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel.

National Video Center, see National Rec'g Studios. P R C Rec'g Co. (div. of Richmond Rec'g Corp.), 75 Rockefeller Plaza. Zip: 10019. Tel: 489-6133. Pres.: Hugh T. Landy. VP Sales: David Grant. Branch: Hollywood (Los Angeles Metropolitan Area), Calif. Plant: Richmond, Ind. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic. Professional Video Servs., 145 E. 53 St. Zip: 10022. Tel: 759-2515. Video: 1/2" cassette, 1/2" cartridge, 1/2" EIAJ open reel, European TV standards conversion.

R C A Recs., 1133 Ave. of the Americas. Zip: 10036. Tel: 598-5900. VP Mktg.: Jack Korman. (Sales office only) Sales offices: Los Angeles, Calif.; Indianapolis, Ind.; Nashville, Tenn. Plant: Indianapolis, Ind. Audio: S-tr., B-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

R J C Sales Corp., PO Box 194, Ryder St. Brooklyn 11234. Tel: 968-9660. Pres. & Sales Mgr.: Richard Chernow. Audio: S-tr., cassette.

Recorded Publ'ns Labs. (div. of Recorded Publ'ns

**IN A FEW MONTHS EVERY SONG ON THE HOT 100 WILL BE DIRTY.**

Dirt can be hell on any record. Clean Sound gets rid of it better than any other record cleaner on the market.

Clean Sound has an easy-to-use applicator with fabric fibers that reach deeply inside record grooves to lift out every bit of dust and grime.

Our exclusive 10-ingredient cleaning solution comes in a control-flow bottle that can't evaporate or overflow. It not only cleans records, but restores the anti-static properties that are lost even before a record is

opened. Independent tests prove that Clean Sound reduces static by an astonishing 98.4%.

Len Feldman of FM Guide says it's "for use by serious record collectors who want to keep their records clean and sounding as good as possible for the longest possible time."

People will be looking for Recoton's Clean Sound at your record counter.

**CLEAN SOUND**

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



# TAPE SERVICES

## Duplicator/ Marketers



Ampro Prod'ns Inc., 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-7728. Cable: TAPEXRON. Telex: 425233. Pres.: Manuel Kapelman. VP: Arthur Lipton. Sales Dir.: Michel Laguerre.

Tape lines: Ampro, Locomotive, Omega.

Barclay-Crocker, 11 Broadway, New York, N.Y. 10004. Tel: (212) 952-0066.

Open reel: Desmat, Halcyon, Musical Heritage Society, Vanguard.

GRT Corp., 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910.

WATS (800) 538-1770. Pres.: Alan J. Bayley. VP Mktg.: Herb Hershfield. VP Sales: Jack Woodman. VP Custom Prods. Div.: David Travis.

8-tr.: ABC, ABC/Audio Treasury, ABC/Bluesway, ABC/Blue Thumb, ABC/Dot, ABC/Duke, ABC/Dunhill, ABC/Impulse, ABC/Peacock, ABC/Songbird, All Platinum, Anchor, Cadet, Arista, Bang, Barnaby, Buddha, Cadet, Cadet Concept, Calla, Cardinal, Casino, Charisma, Checker, Chess, Claridge, Cream, Crews, De-Lite, Everest, Fantasy, GNP Crescendo, GRT, Hickory, Improv, Increase/Cruisin, Janus, Jubilee, Kama Sutra, Major Minor, Mega, Milestone, Morning Sky, Olympic, Passport, Prestige, Private Stock, Ramwood, RatCity, Republic, Roulette, Shadybrook, Shelter, Sire, Sound Bird, Stang, Sunnyvale.

Tetragrammaton, Turbo, Vanguard, Vanguard/Evenman, Vigr.

8-tr. quadraphonic: ABC/Command Quadraphonic, ABC/Dot, ABC/Dunhill, Arista, Fantasy/Prestige/Milestone, GRT Sampler, Ramwood, Roulette, Sound Bird.

Cassette: ABC, ABC/Audio Treasury, ABC/Blue Thumb, ABC/Dot, ABC/Dunhill, ABC/Impulse, ABC/Peacock, ABC/Westminster Gold, Anchor, Arista, Bang, Barnaby, Buddha, Calla, Cardinal, Casino, Chess, Claridge, Cream, De-Lite, Fantasy, GNP Crescendo, GRT, Hickory, Improv, Increase/Cruisin, Janus, Kama Sutra, Milestone, Morning Sky, Passport, Prestige, Private Stock, Ramwood, Republic, Roulette, Shadybrook, Shelter, Sire, Sound Bird, Stang, Sunnyvale, Vanguard/Evenman.

Open reel: Increase/Cruisin, Sunnyvale.

Kim-Pat Ent's., PO Box 654, Hillwood Dr., Fayetteville, Tenn. 37334. Tel: (615) 433-2323.

5661. Owner: Bill Trigg.

Tape lines: Blaze, Davis Unlimited, HSE, J.S.J., Jma, Ken-Tone, Kim-Pat, Sav-All, Su-Ann.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington Hills, Mich. 48024. Tel: (313) 477-6066. Pres.: Andre A. Blay. Sales Mgr.: Bob Vandegrift. Adv. Mgr.: Jan Bohaus.

8-tr., cassette & open reel: ABC/Dot (re-releases), Beatt Int'l, Janus, Sun/Shelby Singleton.

Reeves/Teletape Corp., 708 Third Ave., New York, N.Y. 10017. Tel: (212) 573-8600. (Video only)

Sound Concepts Studio, PO Box 299, Provo, Utah 84601. Tel: (801) 375-7333.

Cassette: Listener's Digest (spoken word only)

StereoTape (div. of Magtec), 8125 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 768-6200. Pres.: S. Gerald Stone. Sales Mgr.: Joe Washington.

Open reel: Atlantic, Elektra, MCA, RCA, Warner Bros.

Mtg. Co. Inc., 2 Penn Plaza, Suite 1500, Zip 10001. Tel: 888-3115. (Sales office only)

Home office: Camden, N.J.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic, special cartridges for background music & audio/visual.

Reeves/Teletape Corp., 708 Third Ave. Zip: 10017. Tel: 573-8600.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.

Reeves Sound Studios, 25 W. 56 St. Zip: 10019. Tel: 245-2630.

Audio: Cassette, open reel.

Reliance Audio Visual Corp., 550 W. 43 St. Zip: 10036. Tel: 736-0700. Pres.: S. Sanford Schmitt. VP Sales & Leasing: Charles S. Spatano.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.

Romben Prod'ns Corp., 245 W. 55 St. Zip: 10019. Tel: 757-3681. Pres.: Richard Marcus. Mktg. Dir.: Joel Willis.

Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Sedler Rec'g., 120 W. 44 St. Zip: 10038. Tel: 575-0295.

Audio: Cassette, open reel.

Sinax Communications Inc., 50 W. 75 St. Zip: 10023. Tel: 595-7126. Pres.: D. Richard Kraus. Sales Mgr.: Mont Schlein.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

T.Y.R. Inc., 556 W. 54 St. Zip: 10019. Tel: 541-4030. Pres.: Giovanna Barrington. Opns. Mgr.: James C. Mahoney.

Video: 1" cartridge.

Teletape Corp., 708 Third Ave. Zip: 10017. Tel: 573-8630. Pres.: James Hartzler. Gen. Mgr.: Joan V. Silver. Sales Mgr.: Pat Senna.

Video: 1/2" cassette.

Teletronics Int'l Inc., 231 E. 55 St. Zip: 10022. Tel: 355-1800. Pres.: Alfred Markin.

Branch: Lenoix, N.J., S/T Videocassette Duplicating Corp.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Visual Information Systems, 15 Columbus Circle, Zip: 10023. Tel: 541-8080.

Video: All formats.

Windsor Total Video, 565 Fifth Ave. Zip: 10017. Tel: 725-8080. Pres.: B.B. Goodman. Sales Mgr.: R.J. Henderson. Adv. Mgr.: K.D. Lorber.

Video: 2" quad, 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette.

**NEWARK (Area Code 614)**

Utopia Ultra-Sound, 127 S. Fifth St. Zip: 43055. Tel: 345-9426. Pres.: Robert H. Kirk Jr. Sales & Adv. Mgr.: Dave Davison.

Audio: 8-tr.

**YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio, 803 E. Indianola. Zip: 44502. Tel: 783-2222.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

## OKLAHOMA

**TULSA (Area Code 918)**

C E S Rec'g Inc., 4932 South 83 E. Ave. Zip: 74145. Tel: 627-8474.

Audio: 8-tr., cassette.

ITT Studios (International Teaching Tapes), 4235 S. Memorial Dr. Zip: 74145. Tel: 663-7700. Pres.: Meredith R. Gray. Sales Mgr.: Sonny Gray.

Audio: Cassette, open reel.

## OREGON

**PORTLAND (Area Code 503)**

Northwestern Inc., Motion Pictures & Rec'g, 011 SW Hooker St. Zip: 97201. Tel: 226-0170.

Audio: Open reel, open reel quadraphonic.

Video: 1/2" cassette, 1/2" EIAJ open reel.

**TROUTDALE (Area Code 503)**

Victory Cassette Ministries Inc., Victory Park 100. Zip: 97060. Tel: 667-3724. Pres.: Dan E. Gordon. Sales Mgr.: Carl Coleman. Adv. Mgr.: Doug Gamlin.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

## PENNSYLVANIA

**BROOMALL (Area Code 215)**

E. J. Stewart Inc., 388 Reed Rd. Zip: 19008. Tel: 543-7600. Pres.: Eric R. Address. Gen. Mgr.: Howard S. Lipman. Sales Mgr.: Nancy Haas. Adv. Mgr.: David S. Wiggins.

Video: 2" broadcast.

**PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

Air-Tone Sound & Rec'g Co., 2330 Market St. Zip: 19103. Tel: 563-8388. Pres.: Eugene Hessel.

Audio: Cassette, open reel.

AudioVisual Communications Inc., PO Box 85 Radnor 19087. Tel: 272-8500. Pres.: J.L.C. Ulrich Jr. Sales Mgr.: John W. Ballantyne.

Audio: Cassette, open reel.

Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. Pres.: Morris Ballen. VP: Larry Ballen.

Audio: 8-tr., cassette.

MarketDyne Int'l, 1600 Arch St. Zip: 19101. Tel: 241-2935.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

**PITTSBURGH (Area Code 412)**

Audio Innovators Inc., 216 Blvd. of the Allies. Zip: 15222. Tel: 391-6220. Pres. & Gen. Mgr.: Norman J. Cleary. Opns. Mgr.: Martha J. Wilson.

Audio: Cassette, open reel.

Television Prod'n Center Inc., 445 Melwood St. Zip: 15213. Tel: 692-2300.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel.

**YORK AREA (Area Code 717)**

Dee-Bee Rec'g Serv., PO Box 51, Windsor 17366. Tel: 244-5411. Pres.: Stan Deppen Jr. Sales & Adv. Mgr.: Greg Utterback.

Audio: 8-tr., cassette, open reel.

## NORTH CAROLINA

**CHARLOTTE (Area Code 704)**

Arthur Smith Studios, PO Box 17551, 5457 Old Monroe Rd. Zip: 28211. Tel: 536-0424.

Audio: Open reel.

**KINSTON (Area Code 919)**

Neville Valley Ent's. Inc., PO Box 1515, 305 H Rd. Zip: 28501. Tel: 523-1111/1643. Pres.: John F. Burton Jr. Sales Mgr.: John Lewis Nunn Jr. Adv. Mgr.: Haywood Smith.

Audio: 8-tr., cassette.

## OHIO

**CINCINNATI (Area Code 513)**

Audiorack Rec'g Co., 915 W. Eighth St. Zip: 45203. Tel: 241-4304. Pres.: Earl T. Herzog Jr.

Audio: 8-tr., cassette, open reel.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres., Gen. & Sales Mgr.: Shad O'Shea.

Audio: 8-tr., cassette, open reel.

GCA Custom Pressing (formerly Queen City Album Inc.), 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken. Sales Mgr.: Joseph Sluder. Adv. Mgr.: Bill Sachs.

Audio: 8-tr., cassette.

Rex Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt. VP: Philip M. Burkhardt.

Audio: 8-tr., cassette, open reel.

## CLEVELAND METROPOLITAN AREA (Area Code 216)

Alton Rec'g Studios Inc., 35100 Euclid Ave., Suite 300, Willoughby 44094. Tel: 951-0910. 435-8072. Pres.: Robert J. Nowak. Sales Mgr.: Stuart Scott. Adv. Mgr.: Alan M. Peabody.

Audio: 8-tr., cassette, open reel.

Boddie Rec. Mfg. & Rec'g Inc., 12202 Union Ave. Zip: 44105. Tel: 752-3440.

Audio: Cassette, open reel.

N.N.R. (Nashville North Rec'g), 5725 Brookpark Rd. Zip: 44129. Tel: 749-5550.

Audio: Cassette.

Quotatapes Inc., Terminal Tower, Penthouse East. Zip: 44113. Tel: 241-0900. Pres.: C.K. Patrick. VP: Robert D. Conrad.

Audio: Open reel.

**COLUMBUS (Area Code 614)**

Kingmill Rec'g Studio, 1033 Kingmill Pkwy. Zip: 43229. Tel: 846-4494.

Audio: 8-tr., cassette, open reel.

**MAGNETIC STUDIOS**, 4784 N. High St. Zip: 43214. Tel: 252-8607.

Audio: Cassette, open reel.

Mus-i-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Owners: John W. Hull, Boyd F. Niederlander.

Audio: 8-tr., cassette, open reel.

**PLANTS**, Santa Maria, Calif.; Terre Haute, Ind.; Patman, N.J.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Custom Tape Dupl'rs Inc., 341 Hill Ave. Zip: 37210. Tel: 258-1728. Mgr.: Mike Tant.

Audio: 8-tr., cassette.

Fanta Professional Servs., 1811 Division St. Zip: 37203. Tel: 327-1731. Pres.: Johnny Rosen.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

GRT Corp., PO Box 90264, 1110 48 Ave. N. Zip: 37209. Tel: 383-7881. Gen. Mgr.: Charles V. Durcan.

Home office: Sunnyvale, Calif.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip: 37207. Tel: 226-0811. Gen. Mgr.: Jim Maxwell.

Audio: Cassette, open reel.

Nashville Int'l Corp., 20 Music Square W. Zip: 37203. Tel: 256-2885. Pres.: Reggie M. Churchwell. VP Opns. & Sales Mgr.: Ronald L. Coats. Adv. Mgr.: Robert Dixon.

Audio: 8-tr., cassette, open reel.

RCA Recs., 30 Music Square W. Zip: 37203. Tel: 244-9880. VP: Terry Bradley. (Sales office only)

Home office: New York, N.Y.

Plant: Indianapolis, Ind.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

**TEXAS**

**DALLAS (Area Code 214)**

Ampex Corp., Music Div., 1615 Prudential Dr. Zip: 75235. Tel: 637-5100. (Sales office only)

Plant: Elk Grove Village (Chicago Metropolitan Area), Ill.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.

Mother Dubbers Inc., 2537 Carlisle. Zip: 75201. Tel: 651-9544. Pres.: Arnett B. Peel. Sales Mgr.: Jerry Acheson. Adv. Mgr.: Jackie Mercer.

Audio: 8-tr., cassette, open reel.

**SAN ANTONIO (Area Code 512)**

Abaddon/Sun Inc., PO Box 6520. Zip: 78209. Tel: 824-8781. Pres.: Galen Carol.

Audio: Cassette.

BCL Ent's. Inc., 1002 Hoefgen St. Zip: 78210. Tel: 532-3216. Pres.: C. Foy Lee.

Audio: 8-tr.

**SAN BENITO (Area Code 512)**

Rio Grande Music Co., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-5377. Pres. & Adv. Mgr.: Lionel C. Betancourt. Sales Mgr.: John F. Phillips.

Audio: 8-tr., cassette.

**WACO (Area Code 817)**

Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills. Zip: 76710. Tel: 776-1230. VP: Mac McLain. Eng'g Dir.: Ralph Swearington.

Audio: Cassette.

**UTAH**

**PROVO (Area Code 801)**

Media Servs. (div. of Brigham Young Univ.), Media Prod'n Studio. Zip: 84602. Tel: 374-1211 x 4182.

Audio: Cassette, open reel, open reel quadraphonic.

Video: 1" open reel, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge.

Sound Concepts Studio, PO Box 299, 108 West Center. Zip: 84601. Tel: 373-3456. Pres.: Kaye L. Jensen. Sales Mgr.: Michael K. Jensen. Adv. Mgr.: Ron Payne.

Audio: Cassette.

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

Bonnevillie Prod'ns, 130 Social Hall Ave. Zip: 84111. Tel: 524-2400. Pres.: Dick Alsup. Sales Mgr.: Dave Whipple. Studio Mgr.: Dave Michelson.

Audio: Cassette, open reel.

Chase Media Inc., Hotel Newhouse, Suite 1204. Zip: 84101. Tel: 363-5858. Pres. & Adv. Mgr.: Randal S. Chase. Sales Mgr.: Irel L. Chase.

Audio: 8-tr., cassette, open reel, open reel quadraphonic.

**VIRGINIA**

**NORFOLK (Area Code 804)**

Tarzac Entertainment Ent's., 638 Muskogee Ave. Zip: 23509. Tel: (804) 853-2304. Owner: Ronald C. Wagoner.

Audio: 8-tr., cassette.

**RICHMOND (Area Code 804)**

Sound Stages, 5805 Staples Mill Rd. Zip: 23228. Tel: 285-8275. Pres.: Dick Tulley.

Audio: Cassette.

**WINCHESTER (Area Code 703)**

Capitol Inds., Kernstown Rt. 652, Shawnee Dr. Zip: 22601. Tel: 667-8125.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

**WASHINGTON**

**OLYMPIA (Area Code 206)**

Sound Preservers Co., 911 E. Fourth Ave. Zip: 98506. Tel: 352-9097. Owner: Allen P. Giles.

Audio: 8-tr., cassette, open reel.

**SEATTLE (Area Code 206)**

Cinema Sound Corp., 65 Marion St. Zip: 98104. Tel: 623-9643. Pres.: Larry Ray. VP: George M. Woodley.

Audio: Cassette.

Captain Audio's Music Farm, 615 E. Pike. Zip: 98122. Tel: 323-6847.

Audio: Open reel.

**WISCONSIN**

**MILWAUKEE (Area Code 414)**

Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave. Zip: 53203. Tel: 273-5720. Pres.: Dave Kennedy. Chief Eng.: Larry Drydyk.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

R S V P/Studio East, 832 N. Van Buren. Zip: 53202. Tel: 271-0404.

Audio: Open reel.

**SAUK CITY (Area Code 608)**

Jolly Dutchman Recs., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirshstein.

Audio: Cassette, open reel.



# He Beat Heart Attack

This farmer is back at work because coronary care units, new drugs and modern methods of rehabilitation now help return more cardiacs to productive life.

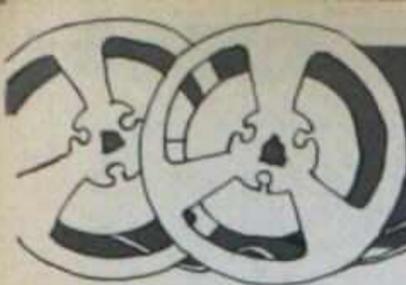
Most heart attack victims survive first heart attacks. Of those who do, 4 out of 5 return to work.

Your Heart Fund dollars helped make this progress possible.

For more benefits in treatment and prevention...

**Beat the Big One... Heart Attack**  
Give Heart Fund





# INTERNATIONAL

The following listings are limited to Tape Services, Supplies & Equipment unless specified otherwise.

## CANADA

### services

#### DESIGN & ARTWORK

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Pres. Isidore Philosophie.

Dynacom Communications Int'l, 333 Riverside Dr., Suite 911, St. Lambert, P.Q. J4P 1A9. Tel: (514) 485-2500. Pres. Dave Leonard.

1 Step Photographic Studio, 18 Hamford St., Toronto, Ont. M4E 3G6. Tel: (416) 891-8800.

Bill Hicks Design & Photography, 51 Gertie St., 2nd Fl., Winnipeg, Man. R3A 1B5. Tel: (204) 943-1868. Owner: Bill Hicks.

Holburne Dist. Co. Ltd., PO Box 5, Mount Albert, Ont. L0G 1M0. Tel: (416) 884-2320. Pres. Frank P. Swain. Custom Sales Mgr. M.C. Swain.

Sheldon Kagan & Assoc., Ltd., 2345 Lancel Groulx, Rm. 4, Montreal, P.Q. H3J 1J5. Tel: (514) 531-4528. Pres. Sheldon Kagan. Gen. Mgr. Richard Der. Adv. Mgr. Terri Hope. (Rec. only)

Kitch, Baroque & Rocco Advertising Consultants, PO Box 4082, Sta. C, Calgary, Alta. T2T 5M9. Tel: (403) 271-7813. Art Dir. & Gen. Mgr. Lawrence M. Bedder.

Lithobor Canada Ltd., 500 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.

Parr's Print & Litho Ltd., 341 Naruacket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres. V. Parr. Gen. Sales Mgr. R.A. Gray.

Polydur Ltd., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690. Pres. Tim Harrold. VP Mktg. & Sales: Dieter Radtke.

Branches: Calgary, Alta., PO Box 9531, Postal Code: T2P 2W6, 890 Bow Valley Square, 202 Sixth Ave. SW, Postal Code: T2P 2R9. Tel: (403) 285-5007. Telex: (03) 821859. Mgr. Ken Graydon—Vancouver, B.C., Mezzanine, 805 W. Broadway, Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (04) 54410. Mgr. Peter Behrke—Estabrook, Ont., Estabrook Tower, Suite 707, 555 Burnhamthorpe Rd. W., Postal Code: M9C 2Y3. Tel: (416) 822-6880. Telex: (06) 967755. Mgr. Al Elias. Promo: Lori Bruner.

Promotional Agency Inc., 354 Youville St., Montreal, P.Q. H2V 3C3. Tel: (514) 284-0330.

Rada Rec. Pressings Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr. John Rodney. Adv. Mgr. Evelyn Rodney.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel: (416) 438-5301. Telex: (08) 23159. Gen. Mgr. Gerhard Prochaska. Mktg. Mgr. Edward Ingram.

Home Office: USA, New York, N.Y.

Studio Lorraine, 300 Ann St., Montreal, P.Q. H3C 2K1. Tel: (514) 861-2759. WATS (800) 361-8538. Telex: 05-267411. Gen. Mgr. H.B. Ellis. Prod'n Mgr. Ken Peladeau.

Super Music Sales, Box 32, Willowdale, Ont. M2N 5S7. Tel: (416) 495-1710. Chief Exec. John C. Irvine. Gen. Mgr. Jack Boswell. Sales Mgr. Al Perry.

### PACKAGING & LABELING

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres. H.E. Woolley. Treas. A.J. Newton. Sales Mgr. John D. Williams. (Audio Only)

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres. Robert B. Kerr. Sales & Mktg. Mgr. William Laing.

Super Music Sales, Box 32, Willowdale, Ont. M2N 5S7. Tel: (416) 495-1710. Chief Exec. John C. Irvine. Gen. Mgr. Jack Boswell. Sales Mgr. Al Perry.

### PRINTERS & LITHOGRAPHERS

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

Lithobor Canada Ltd., 500 Port-Royal W., Montreal, P.Q. H3L 2C5. Tel: (514) 388-1133.

Parr's Print & Litho Ltd., 341 Naruacket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres. V. Parr. Gen. Sales Mgr. R.A. Gray.

Rosa-Ellis Ltd., 300 Ann St., Montreal, P.Q. H3C 2K1. Tel: (514) 861-2411. WATS (800) 361-8538. Telex: (05) 267411.

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. M1H 1H2. Tel: (416) 438-5301. Telex: (08) 23159. Gen. Mgr. Gerhard Prochaska. Mktg. Mgr. Edward Ingram.

Home Office: USA, New York, N.Y.

### CUSTOM DUPLICATORS

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Pres. Isidore Philosophie.

Audio: 8-tr. quadraphonic, cassette.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211. Gen. Mgr. Salem Sachedina. Studio Mgr. John Ellison.

Audio: Cassette, open reel.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

Audio: Cassette.

London Recs. of Canada (1987) Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Telex: (05) 826832. Pres. Fraser C. Jamieson. VP: Alice Kaury. Mktg. Dir. Kenneth Verdian.

Branches: Calgary, Alta., 429 Manitoba Rd. SE, Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572—Burnaby, B.C., 3188 Lake City Way, Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: (043) 54544—Winnipeg, Man., 23 Keith Rd., Postal Code: R3H 0H7. Tel: (204) 833-6607. Telex: 0757695—Scarborough, Ont., 1630 Midland Ave., Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: (02) 2830—Quebec, P.Q., 1303 Rue Conway, Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: (011) 3799.

Audio: 8-tr., 8-tr. quadraphonic, cassette.

Ottawa Int'l Recs. Ltd., 21 Grenfell Crescent, Ottawa, Ont. K2G 0G3. Tel: (613) 225-7837/8744.

Audio: 8-tr., cassette.

Polydur Ltd., 6000 Cote de Liesse, St. Laurent, P.Q. H4T 1E3. Tel: (514) 739-2701. Cable: POLYDISC. Telex: (05) 825690. Pres. Tim Harrold. VP Mktg. & Sales: Dieter Radtke.

Branches: Calgary, Alta., PO Box 9531, Postal Code: T2P 2W6, 890 Bow Valley Square, 202 Sixth Ave. SW, Postal Code: T2P 2R9. Tel: (403) 285-5007. Telex: (03) 821859. Mgr. Ken Graydon—Vancouver, B.C., Mezzanine, 805 W. Broadway, Postal Code: V5Z 1K1. Tel: (604) 873-2466. Telex: (04) 54410. Mgr. Peter Behrke—Estabrook, Ont., Estabrook Tower, Suite 707, 555 Burnhamthorpe Rd. W., Postal Code: M9C 2Y3. Tel: (416) 822-6880. Telex: (06) 967755. Mgr. Al Elias. Promo: Lori Bruner.

Audio: 8-tr., cassette.

Fraser Recs. of Canada Ltd., 6979 Cumagh Ave., Burnaby, B.C. V5J 4V6. Tel: (604) 438-8266. Gen. Mgr. Paul Yaroshuk. Mktg. Mgr. Paul Young.

Branch: Thornhill, Ont., 58 Romfield Circuit, Postal Code: L3T 3H5. Tel: (416) 889-9511.

Audio: 8-tr., cassette, open reel.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. Pres. George R. Struth. VP Mktg. Jack Vermeer. VP Mktg. Ronald F. Gardner.

Branches: Winnipeg, Man., Galt Bldg., 4th Fl., Postal Code: R3B 0R7. Tel: (204) 943-8563. Mgr. Charles Porter—Montreal, P.Q., 2215 Beaconsfield Ave., Postal Code: H4A 2G9. Tel: (514) 481-1167. Mgr. Danielle Gagnon.

Audio: 8-tr., 8-tr. quadraphonic, cassette, open reel.

Rada Rec. Pressings Ltd., PO Box 2199, Vancouver, B.C. V6B 3V7. Tel: (604) 688-1820. Pres. & Sales Mgr. John Rodney. Adv. Mgr. Evelyn Rodney.

Audio: 8-tr., cassette.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres. Robert B. Kerr. Sales & Mktg. Mgr. William Laing.

Audio: 8-tr., cassette.

Super Music Sales, Box 32, Willowdale, Ont. M2N 5S7. Tel: (416) 495-1710. Chief Exec. John C. Irvine. Gen. Mgr. Jack Boswell. Sales Mgr. Al Perry.

Audio: 8-tr., cassette.

Transworld Tape Corp., 1230 Montee de Liesse, Montreal, P.Q. H4S 1J4. Tel: (514) 338-3110.

Audio: 8-tr., cassette.

### DUPLICATOR/MARKETER

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres. Robert B. Kerr. Sales & Mktg. Mgr. William Laing.

8-tr. & cassette; Aleshe.

### supplies

#### CARTRIDGE & CASSETTE PARTS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Audio: 8-tr. & cassette parts.

Hardman Inds. Ltd., 34 Greenboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres. Eric H. Hardman. VP: Eric S. Hardman. Sales Mgr. Walter Strick.

Audio: 8-tr., cassette.

#### EMPTY CARTRIDGES, CASSETTES & REELS

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Audio: 8-tr., cassette, open reel.

Capitol, see Will Farrow Assocs. Ltd.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. Will Farrow. Sales Mgr. Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: 8-tr., cassette, open reel.

Brand name: Capitol.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

Audio: 8-tr., cassette.

Hardman Inds. Ltd., 34 Greenboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres. Eric H. Hardman. VP: Eric S. Hardman. Sales Mgr. Walter Strick.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres. H.E. Woolley. Treas. A.J. Newton. Sales Mgr. John D. Williams.

Audio: All configurations.

#### PROFESSIONAL TAPE SUPPLIES

Edrail, see McKeen & Grabet.

McKeen & Grabet Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Pres. Douglas McKeen. Sales Mgr. Paul Gladish. Adv. Mgr. Robin Sparks.

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

W R E, see McKeen & Grabet Electronics Ltd.

#### TAPE, BLANK LOADED

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

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Audio: 8-tr. (45, 90) cassette (45, 60, 90, 120); open reel (1500', 2150', 2440', 3000', 3600'), broadcast.

Video: 1" open reel, 1/2" cassette (10, 20, 30, 40, 50, 60); 1/4" EIAJ open reel (1250', 2400').

Audio Magnetics Corp. of Canada Ltd., 1180 Martin-Grove Rd., Rexdale, Ont. M9W 5M9. Tel: (416) 245-4400.

Audio: 8-tr. (40, 80), cassette (45, 60, 90, 120); open reel.

Brand names: Cycles, Tracs, Tracs Plus, XHE.

Capitol, see Will Farrow Assocs. Ltd.

Cinram Ltd., 8355 Devonshire Rd., Montreal, P.Q. H4P 2L1. Tel: (514) 739-2281. Telex: (05) 827788. Pres. Isidore Philosophie.

Audio: 8-tr., cassette.

Brand name: TM 100.

Cycles, see Audio Magnetics Corp. of Canada Ltd.

Dynapak, see Stereodyne (Canada) Ltd.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. Will Farrow. Sales Mgr. Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: 8-tr. (32, 40, 45, 60, 80, 90, 100, 120); cassette (20, 30, 45, 60, 90, 120); open reel.

Brand name: Capitol.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

Audio: 8-tr. (40, 45, 60, 90) & custom length; cassette (40, 45, 60, 90) & custom length; open reel.

Hardman Inds. Ltd., 34 Greenboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres. Eric H. Hardman. VP: Eric S. Hardman. Sales Mgr. Walter Strick.

Audio: 8-tr. (45, 90); cassette (60, 90).

Brand Name: Hi-Performance, Lear Jet.

Hi-Performance, see Hardman.

Lear Jet, see Hardman.

London Recs. of Canada Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3. Tel: (514) 341-5350. Telex: (05) 826832. Pres. Fraser C. Jamieson. VP: Alice Kaury. Mktg. Dir. Kenneth Verdian.

Branches: Calgary, Alta., 429 Manitoba Rd. SE, Postal Code: T2G 4C2. Tel: (403) 243-1313. Telex: (038) 22572—Burnaby, B.C., 3188 Lake City Way, Postal Code: V5A 3A4. Tel: (604) 298-6471. Telex: (043) 54544—Winnipeg, Man., 23 Keith Rd., Postal Code: R3H 0H7. Tel: (204) 833-6607. Telex: 0757695—Scarborough, Ont., 1630 Midland Ave., Postal Code: M1P 3C2. Tel: (416) 755-3373. Telex: (02) 2830—Quebec, P.Q., 1303 Rue Conway, Postal Code: G1J 3S3. Tel: (418) 529-0261. Telex: (011) 3799.

Audio: 8-tr., cassette.

Brand name: Demarc Sound.

Maxell, see McKeen & Grabet.

McKeen & Grabet Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel: (613) 236-7242. Pres. Douglas McKeen. Sales Mgr. Paul Gladish. Adv. Mgr. Robin Sparks. (Audio only)

Brand name: Maxell.

Ottawa Int'l Recs. Ltd., 21 Grenfell Crescent, Ottawa, Ont. K2G 0G3. Tel: (613) 225-7837/8744.

Audio: 8-tr. & cassette.

Brand name: Sov.

Pan Can, see Pan Canada Magnetics Ltd.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres. H.E. Woolley. Treas. A.J. Newton. Sales Mgr. John D. Williams.

Audio: 8-tr. (1-90 minutes), cassette (1-120 minutes); open reel.

Brand name: Pan Can, Pan Canada.

Sov, see Ottawa Int'l.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2. Tel: (416) 625-8311. Pres. Robert B. Kerr. Sales & Mktg. Mgr. William Laing.

Audio: 8-tr. (40, 45, 60, 90); cassette (60, 90).

Brand name: Dynapak.

Superior Electronics Inc., 1330 Trans Canada Hwy. S., Montreal, P.Q. H9P 1H8. Tel: (514) 683-6331. VP & Gen. Mgr. F. Lawrence Plonka.

Audio: 8-tr. (45, 90), cassette (30, 45, 60, 90, 120); open reel (1200', 1800', 3600').

Brand name: TDK.

T D K, see Superior Electronics Inc.

T M 100, see Cinram Ltd.

Tracs, see Audio Magnetics Corp. of Canada Ltd.

Tracs Plus, see Audio Magnetics Corp. of Canada Ltd.

X H E, see Audio Magnetics Corp. of Canada Ltd.

#### TAPE, BULK RAW

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Audio: 8-tr., cassette, open reel.

Audio Magnetics Corp. of Canada Ltd., 1180 Martin-Grove Rd., Rexdale, Ont. M9W 5M9. Tel: (416) 245-4400.

Audio: 8-tr., cassette, open reel.

Capitol, see Will Farrow Assocs. Ltd.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. Will Farrow. Sales Mgr. Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: 8-tr., cassette, open reel.

Brand name: Capitol.

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

Audio: 8-tr., cassette, open reel.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres. H.E. Woolley.

VP, Sales Mgr.: John D. Williams; Treas.: A.J. Newton.

Audio: 8-tr., cassette, open reel.

### DUPLICATING & PROCESSING EQUIPMENT

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Product: Six-loop duplicators, master recorders.

Brand names: Ampex, Stencil.

Stencil, see Ampex of Canada.

### accessories manufacturers

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel: (416) 791-3100. VP & Gen. Mgr. J.L. Major. Sales Mgr. J.R. Farnelli. Adv. & Sales Promo. Mgr. L.J. Pepper. Branch: Dorval, P.Q., 681 Legume, Postal Code: H9P 1G3. Tel: (514) 636-4840.

Product: Head cleaners & demagnetizers, leader & splicing tape.

Capitol, see Will Farrow Assocs. Ltd.

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151. Pres. Will Farrow. Sales Mgr. Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape (Capitol).

Global Prods., 350 Sorauren Ave., Toronto, Ont. M8R 2G9. Tel: (416) 531-5751.

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

Hardman Inds. Ltd., 34 Greenboro Dr., Rexdale, Ont. M9W 1E1. Tel: (416) 245-7890. Telex: (06) 969625. Pres. Eric H. Hardman. VP: Eric S. Hardman. Sales Mgr. Walter Strick.

Product: Head cleaners (Hi-Performance).

Hi-Performance, see Hardman.

Nakamichi, see Superior Electronics Inc.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Telex: (06) 960159. Pres. H.E. Woolley. Treas. A.J. Newton. Sales Mgr. John D. Williams.

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

Parr's Print & Litho Ltd., 341 Naruacket Blvd., Scarborough, Ont. M1P 2P2. Tel: (416) 759-5601. Pres. V. Parr. Gen. Sales Mgr. R.A. Gray.



Today, Italian quality is less expensive.

- Compact cassettes, 8 track cartridges, component parts and accessories to assemble.
- CO easy to be opened.
- Compact cassettes, rolled up in different length.
- Boxes.
- 8 track cartridges.
- The whole production available in various colours.
- Production and sale of dies.
- Advice about the organization and installation of a full cycle production.

Corrado Bresolin  
Via XXV Aprile, 205  
20092 Cinisello B. (MI) Italy  
Phone: 02-9288064

# ecofina

## OVER AND OVER

QUALITY	QUANTITY	PRICE
DUPLICATION EQUIPMENT <b>GAUSS TELEFUNKEN</b> MASTER CONSOLE <b>TELEFUNKEN DOLBY B</b>	UP TO 5,000,000 PIECES IN THE YEAR CASSETTES PRINTED OR WITH LABEL <b>CARTRIDGE</b>	ALWAYS LESS THAN WHAT YOU EXPECT

Graphic Assistance • Printing Facility  
Delivery In Your Ware House  
In Any Part Of The World

P.S. DON'T FORGET OUR MACHINERY SALE EXPORT DEPARTMENT

**AUTOMATIC BOXING MACHINE**  
3,000 CASSETTES BOXED MACHINE PER HOUR

**AUTOMATIC WINDING MACHINE**  
UP TO 4,000 CASSETTES WITH ONE OPERATOR

**ECOFINA**

HEAD OFFICE: Via Leopardi, 8 20123 MILANO (Italy)  
Tel. 8690121-806125

FACTORY: Via Monviso, 21 20154 MILANO (Italy)  
Tel. 314766-3182272

Product: Catalog servs.  
 Steadytone (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. L4X 2E2 Tel. (416) 625-8311.  
 Pres.: Robert B. Kerr; Sales & Mktg. Mgr.: William Laing  
 Product: Head cleaners.  
 Superior Electronics Inc., 1330 Trans Canada Hwy. S., Montreal, P.Q. H9P 1H8. Tel. (514) 683-6331. VP & Gen. Mgr.: F. Lawrence Plotnick.  
 Product: Head demagnetizers & bulk erasers (Nakamichi).

● **store fixtures & merchandising aids manufacturers**

Will Farrow Assocs. Ltd., 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel. (416) 625-8151. Pres.: Will Farrow; Sales Mgr.: Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)  
 Product: Display racks.  
 Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G9. Tel. (416) 531-5751.  
 Product: Display racks.  
 Pan's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. M1P 2P2. Tel. (416) 759-5601. Pres.: V. Parr; Gen. Sales Mgr.: R.A. Gray.  
 Product: Browser boxes, divider cards.

● **playback/recording equipment**

Ampex of Canada Ltd., 132 East Dr., Bramalea, Ont. L6T 3T9. Tel. (416) 791-3100. VP & Gen. Mgr.: J.L. Major; Sales Mgr.: J.R. Pariselli; Adv. & Sales Promo. Mgr.: L.J. Pepper.  
 Branch: Dorval, P.Q., 681 Lepine, Postal Code: H9P 1G3. Tel. (514) 636-4840.  
 Audio & Video: Open reel (professional) rec'rs/players.  
 Automatic Radio Of Canada Ltd., 460 Coronation Dr., West Hill, Ont. M1E 3H4. Tel. (416) 284-6171. Pres.: A.B. McLeod; VP Sales: A.F. Ico-ton.  
 Audio: 8-tr. & cassette (auto) rec'rs/players.  
 Electrochrome Ltd., 809 Wellington St. N., Kitchener, Ont., Canada N2G 4J6. Tel. (519) 744-7111.  
 Audio: Electrohome/Planar 8-tr. (home) rec'rs/players.  
 Electrohome/Planar, see Electrochrome.  
 Fujitsu Ten, c/o Canadian Motor Inds. Holdings Ltd., 1291 Bellamy Rd. N., Scarborough, Ont. M1H 1H9. Tel. (416) 438-5042. Office Mgr.: M. Wakamatsu.  
 Audio: Ten 8-tr. & cassette (auto) rec'rs/players.  
 McKeen & Grabst Electronics Ltd., PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1. Tel. (613) 236-7242. Pres.: Douglas McKeen; Sales Mgr.: Paul Gladish; Adv. Mgr.: Robin Sparks.  
 Audio: Revox open reel (consumer) rec'rs/players; Teac cassette (home, portable) & open reel (consumer) rec'rs/players.  
 Nakamichi, see Superior.  
 Revox, see McKeen & Grabst.  
 Sanyo, see Superior.  
 Superior Electronics Inc., 1330 Trans Canada Hwy.

S. Montreal, P.Q. H9P 1H8. Tel. (514) 683-8331. VP & Gen. Mgr.: F. Lawrence Plotnick.  
 Audio: Nakamichi cassette (home, auto, portable, professional) & Sanyo & Superior cassette (home, auto, portable) rec'rs/players.  
 Teac, see McKeen & Grabst.  
 Ten, see Fujitsu Ten.

**GERMAN FEDERAL REPUBLIC**

● **services**

**DESIGN & ARTWORK**

Bellaphon Recs., Riedel & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt/Main. Tel. (0611) 23-08-01. Telex: (04) 16046. Gen. Mgr.: Branko Zivanovic; Sales Mgr.: Theo P. Pitzer.  
 Cosmic News GmbH, PO Box 850227, D-5000 Cologne 80. Tel. (0221) 68-25-74. Telex: (08) 873445. Pres.: Rolf Kaiser.  
 Iton, Fichtenstr. 37, D-8043 Unterfoehring. Tel. (089) 950-3532. Gen. Mgr.: Ingo Klingbeil.  
 Lollipop Prod'n, Leopoldstr. 42, D-8000 Munich 19. Tel. (089) 39-77-95. Gen. Mgr.: Ingo Klingbeil.  
 Hans Sikorski (Int'l te Musikverlage), Johnsallee 23, D-2000 Hamburg 13. Tel. (040) 44-62-45. Telex: (02) 11027. Co-Pres.: Dr. Hans & Hanna Sikorski.  
 Sonopress/Reinhard Mohn ohG, Carl Bertelsmannstr. 161, D-4830 Guetersloh. Tel. (05241) 831. Telex: (09) 33832. Gen. Mgr.: Uwe Swientek; Sales Mgr.: Heinz Kirchberg.  
 Heinz Ulm-Music & Promos., Voelkstr. 34, 8900 Augsburg. Tel. (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.

**PACKAGING & LABELING**

M D R (Magnetic Disc Rec'g) GmbH Germany, PO Box 140105, D-8500 Nurnberg. Tel. (0911) 63-64-08. (09122) 864-40. Telex: (06) 23987. Dir.: Erich Rabe; Sales Mgr.: M. Rabe. (Video only).  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12. Tel. (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank. (Audio & Video).  
 Sonopress/Reinhard Mohn ohG, Carl Bertelsmannstr. 161, D-4830 Guetersloh. Tel. (05241) 831. Telex: (09) 33832. Gen. Mgr.: Uwe Swientek; Sales Mgr.: Heinz Kirchberg. (Audio only).

**PRINTERS & LITHOGRAPHERS**

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78.  
 Cosmic News GmbH, PO Box 850227, D-5000 Cologne 80. Tel. (0221) 68-25-74. Telex: (08) 8673445. Pres.: Rolf Kaiser.  
 M P S Recs. GmbH, Richthofenstr. 3, D-7730 Villingen. Tel. (07721) 5-20-07. Pres. & Gen. Mgr.: Hans Georg Brunner-Schwer.  
 Hans Sikorski (Int'l te Musikverlage), Johnsallee 23, D-2000 Hamburg 13. Tel. (040) 44-62-45. Telex: (02) 11027. Co-Pres.: Dr. Hans & Hanna Sikorski.  
 Sonopress/Reinhard Mohn ohG, Carl Bertelsmannstr. 161, D-4830 Guetersloh. Tel. (05241) 831. Telex: (09) 33832. Gen. Mgr.: Uwe Swientek; Sales Mgr.: Heinz Kirchberg.  
 The Wurzburg Music Publ'g Co., Viehgasse 62.

D-7300 Esslingen/N. Tel. (0711) 35-02-44.  
 Dir.: Luciano Wurtzburger; Gen. Mgr.: Jack Cunningham; Sales Mgr.: Helga Zeger.

**CUSTOM DUPLICATORS**

Attacca Musikverlag, Dr. Hammacherstr. 3, D-4100 Duisburg-Ruhrort. Tel. (02131) 8-13-78.  
 Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel. (089) 22-50-57. Cable: ASONA. Telex: (05) 22084. Dir. & Gen. Mgr.: Alf Kuerzeder.  
 Audio: Cassette, open reel.  
 Bauer KG (Tonstudio), Markgroeningenstr. 46, D-7140 Ludwigsburg-Eglosheim 10. Tel. (07141) 3-10-98. Telex: (07) 264806. Mng. Dir.: Rolf Bauer.  
 Bellaphon Recs., Riedel & Co. KG, Mainzer Landstr. 87-89, D-6000 Frankfurt/Main. Tel. (0611) 23-08-01. Telex: (04) 16046. Gen. Mgr.: Branko Zivanovic; Sales Mgr.: Theo P. Pitzer.  
 Audio: Cassette.  
 Cassette, Wallensteinstr. 22, D-8192 Geretsried 2. Tel. (08171) 42-40. Telex: (05) 26331.  
 Audio: Cassette.  
 E M I Electrola GmbH, Maarweg 149, D-5000 Cologne 41. Tel. (0221) 4-90-21. Telex: (08) 881290. Mng. Dir.: Friedrich E. Wottawa.  
 Audio: Cassette.  
 I T P Tonband-Produktions KG, Potsdamerstr. 30, D-1000 Berlin 30. Tel. (030) 261-1111. Cable: INTERBAND. Telex: 184378. Gen. Mgr.: Karl Blatz.  
 M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (07751) 32-58.  
 Audio: 8-tr., 8-tr. quadraphonic, cassette.  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12. Tel. (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank.  
 Audio: Cassette.  
 Video: 1/2" cassette, VCR cassette.  
 Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel. (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.  
 Audio: Cassette.  
 Polyband Gesellschaft fuer Tontrager mbH & Co. KG, Sonnenstr. 20, D-8000 Munich 15. Tel. (089) 55-41-98, 59-41-00.  
 Audio: Cassette.  
 Rhenus Musikstudio Godorf (1967), Godorf, D-5000 Cologne. Tel. (0221) 38-01-47. Dir.: Karl-Heinz Muenchow; Studio Mgr. & Chief Eng.: Guenther Beyer.  
 Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74.  
 Sonopress/Reinhard Mohn ohG, Carl Bertelsmannstr. 161, D-4830 Guetersloh. Tel. (05241) 831. Telex: (09) 33832. Gen. Mgr.: Uwe Swientek; Sales Mgr.: Heinz Kirchberg.  
 Audio: Cassette.  
 Heinz Ulm-Music & Promos., Voelkstr. 34, D-8900 Augsburg. Tel. (08202) 555; (0821) 51-55-55. Cable: HELMMUSIC. Dir.: Heinz Ulm.  
 Audio: Cassette.  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel. (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185331. Pres.: W.D. Warren; Gen. Mgr.: Eugene Elskens.  
 Video: 1/2" cassette, 1/2" EIAJ open reel.

● **supplies**

**CARTRIDGE & CASSETTE PARTS**  
 Dietrich Schar Schmidt Studioausrustung, Ger-

**INTERNATIONAL**

notstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.  
 Audio: All cassette parts.  
 Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74.  
 3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel. (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.  
 Toka Kunststoff-GmbH, Schwarzwaldstr. 19, D-7893 Jestetten. Tel. (07745) 75-08. Telex: 7921476. Gen. Mgr.: Peter K. Wirtz.  
 Audio: Cassette parts.

**EMPTY CARTRIDGES, CASSETTES & REELS**

Agfa-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel. (02172) 301. Telex: 8510871.  
 Audio: Cassette, open reel.  
 Audio Club, see Magna.  
 Eurotape, PO Box 233, D-2408 Timmendorfer Strand. Tel. (04503) 38-49.  
 Audio: 8-tr., cassette.  
 M D A, see Dietrich Schar Schmidt.  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12. Tel. (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank.  
 Audio: Cassette, open reel.  
 Brand name: Audio Club, Magna.  
 Video: Cassette.  
 Philips GmbH, PO Box 101420, Moenckebergstr. 7, D-2000 Hamburg 1. Tel. (040) 3-29-71. Telex: (02) 161587.  
 Audio: Cassette.  
 Dietrich Schar Schmidt Studioausrustung, Ger-notstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.  
 Audio: Cassette.  
 Brand name: MDA.  
 Scotch, see 3M.  
 3M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel. (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.  
 Audio: 8-tr., cassette, open reel.  
 Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette.  
 Brand name: Scotch.  
 Toka Kunststoffe GmbH, Schwarzwaldstr. 19, D-7893 Jestetten. Tel. (07745) 75-08. Telex: 7921476. Gen. Mgr.: Peter K. Wirtz.  
 Audio: Cassette.  
 Brand names: Galaxy, Toka.  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel. (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185331. Pres.: W.D. Warren; Gen. Mgr.: Eugene Elskens.  
 Video: 1/2" cassette, 1/2" EIAJ open reel.  
 Brand names: Memorex, Sony.

Frankfurt/Main 50. Tel. (0611) 57-06-78, 49-83.  
 Audio: Cassette.  
 Cassetti, Wallensteinstr. 22, D-8192 Geretsried 2. Tel. (08171) 60840. Telex: (05) 26331.  
 Galaxy, see Toka.  
 M C S Music & Cassette Supply GmbH, Lenzburgerstr. 2, D-7890 Waldshut. Tel. (07751) 32-58.  
 Audio: 8-tr., cassette.  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12. Tel. (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank.  
 Audio: Blank-cassette, open reel, raw-cassette.  
 Video: VCR cassette.  
 Memorex, see W.D. Warren.  
 Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz. Tel. (05441) 2293, 1812. Cable: PALAS. Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Ass't: Ingeborg Grossmann.  
 Audio: Cassette.  
 S E C I, see Dietrich Schar Schmidt.  
 Dietrich Schar Schmidt Studioausrustung, Ger-notstr. 11, D-8000 Munich 40. Tel. (089) 30-65-46. Cable: PROSTUDIO. Pres.: Dietrich Schar Schmidt.  
 Audio: Blank-cassette, open reel, raw-cassette.  
 Video: 1" open reel.  
 Brand name: SECI.  
 Scotch, see 3M.  
 Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1. Tel. (040) 24-67-74. (Blank only).  
 Sony, see W.D. Warren.  
 Taunus Ton Technik, Steinhuehler, 26, D-6380 Bad Homburg-Obermerbach. Tel. (06172) 4-10-14. Telex: (04) 15959.  
 Audio: Cassette.  
 3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel. (02101) 141. Gen. Mgr.: Bo Ekman; Sales Mgr.: Juergen Wagner.  
 Audio: 8-tr., cassette, open reel.  
 Video: 1" open reel, 1" cartridge, 1/2" cassette, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette.  
 Brand name: Scotch.  
 Toka Kunststoffe GmbH, Schwarzwaldstr. 19, D-7893 Jestetten. Tel. (07745) 75-08. Telex: 7921476. Gen. Mgr.: Peter K. Wirtz.  
 Audio: Cassette.  
 Brand names: Galaxy, Toka.  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag. Tel. (06103) 6-10-51. Cable: WAMESCO. Telex: (04) 185331. Pres.: W.D. Warren; Gen. Mgr.: Eugene Elskens.  
 Video: 1/2" cassette, 1/2" EIAJ open reel.  
 Brand names: Memorex, Sony.

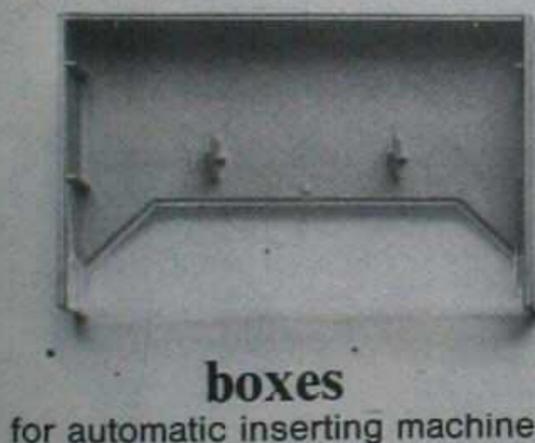
**DUPLICATING & PROCESSING EQUIPMENT**

Agfa-Gevaert AG, D-5090 Leverkusen-Bayerwerk. Tel. (02172) 301. Telex: 8510871.  
 Audio: Calibration tapes, cutter sets.  
 Asona, see Auvis-Asona.  
 Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22. Tel. (089) 22-50-57. Cable: ASONA. Telex: (05) 22084. Dir. & Gen. Mgr.: Alf Kuerzeder.

(Continued on page TS-36)

**high quality level  
 co cassettes and component parts**

graphited mylar shims  
 technically accurate hubs made of acetalic resin  
 flanged guide rollers on precision plastic pin phosphorous-bronze spring pad  
 Available with or without lugs and pressure or screw closing



**boxes**

for automatic inserting machine

**8 track  
 cartridges**



Nuova Societa Italiana Articoli Tecnici S.R.L.  
 21047 Saronno (Varese) Italy, via Dell'Orto, 21 phone 02 - 9607450 - 9607485

# INTERNATIONAL

Audio: 8-tr & cassette duplicating equip., winding & labeling machines  
**Brand name:** Asona  
 3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1, Tel: (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner (Audio & Video)  
**Product:** Cassette duplicators.  
**Brand name:** Wolfemak  
 Eberhard Vollmer, Schillerstr. 7, Plochingen/N, Tel: (07153) 2-10-04. Cable: VOLLMER WERK, Gen. Mgr. & Eng.: Eberhard Vollmer, Sales Mgr.: Ms. I. Marcon  
 Wolfemak, see 3M

## ● accessories manufacturers

Agh-Gevaert AG, D-5090 Leverkusen/Bayerwerk, Tel: (02172) 301. Telex: 8510871.  
**Product:** Head cleaners, leader & splicing tape.  
 D. Kretz (Automaten-Serv.), Solferstr. 179, D-7500 Karlsruhe 1, Tel: (0721) 55-56-60, 59-07-20. Pres.: Dietrich Kretz; Sales Mgr.: Gertrud Drost.  
**Product:** Carrying & storage cases, head cleaners, demagnetizers.  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12, Tel: (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape.  
 Orchestria GmbH, PO Box 188, Auf Dem Each 8, D-2840 Diepholz, Tel: (05441) 2293, 1812. Cable: PALAS, Telex: (09) 41221. Gen. & Sales Mgr.: Rolf Neumann; Asst.: Ingeborg Grossman.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers.  
 Dietrich Scharschmidt Studioausrüstung, Gertrudstr. 11, D-8000 Munich 40, Tel: (089) 30-65-48. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.  
**Product:** Head cleaners & demagnetizers, leader tape.  
 Schweizer Design Euroale GmbH, Koenigsweeg 3, D-4973 Vlotho, Tel: (05733) 50-41. Telex: 971217. Mng. Div.: G. Deja, Dr. M. Gaier.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers.  
 Teac, Tonband-Anlagen-Vertriebe GmbH, Egenstr. 2, D-6200 Wiesbaden-Erbenheim.  
**Product:** Head cleaners & demagnetizers.  
 3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1, Tel: (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner.  
**Product:** Leader & splicing tape.  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag, Tel: (06103) 6-10-51. Cable: WAMESCO, Telex: (04) 185331. Pres.: W.D. Warren, Gen. Mgr.: Eugene Elskens.  
**Product:** Carrying & storage cases.

## ● store fixtures & merchandising aids manufacturers

D. Kretz (Automaten-Serv.), Solferstr. 179, D-

7500 Karlsruhe 1, Tel: (0721) 55-56-60, 59-07-20. Pres.: Dietrich Kretz; Sales Mgr.: Gertrud Drost.  
**Product:** Display racks.  
 Schweizer Design Euroale GmbH, Koenigsweeg 3, D-4973 Vlotho, Tel: (05733) 50-41. Telex: 971217. Mng. Div.: G. Deja, Dr. M. Gaier.  
**Product:** Browser boxes, display racks.  
 3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1, Tel: (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner.  
**Product:** Display racks.  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag, Tel: (06103) 6-10-51. Cable: WAMESCO, Telex: (04) 185331. Pres.: W.D. Warren, Gen. Mgr.: Eugene Elskens.  
**Product:** Display racks.

## ● playback/recording equipment

A E G-Telefunken, PO Box 2154, D-7750 Konstanz.  
 A S A Musik Vertrieb GmbH, Friedrichstr. 40, D-6000 Frankfurt/Main, Tel: (0611) 72-78-72.  
**Brand names:** SMS, Sui B.  
 Audio Club, see Magna.  
 Audiolive, Kyffhaeusstr. 10/46-48, D-5000 Cologne 1, Tel: (0221) 23-09-10, 430-7425.  
 R. Barth, Elektronik & Akustik KG, Grillparzerstr. 6a, D-2000 Hamburg 78, Tel: (040) 229-6883. Telex: 212095. Pres. & Gen. Mgr.: Ruediger Barth; Admin. Mgr.: Hartwig K. Furtz.  
**Audio:** MC1.  
 Demon, see Nippon Columbia.  
 E M I Voxson GmbH, Aachenerstr. 312, D-5000 Cologne 41.  
 I D E, see MDR.  
 J V C Nivico, see Nippon Victor.  
 M C I, see R. Barth.  
 M D R (Magnetic Disc Rec'g) GmbH Germany, PO Box 140105, D-8500 Nurnberg, Tel: (0911) 63-64-08, (09122) 864-40. Telex: (06) 23987. Dir.: Erich Rabe; Sales Mgr.: M. Rabe.  
**Audio:** IOS.  
**Video:** MDR.  
 Magna Produktions GmbH, Juliusstr. 10-11, D-1000 Berlin 12, Tel: (030) 684-40-20. Telex: 183845. Gen. Mgr.: Juergen Freidank.  
**Audio:** Magna, Audio Club.  
**Video:** Magna.  
 Nippon Columbia Co. Ltd., Kaufmannstr. 1, Zimmer 126, D-2000 Hamburg 36.  
**Brand name:** Demon.  
 Nippon Victor (Europe) GmbH, Schellingstr. 12, D-2000 Hamburg 78, Tel: (040) 20-13-32. Cable: VICTOR EUROPA, Telex: 211381.  
**Brand name:** JVC Nivico (Japan).  
 S E C I, see Dietrich Scharschmidt.  
 S M S, see ASA.  
 Dietrich Scharschmidt Studioausrüstung, Gertrudstr. 11, D-8000 Munich 40, Tel: (089) 30-65-48. Cable: PROSTUDIO. Pres.: Dietrich Scharschmidt.  
**Audio & Video:** SECI.  
 Sony, see W.D. Warren.  
 Sui B, see ASA.  
 Teledec (TED), Heussweg 25, D-2000 Hamburg 19.  
 Telefunken, see AEG-Telefunken.

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1, Tel: (02101) 141. Gen. Mgr.: Bo Ekman, Sales Mgr.: Juergen Wagner (Audio & Video)  
 W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag, Tel: (06103) 6-10-51. Cable: WAMESCO, Telex: (04) 185331. Pres.: W.D. Warren, Gen. Mgr.: Eugene Elskens.  
**Audio & Video:** Sony (Japan)  
 Konrad Wolf Musikproduktion, Alte Dorfstr. 22, D-2000 Hamburg 65, Tel: (040) 605-2333.

# ITALY

## ● services

**DESIGN & ARTWORK**  
 Mario Convertino, Via Giovannino de Grassi 3, Milan, Tel: (02) 808 718.  
 Gianni Greguoli, Via Vincenzo Monti 77, Milan, Tel: (02) 439 487.  
 Guarnini Ed., Via Mercato 3, 20121 Milan, Tel: (02) 873 865, 898 635.  
 Sciascia SaS (Ed.), Via Giacomo Brodolini, Rizzano, 20089 Milan, Tel: (02) 825 8041. Pres.: Armando Sciascia; Gen. & Sales Mgr.: Sergio Sciascia.  
 Studio 52, Via Pasteur 18, Milan, Tel: (02) 28 53 483.  
 Luciano Tallarini, Via Carlo d'Adda 9, 20143 Milan, Tel: (02) 83 25 776, 804 908. Chief Exec.: Luciano Tallarini.  
 Task, Via G. Leopardi 14, 20123 Milan, Tel: (02) 865 871/897.

## PACKAGING & LABELING

Areston Srl, Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan), Tel: (02) 98 46 974. Telex: 35446. Pres.: Alfredo Rossi; Factory Mgr.: Carlo Barbaroschi; Sales Mgr.: Riccardo Benini; Int'l Mgr.: Graham Johnson (Audio only).  
**Branch:** 00195 Roma, Via Cantore 17, Tel: (06) 386 250.  
 Av. El. Ca. Srl, V. Emanuele 16, Saronno, Tel: 960 54 13. Mng. Dir. & Gen. Mgr.: Sergio Moretti; Sales Mgr.: Edoardo Benetton (Audio only).  
 Duplo Magnetic, Via Leida 8, 37100 Verona, Tel: (045) 504 491. Gen. Mgr.: Giuseppe Zarrando; Sales Mgr.: Arnaldo Basso (Audio only).  
 Fwen, Via Di Bandozza 8, Galleria Guati, Vecchiano (Pisa), Tel: (050) 868 079. Gen. Mgr.: Fiorello Venditti (Audio only).

## PRINTERS & LITHOGRAPHERS

C B S-Sugar Compagnia Generale del Disco SpA, Via Quintiliano 40, 20138 Milan, Tel: (02) 50 84. Cable: COLREC. Pres.: Ladislao Sugar; Exec. Gen. Mgr.: Piero Sugar; Mngs.: G. Gianini, F. Crepas, S. Delor.  
 Ecofina Srl, Via Leopardi 8, 20123 Milan, Tel: (02) 86 90 121, 806 125. **Factory:** Via Mammaso 21, Tel: (02) 314 766.  
 G T E (General Tape Equip.) Srl, Via dei Cybo 4, 20127 Milan, Tel: (02) 28 20 839, 28 53 093. Telex: 25046. Pres.: Ottaviano Clerici Baggioz.

## CUSTOM DUPLICATORS

Ambrosio Discografica SaS, Via Brasile 13, 20090 Limite di Piostello (Milan), Tel: (02) 904 78 51.  
**Branch:** 20121 Milan, Via San Paolo 15, Tel: (02) 865 578.  
**Audio:** 8-tr, cassette.  
 Ampex Italiana SpA, 8 Via Turati, 20121 Milan, Tel: (02) 651 541. Cable: AMPEXITAL.  
**Home office:** USA.  
**Audio:** 8-tr, cassette.  
 Areston Srl, Via Massimo Gorki 21, Strada Zivido, 20098 San Giuliano (Milan), Tel: (02) 98 46 974. Telex: 35446. Pres.: Alfredo Rossi; Factory Mgr.: Carlo Barbaroschi; Sales Mgr.: Riccardo Benini; Int'l Mgr.: Graham Johnson.  
**Branch:** 00195 Roma, Via Cantore 17, Tel: (06) 386 250.  
**Audio:** 8-tr, cassette.  
 C B S-Sugar Compagnia Generale del Disco SpA, Via Quintiliano 40, 20138 Milan, Tel: (02) 50 84. Cable: COLREC. Pres.: Ladislao Sugar; Exec. Gen. Mgr.: Piero Sugar; Mngs.: G. Gianini, F. Crepas, S. Delor.  
 Cinevox Rec. SpA, Via Lombardia 40, 00187 Rome, Tel: (06) 47 50 764, 461 614. Pres.: Cesare Andrea Bixio; Gen. Mgr.: Carlo Bixio; Sales Mgr.: Franco Bixio.  
**Branch:** Milan, Via Borgogna 7, Tel: (02) 701 107.  
 Duplex Int. Musicali SpA, Via Per Cadrazzate 5, 21020 Brebbia (Varese), Tel: (0332) 770 784/185. Telex: 38231.  
 Diplomatic Rec'g Tape, Via Nazario Barzaglia 4, 20127 Milan, Tel: (02) 291 226. Chief Exec.: Giulio Mezzadra; Gen. Mgr.: Aldo Mezzadra; Sales Mgr.: Silvestri Liliana.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette, open reel, open reel quadraphonic.  
 Duplinox, Viale L. Muratori 187, 41100 Modena, Tel: 237 268.  
**Audio:** 8-tr, cassette.  
 Duplo Magnetic, Via Leida 8, 37100 Verona, Tel: (045) 504 491. Gen. Mgr.: Giuseppe Zarrando; Sales Mgr.: Arnaldo Basso.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette, open reel, open reel quadraphonic.  
 Durema (Duplicazione Registrazioni Magnetiche & Nastro Video) SpA, Via Imperia 28, 20142 Milan, Tel: (02) 843 7344/0740. Mng. Dir.: Gen. & Sales Mgr.: Dr. Claudio Occhiame; Technical Mgr.: Paolo Maggolini.  
**Audio:** 8-tr, cassette, open reel.  
**Video:** 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" Philips.  
 Durium SpA, Via Trieste, Erba (Como), Tel: 61 426. Pres.: Nikkor Mintangan.  
**Audio:** 8-tr, cassette.  
 E M I Italiana SpA, Via Bergamo 315, Caronno Pertusella, Tel: (02) 96 50 702. Cable: EMITAL SARONNO. Telex: 23679. Mng. Dir.: John Bush; Financial Dir.: Vittorio Magnoli.  
 Ecofina Srl, Via Leopardi 8, 20123 Milan, Tel: (02) 869 0121, 806 125. **Factory:** Via Mammaso 21, Tel: (02) 314 766.  
**Audio:** 8-tr, cassette.  
 Emmes SpA, Corso Monforte 20, 20122 Milan, Tel: (02) 793 911, 792 780.  
**Audio:** 8-tr, cassette.  
 Fwen, Via Di Bandozza 8, Galleria Guati, Vecchiano (Pisa), Tel: (050) 868 079. Gen. Mgr.: Fiorello Venditti.  
**Audio:** Cassette, open reel.  
 Fonit-Cetra SpA, Via Bertola 34, 10122 Turin, Tel: (011) 57 52. Pres.: Renato Zaccone; Gen. Dir.: Dr. Giuseppe Lamberti; Sales Mgr.: Luigi Arduno.

Fonit Fonosonica, Via Alberto 21, 20123 Milan, Tel: (02) 84 84 628.  
**Audio:** Cassette.  
 Fonosonica C.A. Rossi Srl, Via Barletta 11, 20141 Milan, Tel: (02) 53 92 392.  
 Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan), Tel: (02) 90 48 815. Telex: 31371, 37607. Gen. Mgr.: Dr. R. Bregni; Sales Mgr.: L. Bassani.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette.  
 I R I (Industria Riunite Italiane) Srl, Via Vesputate 22, 27030 Confindenza (Pavia), Tel: (0384) 64 054/000.  
**Audio:** 8-tr, cassette.  
 L E M (Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4/A, 20132 Milan, Tel: (02) 25 69 998.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette, open reel.  
 M T E, Via Matteotti 32, 40129 Bologna, Tel: (051) 368 792.  
**Audio:** 8-tr, cassette.  
 Mangiari Srl, Via G. Di Vittorio 307/6, 20099 Sesto San Giovanni (Milan), Tel: (02) 24 85 019.  
**Audio:** 8-tr, cassette.  
 N M A (Nastro Magnetico & Affini), Via Candiani 101, 20158 Milan, Tel: (02) 37 83 000.  
**Audio:** 8-tr, open reel.  
 Phonostar SpA, Via G. Rossini, 20067 Tribiano (Milan), Tel: (02) 90 84 646. Gen. Mgr.: Alan C. Trosser; Factory Mgr.: Giuliano Beacci.  
 Phonotype Rec., Via Enrico de Marinis 4, 80134 Naples, Tel: (081) 314 140, 322 894. Dir. Gen.: Fernando Esposito; Gen. Mgr.: Roberto Esposito; Sales Mgr.: Vincenzo Esposito; Technical Mgr.: Raffaele Esposito.  
 R C A SpA, PO Box 7158, 00100 Rome, Via Tiburtina, Km. 12, 00131 Rome, Tel: (06) 416 041. Telex: 81428.  
 Revival Srl, Via Privata Denis 17, 22051 Bellano (Como), Tel: (0341) 821 250. Gen. Mgr.: Turmaso Grossi.  
**Audio:** 8-tr, cassette.  
 Ri-Fi Rec. Co. SpA, Corso Buenos Aires 77, 20124 Milan, Tel: (02) 273 641. Mng. Dir. & Gen. Mgr.: Giovanni Battista Anselotti; Sales Mgr.: Piero Lafalca.  
 Rusty Phonics, Via Cuneo Immacolato di Maria 10/A, 20141 Milan, Tel: (02) 84 90 282.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette.  
 S E C I (Societa Elettrotecnica Chimica Italiana) SpA, Via G.B. Grassi 97, 20157 Milan, Tel: (02) 35 55 146, 35 70 946. Cable: SELECH HEMIT. Telex: 37269. Mng. Dir.: L. Lang.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette, open reel, open reel quadraphonic.  
**Video:** 1" open reel, 1/2" EIAJ open reel.  
 Sear Srl, Via Gramsci 4, 20016 Pers (Milan), Tel: 353 0573/0564. Pres.: Walter Gurtler; Gen. & Sales Mgr.: Sergio Balloni.  
 Sem Sound Italiana Srl, Via Edison 100, 20019 Settimo Milanese (Milan), Tel: (02) 32 82 366/337.  
**Audio:** 8-tr, 8-tr quadraphonic, cassette.  
 Stereostudio, Via Ventimiglia 194, 10127 Turin, Tel: (011) 697 125.  
**Audio:** Cassette.  
 Studio 7, Via Santa Lucia 20, 80132 Naples, Tel: (081) 390 643.  
 Vidison Srl, Via de Amicis 28, 20123 Milan, Tel: (02) 873 721. (Video only).

## ● supplies

**CARTRIDGE & CASSETTE PARTS**  
 A T B (Apparecchiature Tecniche Bimetalliche) SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan), Tel: (02) 998 99 76. Telex: Carcade 37494. Mng. Dir.: Abramo Bordignon.

Audio: Single & band assembled components for cassettes, digital cassettes & 8-tr, 16-tr, tape & anti-friction liners, full, flat & fluted shields in any magnetic alloy, customer-specified supplies.  
**Audio Devices:** see Neumannacoustic.  
 Bresolin & Co., Via XXV Aprile 205, Cinisello B., Milan, Tel: (02) 928 8064. Pres.: Corrado Bresolin.  
**Audio:** All parts.  
 Fraem (Societa Individuale di Gaetano Cesare), Via Niccodemi 5, 20156 Milan, Tel: (02) 367 693. Gen. Mgr.: Gaetano Cesare.  
 Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan), Tel: (02) 90 48 815. Telex: 31371, 37607. Gen. Mgr.: Dr. R. Bregni; Sales Mgr.: L. Bassani.  
**Audio:** Hubs & rollers.  
 M D A Cassames, Srl, Via San Giuseppe 12, 21047 Saronno (Varese), Tel: (02) 962 0914. Sales Mgr.: Romano Descalci.  
 Neumannacoustic di Roberto Bepato, Via G. Ferrini 3, 20131 Milan, Tel: (02) 228 20 278.893. Cable: BEPPATOMI. Owner: Roberto Bepato; Sales Mgr.: David Buterera.  
**Branch:** 00143 Rome, Via G. Armellini 6. Tel: (06) 55 14 809. Contact: Livio Argenti.  
**Brand name:** Audio Devices.  
 Nuova SIAT (Societa Italiana Artifici Tecnici), Via dell'Orto 21, 21047 Saronno (Varese), Tel: (02) 960 7485/7450. Cable: SIAT. Mng. Dir.: Edoardo Benetton (Audio only).  
 Pielte SaS, Via Minico 2, 20139 Milan, Tel: 53 91 103.  
 Parzone & Vico, Via Marconi 87, 17017 Millesimo (Savona).  
 Sonorex Tape SpA, Via Bonifazio 14, 25048 Zago San Martino (Brescia), Tel: (030) 725 382.  
**Audio:** Cassette parts.  
 Start Srl, Via Coma 25, Rovellasca (Como), Tel: (02) 964 2245/2410. Telex: 33080. F. Mano Colombo; Gen. Mgr.: Danilo De Santis; Sales Mgr.: Luigi Cane.  
**Audio:** All parts.  
 Tape System, Via Maffucci 55, 20158 Milan, Tel: 37 60 814.  
 Universal Plastic, Via San Francesco 1, 20061 Carugate (Milan), Tel: (02) 954 079.  
**Audio:** Cassette parts.

## EMPTY CARTRIDGES, CASSETTES & REELS

Audio Devices, see Neumannacoustic.  
 Bresolin & Co., Via XXV Aprile 205, Cinisello B., Milan, Tel: (02) 928 8064. Pres.: Corrado Bresolin.  
**Audio:** 8-tr, cassette, open reel.  
 Comp-Ray, see Start.  
 Fraem (Societa Individuale di Gaetano Cesare), Via Niccodemi 5, 20156 Milan, Tel: (02) 367 693. Gen. Mgr.: Gaetano Cesare.  
 G T E (General Tape Equip.) Srl, Via dei Cybo 4, 20127 Milan, Tel: (02) 28 20 839, 28 53 093. Telex: 25046. Pres.: Ottaviano Clerici Baggioz.  
**Audio:** 8-tr, cassette.  
 Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan), Tel: (02) 90 48 815. Telex: 31371, 37607. Gen. Mgr.: Dr. R. Bregni; Sales Mgr.: L. Bassani.  
**Audio:** Cassette.  
**Brand name:** King Sound.  
 King Sound, see Genca.  
 M D A Cassames, Srl, Via San Giuseppe 12, 21047 Saronno (Varese), Tel: (02) 962 0914. Sales Mgr.: Romano Descalci.  
**Audio:** 8-tr, cassette.

(Continued on page TS-37)

# CASSETTES HIGH OUTPUT LEVELS



A.T.B. s.p.a.



20030 Senago (Milan) Italy  
 Via P. Togliatti, 30  
 Tel: (02) 988975-7-8

**SINGLE AND BAND ASSEMBLED COMPONENTS FOR CASSETTES DIGITAL CASSETTES AND 8-TRACK CARTRIDGES**

Spring pads and anti-friction liners. Full, flat and full-foam shields in any magnetic alloy. Supplies on customer design.

Quality is just...  
**S**hrewdness in economizing  
**T**alent in planning  
**A**pplication in manufacturing  
**R**igour in controlling  
**T**enacity in selling

SO WE STARTED WORKING TO PRODUCE AN ECONOMICAL CASSETTE THAT WORKS LIKE A COMPUTER CASSETTE. WE FILED 3 PATENTS (ONE IS STILL PENDING) SO COMP-RAY WAS BORN:

TOLERANCES 50% LOWER THAN STANDARDS.  
 FRICTION 30% LOWER THAN STANDARDS.  
 WASTES 80% LOWER THAN STANDARDS (<0.2%).

AND SUCH REDUCED WEAR THAT A C 90 CAN EXCEED 48 HOURS OF FAST WINDING. MAINTAINING A PERFECT OPERATING CONDITION AND GETTING THROUGH THE PHILIPS TEST.

WE HAD AN EXCELLENT BOX, BUT NOBODY REMEMBERS IT SINCE WHEN COMP-RAY WAS BORN. WHO, WITHOUT LYING, COULD SAY HIS CASSETTE IS THE MOST CONVENIENT. HE NEVER TRIED COMP-RAY.



START s.r.l.  
 Works: via Coma, 25/27  
 20089 Rovellasca  
 Tel: (02) 962215/9642240  
 Export office: Tel: (02) 627841  
 Telex 33080 DIAMANTE

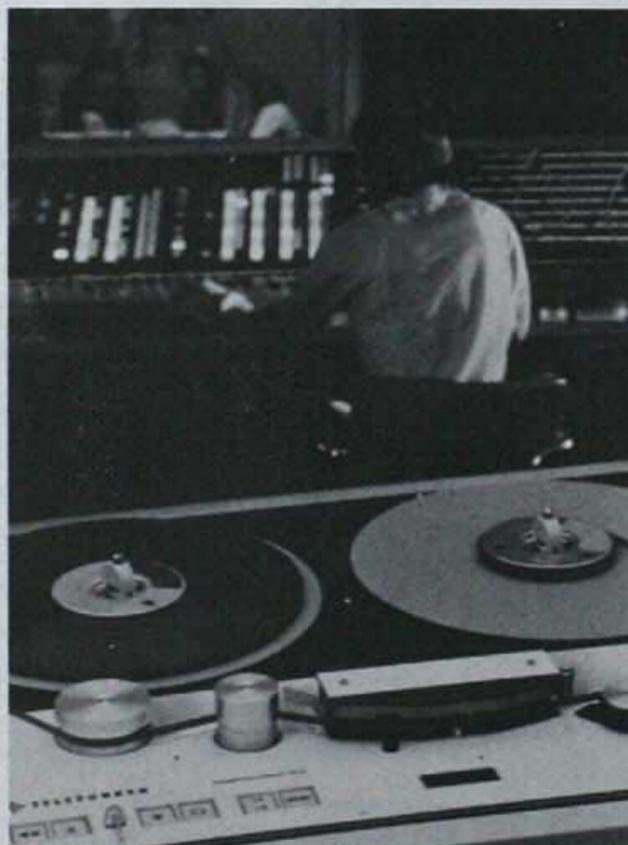
magnetophon 15A

# Our tradition of excellence your decision for today M15A

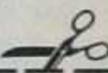
Today's ever increasing quantity and complexity of Control Room equipment makes the concept of solid engineering and trouble-free performance more important than ever before. AEG-TELEFUNKEN, the developer of the world's first professional tape recorder, has been the leader for well over 35 years — longer than any other manufacturer in the field. Their engineers apply this experience and the excellent rapport they enjoy with their many demanding clients worldwide to make sure that today's magnetophon always reflects an optimum balance between objective quality, serviceability, human engineering and price.

Today we present the latest result of AEG-TELEFUNKEN's efforts: The new magnetophon 15A — based on the M 15 deck, proven in years of service throughout the world. The M15A — the master recorder for today and for tomorrow.

— new and more compact electronic assembly built into the deck itself features all-electronic timed switching, which permits electronic editing without modulation overlap on RECORD activation or the »hole« usually experienced after STOP.



— electronic digital timer as standard equipment; a highly sophisticated »auto-locator« provides heretofore unheard of operating ease and time economy.  
— improved performance-to-price ratio makes AEG-TELEFUNKEN quality more affordable than ever before.  
— our virtual zero-defect experience is unmatched in the master recorder field. In the highly unlikely case of a service need, you will find knowledgeable engineers and field service people, fully equipped with spare parts, as close as your telephone, no matter where you are located.

We'll be happy to send you our 16-page full-color English/German detailed brochure if you will mail the coupon below to the appropriate address. 

## Coupon

Please send me the brochure on »magnetophon 15A«

Name \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Telephone \_\_\_\_\_

Gotham Audio Corporation  
741 Washington St.  
New York, N.Y. 10 014

Hayden Laboratories Ltd.  
Churchfield Road  
Chalfont St. Peter, Bucks. SL9 9EW

AEG-TELEFUNKEN  
Energie- und Industrietechnik  
Magnetbandgeräte  
P. O. Box 2154  
D-7750 Konstanz



professional tape recorders  
by AEG-TELEFUNKEN

# INTERNATIONAL

MIP (Music Ind. Prods.) Srl, Corso di Porta Vittoria 31, 20122 Milan.  
**Warehouse:** 21020 Bressia (Varese), Via Per Cadriate 5. Tel: (0332) 770.189/784  
**Audio:** 8-tr., cassette.  
**Brand name:** Maestro  
**Mastro, see MIP.**  
 Neumannmusic di Roberto Beppato, Via G. Sponcini 3, 20131 Milan. Tel: (02) 228.120.276.893. Cable: BEPPATOMIL. Owner: Roberto Beppato. Sales Mgr.: David Butterworth.  
**Branch: 00143 Rome, Via G. Armetini 31. Tel: (06) 59.14.609. Contact: Livio Argenti.**  
**Brand name:** Audio Devices.  
 Nuova SIAT (Societa Italiana Aricoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960.7485/7450. Cable: NSIAT. Mng. Dir.: Edoardo Benetton.  
**Audio:** 8-tr., cassette & open reel, boxes.  
**Brand name:** SIAT  
 Piette SaS, Via Mincio 2, 20139 Milan. Tel: (02) 53.91.103.  
 Porzione & Vico, Via Marconi 87, 17017 Milesimo (Savona).  
 S I A T, see Nuova.  
 Scotch, see 3M.  
 Start Srl, Via Como 25, Rovellasca (Como), Tel: (02) 964.2245/2410. Telex: 33080. Pres.

Mario Colombo, Gen. Mgr.: Dario De Benedetti. Sales Mgr.: Luigi Cane.  
**Audio:** 8-tr. & cassette.  
**Brand name:** Comp-Ray  
 3 M Italia SpA, Milano San Felice (Segrate), Tel: (02) 75.45. Telex: 31275, 31159. Mng. Dir.: K.S. Schoen, Gen. Mgr.: G. Demuru. Sales & Mktg. M. Bianchi.  
**Audio:** 8-tr., cassette, open reel.  
**Video:** Cassette, open reel.  
**Brand name:** Scotch.  
 Universal Plastic, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.079.  
**Audio:** Cassette.

**TAPE, RAW & BLANK LOADED**  
 Agla-Gevert SpA, Viale de Gasperi, 20151 Milan. Tel: (02) 30.74. Chief Exec.: Helmut Schulze-Battmann. Gen. Mgr.: Benito Chiocchini.  
**Audio:** Cassette, open reel.  
**Audio Devices, see Neumannmusic.**  
 Av. El. Ca Srl, V. Emanuele 16, Saronno, Tel: 960.54.13. Mng. Dir. & Gen. Mgr.: Sergio Moretti. Sales Mgr.: Edoardo Benetton. (Blank only)  
**Audio:** 8-tr., cassette.  
 B A S F, see SASEA.  
 Bresolin & Co., Via XXV Aprile 205, Cinisello B.,

Milan. Tel: (02) 928.8064. Pres.: Corrado Bresolin.  
**Audio:** Blank—8-tr., cassette, open reel, raw—cassette.  
 Duplomatic Rec'g Tape, Via Natali Battaglia 4, 20127 Milan. Tel: (02) 281.226. Chief Exec.: Guido Mezzadra. Gen. Mgr.: Aldo Mezzadra. Sales Mgr.: Silvestri Liliana. (Blank only)  
**Audio:** 8-tr., cassette, open reel.  
 Ecofina Srl, Via Leopardi 8, 20123 Milan. Tel: (02) 86.90.121. 806.125. **Factory:** Via Morosini 21. Tel: (02) 314.766. (Blank only)  
**Audio:** Cassette.  
 Ellepielle Srl, Viale San Gimignano 11, 20146 Milan. Tel: (02) 418.315. Owners: Messrs. Formignani & Pellegrini. Gen. Mgr.: Giorgio Colombini. (Blank only)  
**Audio:** 8-tr., cassette.  
 Fraem (Societa Individuale di Gaetano Cesare), Via Niccodemi 5, 20156 Milan. Tel: (02) 367.693. Gen. Mgr.: Gaetano Cesare. (Blank only)  
**Audio:** 8-tr., cassette.  
 G T E (General Tape Equip.) Srl, Via dei Cybo 4, 20127 Milan. Tel: (02) 28.53.093. 28.20.839. Telex: 25046. Pres.: Ottaviano Clerici Bagozzi. (Blank only)  
**Audio:** 8-tr., cassette.  
 Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Canugate (Milan). Tel: (02) 904.8815. Telex: 31371, 37607. Gen. Mgr.: Dr. R. Breggi. Sales Mgr.: L. Bassani. (Blank only)  
**Audio:** 8-tr., cassette.  
 Neumannmusic di Roberto Beppato, Via G. Sponcini 3, 20131 Milan. Tel: (02) 228.120.276.893. Cable: BEPPATOMIL. Owner: Roberto Beppato. Sales Mgr.: David Butterworth.  
**Branch: 00143 Rome, Via G. Armetini 31. Tel: (06) 59.14.609. Contact: Livio Argenti.**  
**Brand name:** Audio Devices.  
 Nuova SIAT (Societa Italiana Aricoli Tecnici) Srl, Via dell'Orto 21, 21047 Saronno (Varese). Tel: (02) 960.7485/7450. Cable: NSIAT. Mng. Dir.: Edoardo Benetton. (Blank only).  
**Audio:** 8-tr., cassette.  
 Philips SpA, Piazza IV Novembre 3, 20124 Milan. Tel: (02) 69.94.  
**Audio:** Cassette.  
 Pynal Sud, Via Vittorio Amedeo 19, 10121 Turin. Tel: 548.839. Telex: 21566. (Blank only).  
 S A S E A (Societa Aniline Solventi & Affini) SpA, Via Pietro Rondoni 1, 20146 Milan. Tel: (02) 42.48.  
**Audio:** 8-tr., cassette.  
**Brand name:** BASF.  
 S E C I (Societa Elettrotecnica Chimica Italiana) SpA, Via G. B. Grassi 97, 20157 Milan. Tel: (02) 35.53.146, 35.70.946. Cable: SELEC-HEMIT. Telex: 37269. Mng. Dir.: L. Lang.  
**Audio:** 8-tr., cassette, open reel.  
**Video:** 1" open reel, 1/2" EIAJ open reel, 1/4" EIAJ cartridge.  
 Scotch, see 3M.  
 Sonorex SpA, Via Bonfadina 14, 25046 Caszago San Martino (Brescia). Tel: (030) 725.382. Telex: 30211. Pres.: Giuseppe Zan. Gen. Mgr.: Bruno Raineri. Sales Mgr.: Italo Capoferrri.  
**Audio:** 8-tr., cassette & open reel.  
 3 M Italia SpA, Milano San Felice (Segrate), Tel: (02) 75.45. Telex: 31275, 31159. Mng. Dir.: K.S. Schoen, Gen. Mgr.: G. Demuru. Sales & Mktg. Mgr.: M. Bianchi.  
**Audio:** 8-tr., cassette, open reel.  
**Video:** 2", 1" & 1/2" open reel, 1" cartridge, 1/2" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge, 1/4" cassette.  
**Brand name:** Scotch.  
 U F Universal Sound, see Universal.

Universal Plastic, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.079. (Blank only)  
**Audio:** 8-tr., cassette.  
**Brand name:** U.P. Universal Sound  
**DUPLICATING & PROCESSING EQUIPMENT**  
 A E G-Telefunken SpA, Via Pirelli 12, 20124 Milan. Tel: (02) 92.790. Cable: AEGITAL. Telex: 31473. Pres.: Dr. F. Angelini. Gen. Mgr.: L. Tringali. Sales Mgr.: A. Bosco.  
**Audio:** Telefunken.  
 Av. El. Ca Srl, V. Emanuele 16, Saronno, Tel: 960.54.13. Mng. Dir. & Gen. Mgr.: Sergio Moretti. Sales Mgr.: Edoardo Benetton. (Audio only)  
 Exhito Italiana Srl, Via F. Frosi 22, 20052 Monza. Tel: (039) 380.021. Cable: EXHIBOAMI. Telex: 24315. VP. Dr. Anguissola. Sales Mgr.: Granio.  
**Audio:** Sietlavox.  
 Sietlavox, see Exhito.  
 Studer Italiana, Via G. Sponcini 3, 20131 Milan. Tel: (02) 228.120. Cable: BEPPATOMIL. Telex: 32402. Gen. Mgr.: Roberto Beppato. Walter Comi. Sales Mgr.: David Butterworth.  
**Audio:** Studer (Switzerland).  
 Telefunken, see AEG-Telefunken.  
 3 M Italia SpA, Milano San Felice (Segrate), Tel: (02) 75.45. Telex: 31275, 31159. Mng. Dir.: K.S. Schoen, Gen. Mgr.: G. Demuru. Sales Mktg. Mgr.: M. Bianchi.  
**Audio:** Wollensak.  
 Wollensak, see 3M.

## ● playback / recording equipment

A E G-Telefunken SpA, Via Pirelli 12, 20124 Milan. Tel: (02) 92.790. Cable: AEGITAL. Telex: 31473. Pres.: Dr. F. Angelini. Gen. Mgr.: L. Tringali. Sales Mgr.: A. Bosco.  
**Audio:** Telefunken.  
 Av. El. Ca Srl, V. Emanuele 16, Saronno, Tel: 960.54.13. Mng. Dir. & Gen. Mgr.: Sergio Moretti. Sales Mgr.: Edoardo Benetton. (Audio only)  
 Exhito Italiana Srl, Via F. Frosi 22, 20052 Monza. Tel: (039) 380.021. Cable: EXHIBOAMI. Telex: 24315. VP. Dr. Anguissola. Sales Mgr.: Granio.  
**Audio:** Sietlavox.  
 Sietlavox, see Exhito.  
 Studer Italiana, Via G. Sponcini 3, 20131 Milan. Tel: (02) 228.120. Cable: BEPPATOMIL. Telex: 32402. Gen. Mgr.: Roberto Beppato. Walter Comi. Sales Mgr.: David Butterworth.  
**Audio:** Studer (Switzerland).  
 Telefunken, see AEG-Telefunken.  
 3 M Italia SpA, Milano San Felice (Segrate), Tel: (02) 75.45. Telex: 31275, 31159. Mng. Dir.: K.S. Schoen, Gen. Mgr.: G. Demuru. Sales Mktg. Mgr.: M. Bianchi.  
**Audio:** Wollensak.  
 Wollensak, see 3M.

## MEXICO

### ● services

**DESIGN & ARTWORK**  
 C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333.  
 Coro SA, Bahia de Perula 80, Mexico 17. D.F. Tel: (905) 531-2900. Pres. & Gen. Mgr.: Federico Rojas. Mgr.: Gloria Escobar. Ass't Mgr.: Jaime Kalb.  
 Guitarras SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir.: Luis A. San Martin. Gen. Mgr.: Marcelo Gonzalez G.  
 Mexicanos SA (Discos) / Orfeon Videovox SA, Alca Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.  
 Musart SA (Discos), Apdo. 17503, Zone 17, Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020.  
 Trazo (Publicidad) SA, Apdo. 11-620, Zone 11, Adolfo Prieto 1427-B, Mexico 12, D.F. Tel: (905) 559-1833.

### PRINTERS & LITHOGRAPHERS

C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333.  
 Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900. Pres. & Gen. Mgr.: Federico Rojas. Mgr.: Gloria Escobar. Ass't Mgr.: Jaime Kalb.  
 Guitarras SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir.: Luis A. San Martin. Gen. Mgr.: Marcelo Gonzalez G.  
 Laminados & Acabados Especiales SA, Olivar 27, Col. Alfonso XIII, Mexico 19, D.F. Tel: (905) 839-9625.  
 Mexicanos SA (Discos) / Orfeon Videovox SA, Alca Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.  
 Musart SA (Discos), Apdo. 17503, Zone 17, Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020.  
 Peerless SA (Fabrica de Discos), Mariano Escobedo 201, Mexico 17, D.F. Tel: (905) 545-7215. Pres.: Heinz Klinkwort. Gen. Mgr.: Peter Ulrich.  
 Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan. Tel: (905) 576-6866. Pres.: Alberto Guindi. Sidaury. Gen. Mgr.: Rafael Munoz Y Aguilar. Sales Mgr.: Fernando Rivero Garcia.

### CUSTOM DUPLICATORS

C B S / Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan. Tel: (905) 576-0333.  
**Audio:** 8-tr., cassette.  
 Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900. Pres. & Gen. Mgr.: Federico Rojas. Mgr.: Gloria Escobar. Ass't Mgr.: Jaime Kalb.  
**Audio:** 8-tr., cassette.  
 E M I-Capitol de Mexico SA de CV, Rio Balsas 4-B, Mexico 5, D.F. Tel: (905) 525-1700. Cable: CAPRECORDS. Pres.: Robert Accott. Mktg. Mgr.: Miguel Osuna. Sales Mgr.: Miguel Reyes.  
**Audio:** 8-tr., cassette.  
 Guitarras SA (Discos), Nilo 50, Mexico 16, D.F. Tel: (905) 527-4549. Dir.: Luis A. San Martin. Gen. Mgr.: Marcelo Gonzalez G.  
**Audio:** Cassette.  
 Laminados & Acabados Especiales SA, Olivar 27, Col. Alfonso XIII, Mexico 19, D.F. Tel: (905) 839-9625.  
**Audio:** Cassette.  
 Mexicanos SA (Discos) / Orfeon Videovox SA, Alca Blanco 26, San Bartolo, Naucalpan. Tel: (905) 576-4935.  
**Audio:** 8-tr., cassette, open reel.  
 Musart SA (Discos), Apdo. 17503, Zone 17, Av. Cuauhahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020.  
**Audio:** 8-tr., cassette.  
 Peerless SA (Fabrica de Discos), Mariano Escobedo 201, Mexico 17, D.F. Tel: (905) 545-7215. Pres.: Heinz Klinkwort. Gen. Mgr.: Peter Ulrich.  
**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel, open reel quadraphonic.  
 Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel: (905) 250-6000. Gen. Mgr.: Oscar Rivera. Sales Mgr.: Jaime Bermeso.  
 Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan. Tel: (905) 576-6866. Pres.: Alberto Guindi. Sidaury. Gen. Mgr.: Rafael Munoz Y Aguilar. Sales Mgr.: Fernando Rivero Garcia.  
**Audio:** 8-tr., cassette, open reel.

### accessories manufacturers

Agla-Gevert SpA, Viale de Gasperi, 20151 Milan. Tel: (02) 30.74. Chief Exec.: Helmut Schulze-Battmann. Gen. Mgr.: Benito Chiocchini.  
**Product:** Head cleaners, demagnetizers, leader & splicing tape.  
 Audio Italiana Srl, Via Pinerolo 2, 00182 Rome. Tel: (06) 754.358.  
**Branch: 20155 Milan, Via MacMahon 7. Tel: (02) 312.167.**  
**Product:** Carrying & storage cases, catalog servs., head cleaners & demagnetizers.  
 Bresolin & Co., Via XXV Aprile 205, Cinisello B., Milan. Tel: (02) 928.8064. Pres.: Corrado Bresolin.  
**Product:** Carrying & storage cases.  
 Larri Int'l SpA, Viale Premuda 38/A, 20129 Milan. Tel: (02) 795.762, 780.730. Cable: RADIO-LARIRI.  
**Product:** Head cleaners, demagnetizers, splicing tape.  
 Phonogram SpA, Via Borgogna 2, 20122 Milan. Tel: (02) 796.541, 28.26.421. Telex: 34096. Mng. Dir. & Gen. Mgr.: Alain C. Trossat.  
**Product:** Catalog servs., cleaners, cloths & brushes.  
 S E C I (Societa Elettrotecnica Chimica Italiana) SpA, Via G. B. Grassi 97, 20157 Milan. Tel: (02) 35.53.146, 35.70.946. Cable: SELEC-HEMIT. Telex: 37269. Mng. Dir.: L. Lang.  
**Product:** Head cleaners & demagnetizers, leader tape.  
 Saar Srl, Viale di Porta Vercellina 14, 20123 Milan. Tel: 489.8251. Pres.: Walter Gurtler. Gen. & Sales Mgr.: Sergio Balloni.  
**Product:** Catalog servs.  
 3 M Italia SpA, Milano San Felice (Segrate), Tel: (02) 75.45. Telex: 31275, 31159. Mng. Dir.: K.S. Schoen, Gen. Mgr.: G. Demuru. Sales & Mktg. Mgr.: M. Bianchi.  
**Product:** Carrying & storage cases, catalog servs., head cleaners & demagnetizers, leader & splicing tape.  
 Universal Plastic, Via San Francesco 1, 20065 Inzago (Milan). Tel: (02) 954.079.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers.

### ● supplies

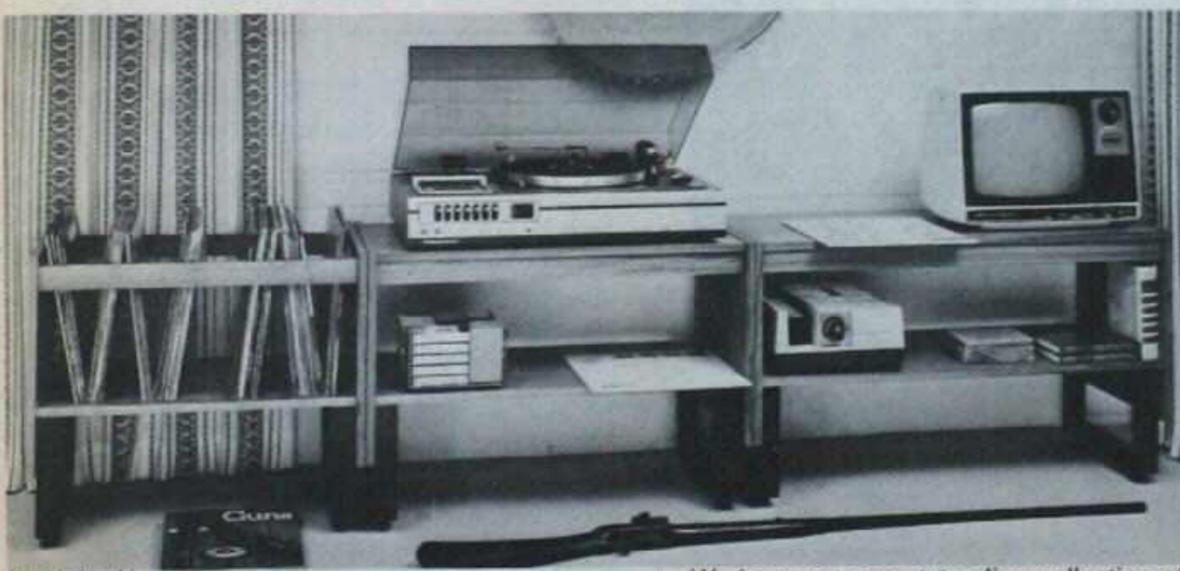
**EMPTY CARTRIDGES, CASSETTES & REELS**  
 Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: (905) 531-2900. Pres. & Gen. Mgr.: Federico Rojas. Mgr.: Gloria Escobar. Ass't Mgr.: Jaime Kalb.  
**TAPE, RAW & BLANK LOADED**  
 Agla-Gevert de Mexico SA, Apdo. 7256, Mexico 1, D.F. Ing. Zapadores 1, Naucalpan. Tel: 761-800. Telex: (017) 74479. Mng. Dir.: P.A. Schreuer. Sales Mgr.: A. von der Roocke.  
**Audio:** Blank—compact-cassette, open reel, raw—cassette, broadcast, studio.  
**Video:** Cassette.  
**Brand names:** Agla Carst, Agla Stereochrom, Agla Videochrom.  
 Ampex de Mexico SA de CV, Div. Del Norte 1832, Col. Portales, Mexico 13, D.F. Tel: (905) 532-5126, 539-8870. Gen. Mgr.: Miguel A. Hernandez. Sales Mgr.: Oscar Luna. Admin. Mgr.: Itasias Trujillo.  
**Audio:** 8-tr., cassette, open reel.  
**Video:** 1" open reel, 1" cartridge, 1/4" cassette.  
 (Continued on page TS-40)

# DAVID RITCHIE of LANDMARK

wishes to thank

EMI, CBS, BASF, PRECISION, TRIDENT, IMMEDIATE SOUND & EVERYBODY ELSE FOR THEIR CONTINUING PURCHASES OF C-ZERO CASSETTES & 8 TRACK CARTRIDGES.

**LANDMARK**  
 Deanway House, Darks Lane  
 Potters Bar, Herts. T. Potters  
 Bar 59015



Modular H

We have got an outstanding collection of audio leisure products.

# Let's get together

We want to make contact with companies who have the capacity and enthusiasm to create Sole Agencies for us in these countries; USA, Canada, West Germany, Italy, France, Belgium, Holland, Sweden, Norway, Denmark, Spain and Switzerland.

Cassette Cube Holders are the compact attractive answer to cassette storage, available in 3 styles and 4 colours.

Modular H is a completely new approach to audio leisure storage and display. This elegant system has great flexibility, and builds up to fit any situation.

Samantha brings a touch of luxury to any setting. Superbly made to appeal to people who appreciate quality and precision.

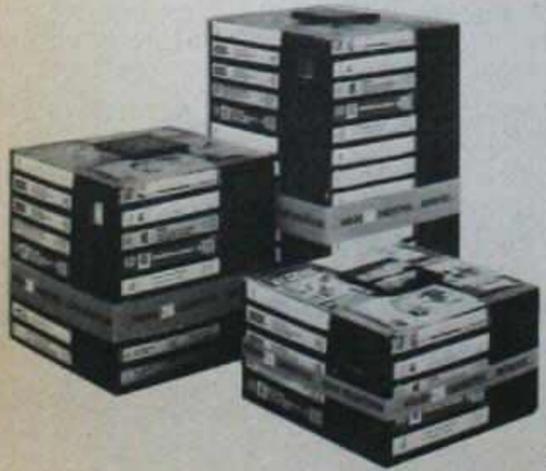
Unit Solo is the perfect system when space is limited, yet is very versatile.

We'd like to break new ground — how about you?

Contact Robin Sculthorp

# Sculthorp Plastics Limited

The Barge Walk, East Molesey  
 Surrey KT8 9AZ Telephone 01-941 2929



# The automobile studio magnetic recorder



Any firm attaching as great an importance to the practical solution of problems as AEG-TELEFUNKEN is not likely to suddenly leave its studio customers to fend for themselves in the face of problems of an external nature. On the contrary, it will offer them sturdy, but efficient, "all-purpose" devices, able to hold their own equally well in the case of stationary operation and mobile employment or radio vans.

AEG-TELEFUNKEN has made just such a universal device available in the form of the Studio Magnetic Recorder, M 12. It is small, compact, easily transportable and, needless to say, designed for remote control. Complete with mono (with or without pilot sound), stereo or dual-trace recording and tape speeds of 9.5/19 cm or 19/38 cm/s, it offers all that the professional 1/4 in. field demands. In its version with integrated mixer unit, complete with

VU meter, it even serves as a self-contained system for every recording purpose, and, thanks to its perfect technology, guarantees optimum tonal quality and a life expectancy of exceptional length with minimum maintenance requirements.

There you have it — a self-contained unit, practical, reliable, and at an exceptionally reasonable price. — On the mechanics and electronics side, it fulfils all studio requirements, as far as quality and reliability are concerned.

— The large, well decoupled flywheel mass provides for the least possible degree of pitch variance, even in the case of inferior networks.

— The sensitive winding control allows operation with coils of 7 to 27 cm without change-over.

— Vertical and horizontal operation are equally successful.

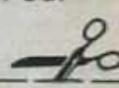
— The amplifiers are easily adjustable on all studio tapes.

— All assemblies are of easy access, the amplifiers on replaceable plug-in units.

— Owing to its construction on a robust, cast aluminium frame, the magnetophone 12 will even stand up to rough duty without impairment to the quality of the recording.

Should a servicing become necessary, despite the remarkable lack of demands

set by this unit, you can rest assured that your M 12 is in good hands with our servicing experts.



**Coupon:**

For special informatory material on the M 12, please avail of the following

Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Gotham Audio Corporation  
741 Washington St.  
New York, N.Y. 10 014

Hayden Laboratories Ltd.  
Churchfield Road  
Chalfont St. Peter, Bucks. SL9 9EW

AEG-TELEFUNKEN  
Energie- und Industrietechnik  
Magnetbandgeräte  
P.O. Box 2154  
D-7750 Konstanz



professional tape recorders  
by AEG-TELEFUNKEN

# INTERNATIONAL

sets, 1/2" EIAJ open reel, 1/2" EIAJ cartridge, 1/2" cassette

**Audio: see Capitol**  
Avon, see Com  
**Capitol Magnetic Prods.** de Mexico SA de CV (formerly Audio Devices) Apdo. 44-092, Av. Insurgentes Sur 1188-406, Mexico 12, D.F. Tel (905) 575-9961. Cable: CAPMAGMEX. AUDIVICES, Pres. Jayme L. de Barros, VP & Gen. Dir. Jorge Vargas L.  
**Audio:** 8-tr., cassette, open reel.  
**Brand names:** Blank—Capitol; raw—Audiotape.

**Caro SA.** Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900. Pres. & Gen. Mgr. Federico Rojas. Mgr. Gloria Escobar. Asst. Mgr. Jaime Kallb. (Blank only)  
**Audio:** 8-tr., cassette.  
**Brand name:** Avon, Coro, In.  
In, see Coro

**Montage Mexico SA.** Benjamin Franklin 10, Veracruz, Tel: 2-78-65, 2-00-31. Gen. Mgr. Francisco Lessan.  
**Audio:** Cassette, open reel.

**Soni SA.** Arquimedes 98, Mexico 5, D.F. Tel (905) 250-6000. Gen. Mgr. Oscar Rivera. Sales Mgr. Jaime Barreto.  
**Audio:** 8-tr., cassette, open reel.

## DUPLICATING & PROCESSING EQUIPMENT

**Ampex de Mexico SA de CV.** Div. del Norte 1832, Cal. Portales, Mexico 13, D.F. Tel (905) 532-5126, 539-6870. Gen. Mgr. Miguel A. Hernandez. Sales Mgr. Oscar Luna. Adm. Mgr. Ismael Trujillo.  
**Audio & video:** Recorders, duplicators.

## ● accessories manufacturers

**CBS Columbia Int'l SA.** Av. 18 de Septiembre 784, Naucalpan, Tel (905) 576-0333.  
**Product:** Carrying & storage cases.

**Capitol Magnetic Prods.** de Mexico SA de CV (formerly Audio Devices) Apdo. 44-092, Av. Insurgentes Sur 1188-406, Mexico 12, D.F. Tel (905) 575-9961. Cable: CAPMAGMEX. AUDIVICES, Pres. Jayme L. de Barros, VP & Gen. Dir. Jorge Vargas L.  
**Product:** Head cleaners & demagnetizers.

**Caro SA.** Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900. Pres. & Gen. Mgr. Federico Rojas. Mgr. Gloria Escobar. Asst. Mgr. Jaime Kallb.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers.

## ● store fixtures & merchandising aids manufacturer

**Caro SA.** Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900. Pres. & Gen. Mgr. Federico Rojas. Mgr. Gloria Escobar. Asst. Mgr. Jaime Kallb.  
**Product:** Display racks.

# NETHERLANDS

## ● services DESIGN & ARTWORK

**Benelux Music Inds.** PO Box 70, Uilenweg 38, Weert, Tel (4950) 3-56-40. Telex: 51285. Pres. Johnny Hoos.  
**Bruin BV.** Ars van Broekweg 10, Zaandam, Tel (075) 16-06-57. Telex: 18604. Pres. Jaap Super. Sales Dir. Harry van den Berg. Export Mgr. Nic Nasse.

**CBS Grammofoonplaten BV.** Dept. of Mfg. Opns., Nijverheidsweg 30-36, Haarlem, Tel (023) 31-92-50. Cable: COLRECORD. Telex: 41538. Gen. Mgr. Peter P. Bouwens.  
**Continental Sound.** PO Box 81065, Rotterdam, Tel (010) 21-10-98, 21-48-28. Dir. Leen La Riviere. Gen. Mgr. Mr. Zwart, Sales Mgr. Hans v.d. Klei.

**E & I Prod'ns.** PO Box 1525, Amsterdam, Tel (020) 99-77-69. Gen. Mgr. Peter Renzen. Sales Mgr. E. Damsteeg.  
**Nederlandse Normaal Drukkerij BV.** Nijverheidsweg Noord 126-128, Amersfoort, Tel (033) 3-16-64. Telex: 47950.

**Polydor BV.** Verrin Stuartlaan 36, Rijswijk, Tel (070) 90-76-00. Telex: 31481. Mng. Dir. Hans van der Broek. Mktg. Mgr. Bob Spits.  
**Ring Workshop BV.** Orchideestraat 19a, Hilversum, Tel (02150) 4-38-41. Mng. Dir. Niek Lucas. Gen. Mgr. Theo de Vos. Sales Mgr. George Nassen. D&A Dept. Head. Lefty Anninkes.

**Univers Prod'ns.** Spanjaardslaan 33, Lelouardam, Tel (05100) 3-01-94. Pres. W. van Sejan.

## PACKAGING & LABELING

**Audio Studio & Magnetics BV.** de Weststr. 10-12, Arnhem, Tel (085) 22-91-23. Telex: 75037. Pres. Gert van der Garde. Gen. Mgr. Alfred van der Garde. Chief Eng. Charles van Cattenburch.

**Benelux Music Inds.** PO Box 70, Uilenweg 38, Weert, Tel (4950) 3-56-40. Telex: 51285. Pres. Johnny Hoos.  
**Bruin BV.** Ars van Broekweg 10, Zaandam, Tel (075) 16-06-57. Telex: 18604. Pres. Jaap Super. Sales Dir. Harry van den Berg. Export Mgr. Nic Nasse.

**CBS Grammofoonplaten BV.** Dept. of Mfg. Opns., Nijverheidsweg 30-36, Haarlem, Tel (023) 31-92-50. Cable: COLRECORD. Telex: 41538. Gen. Mgr. Peter P. Bouwens.  
**Nederlandse Normaal Drukkerij BV.** Nijverheidsweg Noord 126-128, Amersfoort, Tel (033) 3-16-64. Telex: 47950.

**Polydor BV.** Verrin Stuartlaan 36, Rijswijk, Tel (070) 90-76-00. Telex: 31481. Mng. Dir. Hans van der Broek. Mktg. Mgr. Bob Spits.  
**Arno van Orsouw BV.** Oostenburgervoorstr. 71-73, Amsterdam, Tel (020) 22-28-98, 25-21-13. Telex: 13442. Chief Exec. Arno van Orsouw.

## CUSTOM DUPLICATORS

**Audio Studio & Magnetics BV.** de Weststr. 10-12, Arnhem, Tel (085) 22-91-23. Telex: 75037. Pres. Gert van der Garde. Gen. Mgr. Alfred van der Garde. Chief Eng. Charles van Cattenburch.

**Alfred van der Garde.** Chief Eng. Charles van Cattenburch.  
**Audio:** Cassette, open reel.  
**Benelux Music Inds.** PO Box 70, Uilenweg 38, Weert, Tel (4950) 3-56-40. Telex: 51285. Pres. Johnny Hoos.  
**Audio:** 8-tr., cassette.  
**CBS Grammofoonplaten BV.** Mfg. Opns. Dept., Nijverheidsweg 30-36, Haarlem, Tel (023) 31-92-50. Cable: COLRECORD. Telex: 41538. Dir. Peter P. Bouwens.  
**Audio:** Cassette.  
**E & I Holland Productie BV.** Tulpenkade 1, Haarlem, Tel (023) 31-93-80. Cable: BOVIMA. Telex: 41257. Mng. Dir. J. H. G. Vossen. Cassette Dept. Gen. Mgr. W. M. Klunkken.  
**Audio:** Cassette.  
**Polydor BV.** Verrin Stuartlaan 36, Rijswijk, Tel (070) 90-76-00. Telex: 31481. Mng. Dir. Hans van der Broek. Mktg. Mgr. Bob Spits.  
**Audio:** Cassette.  
**Scroutape BV.** PO Box 183, Zwanenburg, Tel (02907) 29-53. Telex: 14065. Chief Exec. M.C. Groeneveld.  
**Audio:** 8-tr., 8-tr. quadraphonic, cassette, open reel.

## DUPLICATOR/MARKETERS

**Benelux Music Inds.** PO Box 70, Uilenweg 38, Weert, Tel (4950) 3-56-40. Telex: 51285. Pres. Johnny Hoos.  
**Erikasound (Nederland) BV.** Singel 104, Amsterdam, Tel (020) 23-43-61.

## ● supplies EMPTY CARTRIDGES, CASSETTES & REELS

**Ampex BV.** Zamenhofdreef 65A, 2505 Utrecht, Tel (030) 61-29-21. Telex: 47856. Mgr. G.C.A. de Jong.

## TAPE, RAW & BLANK LOADED

**Ampex BV.** Zamenhofdreef 65A, 2505 Utrecht, Tel (030) 61-29-21. Telex: 47856. Mgr. G.C.A. de Jong.

**Audio:** 8-tr., cassette, open reel.  
**Video:** Blank—1" open reel, 1/2" cassette, 1/2" EIAJ open reel, raw—1" open reel, 1/2" cassette.

**Audio Studio & Magnetics BV.** de Weststr. 10-12, Arnhem, Tel (085) 22-91-23. Telex: 75037. Pres. Gert van der Garde. Gen. Mgr. Alfred van der Garde. Chief Eng. Charles van Cattenburch.

**Audio:** Cassette, open reel.  
**Video:** 1/2" EIAJ cartridge, 1/2" cassette.

**Chairox BV.** Mensinge 51, Amsterdam, Tel (020) 44-13-77. Telex: 18118. Pres. W.F. Harrens. Gen. Mgr. Mrs. B. Harrens. (Blank only)  
**Audio:** 8-tr., cassette.

## DUPLICATING & PROCESSING EQUIPMENT

**Ampex BV.** Zamenhofdreef 65A, 2505 Utrecht, Tel (030) 61-29-21. Telex: 47856. Mgr. G.C.A. de Jong.

**Audio Studio & Magnetics BV.** de Weststr. 10-12, Arnhem, Tel (085) 22-91-23. Telex: 75037. Pres. Gert van der Garde. Gen. Mgr. Alfred van der Garde. Chief Eng. Charles van Cattenburch.

**Audio:** Duplicators, loaders.  
**Brand name:** Telefunken.

**Telefunken.** see Audio Studio & Magnetics.

## ● accessories manufacturers

**Ampex BV.** Zamenhofdreef 65A, 2505 Utrecht, Tel (030) 61-29-21. Telex: 47856. Mgr. G.C.A. de Jong.  
**Product:** Head cleaners & demagnetizers.

**Chairox BV.** Mensinge 51, Amsterdam, Tel (020) 44-13-77. Telex: 18118. Pres. W.F. Harrens. Gen. Mgr. Mrs. B. Harrens.  
**Product:** Carrying & storage cases, head cleaners & demagnetizers.

**Twinkle Stars Prod'ns BV.** PO Box 341, Schuikerveen 38, Sittard, Tel (0490) 83-23. Cable: MAASRICHT. Gen. Mgr. Rudolph de Nijz. Sales Mgr. Roy Sinclair.  
**Product:** Leader tape.

## ● store fixtures & merchandising aids manufacturers

**Chairox BV.** Mensinge 51, Amsterdam, Tel (020) 44-13-77. Telex: 18118. Pres. W.F. Harrens. Gen. Mgr. Mrs. B. Harrens.  
**Product:** Display racks.

## ● playback/recording equipment

**Ampex BV.** Zamenhofdreef 65A, 2505 Utrecht, Tel (030) 61-29-21. Telex: 47856. Mgr. G.C.A. de Jong.

**Audio Studio & Magnetics BV.** de Weststr. 10-12, Arnhem, Tel (085) 22-91-23. Telex: 75037. Pres. Gert van der Garde. Gen. Mgr. Alfred van der Garde. Chief Eng. Charles van Cattenburch.

**Audio & Video:** Magnetics.  
**Chairox BV.** Mensinge 51, Amsterdam, Tel (020) 44-13-77. Telex: 18118. Pres. W.F. Harrens. Gen. Mgr. Mrs. B. Harrens.  
**Audio:** Motorola (USA), Shibuya (Japan).

# UNITED KINGDOM

## ● services DESIGN & ARTWORK

**A P Creative Servs. Ltd.** 25/27 Haddon St., London W1R 7LG. Tel (01) 734-9823. Mng. Dir. Tony Peyton.  
**Aardvark Design & Publicity.** 145 Croydon Rd., Beckenham, Kent BR3 3RB. Tel (01) 658-4388. Mng. Dir. Paul Smith.  
**Album Graphics (UK) Ltd.** 2 Goodwin's Court, 55 St. Martin's Ln., London WC2. Tel (01) 240-1319. Telex: 85125767.  
**Home office:** USA, Chicago, Ill.  
**Arrowtable Ltd.** Humber Rd., London NW2 6EP. Tel (01) 460-2411. Telex: 923034. Mng. Dir. Maurice Mandel. Sales Mgr. P. Dawoon.

**Phonodisc Ltd.** Walthamstow Ave., London E4 85Z. Tel (01) 527-2256. Telex: 896383. Mng. Dir. W. Bryant. Factory Mgr. V. Gowland. Tape Prods. Mfg. Mgr. F.W. Street. (Audio only)

**Pinnacle Electronics Ltd.** Electron House, Gray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel (66) 27099. Telex: 898141. Chm. & Mng. Dir. Terry Scully. Dir. Jack Bass. Gen. Mgr. Leslie French. Sales Mgr. Ray Phillips. (Audio only)

**Precision Tapes Ltd.** ATV House, 17 Great Cumberland Pl., London W1A 1AG. Tel (01) 262-5502. Mng. Dir. Walter S. Woyda. Gen. Mgr. Don Dive. Sales Mgr. Terry Stanley.

## Prof. Mgr. Martin Morris. Int'l Mgr. Dennis Power.

**Camron Design.** 19/21 Conway St., London W1. Tel (01) 28-7601 x 60. Partners: Malcolm Macdonald, Lynda Watkins.

**Cassette Developments (Audio) Ltd.** Micro House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel (01) 940-8188. Telex: 24523. Mng. Dir. D. Dixon.

**Castle Rec'g Studio.** 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel (0942) 58777. Gen. Mgr. Doug Larbey.

**Cream Creative Mktg. Ltd.** 5 Campton St., Kensington, London W8. Tel (01) 727-3969. Dir. Mike Stanford.

**Delga Press Ltd.** Dingswell House, 8 Marlborough Rd., Bromley, Kent BR2 9NH. Tel (01) 460-0112. Mng. Dir. R.E. Edwards. Gen. Mgr. D.A. Deighton. Sales Mgr. R.N. Roadright.

**Electronic Mfg. (Sales) Ltd.** Devonshire House, High St., Birmingham B12 0LP. Tel (021) 772-7145. Cable: THOMAN. Telex: 336409. Dir. R.W. Thomas. L.J. Laney.

**Free Range Rec'g Studios.** 22 Tavistock St., London WC2. Tel (01) 836-7608. Mng. Dir. Nick Abson. Gen. Mgr. Neville Wills. Sales Mgr. Pam Timmins.

**Garrod & Lofthouse Ltd.** Chaldon Rd., Caterham, Surrey CR3 5YD. Tel (22) 45268. Telex: 262309. Chm. & Mng. Dir. Norman J. Garrod. Sales Mgr. Christopher P. Garrod.

**Giff Graphics.** 2 Goodwins Court, St. Martins Ln., London WC2. Tel (01) 240-3816. Gen. Mgr. John Pasche.

**Halston & Co. Ltd.** Plantation Rd., Amersham, Bucks. HP8 6HJ. Tel (02403) 5525. Cable: HALSTANIC. Mng. Dir. R. E. Smith. Gen. Mgr. R. Yerby. Sales Mgr. W. Shrimpton. Asst. Sales Mgr. L. Thorpe.

**Harrison & Sons (London) Ltd.** Printing House Ln., Hayes, Middx. UB3 1HQ. Tel (01) 573-3828. Telex: 22744. Mng. Dir. R.A. Bosall. Sales Dir. D.S. Robinson. Sales Rep. R.B. Coates. John Harwood-Bee Assoc., 83 High St., Ware, Herts. Tel (0920) 66310. Telex: 898688. Mng. Dir. John Harwood-Bee.

**Steve Lane Musical & Pub. Servs.** 12 Slough Ln., London NW9 8QL. Tel (01) 205-2587.

**London Features Int'l Ltd.** 123/125 Gloucester Pl., London W1M 3PJ. Tel (01) 723-4304. Cable: LONPIX. Telex: 258884. Mng. Dir. J.M. Halsall. (Photographic library for cover production)

**Metropolitan Communications.** 8a Froggat Gardens, Hampstead, London NW3 8UX. Tel (01) 435-8803. Mng. Dir. Mark R.F. Hanauc. Gen. Mgr. P. Rodriguez. Sales Mgr. Ray Perrott.

**Phonogram Ltd.** Stanhope House, Stanhope Pl., London W2 2HH. Tel (01) 262-7788. Cable: PHONREC. Telex: 261583. Mng. Dir. A.J. Morris. Mktg. Mgr. K.N. Maliphant. Sales Mgr. F.R. Towers.

**Pinnacle Electronics Ltd.** Electron House, Gray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel (66) 27099. Telex: 898141. Chm. & Mng. Dir. Terry Scully. Dir. Jack Bass. Gen. Mgr. Leslie French. Sales Mgr. Ray Phillips.

**Precision Tapes Ltd.** ATV House, 17 Great Cumberland Pl., London W1A 1AG. Tel (01) 262-5502. Mng. Dir. Walter S. Woyda. Gen. Mgr. Don Dive. Sales Mgr. Terry Stanley.

**Realtime Ltd.** 93 Sinder Rd., London W11. Tel (01) 727-0614. Dir. Bryan Whitman. Dir. Peter Berkeley.

**Sea Cruise Prod'ns (UK).** 9 Dean St., 3rd Fl., London W1A 4QD. Tel (01) 439-9901. Dir. Terry Washburne. S. Johanson.

**Home office:** USA, Ken Kaene Int'l.

**Strathclyde Sound & Video Ltd.** Central Chambers, 93 Hope St., Glasgow, Scotland G2 8LD. Tel (041) 221-2244, 204-2303 x 3102. Mng. Dir. Raymond E. Orr. Sec'y: R. Elapheth Lowe.

**Supentat Ltd.** 17/18 Great Pulteney St., London W1. Tel (01) 437-4173.

**Top Mark Display Serv.** 25 Stapleton Rd., Borehamwood, Herts. WD6 5BS. Tel (01) 953-2968. Mng. Dir. Frank Billington-Marks.

**James Upton Ltd.** Tinsley House, 3 Loughborough St., London SE11 5RB. Tel (01) 582-8333. Cable: ROBOR. Mng. Dir. W. Summerwill. Sales Mgr. W.G.A. Howe.

**West Bros. Printers Ltd.** 212 Durnford Rd., London SW19 8DR. Tel (01) 947-2106. Telex: 25694. Mng. Dir. Peter G. West. Gen. Mgr. H.E.V. Pinnell. Sales Mgr. Derek Higgs.

## PACKAGING & LABELING

**A P Creative Servs. Ltd.** 25/27 Haddon St., London W1R 7LG. Tel (01) 734-9823. Mng. Dir. Tony Peyton.

**Aardvark Design & Publicity.** 145 Croydon Rd., Beckenham, Kent BR3 3RB. Tel (01) 658-4388. Mng. Dir. Paul Smith.

**Nick Abson Prod'ns Ltd.** 22 Tavistock St., London WC2. Tel (01) 836-7608. Mng. Dir. Nick Abson. VP & Int'l Mgr. Marsha I. Anson. Gen. Mgr. Neville Wills. Sales Mgr. Pam Timmins.

**Ballantine Advertising Ltd.** 8 Chestow Pl., London W2. Tel (01) 229-6071. Gen. Mgr. Max Arnold.

**CBS Recs.** 17/19 Selho Square, London W1V 8HE. Tel (01) 734-8181. Cable: COLRECORD. Telex: 24203. Mng. Dir. Maurice Oberstein. Sr. Dir. Norman Stollman. Sales Dir. John Mair. Mng. Dir. Tony Woolcott. Comm'l. Dir. Jack Florey.

**Camron Design.** 19/21 Conway St., London W1. Tel (01) 28-7601 x 60. Partners: Malcolm Macdonald, Lynda Watkins.

**Cassette Developments (Audio) Ltd.** Micro House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel (01) 940-8188. Telex: 24523. Mng. Dir. D. Dixon.

**Delga Press Ltd.** Dingswell House, 8 Marlborough Rd., Bromley, Kent BR2 9NH. Tel (01) 460-0112. Mng. Dir. R.E. Edwards. Gen. Mgr. D.A. Deighton. Sales Mgr. R.N. Roadright. (Audio only)

**Duplicate.** 1/7 Herewood Ave., London NW1. Tel (01) 724-3768. Telex: 21879. Dir. B.R. Lambden. Gen. Mgr. R. Jackson Moore. (Audio only)

**Halfmann Cassettes Ltd.** Station Hill, Pound Hill, Crawley, West Sussex RH10 4AZ. Tel (0293) 34982. Cable: CASSETTES. Telex: 87851. Joint Gen. Mgrs. Malcolm Garrett, Andrew Goodburn. (Audio only)

**I B C Sound Rec'g Studios Ltd.** 35 Portland Pl., London W1N 3AG. Tel (01) 637-2111. Telex: 264413. Mng. Dir. John D. Tucker. Technical Dir. Dennis King. Studio Mgr. Michael Clayton. (Audio only)

**Lee Eng'g Ltd.** Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir. Thomas Lee. Gen. Mgr. Chris Welsh. (Audio cassette only)

**Musonic Ltd.** 34/38 Venulam Rd., St. Albans, Herts. AL3 4DF. Tel (0727) 50811. Telex: 28875. Mng. Dir. P.H. Bank. Sales Dir. Stephen H. Blank. Export Dir. Brian Baker. (Audio only)

**Phonodisc Ltd.** Walthamstow Ave., London E4 85Z. Tel (01) 527-2256. Telex: 896383. Mng. Dir. W. Bryant. Factory Mgr. V. Gowland. Tape Prods. Mfg. Mgr. F.W. Street. (Audio only)

**Pinnacle Electronics Ltd.** Electron House, Gray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel (66) 27099. Telex: 898141. Chm. & Mng. Dir. Terry Scully. Dir. Jack Bass. Gen. Mgr. Leslie French. Sales Mgr. Ray Phillips. (Audio only)

**Precision Tapes Ltd.** ATV House, 17 Great Cumberland Pl., London W1A 1AG. Tel (01) 262-5502. Mng. Dir. Walter S. Woyda. Gen. Mgr. Don Dive. Sales Mgr. Terry Stanley.

## Trident Tape Servs. Ltd., 4/10 North Rd., Islington, London N3. Tel (01) 609-0087. Telex: 264773. Mng. Dir. Peter Robey. Sales Mgr. Ray Jarvis. (Audio only)

## PRINTERS & LITHOGRAPHERS

**A P Creative Servs. Ltd.** 25/27 Haddon St., London W1R 7LG. Tel (01) 734-9823. Mng. Dir. Tony Peyton.

**Aardvark Design & Publicity.** 145 Croydon Rd., Beckenham, Kent BR3 3RB. Tel (01) 658-4388. Mng. Dir. Paul Smith.

**Nick Abson Prod'ns Ltd.** 22 Tavistock St., London WC2. Tel (01) 836-7608. Mng. Dir. Nick Abson. VP & Int'l Mgr. Marsha I. Anson. Gen. Mgr. Neville Wills. Sales Mgr. Pam Timmins.

**Album Graphics (UK) Ltd.** 2 Goodwin's Court, 55 St. Martin's Ln., London WC2. Tel (01) 240-1319. Telex: 85125767.

**Home office:** USA, Chicago, Ill.

**Ballantine Advertising Ltd.** 8 Chestow Pl., London W2. Tel (01) 229-6071. Gen. Mgr. Max Arnold.

**Cassette Developments (Audio) Ltd.** Micro House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ. Tel (01) 940-8188. Telex: 24523. Mng. Dir. D. Dixon.

**Castle Rec'g Studio.** 93 Castle Hill Rd., Hindley, Wigan, Lancs. WN2 4BH. Tel (0942) 58777. Gen. Mgr. Doug Larbey.

**Clout & Baker Ltd.** Chalkin Works, Parkwood Ind'l Estate, Birchall Rd., Maidstone, Kent. Tel (0622) 63701. Chm. D.P. Chalkin. Sales Dir. John Bercy. Works Dir. Robin Burr.

**Condor Litho Ltd.** (formerly F.G. Hawkins Ltd.), 35 Sylvan Grove, London SE15. Tel (01) 839-9911. Dir. M.J. Andrews.

**L.A. Cousins & Co.** 83 Mare St., Hackney, London E8 4RG. Tel (01) 985-4211. Owner: L.A. Cousins.

**Delga Press Ltd.** Dingswell House, 8 Marlborough Rd., Bromley, Kent BR2 9NH. Tel (01) 460-0112. Mng. Dir. R.E. Edwards. Gen. Mgr. D.A. Deighton. Sales Mgr. R.N. Roadright.

**Free Range Rec'g Studios.** 22 Tavistock St., London WC2. Tel (01) 836-7608. Mng. Dir. Nick Abson. Gen. Mgr. Neville Wills. Sales Mgr. Pam Timmins.

**Garrod & Lofthouse Ltd.** Chaldon Rd., Caterham, Surrey CR3 5YD. Tel (22) 45268. Telex: 262309. Chm. & Mng. Dir. Norman J. Garrod. Sales Mgr. Christopher P. Garrod.

**Halston & Co. Ltd.** Plantation Rd., Amersham, Bucks. HP8 6HJ. Tel (02403) 5525. Cable: HALSTANIC. Mng. Dir. R. E. Smith. Gen. Mgr. R. Yerby. Sales Mgr. W. Shrimpton. Asst. Sales Mgr. L. Thorpe.

**E. Hannibal & Co. Ltd.** Fenfold Rd., Thurston, Leicester LE4 8AP. Tel (05

# NEED HELP WITH THAT DISCO/CABARET? CONFUSED ABOUT SPECS, PRICES, AND DESIGN?

See the largest and most complete, hands-on, fully operational Disco Showroom on the West Coast. A total sight and sound experience. Give us a try! No hard sell, and the most responsible staff of consultants around. And—we've got it in stock, no need to wait. Call or drop in soon, we're here to help.

We at Sound Foyer are proud to feature some of the finest audio products available. These are but a few of the lines on display.

**AKG — BGW — CROWN — DBX  
ELECTRO-VOICE — LIGHTS FANTASTIC  
SENNHEISER — SHOWCO — SHURE  
UNISYNC, AND MANY OTHERS**

The Original Southern California Audio Specialists Since 1951

A DIVISION OF RPS ELECTRONICS, INC. • 1521 SOUTH HILL STREET • LOS ANGELES, CALIFORNIA 90015 • (213) 747-7542

• A DIVISION OF RPS ELECTRONICS, INC. • 1521 SOUTH HILL STREET • LOS ANGELES, CALIFORNIA 90015 • (213) 747-7542 •

**(SOUND FOYER)**

**WORLD'S LARGEST DISCO SHOWROOM**

P.S. Conventioneers! Sound Foyer is only 5 minutes from the Hilton. Drop by to see us.



# Don't fuel around

Less gasoline, reduced speed limits, curtailed airline flights, are forcing many cuts in the frequency and extent of sales trips. So the pressure is on to close more orders per call.

That calls for more sales support than ever. Like the page you're looking at right now.

Put your sales message here and we'll deliver it to over  
of your best customers and prospects all across  
the country.

Every week. Without delay. Without gassin'!

# INTERNATIONAL

Joint Gen. Mgrs. Malcolm Garrett, Andrew Goodburn  
**Audio:** Cassettes  
 Landmark (Precision Mouldings) Ltd., Albion Way, Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir. David Ritchie; Works Dir. Don Pearson; Works Mgr. George Jardine  
**Audio:** 8-tr. cassette  
 Lee Eng & Ltd., Napper House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir. Thomas Lee; Gen. Mgr. Chris Walsh  
**Audio:** NAB  
**Brand name:** Audio Devices  
 Metrosound Audio Prods. Ltd., Cartersfield Rd., Waltham Abbey, Essex EN8 1JF. Tel: Lea Valley (9) 712171. Telex: 25166. Pres. Mark Myers; Gen. Mgr.: David Mason; Sales Mgr.: Dick Speller  
**Audio:** Cassette  
 Music UK Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir. P.H. Blank; Sales Dir. Stephen H. Blank; Export Dir. Brian Blank  
**Audio:** 8-tr. cassette  
 National Panasonic (UK) Ltd., 107/109 Whitley Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761. Mng. Dir.: A. Imura; Gen. Mgr.: J. Aoki; Sales Mgr.: J. Rolfe; Video/CCTV Sales Mgr.: M. Dawson  
**Video:** 1/2" EIAJ open reel, 1/4" EIAJ cartridge  
**Brand name:** National  
 Professional Tape Mktg. Assoc. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton  
**Audio:** Cassette  
 S15 Rec & Studio Ltd., 57 St. Andrews Rd., Northampton NN1 2PB. Tel: (0604) 32965. 30559. Mng. Dir.: D.P.D. Mitchell; Gen. Mgr.: R.J. Eggleston; Sales Mgr.: T.C. Sherman  
**Audio:** 8-tr. cassette  
**Audio:** NAB "A" & "C"  
**Brand name:** Fidelipac  
 Scotch, see 3M  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Gen. Mktg. Mgr.: Gerry Donlon; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Sales & Mktg. Mgr.: John Prigmore  
**Audio:** 8-tr. cassette & open reel  
**Video:** Open reel cassette  
**Brand name:** Scotch

## PROFESSIONAL TAPE SUPPLIES

A T (Associated Tapes) Ltd., 214 Bowles Rd., Southgate, London N11. Tel: (01) 368-2309. (importer)  
**Audio:** Automatic 8-tr. changer  
**Brand name:** Telex  
 Amos of Exeter Ltd., Westlife Court, Exwick, Exeter EX4 2AQ. Tel: (0392) 72-132. Telex: 42788. Mng. Dir.: R.E. Amos  
**Audio & Video:** Bulk Tape Erasers  
**Brand name:** Westlife  
 Audiotope, see Lee  
 B A S F UK Ltd., Haddon House, 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28649. Div. Mgr.: H.C. Paterson; Prof. Mgr.: R.M. Hine; Comm'l Mgr.: A.R. Patch; Technical Officer: E. Rege  
**Audio:** Duplicating tape  
 Capitol Magnetics (Div. of EMI Tape Ltd.), Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-7880. Cable: EMITAPE. LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Gen. Mgr.: P. Sollitt  
**Audio:** Studio tape  
 Chroma 90, see Memorex  
 EMI Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Telex: 932161. Mng. Dir.: E.A. Naef; Mktg. Mgr.: P.K. Mitchell; UK Sales Mgr.: M. Blackburn; Int'l Liaison Mgr.: K. Smith  
**Audio:** Standard & long-play professional tape  
 Lee Eng & Ltd., Napper House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr. Chris Walsh  
**Audio:** Tape  
**Brand name:** Audiotape  
 Memorex UK Ltd., Hoechst House, 50 Salisbury Rd., Hounslow, West Middx. CW4 6JN. Tel: (01) 570-7716. Gen. Mgr.: Mike Kelly  
**Video:** 2" open reel  
**Brand name:** Chroma 90  
 Racial-Zonal Ltd., Holmesthorpe Estate, Holmesthorpe Ave., Redhill, Surrey RH1 2NX. Tel: (01) 67171. Telex: 948520. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; UK Audio Prods. Sales Mgr.: J. Rooke  
**Audio:** Tape (2", 1", 1/2" & 1/4")  
**Brand name:** Triple Three, Triple Six, Triple Eight  
 Scotch, see 3M  
 Telex, see AT  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Gen. Mktg. Mgr.: Gerry Donlon; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Sales & Mktg. Mgr.: John Prigmore  
**Audio:** Professional rec'g tapes  
**Video:** Broadcast & helical scan tapes  
**Brand name:** Scotch  
 Triple Three, see Racial-Zonal  
 Triple Six, see Racial-Zonal  
 Triple Eight, see Racial-Zonal  
 Westlife, see Amos of Exeter

## TAPE, RAW & BLANK LOADED

Adstra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Clarendon Rd., London NW2 1TU. Tel: (01) 452-8288. Cable: WESTQUIP. Telex: 897112. Mng. Dir.: Michael Leaver; Gen. & Sales Mgr.: J. Boyce. (Blank only)  
**Audio:** Cassette & open reel  
**Brand name:** Synchronette, Synchronette  
 Agfa-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Telex: 28154. Mng. Dir.: G. Ahrens; Gen. Mgr.: G. Squires; Tape Sales Mgr.: Ted Bowden. (Raw only)  
**Home office:** Germany  
**Audio:** Cassette, open reel  
 Ampex Ltd., Acra Rd., Reading, Berks. Tel: (0734) 85200. Cable: VIDEOTAPE. Telex: 848345. Gen. Mgr.: E.H. Seideler; Tape Prods. Sales Mgr.: John Cripps  
**Audio:** 8-tr. cassette & open reel  
**Video:** 1" open reel, 1/2" cassette, 1/4" EIAJ open reel, 1/4" open reel  
 Audioconic, see Cassette Developments  
 Audiotope, see Lee Eng &  
 Capitol Magnetics (Div. of EMI Tape Ltd.), Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-7880. Cable: EMITAPE. LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Gen. Mgr.: P. Sollitt  
**Audio:** 8-tr. cassette, open reel  
**Brand name:** Blank—The Master Tape, raw—Capitol  
 Cassette Developments (Audioconic) Ltd., Micra House, 138 Lower Mortlake Rd., Richmond,

Surrey TW9 2JZ. Tel: (01) 940-8186. Telex: 24523. Mng. Dir.: D. Dixon  
**Audio:** Cassette, open reel  
**Brand name:** Audioconic  
 Centron, see LaTex  
 Contek Magnetics Ltd., 32 Eveline Rd., Mitcham, Surrey. Tel: (01) 848-5156. Telex: 945309. Mng. Dir.: Colin Marler; Gen. Mgr.: Chris Purkiss; Sales Mgr.: John Bateman  
**Audio:** Cassette  
 Contek Magnetics (Int'l) Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. HAA 7LY. Tel: (01) 951-0488. Tel: 945309. Mng. Dir.: Raymond Linton  
**Audio:** Cassette  
 D & B Tape Servs., 23 Croydon Rd., Reigate, Surrey RH2 0LY. Tel: Reigate 49505. Owner: E.G. Dowley. (Blank only)  
**Audio:** 8-tr. cassette, broadcast  
 Duplitape, 1/7 Harwood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir.: B.R. Lambden; Mng. Dir.: R. Jackson Moore. (Blank only)  
**Audio:** Cassette  
 EMI Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Telex: 932161. Mng. Dir.: E.A. Naef; Mktg. Mgr.: P.K. Mitchell; UK Sales Mgr.: M. Blackburn; Int'l Liaison Mgr.: K. Smith  
**Audio:** Blank—cassette, open reel, raw—cassette  
 E P S (Educational Publ'g Servs.), 75 Holloway Rd., London N7 8JZ. Tel: (01) 607-8059. Pres. David Cavalier. (Blank only)  
**Audio:** Cassette  
**Brand name:** Leda  
 Fidelipac, see SRS Rec'g  
 Fuji, see Pysar  
 Golding Audio Ltd., Marks Tey, Colchester, Essex. Tel: 210-433. Cable: GOLDAUDIO. Telex: 98550. (Blank only)  
**Audio:** 8-tr. cassette  
 H.C.L. see Hallerman  
 Hallerman Cassettes Ltd., Station Hill, Pound Hill, Crawley, West Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES. Telex: 87561. Joint Gen. Mgrs. Malcolm Garrett, Andrew Goodburn. (Blank only)  
**Audio:** Cassette  
**Brand name:** HCL, HCL Super  
 Immediate Sound Servs. Ltd., 6 Orman Rd., London N1 5QJ. Tel: (01) 739-8672. Mng. Dir.: R. Clark; Gen. Mgr.: John Rooke; Tape: R.W. Holmes. (Blank only)  
**Audio:** 8-tr. cassette  
 LaTex & Co. Ltd., LaTex House, 1 Canal St., Manchester M60 4AX. Tel: (061) 236-8186. Cable: ALMIGHTY. Telex: 669431. Dirs.: R.J. Mulchand, K.C. Bhavnani. (Blank only)  
**Audio:** Cassette  
**Brand names:** Centron, Monotone, Winthronics  
 Leda, see EPS  
 Lee Eng & Ltd., Napper House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Walsh  
**Audio:** NAB  
**Brand name:** Audiotape  
 The Master Tape, see Capitol  
 Maxwell, see Natural Sounds  
 Media Sound, see Metropolitan Communications  
 Memorex (UK) Ltd., Hoechst House, 50 Salisbury Rd., Hounslow, West Middx. CW4 6JN. Tel: (01) 570-7716. Gen. Mgr.: Mike Kelly  
**Audio:** Blank—8-tr. cassette, open reel, raw—cassette  
**Video:** 2" & 1" open reel, 1/4" cassette, 1/4" EIAJ open reel  
 Metropolitan Communications, 5a Frognaal Gardens, London NW3 6UX. Tel: (01) 435-8903. Mng. Dir.: Mark R.J. Harau; Gen. Mgr.: P. Rodriguez; Sales Mgr.: Ray Parrott. (Blank only)  
**Audio:** Cassette  
**Brand name:** Media Sound  
 Monotone, see LaTex  
 Music UK Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Sales Dir.: Stephen H. Blank; Export Dir.: Brian Blank  
**Audio:** Blank—8-tr. cassette, raw—cassette  
 National Panasonic (UK) Ltd., 107/109 Whitley Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761. Mng. Dir.: A. Imura; Gen. Mgr.: J. Aoki; Sales Mgr.: J. Rolfe; Video/CCTV Sales Mgr.: M. Dawson. (Blank only)  
**Audio:** Cassette  
**Video:** 1/2" EIAJ Open Reel, 1/4" EIAJ cartridge  
**Brand name:** National, National Panasonic, Technics  
 Natural Sound Systems, 10 Byron Rd., Walsdore, Harrow, Middx. Tel: (01) 863-8622. Telex: 922573. Sales Dir.: Malcolm Keys; Maxwell Prod. Mgr.: Mike Crawshaw. (Blank only)  
**Audio:** Cassette, open reel  
**Brand name:** Maxwell  
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2168. Telex: 846169  
**Audio:** Cassette, open reel  
**Video:** 1/2" EIAJ open reel, VCR  
 Professional Tape Mktg. Assoc. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton  
**Audio:** Cassette  
 Pysar Magnetic Ltd., Airport House, Purley Way, Croydon, Surrey CR0 0XZ. Tel: (01) 881-2272. Telex: 946670. Mng. Dir.: H.J. Hutchings; Gen. Mgr.: Terry Clayton; Sales Mgr.: John P. Thurley  
**Audio:** Cassette, open reel  
 Pysar Ltd., Fitzroft Way, Edenbridge, Kent TN8 5HA. Tel: (073271) 4111. Telex: 95527. Mng. Dir.: Bernard Hurley; Sales Dir.: Malcolm Blockley  
**Audio:** 8-tr. cassette, open reel  
**Brand name:** Fuji Photo  
 Racial-Zonal Ltd., Holmesthorpe Estate, Holmesthorpe Ave., Redhill, Surrey RH1 2NX. Tel: (01) 67171. Telex: 948520. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; UK Audio Prods. Sales Mgr.: J. Rooke  
**Audio:** Cassette, open reel  
**Brand name:** Triple Three, Triple Six, Triple Eight  
 Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Mng. Dir.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy. (Blank only)  
**Audio:** 8-tr. cassette  
 S15 Rec & Studio Ltd., 57 St. Andrews Rd., Northampton NN1 2PB. Tel: (0604) 32965. 30559. Mng. Dir.: D.P.D. Mitchell; Gen. Mgr.: R.J. Eggleston; Sales Mgr.: T.C. Sherman  
**Audio:** NAB "A" & "C"  
**Brand name:** Fidelipac  
 Scotch, see 3M  
 Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (78) 87644. Telex: 266371. London. (Video only)  
**Video:** 1/2" U-matic cassette; 1/4" EIAJ open reel  
 Strathclyde Sound & Video Ltd., Central Chambers, 93 Hope St., Glasgow, Scotland G2 6LD. Tel: (041) 221-2244. 204-2303 & 3102. Mng. Dir.: Raymond E. Orr; Sec'y: R. Elgath Lowe.

**Audio:** 8-tr. cassette, open reel  
 Synchronette, see Astra  
 TDK Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 689-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite. (Blank only)  
**Audio:** 8-tr. cassette, open reel  
 Tandberg (UK) Ltd., Farnell House, 81 Kirkstall Rd., Leeds, North Yorks. LS3 1HR. Tel: (0532) 35111. Mng. Dir.: John Farnell; Sales Dir.: W.R. Harrison; Promo Servs. Mgr.: M.R. Cowling  
**Audio:** Cassette, open reel  
 Technics, see National Panasonic  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Gen. Mktg. Mgr.: Gerry Donlon; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Sales & Mktg. Mgr.: John Prigmore  
**Audio:** 8-tr. cassette, open reel  
**Video:** 1" open reel, 1/2" cartridge, 1/4" cassette, 1/4" EIAJ open reel, 1/4" EIAJ cartridge, 1/4" cassette  
**Brand name:** Scotch  
 Trident Tape Servs. Ltd., 4/10 North Rd., Islington, London N3. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey; Sales Mgr.: Ray Jones  
**Audio:** 8-tr. cassette  
 Triple Three, see Racial-Zonal  
 Triple Six, see Racial-Zonal  
 Triple Eight, see Racial-Zonal  
 Winthronics, see LaTex

## DUPLICATING & PROCESSING EQUIPMENT

Ampex Ltd., Acra Rd., Reading, Berks. Tel: (0734) 85200. Telex: 848345. Gen. Mgr.: E.H. Seideler; Tape Prods. Sales Mgr.: John Cripps  
**Audio:** Professional tape duplicators  
 Cencac Audio, Sapphire House, 18 Uxbridge Rd., Ealing, London W5 2BP. Tel: (01) 578-9145. Telex: 935847. Mng. Dir.: Brian C.A. Wild; Sales Mgr.: Michael J. Cotter  
**Audio:** High-speed duplicators (84:1)  
**Brand name:** Gauss  
 Centron Group, Grove House, 551 London Rd., Islington, Middx. TW7 4DS. Tel: (01) 588-0131. Telex: 935054. Sales Dir.: Bernard G. Rawson. (Audio only)  
**Brand name:** Pentagon (USA), Telex (USA), Wollemax (USA)  
 Duplitape, 1/7 Harwood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir.: B.R. Lambden; Gen. Mgr.: R. Jackson Moore. (Audio only)  
 Electro Sound, see Lee  
 Gauss, see Cencac  
 C. E. Hammond & Co. Ltd., 105/109 Oyster Ln., Sydenham, Surrey KT14 7LA. Tel: (91) 41131. Telex: 262525. Mng. Dir.: R.L. Higgin; Mktg. Mgr.: R.J. Sharpe  
**Audio:** Cassette & open reel duplicators  
**Brand name:** Otari  
 Hayden Labs Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, Bucks. Tel: (02813) 88447. Telex: 849469. Mng. Dir.: K.E. Owens; Sales Dir.: E.J. Barrett  
**Audio:** Cassette duplicators & loaders  
**Brand name:** Telefunken  
 Industrial Tape Applications, 1/7 Harwood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir.: M. Parmiter; Gen. Mgr.: B. Lambden  
**Audio:** Cassette duplicators  
**Brand name:** Otari (Japan)  
 Lee Eng & Ltd., Napper House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Walsh  
**Audio:** Duplicators, loaders, printers  
**Brand name:** Electro Sound  
 Leavers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW19 3SL. Tel: (01) 874-9054. Cable: LEEMAG. Telex: 923455. Mng. Dir.: R.C. Blearst; Gen. Mgr.: W.A. Costello; Sales Mgr.: J. Robinson  
**Audio:** Bulk erasers  
 B. H. Morris & Co. (Radio) Ltd., Precision Centre, Heather Park Dr., Wembley, Middx. Tel: (01) 902-9422. Mng. Dir.: K. Lasky; Mktg. Mgr.: B.T. Cockram; Sales Dir.: A. Altemann  
**Brand name:** Trio  
 National Panasonic (UK) Ltd., 107/109 Whitley Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761. Mng. Dir.: A. Imura; Gen. Mgr.: J. Aoki; Sales Mgr.: J. Rolfe; Video/CCTV Sales Mgr.: M. Dawson  
**Video:** High speed 1/2" cartridge duplicator (VTF)  
**Brand name:** National  
 Otari, see C.E. Hammond & Industrial Tape  
 Pentagon, see Centron  
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2168. Telex: 846169  
**Audio:** Cassette duplicators  
**Video:** VCR duplicators  
 Professional Tape Mktg. Assoc. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton  
**Audio:** Cassette winders, labelers, stacking jigs  
**Brand name:** Victor  
 Scotch, see 3M  
 Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: (78) 87644. Telex: 266371. London. (Video only)  
 Studio Republic Ltd., 47 High St., Pinner, Middx. HAS 5PJ. Tel: (01) 868-5555  
 Telefunken, see Hayden  
 Telex, see Centron  
 Trio, see B.H. Morris  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Gen. Mktg. Mgr.: Gerry Donlon; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Sales & Mktg. Mgr.: John Prigmore  
**Audio:** Cassette pancakes  
**Brand name:** Scotch  
 Victor, see Professional Tape  
 Wollemax, see Centron

## PACKAGING & LABELING EQUIPMENT & SUPPLIES

E. Hannibal & Co. Ltd., Pinfold Rd., Thurston, Leicester LE4 8AP. Tel: (0533) 695-413. Telex: 34827. Mng. Dir.: C. Hetherington; Sales Dir.: N.L. Cartwright  
**Product:** Cartridge & cassette labels, inlay cards  
 ● accessories manufacturers  
 Adstra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Clarendon Rd., London NW2 1TU. Tel: (01) 452-8288. Cable: WESTQUIP. Telex: 897112. Mng. Dir.: Michael Leaver; Gen. & Sales Mgr.: J. Boyce  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Agfa-Gevaert Ltd., Unity House, 27 Great West Rd., Brentford, Middx. Tel: (01) 560-2131. Telex: 28154. Mng. Dir.: G. Ahrens; Gen. Mgr.: G. Squires; Tape Sales Mgr.: Ted Bowden  
**Home office:** Germany  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Ampex Ltd., Acra Rd., Reading, Berks. Tel: (0734) 85200. Cable: VIDEOTAPE. Telex: 848345. Gen. Mgr.: E.H. Seideler; Tape Prods. Sales Mgr.: John Cripps  
**Products:** Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape  
 Audioconic, see Cassette Developments  
 Audiotope, see Lee Eng &  
 Capitol Magnetics (Div. of EMI Tape Ltd.), Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-7880. Cable: EMITAPE. LONDON. Telex: 932161. Mng. Dir.: E.A. Naef; Gen. Mgr.: P. Sollitt  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Chroma 90, see Memorex  
 EMI Tape Ltd., Tape House, Dawley Rd., Hayes, Middx. UB3 1BT. Tel: (01) 573-3888. Telex: 932161. Mng. Dir.: E.A. Naef; Mktg. Mgr.: P.K. Mitchell; UK Sales Mgr.: M. Blackburn; Int'l Liaison Mgr.: K. Smith  
**Product:** Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape  
 Final Prods. Ltd., Coastguard Rd., Lame, Northern Ireland. Tel: (0574) 3015. Mng. Dir.: C. Rumble; Gen. Mgr.: Richard R. Rumble  
**Home office:** USA, Devon Design Corp.  
**Product:** Display racks  
 Hancock Corfield & Waller Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ. Tel: (01) 542-1012. Sales & Mktg. Dir.: James C. Watkins; Sales Mgr.: John Pengilly  
**Product:** Carrying & storage cases, cassette storage in injection-molded plastic & wire  
 Hallerman Cassettes Ltd., Station Hill, Pound Hill, Crawley, West Sussex RH10 4AZ. Tel: (0293) 34982. Cable: CASSETTES. Telex: 87561. Joint Gen. Mgrs. Malcolm Garrett, Andrew Goodburn  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Landmark (Precision Mouldings) Ltd., Albion Way, Biggleswade, Beds. Tel: (0767) 314-231. Telex: 23384. Mng. Dir.: David Ritchie; Works Dir.: Don Pearson; Works Mgr.: George Jardine  
**Product:** Head cleaners & demagnetizers  
 Lee Eng & Ltd., Napper House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel: Walton-on-Thames 43124. Cable: LEETECH. Telex: 928475. Mng. Dir.: Thomas Lee; Gen. Mgr.: Chris Walsh  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Mng. Dir.: E.G. Lennard  
**Product:** Carrying & storage cases, head cleaners, demagnetizers, splicing tape  
 Lugton & Co. Ltd., PO Box 182, Cross Ln., Horsaey, London NE 75B. Tel: (01) 348-8211. Dir.: Fred Herzog; Gen. Mgr.: D. Rose  
**Product:** Carrying & storage cases, head cleaners, demagnetizers, leader & splicing tape  
 Metrosound Audio Prods. Ltd., Audio Works, Cartersfield Rd., Waltham Abbey, Essex EN8 1JF. Tel: Lea Valley (9) 712-712. Telex: 25186. Pres. Mark Myers; Gen. Mgr.: David Mason; Sales Mgr.: Dick Speller  
**Product:** Head cleaners, demagnetizers, leader & splicing tape  
 Musicase Ltd., 298 High Rd., Chiswick, London W4 1PA. Tel: (01) 995-8755. Mng. Dir.: J. Hardman  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Music UK Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dir.: P.H. Blank; Sales Dir.: Stephen H. Blank; Export Dir.: Brian Blank  
**Product:** Carrying & storage cases, head cleaners, demagnetizers  
 Oemabot Ltd., 46 Kenilworth Rd., Edgware, Middx. HAA 8YJ. Tel: 958-9314. Mng. Dir.: O. Greenick  
**Product:** Bulk erasers & head demagnetizers  
 Pinnacle Electronics Ltd., Electron House, Cray Ave., St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (66) 27099. Telex: 896141. Chm. & Mng. Dir.: Terry Scully; Dir. Jack Best; Gen. Mgr.: Leslie French; Sales Mgr.: Ray Phillips  
**Products:** Carrying & storage cases, head cleaners & demagnetizers, leader & splicing tape  
 Products 2000, The Millings, 63 High St., Ware, Herts. SG12 8AD. Tel: (0820) 66242. Partner: R.C. Bayes; Gen. Mgr.: C.W. Bayes  
**Product:** Carrying & storage cases  
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2168. Telex: 846169  
**Product:** Cassette head cleaning tape, leader & splicing tape  
 Professional Tape Mktg. Assoc. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. HAA 7LY. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton  
**Product:** Head cleaners & demagnetizers, leader & splicing tape  
 Pysar Ltd., Fitzroft Way, Edenbridge, Kent TN8 5HA. Tel: (073271) 4111. Telex: 95527. Mng. Dir.: Bernard Hurley; Sales Dir.: Malcolm Blockley  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Quality Audio Supplies, Wollaton Rd., Beeston Notts. Tel: (0602) 35-22-22  
**Product:** Head cleaners  
 Racial-Zonal Ltd., Holmesthorpe Estate, Holmesthorpe Ave., Redhill, Surrey. Tel: 67171. Telex: 948520. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; UK Audio Prods. Sales Mgr.: J. Rooke  
**Product:** Leader & splicing tape  
 Record Housing, see N. & S.B. Field  
 Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Mng. Dir.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Southport Plastics Ltd., The Barge Walk, East Molesey, Surrey KT8 9AZ. Tel: (01) 941-2829. Mng. Dir.: R.H. Southport  
**Product:** Carrying & storage cases  
 Securite Ltd., Bluebridge Ind'l Estate, Halesstead, Essex. Tel: (07874) 5912. Mng. Dir.: Bruce T. Samson; Dirs.: Brian T. Horne, Mary B. Valentine  
**Product:** Carrying & storage cases  
 Selecta London (Div. of Decca Rec. Co. Ltd.), 125/127 Lee High Rd., Lewisham, London SE13 5NX. Tel: (01) 852-9171/9191. Gen. Mgr.: J.D. Roberts; Radio Mgr.: J.L. Barnes  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Rec./Tape Mgr.: Michael H. Ross; Sales Mgr.: Noel A. Spiller  
**Product:** Carrying & storage cases  
 TDK Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 689-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite  
**Product:** Head cleaners & demagnetizers  
 Tapemaster Publ'ns, Kempsey, Worcs. WR5 3PN. Tel: (0905) 82-01-37. 35-21-31. Completion Ed.: James Bradley; Research: Kathleen Bradley  
**Product:** Tapemaster classical cassette catalogue  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Gen. Mktg. Mgr.: Gerry Donlon; Sales & Mktg. Mgr.: John Prigmore  
**Product:** Leader & splicing tape  
 Trident Tape Servs. Ltd., 4/10 North Rd., Islington, London N3. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey; Sales Mgr.: Ray Jones  
**Product:** Library cases  
 James Upton Ltd., Tinsley House, 3 Loughborough St., London SE11 5RB. Tel: (01) 486-8323. Cable: ROBOR. Mng. Dir.: W. Summerwell; Sales Mgr.: W.G.A. Howe  
**Product:** Catalogue servs.  
 M. Young & Co., Industrial Estate, Southgate Ave., Mittenhall, Suffolk. Tel: 712553  
**Product:** Cassette master bags

Professional Tape Mktg. Assoc. Ltd., Cassette House, 57 Manor Park Crescent, Edgware, Middx. HAA 7LY. Tel: (01) 951-0488. Telex: 945309. Mng. Dir.: Ray Linton  
**Product:** Head cleaners & demagnetizers, leader & splicing tape  
 Pysar Ltd., Fitzroft Way, Edenbridge, Kent TN8 5HA. Tel: (073271) 4111. Telex: 95527. Mng. Dir.: Bernard Hurley; Sales Dir.: Malcolm Blockley  
**Product:** Head cleaners & demagnetizers  
 Quality Audio Supplies, Wollaton Rd., Beeston Notts. Tel: (0602) 35-22-22  
**Product:** Head cleaners  
 Racial-Zonal Ltd., Holmesthorpe Estate, Holmesthorpe Ave., Redhill, Surrey. Tel: 67171. Telex: 948520. Mng. Dir.: D.S. Worman; Mktg. Dir.: H.K. Kimblin; UK Audio Prods. Sales Mgr.: J. Rooke  
**Product:** Leader & splicing tape  
 Record Housing, see N. & S.B. Field  
 Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSILECT. Telex: 22747. Mng. Dir.: Ross I.L. Marks; Gen. & Sales Mgr.: A.C. Murphy  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Southport Plastics Ltd., The Barge Walk, East Molesey, Surrey KT8 9AZ. Tel: (01) 941-2829. Mng. Dir.: R.H. Southport  
**Product:** Carrying & storage cases  
 Securite Ltd., Bluebridge Ind'l Estate, Halesstead, Essex. Tel: (07874) 5912. Mng. Dir.: Bruce T. Samson; Dirs.: Brian T. Horne, Mary B. Valentine  
**Product:** Carrying & storage cases  
 Selecta London (Div. of Decca Rec. Co. Ltd.), 125/127 Lee High Rd., Lewisham, London SE13 5NX. Tel: (01) 852-9171/9191. Gen. Mgr.: J.D. Roberts; Radio Mgr.: J.L. Barnes  
**Product:** Carrying & storage cases, head cleaners & demagnetizers  
 Solomon & Peres Ltd., 120 Coach Rd., Templepatrick, Ballyclare, Antrim, Northern Ireland BT39 0HB. Tel: (08494) 32711. Telex: 747293. Mng. Dir.: Mervyn A. Solomon; Rec./Tape Mgr.: Michael H. Ross; Sales Mgr.: Noel A. Spiller  
**Product:** Carrying & storage cases  
 TDK Tape Dist. (UK) Ltd., 341 Brighton Rd., South Croydon, Surrey CR2 6EQ. Tel: (01) 689-7372. Telex: 946727. Mng. Dir.: J.C. Buchan; Sales Mgr.: Derek Huthwaite  
**Product:** Head cleaners & demagnetizers  
 Tapemaster Publ'ns, Kempsey, Worcs. WR5 3PN. Tel: (0905) 82-01-37. 35-21-31. Completion Ed.: James Bradley; Research: Kathleen Bradley  
**Product:** Tapemaster classical cassette catalogue  
 3 M United Kingdom Ltd., 3M House, Wigmore St., London W1A 1ET. Tel: (01) 486-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir.: Donn Oamson; Rec'g Materials Div. Gen. Mgr.: Stan Daniell; Gen. Mktg. Mgr.: Gerry Donlon; Sales & Mktg. Mgr.: John Prigmore  
**Product:** Leader & splicing tape  
 Trident Tape Servs. Ltd., 4/10 North Rd., Islington, London N3. Tel: (01) 609-0087. Telex: 264773. Mng. Dir.: Peter Robey; Sales Mgr.: Ray Jones  
**Product:** Library cases  
 James Upton Ltd., Tinsley House,

AEGTFFK Mng. Dr. Dr. H.W. Klemm, Gen. Mgr. W. Zickermann; Sales Mgr. R.B. Jackson; Prod. Mgr. A.G. Liles  
**Audio:** Telefunken (Germany)  
 H. see Allen & Heath  
 J.M.S. Trading (Amstrad) Ltd., 89 Ridley Rd., Dalton, London E8. Tel: (01) 249-5237  
**Audio:** Amstrad  
 J.R.D. see Audio Research & Development  
 Acoustic Research, see Teledyne  
 Sales & Serv. (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH. Tel: (01) 993-1572. Telex: 836239 Mng. Dr. Stephen R. Chorley; Sales Mgr. Barry Hall  
**Audio:** Aiva (Japan)  
 see Rank Audio Visual  
 see Rank Audio Visual  
 Alan & Health Ltd./Brenell Eng'g Ltd., Campsbourne Rd., London N8. Tel: (01) 340-3291. Telex: 267727. Mng. Dr. Neil Hauser; Gen. Mgr. Andrew Sterling; Sales Mgr. Andy Munro  
**Audio:** A&H, Brenell  
 see Highgate Acoustics  
 Amcon, see Macinnes Labs  
 Amers (UK) Ltd., 96 Piccadilly, London W1V 9HA. Tel: (01) 499-3537. (Audio only)  
 Ampex Ltd., Acne Rd., Reading, Berks. Tel: (0734) 85200. Cable: VIDEOTAPE. Telex: 848345. Gen. Mgr. E.H. Sadler; Audio/Video Equip. Mgr. Willie Scullion  
**Audio & Video:** Ampex (USA)  
 Amstrad, see AMS  
 Audio Research & Development Ltd., Navas House, The Maultway, Camberley, Surrey GU15 1QE. Tel: (0276) 24684. Sales Dir. G.A. Ward  
**Audio:** A/R/D  
 A.S.F. UK Ltd., Haddon House, 2/4 Fitzroy St., London W1P 5AD. Tel: (01) 637-8971. Telex: 28549. Div. Mgr. H.C. Patterson; Prof. Mgr. R.M. Hine; Comm'l Mgr. A.R. Patch; Technical Officer: E. Riege. (Audio only)  
 Aitek, Precision Centre, Heather Park Dr., Wembley HA0 1SU. Tel: (01) 902-8832. (Audio only)  
 see Electronics Ltd., 572 Kingston Rd., London SW20 8DR. Tel: (01) 540-8808. (Audio only)  
 Blaupunkt, see Robert Bosch  
 Robert Bosch Ltd., PO Box 166, Rhodes Way, Watford, Herts. WD2 4LB. Tel: (0923) 442-33  
**Audio:** Blaupunkt  
**Video:** Bosch Fernseh  
 Brenell, see Allen & Heath  
 Bush, see Rank Radio  
 Colton, see Musonic  
 Condor Electronics Ltd., 100 Coombe Ln., London SW20 0AY. Tel: (01) 946-0033. Telex: 928502. Mng. Dr. C.A. Wolf; Gen. Mgr. R. Allen; Sales Mgr. L. Willey  
**Audio:** Tensorel (Netherlands), Ultimo (Japan)  
 Connevens Ltd., 1 Norbury Rd., Reigate, Surrey. Tel: (07372) 47571. Mng. Dr. M.H. Evans; Chief Eng. D.M. Evans. (Audio—transports)  
 Crown Int'l, see Macinnes Labs  
 Crown Radio Co. Ltd., Russell Gardens, Wickford, Essex SS11 8RT. Tel: Wickford 634-14. Telex: 995108. (Audio only)  
 The Decca Record Co. Ltd., Decca House, 9 Albert Embankment, London SE1 7SW. Tel: (01) 735-8111. Cable: DECCORD. Telex: 28588  
 Dokorder, see REW  
 Duplitape, 1/7 Harewood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir. B.R. Lambden; Gen. Mgr. R. Jackson Moore. (Audio only)  
 Dynatron Radio Ltd., St. Peter's Rd., Maidenhead, Berks. SL6 7QY. Tel: Maidenhead 233-31. (Audio only)  
 EPS (Educational Publishing Servs.), 75 Holloway Rd., London N7 8JZ. Tel: (01) 607-6058. Pres. David Cavalier  
**Audio:** Leda (Italy)  
 Ekco, see Pye  
 Electronic Mfg. (Sales) Ltd., Devonshire House, High St., Birmingham B12 0JF. Tel: (021) 772-7145. Cable: THOM&N. Telex: 336409. Dirs.: R.W. Thomas, L.J. Laney  
**Audio:** Fiesta  
 Ferguson, see Thorn  
 Ferrograph, see Wilmot Breeden  
 Fiesta, see Electronic Mfg.  
 Formula 4, see Mayware  
 Golding Audio Ltd., Marks Tey, Colchester, Essex. Tel: 210433. Cable: GOLDAUDIO. Telex: 98550  
 Grundig Int'l Ltd., Newlands Park, London SE26 5NQ. Tel: (01) 659-2468. Telex: 22854. (Audio only)  
 C.E. Hammond & Co. Ltd., 105/109 Oyster Ln., Byfleet, Surrey KT14 7LA. Tel: (91) 41131. Telex: 262525. Mng. Dr. R.L. Higgin; Mktg. Mgr. R.J. Sharpe  
**Audio:** Otari (Japan)  
 Hayden Labs Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, Bucks. Tel: (02813) 88447. Telex: 849469. Mng. Dr. K.E. Owens; Sales Dir. E.J. Barnett  
**Audio:** Nagra (Switzerland), Sondor (Switzerland), Telefunken (Germany)  
 Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ. Tel: (01) 267-4936. Cable: HIMANCO. Gen. Mgr. H. Remington; Sales Mgr. A. Manning  
**Audio:** Alpha (Japan)  
 Hitachi Sales (UK) Ltd., Hitachi House, Station Rd., Hayes, Middx. UB3 4DR. Tel: (01) 848-8787. Telex: 933611. (Audio only)  
 I.T.T. Consumer Products (UK) Ltd., Maidstone Rd., Sidcup, Kent DA14 5HT. Tel: (01) 300-7733. Telex: 21836. (Audio only)  
 Industrial Tape Applications, 1/7 Harewood Ave., London NW1. Tel: (01) 724-3768. Telex: 21879. Dir. M. Parmeter; Gen. Mgr. B. Lambden  
**Audio:** Itam, Otari (Japan), Revox (Germany), Teac (Japan)  
 Item, see Industrial Tape  
 J.V.C. (UK) Ltd., Eldonwell Trading Estate, Staples Corner, 5/8 Priestly Way, London NW2. Tel: (01) 450-2621. Telex: 923320. Mng. Dr. K. Lowy; Adv. & Sales Promo. Mgr. J. Soyka. (Audio & video)  
 Klark Teknik Research Ltd., Summerfield, Kidderminster, Worcs. DY11 7RE. Tel: (0562) 84027. 83467. Mng. Dr. Philip M. Clarke; Technical Dir.: Terence A. Clarke. (Audio only)  
 Laitex & Co. Ltd., Laitex House, 1 Canal St., Manchester M60 4AX. Tel: (061) 226-8186. Cable: ALMIGHTY. Telex: 669431. Dirs.: R.J. Mulchand, K.C. Bhavnani  
**Audio:** Winthronics  
 Leda, see EPS  
 Leavers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW19 3SL. Tel: (01) 874-9054. Cable: LEEMAG. Telex: 923455. Mng. Dr. H.C. Bizard; Gen. Mgr. W.A. Costello; Sales Mgr. J. Robinson  
**Audio:** Leavers-Rich Profile Professional  
 MCI (Professional Studio Equip.) Ltd., MCI House, 54/56 Stanhope St., London NW1. Tel: (01) 388-7887. Telex: 261116. Mng. Dr. Dag Falmer; Deput. Mng. Dr. Sissy Jackson; Sales Dir. Bill Dyer; Chief Eng. Dave Dearden. (Audio only)  
 Macinnes Labs Ltd., Macinnes House, Carlton Park Ind'l Estate, Sauxmudham, Suffolk. Tel: (0728) 2262. 2615. Mng. Dr. I.M. Marshall  
**Audio:** Amcon/Crown Int'l (USA)  
 Mayware Ltd., 15 Heather Walk, Edgware, Middx. HA8 9TS. Tel: (01) 956-9421. Chm. & Mng. Dr. G. Beamman; Gen. Mgr. A. Williams  
**Audio:** Formula 4  
 see 3M  
 B.H. Morris & Co. (Radio) Ltd., Precision Centre, Heather Park Dr., Wembley, Middx. Tel: (01)

902-94. Mng. Dr. K. Lasky; Mktg. Mgr. B.T. Cockram; Sales Dir. A. Altonstein  
**Audio:** Trio  
 Musonic Ltd., 34/38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Telex: 28675. Mng. Dr. P.H. Blank; Sales Dir. Stephen H. Blank; Export Dir. Brian Blank  
**Audio:** Colton, Musonic  
 N.E.A.L. see North East Audio Ltd.  
 Nagra, see Hayden  
 National Panasonic (UK) Ltd., 107/109 Whitby Rd., Slough, Berks. SL1 3DR. Tel: (0753) 27516. Cable: PANASONIC. Telex: 848761. Mng. Dr. A. Imura; Gen. Mgr. J. Aoki; Sales Mgr. J. Rolfe; Video/CCTV Sales Mgr. M. Dawson  
**Audio:** National Panasonic (Japan), Technica (Japan)  
**Video:** National (Japan)  
 North East Audio Ltd., 5 Charlotte Square, Newcastle-upon-Tyne NE1 4XF. Tel: (0632) 26660. Mng. Dr. A.J. Helliwell; Gen. Mgr.: T. Bailey  
**Audio:** NEAL  
 Omex Prods. Ltd., Hereford House, Wandle Mills, Beedington, Croydon, Surrey CR0 4SB. Tel: (01) 685-9022. Telex: 948286. Chm. J. Zuber; Mng. Dr. & Gen. Mgr. F. Hood; Sales Mgr. K. Robson. (Audio only)  
 Otari, see C.E. Hammond & Industrial Tape  
 Peerless, see Ross Electronics  
 Philips Electrical Ltd., City House, London Rd., Croydon, Surrey. Tel: (01) 689-2166. Telex: 946169. (Audio & Video)

Purpas Plastics Ltd., Lonbank Works, Alva, Clackmannanshire, Scotland. Tel: Alva 80307. Mng. Dr. J.M. Fuller; Gen. Mgr. A.L. Vangrove; Prod'n Dir. R.B. Dunbar  
 Pye Radio & Television Ltd., St. Andrews Rd., Cambridge CB4 1DS. Tel: Cambridge 589-85  
**Audio:** Ekco, Pye  
 R.E.W. Audio Visual Co., 10/12 High St., Colliers Wood, London SW19 2BE. Tel: (01) 540-9684. Telex: 896691. Mng. Dr. Mark Murray; Audio Dir. Jan Murray; Video Dir. Richard Murray  
**Audio:** Dokorder (Japan)  
**Video:** DES monitors, REW Tri-Standard  
 Rank Audio Visual Ltd., PO Box 70, Great West Rd., Brentford, Middx. TW8 9HR. Tel: (01) 569-9222. Telex: 24408  
**Audio:** Akai (Japan), Rotel (Japan)  
**Video:** Akai (Japan)  
 Rank Radio Int'l Ltd., PO Box 596, Power Rd., Chiswick, London W4 5PW. Tel: (01) 994-6491  
**Audio:** Bush  
 Revox, see Industrial Tape  
 Ross Electronics, 32 Rathbone Pl., London W1P 1AD. Tel: (01) 580-7112. Cable: ROSSLECT. Telex: 22747. Mng. Dr. Ross T.L. Marks; Gen. & Sales Mgr. A.C. Murphy  
**Audio:** Peerless, Ross  
 Rotel, see Rank Audio Visual  
 Saba Radio & Television Ltd., 10/12 Combrook Park Rd., Manchester M15 4EE. Tel: (061) 872-7661. Telex: 669131. (Audio only)  
 Sansui Audio Europe SA, 39/41 Maile St.,

London W1P 5FU. Tel: (01) 580-5353. Telex: 269285. Chief Exec. M. Ishikawa  
**Audio:** Sansui (Japan)  
 Sanyo Marubeni (UK) Ltd., Sanyo House, Bushy Mill Ln., Watford, Herts. WD2 4UQ. Tel: Watford 304-21. Telex: 26704. (Audio only)  
 Sharp Electronics (UK) Ltd., Sharp House, 107 Hulme Hall Ln., Manchester M10 8HL. Tel: (061) 205-7321. (Audio only)  
 Shrho (UK) Ltd., Shrho House, The Ridgeway, Iwer, Bucks. SL0 9JL. Tel: (0753) 65-22-22. (Audio only)  
 Sondor, see Hayden  
 Sony (UK) Ltd., Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middx. Tel: Sunbury-on-Thames 87644. Telex: 266371 London  
 Tandberg (UK) Ltd., Farnell House, 81 Kirkstall Rd., Leeds, North Yorks. LS3 1HR. Tel: (0532) 35111. Mng. Dr. John Farnell; Sales Dir. W.R. Harrison; Promo. Servs. Mgr. M.R. Cowling. (Audio)  
 Teac, see Teledyne & Industrial Tape  
 Technics, see National Panasonic  
 Teledyne Acoustic Research, High St., Houghton Regis, Dunstable, Beds. Tel: (0582) 60315. Cable: ARUKINT. Telex: 825467. VP John Brine; Gen. Mgr. Maurice Palmer; Sales Mgr. Paul Byrne; Adv. & PR Mgr. Barry Wilbraham  
**Audio:** Acoustic Research, Teac (Japan)  
 Telefunken, see AEG-Telefunken & Hayden Labs  
 Teleton Electro (UK) Co. Ltd., Teleton House, Waterhouse Ln., Chelmsford, Essex. Tel: Chelmsford 624-42. Telex: 99338. (Audio only)  
 Tenorel, see Condor

Thorn Consumer Electronics Ltd., 284 Southbury Rd., Enfield, Middx. Tel: (01) 366-1155. Telex: 203201. Comm'l Mgr. D.B. Hewitt  
**Audio:** Ferguson, Ultra  
 3M United Kingdom Ltd., 3M House, Wymore St., London W1A 1ET. Tel: (01) 489-5522. Cable: MINNESOTA. Telex: 28155. Mng. Dir. Donn Osmon; Gen. Mktg. Mgr. Gerry Donlon; Rec'g Materials Div. Gen. Mgr. Stan Danell; Sales & Mktg. Mgr. John Prigmore  
**Audio:** Mincon, Wollensak  
**Video:** 3M/Datavision video character generators  
 Toshiba (UK) Ltd., Toshiba House, Great South West Rd., Greater London. Tel: (01) 751-1281. (Audio only)  
 Trio, see B.H. Morris  
 Uher (UK) Ltd., 15 Broomhill Estate, Braintree, Essex CM7 2RQ. Tel: Braintree 231-92. (Audio only)  
 Ultimo, see Condor  
 Ultra, see Thorn  
 Waltham Electronics (UK) Ltd., 155/159 Queens Rd., Watford, Herts. WD1 2QH. Tel: Watford 24543. Cable: TELERENT. Telex: 923071. Dir. M. Raymond; Sales Mgr. A.J. Specter. (Audio only)  
 Wilmot Breeden Electronics Ltd., 442 Bath Rd., Slough SL1 6BB. Tel: (06286) 62511. Telex: 847297. Chief Exec. C. Miller; Gen. Mgr. P.A. Heales; Sales Mgr. S. Jones  
**Audio:** Ferrograph  
 Winthronics, see Laitex  
 Wollensak, see 3M



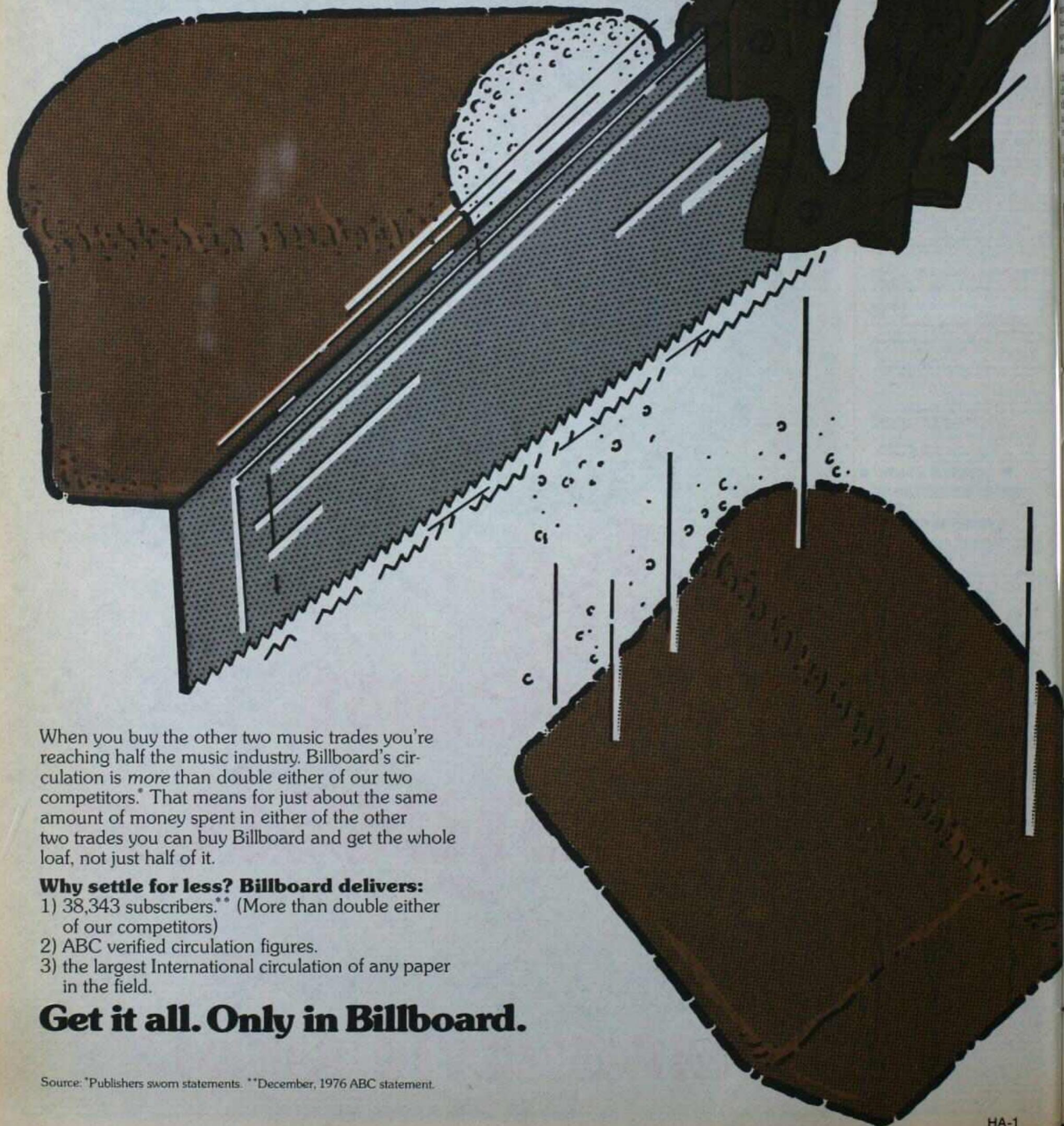
# the Korean connection

Now there is a new source for C-0 cassettes and high density cassette tape. It's Magnetic Media's sister company in Seoul. The Magnetic Media Korea Corporation has combined American technology with Korean craftsmanship to bring the duplicator the best tape and cassettes in the world. Add value pricing to these high performance products and you also have

the best deal around. Plus next day delivery, since ample stock is maintained in our stateside warehouses. Yes, our tape and cassettes are manufactured 10,000 miles away but are only 10 digits away: 914 698 8660. So make this connection now and we'll send you free samples.


**MAGNETIC MEDIA**
  
 Magnetic Media Corporation, 616 Fayette Ave., Mamaroneck, NY 10543 Tel: 914 698 8660

# Half a loaf is still only half a loaf.



When you buy the other two music trades you're reaching half the music industry. Billboard's circulation is *more* than double either of our two competitors.\* That means for just about the same amount of money spent in either of the other two trades you can buy Billboard and get the whole loaf, not just half of it.

**Why settle for less? Billboard delivers:**

- 1) 38,343 subscribers.\*\* (More than double either of our competitors)
- 2) ABC verified circulation figures.
- 3) the largest International circulation of any paper in the field.

**Get it all. Only in Billboard.**

Source: \*Publishers sworn statements. \*\*December, 1976 ABC statement.

# Industry Reacts To Customs Duties; Appeal Heard Soon

Continued from page 47

Both EIA's Wayman and Pioneer's Mitchell agree that as competitive as the industry has been, there's very little latitude for much absorption of the duties at any level in the marketing chain.

Their concern is shared by many retailers, with a typical reaction that Jim Draddy at Liberty Music, one of the pioneer audio/record outlets in the New York metro area.

While he's had no official notification from any of his import lines such as Nakamichi or Yamaha, Draddy is not in a position to accept any margin cuts, he emphasizes. "I feel somehow or other we'll reach some sort of accommodation with the manufacturers."

"We'll eat some (of the duty) and they'll eat some. Eventually the dealer eats more and gets less, and the consumer will make out reasonably well—probably better than any industry in the world."

Draddy believes that operations like Liberty, into the higher-end, limited distribution lines, will be

able to handle the increases better. "We're more service-oriented and less dependent on the big tonnage lines, where the bottom line is really critical."

The countervailing duties, actually equalizing duties on imports to offset alleged indirect subsidies to Japanese manufacturers by the government, cut virtually across the board, according to an import specialist for the Customs Service.

Included are all types of audio and video tape recorders and players; all record players, alone and in combinations with tape players and

recorders, and radios; all compact and console systems; auto radios, including tape player combos (all car stereo); CB transceiver radio and tape combos only, with CB alone excluded. Stereo equipment is generally assessed at 15%, mono units at 10%.

A detailed listing, provided by the Customs Service, includes:

- Record players, phonographs, changers, turntables 15%.
- Tape recorders, all types, audio and video, stereo 15%; mono (home video), 10%.
- Radio/tv/phonograph con-

soles, picture tube over 27-inch, 20%; under 27-inch, 15%.

- Radio/tape recorder combos, radio/phonograph/tape recorder combos, stereo 15%, mono 10%.

- CB transceivers with radio and/or tape players, stereo 15%, mono 10%.

- Tape players, all types, audio and video, stereo 15%, mono 10%.

- AM radio/tape player combos including auto; phono/tape player combos; radio/phonograph/tape player combos, stereo 15%, mono 10%.

- Auto radios, stereo 15%, mono 10%.

- Radio receivers, all types, stereo 15%, mono 10%.

- Radio/phonograph combos, 15%.

- Record players or phonographs with amplifier and speakers (compact systems), 15%.

Although the administration strongly opposed the imposition of countervailing duties and is pressing the appeal through Treasury, no one is taking any bets on the final decision by the appeals court. Meanwhile, the industry is in for some major adjustments.

## British At CES

Continued from page 47

Short, with its Series 2 Pageant, Carnival and Festival models; B and W loudspeakers with its DM6 linear phase model, and Decca Special products, with the London ribbon HF speaker, cartridges and record are accessories.

- Monitor Audio will bow a new electronic turntable, the ET 1000, claimed as the first with a binary readout scale for fine adjustment, and an LED strobe, plus a new pickup arm lifting device.

- A.R. Sugden is featuring the new BD 103 variable three-speed turntable with a DC motor and electronic speed stabilization, plus a new hi-pivot pickup arm.

- Also with turntables are Environmental Sound, with a new direct-drive unit on a slim base; Fons International, with its CQ-30 transcription model, and Linn Products, with the Linn-Sondek LP 12 transcription unit.

- Bib Hi-Fi accessories, marketed in the U.S. as Audio Kare by Hammond Industries, will show a tape head maintenance kit, cassette editing and splicing kit, and an anti-static record care kit.

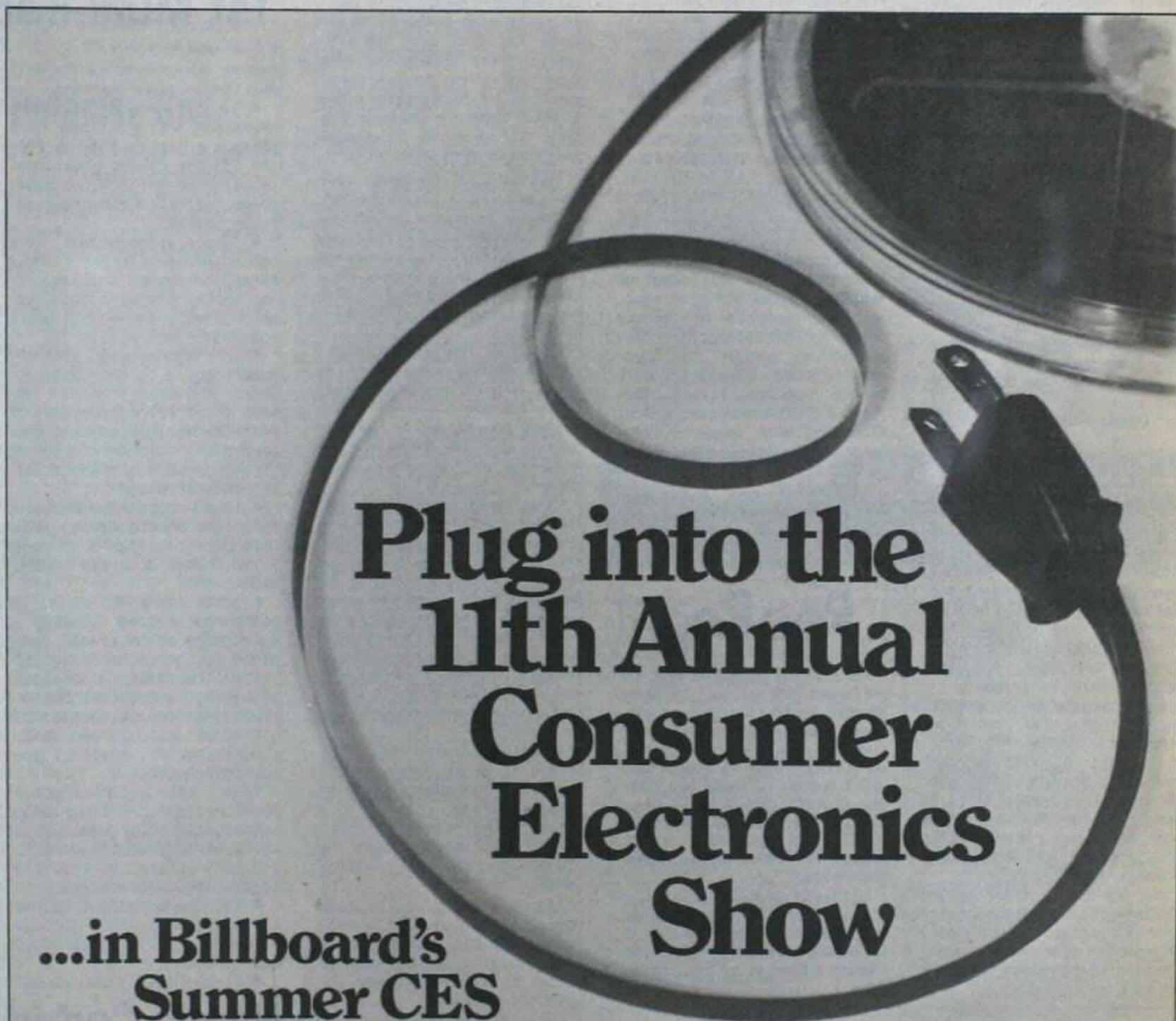
- Metrosound Audio, represented in the U.S. by RNS Marketing, has a compact audio kit for the hi fi beginner, with record cleaner, stylus brush, fluid cassette head cleaner and tracking arm; and a new music center kit.

- Keith Monks (Audio) is offering the Uni-pivot sweeper which incorporates a static-discharge mechanism, an improved version of the record sweeper, and a turntable leveling kit with damped adjustable feet.

## Memorex Bows Quantum Reels

LOS ANGELES—Quantum, Memorex Corp.'s new line of open reel tape, will be ready for retail distribution May 1. The tape will be sold through stores catering to the serious hi-fi enthusiast.

Quantum, Memorex's top-end complement to the existing low noise/high output open reel line, is an advanced ferric oxide tape engineered to provide low harmonic distortion, high sensitivity, excellent signal/noise ratio and high saturation.



# Plug into the 11th Annual Consumer Electronics Show

...in Billboard's Summer CES expanded section, June 11, 1977

Billboard has a line on this summer's CES show June 5, 6, 7, 8, 1977 at the McCormick Inn, Chicago. We'll be there with our special CES June 11, issue. Don't miss this biggest show issue of the year; over 45,000 retailers, reps, distributors and manufacturers from all 50 states and 35 countries will be there.

\*Bonus Distribution at CES — \*Expanded CES section.

Plug into Billboard, the only music trade covering the consumer electronics field every week, and reach your customers.

Ad deadline: May 27, 1977

Los Angeles  
Joe Fleischman/  
John Halloran/  
Harvey Geller/  
Bill Moran  
9000 Sunset Blvd.  
Los Angeles, Ca 90069  
213/273-7040

New York  
Ron Willman/  
Ron Carpenter/  
Norm Berkowitz/  
Mickey Addy/  
J.B. Moore  
1515 Broadway  
New York, NY 10036  
212/764-7350

Chicago/Canada  
Bill Kanzer  
150 N. Wacker Drive  
Chicago, Ill 60606  
312/236-9818

Nashville  
John McCartney  
1717 West End Ave. #700  
Nashville, Tenn 37203  
615/329-3925

Europe  
Andre de Vreky  
7 Carnaby St.  
London W. 1, England  
01/437-9090

Tokyo  
Hugh Nishikawa  
Music Labo, Dempo Bldg.  
Bekkan 8F, 1-11-12,  
Higashi-Gotanda  
Shinagawa-Ku, Tokyo 141  
03/443-8637

## DISCO SOURCEBOOK

## Survey Spotlights Key Audio Buying Patterns

• Continued from page 44

mind when checking the survey results, by type of component, as noted by respondents to the survey, conducted by the Billboard research department earlier this year.

In addition to Technics for turntables and Shure for microphones, other category leaders include Meteor Light & Sound, mixers; Shure and Stanton, tied for cartridges; JBL, speakers; Crown and Phase Linear, tied for power amps; Bozak, preamps; Soundcraftsman, equalizers; TEAC, tape decks, and Koss, headphones.

Survey respondents by percentage for each type of equipment include:

• Turntables—Technics, 52%; QRK, 9%; Pioneer, 7%; Sony, 5%; Russco and Thorens, 4% each; other, 19%.

• Power Amps—Crown and Phase Linear, 11% each, BGW, 9%; Marantz and McIntosh, 7% each; Dynaco, 6%; Pioneer, 5%; Cerwin-Vega, 4%; other, 40%.

• Mixers—Meteor, 16%; Bozak, 14%; GLI, 12%; Sony, 10%, custom-built, 8%; Cerwin-Vega, 6%, other, 34%.

• Speakers—JBL, 23%; Altec, 19%; Cerwin-Vega, 15%; Electro-Voice, 6%; GLI and Eclipse, 3% each; other, 31%.

• Preamps—Bozak, 15%; Crown,

14%; Marantz, 10%; GLI and McIntosh, 9% each, custom-built; 6%; Soundcraftsman, 5%; other, 32%.

• Equalizers—Soundcraftsman, 26%, SAE, 16%; BSR/ADC 7%; Tapco, 5%; JVC, 4%; other, 42%.

• Tape Decks—TEAC, 33%; Sony, 25%; Akai, 11%; Pioneer, 8%; Revox, 6%; JVC, 5%; other, 12%.

• Phono Cartridges—Shure and Stanton, 42% each; Pickering, 5%; Empire, 4%; Audio-Technica, 3%; other, 4%.

• Microphones—Shure, 63%; Sony, 11%; AKG, 8%; Electro-Voice, 6%; Beyer, 5%; other, 12%.

• Headphones—Koss, 34%; Sennheiser, 16%; Pioneer, 10%; AKG, 9%; Sony, 7%; other, 24%.

In addition to equipment information, the Disco Data survey covers club status, membership dues, hours, admission, beverage policy, attendance, size, and programming practices and purchases.

Also included in the International Disco Sourcebook are listings of record companies with disco product; disco equipment and services listings by manufacturer and cross-indexed by category, plus international listings for such key markets as Argentina, Australia, Belgium, Brazil, Canada, France, West Germany, Italy, Japan, Netherlands, New Zealand, Switzerland and the U.K.

Sourcebook copies are available for \$10 prepaid from Billboard, 1515 Broadway, New York, N.Y. 10036.

## Rep Rap

First reps named to handle the Music Tape and Capitol 1 blank tape products for Capitol Magnetics' consumer products division include:

L-C-A Sales, 76 Main St., Tuckahoe, N.Y. 10707, phone (914) 961-4700, for New York and Mid-Atlantic states; Pacific Audio Sales, 1933 S. Broadway, Los Angeles, Calif. 90007, phone (213) 747-7314, for Southern California, Arizona and New Mexico; Meyer & Ross, 2 Kansas St., Rm. 425, San Francisco, Calif. 94103, phone (415) 864-8880, for Northern California, Northern Nevada.

Also, Rudolph & McGinnis, for New England; Firestone & Assoc., for the Southeast states; C.L. Pugh & Assoc., for Western Pennsylvania, Ohio and West Virginia; J.J.F. Sales, for Michigan, and Scowcroft & Assoc., for the Rocky Mountain States.

## 'How To' Clinics Get High Interest

• Continued from page 47

can take their environment and put it on tape."

Ingoldsby cited the intense level of competition within the recording industry that has led to highly sophisticated studio effects and techniques and has brought sound recording into automation all of which provides various methods of sound construction and tone coloration that ultimately moves towards making recorded sound more realistic.

A seminar on studio monitors presented by Electro-Voice featured the company's Sentry III, IV and V monitor systems compatible to both home and studio use. While the speakers spoke for themselves, Mike Leiter pointed out the quest for accuracy in any studio monitor as well as equal dispersion and listener fatigue that sometimes accompanies long periods spent in the studio.

Malcolm Cecil, composer, musician and engineer, ran a video presentation of his famous and ever expanding synthesizer T.O.N.T.O. for a discussion on electronic music and demonstrated his technique on a smaller system comprised of modules borrowed from T.O.N.T.O.'s home base.

Cory Baily, Haji Sound engineer, took an attentive crowd through an actual 16-track mixdown offering tips on blending tracks and demonstrating equalization in working towards the final product for his workshop on "Mixdown Techniques."

Other events running both days included continuous seminars and demonstrations on digital delay, magnetic tape design, microphone theory, independent recording for musicians, studio design and acoustics, noise reduction and equalization. Though a bit unstructured because of the ongoing nature, all seminars offered knowledgeable and concentrated insight to theory and application concerning the topics discussed.

Robert Orban, chief engineer for Orban Associates, conducted the session on "Equalization And Other Signal Processing."

Larry Blakely, director of marketing for dbx, Inc., conducted the "Noise Reduction—Theory And Application" session.

Jeff Cooper, who studied architectural acoustics at M.I.T., worked for Westlake Audio and now has his own acoustical consulting firm, conducted the session on "Studio Designs And Acoustics."

Diane Sward Rapaport, editor and publisher of Music Works—A Manual For Musicians, conducted the "Independent Recording—What's In It For The Musician" session which delved in to the business aspects of recording.

Warren Simmons and Freeman Granum, both of Ampex Magnetic Tape, conducted the "Magnetic Tape—Design And Application" session.

Representatives of MXR conducted the "Digital Delay Applications" session.

## Uni-Sync Mixer Due

LOS ANGELES—Uni-Sync has introduced Trouper 1 live music mixing system. A modular system, the output control module, with a \$749 suggested list, has eight inputs, and the expander module, with a \$698 suggested list, has 10. The Trouper 1 will be previewed at the AES May 10-13 at the L.A. Hilton.

## AIWA Hi-Fi STEREO



AIWA ON ICE—With music provided for the first time at the recent World Figure Skating Championships in Tokyo on a cassette tape deck—an Aiwa AD 6550—the manufacturer got a global plug with its rinkside "ad." The high lights were carried via satellite on ABC-TV's "Wide World of Sports" to millions in the U.S., where Aiwa is distributed by Meriton Electronics.

## 26 EXHIBITORS

## 1st Multi-track Expo OK

• Continued from page 47

monitor. Also onhand was the 6233 dual channel power amplifier.

Yamaha was represented both showcasing and discussing such products as models PM-170, PM-180, PM-430, PM-700 professional sound mixers; the P-2200 power amplifier; and the F-1030 frequency dividing network.

Ampex representatives were onhand discussing the firm's Grand Master and 406/407 studio mastering tapes as well as its consumer-aimed lineup, Ampex Plus series and 20/20+ Series.

Dbx representatives were onhand to explain the firm's noise reduction and signal processing systems, most of which were displayed. dbx offers tape noise reduction gear for the professional studio as well as the semi-professional studio, as well as compressor/limiters.

Otari's complete line of professional tape recorders was on display including the MX-5050-8, a 1/2-inch 8-track, as well as the new Mark II Series.

MXR showed off its line of professional products including a digital delay as well as other electronics signal processing equipment. AKG had a full complement of microphones onhand and also explained its reverberation units.

Scully discussed and showcased its line of professional tape recorders/reproducers.

The SAE lineup of power amps, preamps, tuners and parametric equalizers was represented as was its recently introduced "click and pop" machine, the SAE 5000 Impulse Noise Reduction system.

TSS Sound Systems, Inc. of Los Angeles showcased its 4312 studio monitor and 4308 control monitor.

Emilar Corp. of California dis-

cussed its EA175 high frequency compression driver and EH800 exponential horn as well as Systems Magnetic speaker systems.

Tapco displayed its lineup for professional musicians and sound engineers. Mixers, graphic equalizers, reverb systems, and accessories were included.

Orban/Parasound, signal processing specialist based in San Francisco, highlighted its lineup of dual spring reverb, dynamic sibilance controller, parametric equalizer, stereo synthesizer, and stereo limiter/compressor.

The Sound Workshop, Roslyn, N.Y., was onhand with its 1280 recording console, its 421 broadcast disco mixer, and other signal processing equipment.

Sennheiser exhibited its microphone and headphone gear.

UREI (United Recording Electronic Industries) displayed its full complement of signal processing equipment.

BGW showcased its lineup of professional power amplifiers.

Quantum Audio Labs, Glendale, Calif., displayed and discussed its recording and mixdown consoles.

Electro-Voice exhibited microphones and speakers, including the Sentry 111 professional loudspeaker.

Crown showed off its range of amplifiers and recorders as well as a new real time analyzer.

Beyer explained its microphones and stands.

Audio Concepts showed off its new 16-track version of the Concept 1 console.

Bouse featured its APD-1600 tape recorder. Audio Designs showed its signal processors, and Sescom displayed its lineup of accessories.

## Phono Cartridge Campaign Firmed By Audio-Technica

CHICAGO—A campaign to promote the sale of new phono cartridges over sales of replacement styli for existing cartridges has been launched by Audio-Technica U.S., Inc., marketer specializing in advanced design pickups.

"Replacement styli can represent important sales volume," says Jon Kelly, A-T vice president and general manager. "But the retailer who sells a stylus when he should sell a cartridge is probably doing a disservice to his customer and missing a larger sale."

Through recent innovations in design, Kelly says, today's cartridges far surpass the performance of pickups of only a few years ago. Since the stylus represents most of the cost of the cartridge anyway, he reasons, the consumer is offered far better sound value for his money by abandoning the older cartridge.

"By pointing this out to the customer, a retailer can help him upgrade his audio system for little more than the cost of a stylus," Kelly explains. "The customer benefits and the dealer looks like a hero."

Kelly says Audio-Technica will support the messages, "Don't sell replacement styli" and "If your cartridge is more than three years old, don't replace your stylus," in trade and consumer press ads.

Further, he says, stores can improve inventory turnover by emphasizing new cartridges rather than replacement styli. Kelly points out that stocking a wide variety of old phono needles represents a major commitment to mostly slow moving stock.

In comparison, he says, phono cartridges are more marketable, serving initial systems buyers, after-market buyers and replacement stylus buyers alike.

## Memorex Vs. Robins: Faulty Demagnetizers

SAN FRANCISCO—Memorex is suing Robins Industries in a Federal District Court here. The pleading, charging that the defendant supplied Memorex with faulty head demagnetizers, was originally filed early this year in Santa Clara Superior Court, from where it was transferred to federal jurisdiction.

Memorex contends it agreed to pay Robins \$64,000 for 20,000 head demagnetizers. In May 1976, Memorex claims it discovered the heads were defective and didn't meet specifications. The court is asked to award Memorex \$100,000, which would cover the cost of recalling the demagnetizers which are already sold to consumers.

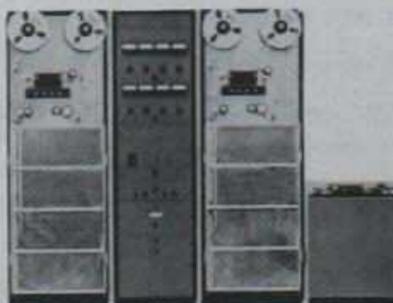
Also asked is a refund on the 13,000 heads it has in inventory plus those which are returned. It also asks damages for loss of business reputation incurred through the sale of the defective demagnetizers.

## Instant program change with new dual master Flick of switch starts new selection

Another first for  
ELECTRO SOUND  
tape duplicating  
systems

from

**audio**  
Audiomatic Corporation



1230 AVENUE OF THE AMERICAS  
NEW YORK, N.Y. 10020 Phone (212) 583-4870  
CABLE: AUDIOMATIC; TELE: 15-6448  
OVERSEAS OFFICE: 4 RUE FICHTER  
PARIS 15, FRANCE Phone 333 30 30  
CABLE: AUDIOMATIC; TELE: 62002

# Tape/Audio/Video

## AM Stereo 'Smart Clipper'

Continued from page 46

dB of gain reduction, without audible side effects. Additional high-frequency limiting is also available, that extensive high-frequency equalization may be inserted before multiple-limiter stage, without sacrificing "loudness" due to excessive high-frequency energy. The final stage recombines the six frequency bands, which are next fed through a peak level control and then to Orban's new "smart clipping" circuit.

According to an Orban technical engineer, this patent-pending circuit has all the advantages of clipping freedom from pumping, consistent fidelity with program of different dynamics; but totally eliminates the disturbing audible distortion

that has been characteristic of clipper from the early days of broadcasting.

Orban's Parasound division has just introduced its Model 622 second generation Parametric Equalizer. The unit will be available in single and dual-channel configurations, each of which consists of four bands of equalization.

Each band contains continuously variable bandwidth control, frequency tuning over a 25:1 range, and boost/cut potentiometers. In addition, there are separate in/out switches on each of the four bands.

A preliminary specification sheet states that a new proprietary filter design permits equalization notches of up to 40 dB to be consistently obtained.

## Dismiss Key Count In Betamax Suit

Continued from page 47

Henry's Camera, a local audio/visual discount store. Plaintiffs' interrogatories ask Sony to produce all warranty cards on Betamax purchases.

Universal Television and Pictures and Walt Disney Productions, co-plaintiffs, accused Sony of actually encouraging Betamax owners to infringe on their copyrighted movie and tv shows.

Judge Ferguson ruled that the wording of the ads is vague and does not encourage such practice. The judge held that legal precedents, presented by both plaintiffs and the defendant, failed to hold in this litigation. The judge therefore looked to the statute itself, ruling it difficult to see how a simple failure to disclose brought it within the law. And, Judge Ferguson added, no reference to omissions of material, fact or obligation to disclose is found in other general statutes.

Sony, countering plaintiffs' charges of infringement notes that some recording of recorded performances for private use and no intention of capitalizing commercially has long been legal.

It points out that it has made a tv copying machine for more than 10 years. Both Universal and Disney allege that Sony has not warned Betamax buyers of infringement but actually induced it in their promotion and advertising.

Plaintiffs say that in the highly expensive production of syndicated tv and motion pictures that entire industry is endangered if home copying continues.

TV networks will not run repeats on such high-cost productions if they feel that many Betamax unit owners have copied such materials, thus slashing deeply into revenue for producing companies, the plaintiffs contend.

Sony counters that MCA and Disney don't represent the industry, but only a small portion of it. The plaintiffs counter that their case has been publicly backed by the actors' writers' and producers' guilds.

MCA charges that its potential for the sale of its videodisks and videotapes is threatened because Betamax owners don't have to buy such items if they have already copied the material on their units.

Judge Ferguson, in his dismissal order on two charges of Lanham Act violation stated: "To say that 'this product is capable of copying tv shows' is simply not the same as saying, 'When you use this product to copy tv shows, you are acting legally.'"

The judge in viewing the printed warning contained in a brochure accompanying the Betamax unit, "TV program videotapes and film may be copyrighted, unauthorized recording of such material may be contrary to the provisions of the copyright law," felt that the statement does not alter the implication that Betamax is capable of recording tv shows.

Nor did he feel it was false representation, which would violate the Lanham Act. "For no more authoritative characterization is warranted until this lawsuit is decided," he added.

# Jukebox Accutrac Dispute Bubbling

By ALAN PENCHANSKY

CHICAGO—A dispute over a trial venue will precede substantive arguments in the recently-filed patent infringement suit that pits Seeburg Corp. against BSR (U.S.A.) Ltd., a marketer of consumer audio gear.

A Seeburg petition, filed here in U.S. District Court April 7, charges that BSR's Accutrac programmable turntable violates a patent for a "Sound Track Selection Phonograph" which Seeburg acquired in 1966.

Noting that BSR has a sales and distribution office in the Chicago suburb of Elk Grove Village, and that Playback, Inc., an audio retailer named as co-defendant in the suit, operates in Illinois, Seeburg asks that the litigation be tried here. Playback is retailing the BSR Accutrac.

BSR's counterclaim, filed April 12 in the U.S. Court for the Southern District of New York, seeks to have the dispute resolved in that venue. BSR's filing, which disputes the validity of Seeburg's patent, points out that the coin-op machine manufacturer is a Delaware-organized corporation with offices in New York City.

The BSR complaint indicates that Seeburg notified BSR in November 1976 with its claim of patent infringement. Representatives of the two companies subsequently met on Feb. 28 and April 7, at which time Seeburg pressed for a licensing agreement with BSR.

A Seeburg representative says that company will respond to the New York filing with a request that the suit be tried in an Illinois court.

The patent in dispute, No. 2,952,464 was issued in 1960 to Morton Stimler and later acquired by Seeburg. Seeburg has not made use of the patent, the company representative informs.

The ADC subsidiary of BSR introduced the Accutrac line at five global press conferences in March 1976, calling it "the ultimate marriage of state-of-the-art in micro-electronics, electro-optics and mechanical technologies."

Initially introduced to the market late last year at \$500 suggested list, and increased this year to \$600, the top-of-the-line Accutrac 4,000 has three components.

The listener programs up to 24 commands for track selection on a hand-held cordless transmitter. The message is transmitted to a remote receiver with an LED "winking eye" with memory, and this in turn activates the direct-drive turntable arm which places the stylus at the beginning of the selected track.

BSR now has the Accutrac in most major markets, with limited distribution via selected dealers, and introduced it to the music industry at NARM in Los Angeles.

## Seeks An Imprint

NEW YORK—Country International label seeks a greater imprint domestically and internationally for its jukebox product.

Danny Mell, recently named sales vice president, is handling domestic and international marketing efforts.

Label utilizes around 26 independent distributors, with 90% of its product ultimately reaching operators, says Sherman Ford, label president.

# Rock Singles Best Sellers

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

As Of 4/25/77

Compiled from selected rackjobs by the Record Market Research Dept. of Billboard.

- |   |   |
|---|---|
| 1 WHEN I NEED YOU—Leo Sayer, Warner Bros. 8332                                    | 21 I'M YOUR BOOGIE MAN—K.C. & The Sunshine Band—TK 1022             |
| 2 SOUTHERN NIGHTS—Glen Campbell—Capitol 4376                                      | 22 HELLO STRANGER—Yvonne Elliman—RSO 871                            |
| 3 HOTEL CALIFORNIA—Eagles—Asylum 45386  | 23 DANCING MAN—Q—Epic/Sweet City 8-50335                            |
| 4 DON'T GIVE UP ON US—David Soul—Private Stock 45129                              | 24 FEELS LIKE THE FIRST TIME—Foreigner—Atlantic 3384                |
| 5 RIGHT TIME OF THE NIGHT—Jennifer Warnes—Arista 0223                             | 25 DREAMS—Fleetwood Mac—Warner Bros. 8371                           |
| 6 RICH GIRL—Daryl Hall & John Oates—RCA 10860                                     | 26 YOUR LOVE—Marilyn McCoo & Billy Davis Jr.—ABC 12262              |
| 7 SO IN TO YOU—Atlanta Rhythm Section, Polydor 14373                              | 27 I.O.U.—Jimmy Dean—Casino 052                                     |
| 8 DON'T LEAVE ME THIS WAY—Thelma Houston—Tamla 54278                              | 28 SAY YOU'LL STAY UNTIL TOMORROW—Tom Jones—Epic 8-50308            |
| 9 THE THINGS WE DO FOR LOVE—10cc—Mercury 73875                                    | 29 LONELY BOY—Andrew Gold—Asylum 45384                              |
| 10 LOVE THEME FROM "A STAR IS BORN" (Evergreen)—Barbra Streisand—Columbia 3-10450 | 30 I LIKE DREAMIN'—Kenny Nolan—20th Century 2287                    |
| 11 DANCING QUEEN—Abba—Atlantic 3372   | 31 BLINDED BY THE LIGHT—Manfred Mann's Earth Band—Warner Bros. 8252 |
| 12 COULDN'T GET IT RIGHT—Climax Blues Band—Sire 736                               | 32 ANGEL IN YOUR ARMS—Hot—Big Tree 16085                            |
| 13 LIDO SHUFFLE—Boyz Scaggs—Columbia 3-10491                                      | 33 TRYING TO LOVE TWO—William Bell—Mercury 73839                    |
| 14 I'VE GOT LOVE ON MY MIND—Natalie Cole—Capitol 4360                             | 34 JEANS ON—David Dundas—Chrysalis 2094                             |
| 15 CAN'T STOP DANCING—Captain & Tennille—A&M 1912                                 | 35 CHERRY BABY—Starz—Capitol 4399                                   |
| 16 LUCILLE—Kenny Rogers—United Artists 929  | 36 SHOW YOU THE WAY TO GO—Jacksons—Epic 8-50350                     |
| 17 I WANNA GET NEXT TO YOU—Rose Royce—MCA 40662                                   | 37 CINDERELLA—Firefall—Atlantic 3392                                |
| 18 SIR DUKE—Stevie Wonder—Tamla 54281   | 38 CRACKERBOX PALACE—George Harrison—Dark Horse 3313                |
| 19 CALLING DR. LOVE—Kiss—Casablanca 880   | 39 LIVING NEXT DOOR TO ALICE—Smokie—RSO 860                         |
| 20 CARRY ON WAYWARD SON—Kansas—Kirshner 4267                                      | 40 LONG TIME—Boston—Epic 8-50329                                    |

# Rock LP Best Sellers

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

As Of 4/25/77

Compiled from selected rackjobs by the Record Market Research Dept. of Billboard.

- |  |  |
|--|--|
| 1 HOTEL CALIFORNIA—Eagles—Asylum 7E-1084   | 21 A ROCK AND ROLL ALTERNATIVE—Atlanta Rhythm Section—Polydor PD-1-6080  |
| 2 A STAR IS BORN/ORIGINAL SOUNDTRACK RECORDING—Barbra Streisand & Kris Kristofferson—Columbia JS 34403 | 22 ANIMALS—Pink Floyd—Columbia JC 34474                                  |
| 3 BOSTON—Epic PE 34188   | 23 UNPREDICTABLE—Natalie Cole, Capitol SO 11600                          |
| 4 RUMOURS—Fleetwood Mac—Warner Bros. BSK 3010  | 24 SONGS FROM THE WOOD—Jethro Tull—Chrysalis CHR 1132                    |
| 5 THIS ONE'S FOR YOU—Barry Manilow—Arista AL 4090  | 25 DREAMBOAT ANNIE—Heart—Mushroom MRS 5005                               |
| 6 LEFTOVERTURE—Kansas—Kirshner PZ 34334  | 26 COME IN FROM THE RAIN—Captain & Tennille—A&M SP 4700                  |
| 7 SONGS IN THE KEY OF LIFE—Stevie Wonder—Tamla T13-340C2   | 27 TOYS IN THE ATTIC—Aerosmith—Columbia PC 33479                         |
| 8 THEIR GREATEST HITS 1971-1975—Eagles—Asylum 7E-1052  | 28 FLEETWOOD MAC—Reprise MS2225  |
| 9 TRYIN' TO GET THE FEELING—Barry Manilow—Arista 4060  | 29 WINGS OVER AMERICA—Capitol SWCO 11593                                 |
| 10 DESTROYER—Kiss—Casablanca NBLP 7025   | 30 DAVID SOUL—David Soul—Private Stock PS 2109                           |
| 11 ROCKY/ORIGINAL MOTION PICTURE SOUNDTRACK—United Artists UA-LA693-G                                  | 31 A NEW WORLD RECORD—Electric Light Orchestra—United Artists UA-LA679-G |
| 12 FLY LIKE AN EAGLE—Steve Miller Band—Capitol 11516   | 32 ENDLESS SUMMER—Beach Boys—Capitol SBVO 11307                          |
| 13 ROCK AND ROLL OVER—Kiss—Casablanca NBLP 7037  | 33 SONG OF JOY—Captain & Tennille—A&M SP 4570                            |
| 14 THE BEST OF THE DOOBIES—Doobie Brothers—Warner Bros. BS 2978  | 34 MARVIN GAYE LIVE AT THE LONDON PALLADIUM—Tamla T7-352R2               |
| 15 SILK DEGREES—Boyz Scaggs—Columbia PC 33920  | 35 BURNIN' SKY—Bad Company—Swan Song SS 8500                             |
| 16 GREATEST HITS—Linda Ronstadt—Asylum 7E-1092   | 36 ANYWAY YOU LIKE IT—Thelma Houston—Tamla T6-345S1                      |
| 17 NIGHT MOVES—Bob Seger & The Silver Bullet Band—Capitol ST 1157                                      | 37 GO FOR YOUR GUNS—Isley Brothers—T-Neck PZ 34432                       |
| 18 FRAMPTON COMES ALIVE—Peter Frampton—A&M SP 3703   | 38 ENDLESS FLIGHT—Leo Sayer—Warner Bros. BS 2962                         |
| 19 LOVE AT THE GREEK—Neil Diamond, Columbia KC2 34404  | 39 YEAR OF THE CAT—Al Stewart—Janus JXS 7022                             |
| 20 ALIVE!—Kiss—Casablanca NBLP 7020  | 40 BARRY MANILOW II—Arista AL 4016                                       |

## Chrysalis Issuing 4 Albums By Miller

LOS ANGELES—Chrysalis Records is re-releasing all three previous Frankie Miller albums along with the U.K. writer-singer's new "Full House" LP due this month.

Posters and mobiles for a full retail campaign on the Miller catalog are being produced. The artist is scheduled to make his first U.S. tour in May.

Miller has been signed to Chrysalis for some five years now. Co-principals Terry Ellis and Chris Wright have never lost their determination to break him in the U.S. and feel that Miller's first American tour and in-depth merchandising campaign are the best shot yet.

Say You Saw It in Billboard

# Good-bye, paper labels

On-cassette printing in up to 3 colors + full background color, at speeds up to 100 units per minute. Saves time, money and problems.

The APEX Printer from



1290 AVENUE OF THE AMERICAS  
NEW YORK, N.Y. 10018 PHONE (212) 552-4870  
CABLE: AUDIOMATIC/TELEX 12-6419

OVERSEAS OFFICE: 4 RUE FICATIER  
92400 COURBEVOIE, FRANCE. PHONE 333 30 30  
CABLE: AUDIOMATIC/TELEX 62282

**audio**  
AUDIOMATIC CORPORATION

## KVOO To Broadcast New Tulsa Opry Twice Monthly

By PAT NELSON

NASHVILLE—An important new venture in an "Opry" type show will be launched May 28 in Tulsa. The Tulsa Opry, engineered by Jim Halsey, president of the Jim Halsey Co., Inc., will bring top country entertainment to the 2,400-seat Tulsa Performing Arts Center twice monthly for a live broadcast over KVOO radio from 8-11 p.m.

The concerts will consist of approximately eight acts per night including one major artist, one lesser known act and a group of four to six acts, initially from the immediate four-state area, that will appear on each show. It will be a strictly music program, and, unlike the "Grand Ole Opry," will not be split up into

15 and 30-minute sponsor segments.

"There is a definite need for this type of entertainment in our area," Halsey points out, "and the shows will also serve as a catalyst for other company projects. Judging from other concert turnouts, we feel the demographic group will lean toward the 25-40-year-old bracket."

Plans call for as many as 26 concerts in the coming year with the shows eventually graduating to a weekly basis. The schedule would have started on a weekly basis but performances previously booked at the hall prevented them from doing so.

Dates which have been set for the

(Continued on page 62)

NASHVILLE—The international thrust of country music remained one of the hottest topics at the latest quarterly board meeting of the CMA held in Tulsa, April 20-21.

Long range committee chairman Frances Preston pointed out that the CMA will produce the country music show slated for this year's IMIC in Amsterdam in May. Scheduled for May 17, performers will include Ronnie Milsap, Tammy Wynette and Charlie Rich. The CMA show will be televised by TROS-TV in Holland.

Ralph Peer informed the board that the international committee has extended invitations to country acts from eight countries to perform on this year's CMA International Show, set for June 11 during Fan Fair. Formerly an October event, the International Show has been rescheduled for Fan Fair. Peer also noted a press reception will be held prior to the show.

Called to order by Dan McKinnon, CMA president, the meeting was conducted by Norm Weiser, board chairman. The agenda covered items of local through international significance.

Bud Wendell, chairman of the Fan Fair committee, reported registrations for the 1977 event are equaling last year's record-breaking turnout.

More than 10,000 persons are registered presently for Fan Fair. Live show schedules are set for the June

6-12 event, and the exhibit area is packed to capacity. The fourth annual Fan Fair Softball Tournament will be held June 6-7 at Nashville's Two Rivers Park, featuring competition in men's and women's divisions.

Television committee chairman Irving Waugh outlined plans for the 1977 CMA Awards show. Bob Precht will produce the show, with Walter Miller directing. Last year's 90-minute telecast, sponsored by Kraft Foods over CBS, captured a strong 41 average share of the national viewing audience.

Don Nelson gave the country music radio committee report, noting that the new CMA broadcaster's kit has been mailed to all organizational members. Within a few weeks, organizational members will receive a brochure detailing results of CMA's recent Arbitron survey of 26 markets throughout the U.S.

Chic Doherty arranged for a showing of the group's new audio/visual presentation, titled "Country Music Today," that was produced for showing to record merchandisers.

Other audio/visual shows will be used by radio stations when dealing with media buyers and a general presentation that can be used by members of the CMA Speakers Bureau and for other purposes.

Information will soon be available on a new term life insurance program for members, according to Ralph Peer, head of the insurance committee. A brochure covering CMA's new hospitalization plan with increased benefits has been mailed to the membership.

Charles Scully reviewed membership activities while Tandy Rice discussed the progress and plans con-

cerning this year's Talent Buy Seminar. Sam Marmaduke gave Country Music Month committee report and Tom Wilson discussed the projects assigned to the public relations committee.

Developments and plans for other activities and events came from Hutch Carlock on antipiracy; Wee King, awards criteria; Barb Mandrell, code of ethics; Fra Jones, Country Music Foundation; Ron Bledsoe, meetings and arrangements; Mary Reeves Davis, treasurer's report; and Joe Talbot, nance committee.

Several board members were interviewed by radio, tv, newspaper and magazine reporters while in Tulsa. Among those interviewed were Mandrell, King, Davis, McKinnon, Jim Foglesong and Hal Peebles.

The CMA board and other guests were entertained April 19 at a cocktail reception hosted by the Halsey Co., KVOO radio and KTOW, KGOW radio. On April 20 the board attended a luncheon hosted by Mrs. Roy Clark at Tulsa's Summit Club.

Following the April 20 meeting the board attended a cocktail party and dinner hosted by the Bank of Oklahoma.

The third quarterly board meeting of the CMA will be held at the Washington Plaza Hotel, Seattle, Washington, July 13-14.

## EMPLOYMENT WITHIN MUSIC INDUSTRY WANTED!

Name: PAT L. AKIN  
 Personal Data: Male-23-Single  
 Education: Middle Tenn. State Graduate  
 Major: Music Industry Management  
 Minor: Business Administration  
 Experience: College Internship With Billboard  
 References: On Request  
 Contact: 3939 Apache Trail Apt. K-3  
 Antioch, TN 37013  
 (615) 833-5451

MAY 7, 1977, BILLBOARD

WILL YOU OR YOUR ORGANIZATION RECEIVE PROPER PROMOTIONAL REPRESENTATION IN THIS VALUABLE GUIDE?

WHO? WHAT? WHERE?

RECORDING ARTISTS  
 BOOKING AGENTS  
 PERSONAL MANAGERS  
 JOXFAX FAIRS

RECORD COMPANIES  
 PUBLISHERS  
 RADIO STATIONS  
 PROMOTION & DISTRIBUTION SERVICES  
 INTERNATIONAL

FAN CLUBS  
 STUDIOS  
 ORGANIZATIONS  
 GRAND OLE OPRY MEMBERS  
 CMA HALL OF FAME MEMBERS

WHO? WHAT? WHERE?

YOU WILL IF YOU TAKE THIS OPPORTUNITY TO REACH BILLBOARD'S READERS AND TELL THEM HOW YOU SERVE THE COUNTRY MUSIC FIELD!

# COUNTRY MUSIC SOURCEBOOK

CLOSING DATE: MAY 20, 1977

ISSUE DATE: JUNE 25, 1977

THE MUCH NEEDED GUIDE THAT WILL PUT YOUR PROMOTION IN THE HANDS OF THE DECISION MAKERS INTERNATIONALLY WHO SHAPE THE ENTIRE COUNTRY MUSIC SCENE.

## Writers' Fame Hall Opens Soon

NASHVILLE—The Nashville Songwriters Assn., International plans to open its Songwriters Hall of Fame, June 1.

The museum-oriented facility will be located at 25 Music Square West in the building where the organization is located.

The Hall of Fame has reached a total of 66 songwriters, with more added each year.

The museum will feature a room with portraits by Paul Milosevich of the various songwriter greats. The award itself will also be on view along with original manuscripts and other memorabilia.

The facility will be open to the public and tours, seven days a week. The Hall of Fame committee is composed of Ron Peterson, John Denny, Don Wayne, Patsy Bruce and Paul Richey, coordinated through the organization's offices and its executive director, Maggie Cavender.

During the facility's first season, Nashville Songwriters Assn. International will offer limited edition, personally autographed, numbered and sealed pieces of sheet music of songs written by five Hall of Fame members.

This year's offerings are "The Tennessee Waltz" by Pee Wee King and Red Stewart, "Release Me" by Eddie Miller, "Sixteen Tons" by Merle Travis, "Busted" by Harlan Howard and "Green, Green Grass Of Home" by Curly Putman.

## Chinn To Maggard

NASHVILLE — The Arnold Chinn Group, a six-piece progressive country band, has joined with Cletus Maggard, Mercury recording artist.

## Duncan 45s Boost His LPs & Gigs

NASHVILLE—Carefully selected recording material, extensive airplay and a widely increased and expanded touring schedule has boosted Columbia artist Johnny Duncan's popularity at both the country radio and sales levels.

Duncan's success can be attributed to two chart-topping singles "Thinking Of A Rendezvous" and "It Couldn't Have Been Any Better," both of which received substantial MOR and Top 40 airplay and were produced by Billy Sherrill, CBS vice president of a&r in Nashville.

With hit singles paving the way, Duncan's LP sales figures have risen to the point where he is one of the strongest album artists on Nashville's Columbia roster. Two Duncan LPs have been released in the past year, "The Best Of Johnny Duncan" and "Johnny Duncan," both of which have risen to the upper numbers of the national country charts.

Duncan's success occurred simultaneously with CBS' increased commitment to country music and expansion of its country music marketing efforts through the establishment of a marketing field force and a marketing headquarters exclusively for country music.

In order to expand and broaden his touring schedule, Duncan recently signed an exclusive booking agreement with American Management and is now touring nationally.

'SOMEBODY  
TOOK HER LOVE'  
(and never gave it back)

MERCURY 73911

Jimmy Peters

What Country is all about  
MERCURY RECORDS  
naturally

Telephone (615) 327-3162



Exclusively on Mercury Records.  
Products of Phonogram Inc. Distributed by Phonodisc.

**ANNOUNCING FOUR COUNTRY WINNERS!**

**Strong Requests And Chart Action!**



**“LIE TO ME”**

B/W

**“IT’S SATURDAY NIGHT”** FS-51

**—LARRY WREN—**

**Billboard Charted And Breaking Wide Open!**

**“OPEN UP YOUR  
DOOR”** CH-102

**—EDDY RIVERS—**

**Uptempo Ballad With Program Appeal!**

**“HONEY IN THE  
MORNING”** CH-106

**—SAM WEST—**

**Shipping Now! A Smash Followup To “Poor Side Of Town”**

**“YOU’RE SO GOOD  
FOR ME (AND THAT’S BAD)”** CH-108

**—BOBBY WAYNE LOFTIS—**

THANKS TO ALL MUSIC  
DIRECTORS, D.J.’S AND  
DISTRIBUTORS FOR HELPING  
US GROW!

Exclusively On  
**50 STATES/CHARTA  
RECORDS**

Distributed By:  
NATIONWIDE SOUND  
DISTRIBUTORS  
P.O. Box 23262  
Nashville, TN 37202  
(615) 385-2704



# Nashville Scene

By PAT NELSON

"Austin City Limits," the progressive live concert television series produced by KLRN in Austin, comes to Nashville beginning May 16 at 9 p.m. on WDCN-TV. The series was acquired for broadcast on Channel 8 through a grant from the Armadillo East in Nashville. Two acts will appear on each of the 10 one-hour programs that air each Monday night through July 18. Acts in order of appearance on the series include Willie Nelson/Tracy Nelson, Amazing Rhythm Aces/Steve, The Earl Scruggs Revue, Jimmy Buffett/Andy West, Gatemouth Brown/Delbert McClinton, Firefall/Denim, Guy Clark/Steve Forthofer, the Dirt Band/Kiwi, Larry Gatlin/Alex Harvey, Roy Buchanan/Willis Alan Ramsey. Armadillo East will include the broadcasts in its Monday night entertainment.

Steve Lawrence arrives in town Monday (2) to begin work on a country album project at Jack Clement Studios with Larry Butler producing. Banjo man, Bobby Thompson, has completed his second LP at the Sound Shop produced by Bob Hoben for Flying Fish Records. . . . Capitol artist, Linda Hargrove, will soon have her third album out for the label. Pete Drake handled production for the LP consisting of Hargrove-written tunes.

All American Record Distributing has formed its country showcase division headed up by Jack Adams, vice president of sales for All American. The first in the series of concert tours, devised to assist in promotion of the All American talent roster, will debut May 14 in Burlington, Iowa at the Burlington Municipal Auditorium. Feature artists for this concert include Linda Cassidy, Todger Wilhoit, Dan Hardy, Clinton Caldwell, John Avery Mote, Mark Dalton and Ernie Dunlap. Tentative plans are to take the country showcases into approximately 35 additional markets by the end of the year.

Porter Wagoner has a new singing partner on his forthcoming RCA single, "I Haven't Learned A Thing," set for release in May. Merle Haggard will be heard on several lead lines of the song authored by Tree writer Sonny Throckmorton and produced at Fireside Studios by Dave Kirby.

Ernest Tubbs has just recorded the single, "Sometimes I Do," written especially for him by Jeannie Seely. . . . Paula Records has released a country version of "The First Cut Is The Deepest" by Dale Hawkins who had the rockabilly hit, "Suzie Q" many years ago. Prior to his first country release, Hawkins produced the country duo, Jan & Malcolm for the Paula label.

April is Loretta Lynn month at CFGM radio in Ontario, Canada. Listeners have the opportunity to win Loretta Lynn hit kits daily from MCA Records. Ten grand prize winners will be announced Monday (2) and each will walk away with a complete collection of Lynn's records as well as a

(Continued on page 58)

# Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 5/7/77

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week			Last Week			Weeks on Chart	TITLE-Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week			Last Week			Weeks on Chart	TITLE-Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))		
1	2	3	1	2	3			1	2	3	1	2	3			1	2
1	2	10	★	4	9	9	PLAY, GUITAR PLAY—Conway Twitty (C. Twitty, MCA 40682 (Twitty Bird, BMI))	35	22	10	★	69	73	4	★	DON'T GO CITY ON ME—Tommy Overstreet (M. Kossor, B. VanHoy, ABC/Dot 17697 (Tree, BMI))	
★	4	9	★	7	7	7	SOME BROKEN HEARTS NEVER MEND—Don Williams (K. Holyfield, ABC/Dot 17683 (Maplehill & Vogue, BMI))	★	44	5	★	70	NEW ENTRY	NEW ENTRY	★	BROOKLYN—Cody Jameson (L. Dedroski, Atco 7073 (Columbia/Tiny Tiger, ASCAP))	
★	7	7	★	6	8	8	I'LL DO IT ALL OVER AGAIN—Crystal Gayle (B. McMill, W. Holyfield, United Artists 948 (Hall-Clements/Maplehill, BMI))	★	37	19	10	★	71	74	4	★	IF YOU WANT ME—Billie Jo Spears (B. Peters, United Artists 985 (Ben Peters, BMI))
★	6	8	★	20	4	4	THE RAINS CAME/SUGAR COATED LOVE—Freddie Fender (R. Mason, L. Miller, ABC/Dot 17686 (Crazy Cajun/Excel, Epic/Crazy Cajun, BMI))	★	38	41	7	★	72	82	2	★	RHYTHM OF THE RAIN—Floyd Cramer & The Keyboard Kick Band (J. Gunnee, RCA 10908 (Warner-Tamerlane, BMI))
★	20	4	★	6	1	12	LUCKENBACH, TEXAS (Back To The Basics Of Love)—Waylon Jennings (B. Emmons, C. Moeman, RCA 10924 (Baby Chick, BMI))	★	39	39	7	★	73	79	5	★	SO MANY WAYS—David Houston (B. Stevenson, Starday/Gusto 156 (Times Square/Eden, BMI))
★	6	1	★	7	8	8	SHE'S PULLING ME BACK AGAIN—Mickey Gilley (J. Foster, B. Rice, Playboy 6100 Epic (Jack & Bill, ASCAP))	★	40	17	12	★	74	90	2	★	SPREAD A LITTLE LOVE AROUND—Jody Miller (R. Leigh, Epic 8-50369 (United Artists, ASCAP))
★	7	8	★	13	6	6	LET'S GET TOGETHER (One Last Time)—Tammy Wynette (B. Sherrill, G. Richey, Epic 8-50349 (Algee, BMI))	★	41	26	12	★	75	77	4	★	FOOL—John Wesley Ryles (T. Skinner, ABC/Dot 17679 (Narvel The Marvel, BMI))
★	13	6	★	9	10	10	IF WE'RE NOT BACK IN LOVE BY MONDAY—Merle Haggard (G. Martin, S. Throckmorton, MCA 40700 (Tree, BMI))	★	42	42	7	★	76	86	2	★	I'LL ALWAYS REMEMBER THAT SONG—Can Husley (C. Daniels, Prairie Dust 7614 (NSD) (Rada Dars/Kama Sutra, BMI))
★	9	10	★	10	3	11	YESTERDAY'S GONE—Wendy Goodin (W. Bradford, Elektra 45353 (Pia House, ASCAP))	★	43	33	14	★	77	72	5	★	SATURDAY NIGHT TO SUNDAY QUIET—Susan Raye (J. Sheehey, United Artists 976 (Chess, ASCAP))
★	10	3	★	12	9	10	SHE'S GOT YOU—Loretta Lynn (H. Cochran, MCA 40679 (Tree, BMI))	★	44	37	9	★	78	NEW ENTRY	NEW ENTRY	★	VITAMIN L—Mary Kay Place as Loretta Haggard (M.K. Place, Columbia 3-10510 (Duce/Sook, ASCAP))
★	15	6	★	12	9	10	I CAN'T HELP MYSELF—Eddie Rabbitt (E. Rabbitt, E. Stevens, Elektra 45390 (Briarpatch/Dee Dee, BMI))	★	45	66	2	★	79	85	2	★	BORN BELIEVER— Jim Ed Brown & Helen Cornelius (C. Harjo, RCA 10067 (Fimways, ASCAP))
★	12	9	★	13	16	10	I'M SORRY FOR YOU, MY FRIEND—Moe Bandy (H. Williams, Columbia 3-10487 (Fred Rose, BMI))	★	46	69	2	★	80	83	6	★	THE LADY AND THE BABY—David Rogers (R. Kling, D. Primmer, Republic/IRDA 382 (Singletree, BMI))
★	13	16	★	14	12	9	BLUEST HEARTACHE OF THE YEAR—Kenny Dale (W.W. Wimberly, Capitol 4389 (Publicare, ASCAP))	★	47	43	9	★	81	81	5	★	MAKIN' BELIEVE—The Kendalls (J. Wark, Ovalton 1101 (Acuff-Rose, BMI))
★	14	12	★	15	11	13	LOVE'S EXPLOSION—Margo Smith (N. Wilson, M. Smith, Warner Bros. 8239 (Jidobi/Al Gallico, BMI))	★	48	54	5	★	82	84	4	★	I'LL HOLD YOU IN MY HEART (Till I Can Hold You In My Arms)—Jan Howard (E. Arnold, H. Harton, T. Oilbeck, Con-Brio 118 (NSD) (Adams, Vee & Abbott, BMI))
★	15	11	★	16	5	15	SLIDE OFF OF YOUR SATIN SHEETS—Johnny Paycheck (D. Tankersley, W. Carson, Epic 8-50334 (Rose Bridge, BMI))	★	49	46	8	★	83	81	5	★	HARDLY A DAY GOES BY—Jean Shepard (R. Jones, United Artists 956 (Brougham Hall, BMI))
★	16	5	★	17	25	6	PAPER ROSIE—Gene Watson (D. Harris, Capitol 4378 (Doubleplay/Quality, BMI))	★	50	56	6	★	84	89	3	★	I WONDER WHO'S KISSING HER NOW—George Hamilton IV (J. Howard, F. Adams, W. Hough, ABC/Dot 17687 (Jerry Vogel, ASCAP/E.B. Marks, BMI))
★	17	25	★	18	27	5	MARRIED BUT NOT TO EACH OTHER—Barbara Mandrell (E. LaSalle, F. Miller, ABC/Dot 17688 (Ordona/Bridgeport, BMI))	★	51	68	3	★	85	88	3	★	ALABAMA SUMMERTIME—James Talley (J. Talley, Capitol 4410 (Hardhit, BMI))
★	18	27	★	19	28	5	I'M GETTING GOOD AT MISSING YOU (Solitaire)—Rex Allen Jr. (W. Holyfield, Warner Bros. 8354 (Maplehill/Vogue, BMI))	★	52	48	9	★	86	NEW ENTRY	NEW ENTRY	★	TEXAS TEA—Leroy Van Dyke (B. Peters, ABC/Dot 17691 (Shelby Singleton, BMI))
★	19	28	★	20	23	8	YOUR MAN LOVES YOU, HONEY—Tom T. Hall (T.T. Hall, Mercury 73899 (Phonogram) (Hallnote, BMI))	★	53	51	15	★	87	87	3	★	HEARD IT IN A LOVE SONG—Marshall Tucker Band (T. Caldwell, Capricorn 8270 (Warner Bros.) (No Exit, BMI))
★	20	23	★	21	21	9	IF YOU GOTTA MAKE A FOOL OF SOMEBODY—Dickey Lee (R. Clark, RCA 10914 (God Songs, BMI))	★	54	64	3	★	88	NEW ENTRY	NEW ENTRY	★	TO MAKE A GOOD LOVE DIE—Dewayne Orender (D. Orender, L. Morris, RCA 10936 (Lowday, BMI))
★	21	21	★	22	24	9	LOOK WHO I'M CHEATING ON TONIGHT/IF YOU THINK I'M CRAZY NOW (You Should Have Seen Me When I Was A Kid)—Bobby Bare (B. McMill, RCA 10902 (Hall-Clement, BMI))	★	55	45	11	★	89	92	2	★	DO YOU WANNA MAKE LOVE—Bobby Smith (P. McCann, Autumn/RDA 358 (American Broadcasting, ASCAP))
★	22	24	★	23	18	15	LET ME LOVE YOU ONCE BEFORE YOU GO—Barbara Fairchild (M. Leikin, S. Dorff, Columbia 3-10485 (Almo, ASCAP/Penn, BMI))	★	56	58	5	★	90	NEW ENTRY	NEW ENTRY	★	ONLY THE SHADOWS KNOW—Vernon Oxford (C. Putman, RCA 10952 (Tree, BMI))
★	23	18	★	24	36	4	LUCILLE—Kenny Rogers (R. Bowling, H. Bynum, United Artists 929 (Brougham Hall/Andite Invasion, BMI))	★	57	67	4	★	91	94	2	★	WHAT A DIFFERENCE A DAY MAKES— Bobby Lewis (S. Adams, M. Grever, Record Productions of America 7622 (Stanley Adams, ASCAP/E.B. Marks, BMI))
★	24	36	★	25	31	5	THANK GOD SHE'S MINE—Freddie Hart (C. Putnam, M. Kossor, S. Throckmorton, Capitol 4409 (Tree, BMI))	★	58	62	5	★	92	92	2	★	MARGARITAVILLE—Jimmy Buffett (J. Buffett, ABC 12254 (Coral Reefer, BMI))
★	25	31	★	26	30	7	LIGHT OF A CLEAR BLUE MORNING—Dolly Parton (D. Parton, RCA 10935 (Velvet Apple, BMI))	★	59	49	11	★	93	96	2	★	LAIK BACK COUNTRY PICKER—Wendell Adkin (J. Cary, V. Matthews, Hitville 6055 (Motown) (Intersong, ASCAP))
★	26	30	★	27	34	4	KENTUCKY WOMAN—Randy Barlow (N. Diamond, Gazette/IRDA 381 (Tallyrand, BMI))	★	60	52	10	★	94	NEW ENTRY	NEW ENTRY	★	MY FIRST COUNTRY SONG—Jessica James (C. Twitty, MCA 40703 (Twitty Bird, BMI))
★	27	34	★	28	29	8	IT'S A COWBOY LOVIN' NIGHT—Tanya Tucker (R. Rogers, MCA 40708 (Newkeys, BMI))	★	61	71	3	★	95	NEW ENTRY	NEW ENTRY	★	BURNING—Marie Owens (J. Foster, B. Rice, BMI 1013 (NSD) (Jack & Bill, ASCAP))
★	28	29	★	29	38	5	EVERY WORD I WRITE—Dottie West (R. Bowling, G. Richey, J. Crutchfield, United Artists 945 (Brougham Hall/Dixie Jane, BMI))	★	62	50	13	★	96	NEW ENTRY	NEW ENTRY	★	YOU ARE MY SUNSHINE—Duane Eddy (J. Davis, C. Mitchell, Elektra 45359 (Peer International, BMI))
★	29	38	★	30	40	6	ME AND MILLIE (Stompin' Grapes And Gettin' Silly)—Romney Sesions (B. Goldbaum, MCA 40705 (House Of Gold, BMI))	★	63	65	7	★	97	NEW ENTRY	NEW ENTRY	★	WE'RE ALL ALONE—La Costa (B. Scaggs, Capitol 4414 (Bob Scaggs, ASCAP))
★	30	40	★	31	35	6	THAT'S WHEN THE LYIN' STOPS (And The Lovin' Starts)—Pai Hakes (N.D. Wilson, P. Rakes, S. Falbi, Warner Bros. 8340 (Easy Listening, ASCAP/Dusty Roads, BMI))	★	64	NEW ENTRY	NEW ENTRY	★	98	98	2	★	SEA CRUISE—Everett Peck (H. Smith, Commercial 00016 (Ace, BMI))
★	31	35	★	32	32	9	SHE'S LONG LEGGED—Joe Stampley (D.D. Darr, N.D. Wilson, Epic 8-50361 (Al Gallico, BMI))	★	65	61	8	★	99	NEW ENTRY	NEW ENTRY	★	OPEN UP YOUR DOOR—Eddie Rivers (Fields/Riss, Charts 102 (NSD) (Sandburn/Music Craftshop, ASCAP))
★	32	32	★	33	47	3	LILY DALE—Darrell McCall & Willie Nelson (B.J. Wills, T. Moore, Columbia 3-10480 (Four Star, BMI))	★	66	61	8	★	100	NEW ENTRY	NEW ENTRY	★	IF YOU LOVE ME (Let Me Know)—Brian Gallus (J. Rustil, ABC/Dot 17694 (Al Gallico, BMI))
★	33	47	★	34	14	11	BURNING MEMORIES—Mel Tillis (M. Tillis, P. Walker, MCA 40710 (Cedarwood, BMI))	★	67	53	13	★	NEW ENTRY	NEW ENTRY	★	BROTHER JUKE-BOX—Don Everly (P. Craft, ABC/Hickory 54012 (Black Sheep, BMI))	
★	34	14	★	34	14	11	C'EST LA VIE—Emmylou Harris (C. Berry, Warner Bros. 8329 (Arc, BMI))	★	67	53	13	★	NEW ENTRY	NEW ENTRY	★	NEW ENTRY	

MAY 1977, BILLBOARD

**HITBOUND**  
WITH HER NEW SINGLE



★ **CANDY** ★

**"TOUCH ME"**  
b/w  
**"I'm Sending Back  
Your Wedding Band"**

Exclusively On  
**TAO RECORDS**

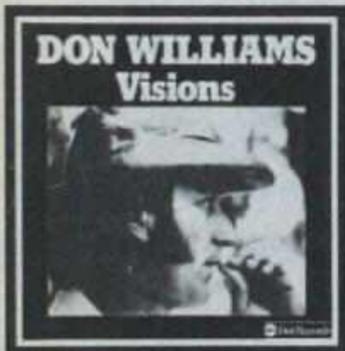
PD's MD's & DJ's across the country  
-Thank You

Published By:  
MADRID MUSIC CO. (ASCAP)  
NATIONAL DIST. by:  
TAO RECORDS P.O. BOX 504,  
BONITA, CA. 92002  
Ph: (714) 421-0855

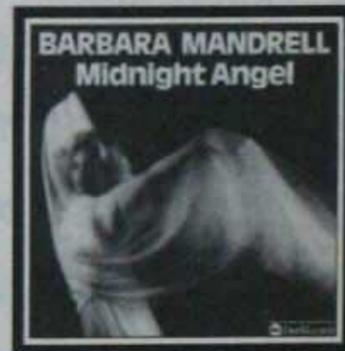
ATTN: Distributors, Call or Write-  
WE'LL SHIP PROMPTLY.

Our country's going  
 where country's rarely been.  
 In fact, one of our artists, Don Williams,  
 is England's latest superstar.  
 The boundaries  
 are finally coming down.  
 And to help the process along,  
 we'll be making a special merchandising effort  
 throughout April and May.  
 Country music belongs to the country  
 - the whole country.

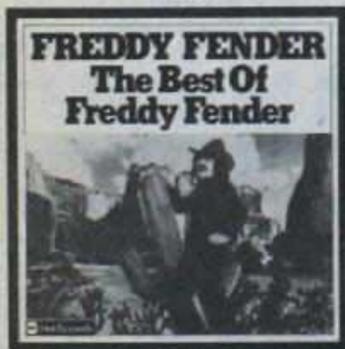
# BEYOND COUNTRY LIMITS



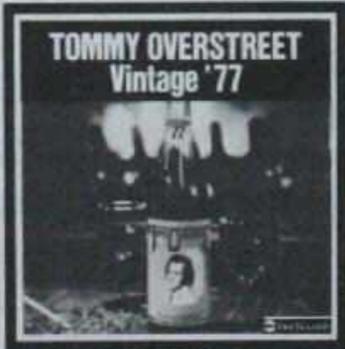
DO 2064



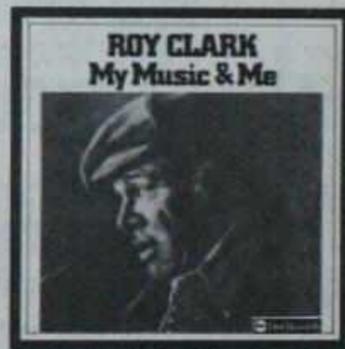
DOSD 2067



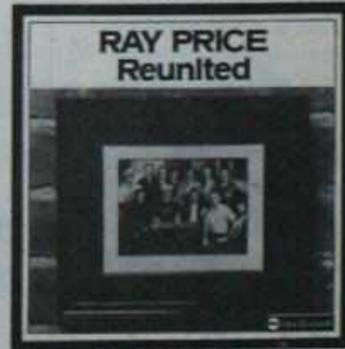
DO 2079



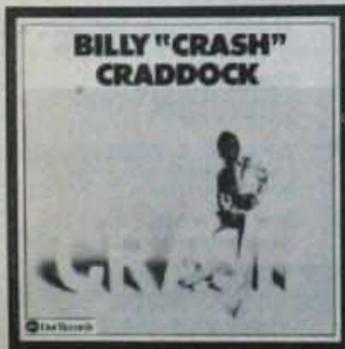
DO 2071



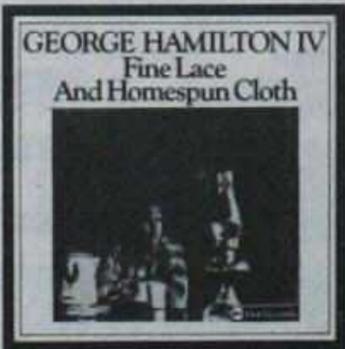
DO 2072-2



DO 2073



DOSD 2063

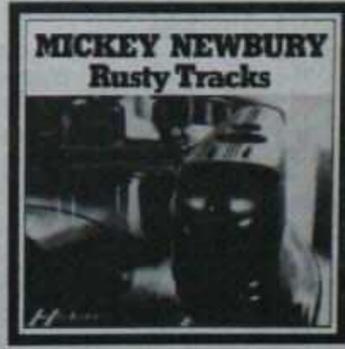


DO 2061

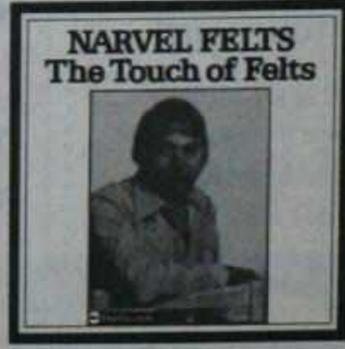
abc Records

Hickory

abc Dot Records



AH 44002



DO 2070

## 9th Wembley Fest Major Success

By TONY BYWORTH

LONDON—The International Festival of Country Music, promoted by Mervyn Conn, has proved itself once again the highlight of the calendar year for British country music enthusiasts.

This year, the ninth such event attracted around 27,500 fans making the trek to Wembley's Empire Pool for the three-day festival over the Easter period April 9-11, with ticket charges ranging from \$4.25 to \$2.80 per day, and concession rates for those purchasing two or three-day tickets.

While the evening performances displayed the considerable range of sounds to be found within the spectrum of country music, the exhibition area around the Empire Pool proved itself to be a vitally important buyer's market. Even in these days of hard inflation, business was brisk with the 12 companies which had booked exhibition space.

On the record company front, many companies reported strong sales for their product, especially the releases of those artists appearing at the festival.

Anchor Records continued to move substantial quantities of all its Don Williams albums, as well as receiving good reaction through the company's newly established import operation.

RCA completely soldout of the debut Carroll Baker album, and also gained strong sales for the Dolly Parton release "New Harvest—First Gathering."

MCA attracted good business for the new releases by Loretta Lynn

and Conway Twitty; and Warner Bros. making its U.K. debut into country, found that Carmol Taylor was the most requested of the dozen import albums on sale.

Among the other record companies present were United Artists, EMI Capitol, Hitsville, DJM, CBS and Shannon, and all stands reported even brisker business when their artists made personal appearances for autograph sessions.

## Intl Country Kudos Given At Wembley

LONDON—The winners of the second International Country Music Awards, based on consumer votes, were announced at the Sunday evening concert at Wembley's ninth International Festival of Country Music. The announcements and presentations were made by the festival's MC Dennis Weaver and promoter Mervyn Conn.

The list of award winners are: best international male vocalist, Don Williams; best international female vocalist, Dolly Parton; best international group, Statler Brothers; best British solo/duo, Miki & Griff; best British group, Frank Jennings Syndicate; most promising international act, Dave & Sugar.

Following the awards, a special presentation was made to Mervyn Conn by Emily Bradshaw on behalf of Gov. Ray Blanton of Tennessee. Conn was presented with a plaque proclaiming that April 9-11 was named as "Mervyn H. Conn Days" in the state of Tennessee.

Other organizations displaying their wares included Harlequin Records, a retail outlet selling both U.K. released and imported albums; Acuff-Rose Music and Burlington Music playing host to Wesley Rose and Mary Reeves Davis respectively.

In the newly constructed Wembley Conference Center, adjoining the Empire Pool, further music activities continued with BBC Radio recording a number of sessions with many of the visiting U.S. artists for transmission in the near future on David Allan's weekly "Country Club" program.

In the same building the British Country Music Festival, sponsored by the British Country Music Assn. and Tank Records, was also being staged and featured more than 30 local groups, duos and solo artists.

Also over the weekend the Country Music Assn. (Great Britain) hosted a reception for U.S. and British music executives and announced plans for the organization's news bulletin and forthcoming Radio & Television Seminar; and BBC Television recorded the evening concerts for transmission as a series of five 35 minute network programs commencing in May.

Prior to the start of the festival, promoter Mervyn Conn welcomed the visiting artists and executives at a banquet at London's Grosvenor House Hotel. In his speech Conn commented upon the continual growth of country music within the U.K. and its rapidly expanding role in the general music scene.

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Distributing Label)
1	1	8	SOUTHERN NIGHTS—Glen Campbell, Capitol 11601
2	2	9	NEW HARVEST ... FIRST GATHERING—Dolly Parton, RCA APL1-2188
★	11	3	KENNY ROGERS, United Artists UA-LA689-G
4	3	15	LUXURY LINER—Emmylou Harris, Warner Bros. BS 2998
★	16	2	I REMEMBER PATSY—Loretta Lynn, MCA 2265
6	4	13	VISIONS—Don Williams, ABC/DOT D05D 2064
7	8	5	PLAY GUITAR PLAY—Conway Twitty, MCA 2262
8	9	3	SHE'S JUST AN OLD LOVE TURNED MEMORY—Charley Pride, RCA APL1-2261
9	10	3	WELCOME TO MY WORLD—Elvis Presley, RCA APL1-2274
10	6	10	HEART HEALER—Mel Tillis, MCA 2252
11	5	10	SAY YOU'LL STAY UNTIL TOMORROW—Tom Jones, Epic PE 3446B
12	7	8	JOHN DENVER'S GREATEST HITS VOL. 2, RCA CPL1-2195
13	12	21	WAYLON LIVE—Waylon Jennings, RCA APL1-1108
14	13	18	GREATEST HITS—Linda Ronstadt, Asylum 7E-1092
15	15	8	CHANGES IN LATITUDES ... CHANGES IN ATTITUDES—Jimmy Buffett, ABC AB 990
16	18	11	FARGO COUNTRY—Donna Fargo, Warner Bros. BS 2996
17	14	10	THE BEST OF DONNA FARGO, ABC/Dot D0A 2075
18	21	7	THE BEST OF THE STATLER BROTHERS, Mercury SRM 11037 (Phonogram)
★	25	3	YOUR PLACE OR MINE—Gary Stewart, RCA APL1-2199
20	23	10	I'M SORRY FOR YOU, MY FRIEND—Moe Bandy, Columbia KC 34443
21	19	10	ADIOS AMIGO—Marty Robbins, Columbia KC 34448
22	22	23	GREATEST HITS VOL. II—Conway Twitty, MCA 2235
23	24	12	HOTEL CALIFORNIA—Eagles, Asylum 7E-1084
★	30	35	CRYSTAL—Crystal Gayle, United Artists UA-LA614-G
25	26	10	RIDIN' RAINBOWS—Tanya Tucker, MCA 2253
26	29	24	GILLEY'S SMOKIN'—Mickey Gilley, Playboy PB 415 (Epic)
★	33	4	TOUCAN DO IT TOO—Amazing Rhythm Ace, ABC AB 1005
28	27	9	PAPER ROSIE—Gene Watson, Capitol ST 11597
29	31	5	24 GREATEST HITS—Hank Williams, MCM SE 4755 (Polyder)
30	35	3	THE TOUCH OF FELTS—Harvel Felts, ABC/Dot D0A 2070
31	34	5	THE WHEEL—Asleep At The Wheel, Capitol ST 11620
32	32	8	CARDINA DREAMS—Marshall Tucker Band, Capricorn CP 0180 (Warner Bros.)
33	20	22	RONNIE MILSAP LIVE, RCA APL1-2043
★	NEW ENTRY		LORETTA LYNN'S GREATEST HITS—Vol. II, MCA 420
35	37	2	ONE NIGHT STANDS—Hank Williams Jr., Warner Bros. BS 2988
36	36	16	TORN BETWEEN TWO LOVERS—Mary MacGregor, Ariola America ST 50015 (Capitol)
37	39	2	SNOWBLIND FRIEND—Hoyt Axton, MCA 2263
38	38	3	BIG BOSS MAN/MY MOUNTAIN DEW—Charlie Rich, RCA APL1-2260
39	40	2	I JUST CAME HOME TO COUNT THE MEMORIES—Cal Smith, MCA 2256
★	NEW ENTRY		ABOUT LOVE—Tom T. Hall, Mercury SRM1-1139 (Phonogram)
41	42	13	THE COUNTRY AMERICA LOVES—Statler Brothers, Mercury SRM 1-1125 (Phonogram)
42	47	3	THE ORDINARY MAN ALBUM—Dale McBride, Con-Brio 051 (NSD)
43	17	26	THE BEST OF CHARLEY PRIDE, Vol. III, RCA APL1-2023
44	NEW ENTRY		LORETTA LYNN'S GREATEST HITS, MCA-1
45	28	10	JOHNNY DUNCAN, Columbia KC 34442
46	49	10	RIDES AGAIN—David Allan Coe, Columbia KC 34310
47	41	30	THE TROUBLEMAKER—Willie Nelson, Lane Star KC 34112 (Columbia)
48	45	43	ARE YOU READY FOR THE COUNTRY—Waylon Jennings, RCA APL1-1816
49	NEW ENTRY		COAL MINER'S DAUGHTER—Loretta Lynn, MCA-10
50	50	2	WOODROW WILSON SOVINE—Red Sovine, Standby/Gusto SD-9708

## Rodriguez To Star In 'Jesse' Movie

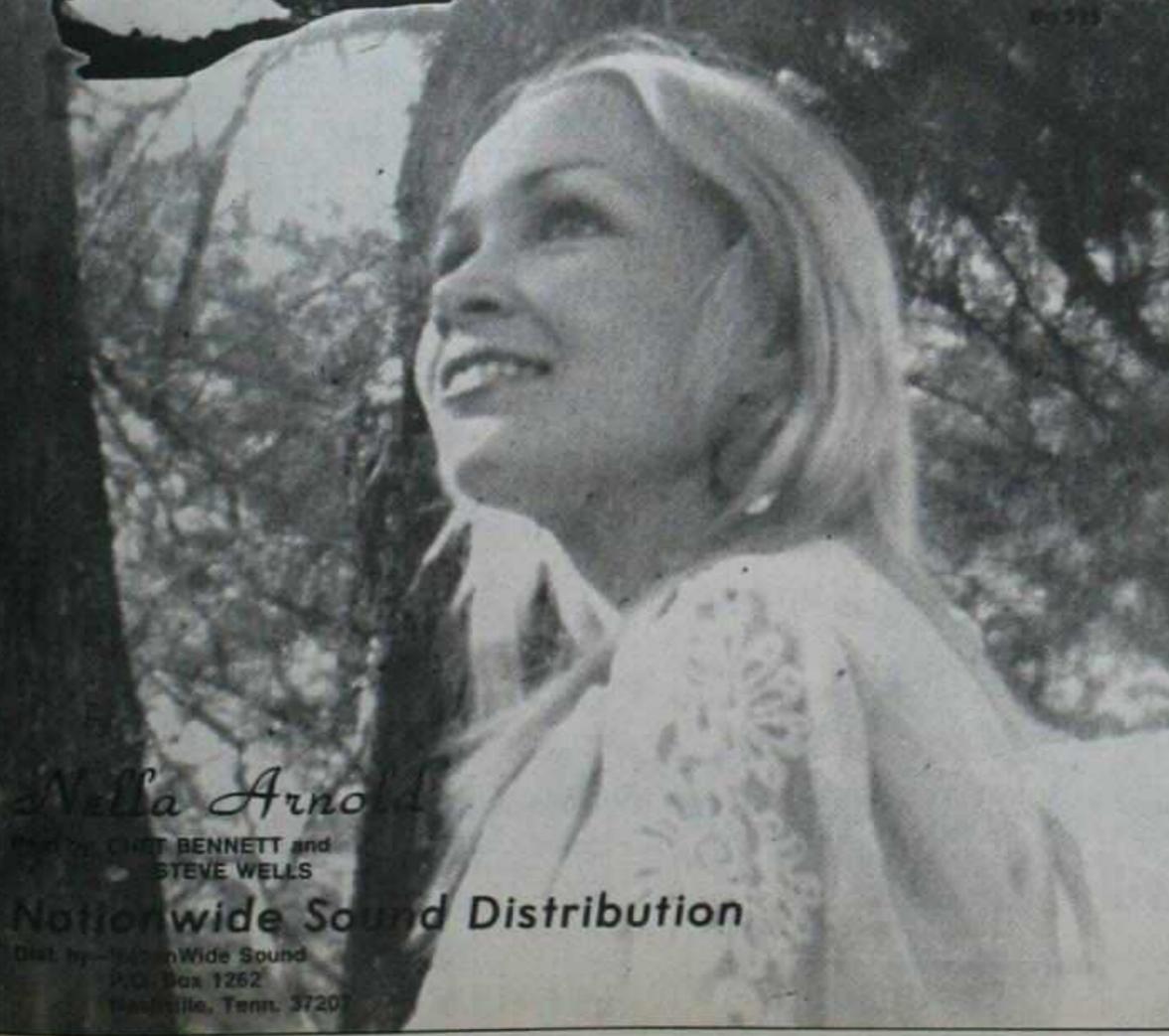
NASHVILLE—Johnny Rodriguez has been chosen for a starring role in the motion picture "Jesse," to be filmed in Texas and the Southwest and produced by TNT Productions of Los Angeles.

Rodriguez has recently finished work on a pilot for a proposed television series "I'm Country," and has been successful in obtaining a number of guest shows through the William Morris Agency.

A Down To Earth Song,  
about a tar dipping, hard  
working man.



3807 Norwich Street  
Brunswick, Georgia 31520  
Phone (912) 265-1817

DADDY'S  
PICNIC

Della Arnold

Produced by GUY BENNETT and  
STEVE WELLS

Nationwide Sound Distribution

Dist. by: Nationwide Sound  
P.O. Box 1262  
Nashville, Tenn. 37201

*"So Many Ways"*  
to cut a hit record  
but what better way  
than with

# David Houston



- ★ 72 BILLBOARD
- 71 RECORD WORLD
- 89 CASH BOX

NOW EXCLUSIVELY WITH GUSTO-STARDAY  
David's New Hit Single - "SO MANY WAYS" (SD-156)

Promotions: Charlie Dick & Linda Elliff (615) 226-6080  
Sales: Jenell Holland & Charlotte Chandler (615) 256-1656  
Bookings: Billy Deaton Talent  
Exclusive Management: Tillman Franks (318) 221-5886

## New 'Music City' Premieres In May

NASHVILLE—HITS Inc. has announced the beginning of a weekly one-hour radio show, "Inside Music City," premiering the first week of May on approximately 100 radio stations throughout the country.

Hosted by Ty Coppinger, talent agent and public relations assistant with Top Billing, Inc., the show will include conversation with and music of the top entertainment in country music.

The first guests to be featured on the program are Ronnie Milsap, Barbara Mandrell, Dickey Lee and Charley Pride.

HITS Inc., producer and distributor of "Inside Music City," is owned by Coppinger and Irby Mandrell. Offices are in the Young Executive Building in Nashville.

## Country Acts Aid A N.J. Policeman

ASBURY PARK, N.J.—When it comes to raising money here at benefit concerts for civic causes, country music proved far more potent than rock musicians. More than 1,000 persons danced through the night Sunday (17) at a 13-hour musical jamboree with country bands to net some \$3,000 to help a township police sergeant pay his hospital bills.

Several days earlier some 20 rock groups, at three concerts to benefit the Paramount Theatre in its conversion to performing arts center, hardly reached a \$7,500 figure of an anticipated \$40,000 take.

# Nashville Scene

• Continued from page 55

copy of her autobiography, "The Coal Miner's Daughter."

The station is also involved in preparing a country display with Sam The Record man in Square One Mississauga. The record store managers are providing a 20 foot by 12 foot wall for any promotion material that record companies or artists would like to display. Material should either be sent to Sam's Square One Store or to CFGM.

Kenny Rogers, whose United Artist single "Lucille" is still on the move in Billboard's Hot 100 chart, will be making concert appearances at the Derby Festival in Louisville, Ky., Thursday (5), and the Special Olympics Festival in Houston, Monday (9). Rogers is also set to tape a guest spot on the "Mike Douglas Show" May 17.

Michael Clark and producer Jay Senter have been in Los Angeles working on Clark's first LP for Capitol Records. Dr. Hook is nearing completion of the group's latest album for Capitol with Ron Haffkine producing. Capitol folks say there will be less ballad material and more up-tempo tunes on the new album being recorded at Lee Hazen's Studio By The Pond.

Epic songstress Jody Miller will perform at the Copa Hilton in Tulsa, Friday (6). Cledus Maggard has added the six-piece progressive country band, the Arnold Chinn Group, to his show. The group made its first appearance with Maggard in Owensboro, Ky., April 9 where Maggard and his wife were presented with keys to the city by Mayor Jack Fisher.

Betty Hofer has been elected to a newly created seat on the board of the Nashville Songwriter's Assn. International. Hofer will represent the organization in all areas of publicity. Faron Young will perform at Jud's Frontier Club in Midvale, Utah, Monday (9)-Tuesday (10). The Sheriff then heads for Phoenix where he will appear with Ronnie Milsap, Hank Williams, Jr., Donna Fargo and other top entertainment at the 26,000 seat Arizona Tempe Stadium.

Roy Clark, Sherry Bryce and Buck Trent just wrapped up a sellout week in the main show-

room at Harrah's in Reno, Nev. Clark then opened at the Circle Star Theatre in San Carlos, Calif. Thursday (28) while Bryce heads for concerts set in Virginia and Iowa. KSOP in San Lake City is presenting the Jimmy Dean Show at the Salt Palace, Saturday (7), with special guests the Oak Ridge Boys and the Small World Singers.

## Country Events On Canada Film

NASHVILLE—George Copeland, producer at CKCO-TV, has announced plans to film two country music concerts in Kitchener, Ontario which will be edited into half-hour television shows.

Tentatively entitled "Gary Burin In Concert," the shows will be filmed before a live audience at the Univ. of Waterloo April 19-20 and will feature Canadian artists Gary Burin, Artie MacLaren, Orville Profit and Audie Henry. Special performances by U.S. artists Dottie Red Sovine, Gene Watson and Dallas Harnes, who wrote "Paper Rosie," are also slated.

The series will be aired over the Canadian Broadcasting Co. this fall with possible syndication in the U.S.

## Book Davis Again

NASHVILLE—Danny Davis & the Nashville Brass, who reopened the Fremont Hotel's main showroom in February, have been booked back into the Vegas niter for a second engagement April 28-May 11.

MAY 7, 1977, BILLBOARD

# Tennessee's Not The State I'm In

## JOE ELY



No matter what state you're in, you're bound to read the rave reviews Joe Ely and his band is getting. And now with the release of their new single stand back and watch this band from Lubbock, Texas strike it rich! Look out.

Produced by Chip Young  
Album: MCA-2242. Single: MCA-40709

MCA RECORDS

©1977 MCA Records, Inc.

# IT DIDN'T TAKE US NINE MONTHS TO GIVE BIRTH!!

In only six months BIRTHRIGHT has given life to a chart album!

Number 3 going to  
Number 1 on the Gospel Charts!

One of the First Gospel Albums  
to Cross Over to the Soul Charts.

EDWIN HAWKINS - *Wonderful* BRS-4005

**EDWIN HAWKINS**  
& The Edwin Hawkins Singers



**THE EAST ST. LOUIS GOSPEL ETTES**

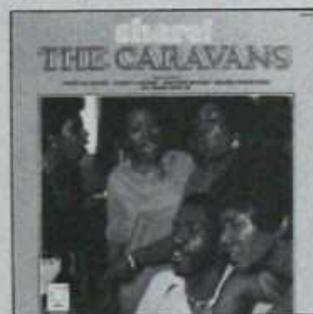


**Just released  
our next chart album.**

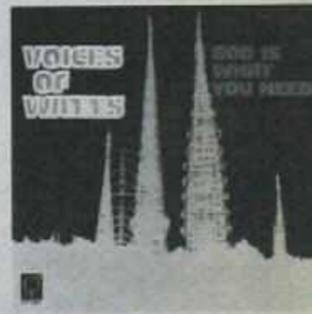
**EAST ST. LOUIS - Love Is the Key BRS-4009**



**STAN LEE**  
Tomorrow BRS-4001



**THE CARAVANS**  
Share BRS-4002



**VOICES OF WATTS**  
God Is What You Need  
BRS-4003



**RODENA PRESTON**  
There's Been A Change  
BRS-4004



**THE MATTHEW SISTERS**  
Edwin Hawkins Presents  
BRS-4006



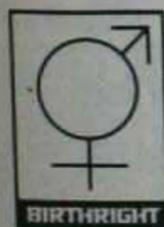
**THE PATTERSONS**  
Dear Jesus, I Love You  
BRS-4007



**THE HENRY JACKSON  
COMPANY**  
Saved! BRS-4008



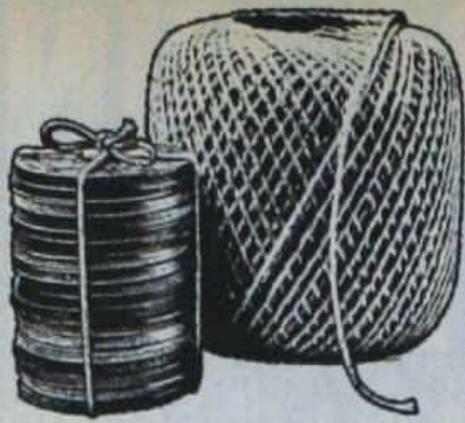
**TRUMPELLETES**  
Is God Satisfied With Me?  
BRS-4016



Available in 8-tracks and cassettes from:  
Birthright Records, 3101 So. Western Ave., L.A., CA 90018  
Distributed exclusively by Ranwood Records, Inc.  
9034 Sunset Blvd., L.A., CA 90069

**RANWOOD**  
RECORDS, INC.

**And Our  
Growing  
Catalog of  
Best Selling  
Gospel  
Albums**



**Tie Up Extra Profits With These New Album And Tape Releases That Will Create Additional Sales Action From THE HOUSE OF GOSPEL NASHBORO RECORDS**



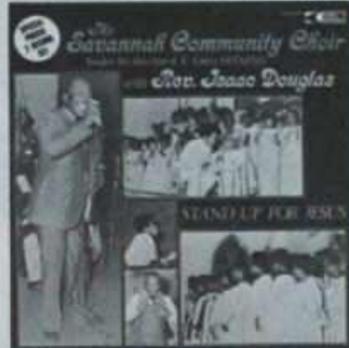
**MUSIC FROM THE SOUL**  
(Featuring the Great Gospel Artists Of Our Time)  
Nashboro 27182 (2 Record Set)



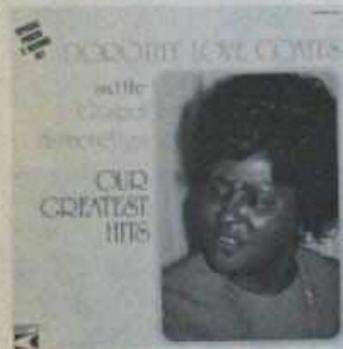
**WITH SONG IN OUR HEARTS**  
The Consolers  
Nashboro 7185



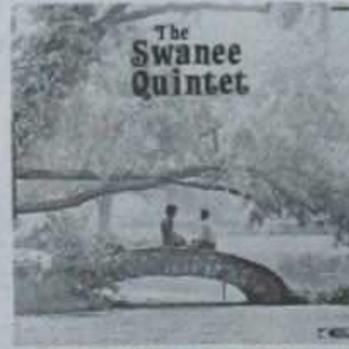
**MOTHER**  
Nashboro 27184 (2 Record Set)



**STAND UP FOR JESUS**  
The Savannah Community Choir  
with Rev. Isaac Douglas  
Creed 23076 (2 Record Set)



**OUR GREATEST HITS**  
Dorothy Love Coates  
and the Gospel Harmonetts  
Nashboro 27186 (2 Record Set)



**FROM AUGUSTA WITH LOVE**  
The Swanee Quintet  
Creed 3077

**NASHBORO RECORDS**

**1011 Woodland Street  
Nashville, Tn. 37203**  
THE CRESCENT GROUP

**Gospel**  
**2 Calif. Stations Air Sacred Show**

NASHVILLE—Paul Baker's "A Joyful Noise" radio show has achieved coast-to-coast status with the recent addition of two California stations.

The nationwide syndication, distributed from Nashville by GME Radio Productions, is now carried on 17 radio stations from Los Angeles to Richmond, Va. The one-hour weekly program features a rock/progressive sound in Jesus Music.

KTNQ, Los Angeles, and KQLH, San Bernardino, are the latest stations adding the show that has been on the air since 1970.

"There's a strong movement toward Jesus rock music and we've designed the format to be compatible with almost any format except easy listening," comments Paul Baker, host of the show. Baker notes the program is carried by progressive rock stations as well as gospel stations.

Carried in 12 states, "A Joyful Noise" is available for a service fee from GME Radio Productions, Box 50031, Nashville, Tenn. 37205.

**Matthews: Stardom On Disks Seen**

NASHVILLE—Randy Matthews, that rock 'n' rolling gospel great, continues his surge toward stardom.

The vibrant entertainer continues to spread his own brand of high energy gospel through rock music in his new LP, "The Best Of Randy Matthews."

The Myrrh album contains such songs as "Country Faith," "Brown-Eyed Lady" and "It Took A Carpenter."

"I wanted to take my music into the streets, to the spiritually starving, and sing to people who needed it," explains Matthews. After becoming a preacher and singing for a gospel quartet at the Ozark Bible College, Matthews decided he no longer wanted to sing to "spiritually overfed Christians."

He left the Cincinnati Bible Seminary to form Jesus House, where people could gather for spiritual guidance. Later he took to the road to carry on his ministry through music and began playing and preaching in churches and coffee houses across the nation.

Matthews comes from a musical family. His father, Monty Matthews, was a member of the Matthews Brothers gospel quartet, the first recording group signed by Word Records. The group was later renamed the Jordanaires, and became Elvis Presley's first backup group. Randy's father was also a minister, as were his grandfather and several uncles.

**Dutch TV Beams Gospel By Crouch**

AMSTERDAM—U.S. gospel artists Andrae Crouch and the Disciples will be featured in a 35-minute television special to be transmitted by Dutch broadcasting company NCRV.

The special includes highlights from a concert in Rotterdam Jan. 12. A 25-minute special on Crouch and the group was aired by the tv company in March.

**Billboard Best Selling Gospel LPs**

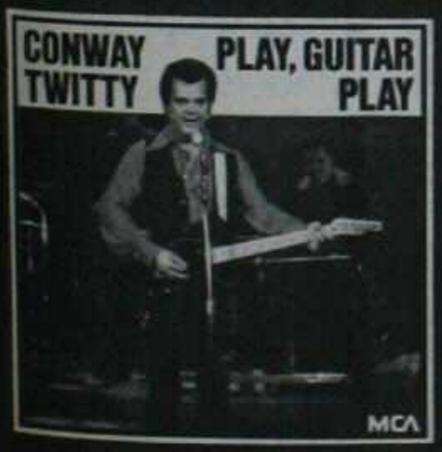
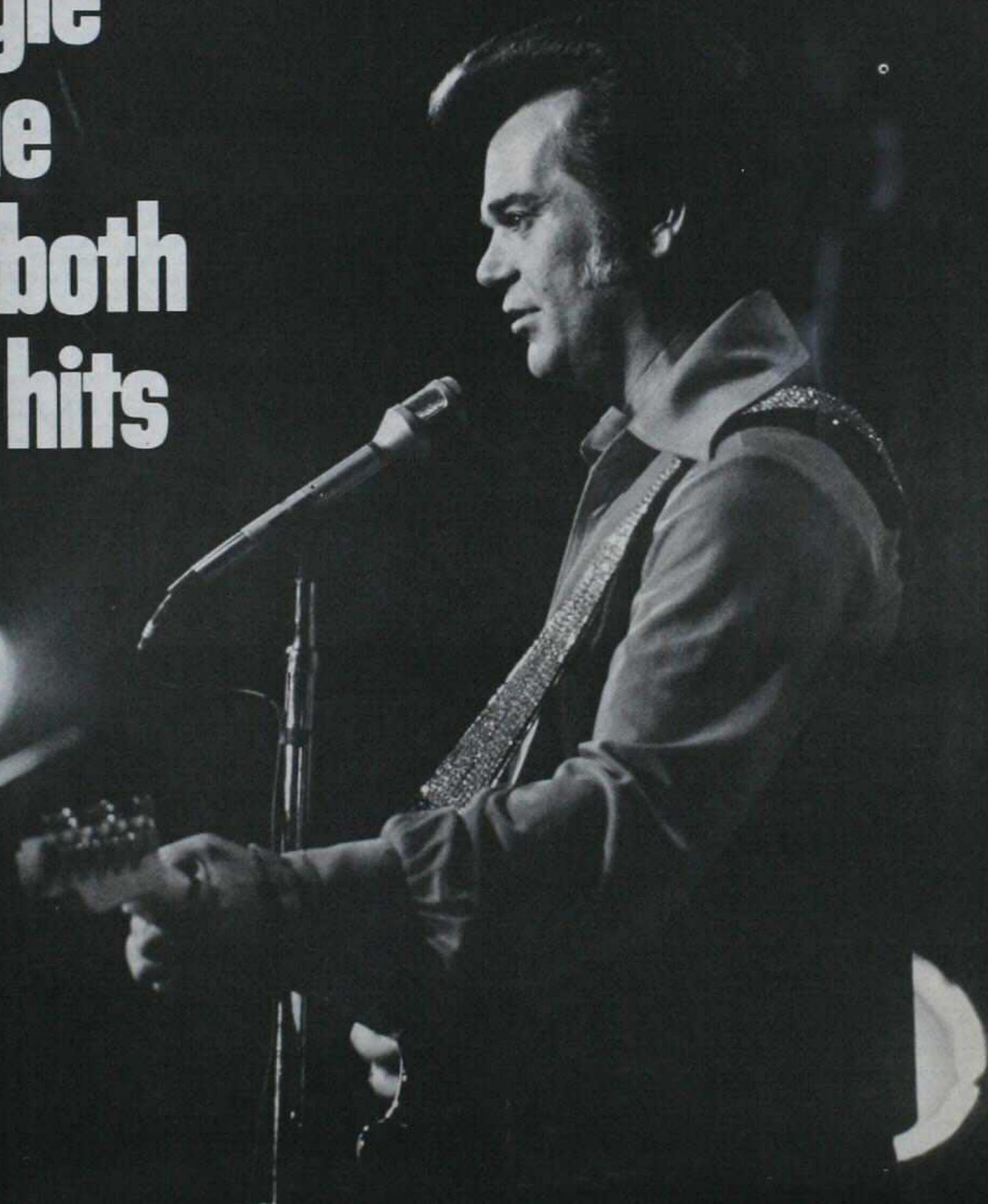
Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Report	Weeks on Chart	TITLE, Artist, Label & Number
1	3	25	EDWIN HAWKINS & THE EDWIN HAWKINS SINGERS Wonderful, Bethlehem BRS 4005
2	5	22	ANDRAE CROUCH & THE DISCIPLES This Is Another Day, Light 5683 (Word/ABC)
3	8	29	GOSPEL KEYNOTES Rise The Ship To Zion, Nashboro 7117
4	1	52	WALTER HAWKINS & THE LOVE CENTER CHOIR Love Alone, Light LS 5686 (Word/ABC)
5	4	17	MYRNA SUMMERS & THE COMBINED CHOIR OF THE REFRESHING SPRINGS C.O.G.I.C. I Found Jesus And I'm Glad, Savoy SG 14407 (Arista)
6	6	87	JAMES CLEVELAND & CHARLES FOLD SINGERS Jesus Is The Best Thing That Ever Happened To Me, Savoy SGL 7005 (Arista)
7	2	29	JAMES CLEVELAND & CHARLES FOLD SINGERS, Vol. II Savoy DBL 7009 (Arista)
8	NEW ENTRY		WALTER HAWKINS Jesus Is The Way, Light 5705 (Word/ABC)
9	18	10	REVEREND MACED WOODS & THE CHRISTIAN TABERNACLE CHOIR The Soul & Spirit Concert, Savoy DBL 7011 (Arista)
10	10	10	QUINCY JONES Ruth, A&M SP 4525
11	11	22	ARETHA FRANKLIN/JAMES CLEVELAND Amazing Grace, Atlantic SD 2-905
12	12	10	SENSATIONAL WILLIAMS BROTHERS Taking Gospel Higher, Savoy SGL 14426 (Arista)
13	16	6	DONALD VAILS CHORALEERS Savoy SGL 14421 (Arista)
14	7	43	JAMES CLEVELAND & THE SOUTHERN CALIFORNIA COMMUNITY CHOIR Give It To Me, Savoy SGL 14412 (Arista)
15	9	69	ANDRAE CROUCH AND THE DISCIPLES The Best Of Andrae, Light LS 5678 (Word/ABC)
16	26	17	SENSATIONAL NIGHTINGALES See You In The Rapture, ABC/Peacock PLP 59221
17	20	6	MIGHTY CLOUDS OF JOY Truth Is The Power, ABC AB 986
18	14	10	TESSIE HILL Think About It, ABC/Peacock PLP 59225
19	15	43	TESSIE HILL ABC/Peacock PLP 59222
20	13	10	JACKSON SOUTHERNAIRES All God's Children, Warner 4352 (TK)
21	21	109	ANDRAE CROUCH & DISCIPLES Take Me Back, Light LS 5637 (Word/ABC)
22	25	6	ANGELIC CHOIR The President & The Missionary, Savoy SGL 14415 (Arista)
23	17	168	ANDRAE CROUCH Live At Carnegie Hall, Light LS 5602 (Word/ABC)
24	19	52	GOSPEL WORKSHOP MASS RECORDED IN NEW YORK Savoy SGL 7006 (Arista)
25	23	10	REV. DR. MARTIN LUTHER KING, JR. I Have A Dream, Creed 3201 (Nashboro)
26	22	10	REVEREND ISAAC DOUGLAS Sings With The NEW YORK CITY COMMUNITY CHOIR Until You Come Again, Savoy SGL 14428 (Arista)
27	NEW ENTRY		ANGELIC GOSPEL SINGERS Gotta Feed A Better Home, Nashboro 7178
28	28	105	THE GOSPEL KEYNOTES Reach Out, Nashboro 7147
29	29	164	JAMES CLEVELAND & THE VOICES OF TABERNACLE God Has Smiled On Me, Savoy SGL 14352 (Arista)
30	24	10	THE BEST OF THE EDWIN HAWKINS SINGERS Buddah BRS 2-5666
31	30	6	DR. MARTIN LUTHER KING, JR. A Knock At Midnight, Creed 3088 (Nashboro)
32	NEW ENTRY		J.J. FARLEY & THE ORIGINAL SOUL STIRRERS HSZ 1493
33	NEW ENTRY		B.C. & S. Savoy SGL 14417 (Arista)
34	NEW ENTRY		ERNEST FRANKLIN Mother Is On That Train, Jewel 0114
35	NEW ENTRY		MAHALIA JACKSON The World's Greatest Gospel Singer, Ramwood 505 (Nashboro)

# CONWAY TWITTY PLAY, GUITAR PLAY

MCA-40682

the single  
from the  
album, both  
smash hits



Produced by Owen Bradley  
MCA-2262

MCA RECORDS

Copyrighted material

[www.americanradiohistory.com](http://www.americanradiohistory.com)

## A \$75,000 Promo Push By Myrrh Folk In Bookstores

NASHVILLE—Myrrh Records continues its strong marketing effort with a focus now on the nationwide network of Christian bookstores, gospel music's traditional retail outlets.

The \$75,000 promo push by the division of Word, Inc. is structured to increase enthusiasm and awareness for the wealth of "Jesus Music" and the 16 new LPs released by Myrrh during the first half of the year.

"Jesus music is just beginning to fly," comments Frank Edmondson, Myrrh product manager, who claims his firm's product is "as contemporary as what's currently being played on any Top 40 station."

## Firm Speakers At Radio Meet

NASHVILLE—Don Butler, executive director of the Gospel Music Assn., and Mack Sanders, owner of a chain of Midwest radio stations including KOOO, Omaha, and KTOW, Tulsa, are two of the speakers announced for the fifth annual Gospel Radio Seminar on Friday and Saturday (6-7).

The theme for this year's seminar, to be held at the Airport Hilton in Nashville, is "Realizing Your Potential."

Myrrh Records artist Mike Warnke will speak at a Thursday (5) reception, preceding the two-day event. The reception includes an added feature—an artist/deejay taping session.

A Saturday night banquet and show featuring several name gospel acts will climax the 1977 seminar. Performing will be Tim Sheppard, Dogwood, Teddy Huffam and the Gems and the Ward Boys.

Other seminar speakers will be Dr. Jesse Poterson, president and founder of Tempo Records, and Hal Spencer, vice president of Manna Music.

Materials developed and distributed to the bookstores include informational sheets about how to use the promotional kit and coordinate the campaign through local advertising media. It includes news releases, newspaper ads and radio ads which can be adapted to suit individual stores—and large display items such as posters, banners, mobiles and bumper stickers.

Sound sheets, flyers and a newsletter about artists featured in the campaign are also being utilized, along with an artist bio book and current concert schedules. Sampler LPs featuring one cut from several artists have been produced, and special T-shirts, proclaiming "There's A Great, Great Joy In Jesus," are being made available.

## Crouch Moving Gospel To N.Y.

NASHVILLE—A significant breakthrough for gospel music comes May 20 as Madison Square Garden features an evening solely of contemporary gospel music for the first time.

Andrae Crouch and the Disciples headlines at the 4,500-seat Felt Forum, part of the Garden complex in New York City.

Appearing with Crouch will be Evie Tornquist, another Word Records artist. Crouch, who won a 1976 Grammy, has received such wide acclaim with his latest LP, "This Is Another Day," that he broke through to the Billboard Soul chart while receiving wide secular airplay and hitting the top of the gospel chart.

Following its premiere appearance at the Felt Forum, Crouch's group will continue its tour schedule to Washington, Pittsburgh and Detroit before appearing on the "Dinah!" show with host Dinah Shore on May 25.

## Gospel Scene

By GERRY WOOD

Plans are underway for the second annual presentation of Grant's Gospel Jubilee for 1977. The event will be held June 18-19 near Hugo, Okla. Headlining will be Willie Wynn and the Tennesseans and Wendy Bagwell and the Sunliters. Other gospel acts from across the nation will also be featured.

The Cruse Family has put the finishing touches on a new LP at the Sound Lab in Nashville. They are a progressive gospel group, creating new dimensions, and will have great appeal in virtually all markets," comments Ken Harding who is producing the album for Canaan Records.

Success Communications Corp. has followed the lead of the John T. Benson Co. by moving its headquarters to the Metro Center in Nashville. The firm is the parent of Eddie Crook Productions, Praise Song Records, Success Tape Duplicators, Gospel Music News, Nashville Gospel Talent Agency and S.C.C. Printing. "This new facility will help us to greatly increase service and quality to our customers," notes Eddie Crook, president.

Evie Tornquist continues to soar in popularity. She has been named the top female vocalist in Scandinavia, and is the first Christian artist to receive a coveted Silver Star award for the highest record sales of any recording artist. At 21, Evie makes extensive tv appearances, has cut 11 inspirations albums, performs internationally and has just joined the Billy Graham Crusades.

Tempo Records has signed Heritage Records to a long term distribution agreement. Included in the pact are the Heritage Singers, New Creation, Duane Hamilton, Judy Meckstroth, Jim McDonald and Bob Silverman.

Jimmie Davis, a member of the Gospel Music Hall of Fame, has a biography out. Published by Word Books, "You Are My Sunshine" is an entertaining foray through Davis' career that took him to the top of show business and politics.

Kevin Gould has released his second LP through Myrrh Records. It's titled "True Stories By Kevin Gould." While a teenager in England, Gould played in several rock groups. In 1973, his song "Jesus Is The King" was chosen as the theme for "Sprec '73" at which Billy Graham was the main speaker.

Aug. 27 is the date for the 1977 annual Sun-up To Sun-down Sing in Waycross, Ga. Sponsored by the Waycross Shrine Club and headed by "Doc" Browning, the lineup includes the Blackwood Brothers, the Kingsmen, Willie Wynn and the Tennesseans and the Happy Goodman Family.

Suncast, now with a new album out—"In Touch Again"—has hit the road hard in the past year and a half. The foursome has traveled more than 50,000 miles and given more than 150 concerts in that time span.

ASA Music Co. has established a separate division to serve the gospel music community. It's Peaceful Valley Music. The firm, located in the UA Tower Building in Nashville, is in the print and publication field of gospel music but their goals are to include other areas of the industry. They're searching for material for print in books, folio, and sheet music, and are listening to "writers with a message."

Gospel Trade Magazine under Steve Aune held a reception saluting the gospel Grammy winners. Gary S. Paxton was there, and was the hit of the event. Paxton has got to be one of the most creative talents on the American music scene.

## Les Hart Tagged By Gospel Assn.

NASHVILLE—The Les Hart Agency, Inc. has been named the advertising/p.r. agency for the Gospel Music Assn.

The pact is announced by Don Butler, executive director of the Gospel Music Assn. and the Gospel Music Hall of Fame, and John Sturdivant, chairman of the association's public relations committee.

"With the rapid growth of the Gospel Music Assn. since its beginning in 1964, and the reality of the Gospel Music Hall of Fame, we feel the time has come to employ the services of a professional advertising and public relations firm," says Butler.

## Rodeo Champ Mahan Now a Singer

NASHVILLE—Rodeo entertainer Larry Mahan plans a two-week singing engagement at the Golden Nugget in Las Vegas, May 10-22, following his successful club debut at Mr. Lucky's in Phoenix.

The Warner Bros. artist and rodeo champion staged his unusual entry by riding onstage on the back of Mr. Tex, a 2,000-pound Texas Longhorn. Mahan was singing "Mamas Don't Let Your Babies Grow Up To Be Cowboys" when Mr. Tex answered a call of nature in front of the SRO crowd.

Mahan plans to continue his new-found recording and acting careers, as well as hitting the rodeo circuit.

## Texas Honors 3

NASHVILLE—Hank Thompson, Leon McAuliffe and Johnny Gimble have been honored by the Texas House of Representatives and Senate.

Citing the musicians' contributions to country music, the legislators personally presented certificates of honor at ceremonies at the state capitol building in Austin.

## KDJW Eyes Talent

NASHVILLE—Preliminary contests for the Amarillo "Giant KDJW West Texas Talent Search" are underway.

The winner of the search will be produced by Claude Gray in Dallas, Tex., for national release.

KDJW's Casey Jones will emcee the talent shows with Dugg Collins, program director for the station, overseeing the entire contest.

Mahan will be playing at fairs, rodeos and dances, and he plans some special programs through his Larry Mahan Productions.

In the Phoenix appearances, Mahan included selections from his "King Of The Rodeo" LP and songs written by his group's music director Michael McGinnis. The group includes Steve Keith on banjo and fiddle and vocalist Jill Gordon.

## Mizzou Governor At Jackson Event

NASHVILLE—Dotsy and Freddy Weller were the featured performers at a Jackson Day Celebration April 15-16 in Springfield, Mo.

An annual Democratic event, the celebration was presided over by Gov. Joseph Teasdale of Missouri and attended by some 450 guests including U.S. senators, representatives and committee members.

While in Springfield, the artists also visited KTTS radio for interviews and placed their handprints and signatures in wet cement in front of the new studio facility.

## New Tulsa Opry

• Continued from page 52

Tulsa Opry are May 28; June 4 and 25; July 9 and 23; Aug. 6 and 20; Sept. 3 and 17; Oct. 1 and 15; Nov. 12 and 26; and Dec. 3 and 10. Artists set for the first four concerts in order of appearance include Roy Head, Jody Miller, Minnie Pearl and Don Williams. Tentative ticket prices are \$3, \$4 and \$5.

HSE RECORDS HAS TWO OF THE LEADING BLACK GOSPEL ALBUMS CHARTING ACROSS THE NATION. PICK THEM UP FROM THE DISTRIBUTORS LISTED BELOW!



WILLIE BANKS & THE MESSENGERS  
"GOD'S GOODNESS"  
HSE-1478



THE FABULOUS LOCKETT BROTHERS  
"JUDGEMENT DAY"  
HSE 1496

### Distributed By:

BB DISTRIBUTORS  
101 Yacknow Road, Charlotte, N.C. 28210  
(704) 527-6440

MUSIC CITY DISTRIBUTORS  
25 Lincoln Street, Nashville, Tenn.  
(615) 255-7315

PACIFIC RECORDS AND TAPE DISTRIBUTORS  
5800 Christie Street, Emeryville, Ca. 94608  
(415) 853-8727

SOUTHERN RECORD & TAPE  
1020 East 14th Street, Hialeah, Fl. 33010  
(305) 885-4825

MANGOLD/WERTS ONE STOP  
2212 W. Morehead, Charlotte, N.C. 28208  
(704) 334-4637

ONE STOP RECORDS  
210-18th Street N.W., Atlanta, Ga. 30318  
(404) 875-9777

PROGRAM RECORDS  
950 Grosvenor Avenue, Newark, N.J. 07102  
(201) 964-3434

STANS RECORD SERVICE  
728 Texas Street, Shreveport, La. 71163  
(514) 222-7182

TARA RECORD & TAPE DIST.  
582-584 Armour Circle, Atlanta, Ga. 30324  
(404) 875-2505

ACTION DISTRIBUTING COMPANY  
517 A Main Street, Hagerstown, Md. 21131  
(301) 833-1010

**HSE RECORDS**  
1707 Church Street, Nashville, Tenn. 37203  
(615) 320-1561

More than  
60,000 Records  
Sold in 5 Weeks!!!

**"UNDER  
THE DOUBLE  
EAGLE"**

**Tommy Wills**

CI 120

Playing on KDXE, WDVH, WJAZ,  
WPNX, WSLV, WIRE, KCKN, WSDS,  
KTTS, KSTL, KOYN, WMNI, WNAD,  
WIXY, WDOD, KBUC, KVET, KEJW,  
KXOL, WEET, WSLC, WEMP, WWVA,  
WXOX and many more.

© 1974 BY LANCE PRODUCTIONS, INC.  
**Country  
International  
Records**

315 WEST 57th STREET • NEW YORK, N.Y. 10019

## Minneapolis Firm To College Mart

LOS ANGELES—Alpha Productions, a booking agency, has realized the value of the college market and will work its acts in that market.

The Minneapolis-based agency became an NECAA associate member last fall and plans to attend all future regional and national con-  
tacts.

"Joining the NECAA has created a whole new world for us," says Greg Stone, college booker. "We're going to take our Minneapolis club groups with original material and hopefully break them in the college market."

To date Alpha has been concentrating its efforts in the upper Midwest area in schools in Minnesota, the Dakotas, Iowa and Wisconsin.

The agency is now working with 75 regional acts handled by six agents. Most of its acts are in the \$500-\$1,500 price range. The groups play progressive rock, country, disco and there are six nostalgia bands.

Stone says he will now direct his energies towards the Carolinas and Illiana region.

## NECAA Switches

LOS ANGELES—The dates for area competition in the Bob Hope and National Entertainment and Campus Activities Assn. (NECAA) sponsored "Search For The Top in Collegiate Talent" (Billboard, Feb. 26, 1977) have been changed to Oct. 7-Nov. 11. The former dates were Sept. 1-Oct. 31.

Reason for the change is to allow the area host schools more time to contact schools within their area and to allow for preliminary competition.

## Industry Donations Sought For Temple Univ. Series

NEW YORK—Temple Univ. is soliciting donations from the music industry to fund a \$100,000 series of 30-minute educational programs on the music industry.

The series titled "All About The Music Business" will feature such segments as "Record Company President" with Bruce Lundvall, president of Columbia Records; "Custom Label Owner" with Bob Reno, president of Midsong Records; "Contract Negotiator" with David Steinberg, counsel for Philadelphia International Records; and "Entertainment Lawyer" with Eliot Hoffman, partner in the law firm of Beldock, Levine & Hoffman, a firm whose clients include Peter Frampton, Waylon Jennings and Roger Daltrey.

Segments for the future will cover such topics as "President Of A Mechanical Rights Society," "Vice President, Marketing," "The Studio Musician," "President Of A Commercial Jingle House," "Music Critic," and "Program Director Of A Radio Station."

Funding sought for the venture will be used to cover the cost of production, duplication and distribution of the series. Among the first donors is Midsong Records.

"All About The Music Business" is designed to be used as media support for music business courses under development or already in existence throughout the English-speaking world.

The four principal markets for the series include the more than 400 accredited colleges of music in this country alone, as well as conservatories and preparatory schools.

It will also go to such support facilities as community arts councils, libraries, performing rights societies, private foundations, media centers, PBS and cable television stations, music publishers, record companies, booking agencies and advertising companies.

## Seeburg Shifts Exec Personnel

CHICAGO—A number of organizational changes have been announced here by Seeburg Industries, Inc.

Elevated to the post of chief operating officer for the firm and its principal subsidiary, the Seeburg Corp. of Delaware, is James Hughes, who continues at the same time as director and chief executive vice president and treasurer of the company. Hughes has been with Seeburg since 1965. The new title formally recognizes a role Hughes has filled increasingly with Seeburg, according to a company source.

Appointed group vice president of the Seeburg Corp. is Charles W. Metter, who assumes responsibility for overseeing both the Seeburg Products division, manufacturers of jukeboxes and vending equipment, and for Williams Electronics, manufacturers of pinball and games machines. Metter's position is a new one within the Seeburg Corp. The executive comes to Seeburg from McGraw-Edison, Inc.

Jim Mikes has been made controller of Seeburg Industries, Inc. Mikes reports to William O'Brien, executive vice president, finance.

## June 5 Date For Williams Tribute

NASHVILLE—The Drifting Cowboys, Charlie McCoy and Jim Owen are among those who will be featured at the fourth annual Hank Williams Memorial Celebration June 5 at Mt. Olive, Ala.

Staged by the Hank Williams Memorial Assn., the all-day outdoor event is expected to draw some 10,000 fans to the Hank Williams Memorial Park where a new and spacious bandstand is being constructed.

Inquiries should be made to Chris Gibson, Rt. 1, Brantley, Ala. 36009, (205) 527-8986.

## Colo. Fest In June

NASHVILLE—The 15th annual Colorado Country Music Festival & Trade Convention will be held in Denver, June 20-25.

The festival highlights "Colorado Country Music Week '77" and features business seminars, country music shows and an awards banquet and show.

## Herman Doctored

LOS ANGELES—Woody Herman is scheduled to receive the honorary degree of Doctor of Music at Boston's Berklee College of Music May 14. Other recipients of the school's honorary doctorate have been Duke Ellington, Arthur Fiedler, Mabel Mercer and George Wein.

## Godwin To Marietta

LOS ANGELES—Godwin Distributing Co. has moved from Atlanta, Ga., to Marietta, Ga. The new address is: 1095 South Cobb Parkway, Marietta, Ga., 30062.

A Jukebox record from Start to Finish!

WARM  
WATER  
BEDS,  
WHISKEY,  
WILD  
WOMEN

Royal American RA-5001

by  
AL BARKLE

Available at your One-stop from

Nationwide Sound Dist.  
1204 Elmwood Ave.  
Nashville, Tn. 37212

(615) 385-2704



# REPUBLIC DECLARES ITS INDEPENDENTS

PICKWICK, MINNEAPOLIS  
PICKWICK, OPA LOCKA  
TARA RECORDS, ATLANTA  
SCHWARTZ BROTHERS, WASHINGTON, D.C.  
PICKWICK, ST. LOUIS  
HOT LINE, MEMPHIS  
ACTION MUSIC SALES, CLEVELAND  
BIB, CHARLOTTE  
MUSIC CITY, NASHVILLE  
BIG STATE, DALLAS  
M.S. DISTRIBUTORS, MORTON GROVE  
ALL RECORD SERVICE, OAKLAND  
ARC JAY-KAY DISTRIBUTORS, DETROIT

ALTA DISTRIBUTORS, PHOENIX  
ABC RECORDS & TAPES, INDIANAPOLIS  
ABC RECORDS & TAPES, SEATTLE  
UNIVERSAL, PHILADELPHIA  
ALPHA, NEW YORK  
STAN'S RECORD SERVICE, SHREVEPORT  
ONE STOP MUSIC, EAST HARTFORD  
ALL SOUTH, NEW ORLEANS  
SUPREME, CINCINNATI  
RECORD SERVICE, HOUSTON  
H.W. DAILEY, HOUSTON  
CALIFORNIA RECORD DISTRIBUTORS, BURBANK  
M.S. DISTRIBUTORS, DENVER

# Soul Sauce

## Image Meet Bestows 4 On Wonder

By JEAN WILLIAMS

LOS ANGELES—Stevie Wonder and Sammy Davis Jr. gave a surprise mini concert at the NAACP's 10th Annual Image Awards here Sunday (24) at the Century Plaza Hotel.

Following Wonder's sweeping of the music awards and some strong encouragement from Davis, Wonder sat at the piano and began to belt as a tribute to Davis "I Gotta Be Me," with Davis joining in.

This was to have closed the evening but Wonder seemed only to be warming up as the two entertainers swung into "You Are The Sunshine Of My Life," "For Once In My Life," "Candy Man" and "I'll Be Loving You Always."

Stephanie Mills, star of the Broadway hit musical "The Wiz" also performed to the packed house, which paid up to \$100 for seats.

Few surprises were handed out in the music category as Wonder walked away with the award for male artist of the year, producer, and "I Wish" as the song of the year.

A special award was given to Wonder, bringing his total to four, with a new award, the Stevie Wonder Award to be initiated into the organization's accolades next year.

Other winners in the music category were James Cleveland & the Charles Fold Singers for gospel artist of the year; B. B. King & Bobby Bland, blues artist of the year; George Benson, jazz artist; the Commodores, vocal group; and Natalie Cole, female artist of the year.

Los Angeles station KJLH-FM captured local honors for the best music image of the year.

Probably the most disappointing aspect of the event was the lack of cooperation on the part of the nominees and winners to even show up. Of the many winners, less than five were on hand to accept their award.

While the room was filled with some of the most important names in the entertainment industry, most of those persons nominated for awards were elsewhere. As a matter of fact, Wonder was the only one present in the music area to pick up awards.

The show, produced by Bill Chappell, who is also publisher of Soul & Jazz Magazine, and Morris Buchanan, had Sammy Davis as master of ceremonies and Davis' musical conductor George Rhodes Sr. as music director for the event.

★ ★ ★

Gospel recording group Andrae Crouch and the Disciples, who recently crossed over to Billboard's soul chart, will headline a concert at the 4,500-seat Felt Forum in New York on May 20.

This marks the group's first appearance at the Madison Square Garden facility, which Crouch says is an attempt to broaden his audiences.

Following its appearance at the Felt Forum, the Light recording group will continue its tour schedule which includes Washington, D.C., Pittsburgh and Detroit.

★ ★ ★

Patti Labelle, former leader of the Epic recording group Labelle, is about to record her first solo LP since the group's breakup.

★ ★ ★

Cotillion's the Impressions may be about to lose another lead singer.

(Continued on page 66)

# Billboard Hot Soul Singles

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
★	1	5	<b>GOT TO GIVE IT UP</b> PL. 1—Marvin Gaye (M. Gaye), Tamla 54280 (Motown) (Jabete, ASCAP)	35	39	7	<b>ANGEL IN YOUR ARMS</b> —Bud (T. Woodford, C. Ivy, T. Bradford), Big Tree 10885 (Atlantic) (Song Tailors, BMI/Tve Got The Music, ASCAP)	68	71	5	<b>EVERYBODY HAVE A GOOD TIME</b> —Archie Bell & The Dells (B. Siger), Philadelphia International 2615 (Epic) (Mighty Three, BMI)
	2	9	<b>THE PRIDE (Part 1)</b> —Isley Brothers (R. Isley, I. Isley, O. Isley, L. Isley, R. Isley, C. Jeffer, E. Isley, M. Isley), T-Neck 2252 (Epic) (Bovino, ASCAP)	36	37	7	<b>YOU TURNED ME ON TO LOVE</b> —Johnny Bristol (J. Bristol), Atlantic 3291 (Buickie, ASCAP)	★	80	3	<b>WHAT'S ON YOUR MIND (Expression)</b> —Brass Construction (K. Walker, J. Wong, W. Williamson, W. Paris, L. Payton), United Artists 957 (Desert Moon/Jeffery, BMI)
★	11	7	<b>WHODUNIT</b> —Tavares (K. St. Lewis, F. Perera), Capitol 4298 (Bull Pen, BMI/Parson-Vibes, ASCAP)	★	50	4	<b>EVERYTHING MUST CHANGE</b> —George Benson (B. Ighner), Warner Bros. 8360 (A&M, ASCAP)	★	85	2	<b>KISS IN 77</b> —James Brown (C. Sherman), Polydor 14388 (Dynastone/Selinda/ Unichappell, BMI)
	4	11	<b>I'M YOUR BOOGIE MAN</b> — K.C. & The Sunshine Band (H.W. Casey, R. Finch), TK 1022 (Sherlyn/Harlock, BMI)	★	46	7	<b>DO WHAT YOU WANNA DO</b> —T-Connection (T. Cookley), Dash 5022 (TK) (Sherlyn/DeCibel, BMI)	★	71	5	<b>HOT TO TROT</b> —Wild Cherry (R. Paris), Epic/Sweet City 8-50362 (Bama/WFP, ASCAP)
★	14	4	<b>SIR DUKE</b> —Stevie Wonder (S. Wonder), Tamla 54281 (Motown) (Jabete/Black Bull, ASCAP)	39	15	14	<b>AT MIDNIGHT (My Love Will Lift You Up)</b> —Rufus featuring Chaka Khan (T. Woodford, L. Woodford), ABC 12229 (American Broadcasting/Janessa, ASCAP)	★	NEW ENTRY		<b>IF IT'S THE LAST THING I DO</b> —Thelma Houston (S. Cain, C. Chaplin), Tamla 54283 (Motown) (Chappell, ASCAP)
	6	9	<b>THE PINOCCHIO THEORY</b> — Bobby's Rubber Band (R. Collins, G. Dieford), Warner Bros. 8328 (Rubber Band, BMI)	40	31	13	<b>BLESSED IS THE WOMAN</b> —Shirley Brown (B. Dauter), Arista 0231 (DeJays, BMI)	★	NEW ENTRY		<b>GET HAPPY</b> —Jimmy "Bo" Horne (H.W. Casey, R. Finch), Arista 3725 (TK) (Sherlyn/Harlock, BMI)
	7	11	<b>I WANNA DO IT TO YOU</b> —Jerry Butler (J. Butler, H. Talbot, P. Herley), Motown 1414 (Jabete/Butler, ASCAP)	41	34	11	<b>LOVE IN 'C' MINOR (Pt. 1)</b> —Cerrone (Alec, R. Costandinos, Cerrone), Cotillion 44215 (Atlantic) (Wolbeck, ASCAP)	★	74	6	<b>STONED TO THE BONE</b> —Timmy Thomas (I. Frazier, T. Thomas), Gladys 1740 (TK) (Sherlyn, BMI)
	8	8	<b>YOU'RE THROWING A GOOD LOVE AWAY</b> —Spinners (S. Marshall, T. Northam), Atlantic 3382 (Mighty Three, BMI)	42	42	9	<b>OUT OF THE BLUE (Can You Feel It)</b> —Gap Band (C. Wilson), Teton 10884 (RCA) (Big Heart, BMI)	★	75	4	<b>SOUR AND SWEET/LEMON IN THE HONEY</b> —Dr. Buzzard's Original Savannah Band (S. Browder Jr., A. Darvell), RCA 10823 (Phonogram, BMI)
	9	10	<b>YOUR LOVE</b> —Marilyn McCoo & Billy Davis Jr. (H.B. Sherman, W. Johnson), ABC 12262 (I. Patricia, BMI)	43	40	12	<b>LET'S STEAL AWAY TO THE HIDEAWAY</b> —Luther Ingram (J. Baylor, L. Ingram), Koko 724 (Koolhaie, BMI)	★	76	3	<b>WHAT IT IS</b> —Byrds (E. Reed Jr.), Whitfield 8254 (Warner Bros.) (May Twelfth/Warner-Tamela, BMI)
★	12	8	<b>IT FEELS SO GOOD TO BE LOVED SO BAD</b> —Manhattans (T. Randazzo, V. Pike, R. Joyce), Columbia 3-10495 (Razda Dazie, BMI)	★	54	5	<b>LOVING YOU, LOSING YOU</b> —Phyllis Hyman (T. Bell, L. Creed), Buddah 567 (Mighty Three, BMI)	★	77	3	<b>DYNAMITE</b> —John Freeman (E. Wilkes), Duker 4562 (Brunswick) (Level-Explosion, BMI)
	11	10	<b>DISCO INFERNO</b> —Trammps (L. Green, R. Karary), Atlantic 3289 (Six Strings/ Golden Fleece, BMI)	★	69	2	<b>BREAK IT TO ME GENTLY</b> —Aretha Franklin (M. Hamloch, B. Sager), Atlantic 3293 (Red Bullie, ASCAP/Regina Melodis/Unichappell/ Futura, BMI)	★	78	5	<b>DANCE AND SHAKE YOUR TAMBOURINE</b> —Universal Robot Band (P. Adams), Red Dog 757 (Gap/Sag/PAP, ASCAP)
	12	15	<b>AIN'T GONNA BUMP NO MORE (With No Big Fat Woman)</b> —Joe Tex (B.L. McGinty, B. Allen), Epic 8-50313 (Tree, BMI)	★	56	6	<b>WHILE I'M ALONE</b> —Maze featuring Frankie Beverly (F. Beverly), Capitol 4292 (Peco, BMI)	★	NEW ENTRY		<b>AFTER YOU LOVE ME WHY DO YOU LEAVE ME</b> —Harold Melvin & The Blue Notes (H.J. Melvin, R. Gamble), ABC 12258 (HAL-MEL/Mighty Three, BMI)
	13	16	<b>I'VE GOT LOVE ON MY MIND</b> —Natalie Cole (C. Jackson, M. Yancy, Jay's Enterprises), Capitol 4350 (Jay's Enterprises/Chappell, ASCAP)	47	33	15	<b>REACHING FOR THE WORLD</b> —Harold Melvin & The Blue Notes (D. Floyd), ABC 12240 (Sims, BMI)	★	98	2	<b>GIRL</b> —Billy Preston (B. Preston, B. Fisher), A&M 1525 (Irving/WEP, BMI/A&M/Rich-Fish, ASCAP)
★	20	6	<b>SHOW YOU THE WAY TO GO</b> —Jacksons (K. Gamble, L. Huff), Epic 8-50350 (Mighty Three, BMI)	48	48	8	<b>THAT'S WHAT IT'S ALL ABOUT</b> —Brick (J. Brown), Bang 732 (Web IV) (Glen Daud/Troley, ASCAP)	★	81	3	<b>DELIGHTFUL</b> —Narada Michael Walden (N. M. Walden), Atlantic 45-3285 (Cotillion/Catbirds Sky, BMI)
	15	11	<b>I WANNA GET NEXT TO YOU</b> —Rose Royce (N. Whitfield), MCA 40662 (Duchess, BMI)	49	45	9	<b>"ROOTS" MEDLEY: A. MOTHERLAND, B. THEME FROM "ROOTS"</b> —Quincy Jones (A. Q. Jones, B. G. Ford), A&M 1909 (Warner Bros., ASCAP)	★	82	4	<b>YOU HAVEN'T MADE IT TO THE TOP</b> —Michael Henderson (M. Henderson), Buddah 565 (Electrocard, ASCAP)
	16	13	<b>THERE WILL COME A DAY (I'm Gonna Happen To You)</b> —Smokey Robinson (K. Waksfeld, M. Sutton, B. Sutton), Tamla 54279 (Motown) (Jabete, ASCAP/Stone Diamond, BMI)	★	63	2	<b>I DON'T LOVE YOU ANYMORE</b> —Toby Portergrass (K. Gamble, L. Huff), Philadelphia International 3022 (Epic) (Mighty Three, BMI)	★	NEW ENTRY		<b>YOU GOT TO KNOW BETTER</b> —Touch Of Class (F. Jackson, G. Jackson), Midway International 10764 (RCA) (Diagonal/Jak We, BMI)
★	23	7	<b>UPTOWN FESTIVAL</b> —Shalamar (Holland, Dozier, Holland), Soul Train 10885 (RCA) (Jabete, ASCAP/Stone Agate, BMI)	★	67	2	<b>BODY VIBES</b> —Ohio Players (W. Beck, J. Williams, M. Jones, M. Fianza, R. Middlebrook, C. Satchell, L. Bonner), Mercury 72913 (Phonogram) (Play One/Unichappell, BMI)	★	NEW ENTRY		<b>OUR LOVE</b> —Jells (A. Felder, T.G. Conway, R. Tyson), Mercury 72909 (Phonogram) (Six Strings, BMI)
	18	9	<b>SUPER BAND</b> —Kool & The Gang (Kool & The Gang), De-Lite 1550 (Delightful/Gang, BMI)	52	52	15	<b>SPACE AGE</b> —Sonny Carter Bunch (E. Henderson Jr.), Atlantic 3275 (Impire, BMI)	★	85	2	<b>MAKE ME YOURS</b> —Jackie Moore (B. Seaton), Kayvette 5125 (TK) (Cash, BMI)
	19	22	<b>TRYING TO LOVE TWO</b> —William Bell (W. Bell, P. Mitchell), Mercury 73829 (Phonogram) (Bell-Kat, BMI)	★	65	4	<b>WHAT IT IS</b> —Carnett Sims & Truckin' Company (J. Lane, R. Muller), Arista 0229 (Big Stars, BMI)	★	86	4	<b>UP JUMPED THE DEVIL</b> —John Davis & The Memphis Orchestra (J. Davis), Sam 5025 (Mabel/Midway, ASCAP)
	20	8	<b>FLY LIKE AN EAGLE</b> —Steve Miller Band (S. Miller), Capitol 4372 (Sellar, ASCAP)	54	49	9	<b>I WANTCHA BABY</b> —Arthur Fryback (K. Gamble, L. Huff), Old Town 1001 (Mighty Three, BMI)	★	87	3	<b>BODY LANGUAGE</b> —G.F. & Friends (R. Lewis, T. Mills), Monument 211 (Best Bet, ASCAP)
★	53	2	<b>HOLLYWOOD</b> —Rufus featuring Chaka Khan (D. Woodard, A. Fisher), ABC 12259 (Big Six/American Broadcasting, ASCAP)	55	51	16	<b>RIGOR MORTIS</b> —Cameo (L. Blackman, L. Lefkowitz, A. Lefkowitz), Chocolate City 005 (Casablanca) (Better Days, BMI)	★	NEW ENTRY		<b>BLACKBERRY JAM</b> —Larry Robin (L. Robin), Curtone 0124 (Warner Bros.) (Glen/Gael/RCA, ASCAP)
★	38	3	<b>HIGH SCHOOL DANCE</b> —Sylvers (L. Sylvers, W. R. Sylvers, J. Sylvers, E. Sylvers), Capitol 4485 (Rony, ASCAP)	56	41	12	<b>I'M QUALIFIED TO SATISFY YOU</b> —Barry White (B. White), 20th Century 2329 (Savette/January, BMI)	★	89	2	<b>THIS IS IT</b> —First Class (T. Keith, F. Prescod), All Platinum 2358 (Gamble, BMI)
★	29	6	<b>BABY, I LOVE YOUR WAY</b> —Walter Jackson (P. Frampton), Chi-Sound 904 (United Artists) (A&M/Fram-Dee, ASCAP)	57	50	5	<b>HIT AND RUN</b> —Laketta Holloway (A. Felder, N. Harris, R. Tyson), Gold Mead 4001 (Salsoul) (Lucky Three/Six Strings, BMI)	★	NEW ENTRY		<b>HELLO STRANGER</b> —Yvonne Elliman (B. Lewis), RSO 871 (Polydor) (Cotillion/Braniff/Loveless, BMI)
	24	8	<b>YOU'RE WHAT'S MISSING IN MY LIFE</b> —G.C. Cameron (H. Beatty, B. Holland, E. Holland), Motown 1412 (Holland Dozier Holland/Jabete, ASCAP/Stone Diamond, BMI)	58	57	10	<b>DON'T TOUCH ME</b> —Shalika Deane (H. Cochran), Casino 114 (GRT) (Tree, BMI)	★	91	2	<b>IF YOU GONNA DO IT (Put Your Mind To It) (Part 1)</b> —People's Choice (L. Huff), Tapp 4786 (Epic) (Mighty Three, BMI)
	25	12	<b>GOOD THING MAN</b> —Frank Lucas (F. Lucas, V. Pea), Ica 001	59	62	9	<b>JUST ONE STEP</b> —Little Milton (D. Eckford, M. Campbell), Gladys 1741 (TK) (Tree, BMI)	★	92	3	<b>HOTLINE</b> —Shaggy (W. Talbot, T. Steels, E. Lattimore), ABC 12294 (A&M/Mother Pearl, ASCAP)
★	35	5	<b>I CAN'T GET OVER YOU</b> —Dramatics (L. Brinson, E. McGhee, F. Fleishman), ABC 12258 (Compassator, ASCAP)	★	72	2	<b>HATS OFF TO MAMA</b> —Phyllis Wynne (P. Wynne), Cotillion 44217 (Atlantic) (Wynne's World, BMI)	★	93	2	<b>DISCO REGGAE (Tony's Groove) Part 1</b> —Tajvan (T. Silverstein, D. Brewster, E. Zanf), MCA 40699 (Chappell/Ace Spec, BMI)
	27	8	<b>SO SO SATISFIED</b> —Hubbard & Simpson (H. Hubbard, V. Simpson), Warner Bros. 8337 (Nick-O-Vol, ASCAP)	61	43	11	<b>A DREAMER OF A DREAM</b> —Candi Staton (A. Tussaint), Warner Bros. 8329 (Warner Tamerlane/Marsaint, BMI)	★	NEW ENTRY		<b>(I'm A) SUPERSTAR</b> — Brenda & The Tabulators (J. Davis), Chocolate City 009 (Casablanca) (Midway/John Davis, ASCAP)
	28	11	<b>LAYING BESIDE YOU</b> —Eugene Record (E. Record), Warner Bros. 8322 (Angelsbill, BMI)	62	58	12	<b>DOUBLE DUTCH</b> —Falback Band (G. Thomas, B. Curtis, J. Ekippe, K. Ballard), Spring 171 (Phylor) (Dita, BMI)	★	95	3	<b>AIN'T NOTHING YOU CAN DO</b> —Albert King (C. Brooks), Utopia 10879 (RCA) (Malaco, BMI)
	29	13	<b>LOVE IS BETTER IN THE A.M.</b> —Johnnie Taylor (H. Scales, M. Griffin, D. Davis), Columbia 3-10478 (Grovesville, BMI/Compassator, ASCAP)	63	70	5	<b>I GOTTA KEEP DANCIN'</b> —Carric Lucas (M. Anthony), Soul Train 10891 (RCA) (Gambic, ASCAP)	★	96	2	<b>THIS WILL BE A NIGHT TO REMEMBER</b> —Edie Holman (R. Tyson, R. Buxar), Salsoul 2026 (Lucky Three/ Burns East, BMI)
★	36	7	<b>KEEP THAT SAME OLD FEELING</b> —Side Effect (W. Henderson), Fantasy 752 (Four Knights, BMI)	★	75	5	<b>SAD GIRL</b> —Carl Groves (A. Gordon), Ariola America 7660 (Capitol) (Cappelman/Narada, BMI)	★	97	2	<b>WHERE IS YOUR WOMAN TONIGHT</b> —Soul Children (Rosen) Epic 8-50345 (Delaware, BMI)
	31	10	<b>FREE LOVE</b> —Jean Carr (K. Gamble, L. Huff), Philadelphia Int'l. 3614 (Epic) (Mighty Three, BMI)	★	76	2	<b>SHOW ME LOVE</b> —Curtis Mayfield (C. Mayfield), Curtone 0215 (Warner Bros.) (Mayfield, BMI)	★	NEW ENTRY		<b>LET 'EM IN</b> —Billy Paul (P. McCartney), Philadelphia International 3621 (Epic) (MPL Communications/ATV, BMI)
	32	8	<b>ON YOUR FACE</b> —Earth, Wind & Fire (M. White, C. Stepany, P. Bailey), Columbia 3-10432 (Gaffney, BMI)	66	66	6	<b>WHO'S WATCHING THE BABY</b> —E.B. Groves (E.B. Groves), Rareback 523 (Wig Out, BMI)	★	NEW ENTRY		<b>WHATCHA GONNA DO?</b> —Pablo Cruise (L. Jones, Jenkins), A&M 1520 (Irving/Pablo Cruise, BMI)
	33	20	<b>SOMETIMES</b> —Facts Of Life (R. Anderson), Rayette 5128 (TK) (Station, BMI)	67	64	12	<b>I CAN'T SAY GOODBYE</b> —Milla Jackson (B. Nichols, A. Williams), Spring 170 (Polydor) (Gaucho/Bill-Lee, BMI)	★	NEW ENTRY		<b>FEEL LIKE DANCING</b> —Oliver Sain (D. Sain), Abel 9472 (Rushburn) (Excello/Galco, BMI)

MAY 7, 1977, BILLBOARD

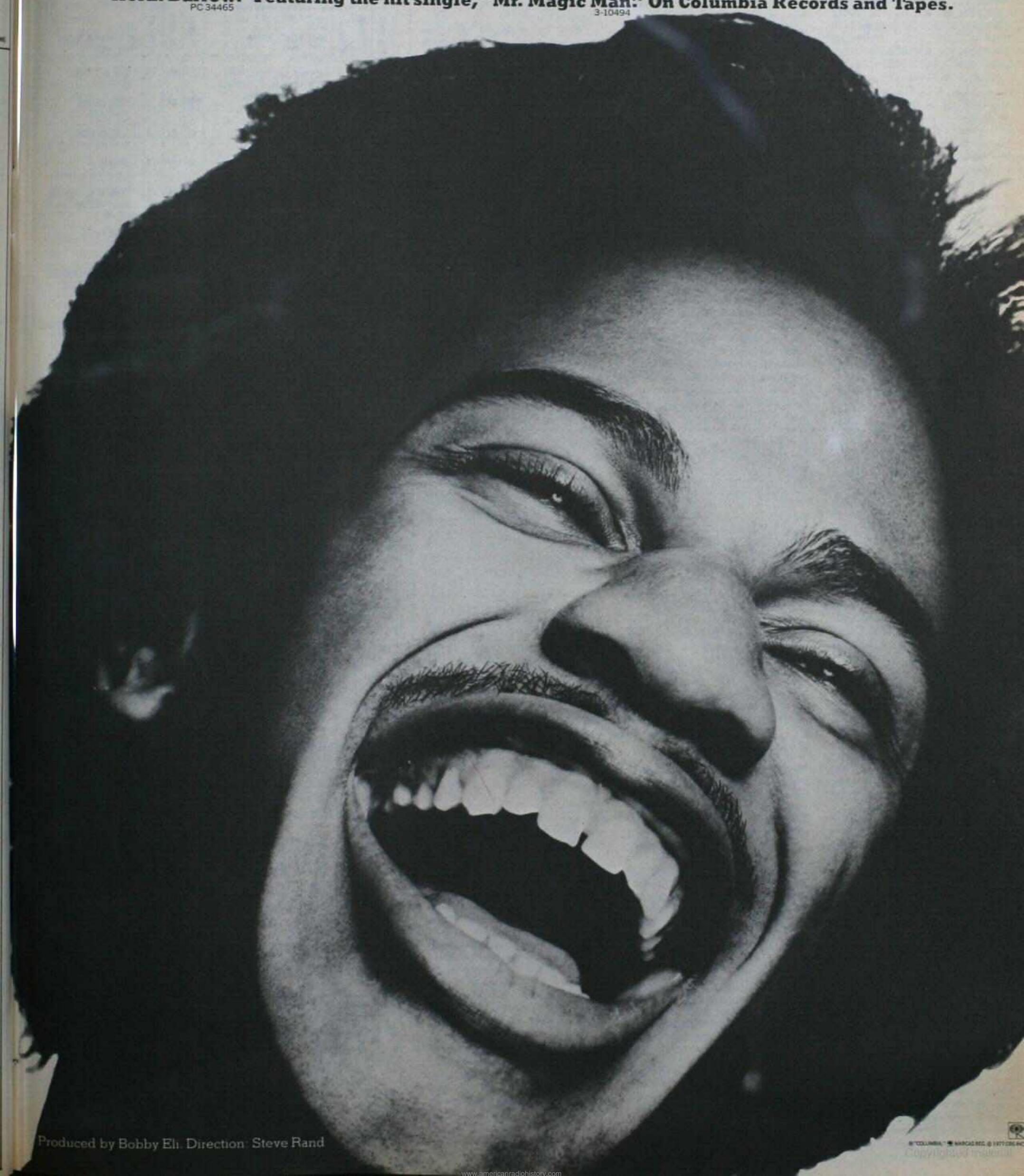
# Keith Barrow is why you should pay attention to this debut album.

Keith Barrow is a very remarkable man. He takes on hard-driving tunes with an amazing intensity. And he smooths his way through a ballad with surprising finesse. This is just the beginning for him. But what a beginning.

**"Keith Barrow!" Featuring the hit single, "Mr. Magic Man!" On Columbia Records and Tapes.**

PC 34465

3-10494



Produced by Bobby Eli. Direction: Steve Rand

© COLUMBIA, AN RCA REC. © 1977  
Copyrighted material

# Black Music Reported Changing To a Softer, More Mellow Sound

• Continued from page 1

sound and I feel it's influencing black music and black radio.

"A lot of the softer music is also coming out of the discos," Draper continues. "We found that Frank Sinatra's 'Night And Day' was getting disco play in New York so we have made a 12-inch disco version. Sinatra will pick up on black radio stations, based on his history."

Freddie Perren, producer/writer for such artists as Tavares, Sylvers, Minnie Riperton and Yvonne Elliman, says: "I am personally moving in a more mellow direction. I feel that people have always loved a mellow sound but when trends come in such as high energy music, they take over everything."

Harold Dunham, manager of Tregoo's retail record outlet in Philadelphia, insists, "The trend is absolutely moving to slow tunes. I'm not selling nearly as much super energy disco music. That's not because disco is dying; it's just that discos in this area are now playing softer music."

Hillery Johnson, a vice president at Atlantic Records, sees the black music trend mellowing but more on the West Coast than in the East. "People are more interested in the messages of songs now as opposed to the bumpity bump," says Johnson.

Producer/writer/recording artist Eugene McDaniels, who has written for and/or produced such acts as Gladys Knight & the Pips, Nancy Wilson, Roberta Flack, Lenny Williams formerly of Tower of Power, and now his own artist Afreeca Trees, claims the trend has been moving in a slower direction for the past two years. "It's only now that it's coming out in full force," says McDaniels.

J.J. Johnson, program director at KDAY, Los Angeles, offers, "I see a lot of attention being paid to that older, mellow sound such as with the tune 'Gloria' by Enchantment."

According to Emanuel Johnson, writer of "Gloria" and a member of the group Enchantment, "I felt that the public wanted to slow down a bit and 'Gloria' would be strong enough to push through the disco cycle."

"Timing had a lot to do with the success of the record. People seemed to want the pace toned down and 'Gloria' fit right in."

Tregoo's Dunham claims that because of the almost MOR trend emerging, he sees a turnover in his customers. "Whereas most of my customers have been very young, I am now selling some of the same artists to older customers because these artists have mellowed their sound."

"Some of my biggest LPs are Teddy Pendergrass, who when he was with the Blue Notes sold to a younger crowd and is now appealing to an older group; Chaka Khan with Rufus because of her mellowing with 'Hollywood'; the Dells because of the slow tune on their LP; Marlena Shaw, and Walter Jackson, who wouldn't have sold in quantity last year at this time," says Dunham.

Walter Jackson, like Enchant-

ment, feels the time was right for slow music. The singer, who had several hits almost a decade ago, claims his music is MOR/r&b.

While vehemently asserting that music is changing, Jackson feels that it's not reverting back to anything but growing. "Rock was going out and disco was an intermediary. It gave you a chance to dance but you didn't have to go through the sweat scene of the rock'n'roll era. I think disco got out of hand."

"You can't dance for years for three and four hours at a time," Jackson continues. "The public has changed the disco sound."

"I have something to say in my music and don't feel that I can say it in one of those rocked-up scenes. People are buying my music but I didn't presume they would, I only wanted to give them a choice, and it worked."

Bobby Earl, program director of WBOK in New Orleans, says: "What's happening is that today's young people are dancing but recently they've decided they also want to sit down and listen to music."

"Through records like Walter Jackson's and Arthur Prysock's I see the time coming shortly when kids are going to go back to dancing slow. That naturally follows a slow listening trend."

"Usually this kind of trend also brings back female singers," says Earl. Of WBOK's top five records, four are ballads to midtempo tunes.

ABC's Harris and Atlantic's Johnson agree with Earl that female singers are on the rise, while Harris also sees an upswing in standup singing groups and single artists.

Says Harris: "This, too, gets back to where we started several years ago. But we went through a trend where some groups would go on-stage in just whatever they felt like wearing no matter how it looked, and some groups backed away because they either couldn't or wouldn't relate to those images."

"Now, particularly with new male groups, they're well dressed and choreographed much like the groups of the '60s such as the Four Tops and Temptations. All of this reflects in

the music, making it smoother like the physical appearances."

Eugene McDaniels concurs with Harris, saying "The public is more conservative, its coming out of its jeans and into dress attire. This reflects in their lifestyle and their choice of music."

KDAY's Johnson says, "As for female singers, take a look at what's happened with the female artist in 1977 as compared to 1974. Recently artists such as Aretha Franklin, Deniece Williams, Natalie Cole, the Emotions and a few others have had top-charted records. This wasn't happening a while back."

Warner Bros.'s Draper feels that with standup acts like Candi Staton and Arthur Prysock, who he claims was the king of the standup black singers, re-emerging on the charts, others will look at what these singers are doing and swing in that direction.

McDaniels says it's not the artists or labels that make trends; it's the public. "Trends go around and everytime someone has the courage to record his own special brand of music, which happens to be different and the public latches onto it, a new trend is set."

Both McDaniels and Draper feel that jazz has had a hand in mellowing the over-all musical sound. "R&b music is taking on a softer mood with a jazz flavor," says McDaniels. "Bob James at CBS Records told me that his company is now spending about \$60,000 and up to produce jazz LPs. That has got to mean that jazz is important to all music. That kind of money for a jazz LP was unheard of a couple of years ago," he adds.

And Draper contends, "Because of the jazz influence, the black community between the ages 25 and 38, which has more disposable dollars to spend on music, are buying George Benson, Natalie Cole, Thelma Houston, Nancy Wilson and others."

Of the top 50 tunes on Billboard's Hot Soul Singles chart for the week April 30, 1977, 32 are ballads to mid-tempo as compared to last year this same period when there were 15 out of 50.

## Soul Sauce

• Continued from page 64

Nate Evans is said to be embarking on a solo career. Evans comments: "The Impressions and I love each other and will continue as friends but their ideas are conservative and mine are liberal."

Ronnie Laws has completed his third album on Blue Note, "Friends And Strangers." The LP, produced by Wayne Henderson, formerly of the Crusaders, has musical assistance from Larry Dunn of Earth, Wind & Fire, Laws' sisters Eloise and Debra and members of his group, Pressure.

Laws' two previous LPs were "Pressure Sensitive," believed to be the largest selling debut LP in the history of Blue Note Records, and "Fever."

Perry Allen, the jazz announcer at WLOK, Memphis, who died of a heart attack on April 19, was also associate music director at Memphis State Univ., while at the same time working on his PhD. in black jazz which he would have received in August this year.

Allen had been an announcer in the Memphis market more than 25 years.

Hoppy Adams, executive vice president of WANN in Annapolis, Md., is celebrating his 25th year with the outlet.

Adams, who also holds down the 1-7 p.m. airshift has been in the same time slot for the entire 25 years.

Although his official anniversary date was April 21, Adams is celebrating the entire month as "Adams Silver Anniversary Month."

The veteran radio executive is also the first black to become executive director of the Maryland, Washington, D.C., Delaware Broadcasting Assn., an organization comprised of television and radio stations in these areas.

J. J. Jackson, program director at KATZ in St. Louis, reports he is in need of an announcer immediately. He requests that those interested should send tapes but no telephone calls.

Remember... we're in communications, so let's communicate.

# Billboard Soul LPs

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)
1	1	5	MARVIN GAYE LIVE AT THE LONDON PALLADIUM Tamla, T-35282 (Motown)	31	29	23	THE JACKSONS Epic PE 34229
★	4	5	COMMODORES Motown M/48481	★	44	2	LOVE STORM Towers, Capitol STAD 11628
★	3	4	GO FOR YOUR GUNS Isley Brothers, T-Rock PE 34432 (Epic)	33	22	8	STAY IN LOVE Minnie Riperton, Epic PE 34191
4	2	14	A-A-A-AH, THE NAME IS BOOTSY BABY Bootsy's Rubber Band, Warner Bros. BS 2972	34	37	5	JOYOUS Pleasure, Fantasy F 9526
5	5	8	TEDDY PENDERGRASS Philadelphia International PE 34296 (Epic)	35	26	16	PERSON TO PERSON Average White Band, Atlantic SD 2 1082
6	6	11	UNPREDICTABLE Natalie Cole, Capitol SD 11400	36	39	3	SOMETIMES Facts Of Life Keyette 302 (TK)
7	7	30	SONGS IN THE KEY OF LIFE Stevie Wonder, Tamla T13-340C2 (Motown)	37	34	30	CAR WASH/ORIGINAL MOTION PICTURE SOUNDTRACK Rose Royce, MCA 2-6000
8	8	14	ASK RUFUS Rufus featuring Chaka Khan, ABC AB 875	38	30	23	UNFINISHED BUSINESS Blackbyrds, Fantasy F 9518
★	18	3	A REAL MOTHER FOR YA Johnny "Guitar" Watson DIM DILP87 (A&W)	★	49	2	A BLOW FOR ME, A TOOT FOR YOU Fred Wesley & The Horny Horns, Atlantic SD 18214
10	10	6	ANGEL Ohio Players, Mercury SRM-1-3701 (Phonogram)	40	40	29	JOY RIDE Dramatics, ABC ABCD 955
11	9	13	IN FLIGHT George Benson, Warner Bros. BSX 2983	41	38	31	THIS IS NIECY Deniece Williams, Columbia PC 34142
12	12	18	ANYWAY YOU LIKE IT Thelma Houston, Tamla TG-34551 (Motown)	42	42	5	BREEZIN' George Benson, Warner Bros. BS 2919
13	13	6	YESTERDAY TODAY & TOMORROW Spinners, Atlantic SD 19100	★	NEW ENTRY	→	FRIENDS & STRANGERS Ronnie Laws, Blue Note BN LA730 G (United Artists)
14	14	8	SWEET BEGINNINGS Marlena Shaw, Columbia PC 34458	★	58	2	PLAYERS ASSOCIATION Vanguard, VSD 79384
★	19	6	COMING BACK FOR MORE William Bell, Mercury SRM-1-1146 (Phonogram)	★	NEW ENTRY	→	PARLIAMENT LIVE--P. FUNK EARTH TOUR Casablanca WBLP 7053
16	17	6	SLAVE Coffman SD 9914 (Atlantic)	★	NEW ENTRY	→	V.S.O.P. Herbie Hancock, Columbia PG 34688
17	15	11	IT FEELS SO GOOD Manhattan, Columbia PC 34450	47	23	11	ROOTS Quincy Jones, A&M SP 4626
★	24	4	UNMISTAKABLY LOU Lou Rawls, Philadelphia International PE 34488 (Epic)	★	NEW ENTRY	→	THEY SAID IT COULDN'T BE DONE BUT WE DID IT Dells, Mercury SRM-1-1145 (Phonogram)
19	20	6	FLY LIKE AN EAGLE Steve Miller Band, Capitol ST 11497	★	NEW ENTRY	→	LIFESTYLE MCA 2246
20	11	9	RATED EXTRAORDINAIRE Johnnie Taylor, Columbia PC 34401	★	NEW ENTRY	→	ROCKY/ORIGINAL MOTION PICTURE SOUNDTRACK United Artists UA-LA693-G
21	16	15	DISCO INFERNO Trammps, Atlantic SD 18211	51	50	3	JEAN CARN Philadelphia International PE 34294 (Epic)
22	25	10	SUITE FOR A SINGLE GIRL Jerry Butler, Motown M7-87831	52	52	7	NEVER SAY YOU CAN'T SURVIVE Curly Mayfield, Curtom CU 5813 (Warner Bros.)
23	21	11	DEEP IN MY SOUL Smokey Robinson, Tamla T-35201 (Motown)	53	NEW ENTRY	→	PHYLLIS HYMAN Buddah BDD 5681 (RCA)
24	27	5	ROMANTIC JOURNEY Norman Connors, Buddah BDD 5682 (RCA)	54	41	14	ENCHANTMENT United Artists UA-LR 682-G
★	31	4	I WANT TO COME BACK AS A SONG Walter Jackson, Chi-Sound CH-LA733-G (United Artists)	55	NEW ENTRY	→	KALYAN MCA 2245
★	32	4	STILL TOGETHER Gladys Knight & The Pips, Buddah BDD 5689 (RCA)	56	47	16	LET 'EM IN Billy Paul, Philadelphia International PE 34289 (Epic)
★	33	2	NOW DO U WANTA DANCE Graham Central Station, Warner Bros. BS 3041	57	57	7	HE'S ALL I'VE GOT Love Unlimited, Unlimited Gold U-101 (20th Century)
28	28	28	PART 3 K.C. & The Sunshine Band, TK 605	58	NEW ENTRY	→	BUMP AND BRUISES Joe Tex, Epic PE 34666
★	35	9	MAZE featuring FRANKIE BEVERLY Capitol ST 11607	59	51	4	SEAWIND CZI 5002
★	36	18	WHAT YOU NEED Sade Effect, Fantasy F 9513	60	55	11	A MAN AND A WOMAN Isaac Hayes & Dianne Warwick, ABC AB 996-2

MAY 7, 1977, BILLBOARD

## UTT Expanding

LOS ANGELES—UTT Productions, a New England college book- ing agency, has branched into record production. Zotos, its premiere act, has produced two singles which are being distributed to major record labels for consideration.

11 IN 8 WEEKS

## CBS Signings Flurry Touches Many Bases

By ADAM WHITE

LONDON—CBS here has signed 11 new acts within the space of just eight weeks.

Industry cynics see it as a buckshot "scattershot" approach to talent, a hedging of a&r bets in a year destined to remain uncertain, musically and economically.

Other observers see the signing flurry as a move to bolster the CBS position in the market share stakes, now that competition at the top is heating up.

However, Maurice Oberstein, U.K. managing director, asserts: "We don't have to sign artists at present. We have a great deal of weight on our existing domestic and overseas roster. We don't have to find another can of beans for the shelf. And it's not that we need another new album coming out right now."

"Instead, the signings should be seen as a reflection of our firm belief in the talent and potential of each act."

The talent and potential is spread over a wide range. Acts involved are former chart-topper Sandie Shaw, making a determined comeback to the recording scene; Renaissance; Judas Priest; the Realistics; Chris Andrews; the Vibrators; Boxer; the Dead End Kids; Back Street Crawler; Next; and the Clash.

When the industry was coming to terms with punk rock late last year, CBS gave an early impression that the new wave might wash past it completely. But Dan Loggings, a&r executive director, ultimately settled for two of the most promising punk outfits, the Clash and the Vibrators.

Loggings draws comparisons with the U.S. West Coast music scene of a decade ago when "the politics of boredom were influencing rock's development at grass roots."

He says a Grateful Dead concert would involve no formal publicity, yet there would be an audience. Much the same happens in 1977 with an appearance by the Clash or the Sex Pistols. Attitudes, he believes, are the same: "It's an emotional charge, a new energy. People have to respond as others have done in the past."

The Dead End Kids represent another area which CBS seemed to have left, David Essex apart, to other companies—the teenybop area. Loggings says the group's popularity surprised him, for he believed the days of teenybop acts were over. Now he agrees the teen and sub-teen market is still there, co-existing with other developments like punk rock. "Pop is a fun market, and the Dead End Kids cater for this."

The group's success underlines

## Meisel Group Tops \$15 Mil

BERLIN—Companies of the Meisel group now have an annual turnover in excess of \$15.5 million, according to Irmtrud Meisel, a chief executive. The ratio between national and international product now runs at 65 to 35, most important markets being the U.S. and continental Europe.

Hansa, within the group, produces 60% national product for Germany, 25% international product for the world and has 15% releases from foreign countries.

the CBS know-how in taking on Barry Blue, himself a chart singer, as house producer, according to Oberstein. The Kids' breakthrough, "Have I The Right?" was "a true regional breakout" from Glasgow. Oberstein feels this offers promising prospects for it means that certain records can be tested in and built nationally from certain markets, as they are in the U.S.

He adds: "Every station is a local station to some degree. It's good to think there are radio people in every major city with their own ideas about music, and we must use that."

Like the Clash, the Vibrators, Next (a multi-faceted group from Liverpool) and the Realistics (U.K.-based black band), the Dead End Kids are new to the record-buying public. Judas Priest, Boxer, Back Street Crawler and Renaissance are familiar to varying extents, but Dan Loggings believes their potential has hardly been tapped.

"We are," he says, "justifiably

(Continued on page 73)

## Famous Setting New Course For Foreign Network

NEW YORK—Famous Music is restructuring its foreign publishing network to provide more direct supervision of copyright exploitation.

Under its new administration deal with Chappell/Intersong, the U.S. publisher will gradually add staff of its own in each of the 15 territories covered by the arrangement.

Chappell represents the firm in 15 markets, including the U.K., parts of Europe, Canada, the Far East, South Africa and South America. Until last January, the two publishing entities figures in a partnership relationship in most areas.

Marvin Cane, president of Famous, describes the recent arrangement as unequalled in the financial scope of stipulated guarantees.

Famous already has two key executives, Ivan Chandler and Bruno Kretzschmar, in the London office, and staffers will be added in other territories on a continuing basis.

Main foreign markets not covered by the Famous/Chappell deal are Japan, Germany and Austria, where other licensing arrangements remain in force.

## 40% SALES RISE

## WEA Intl Racks Up Record First Quarter

Continued from page 8

On a market by market basis, Holland, with its 86% sales increase, stands out as the most clear-cut success story. Here WEA reports strong sales for Jackson Browne's "Pretender," Ry Cooder's "Chicken Skin Music," Kaz Lux and Jan Akkerman's "Eli," Stills/Young's "Long May You Run," George Harrison's 338" and the soundtrack of "All This And World War II."

In Italy, WEA awards top selling single honors to George Harrison's "This Song" and top album designation to Cerrone's "Love In C Minor." Also listed as strong are the Eagles, Rod Stewart, James Taylor, Joni Mitchell, Neil Young, the Doobie Brothers, America, Frank Zappa and the soundtrack of "A Clockwork Orange."

The year's first quarter sees Fleetwood Mac and the Eagles continuing to emerge as significant record sellers in WEA's French market. Other LP leaders cited by this affiliate include Cerrone's "Love In C Minor," Donna Summer's "Four Seasons Of Love" and the "Barry

Lyndon" soundtrack. WEA France also claims responsibility for breaking Manhattan Transfer's "Chanson D'Amour" single, which went on to become a top seller throughout Europe.

George Harrison's promo tour helped boost this artist's record sales in Germany, according to WEA representatives there, who also report strong sales for Al Jarreau, the George Baker Selection, Shaun Cassidy, Rod Stewart, Fleetwood Mac and local artist Juergen Drews.

In South Africa, Jimmy Cliff continues to attain gold status with a pair of singles, "Remake The World" and "No Woman No Cry," and an album "Follow My Mind" contributing heavily to this affiliate's 13% sales increase.

Also strong, according to WEA, are Cerrone, the Bellamy Brothers, Rod Stewart and George Harrison.

Rounding out the WEA International picture, New Zealand reports sales benefits resulting from concert appearances by Rod Stewart. Other top sellers include Fleetwood Mac, Queen and the Eagles.

## CENTENARY FETE IS FORUM

# French Govt. Hit For Lack Of Recording Industry Protection

Continued from page 3

Earlier, Stewart had referred to the general conference of UNESCO in Nairobi last fall when a new protocol was added to the Florence agreement which put the record on the same level as a book by according it the status of cultural material.

"It is the fate of most human progress, particularly inventions, that apart from great benefits to mankind, they also bring their own difficulties. One of these became apparent only quite recently when tape recording was developed. It became almost literally child's play to copy an original recording and multiply it."

"It is estimated that more than \$500 million is lost to phonogram pirates every year and quite a slice of it goes into organized crime. It is after all a simple way for those on the fringe of the criminal world to make money quickly. In many parts of the

## New Label Formed By Ex-BASF Execs

HAMBURG—Ludwig Vonderstrand, former head of the music division of BASF, has entered into partnership with another former BASF music division chief, Klaus Laubrun, to form the Fonoteam record company, based at Iseplatz 8, Hamburg.

Fonoteam's product includes material on the BASF label other than that featuring artists now signed to other companies, such as Freddy Breck (Electrola); Bata Illic; Cindy and Bert; and the Robert Stolz repertoire (Polydor).

Fonoteam product is distributed in West Germany by Deutsche Austrophon and international licensing is being set by MusiContact GmbH, a Heidelberg company run by another former BASF music division executive, Henno Pfisterer.

world the legitimate record has virtually disappeared and been replaced by pirate product."

Referring to IFPI's campaign against piracy, Stewart said that the antipiracy Phonogram Convention 1971 inaugurated in Geneva had been ratified by 24 countries in the last five years.

Turning to the Rome Convention, which he described as "an attempt to strike just and fair balance between the intertwining interests of performers, record producers and broadcasters," Stewart said that since 1961, 50 countries had legislated in this field and there had been 19 ratifications in the past 15 years.

"I would like to record our gratitude to three intergovernmental organizations represented here which form the joint secretariat of the Rome Convention—the International Labor Office, UNESCO and the World Intellectual Property Organization. They were, at the request of the Intergovernmental Committee of the Convention, also responsible in 1974 for the adoption of a model law for neighboring rights to encourage ratifications."

Barbara Ringer, then director of the copyright division of UNESCO, new Register of Copyrights in the U.S.A., made a special personal contribution to this effort. "If any country felt it would like to mark this centenary with a birthday present, ratification of the Rome Convention and others would be a fitting gesture."

In his opening speech, John Forbes, deputy director general of UNESCO, referred to the acute crisis that the technology of sound recording had brought for professionals of music and of the stage.

"They tend to become their own competitors," he said. "Through recordings they compromise to some extent their own employment prospects and the possibilities of benefi-

cial development of their talents. As for the producers of phonograms, they are themselves confronted by the problem of the abusive use of their phonograms by third parties who use them without permission and for their own profit, thus endangering the development of phonographic reproduction."

IFPI president Fraser C. Jamieson paid tribute to Thomas Edison. "In spite of the immense contribution sound recording has made to world culture and the happiness of mankind, it is not given the respect and status it has so worthily earned. How ridiculous a situation that is, when everyone has ears, can listen, understand, learn and enjoy; but so many cannot read."

Concluding his address, Jamieson told delegates: "Your presence here today is not only a great honor for the IFPI but reflects the fact that on this, the centenary of the invention of recorded sound, the record has at last come of age and is taking its place as one of the principal benefactors of cultural life, communication and education."

## From The Music Capitals Of The World

LONDON

Big promotional campaign by Phonogram on behalf of Val Doonican, currently hosting his own BBC-TV Saturday evening series, includes a \$225,000 national tv campaign for his double album "Some Of My Best Friends Are Songs." ... Former monk Tony Monopoly, now fast-rising cabaret singer, currently in Nashville, Tenn., recording his first Phonogram album with Papa Don Schroeder.

Chita Rivera, star of "West Side Story" and "Bye Bye Birdie," bringing her U.S. show to the London Palladium (May 30), her first London appearance in 16 years. ... Judas Priest signed exclusively to CBS and the group's first U.K. album is "Sin After Sin." ... Bill Smith, vice president of CBS operations in Australia, in London

to visit Maurice Oberstein, CBS/U.K. managing director and the local staff.

Satrii boss Henry Hadaway has signed a licensing deal for the U.K. with newly formed specialist label Redwood Records, run by pop journalist Graham Wood. ... It took months of negotiation for Terry Slater, creative director of EMI Music Publishing here to sign a publishing deal with Australian-based Little River Band. ... Van Morrison in for what turned out to be a low-profile flying visit to promote his new album.

Long-term deal between Jeffrey Kruger of Ember and Steven Metz of Bareback Records of New York for Ember representation in the U.K. and other European territories, with a first release on R.B. Greaves' "Who's Watching My

(Continued on page 70)

# IMIC '77



**Amsterdam**  
**May 15-18**  
**1977**

Sponsored by: Billboard/Music Week/Music Labo

THE INTERNATIONAL MUSIC INDUSTRY CONFERENCE—  
THE SUMMIT MEETING OF THE INDUSTRY

## THE AGENDA

- May 15**  
10-6 pm Registration  
6:30-8:30 Cocktail Reception
- May 16**  
9 am-10 am SIR JOHN READ, EMI, Keynote Speaker  
10:15-11:30 "The Presidents Panel"  
COEN SOLLEVELD, Polygram, Chairman  
Panelists: KEN GLANCY, RCA; PETER GALLO, MISA WATANABE, Watanabe Music; GUIDO RIGNANO, G. Ricordi; IRWIN STEINBERG, Polygram; GEORGE STRUTH, Quality Records; MONTY LEUFTNER, Ariola  
11:45-1 pm "Anti-piracy: Mission Impossible?"  
STEPHEN STEWART, IFPI, Chairman  
Panelists: JOY GOLDSMITH, IFPI; JULES YARNELL, RIAA; GEOFFREY BRIDGE, British Phonographic Industry Association; GUIDO RIGNANO, Ricordi  
1:15-2:30 Luncheon  
"Our Next 100 Years—Stability, Senility, or Fertility?"  
STAN GORTIKOV, RIAA, Speaker  
2:45-4 pm Concurrent Sessions  
(1) "The Career-Building Battle: Label vs. Artist Management"  
ARTIE MOGULL, United Artists, Chairman  
Panelists: JEFF WALD, Manager; DON ARDEN, Manager; STEVE GOLD, Manager  
(2) "Publishing Today"  
MIKE STEWART, Interworld Music, Chairman  
Panelists: LESTER SILLS, Screen Gems; STIG ANDERSON, Sweden Music; ROLAND KLUGER, Roland Kluger Music; RON WHITE, EMI; GIUSEPPE RICCI, Edizioni Curci  
Evening IFPI-hosted Cocktail Reception
- May 17**  
9 am-10:30 "The International Marketplace"  
NESUHI ERTEGUN, WEA, Chairman  
Panelists: KEN EAST, Motown; DAVE HUBERT, A&M; STEVE DIENER, ABC; PIET SCHELLEVIS, Phonogram  
10:45-12:15 Concurrent Sessions  
(1) "Lawyers—Makers or Breakers of Deals?"  
FREDERIC N. GAINES, Esq., Chairman  
Panelists: BERNARD SOLOMON, Esq.; ALLEN GRUBMAN, Esq.; ROBERT STUYT, Phonogram  
(2) "Marketing & Promotion, Country by Country"  
GERRY OORD, RCA, U.K., Chairman  
Panelists: ROBERT MERCER, EMI; PIERRE GOEMAERE, Inelco; SIGFRIED LOCH, WEA  
2:15-4 pm "The U.S. Copyright Act & Worldwide Implications"  
MICHAEL FREEGARD, British Performing Rights Society, Chairman  
Panelists: AL CIANCIMINO, SESAC; LEONARD FEIST, NMPA  
2:15-4 pm Concurrent Sessions  
(1) "The U.S. Copyright Act & Worldwide Implications"  
MICHAEL FREEGARD, British Performing Rights Society, Chairman  
Panelists: AL CIANCIMINO, SESAC  
(2) "The International Breakthrough in Talent"  
ROEL KRUIZE, Bovema, Chairman  
Panelists: STIG ANDERSON, Sweden Music  
8:30-10:30 pm CMA/TROS-TV Country Music Show

## COME TO IMIC '77 AND



SIR JOHN READ  
EMI,  
IMIC '77 keynote



COEN SOLLEVELD  
Polygram



NESUHI ERTEGUN  
WEA Int'l



KEN GLANCY  
RCA Records



GEOFFREY BRIDGE  
British Phonographic  
Industry



JOEL FRIEDMAN  
WEA



MIKE STEWART  
Interworld Music



JACK FINDLATER  
MCA Disco-Vision



EWART ABNER



SEYMOUR HELLER  
American Variety Inter-  
national



SEYMOUR STEIN  
Sire/Passport Records



AL COURY  
RSO Records



AL CIANCIMINO  
SESAC

**May 18:**  
9 am-10:30

"The U.S. Record Business, A Changing Scene"  
BRUCE LUNDEVALL, CBS Records, Chairman  
Panelists: JOEL FRIEDMAN, WEA; HAROLD LIPSIVS, Universal Distributing; AL COURY, RSO Records

10:45-12:15

**Concurrent Sessions**  
(1) "Evolution in Retailing"  
SAM SNIDERMAN, Sam the Record Man, Chairman  
Panelist: IAN MILES, Warwick Records; BOB EDGERTON, Woolworth's, U.K.  
(2) "Technological Innovations"  
HARVEY SCHEIN, Sony, Chairman  
Panelists: JACK FINDLATER, MCA Disco-Vision; BILL ZEISS, Philips; HAL HAYTIN, Telecor; DON McLEAN, Emison

2:15-4 pm

**Concurrent Sessions**  
(1) "Ethics and the Image of the Industry"  
DENIS COMPER, IFPI, Chairman  
Panelists: CHRIS WRIGHT, Chrysalis; LESLIE HILL, EMI; SEYMOUR STEIN, Sire/Passport  
"Nairobi Resolution"  
DENIS COMPER, IFPI, Chairman  
Panelists: HERBERT WINTER, Polygram; LEO BOUDEWIJNS, IFPI

6:30 pm

Cocktail Reception  
Cocktail Reception Hosted by Mountain Recording Studios, Montreux



LESLIE HILL  
EMI Records



JULES YARNELL  
RIAA



STEVE GOLD  
Far Out Management

## SPECIAL CMA/TROS-TV STAR PRESENTATION AT IMIC '77



RONNIE MILSAP



TAMMY WYNETTE



CHARLIE RICH

Courtesy of the Country Music Association, RCA Records, Epic Records, and MCA Records

# CHALLENGE THE INDUSTRY'S MOST BRILLIANT MINDS . .



**BRUCE LUNDVALL** CBS Records  
**GERRY OORD** RCA Records  
**ARTIE MOGULL** United Artists Records  
**JEFF WALD** Manager  
**IRWIN STEINBERG** Polygram  
**HAL HAYTIN** Telecor  
**PETER GALLO** Gallo Ltd.  
**MISA WATANABE** Watanabe Music



**DAVE HUBERT** A&M Records  
**STAN GORTIKOV** RIAA  
**STIG ANDERSON** Sweden Music  
**DENIS COMPER** IFPI  
**FREDERIC GAINES** Entertainment Attorney  
**KEN EAST** Motown Records  
**SAM SNIDERMAN** Sam The Record Man  
**STEVE DIENER** ABC Records Int'l

## ... AND THE FOLLOWING PARTICIPANTS ...

Arto Alastaa, The Finnish Group of IFPI  
 Barney Ales, Motown Records  
 Neil J. Anderson, Broadcast Music Inc.  
 Stig Anderson, Polar Music/Sweden Music  
 Fredric Ansis, Cohen & Steinhart  
 Don Arden, Manager Sunao Asaka, Music Publ. Assn.  
 Japan Ichiro Asatsuma  
 Ernesto Aze, El Palacio de la Musica  
 Tom Bonetti, GRT Corporation  
 Marcus Bicknell, A&M Records  
 Lee Eliot Berk, Berklee College of Music  
 Gunnar Bergstrom, Sonet Grammfon  
 Al Bennett, Cream Records  
 Josef Bamberger, Musik-Edition Discom, UFA  
 Madelon Baker, Audio Arts Inc.  
 David Braun, Hardee, Barovick, Konecky & Braun  
 John Brands, Intersong Basart Publishing Group  
 Steve Boudreau, Music Plus  
 Leo Boudewijns, Dutch Group of IFPI  
 Gordon Bossio, United Artists Records  
 Joseph Bos, United Artists Music  
 Geoffrey Bridge, British Phonographic Industry Ltd.  
 George Brown, Lifesong Records  
 S. Banders, WEA Records Holland  
 Nigel Burtenson, Rondor Music London Ltd.  
 Joe Cayre, Cayre Industries Inc.  
 David Chackler, Chalice Music Group  
 Sal Chantia, MCA Music  
 Michael Churchill, Whitsett Churchill Music

Albert Ciancimino, SESAC Inc.  
 Sandy Cobe, Roxy Records  
 Michael Comerford, EMI Malaysia  
 L. Coultelenc, RCA S.A.  
 Jean Davoust, Warner Bros. France  
 Ed De Joy, GRT Corporation  
 Steve Diener, ABC Records  
 John Dixon, Capitol Records  
 Bill Donnelly, 20th Century Records  
 Morten Drosnes, Buddha Records  
 Kevin Eade, Rondor Music London  
 Ken East, Motown Records  
 Ernest Farmer, Shawnee Press  
 Leonard Feist, National Music Publishers Association  
 John Findlater, MCA Discovision Inc.  
 Gene Friedman, WEA  
 Gene Friedman, Manhattan Advertising  
 Enrique Garea, Discos Columbia  
 Brian Gibbon, Charisma Records  
 P. J. Goemaere, Inelco Belgium S.A.  
 Steve Gold, Far Out Management  
 Joy Goldsmith, IFPI  
 Marc Gordon, Marc Gordon Productions  
 Stanley Gortikov, RIAA  
 S. L. G. Gottlieb, Polygram Leisure Ltd.  
 Lawrence J. Greene, Esq.  
 Edward Griffin, Hansen Publications Inc.  
 Kim Guggenheim, Schlesinger & Guggenheim  
 Dag Haeggqvist, Sonet Grammfon AB

Michael Haipern, Double H. Licensing Corp.  
 Gerhard Haltermann, Discos Columbia S.A.  
 Stephen Harper, The Broadway Group  
 Madeline Hawkyard, Pye Records Ltd.  
 Sidney Herman, Famous Music Corp.  
 Leonard Hodes, Chalice Music Group  
 Yoshihisa Honda, Victor  
 George Hornbeck, London Records Inc.  
 David Hubert, A&M Records  
 Guillermo Infante, RCA S.A.  
 Stephen James, Dick James Music Ltd.  
 Michael Karstedt, Peer Musikverlag  
 Peter Kirsten, Global Music Group  
 Karlheinz Klemphon, Jupiter Records  
 Jean Kluger, Editions Jean Kluger  
 Roland Kluger, Roland Kluger Music  
 Philip S. Kurnit, Lifesong Records Inc.  
 Mauri Lathower, Casablanca Records & Filmworks  
 Larry Levene, Arcade Records Ltd.  
 Hank Levine, IRDA  
 Michael Levy, Maguet Records Ltd.  
 Harold Lipsius, Universal Distributing  
 Mile. Julie Lipsius, Warner Bros. France  
 Joe Little, A&M Records  
 Matthew Mann, RPM Group  
 Robert Mellin, Robert Mellin Ltd.  
 Lee Mendell, Lee Mendell Ltd.  
 Ian Miles, Multiple Sound Distributors  
 Hy Mizrahi, Roxy Records

Artie Mogull, United Artists Records  
 Anders Moren, Polar Music AB/Sweden Music AB  
 Esteban Morencos, Zafiro S.A.  
 S. A. Mortimer, Barn Publishing  
 Dann Moss, Dann Moss Associates  
 Tats Nagashima, Taiyo Music  
 Joachim Neubauer, Siegel Music Companies  
 David O'Connell, Pickwick International  
 Robert Ogees, I.P.G. France  
 Masavoshi Oshima, Victor Co.  
 Donald Passman, Gang, Tyre & Brown  
 Peter Pasternak, 20th Century Records  
 Brigitta Peschko, WEA European Coordinating Inc.  
 J. Edward Preston, RCA Ltd.  
 Bruce Ramer, Gang, Tyre & Brown  
 Giuseppe Ricci, Edizioni Curci  
 Rick Riccobono, Broadcast Music Inc.  
 Paul Rich, Carlin Music  
 Guido Rignano, G. Ricordi  
 Tony Roberts, Chappell & Co. Ltd.  
 Stanley Robins, EMI Belgium  
 Phil Rose, WEA International  
 Osmo Ruuskanen, Oy Finnlevy AB  
 John E. Scaff, Alpha II Management  
 Harvey Schein, Sony Corporation  
 Piet Schellevis, Phonogram  
 Wim Schipper, Ariola-Eurodisc Benelux B.V.  
 Hartmut Schitze, Ariola Germany  
 Al Schlesinger, Schlesinger & Guggenheim

Harold Seider, United Artists Music & Records Group  
 Brian M. Shepherd, Capitol Records  
 Ralph Siegel, Siegel Music Companies  
 Lester Sill, Screen Gems-EMI Music Inc.  
 Edward Slattery, United Artists Music  
 Owen J. Sloane, Attorney  
 Bernard Solomon, Attorney  
 Mervyn Solomon, Emerald Records Ltd.  
 Marcel Stellman, Decca Record Company  
 Irwin Steinberg, Phonogram Inc.  
 Michael Stewart, United Artists Music Publ. Group  
 Robert Stuyt, Phonogram  
 Robin Taylor, Pye Records Ltd.  
 Kenneth Thorne, Decca Record Company Limited  
 Samuel S. Trust, ATV Music Corp.  
 Larry Uttal, Private Stock Records  
 Ray Walter, United Artists Music Ltd.  
 William D. Warren, W. D. Warren Company KG  
 Misa Watanabe, Watanabe Music  
 Saburo Watanabe, Watanabe Music  
 Robert Weiss, Cream Records  
 John Eric Westo, Oy Finnlevy AB  
 R. W. White, EMI Music Publishing Ltd.  
 Paul Whitsett, Whitsett Churchill Music  
 Anton Witkamp, Ariola Eurodisc Benelux  
 Walter Woyda, Pye Records Ltd.  
 Jules Yarnell, RIAA  
 Bill Zeiss, Philips  
 Eduardo Baptista, Discos Musart  
 Marcus Bicknell, A&M Records  
 Tom Bonetti, GRT  
 Henry Bushkin, Bushkin, Kopelson, Gains & Gains  
 Al Coury, RSO Records  
 Lou Fogelman, Music Plus  
 Fred Gaines, Bushkin, Kopelson, Gains & Gains  
 Allen Grubman, Grubman & Indursky  
 Hal Haytin, Telecor  
 Walt Heeney, Amusement Business  
 Lew Horwitz, First Los Angeles Bank  
 Chuck Kaye, Rondor Music  
 Evan Medow, Rondor Music  
 Albert Miner, Record Shack  
 Robert Musel, BMI  
 Ralph Peer, Peer Southern  
 Frank Segura, Discos Musart  
 Brad Simon  
 George Struth, Quality Records  
 Jack Vermeer, Quality Records  
 Jo Walker, CMA

# LAST 10 DAYS TO REGISTER!

Complete this registration form and mail to your representative. (SEE RIGHT).

Please register me for IMIC '77 in Amsterdam, May 15-18, 1977  
 I am enclosing a check or money order in the amount of:  \$400 (£222)  \$150 (£83) Spouse registration

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

HOME ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_

NOTE: REGISTRATION FEE DOES NOT INCLUDE HOTEL OR AIRFARE COSTS

I wish to charge my registration on:

Master Charge (Bank number \_\_\_\_\_)  
 Diner's Club  American Express  BankAmericard

CARD NUMBER \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

### HOTEL:

Billboard will make all hotel reservations. Please indicate the following and confirmation will be sent to you:

ARRIVAL DATE \_\_\_\_\_ DEPARTURE DATE \_\_\_\_\_

ACCOMMODATIONS REQUIRED: Single \_\_\_\_\_ Twin \_\_\_\_\_ Suite \_\_\_\_\_

### Circle price range desired\*

Singles	\$46	\$48	\$50	\$55
Deluxe Singles	\$60	\$65	\$70	\$75
Twins	\$65	\$70	\$75	\$80
Suites	\$130	\$150	\$190	

This covers all hotels with representative prices in each. NOTE: Should rooms no longer be available in price range you have selected, next nearest price will be secured. Prices may vary slightly due to variations in exchange rate at the time of reservation.

\*U.K. currency exchange rate of 1.80  
 No refunds on cancellations after May 2, 1977

### EUROPE & UK REGISTRATIONS:

Helen Boyd  
 MUSIC WEEK  
 7 Carnaby Street  
 London W1V, IPG  
 ENGLAND  
 Phone: (01) 437-8090  
 Telex: 262100

### FAR EAST REGISTRATIONS:

Alex Abramoff  
 MUSIC LABO  
 Dempa Building, Bekkan 8F  
 1-11-2 Higashi-Gotanda  
 Shinagawa-ku, Tokyo  
 JAPAN  
 Phone: 449-3761

### ALL OTHERS:

Diane Kirkland  
 BILLBOARD  
 9000 Sunset Boulevard  
 Los Angeles, California 90069  
 U.S.A.  
 Phone: 213/273-7040  
 Telex: 698669

## International Turntable

Brian Hall has been appointed to the newly created position of head of international at RCA, U.K. His present job as export manager has been expanded to take in overseas licensing and promotion of U.K. product abroad and he is to appoint an assistant in all these areas. His appointment means he relinquishes his caretaker role covering domestic sales, and Tom Murphy, who joined RCA from EMI at the end of last year as sales manager, has been promoted to become head of U.K. sales. Both Hall and Murphy report to Gerry Oord, managing director. Jack Wood has joined RCA's marketing department as head of creative services, from a similar job at Phonogram, and will be responsible for all sleeve origination, print buying, creative material and in-store displays.

Tom McDonnell is named mar-

keting director of Power Exchange Records here, having previously been with Record Merchandisers as divisional director, sales and marketing. He will handle marketing of the company's substantially enlarged catalog, including coordination of special campaigns. The first, showcasing Paul Mauriat, has already been initiated.

Ray Cooper has been appointed international manager of Transatlantic Records, replacing Mike Watts, now with Sonet. Cooper was previously sales manager and taking that post is Peter Misson, from field sales manager. Malcolm Fisher rejoins Transatlantic in London after two years, having previously been with Galaxy and United Artists, as head of promotion, responsible for radio and tv promotion in the London area. He will also oversee the regional promotions team. He replaces Colin Ricardo, who has left the firm.

Ian Wright has been appointed manager of the Reader's Digest music division, replacing David Britten who leaves to become U.K. managing director of Yves Rocher, the French cosmetic group. Wright joined Digest in 1969 from EMI's market research department.

Roger Bell and Tommy Sanderson have joined Chrysalis Music in London as professional managers. The former was previously with Mervyn Conn, the latter with Private Stock. Both will be jointly responsible for exploitation and promotion of the catalog. Andy Jackson has joined Chrysalis as copyright and administration manager. He was previously with April Music and DJM. Jane Gibb joins as copyright assistant.

Lou Solomon has been made sales representative for Lismor Recordings. Previously with Pye, he is to cover London and the south.

Bill Kennedy, previously manager of the Rainbow Theatre, has been appointed director of promotion and production at the Music Machine, London's latest rock music venue. Prior to his Rainbow spell, he was manager of the New Victoria Theatre in London.

Bob Nolan, formerly marketing services coordinator at Phonogram, becomes product manager, replacing Allan Cowderoy, who recently took up an in-house a&r manager's job in the London headquarters. Nolan's artist roster includes 10cc, Steve Miller, Thin Lizzy and Status Quo. His previous post as been filled by Rod Allen, formerly new release coordinator at Phonogram.

John Patrick, general manager, classical repertoire and marketing division, EMI Records Ltd., has been elected to the board of Music For Pleasure here. Roger Stubbs, manager of business planning for EMI Records, is now on the board of EMI Record Shops Ltd.

## Screen Gems In U.K. Promotion

LONDON—Johnny Cash, Carole King and Neil Sedaka will benefit from a heavy promotion campaign to be launched here soon by screen Gems-EMI Music Ltd. in connection with forthcoming LPs by those artists containing tunes owned or administered by Screen Gems.

Polydor is set to rush release a live double LP of Sedaka's Palladium concert here in May. A special LP of Carole King's tunes is coming from BBC Records and Cash's "The Last Gunfighter Ballad" LP on Columbia will be part of the push. Screen Gems-EMI represents his catalog in the U.K.

## Aves Label Hits Big In First Year

HAMBURG—The first year of trading by the Aves record label here has produced a consistent run of success for founders Horst Schmolzi and Rudi Slezak.

The company's pop artist Roger Whittaker has sold more than a million albums, received six silver and one gold awards, and completed a sellout three-month tour of Germany, Austria and Switzerland. He has been voted top male singer of 1976 by the German trade papers.

Charly Niessen has completed production on a first album by German actor Use Friderichsen. The company has produced a single by Japan's top artist Kenji Sawada, soon out via Polydor. Producer Pete Belotte is currently recording Marsha Hunt for an Aves album, and Clive Westlake's debut album for the label is due out in May.

The publishing side has opened a Munich office and set up its own operation in Austria as Danubius Musikverlag. Latest foreign catalog acquisitions include ABC/Dunhill (U.S.), and U.K. companies John Carter Music, Terry Noon Music, Preston/Stevens Music, Paragon Music and a long-term partnership with Andrew Heath Music.

## Strike By Printers Hits Danish Industry

COPENHAGEN — With only three daily newspapers on the streets because of a printers' strike, the record industry here, along with concert promoters, is being seriously affected.

The biggest publishing house Berlingske, with large-circulation papers Berlingske Tidende and B.T., and the weekly Billed Bladet, has not had papers on sale since Feb. 1, and more recently most of the other daily and weekly publications have been hit.

Promoters are having a hard time publicizing events, and ICO's concerts with Black Sabbath and AC/DC, and the national tour of Slade, were poorly attended. The one promotional avenue open was a poster campaign through the city of Copenhagen. Also affected badly was the SBA-promoted concert with Uriah Heep and the DKB-sponsored show with Suzi Quatro.

The record industry is also hit because of a lack of promotional activity for new product. There is a prospect that the strikes may end around mid-May, but that is merely conjecture.

## MORE ROYALTIES FOR CANADA

# Study Seeks C'right Revisions

By MARTIN MELHUISE

OTTAWA—A paper containing proposals for a revision of the copyright laws in Canada has been prepared by A.A. Keyes and C. Brunet for the Department of Consumer and Corporate Affairs in Canada.

The paper was prepared for the Bureau of Intellectual Property and completed after extensive consultation with the public and private sectors, and after the consideration of a number of briefs presented to the department. It is only a proposal for copyright revision, and was prepared with the hope that it would elicit discussion and further suggestions on copyright before a draft law is actually drawn up.

Keyes and Brunet prefaced their report by stating that "in 1971 the estimated contribution for the copyright industries to the gross domestic product was \$1.7 billion. Any change in copyright protection could have dramatic effects on the welfare of those industries.

"Such a change could easily come about by mere failure to revise the law to keep up with new demands arising from technological and social progress. If only for the latter reason, it is safe to say that more than 50 years after the Canadian Copyright Act was adopted, the time has come for a fresh look at copyright, its rationale, purposes, and the extent of protection."

The paper, which is divided into four parts, deals with the basic reasons for change in the copyright law, as well as an emphasis on ways in which a greater amount of royalties generated in Canada can stay in the country.

The major conclusion is that Canada should continue its current level of international participation with respect to the Berne Convention and the Universal Copyright Convention, but there should be some thought to providing a way by which more royalties generated in this country could remain here.

The paper concludes that in this regard it would not be in Canada's interest to accede to later texts of the international copyright conventions,

which impose greater obligation, resulting in an even greater outflow of royalties.

The main issues for revision of the copyright law have been identified as:

- The confrontation between those seeking increased and longer protection, and those who wish to have less protection and easier access to copyrighted material.
- The effects of technology and

social change which have created new uses for copyright works and demands for new rights, for instance: cablevision, computer storage and retrieval, public lending right, performers rights.

• The extent to which it will be necessary for the government to regulate and control the exercise of copyright in order to reach an equitable balance among conflicting interests.

## Supertramp Nears Status As Top Concert Rock Act

TORONTO—With its A&M album "Even In The Quietest Moments" getting increased airplay on North American FM stations, Supertramp is going after a record in this country as the top concert gross rock act.

In its initial six western Canada concert dates for promoter David Horodezky through Regina, Saskatoon, Winnipeg (two dates at the Arena), Lethbridge, Edmonton and Calgary, the band grossed close to \$350,000. And the band still has to play such major markets as Vancouver, Toronto and Montreal, as well as a number of other smaller cities.

An unprecedented two nights at Toronto's Maple Leaf Gardens and the Montreal Forum are in the planning stages for the end of June with the distinct possibility of even a third night in Montreal.

In the west there was a slight complication when Roger Hodgson, one of the band's lead vocalists, came down with a cold prior to the Edmonton date before a sold-out crowd of 12,000 at the Coliseum. The show went on as planned but in the early part of the concert, Hodgson's voice gave out and the band was forced to change its standard show in order to utilize only material sung by the band's founding member Rick Davies.

In a surprise move, the band announced from the stage that it would give a free show at a later date in Ed-

monton for those in that night's audience. The crowd was asked to keep ticket stubs and come back to see the show "as it was supposed to be performed."

The following night's concert at the Corral in Calgary was cancelled and it was later announced that the Edmonton and Calgary dates would be rescheduled for the middle of July. It is estimated that it will cost the band close to \$40,000 to return to Edmonton to perform a free concert.

After the cancellations Hodgson, Davies, who had also come down with the same virus; and band manager Dave Margerson stayed in Edmonton for a day to get medical advice on the epidemic while the crew and the rest of the band flew on to Calgary.

In Canada Supertramp has taken on supergroup status. Sales of each of its two albums, "Crime Of The Century" and "Crisis? What Crisis?" have reached double platinum status. The current LP, "Even In The Quietest Moments," was shipped gold by A&M in Canada.

Though no single has been announced from the new LP, Paul McKnight at OKLG in Vancouver has been programming the uncensored version of "Give A Little Bit" during the day to such excellent audience reaction that the album cut enters that station's chart at 31.

"Even In The Quietest Moments" debuted on the Billboard LP chart a 97 with a star in the U.S.

## From The Music Capitals Of The World

• Continued from page 67

Baby... New general manager of Magnet Records here is Iain McNay, recently with Arista, who is to control all administration, reporting to Michael Levy, managing director, and Grant Goodchild takes over as general manager of the Magnet group publishing interests.

Tavares in for the group's first headlining tour of the U.K. ... U.K. group Smokie has seen its "Lay Back In The Arms Of Someone" follow "Living Next Door To Alice" to number one in the German chart, giving the band top spot for 11 weeks out of three months, topping even Abba's recent achievements. ... Sonet here on big campaign to push sales on the "Giants Of Jazz" album series.

Former Stockhausen student and ex-leader of U.K. electronic group Intermodulation, Tim Souster, has signed with Transatlantic with a debut album called "Swit Drimz." ... Lionel, a musical featuring the music of Lionel Bart now back in business in a big way after a spell of bankruptcy, opens soon in the West End. ... Actor Albert Finney in Liverpool concert to give early push to his first Motown album with his own lyrics and Dennis King's music.

Likely winners of BPI Jubilee Awards here include "Sgt. Pepper" as best U.K. album and "Bridge Over Troubled Water," by Simon and Garfunkel as top international LP. ... Don Everly, visiting on promotional trip, says he plans to settle in London as from July.

Series of extra-length singles based on successful BBC-1 children's cartoon characters "The Myster Men," with seven minutes' playing time a side, out through BBC Records, with dealer interest already very high, following sales of associated books having touched nearly 7 million.

New agency and management company specializing in heavy rock has emerged following the acquisition of the Good Earth agency by NEMS, headed by Paul King and called Outlaw Artists. ... Plastic Fantastic, set up by Paul Rodriguez and John Rush as new record outlet, has signed Eddie Thornton, longtime trumpet player with Georgie Fame, as solo artist. Thornton currently tours with Boney M.

Golf professionals involved in the record industry's first pro-am tournament, run by Phonogram here, included Neil Coles, Eamonn Darcy, David Chillas, Brian Huggitt, Nick Faldo, Nick Job and Peter Butler. ... Radio campaign plus dealer displays for Roger Whittaker's new double album "Live In Concert." ... Son, named Sonny, for David Essex and his wife Maureen. ... Big RCA party to launch first Mud single, "Slow Talking Boy," on the label.

PETER JONES

## OSLO

After 50 years of planning and at a cost of around \$35 million, the Oslo concert hall has opened to general acclaim for its acoustics in terms of classical concerts. But the jazz concert in the opening week was a big disappointment,

it being hard to hear certain instruments, and pop shows by Swedish singer Wresjick and new group Alex were also disappointing. Clearly the hall suits acoustic instruments rather than amplified ones.

Coming in for concert hall dates are Oscar Peterson, Joe Pass and Shirley MacLaine. ... Singer Alexandra Sandoy, who is known just as Alex with her group, working on a 45-minute German tv program for May. ... Wenche Myhre, big Norwegian record seller, has been doing more shows in Germany than in Norway of late.

Metronome promoting the "Portrait Of Senatra" double album and also pushing Emmylou Harris' "C'est La Vie," tying in with her visit here. ... The Royal Garden Jazzband, from Drammen, is Norway's representative in New Orleans this year and before leaving it took part in a mini-festival in Drammen and a trad concert in Oslo to collect funds for the U.S. trip.

Karin Krog has become very popular in Japan and has also included the Indian jazz scene on a recent tour. ... Appearing at the Kongsberg Jazz Festival (June 29-July 3) are Ahmad Jamal, Maynard Ferguson, the Ted Curzon Septet, Ursula Dudziak, Michael Urbaniak and Jan Garbarek with 15-piece orchestra. ... Artists booked for the Molde Festival (August 1-6) include Jan Garbarek, John Abercrombie, Ralph Towner, Dave Holland, Jack DeJohnette, John Surman and Albert Mangelsdorff.

RANDI HULTIN

(Continued on page 73)

Announcing the recipients of the

BMI Canada Limited

# 1976 CERTIFICATES OF HONOUR

## MES-TU LA VIE COMME MOI?

Georges Thurston (Billy Clements\*, Phillip Mitchell\*)  
*(Muscle Shoals Sound Publishing Co. Inc. \*)*

## BY PICTURES

Neil MacIver, Frank Phillet  
*Helping Hand Music, Manhole Music*

## CALIFORNIA DREAM

Larry Coad  
*Moosehead Music, Patchy Pants Music*

## CAN'T CATCH ME

Bim  
*Great! Songs*

## DEVIL WOMAN

Christine Authors (Terry Britten\*\*)  
*Canadiana Music*

## DREAM

Ken Tobias  
*Abovewater Publishing, Gloosecap Music Ltd.*

## EARLY RISER

Eric Robertson  
*Savage Slogan Music*

## EVERY BIT OF LOVE

Ken Tobias  
*Abovewater Publishing, Gloosecap Music Ltd.*

## FEELIN' BETTER

Doran Beattie, Dan Lowe, Wayne Morice  
*Belzam Music Company*

## FEELIN' KINDA LUCKY TONIGHT

Ray Materick  
*Don Valley Music Limited, Fat Music*

## GIVE A LITTLE LOVE

Ken Tobias  
*Abovewater Publishing, Gloosecap Music Ltd.*

## HOLD ME, TOUCH ME

Warren Barbour, William Gauvreau  
*Manitou Music (A Division of MCA Canada Ltd.)*

## HOLLY

Terry Jacks  
*Gone Fishin' Music Limited*

## I NEED A HARBOUR FOR MY SOUL

Tom Middleton  
*Blackwood Music (Canada) Ltd., Down the Middle Music*

## JE T'AIME

Jean Robitaille  
*Raymond Paquin Editeur*

## LANDSCAPES

Valdy  
*Irving Music of Canada Ltd., Klavic Music*

## LOIN LOIN DE LA VILLE

Georges Thurston  
*(Muscle Shoals Sound Publishing Co. Inc. \*)*

## LOOKIN' OUT FOR #1

Randy Bachman  
*Ranbach Music*

## LOVING YOU FROM A DISTANCE

David Johnson  
*The Mercey Brothers Publishing Company, Troika Publishing*

## NORTHBOUND PLANE

Ray Materick  
*Don Valley Music Limited, Fat Music*

## OLD LOVES NEVER DIE

Terry Carisse, Bruce Rawlins  
*The Mercey Brothers Publishing Company*

## OLD TIME MOVIE

Rayburn Blake  
*Cancon Music*

## ONE WAY TICKET TO A LADY

Jerry Palmer  
*D & L Music Publications*

## ON THE ROAD

Dick Damron  
*Beechwood Music of Canada, Sparwood Music*

## PAPER ROSIE

Dallas Harms  
*Doubleplay Music of Canada, Quality Music Publishing Limited*

## PETER AND LOU

Craig Wood  
*Oceanides Music, Papa Bear Publications*

## ROSANNE

Burton Cummings, Domenic Troiano  
*Cirrus Music*

## ROXANNE

Peter Foldy  
*Beechwood Music of Canada, Bondi Music*

## ROXY ROLLER

Nick Gilder, Jim McCulloch  
*(Robbins Music Corp. Ltd. \*\*)*

## RUDE AWAKENING

Bruce Miller  
*Irving Music of Canada Ltd.*

## SAIS-TU POURQUOI?

Tony Green  
*Cicada Music Publishing*

## SAMEDI SOIR

Gilles Valiquette  
*Les Editions Gilles Valiquette*

## SEEMS LIKE I CAN'T LIVE WITH YOU BUT I CAN'T LIVE WITHOUT YOU

Burton Cummings, Domenic Troiano  
*Cirrus Music*

## SILVER BIRD

Randy Bachman, Burton Cummings  
*Cirrus Music*

## SI UN JOUR TU VIENS CHEZ MOI

Alain Bessette, Daniel Champagne  
*Les Editions Kasma Publications*

## SO GLAD YOU'RE A WOMAN

Ron Demmans, Ray Durrutt  
*(Acuff-Rose Publications Inc. \*)*

## SUMMER LOVE

Craig Ruhnke  
*Crunky Tunes, Unart Music (Canada) Ltd.*

## TAKE IT LIKE A MAN

Blair Thornton, Fred Turner  
*Ranbach Music*

## TONIGHT WITH LOVE

Carroll Baker, Don Grashey  
*D & L Music Publications*

## TONITE IS A WONDERFUL TIME TO FALL IN LOVE

Myles Goodwyn  
*Slalom Publishing Co.*

## TWO FOR THE SHOW

Ra McGuire  
*Little Legend Music*

## VIVRE EN AMOUR

Roger Magnan  
*Les Editions Téo et Téo Enrg.*

## WHAT THE HELL I GOT

Michel Pagliaro, Billy Workman  
*Lapapala Music*

## WHERE'S THE REASON

Barry Authors (Terry Britten\*\*)  
*Canadiana Music*

## YES I CAN

Bob Ruzicka  
*Lions Gate Music Ltd.*

\* Affiliate Broadcast Music, Inc.

\*\*Member The Performing Right Society Limited, England

Wm. HAROLD MOON AWARD presented to HAGOOD HARDY

Presented during BMIC'S Ninth Annual Awards Dinner marking thirty years of active service to Canadian music creators and users.

Our congratulations to these affiliated writers, composers and publishers for their outstanding contributions to Canadian music.

## BMI CANADA LIMITED



Serving the creators and users  
of music since 1940

2001 University Ave., Suite 1140  
Montreal, P.Q. H3A 2A6  
(514) 849-3294

41 Valleybrook Drive  
Don Mills, Ontario M3B 2S6  
(416) 445-8700

1462 West Pender Street  
Vancouver, B.C. V6G 2S2  
(604) 688-7851

Copyrighted material

## U.S. Latin Marketing Structure May Be Revolutionized

Continued from page 1

American market with the advent of large retail chains.

The first of the stores known as Discotendas Fiesta, located at 411 S. Broadway here in the downtown commercial district, will be followed in approximately 60 days by a second store in Huntington Park.

A third is planned for the San Fernando area soon thereafter, according to Jose Carrasco, a chain executive.

And though some observers are skeptical of ambitious future projections, it is significant in itself that management is talking in terms of a possible 20 stores in this area, with six thought possible by the end of this year.

But whether or not the new operation can successfully imitate the retail chain structure of the American market, the very presence of the first store is attracting attention and stirring controversy.

While the 4,115 square foot Broadway location was still being set up for an opening late in the week, managers from some small record shops on the street were poking around in nervous curiosity.

In the meantime, label executives were arguing among themselves as to how to deal with the new force that has arrived with powerful and professional backing from Mexico.

The concern of local retailers is obvious. Not one is prepared to take on a fair battle with a well-financed retail operation.

Thus, they see the writing on the wall. And those with enough experience to know cannot resist the analogy to the demise of the mom-and-pop shops in the American field.

Latin record retailing on the whole has been at least a decade behind the American industry. Most shops are of the mom-and-pop variety. Most operate with little capital and no use of modern merchandising techniques.

The bigger shops that do exist are usually components of larger businesses which encompass a one-stop and label. In these cases, of course, the record line and distributorship take precedence over the retail operation.

By contrast, Discotendas Fiesta is establishing itself here with the powerful backing of Organizacion Cretze, the parent company of a 46-

store retail chain said to be one of the largest in Mexico.

The Mexican shops—40 of which are in Mexico City—go by the name Discotendas Cretze.

And if the first U.S. store is any indication, the shops here will be ultra-modern and fully-stocked, patterned after the style of chains like Tower or Warehouse, selling high volumes of record/tape product along with a full line of music accessories.

Initial measures of the strength of the Mexican retailer do not seem to be overblown.

Jose Carrasco, named president of the U.S. operation that was granted California incorporation status April 5, provides some history:

The chain in Mexico was born when an attorney named Jose Luis Zambrano, the firm's chief shareholder, inherited a small record retail shop as part of a bankruptcy case.

That shop—with its choice location at an entrance to Mexico's massive subway system—set the prototype for the chain's growth.

Within a few years, Carrasco explains, there were 40 stores in Mexico City, 32 of them at subway entrances.

A third partner, Marco Frontana, is general manager of the chain in Mexico.

Edmundo Pedrosa, L.A. branch manager of Mexico's well-known GAS label, attests to the retailer's strength. He claims his firm in Mexico has in the past filled orders of up to 750,000 pesos from the chain, and had "no problem at all with collection."

The most distinctive feature of the new operation is its method of doing business which attempts to duplicate the Mexican marketing structure here.

In Mexico, most retail shops buy direct from manufacturers. And since the middle man is of little significance, there is only one price known as the "factory price."

Carrasco says all but one of the major Latin labels here have agreed to sell direct to him.

The unique buying structure promises to give Discotendas Fiesta a unique advantage in the market here. But since distributors are being bypassed, this will open a "can of worms" in the area of pricing, as one label executive puts it.

Carrasco states he is looking for a pricing advantage from manufacturers by virtue of his high volume acquisitions.

But some distributors are screaming foul. They claim that some labels are dealing unfairly by offering product to the new chain at less than what they sell to other retailers.

While Carrasco confirms that he has gained a distinct pricing advantage with certain manufacturers, others have held firm to their policy of protecting the distributor.

States Pepe Garcia, Latin International's chief executive: "If they want to buy from us at the price we offer to other retailers, then we will sell. But I cannot be disloyal to the hundreds of accounts that have been buying from me for 13 years, and I will not give anyone the weapon of price advantage so that they can destroy competitors who are also my customers."

Discos Latin International, the only major label here which also operates a combined one-stop/retail operation, has refused to sell to the Mexican entrepreneurs.

Garcia says his firm would not extend credit to the new chain though



NEW DIMENSION—El Gran Combo vocalists Mike Ramos (left) and Charlie Aponte (center) seem to be waving farewell to the group's long-time lead singer Andy Montanez who is taking a leap into another phase of his career. Montanez has signed a two-year contract with Venezuela's up and coming Dimension Latina. Dimension is distributed in the U.S. by TH Records of Miami.

## Latin Scene

### LOS ANGELES

Ozzie Venzor, long-time chief executive of Orfeon's U.S. operation, has announced his resignation from the firm. Venzor says he will be off to Arizona to set up an independent production/promotion firm.

Mexico's mighty ranchero vocalist Vicente Fernandez (Caytronics) is slated to appear in May at the Million Dollar Theatre in conjunction with the release of his new LP "La Muerte De Un Gallero." Meanwhile, his colleague Felipe Arriaga (also Caytronics) was on a promotional visit to Calexico with his label's L.A. promotion man Tony Cortez. After taking Arriaga around to Fed Mart stores for autograph signing sessions, Cortez was instructed by boss Joe Ramirez to hop across the border to do a comparative price study of product on the Mexican side.

Ramirez says the trip was designed in part to counteract the effect of the peso devaluation which has given Mexican product a decided advantage. Also helping in the battle is a \$2.79 retail price on promotional LPs.

Still, that can't beat the Mexican levels. Ramirez says Caytronics executive Stan Cayre carried out reconnaissance missions to retail shops on a recent Mexico City trip. A sample find: an RCA Camden record, which appears in the U.S. on Carino at \$4.98 list, goes in Mexico for \$1.60.

On the positive side, Ramirez says, Cayre was "astonished" at the potential Mexican market for disco product. And the firm's Salsoul label can be expected to take advantage of his observation.

On his firm's new releases, Ramirez says the new Gilberto Valenzuela LP should be a "blockbuster." And he expects the Argentine group Katunga to do well in regions north of San Jose.

Musimex VP Eric Dominguez was finally spotted at El Gran Combo dance here Saturday (23). He denies rumors that the firm is dissolving and promises it will reopen for business at the end of a reorganization effort. He was sounding, however, greatly annoyed and slightly bitter with the industry in general. He did say some of his artists are no longer under contract to him, but he was unable to confirm or deny that some Musimex tapes of Los Diablos has been sold to Discolando.

More than one person has noted the dramatic changes taking place at La Feria Del Disco, a retail shop on Pico. A reorganization of the shop, including attractive merchandising displays, the introduction of some American product, more logically displayed and more easily identified product, has paid off for co-owner and manager Ramiro Alvarez. Since taking over the shop in January, Alvarez says business has boomed. Specifically, a 28.25% increase in sales during this year's first quarter compared to last year's final quarter.

La Feria's specialty is salsa which Alvarez has begun to buy direct from Fania. Other stores are still going without. The effect of Fania's distribution problem has shown up on this week's salsa chart. For the first time since the charts were reorganized six months ago, Fania has given up the top spot to Coco Records with Orquesta Broadway LP. The appearance of Willie Colon/

Ruben Blades in the second spot reflects sales on initial shipments. But that album is no longer available. In addition, new releases by Roberto Roena, Justo Betancourt, Larry Harlow and Tito Puente are not on the chart because stores here have not received the LPs. Those same LPs already have appeared on the East Coast chart weeks ago.

Ralph Cartagena of New York's Rico Records was also seen at the Gran Combo affair. It was learned later that Cartagena was reworking distribution arrangements for El Gran Combo records. Mundo Perez of Amigo Records reports he has lost the line which was, surprisingly, given to Tony Fernandez for distribution. Fernandez has been a salsa dance promoter here (he put on the Saturday show), but has not been involved with record distribution. ... Perez pioneered the Gran Combo salsa line on the West Coast and had contributed much to build an image and sales for the group.

The Gran Combo dance also featured Orchestra Harlow with the group's new vocalist Nestor Sanchez. As is often the case, the powerful music created was distorted painfully by a cheap speaker system.

A comical sidelight to the event: Everyone knows that Larry Harlow is a salsa bandleader. So is Willie Colon. But all were wondering about the identity of Larry Colon, a name which appeared on tickets for the Gran Combo/Harlow concert. Bad copy editing? AGUSTIN GURZA

### NEW YORK

This year's Newport Jazz Festival opens here June 24 with the first of five free Schlitz Brewing Co. sponsored "Salsa En La Calle" (salsa in the street) concerts on the city's Jazmobile in Washington Square Park. Artists scheduled to appear are Eddie Palmieri, Hector LaVoe, Bobby Rodriguez Y La Compania, Tito Puente, Machito and Candido among others.

Mercado Management is negotiating for vocalist Celia Cruz and bandleader John Pacheco to do several appearances in the Republic of Mali, Africa, May 16-18 in celebration of that republic's independence.

Bobby Rodriguez Y La Compania booked into the Playboy Club here April 28. The group is also set for two college dates May 13 at Montclair State College and Stockton State College the following day, both in New Jersey.

Pete "El Conde" Rodriguez touring Puerto Rico Friday (29) to May 8. ... Vocalist Hector LaVoe scheduled for a five-week tour of Venezuela starting May 10. ... pianist/bandleader Larry Harlow to play Trenton State College in N.J. May 21. Harlow also taped a segment for Gerardo Rivera's "One To One" telethon airing here June 1.

Ray Barretto appeared on Don Kirshner's Rock Concert March 9 performing from his latest Atlantic LP "Tomorrow ... Barretto Live." Barretto just completed producing the latest LP for flutist Jose Fajardo on Coco Records to be released within a week to coincide with Fajardo's upcoming tour which takes him to New York, then Houston, in mid-May and Caracas, Venezuela May 18 to 21.

AURORA FLORES

Billboard SPECIAL SURVEY For Week Ending 5/7/77

## Billboard Special Survey Hot Latin LPs™

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

MAY 7, 1977, BILLBOARD

SAN ANTONIO (Pop)		WEST COAST (Salsa)	
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	JUAN GABRIEL Con Mariachi, Vol. 2, Arcano 3353	1	ORQUESTA BROADWAY Pasaporte, Coco 126
2	LOS CADETES DE LINARES Una Lagrima Y Un Recuerdo, Ramex 1012	2	WILLIE COLON/RUBEN BLADES Meliendo Mano, Fania 500
3	LUCHA VILLA No Me Dejes Nunca, Nunca, Musart 1705	3	CELIA/JOHNNY/JUSTO/PAPO Recordando El Ayer, Vaya 52
4	MANOLO MUNOZ Llamarada, Gas 4153	4	EDDIE PALMIERI Eddie Palmieri Gold, Coco 133
5	AMALIA MENDOZA Con Mariachi, Gas 4151	5	BOBBY RODRIGUEZ Y LA COMPANIA Salsa At Woodstock, Vaya 58
6	TONY DE LA ROSA Palabritas, Freddie 1048	6	JOHNNY PACHECO El Maestro, Fania 485
7	LOS CADETES DE LINARES Dos Amigos, Ramex 1003	7	RAPHY LEAVITT Y LA SELECTA De Frente A La Vida, Borinquen 1311
8	NELSON NED La Magia De Nelson Ned, West Side 4076	8	PETE CONDE Este Negro Si Es Sabroso, Fania 489
9	RIGO TOVAR El Triunfador Internacional, NovaVox 218	9	OSCAR DE LEON Con Bajo Y Todo, TH 2012
10	VICENTE FERNANDEZ A Tu Salud, Caytronics 1464	10	EDDIE PALMIERI Unfinished Masterpiece, Coco 120
11	THE BROWN EXPRESS La Maquina 501, Fania 542	11	LIBRE Con Salsa, Con Ritmo, Vol. 1, Salsoul/Salsa 4109
12	LOS BABYS Morir Contigo, Peerless 1939	12	ROBERTO ROENA Lucky 7, International 907
13	AUGUSTINE RAMIREZ Dama, Freddie 1047	13	THE FANIA ALL STARS Tribute To Tito Rodriguez, Fania 493
14	YOLANDA DEL RIO La Nueva Dona De La Cancion Ranchera, Arcano 3337	14	VARIOUS ARTISTS Jerry Masucci Presents Salsa Greats, Vol. 1, Fania 495
15	EYDIE GORME La Gorme, Gala 2901	15	DIMENSION LATINA Dimension Latina '77, TH 2008
16	VICENTE FERNANDEZ El Hijo Del Pueblo, Caytronics 1441	16	RALFI PAGAN With Love/Con Amor, Fania 397
17	LOS TERRICOLAS Los Terricolas En Mexico, Discolando 8240	17	HECTOR LAVOE De Ti Dependo, Fania 492
18	RENACIMIENTO 74 Viajando, Ramex 1009	18	LARRY HARLOW/ISMAEL MIRANDA Con Mi Viejo Amigo, Fania 493
19	RICARDO CERRATTO Me Estoy Acostumbrando A Ti, Latin International 5042	19	CHEO FELICIANO The Singer, Vaya 48
20	ROBERTO CARLOS En Espanol, Caytronics 1487	20	ORQUESTA HARLOW El Judío Maravilloso, Fania 490
21	JIMMY EDWARDS Solo, GC 128	21	TITO ALLEN Feliz Y Dichoso, Alegre
22	ANGELICA MARIA Con Mariachi, Pronto 1019	22	ORQUESTA NOVEL Salsamania, Fania 497
23	FLOR SILVESTRE La Basurita, Musart 1692	23	CELIA CRUZ/JOHNNY PACHECO Tremendo Cache, Vaya 37
24	LOS FELINOS Los Felinos, Musart 1701	24	RICARDO RAY/BOBBY CRUZ Reconstruccion, Vaya 57
25	CAMILO SESTO Memorias, Pronto 1021	25	RAY BARRETTO Tomorrow: Barretto Live, Atlantic 502-509

(Continued on page 73)

# U.S. Latin Market May Be Restructured By Mexicans

Continued from page 72

he concedes that the firm's management shows "outstanding" credit credentials from Mexico.

Garcia says he will wait for the chain to establish credit credentials in the U.S.

Carrasco, in turn, says that as a result of these sorts of problems the shops will not handle the Latin International line, which releases all EMI Latin product in the U.S.

But both parties are predicting an imminent resolution.

Carrasco: "In Mexico, we ran into the same kinds of problems. When the time comes and he realizes we are the strongest retail force in the market, we'll have the line in our store."

Garcia: "We have some very strong product. When they start getting demand for it, they'll buy from us on our terms."

While some label managers are sticking by their established accounts, others are welcoming the Mexican retailers with open arms.

Sentiment often runs against some distributors here for their irresponsible business practices that keep them constantly in debt and have given the labels collection headaches (Billboard, Feb. 12, 1977).

For example, GAS' Edmundo Pedrosa declares: "The Mexican way of doing business (selling direct to retailers) is the best as far as I'm concerned. There are five or six distributors who have had a stranglehold on the Latin record business in California, and three or four of those are broke. They don't pay their bills, but everybody has to deal with them."

"If they all were responsible and honorable establishments like Musica Latina or Guiro, we wouldn't be in this mess. But since they are not, you can imagine how we got into the state we're in."

Pedrosa places great faith in the new retailers as a viable force to solve long-standing distributor problems.

He also states that distributors on the whole have failed to adequately work his catalog. That problem, he believes, will be substantially alleviated if the new chain penetrates the market as planned.

With all this in mind, Pedrosa is unapologetic in regards to the pricing issue.

"It's obvious that the distributors have not been doing the job as it should be done. So I will not allow anyone to impose conditions (on my pricing)."

Carrasco for his part is well aware of the power of his presence in the market.

Even before opening day, he says, the small television/radio shops along roadway which sell small amounts of record/tape product had begun a price-slashing war. And that despite the fact they push 8-track product for example already at under \$2.

Carrasco: "We are not just another store. We are new blood in the market. And whenever something so distinctive is introduced, it is bound to affect vested interests."

And distinctive is the key word in describing the new shop that has some 4,115 square feet of space and will stock more than 22,000 LPs. Its features include:

- A platform in the rear of the store where recording artists will make promotional appearances about every other week. Besides signing autographs and the rest, the artists will be able to give a short performance that will be carried live on occasion via radio station KWKW.

- Small cubicles, similar to telephone booths, equipped with headphones to allow the public an opportunity to sample records.

- Specially designed display cabinets, made of metal and on rollers, manufactured by the firm itself in Mexico. Miguel Rodriguez, the chain's maintenance manager in Mexico, has been in Los Angeles to set up the store.

- A wholly owned line of accessories that include record sleeves, record cases, phonograph needles, record cleaning brushes and liquids, and adaptors for 45 r.p.m. disks.

- A planned import section to feature albums from several Latin nations. Management plans to offer formerly unavailable product from Argentina, Chile, Bolivia, Peru and Colombia.

- A hit list, published weekly and distributed to customers, that reports the top-selling singles and LPs in the store. Publishers will be interested in a unique feature of the list which will rank the top songs listing the various versions which the public may be buying.

Carrasco stresses that what his stores will offer above all else is service to customers. He says the first store will have six employees.

"In the record business," he says, "the only thing that can be done to capture a market is provide service."

And service, he contends, is what has been lacking from existing shops.

"When we came here initially in August of last year to do a market study, we became aware sadly of the way Latin records are being handled in the U.S."

That critical attitude has already caused its share of resentment among established elements here.

Nonetheless, Carrasco says his firm believes that the market potential for Latin records in the U.S. has gone to waste.

He is asked whether his firm's projection for 20 stores in L.A. alone is too ambitious.

"I believe the reason that manufacturers are upset is because the full potential of the market has not been exploited. We plan to cover the market geographically as it has never been covered. But that should be the goal of any firm: to reach a level of strength that it has a directing influence on the market."

Can the Mexican retailers reach that strength? Certainly they are not limited in imagination. The fertile San Antonio, Tex., market is already in their sights.

But mingled with the enthusiasm in the industry here is a sense of reserve. Most say that being a successful chain in Mexico does not guarantee success in the U.S. where business practices, working conditions and other factors are so different.

Carrasco himself provides evidence for the claim: "In Mexico, we can set up a shop in one week. This shop in L.A. has taken us a month because there are simply more regulations and their enforcement is more stringent."

Still, it is obvious that the new retailers believe they have arrived to fill a void in the U.S. market, no matter how much they insist on modesty.

Carrasco: "I believe that some people who have been in this market a long time have thrown away their chance to be the dominant retail force."

"And the reason is simply that they tried to do too much. They wanted to be retailers, distributors, manufacturers all at once."



**IMPRESSIVE FEAT**—Claudio Baglioni, one of Italy's top singer/songwriters, accepts a gold disk for sales in excess of one million, an unusual feat for the Italian market, from RCA Italiana President Giuseppe Oranto. Baglioni's a soft rocker.

# 'Sexiest Record' On Sale

LONDON—The distribution network which handled Island's "Derek And Clive Live" album, refused by EMI, is being used again for a controversial LP featuring Xaviera Hollander on what is described as "the naughtiest and sexiest record ever released."

Distribution is by Disc and Tape Supplies in London and some 1,500 independent dealers are being serviced. At least one multiple, Boots, has refused to stock the disk.

The record, called "Xaviera," features a series of sketches and revelations about Hollander's private and professional life. She is author of the

best-selling book "The Happy Hooker." The album is on the Belmont label and, says director Phil Lincoln, "we refuse to sell it under the counter. There is nothing on it to deprave or corrupt and the answer to anyone who dislikes this sort of thing is not to buy it."

Lincoln says he expects no airplay but is convinced of its sales potential. He first heard it in Canada and obtained the U.K. rights. Initially he made it available on cassette through mail-order, sold more than 8,000 and then went for commercial release on record. The cover carries a warning that it is not suitable material for minors.

# From The Music Capitals Of The World

Continued from page 70

## AMSTERDAM

Singer-guitarist Cornelis Vreeswijk, who served a three-month sentence in a Swedish prison, is recording a new live album in a Dutch prison this summer. ... "Tussen Zomer En Winter," new solo LP by Rob de Nijs, has Dutch language versions of Lou Reed's "Perfect Day," Janis Ian's "In The Winter" and Bruce Johnston's "Disney Girls."

Phonogram released a double album of the biggest hits of accordionist John Woodhouse, who started his musical career 10 years ago. ... The third centenary of the Dutch Artillery has been noted via a special LP featuring military music. ... Unreleased product of blues-rock band Coby and the Blizzards have been put together for an album titled "Old Times, Good Times." ... A new Dutch rock magazine "Supporting Act" has been launched.

Addition to the lineup of country-rock band

## CBS Signings

Continued from page 67

proud of our ability with acts at any stage of their career, and I point specially to Mott the Hoople, the Sutherland Brothers and Quiver and the Kursaal Flyers as examples. The market is there for such talent. It's a question of when the time is right for that particular artist in relation to the public. The worst thing is to inherit other peoples' mistakes, though it is easier to avoid those with a newly acquired act than it is, say, to know exactly when to drop an artist ourselves.

Priest (previously with Gull, Renaissance (BTM), Crawler (Atlantic) and Boxer (Virgin) are known mostly for albums, but CBS looks to them for singles as well. Oberstein says: "Singles are the strongest and best promotional route and we expect all acts to recognize that. The 1960s snobbery among various bands about the singles format has generally gone."

Both Loggings and Oberstein claim that groups now know there is nothing wrong with entertaining and nothing wrong with the Radio One pop approach to acceptance.

This big-scale new-talent launch has Tony Woolcott, CBS marketing chief, saying: "Our vital need is to get to know acts well, to find out what each wants to achieve. They know their audience best and that knowledge is essential to us."

All the new CBS signings are on a worldwide basis and Loggings looks to several to make U.S. chart album appearances this year. "We haven't had a Peter Frampton yet, but we believe 1977 will get results."

And Oberstein says: "British acts of all types feature in the American charts. There's no reason to expect it won't continue that way. No one can now say that U.K. acts don't fit into the pattern of the U.S. market, for that is the most catholic market in the world."

Hobo Stringband is guitarist Cor de Boo. ... For musical reasons bassist Hans Nijland has left Teach-In and is replaced by Nick de Vos. ... EMI-Bovema pushing a lot of promotion into a commemorative album by Lou Bandy, a cabaret artist who committed suicide in 1959 and a book on his life and career ties in. ... The 15th anniversary of the Elvis Presley Fan Club here celebrated with a festival of his old films. ... The 10th anniversary of U.K. folk-rock band Fairport Convention celebrated with a 13-concert Dutch tour.

Gentle Giant records its new album in May. More than 100,000 copies of Julie Covington's "Don't Cry For Me Argentina" have been sold in Holland, a near unique occurrence. ... Jazz singer Ann Burton started a third Japanese tour April 19, staying until May 31. ... EMI-Bovema setting up a "Diamonds Are Forever" promotion campaign to tie in with Neil Diamond's four-concert tour here between May 31-June 4.

Bob Marley and the Wailers due here May 13. ... Kitty Kloss, wife of Dizzy Man's Band lead singer Jacques Kloes, and three girl-friends have formed a group called April, May, June and July. ... Singer Lee Tower recorded a new solo album of easy listening classics such as "Unchained Melody," "Walk Away" and "Somewhere." ... EMI-Bovema released greatest hits albums by Dory Previn and Paul Anka.

Singer Liesbeth List on three-week tour of Singapore and Indonesia from May 7, then records an album in Paris for the French market. ... New single from Champagne is a Wally Tax and Martin Duiser title, "Oh Me, Oh My." ... A "collective" of six Dutch journalists, including the writer of this column, working on a book about the history of internationally known Amsterdam youth and music center Paradiso.

WILLEM HOOS

## HELSINKI

Love Records Oy is the new Finnish representative for the Berkeley, Stiff and Virgin labels. ... Katri Helena (Scandia) has received two diamond disks for 50,000 sales each of her albums "Paloma Blanca" and "Lady Love." ... Siik (Arista) is to make a five-day tour of Finland, starting May 9 in Helsinki. ... Love Records has completed its recording studio at a cost of \$250,000. This is the third new studio to have been built recently in Finland, the others having been opened by Discophon and Finnlevy.

"Lapponia," the Finnish Eurovision entry by Monica Aspelund (RCA), has been released in 20 European countries, plus Turkey, Israel, Australia and Brazil. ... EMI Finland Oy has started its own mail order venture Suuri Musiikkikeskus to gain experience in this expanding form of retailing. ... Emily Bradshaw of Nashville plans to bring over Finland's Country Express (EMI) for the annual Fanfare Festival which takes place later this year in Nashville. ... Danny (Scandia) will tour Finland this summer with the reigning Miss Finland, Armi Aavikko.

Jukka Tolonen (Love), who is currently looking for a new U.S. contract, has just returned from a Swedish tour. ... Timo Salenius is now in charge of EMI Finland's domestic public relations, while Leona Stark takes care of the international p.r. department. ... Restaurant musicians and the Finnish musicians' union are seeking a \$600 minimum monthly wage for their members and recently gave warning of a strike in the hotel and restaurant field.

KARI HELOPALTIO

## VIENNA

Amadeo Schallplatten has acquired the MCA repertoire for Austria. ... In for concerts in

Vienna were Jerry Lee Lewis (Mercury), Roger Whittaker (Aves), Nana Mouskouri (Philips), Jack Bruce and his band (RSO) and guitarist John McLaughlin with Shakti. ... CBS artist Tina Rainford is to make a promotion tour and recordings for the TV pop show "Spotlight" here in June. ... Erich Pomassl has joined Amadeo as promotion manager. ... CBS has released a new album by the Austrian pop group Misthaufem. This month the group makes a tour through Austria and will play dates in Munich and Bobligen. ... Twiggy (Mercury) was recently in Villach for the ORF television show "Jahrmarkt." ... Spanish singer Tony De Navara (Crystal) was here on a promotion tour. ... K-Tel has announced Austrian sales of records and cassettes worth \$2,530,000 since last summer. ... EMI artists Smoke and Pussycat will be in Vienna in June to record for the "Spotlight" TV show. ... Polydor has sold 100,000 copies of the last LP by the folk duo Klaus & Ferdi, "20 Most Successful Songs." ... The Vienna Volksoper will give concerts in South Korea and Japan in the fall of 1978. ... Leopold Senghor, president of Senegal, will open the Salzburg Festival on July 24. ... Mexican violinist Hermilio Novelo performed here in concert. ... The Cleveland Quartet presented an evening of chamber music in the Vienna Musikverein, featuring works by Haydn, Beethoven and Mendelssohn.

MANFRED SCHREIBER

## HAMBURG

International Music Service (IMS), an import division of Deutsche Grammophon, sold more than 100,000 albums to 250 dealers at its exhibition held here. ... Neil Diamond starts a German tour with a Hamburg concert in June. ... Ariola's Monti Leutner voted "most popular record chief of the year" by promoters Marcel Avram and Marek Liberburg and received a commemorative trophy.

Ritchie Blackmore and his group Rainbow produced an album in the Polydor studios here. ... Rold Baierle, head of Roba Music in Hamburg, signed a deal with CAM-AL Music of London. ... Katja Ebstein has the German-language version of "Don't Cry For Me Argentina." ... Teldec signs a catalog deal with Storyville in Denmark. ... Sales of more than 120,000 on Elvis Presley's RCA single "Moody Blue."

Radio station Europawelle Saar in Saarbrücken giving Golden Europe trophies to Udo Jürgens, Heino, Frank Farian, Ricky King and Boney M as the most successful recording artists of 1976. ... Roger Whittaker sold a million albums in Germany and received six silver and one gold disks from Gerhard Weber, Metronome director.

German group Love Generation on the UA label released in France, U.K. and U.S. with "San Francisco." ... Teldec singer Kevin Johnson, from Australia, flew in to cut his first German single. ... Italian singer Donatella sold more than 100,000 units of her single "Laiola." ... Producer Gerd Thumser, from Munich, produced an album for actress Liselotte Pulver in Berlin.

Metronome marketing chief Klaus Ebert set up a fund for rock concerts in Germany with the groups from the Brain label. ... Lyricist Carl Ulrich Blecher died in Berlin, aged 53. ... Johann Michel, of Melodie der Welt, signed a contract with Gilbert Becaud and his publishing company Ridereau Rouge.

Rainer Schmidt-Walk, of Deutsche Grammophon, reports that Polydor is to push German group Randy Pie in America and elsewhere in search of international acceptance. ... Volker Spielberg, of Intersong, says Tina Rainford's "Silver Bird" stayed in the German chart for 30 weeks.

WOLFGANG SPAHR

## EMI Regains Singles Title In U.K. Quarterly Report

LONDON—EMI here has regained its long-held title as boss company in the singles market during the first three months of 1977, according to the latest sales survey from the British Market Research Bureau.

With a 19.6% share the major has snatched back the crown from CBS, winner of the previous quarter's sales battle, and put 6.8% points between the two companies. At the same time, EMI maintained its dominance of the album market with an improved performance (23%), more than double the 11.3% of its nearest competitor WEA, itself engaged in a tough battle with CBS for the "we-try-harder" number two slot.

Other figures from the survey reflect the power of David Soul as Pri-

vate Stock seized fifth place in the singles stakes with a 6% share, compared with 1.8% in the previous quarter. The actor-singer's "Don't Give Up On Us" was the quarter's top 45.

There was a singles upsurge, too, by Chrysalis (5%), thanks largely to Leo Sayer, while both Phonogram and RCA turned in improved performances. Other creditable contenders in this area were United Artists and Creole.

In albums, Decca, Phonogram and Polydor all registered lower shares, compared with both the previous quarter and the first three months of 1976. The top five titles in the LP field stressed the power of tv advertising, with only one, "Animals" by Pink Floyd, not promoted via the medium.

## Dealers Select Best In U.K.

LONDON—The annual awards by the Gramophone Record Retailers' Committee for technical and artistic merit in records have been presented here.

At the celebratory lunch, dealers, record executives and media people were joined for the first time by award-winning artists. CBS managing director Maurice Oberstein and Leslie Hill, EMI U.K. managing director, were among those picking up awards for their companies, each of which won, or was highly commended in six categories.

Five awards went to Decca; four to RCA; two each to CRD—placed among the winners for the first time—and Phonogram and Polydor; and one each to the BBC and, for the first time, to Music For Pleasure.

It was agreed that the decision to invite the artists gave an extra dimension to the event and those who stepped up included Joseph Cooper, pianist and host to the tv music-quiz series "Face The Music"; Gavin Henderson, general manager of the New Philharmonic Orchestra; organist Nicolas Kynaston; John Tavener, composer and conductor; and jazzman Acker Bilk.

Laurie Krieger, GRRC chairman, pointed out that the awards were for dealers by dealers, selected by a committee of nine retailers. He felt the record industry could now not do without them, stressing that more record companies each year submitted records for judging.

Award categories include: best complete opera, "La fedelta premiata," by the Lausanne Chamber Orchestra (Phonogram); best orchestral concert, "Richard Strauss, The Complete Works," by the Dresden State Orchestra (EMI); best solo instrumental, "Bach—Organ Works," by Nicolas Kynaston (CFP).

Best MOR vocal, "Side By Side by Stephen Sondheim" (RCA); best spoken word, "Watership Down," read by Roy Dotrice (Argo).

Among those highly commended were Tippett's "Suite For The Birthday Of Prince Charles," by the London Symphony Orchestra (Phonogram); Decca's recording of Gershwin's "Porgy And Bess," by

## Garfield To Capricorn

TORONTO—Seven-piece Toronto act Garfield, signed to Polydor Records in Canada, has signed an exclusive two-year recording agreement with Capricorn Records for the rest of the world.

Under the recently signed agreement, Garfield must record three albums for Capricorn during the two-year period.

## International New Rock Venue Opens In London

LONDON—A new rock venue, Music Machine, has opened in London, following the recent reopening of the Rainbow Theatre and the launch of Sounds Circus. The new hall is owned by the Midlands leisure conglomerate F and H Entertainment, and the first bill there featured Sassafras and Raymond Froggatt.

Booking policy is to be based on up-and-coming acts Mondays-Wednesday, with bigger names at the end of the week. But Mick Parker, general manager, says: "We have a slight problem in getting the bands we want. When we try to book some of the bigger acts we come up against a brick wall. There seems to be a lot of politics involved, and most of the bands don't want to be the first to play here."

Certainly it is a new-type venue. It holds more than 1,000 people, with seating space for around 500. It is not theatre-seated, because visitors are encouraged to walk around and use the bars and the restaurant.

Each evening two rock-style acts are presented, followed by disco dancing. Ticket prices are from \$1.70 midweek to \$3.40 at weekends for the bigger-name bands.

Acts there during April have been Liverpool Express, Trapeze, Roogalator, Nutz and Alberto Y Lost Trios Paranoias, among others.

Steve Hodges, booking agent from the Bron Organization, says of the "difficulties" experienced by Parker in getting acts: "One awaits audience reaction to a new venue. A new venture with a new formula such as this can only be judged by audience reaction."

the Cleveland Symphony Orchestra; "The Baroque Concerto In England," by the Thames Chamber Orchestra (CRD); "Mozart String Quartets," by the Juilliard Quartet, and "Berlioz Requiem," by the Orchestre National de France, both on CBS; and, in the "bargain price" section, Joseph Cooper's playing on "The World Of Joseph Cooper, Vol. 2" (Decca).

The one category decided with no voting from the awards committee is that of top-selling singles and albums in the pop field and the winners were "Save Your Kisses For Me," the Brotherhood of Man single, and "Abba's Greatest Hits" of Epic.

## RCA Re-Release Splurge Sprays 16 Presley Singles

By PETER JONES

LONDON—RCA here hopes to break six Elvis Presley singles in the Top 50 simultaneously via the May 6 release of his 16 number one hits in the U.K. since his career was launched in 1956.

The idea clearly follows on EMI's Beatles' and Motown singles re-release patterns of last year and is backed by substantial expenditure on packaging and in-store promotional material.

Phil Dexter, RCA U.S. label manager, says he is confident that the 45s, which span the era from "All Shook Up" in 1957 to "The Wonder Of You" in 1970, will appeal to two large new markets—teenagers buying Presley for the first time—and the

longtime Presley addicts whose original singles need replacing.

The 14 titles between the first and last are "Jailhouse Rock," "I Got Stung," "A Fool Such As I," "It's Now Or Never," "Are You Lonesome Tonight," "Wooden Heart," "Surrender," "His Latest Flame," "Rock-A-Hula Baby," "Good Luck Charm," "She's Not You," "Return To Sender," "Devil In Disguise," "Crying In The Chapel."

Dexter adds: "This set is perfect for the collector. Early customers, buying all 16 releases at once, are to get a black and gold carrying case free. A limited number of the boxes, repeating the Presley semi-profile picture motif used on all display material, goes free to dealers on a pro rata basis according to size of initial order. And if there is further demand, RCA will provide more at cost."

First mooted at the time of the Beatles re-releases, the Presley singles caused RCA problems in duplicating the original color sleeves. Original artwork was no longer available, but a U.K. collector was able to help by loaning his own copies.

RCA's tactics to stimulate interest in Presley back catalog started with the release of "Suspicion" and "Moody Blue" and has obviously paid off among disk buyers so that dealer response for the reissue pack is described as "amazing."

European pre-release demand has also been unexpectedly high but there are no release plans for the U.S., where Presley is said to be regarded as a current attraction rather than back catalog.



RECOGNITION—Sir Edward Lewis, left, chairman of Decca Records Ltd, hands a platinum disk to Willem Barents, managing director of Phonogram Holland, one of two given to mark sales of more than 120,000 double album by Mantovani and the Rolling Stones in Holland. Presentation was at Decca headquarters in London.

## BIGGEST SINCE '75

## WEA Pegs Market Push To Dates By Hot U.S. Acts

LONDON—With five of its U.S. acts currently touring here, and three only recently departed, WEA is going through a most intensive merchandising and advertising program—its biggest since the Warner Bros. "Music Show" in 1975.

The U.S. visitors, all headlining, are the Eagles, the Four Seasons, the Detroit Spinners, Chris Hillman and Tom Waits. The departed attractions are Fleetwood Mac, Harry Chapin and Emmylou Harris, all now receiving WEA follow-through activity.

The Eagles' eight concert dates were sold out in a matter of hours, the Wembley appearances being over-subscribed to the tune of some 20,000 applications. A giant billboard reading "London Welcomes The Eagles" was set up in London's Cromwell Road. Advertising included a full page in the Daily Mirror.

"Helicon," the Four Seasons' new album, was pushed out to coincide with the group's appearances at the London Palladium and in the regions. This tour is reportedly the last for the group with Frankie Valli in the lineup, and he is to concentrate totally on his solo career from September.

The Detroit Spinners team, touring with UA's Brass Construction, is having its new album "Smash Hits" promoted along with back catalog and a special 12-inch EP, the first 10,000 in color sleeves, has been made available as a further boost.

Chris Hillman is part of a joint headline tour with Roger McGuinn and Gene Clark, all three being original Byrds, and merchandising concentrates on his Asylum album "Slippin' Away," with a same-name single. His new album "Clear Sailing" has been delayed until June so press advertising will follow on the back of the tour.

For Tom Waits, WEA has released his previously unavailable album "Small Change."

John Fruin, WEA U.K. managing director, says: "What it adds up to is very little sleep for a large portion of

the company, particularly in the management, press, promotion and merchandising areas. But retailers are delighted that WEA artists are prepared to come to this country and directly promote, to everyone's benefit. To cope, we are juggling displays and merchandising and our best description of how things are going with our competitors is that we are locked in combat with them!

"But the biggest problem, I must admit, is getting to retailers to change displays quickly enough."

## Arnold, Morrow Launch Pentagon

LONDON—The production and songwriting team of Chris Arnold and Geoff Morrow has launched a record label, Pentagon, which is buying television time to project the first single, "What's A Nice Girl Like You," by the group Child.

Company policy, according to Morrow, is to treat each release individually, using whatever approach is considered best for a particular record. Television was picked, at a cost of around \$8,000, for Child because the act has a large, established following—it previously was with the Buk company—in the 8-15 age bracket, with a 5,000-strong fan club.

Pentagon policy is to work on releases until they break through and for this reason will concentrate on no more than three acts in its first year. Second is Anne Gallant, Scottish singer, but her single will not come out until the company has completed its efforts on behalf of Child.

Finance for the company comes from Arnold and Morrow's composing and production activities. They were responsible for the launch here of Guys 'n' Dolls and the group's first three hits, and have written songs for the Carpenters, Engelbert Humperdinck, Elvis Presley and Dusty Springfield.

## Russians Plan Disk Expo

MOSCOW—A special exposition devoted to the history of spoken-word recordings is being set up at the Literary Museum here later this year, and will include disks of the voices of many Russian writers and poets.

It is known that Thomas Edison presented Leo Tolstoy with a phonograph recording device in 1908. Edison's team made some 80 recordings of Tolstoy's voice in conversation and short narrations at his Yasnaya Poliana estate near Tula.

Around 40 of these recordings have been preserved and were used by Melodiya Records to make up a special two-record set released a year ago.

Other exhibits will include antique and rare recording and playback equipment of both Russian and international origin. The exposition is being built by Leo Shipov, head of the recording department at the museum and is part of celebrations devoted to the centenary of the gramophone.

# Billboard Hits Of The World

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

## BRITAIN

(Courtesy Music Week)  
\*Denotes local origin  
SINGLES

This Week	Last Week	Title	Label
1	1	KNOWING ME KNOWING YOU—Abba (Epic)—Bocu (B. Anderson/B. Ulvaeus)	Epic
2	2	RED LIGHT SPELLS DANGER—Billy Ocean (GTO)—Black Sheep/Heath Levy (Ben Findon)	GTO
3	4	FREE—Deniece Williams (CBS)—Kee-Drick (M. White/C. Stepne)	CBS
4	9	SIR DUKE—Stevie Wonder (Motown)—Jobete (Stevie Wonder)	Motown
5	3	I DON'T WANT TO PUT A HOLD ON YOU—Berni Flint (EMI)—Sparta Florida (Mike Berry/Hal Shafer)	EMI
6	7	HAVE I THE RIGHT—Dead End Kids (CBS)—Ivy Music (Barry Blue)	CBS
7	10	YOU DON'T HAVE TO BE A STAR—Marilyn McCoo & Billie Davis Jr. (ABC)—Screen Gems/EMI (Don Davies)	ABC
8	5	GOING IN WITH MY EYES OPEN—David Soul (Private Stock)—Macaulay (Tony Macaulay)	Private Stock
9	16	PEARL'S A SINGER—Elkie Brooks (A&M)—Carlin (Leiber/Stoller)	A&M
10	8	SUNNY—Boney M (Atlantic)—Campbell Connelly (Frank Farian)	Atlantic
11	12	OH BOY—Brotherhood of Man (Pye)—ATV (Tony Hiller)	Pye
12	15	WHODUNIT—Tavares (Capitol)—ATV (Freddie Perren)	Capitol
13	48	I DON'T WANT TO TALK ABOUT IT—FIRST CUT IS THE DEEPEST—Rod Stewart (Riva)—Rondor/Cat	Riva
14	26	I WANNA GET NEXT TO YOU—Rose Royce (MCA)—Leeds (Norman Whitfield)	MCA
15	14	GIMME SOME—Brendon (Magnet)—Sunbury (Jonathan King)	Magnet
16	13	LAY BACK IN THE ARMS OF SOMEONE—Smokie (RAK)—Chinnichap/RAK (Mike Chapman)	RAK
17	23	SOLSBURY HILL—Peter Gabriel (Charisma)—Hit & Run (Bob Ezrin)	Charisma
18	6	WHEN—Showaddywaddy (Arista)—Southern (Mike Hurst)	Arista
19	20	LONELY BOY—Andrew Gold (Asylum)—Warner Bros. (Peter Asher)	Asylum
20	18	HOW MUCH LOVE—Leo Sayer (Chrysalis)—Chrysalis/Screen Gems (Richard Perry)	Chrysalis
21	32	HOTEL CALIFORNIA—Eagles (Asylum)—Copyright Control (Bill Szymczyk)	Asylum
22	24	THE SHUFFLE—Van McCoy (H&L)—Warner Bros. (Van McCoy)	H&L
23	19	ROCKBOTTOM—Lynsey de Paul/Mike Moran (Polydor)—Chappel/Robinson/Sparkle (Mike Moran/Lynsey de Paul)	Polydor
24	31	AIN'T GONNA BUMP NO MORE—Joe Tex (Epic)—London Tree (Buddy Killen)	Epic
25	27	A STAR IS BORN (Evergreen)—Barbra Streisand (CBS)—Warner Bros. (B. Streisand/P. Ramone)	CBS
26	11	SOUND AND VISION—David Bowie (RCA)—S.A.R.L./Fleur (David Bowie/Tony Visconti)	RCA
27	34	SMOKE ON THE WATER—Deep Purple (Purple)—B. Feldman/Hec (Deep Purple)	Purple
28	38	GOOD MORNING JUDGE—100.C. (Philips)—St. Annes (100.C.)	Philips
29	29	ANOTHER FUNNY HONEYMOON—David Dundas (Air)—Air (Roger Greenaway)	Air
30	41	MARQUEE MOON—Television (Elektra)—Warner Bros. (Andy Johns/Tom Verlaine)	Elektra
31	47	WHERE IS THE LOVE—Delegation (State)—Screen Gems/EMI (Ken Gold)	State
32	30	7 THOUSAND DOLLARS AND YOU—Stylistics (H&L)—Cyril Shane (Hugo/Luigi)	H&L
33	25	TOGETHER—O.C. Smith (Caribou)—ATV Music (John Guerin/Max Bennett)	Caribou
34	21	MOODY BLUE—Elvis Presley (RCA)—EMI Music (Felton Jarvis)	RCA
35	28	SOUTHERN NIGHTS—Glen Campbell (Capitol)—Warner Brothers (Garry Klein)	Capitol
36	50	YOU ARE MY LIFE—Barry Biggs (Dynamic)—State (Byron Lee)	Dynamic
37	22	LOVE HIT ME—Maxine Nightingale (United Artists)—ATV (Denny Diante)	United Artists
38	—	MAH NA MAH NA—Piero Umiliani (EMI International)—Lorna Music	EMI International
39	35	RIO—Michael Nesmith (Island)—Warner Bros. (Michael Nesmith)	Island
40	17	CHANSON D'AMOUR—Manhattan Transfer (Atlantic)—Carlin (Richard Perry)	Atlantic
41	—	LET 'EM IN—Billy Paul (Philadelphia)—McCartney/ATV (Gamble/Huff)	Philadelphia
42	—	DON'T STOP—Fleetwood Mac (Warner Bros.)—Copyright Control (Fleetwood Mac/Dashut/Laiffal)	Warner Bros.
43	45	IT'S YOU—Manhattans (CBS)—April (Manhattans/B. Martin)	CBS
44	49	REAL MOTHER FOR YA—Johnny Guitar Watson (DJM)—DJM (Johnny Guitar Watson)	DJM
45	40	SAY YOU'LL STAY UNTIL TOMORROW—Tom Jones (EMI)—DJM (Gordon Mills)	EMI

46	46	I MIGHT BE LYING—Eddie & The Hot Rods (Island)—Island (Ed Hollis)	Island
47	—	GONNA CAPTURE YOUR HEART—Blue (Rocket)—Rocket (Elton John/Clive Franks)	Rocket
48	—	LUCILLE—Kenny Rogers (United Artists)—Campbell Connelly (Larry Butler)	United Artists
49	42	ENJOY YOURSELF—Jacksons (Epic)—Carlin (Gamble/Huff)	Epic
50	—	I'M YOUR BOOGIE MAN—K.C. & The Sunshine Band (TK)—Sunbury (K.C./Finch)	TK

## WEST GERMANY

(Courtesy Musikmarkt)  
As of 4/15/77  
\*Denotes local origin SINGLES

This Week	Last Week	Title	Label
1	1	KNOWING ME, KNOWING YOU—Abba (Polydor)—SMV	Polydor
2	2	PORQUE TE VAS—Jeanette (Polydor)—Melodie der Welt	Polydor
3	3	LIVING NEXT DOOR TO ALICE—Smokie (RAK/EMI)—Melodie der Welt	RAK
4	4	LAY BACK IN THE ARMS OF SOMEONE—Smokie (RAK/EMI)—Melodie der Welt	RAK
5	5	TARZAN IST WIEDER DA—Willem (Ariola)—Cyclus	Ariola
6	6	OH, SUSI (DER ZENSIERTE SONG)—Frank Zander (Hansa/Ariola)—Intro	Hansa
7	7	LOST IN FRANCE—Bonnie Tyler (RCA)—Melodie der Welt	RCA
8	8	ANOTHER FUNNY HONEYMOON—David Dundas (Chrysalis/Phonogram)—Roba	Chrysalis
9	9	DON'T LEAVE ME THIS WAY—Thelma Houston (Tama Motown/EMI)—April	EMI
10	10	DON'T CRY FOR ME ARGENTINA—Julie Covington (MCA/Metronome)—Leeds/Gerig	MCA

## JAPAN

(Courtesy Music Labo)  
As of 4/25/77  
\*Denotes local origin SINGLES

This Week	Last Week	Title	Label
1	1	KAERANAI—Kentaro Shimizu (CBS/Sony)—Nichion	CBS
2	2	CARMEN '77—Pink Lady (Victor)—Nichion, NTVM	Victor
3	3	YUMESAKI ANNAININ—Mormoe Yamaguchi (CBS/Sony)—Tokyo	CBS
4	4	FEELINGS—Hi-Fi Set (Express)—Nipo-American	Express
5	5	AMAYADORI—Masashi Sada (Elektra)—JCM, Bird	Elektra
6	6	SKY HIGH—Jigsaw (BASF)—MCA	BASF
7	7	YASASHII AKUMA—Candies (CBS/Sony)—Watanabe	CBS
8	8	MY PURE LADY—Ami Ozaki (Express)—Intersong	Express
9	9	DEDICATION—Bay City Rollers (Arista)—PMP	Arista
10	10	TSUGURUKAIKYO FUYUGESHIKI—Dayuri Ishikawa (Columbia)—Tokyo	Columbia
11	11	HI-HI-HI—Teruhiko Aoi (Teichiku)—PMP, RFMP	Teichiku
12	12	HITORI SHIBAI—Akira Fuse (King)—Watanabe	King
13	13	MUKASHINO NAMAEDA DETAIMASU—Akira Kobayashi (Crown)—CMP	Crown
14	14	BOOMERANG STREET—Hideki Saijo (RCA)—Geiei	RCA
15	15	SHITSUREN RESTAURANT—Kentaro Shimizu (CBS/Sony)—Nichion	CBS
16	16	GLASSZAKA—Mizue Takada (Teichiku)—Fuji, PMP	Teichiku
17	17	SUNDAY—Buster (RCA)—Toshiba-EMI	RCA
18	18	KAZED KURATTE—Nacko Ken (Canyon)—Nichion	Canyon
19	19	SEISHUN JIDAI—Koichi Morita & Top Galtant (CBS/Sony)—PMP, Nichion	CBS
20	20	SOS—Pink Lady (Victor)—Nichion, NTVM	Victor

## ITALY

(Courtesy Germano Ruscitto)  
As of 4/19/77  
SINGLES

This Week	Last Week	Title	Label
1	1	HONKY TONK TRAIN BLUES—Keith Emerson (Manticore-Ricordi)	Manticore
2	2	FURIA—Hal (Ricordi)	Ricordi
3	3	ALLA FIERA DELL'EST—Angelo Braduadi (Polydor-Phonogram)	Polydor
4	4	SOLO—Claudio Baglioni (RCA)	RCA
5	5	IF YOU LEAVE ME NOW—Chicago (CBS-MM)	CBS
6	6	TU MI RUBI L'ANIMA—Collage (SAAR)	SAAR
7	7	BELLA DA MORIRE—Homo Sapiens (Rifi)	Rifi
8	8	AMARSI UN PO—Lucio Battisti (Numero Uno-RCA)	RCA
9	9	REGINA AL TROUBADOUR—Le Orme (Phonogram)	Phonogram
10	10	I WISH—Stevie Wonder (Motown-EMI)	Motown
11	11	OBABALUBA—Daneila Goggi (CBS-MM)	CBS
12	12	BLACK IS BLACK—La Belle Epoque (EMI)	EMI
13	13	ALL'IMPROVVISO L'INCOSCENZA—Roberto Soffici (Fonit/Cetra)	Fonit

14	14	TEXTAZIONE—Franco Simone (Rifi)	Rifi
15	15	BLOOD AND HONEY—Amanda Lear (Polydor-Phonogram)	Polydor

## AUSTRALIA

(Courtesy Radio 2SM)  
As of 4/15/77  
SINGLES

This Week	Last Week	Title	Label
1	1	TORN BETWEEN TWO LOVERS—Mary McGregor (RCA)	RCA
2	2	DON'T GIVE UP ON US—David Soul (Private Stock)	Private Stock
3	3	LIVING NEXT DOOR TO ALICE—Smokie (RAK)	RAK
4	4	THAT'S ROCK 'N' ROLL—Sjaun Cassidy (WEA)	WEA
5	5	DADDY COOL—Boney M (Atlantic)	Atlantic
6	6	DON'T CRY FOR ME ARGENTINA—Julie Covington (NCA)	NCA
7	7	WHEN I NEED YOU—Leo Sayer (Chrysalis)	Chrysalis
8	8	THE WAY YOU DO IT—Pussyfoot (EMI)	EMI
9	9	THE THINGS WE DO FOR LOVE—10CC (Phonogram)	Phonogram
10	10	KNOWING ME KNOWING YOU/HAPPY HAWAII—Abba (RCA)	RCA

This Week	Last Week	Title	Label
1	1	FRAMPTON COMES ALIVE—Peter Frampton (Festival)	Festival
2	2	HOTEL CALIFORNIA—The Eagles (Asylum)	Asylum
3	3	A NEW WORLD RECORD—E.L.O. (United Artists)	United Artists
4	4	RUMOURS—Fleetwood Mac (Reprise)	Reprise
5	5	IN YOUR MIND—Bryan Ferry (Polydor)	Polydor
6	6	ANIMALS—Pink Floyd (CBS)	CBS
7	7	EVITA SOUNDTRACK—Various Artists (Astor)	Astor
8	8	ENDLESS FLIGHT—Leo Sayer (Chrysalis)	Chrysalis
9	9	A STAR IS BORN—Streisand & Kirstoffer-son	Warner Bros.
10	10	A NIGHT ON THE TOWN—Rod Stewart (Warner Bros.)	Warner Bros.

## HOLLAND

(Courtesy Stichting Nederlandse Top 40)  
SINGLES

This Week	Last Week	Title	Label
1	1	MY BROKEN SOUVENIRS—Pussycat (EMI/Bovema)	EMI
2	2	NON STOP DANCE—Gibson Brothers (CHR)	Gibson
3	3	LAY BACK IN THE ARMS OF SOMEONE—Smokie (RAK)	RAK
4	4	SOUND AND VISION—David Bowie (RCA)	RCA
5	5	YOU NEVER CAN TELL—Emmylou Harris (Warner Bros.)	Warner Bros.
6	6	I'M YOUR BOOGIE MAN—KC and Sunshine Band (RCA)	RCA
7	7	YOU'RE MY WORLD—Guys and Dolls (Magnet)	Magnet
8	8	WHAT CAN I SAY—Boz Scaggs (CBS)	CBS
9	9	GO YOUR OWN WAY—Fleetwood Mac (Warner Bros.)	Warner Bros.
10	10	WHODUNIT—Tavares (Capitol)	Capitol

## BELGIUM

(Courtesy HUMO)  
As of 4/5/77  
SINGLES

This Week	Last Week	Title	Label
1	1	GO YOUR OWN WAY—Fleetwood Mac (Reprise)	Reprise
2	2	LAY BACK IN THE ARMS OF SOMEONE—Smokie (EMI)	EMI
3	3	A MILLION IN ONE TWO THREE—Dream Express (Vogue)	Vogue
4	4	FAIRY TALE—Dana (EMI)	EMI
5	5	THE BIG BEAR BUMP—Ronny & The Big Bear	Phonogram
6	6	NON STOP DANCE—Gibson Brothers (PNR)	Gibson
7	7	VOICI LES CLES—Gerard Lenorman (CBS)	CBS
8	8	MY BROKEN SOUVENIRS—Pussycat (EMI)	EMI
9	9	ET SI TU PARS—Art Sullivan & Kiki (Philips)	Philips
10	10	DON'T LEAVE ME THIS WAY—Thelma Houston (EMI)	EMI
11	11	DON'T CRY FOR ME ARGENTINA—Julie Covington (EMI)	EMI
12	12	C'EST LA VIE—Emmylou Harris (EMI)	EMI
13	13	WHAT CAN I SAY—Boz Scaggs (CBS)	CBS
14	14	KNOWING ME KNOWING YOU—Abba (Vogue)	Vogue
15	15	SAVE THE LAST DANCE FOR ME—Cats (EMI)	EMI

This Week	Last Week	Title	Label
1	1	EVITA—Div. Art. (EMI)	EMI
2	2	RUMOURS—Fleetwood Mac (Reprise)	Reprise
3	3	VLAANDEREN MIJN LAND—Wib Tura (Topkapit)	Topkapit
4	4	GREATEST HITS OF SMOKIE—(EMI)	EMI
5	5	ARRIVAL—Abba (Vogue)	Vogue

# Talent Talent In Action

Continued from page 41

## WALTER JACKSON PHYLLIS ST. JAMES

Roxy, Los Angeles

A jam-packed house accorded Jackson two standing ovations after the robust, crippled vocalist worked a 55-minute standout set on steel crutches in a rare appearance locally April 6.

Jackson live exceeds even his excellent recorded outings on Brunswick and now the Chi-Sound label. His patter between songs is intuitively scintillating. He needn't be apologetic as he was opening night.

Since he started singing from a wheelchair on Chicago's South Side years ago, he's learned a mike technique which equals any singer in the business.

He can attack a lyric with the power of a Sherman tank or the sensitivity of a hummingbird foraging pollen. And listeners' ears are never violated, even in the overwattled confines of a rock club like this one. It's a treat not to ever have to grope for unintelligible words of a lyric, as one had to consistently when opening act Phyllis St. James blasted most of her songs. Jackson is especially adept at moving judiciously from a whisper, which entices the ear, to a pertinent crescendo.

Veteran arranger/conductor Riley Hampton ably batoned a 15-piece big band during the 10 tune set. The entire performance would be enhanced if less mikes captured the big backing band, providing more of a backdrop effect to the dramatic amplified colorations of Jackson's voice.

St. James was overpowered by her own nine-piece rock band backup. She can profit from watching and listening to Jackson vary his volume. The attractive young black chirp has the

stuff and makes a strong effort. She should do more standard songs so one can distinguish her individual qualities. JOHN SIPPEL

## EDDY ARNOLD

Hotel Sahara, Las Vegas

After 20 years in the recording business and some 70 million records later, RCA artist Eddy Arnold April 2 amply demonstrated his "live" cabaret capabilities with a memorable, tight program. Arnold's hour-plus, 12-song set included chart climbing "(I Need You) All The Time," an easy-listening MOR country ballad from his return album with RCA.

Although receiving more response to his past hits, from "What's He Doing In My World?," "Make The World Go Away" to "Bouquet Of Roses" and "Lonely Again" while soloing on guitar, Arnold illuminated more recent pop hits "After The Lovin'," "I Honestly Love You" and over-performed "I Write The Songs" in his traditional tones, albeit a dead-ringer for fellow crooner Perry Como.

Entering his third year at the Sahara, Arnold opened with a medley of "Welcome To My World," "Please Release Me" and "Oh, Lonesome Me," setting a low-key, controlled pace for the rest of the show. Joining Arnold on "I'm The Richest Man In The World" and "Country Boy" was the Mike Curb Congregation, in an abbreviated, too-brief accompaniment. The three-gal, three-guy backup added vitality and a classy touch while on stage.

Anchored in country western roots, Arnold perhaps slid through a safe collection of styles and material, mostly country-pop songs. With his years of experience, a wider range of musical choices could enliven his club shows.

HANFORD SEARL

# Steve Allen's 4 Formats

Continued from page 41

"It's better to listen to an excellent song by an Irving Berlin than some dumb song by some kid today or some excellent song by some kid today than some dumb song written by someone years ago," he comments.

"I deliberately select old songs from the '20s and '30s and the kids eat it up. I sing one chorus and say, 'just listen to these words or to this melody.' They find my point reasonable: be interested in excellence."

Allen sings in his shows, a fallback to his days as a professional vocalist before he became well-known for his comedic antics.

When he did his Roxy show (with Terry Gibbs fronting a small group), the program was his own material. Since the majority of people who bought his numerous LPs were listeners in his age bracket—50s and under—did he have to scratch a lot of material to favor a more youthful audience?

No. "I took out one song and it was ironically a today type of tune," Allen replies. "It was called 'Keep It From Me' and it was a tragic song about an unhappy father-son relationship. The tragedy of the message brought the first show down, so I took it out." It was replaced by the theme from "Laugh Back," an Allen flashback type of comedy show in syndication.

Allen says that despite his owning 100% of Meadow Lane Music and 50% in Rosemeadow Publishing (formerly Bregman, Vocco, Conn), the majority of his compositions are for his own ears. "Ninety-five percent of my playing is for no one but myself."

Allen estimates he writes three songs a week with a small percentage for commercial usage. He estimates he's written more than 4,000 songs since he began when he was 12. Ninety-five percent of the tunes are his own music with the remainder utilizing outside lyricists.

Among his better known works are: "This Could Be The Start of

Something," "Theme From Picnic," "Impossible," "Pretend You Do See Her, My Heart" and "Gravy Waltz."

Having a supply of his own tunes allows him a core of material to work with during his personals.

Three years ago he began appearing with symphonies and has thus far performed with the Boston Pops plus Orlando, Cleveland and Madison, Wis., aggregations.

He combines comedy with music for such locations as the Tropicana in Las Vegas, Playboy Clubs, Blue Max, Chicago and Hyatt Regency, Detroit.

Most of his LPs for Dot were beautiful music but there were jazz outings for Dot and Flying Dutchman. In a moment of candor for a pianist, Allen notes: "I'm a very third-rate jazz pianist. My competence in jazz is as a composer. The one form of jazz I do play well is boogie-woogie."

## Millie Jackson

Continued from page 34

Jackson, who says she makes no career plans for herself, but rather picks up on things as they come along, is also busy managing an r&b group, Facts Of Life, whose new LP "Sometimes" has made a strong entry into the soul chart.

Jackson says that she got involved in this project a few years back since the members of the group were old friends and she was able to produce them.

She says she had to change the name of the group from Gospel Truth, because people thought it was a gospel group when in fact it was doing songs about love triangles.

As far as her own recording career, she is philosophical.

"Music is just a way of making money," she says. "And I just do it. It all just happened. I was in club one night and somebody dared me to sing, and so I sang. The same thing happened with recording. I didn't knock on anybody's door."

# MARKETPLACE

CHECK TYPE OF AD YOU WANT:

Check heading under which ad is to appear  
(Tape & Cartridge category classified ad is not accepted.)

- REGULAR CLASSIFIED—85¢ a word. Minimum \$17.00. First line set all caps. Name, address and phone number to be included in word count.
- DISPLAY CLASSIFIED AD—One inch, \$38.00, 4 times \$34.00 each, 26-times \$32.00 each, 52-times \$27.00 each. Box rule around all ads.
- Box Number. c/o BILLBOARD, figure 10 additional words and include \$1.00 service charge for box number and address.

- Distribution Services
- Record Mfg. Services, Supplies & Equipment
- Help Wanted
- Used Coin Machine Equipment
- Promotional Services
- Comedy Material
- Business Opportunities
- Professional Services
- For Sale
- Wanted to Buy
- Publishing Services
- Miscellaneous

DEADLINE—Closes 4:30 p.m. Monday, 12 days prior to date of issue.

CASH WITH ORDER. Classified Adv. Dept., Billboard.

CALL TOLL FREE (Except NY State) 800-223-7524

ADDRESS ALL ADS—BILLBOARD, Classified Ad Dept., 1515 Broadway, New York, N.Y. 10036 or telephone (212) 764-7433.

Enclosed is \$ \_\_\_\_\_  Check  Money Order  
PAYMENT MUST ACCOMPANY ORDER  
Or you may pay for your classified advertising on your credit card.  
Credit Card No. \_\_\_\_\_  American Express  
Card Expires \_\_\_\_\_  Diners Club  
Signature \_\_\_\_\_  BankAmericard  
Bank # (Required) \_\_\_\_\_  Master Charge

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_  
Telephone No. \_\_\_\_\_

## FOR SALE

**8 TRACK BLANKS**  
Studio Quality Cartridge  
Low Noise. High Output Tape

1 Min. to 55 Min.	70¢
56 Min. to 70 Min.	85¢
71 Min. to 90 Min.	99¢

\$25.00 Minimum Orders C.O.D. Only  
**Andol Audio Products, Inc.**  
4212 14th Ave., Brooklyn, N.Y. 11219  
(212) 435-7322 de31

**8 TRACK & CASSETTE BLANKS**  
SCOTCH 3M TAPE

5 Min. to 30 Min.	80¢
31 Min. to 45 Min.	85¢
46 Min. to 65 Min.	90¢
66 Min. to 80 Min.	95¢

**S.B.S. MAGNETIC SOUND PRODUCTS**  
P.O. Box 2051, Peabody, Mass. 01960  
(617) 535-4836 my14

**STOP THAT THIEF!!!**  
Phony Burglar alarm Box. Unconditionally guaranteed the most effective and least expensive burglar deterrent available anywhere. 11"x14"x3". All metal. Simple installation. From \$14.95. Write:  
**ANTI-BURGLAR**  
2315 E. 7th Ave. Parkway  
Denver, Colo. 80206 my7

**M.R.I.**  
**MAJOR DISCOUNT LABEL**  
Is proud to announce the opening of a new duplicating plant in Canton, Ohio. We will be supplying distributors with prime 8-Tracks and Cassettes. Catalogs now available. For information:  
**MUSIC RENDITIONS, INC.**  
P.O. Box 1728, Station A  
Canton, Ohio 44705  
(216) 455-6839 my7

**MAJOR LABEL**  
**8 TRACK CUTOUTS AND CASSETTES**  
Call or write for a free catalog to:  
**J S J DISTRIBUTORS**  
2512 W. Fullerton, Chicago, Ill. 60647  
(312) 227-0551 tn

**JAZZ-ROCK-SOUL—IT'S ALL IN OUR LATEST** catalogue of major label cutouts. LP's are priced at 50¢ & up. Call or write today for free catalogue. Hit Records, Inc., 300 W. Elizabeth Ave., Linden, N.J. 07036 (201) 862-6336. tfa

**COMPOSERPENS—5-LINER AND 6-LINER** ball-point pens that draw the music staff, guitar chords, tablature or graphs. Quality pens of ABS plastic made by precision injection molding \$6.95 ea.; 2 for \$12.00 (Calif. residents add 6% sales tax.) Send check or money order to: The Composerpen Co., 8617 Scripps Dr., San Diego, CA 92126. my7

**MANHATTAN RECORDS. WE EXPORT** latest 45s, LPs and Tapes to all countries. Fast delivery. 641 5th Ave., New York, N.Y. 10022. (212) 593-0019. my28

**WHILE OTHER PEOPLE ARE RAISING** their prices, we are lowering ours. Major label LP's as low as 50¢. Your choice. Write for free listings. Scorpio Music, Box 391, BC, Cornwallis Hts., Pa. 19020, USA. Dealers only. tfa

## WANTED TO BUY

I AM INTERESTED IN PURCHASING air-checks—any size market—top 40, MOR, Soul, C&W, 1964-New. Send demo or list to Chris Sutton, P.O. Box 2751, San Rafael, Calif. 94901. my7

WANTED OLD BILLBOARDS BOUND OR unbound in good condition 1969-1975 or any you'll sell. Scott Walker Jr., 4004 South 22nd Street, Omaha, Nebraska 68107. my7

## REAL ESTATE

**COUNTRY STUDIO FOR SALE**  
Well known 16-track studio, halfway New York/Boston.  
Expandable to 24-track. Farmhouse, Studio, Guest Buildings, 39 acres. Engineering/Maintenance staff. Ideal for Producers or Recording Artists. Near International Airport.  
**MONTROSE**  
159 W. 53rd St., 14E, New York, N.Y. 10019  
(212) 765-3707 or (413) 898-3425 my21

## SHOWCASE

**DISCO AND DANCE HALLS**  
ADD EXTRA PROFIT USING OUR MINIMUM CHARGE SYSTEM  
WRITE OR PHONE FOR COMPLETE DETAILS.  
**VAN BROOK OF LEXINGTON**  
P.O. BOX 5044 LEXINGTON, KY. 40505  
PHONE: 606/255-5990 mh25

## COMEDY MATERIAL

**PROFESSIONAL COMEDY MATERIAL**  
(The Service of the Stars Since 1946)  
"THE COMEDIAN"  
Original Monthly Service—\$45 yr. post. \$8 (Sample Order) 3 issues, \$15, post. \$1.80  
35 "FUNMASTER" Gag Files, \$45, post. \$7  
Anniversary Issue, \$30, post. \$3  
"How to Master the Ceremonies," \$6, post. \$1  
Every item different! No C.O.D.'s  
"WE TEACH STANDUP COMEDY" via mail  
Payable to: **BILLY GLASON**  
200 W. 54th St.,  
N.Y.C. 10019 tn

**Fruitbowl**  
BECAUSE YOU'RE MORE THAN A COMIC  
YOU'RE A PERSONALITY!!!  
Free trial month's subscription to qualified broadcasters!  
**FRUITBOWL, Dept. "B", Box 387**  
Fair Oaks, CA 95628

**WHO BUYS CRAZY RUN-INS?**  
The air personality that wants characters like Bogie, Brennan, Stewart Sullivan, yes even Squeegy and many more personally zinging him on his show. \$20.00 buys 20 personalized run-ins. STAR-DROG PRODUCTIONS, P.O. BOX 2723, New Bern, N.C. 28558. my21

**JOCKNOCKS! MAKES GREAT JOCKS** greater! Described as incredibly funny, outrageous! A must for the best! Details free. Issue \$5.00. Jocknocks, Box 4445, Cleveland, Ohio 44125. my7

**HUNDREDS OF DEEJAYS RENEWED** again this year! We guarantee you'll be better. Freebie! Contemporary Comedy, 5804-A Twining, Dallas, Texas 75227. tn

**YOU BELONG ON TOP—WITH OBITS!** Original comedy for radio entertainers. Free sample. OBITS, 366-H West Bullard, Fresno, Calif. 93704. tn

**KALEIDOSCOPE IS NOT COMEDY MATERIAL.** Kaleidoscope IS the world's only TOTAL radio PERSONALITY service. 500 subscribers. Sample at P.O. Box 4819, Walnut Creek, CA 94596. tn

**DEEJAYS: NEW SURE-FIRE COMEDY** 11,000 classified one-line gaps, \$10. Catalog free. Edmund Orrin, 41171-A Grove Place, Madera, California 93637. tn

**FRESH 18 TO 20 HUMOROUS QUIPS** weekly, 3 mos. trial \$20. FREE sample. Farquhar 2315 S. Tekoa, Spokane, Wash. 99203. tn

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

**RECORD PRESSING IN LOUISIANA**  
Quality 45 & LP pressings. Dependable. FAST Personal Service! Send us your tape and let us do the rest!  
**VILLE PLATTE RECORD MFG. CO.**  
120 E. Cypress St., Ville Platte, La. 70566  
(318) 363-3104 de10

## GOLDEN OLDIES TRADING POST

Don't Miss It!! Classified Advertising Closes Every Monday.  
"WANTED TO BUY," "FOR SALE," "SWAPPING"  
Use the headline that fits your needs.  
Regular Classified: 85¢ per word.  
Minimum \$17.00  
Display Classified: \$38.00 per column inch.  
PAYMENT MUST ACCOMPANY ORDER TO:  
**Billboard Golden Oldies Trading Post**  
1515 Broadway, New York City 10036

## FOR SALE

PRIVATE COLLECTION @ AUCTION—45s, 76s, LPs, all mini. Lasting mails in May. Send name, address to: Rick Yocum, 561 Cliffside Dr. Lexington, Ohio 44504. my7

OLDIE COLLECTORS! ORIGINAL LABEL oldies from 50s, 60s and 70s. Send \$1.00 for large 64 page catalog containing 10,000 titles. Record Scavengers, Box 387, Cockeysville, Md 21030. tn

SOLD @ AUCTION: COLLECTORS RECORDS, LP's; Jazz-Soundtracks/Personalities/Original Casts-Country/Western/Blues. Indicate which list from: Ray Macknic (or) Theo's, P.O. Box 7511, Van Nuys, Calif. 91406, U.S.A. tn

SEARCHING FOR OLD RECORDS? DIScontinued, 444 S. Victory, Burbank, California 91502. eow

## FOR SALE

**GAROLINE EXPORTS**



**BRITISH PRODUCT SPECIAL DEAL**

**THIS SPACE FOR SALE?**

**VIRGIN**  
Material our speciality  
9-11 Woodfield Road London W9 2SA England  
Telephone 01-296 6096 - Telex 22154

**PREMIUM 8-TRACK BLANKS**  
Lear Jet style cartridge with rubber roller Professional duplicating tape. 90 lengths in 1 min. increments. Private labeling available.

1 min. to 45 min. any quantity	53¢
46 min. to 65 min. any quantity	68¢
66 min. to 80 min. any quantity	73¢
81 min. to 90 min. any quantity	78¢

Headcleaners 45¢ ea.  
\$25.00 minimum orders. C.O.D. only.

**PROFESSIONAL 8-TRACK DUPLICATORS—\$995**  
**PROFESSIONAL 8-TRACK CALIBRATORS & ERASERS**  
Studio quality high speed operation. Complete warranty. Write for literature.

**BAZZY ELECTRONICS CORPORATION**  
39 N. Rose, Mt. Clemens, Mich. 48043  
Phone: (313) 463-2592 tn



**NEW RELEASES CUT-OUTS ACCESSORIES IMPORTS**

**WE HAVE IT ALL UNDER ONE ROOF!**

FATHERS & SONS 800 INDUSTRIAL BOYD, INDIANAPOLIS, IND. 46254 87-291-530  
TOLL FREE ORDER NUMBERS NATIONWIDE OVERSEAS TELEX 27-327 ATTN: KARMMA DEALERS ONLY

**CASSETTE - PARTS STANDARD - SPECIAL**

**HUBS SHIELDS**  
**WINDOWS LEADER TAPE**  
**SPRING PADS PINS**  
**CASSETTE TABS**  
**MYLAR COATED LINERS**  
**DOUBLE FLANGED ROLLERS**  
**CASSETTE SHELLS**  
**SONIC - SCREW**

**DONNAK INDUSTRIES**  
P.O. Box 422  
Ridgefield, N.J. 07657  
201-945-6820 my7

**VELVET POSTERS INCENSE—HEAD GOODS**  
Call or write for a free color brochure and a sample incense package.  
Largest selection of velvet posters anywhere. Posters 22" x 35"—\$1.25 ea. Incense—\$5 a dozen

Black Light Bulbs 50¢ each.  
18" Black light fixture \$6 ea. min. dz.

**FUNKY ENTERPRISES, INC.**  
139 - 19 Jamaica Ave.  
Jamaica, N.Y. 11435  
(212) 658-0078 oct

**YESTERYEAR GREATS BRAND NEW LP's ALL MAJOR LABELS**

25¢ each F.O.B. N.Y. Minimum order 550 assorted, packed 55-ctn 25¢ each F.O.B. N.Y.  
Prepriced from 67¢ to \$1.99 (We Export)  
**Box 566**  
Massena, N.Y. 13662  
(315) 769-2448 my7

**T-SHIRTS Lettering Systems Iron On Transfers Transfer Machines**

**BEST PRICES FAST DELIVERY**  
call or write for brochure  
**DOWNTOWN ARTCRAFT**  
107 E. 31 St. N.Y.C. 10016  
Tel 689-4233

**MAINLINE RECORDS**  
(International Division)  
**1977 Record & Tape CATALOGUE & PRICE LIST AVAILABLE**

**Mainline Records**  
Export Department  
53 Queens Road  
Buckhurst Hill, Essex, England  
Telephone: 01-505 7466

**POSTERS-INCENSE SPECIAL NEW ZODE LIGHTS**  
Posters 22" x 35"—80¢ each. Money House Incense \$4.60 doz. Money House Incense Spray \$12.00 case of 12 cans. Strobe Light \$9.00 each. (Heat transfers, Rock Stars and TV personalities) \$4.20 doz. NEWEST HOTTEST SELLING LIGHT ON THE MARKET—ZODIAC LIGHT BULBS SPECIAL PRICE—\$38.00 CASE INCLUDES 24 BULBS—2 EACH SIGN PLUS STORE DISPLAY FIXTURE

**TRI-CITY PRODUCTS**  
99 B Guess St., Greenville, S.C. 29605  
Phone (803) 233-9962 my28

**8-TRACK BLANKS ELECTRONICALLY TIMED PREMIUM TAPE ANY QUANTITY EACH LENGTH**

20 min-45 min	57¢
46 min-60 min	63¢
65 min-80 min	68¢

(\$25.00 minimum order—COD only)  
**M.H.R. SALES**  
Box 152A, Rt. 1 Dover, Pa. 17315  
(717) 292-3793 my28

**ATTN: RACK JOBBERS WIRE DISPLAY RECORD RACKS (Can be converted for 8-Track)**

- 1 ft. model will hold 100 LPs or 150 8-Tracks
- 2 ft. model will hold 200 LPs or 310 8-Tracks
- 45 RPM racks for above displays adaptable for peg boards

Call or write today!  
**RECORD WIDE DISTRIBUTORS**  
1755 Chase Dr., Fenton, Mo. 63026  
(314) 343-7100  
Ask for Jim Adams. jad

**MEN'S COLORED T SHIRTS PRINTED IN COLOR WITH LATEST ROCK AND SOUL GROUPS ASSORTED SIZES \$15 PER DOZEN**

**PALMETTO STATE ENTERPRISES**  
Route 1, Hwy. 88, Piedmont, S.C. 29673  
(803) 269-6554 (803) 845-6852 de31

**ASSORTMENT 100 C.W. 45's ONLY \$6.95**

Artists include Loretta Lynn, Conway Twitty, Charlie Pride, Hank Williams & others.

**HOUSE OF SOUNDS, INC.**  
P.O. Box 68  
Darby, Pa. 19023 my21

**LOW PRICES FREE CATALOG T SHIRTS**

Over 400 Super Selections of T Shirt Iron-Ons

- Heat transfer machines • Lettering
- Blank T Shirts • Glitter & rainbow glitter iron-ons • Printed T Shirts

**LOVE UNLIMITED T SHIRT**  
144-25 Jamaica Ave. Jamaica NY 11435  
(212) 658-1858 or 658-1875. dec24

**BEEETLES. NOVELTY, DISCOGRAPHY.** 226 listed with complete artist information. \$3.00 postpaid. Rockography, Dept. B-1, 1616 Robert Road, Lancaster, Pa. 17601. my7

MAY 7, 1977, BILLBOARD

**BUYER TRAINEES**

Licorice Pizza

has several buyer trainee positions open for our growing central buying department. Previous retail management or one-stop buying experience necessary. \$600.00 per month to start. Future opportunity for promotion to Buyer position \$9,000 to \$14,000. If you want to expand with us contact:

**JOHN HOUGHTON**  
P.O. Box 3845, Glendale, Calif. 91201  
(213) 240-6290 my7

**THE WHEREHOUSE**

An Equal Opportunity Employer

**MANAGEMENT TRAINEES**

California's largest retail record chain has an excellent on-the-job training program with starting salary of \$7800 with full company benefits.

Opportunity in 5-10 months for promotion to store manager with a salary of \$9100-10,000.

- Free to relocate
- Stores throughout California
- Retail experience and/or college helpful, but not necessary.

Send resume or letter to:  
**Attention: Personnel**  
14100 S. Kingsley  
Gardena, CA 90249 my14

**RECORD BUYER**

Minimum 3 Years Experience

Send resume to:  
**ROCKY MTN. RECORDS**  
1346 Pearl St.  
Boulder, Colo. 80302 my21

SALES REPRESENTATIVE TO EXPAND \$1.50 routes for leading Cut-out Distributor in N.Y.C. metro area. Send resume in confidence to Box 7122, Billboard, 1515 Broadway, New York, N.Y. 10036 my7

PART-TIME-TELEPHONE SALES ADMINISTRATIVE Typists Advertising and Promo-Kane-(212) 281-6700. my7

**BUSINESS OPPORTUNITIES**

**BUSINESS FOR SALE**

**SUCCESSFUL RECORD STORE**  
IN BERGEN COUNTY  
NEW JERSEY  
SHOPPING CENTER  
Call:  
(201) 825-4150 my7

AGGRESSIVE WORKING PARTNER wanted for well-known New England Recording Studio. Capital required for conversion to 24-track. P.O.B. 371, W. Stockbridge, Mass. 01266 my21

RECORD AND VARIETY STORE. ASSETS only. Reply Linda Kelly, 307 S. Mineral St., Kaysville, W. Va. 26726 my7

NEED TAX WRITE OFF? WANT TO MAKE money? Professional Rock Group seeks investor or backer for recording of an LP. Minimum investment \$10,500. Serious inquiries only. Write Mr. Joe Iannotta, c/o Mammoth Productions, 389 Yates, Calumet City, Ill. 60409. my7

**SCHOOLS & INSTRUCTIONS**

REI FIVE WEEK COURSE FOR FCC 1ST phone license. Six week course for Radio/TV announcer. Call or write today. REI, 61 N. Pineapple Ave., Sarasota, Fla. 33577, and 2402 Tidewater Trail, Fredericksburg, Va. 22401. tfn

**MISCELLANEOUS**

**BILLBOARD IS ON MICROFILM:**

Back copies of BILLBOARD are available on microfilm dating from November 1894 to December 1974.

Microfilm copies of articles or charts from any of these issues may be obtained from Billboard Publications at a cost of \$1.50 per page up to 5 pages.

For prices on additional copies and for further information contact:

**Bill Wardlow**  
General Services  
Billboard Publications  
9000 Sunset Blvd.  
Los Angeles, Cal 90069  
213/273-7040

**BILLBOARD**  
Group Subscription  
Discounts

Save 20% on subscriptions to Billboard for groups of 10 or more. For rates and information write:

**BOX 8019**  
c/o Billboard, 1515 Broadway  
New York, N.Y. 10036 tfn

**MAJOR NEW YORK CITY STUDIO**  
(24 track rooms)  
seeks  
**EXPERIENCED STAFF ENGINEER**  
with following preferred  
records—jingles

**EXCELLENT FINANCIAL OPPORTUNITY**  
Confidential phone:  
10 to 6  
(212) 730-9324 my17

**DISTRIBUTING SERVICES**

**EXPORT ONLY**

All brands phonograph records and pre-recorded tapes. Also largest selection of attractive close-out offers. 30 years of specialized service to record and tape importers throughout the world.

Dealers and distributors only.  
**ALBERT SCHULTZ, INC.**  
116 West 14th St.  
New York, N.Y. 10011  
Cable: ALBYREP Telex: 236559 ROW

**ACCESSORIES**

24 HR. FREIGHT-PAID SERVICE  
**SCOTCH, MAXELL, MEMOREX & BASF**  
Tape. **WATTS** Dust Bug, Presener, Etc. **REC-OTON** Needles. Audio, Record & Tape Access. **EVEREADY** Batteries. **PICKERING** Stylis, Cartridges & Headphones. **SHURE** Stylis & Cartridges. **SOUND GUARD** Rec. Preservative.

SEND FOR FREE CATALOG  
**AL ROSENTHAL ASSOCIATES**, 29 E. Glenside Ave.  
Dept. A, Glenside, Pa. 19038 (215) 885-5211 tfn

**WE HAVE THE BEST CUT-OUT**

record and tape list  
in America  
Major Labels . . . Major Artists  
Dealers Only  
**ALEX A. ARACO, CO., INC.**  
507 High St., Burlington, N.J. 08016  
(609) 386-3288 de24

**ATTENTION RACK JOBBERS**

Surplus 8-track and albums for sale we can supply ALL your 8-track and album needs Call today **Jim Adams** (314) 354-7100  
**RECORD WIDE DISTRIBUTORS**  
1755 Chase Drive  
Fenton (St. Louis), Mo. 63026  
(314) 343-7100 tfn

ATTENTION, RECORD OUTLETS. WE have the largest selection of 45 rpm oldies and goodies and also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Records, Inc., 947 U.S. Highway #1, Rahway, N.J. 07065. tfn

MAKE MORE PROFIT WITH OUR LOWER prices on LPs, 8-tracks, and cassettes. Top 100 list updated weekly. Write Tobasco, 6144 Highway 290 W., Austin, Texas. (Mexican list available also). tfn

**PROFESSIONAL SERVICES**

**GOING DISCO?**

**GLI TASCAM** **McINTOSH TAPCO**  
Our people are experts in the business. Complete service department.

**HI-FI ASSOCIATES**

Miami (305) 573-1536  
Fl. Lauderdale (305) 771-4223  
Sunland (305) 233-4160 ly23

**MANAGEMENT TEAM SEEKING**

**JAZZ OR ROCK GROUP**  
Send Tape and Resumé Box 7124, Billboard, 1515 Broadway, New York, N.Y. 10036 eow

FOR LEASE A 40' EAGLE TOUR BUS, 2 DOUBLE staterooms, 4 sleeper bunk rooms fully equipped, color TV, cassette player, reel to reel tape 8 track player. Reliable. Contact: Doug Brittingham (305) 233-0338 or (305) 251-8234. my21

**General News**

**Dealers, Customers Accept \$1 Price Rise**

• Continued from page 14

Born' soundtrack with Streisand which Columbia put out at \$8.98, the highest price ever for a film LP. The price didn't stop the public from buying. It was a big seller everywhere.

David White, manager of Music World, with three locations, reports no loss of business volume or profit as a result of the price rise. "We just must sell more. We get them into the store with our so-called 'sales,' we get them interested and they usually wind up buying another item or two. It's just a case of salesmanship."

"The price rise to \$7.98 on selected albums hasn't affected our overall sales one bit," says Christy Twite, manager of Camelot Music. "They are buying but many of the customers can't understand the sudden rise. We try to explain the higher price, but can't make the customer understand. They buy nevertheless."

Asked about the price of LPs going up and where they feel the market will level off, most dealers questioned had no comment or prediction. With all commodities, from coffee to chicken feed, going up almost daily, records and albums can't be an exception.

**KANSAS CITY**

By ROBERT MACY

Both consumers and store managers are expressing displeasure over the record industry's price hike to \$7.98 on selective albums—with some stores reporting sales off 10% or more.

Another complaint that surfaces here is that the quality is going down at the same time the prices are on the rise.

Brad Johnson, manager of one of the three Musicland stores here, says the parent company has sent out a memo telling their branches not to discount the albums now coming in with the higher price tag. In effect, he says the full force of the price hike is being passed along to the customer. He says he's selling his \$7.98 albums at \$6.99. His cost on the \$7.98 album, Johnson says, is in the \$4.66 range.

Johnson says he thinks the recent price hike is going to be particularly beneficial to the discount houses who can sell a limited number of albums as loss-leaders.

"If everything we sell is going up \$1 in price, the only time we're going to sell any albums is if people can't find it anywhere else, or we have a special sale on an item.

"People may not normally drive

quite a ways to go to our biggest competitor (Tiger's), but they sure will if the price difference gets to be \$1 or \$2. A dollar is a big jump."

Johnson says record prices can go only so high before buyer resistance begins to make people back off. A case in point, he says, is the album "A Star Is Born."

"We dropped the price to \$7.87, but after two weeks of hardly selling any, went down to \$6.67. Now we're moving about 100 a week."

Ben Asner of Caper's Corner is outspoken about the price increase, saying subsequent hikes to the customer have cut his business about 10%. He says most of the albums that went up to \$7.98 were selling in his store for \$6—an increase to the customer of 80 cents.

Asner predicts all major albums will increase to \$7.98 unless buyers and record stores band together to fight the hike.

"It would be the best thing in the world if people would fight this thing."

The price hike is making people much more cost-conscious and aware of what's on sale, according to

Cid Carduff, manager of one of the three Budget Tapes and Records stores here. She says they are stocking 20 to 30 albums that carry a \$7.98 list, and almost all of them have to be specially sale priced to move well.

"If the album is a big enough draw, there's no hesitation" to buy at the higher figure, she says. But the higher prices are making people much more selective on the marginal releases.

She says in the past, Budget has always carried 10 albums that list at \$6.98 on sale for \$3.97. Now, with the price hike, she carries five \$7.98s for \$4.99 and five \$6.98s for \$3.97—constantly changing the albums on sale.

She says at least half of the \$7.98 albums they move are on that special sale price.

She says people know when the new albums come in and the old ones go off sale. She hasn't noticed an appreciable drop in business with the price hike, but is sure her store could have moved more merchandise if the majors had remained at

(Continued on page 85)

**Disco Mix**

• Continued from page 44

Honeybee Records distributed by Prelude Records has released its first album titled "A Disco Symphony" by Camouflage featuring Mysti. The LP was produced by the same team that brought Gloria Gaynor to worldwide prominence, and it is not at all surprising that this new product sounds like it could have been done for Gaynor.

There are sections which strike familiar chords reminiscent of the turnaround from "Darling Be Mine," and the toms from "Reach Out I'll Be There." The title tune, "A Disco Symphony," runs for 14:45 and along with "MacArthur Park" fills the entire A side. Both tunes do not really work together, but separately they are strong.

"Bee Sting" on the flip is known to some disco deejays as "Steady Flow" by the New York Walkers. It was originally designed as an instrumental but vocals were later added making the cut more pop sounding than the "funky, get down" track originally intended.

Invictus Records, distributed by CBS Records, has released "Three Thousand Miles From Home" by NYPA (New York Port Authority). There are at least two strong cuts on this LP. The title cut featuring horns and synthesizer is an uptempo instrumental that will quickly gain popularity.

"I Got It" shares many similarities with the title cut but features vocals. There is much energy in the tracks, and at times there are glimpses of the fire of the early Brass Construction.

The horns on the two featured cuts create a lot of excitement when played off the synthesizer. Among the other interesting cuts are "I Used To Hate It (Till I Ate It)" and "I Don't Want

To Work Today." "I Used to Hate It" is a very funky r&b sound that could attract some attention in the clubs, and "I Don't Want To Work Today" is more in the Earth, Wind & Fire style with a commercial, pop sound. It features more of a group sound on the vocals. The LP was produced by Brian Holland for Holland, Dozier, Holland, and is the strongest product they have done since their Hot Wax days.

TK Records is releasing a new 12-inch 45 r.p.m. record of "Hop Scotch" and "Foxfire" by Eli's Second Coming from the LP of the same name. "Hop Scotch" features bagpipes and is truly commercial.

"Foxfire" sounds as if it could have been taken from the soundtrack of a biblical motion picture, especially with the voices and strings built around a moving theme.

Another 12-inch 45 r.p.m. release by the same label features Peter Brown with "Do You Want To Get Funky" and "Burning Love Breakdown." Both cuts are good.

"Do You Want To Get Funky" is as its title implies, a funky r&b sound with electronic gimmicks and the panning of different instruments back and forth, as well as a lot of echoes which are all used to their fullest advantage.

"Burning Love Breakdown" is primarily the break of the A side of the record. This sound has been coming more apparent lately with a number of records. It is a sound which is created in a studio and would be difficult, if not impossible, to create live. The production is well thought-out and executed by producers Peter Brown and Cory Wade who have created something exceptional.

Marlin Records, distributed by TK, has released a single titled "Discomania" by the Lovers. The tune could well be titled "Best Disco In Town Part 2." "Discomania" is a takeoff of a tune with the group doing bits of some of the big disco hits of the year. This comes nowhere near the Ritchie Family, and was never intended for, even though it was produced by the same team.

International Book & Records Distributors of New York has picked up U.S. distribution rights to the Polydor (Brazil) release of Cassiano. This two-sided disco oriented release is popular in Brazilian discos, and is being released here on a 12-inch 45 r.p.m. disco disk.

"Onda" on the A side is a beautiful song with lush arrangements and a danceable subtle Latin rhythm. The lyrics are in English and at times reveal a sort of Marvin Gaye quality. "Central Do Brazil" on the flipside has more of an American soul quality, and is basically instrumental with a background of voices singing the chorus. The record is mixed with a lot of reverb to create a "far away" effect.

London Records has released a 12-inch 45 r.p.m. disco disk of "The Final Thing" by Steve Bender. There is both a vocal and an instrumental side, with the instrumental side standing out. There is a rhythm pattern and melody not unlike "Fly Robin Fly." The song features a synthesizer as the lead instrument and it tends to have a certain hypnotic appeal after several plays.

**PROMOTIONAL SERVICES**

**RECORD PROMOTION**

Career Builders—Promotion—Distribution  
Specializing in services for New Labels and New Artists.

**Roger Ricker Promotions**  
25 Music Square East—B  
Nashville, Tenn. 37203  
(615) 254-5074—Day  
(615) 822-3583—Day/Night

**MUSIC MAKERS OF NASHVILLE**

(Friends who care about you)  
**RECORD PROMOTION**  
National Distribution  
(Custom Recording Sessions)  
Send records for review.

**MUSIC MAKERS**  
25 Music Sq. E., Nashville, Tenn. 37203  
Phone (615) 244-4064 tfn

EXCLUSIVE DISCO DJ'S ONLY—FREE newly released Disco Records—most major labels. Call: 814-886-9931. Write: D P A, 631 Front, Crosson, PA 19630. tfn

**RECORDING STUDIOS**

RECORD IN THE BERKSHIRES! Outstanding Massachusetts Studio offering one-week unlimited time for \$6500, including lodging. (413) 296-2072. POB 796, Stockbridge, Mass. 01282. mv21

# Billboard TOP LPs & TAPE

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					THIS WEEK	LAST WEEK	Weeks on Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this week. ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE							
				ALBUM	4-CHANNEL	8-TRACK	Q-B TAPE	CASSETTE					REEL TO REEL	ALBUM	4-CHANNEL	8-TRACK	Q-B TAPE					CASSETTE	REEL TO REEL	ALBUM	4-CHANNEL	8-TRACK	Q-B TAPE	CASSETTE	REEL TO REEL
★	1	20	EAGLES Hotel California A&M 7E 1084	▲					★	39	6	WEATHER REPORT Heavy Weather Columbia PC 34418	▲					71	74	15	DAVID BOWIE Low RCA CPL 1030	▲							
	2	11	FLEETWOOD MAC Rumours Warner Bros. BSK 3013	▲					★	41	7	FOREIGNER Atlantic SD 18215	▲					72	73	27	BARRY MANILOW II Arista AL 4616	●							
	3	22	A STAR IS BORN/ORIGINAL SOUNDTRACK RECORDING Barbra Streisand & Kris Kristofferson Columbia JS 34853	▲					38	38	9	PETER GABRIEL A&M SP 36 147	▲					73	76	56	GEORGE BENSON Breezin' Warner Bros. BS 2919	▲							
★	5	6	MARVIN GAYE LIVE AT THE LONDON PALLADIUM Tamla T1 35282 (Motown)	▲					★	44	9	JUSTIN HAYWARD Songwriter Graham DEC 18673 (London)	▲					74	83	31	AL STEWART Year Of The Cat Arista A& 4050	▲							
	5	4	STEVIE WONDER Songs In The Key Of Life Tamla T13 34822 (Motown)	▲					41	36	8	NILS LOFGREN I Came To Dance A&M SP 4629	▲					75	77	11	MANHATTANS It Feels So Good Columbia PC 34458	▲							
	6	33	BOSTON Epic PE 34188	▲					★	53	6	RETURN TO FOREVER Muscomagc Columbia PC 34482	▲					76	47	16	ABBA Arrival Atlantic SD 18267	●							
★	9	10	ROCKY/ORIGINAL MOTION PICTURE SOUNDTRACK United Artists UA 14893 G	●					43	45	13	JIMMY BUFFETT Changes In Latitudes— Changes In Attitudes A&M SP 990	▲					77	58	10	JOHN DENVER'S GREATEST HITS VOL. 2 RCA CPL 1 2195	▲							
★	11	4	ISLEY BROTHERS Go For Your Guns T-Rock FZ 34432 (Epic)	●					44	46	5	OHIO PLAYERS Angel Mercury SRM 1 3791 (Phonogram)	▲					78	69	52	KISS Destroyer Casablanca NBLP 7025	▲							
	9	10	JETHRO TULL Songs From The Wood Chrysalis CHR 1137	●					★	61	3	BONNIE RAITT Sweet Forgiveness Warner Bros. BS 2990	▲					79	55	56	BARRY MANILOW Trying To Get The Feelin' Arista AL 4050	▲							
	10	7	KANSAS Leftoverture Krauter KZ 34224 (Epic)	▲					46	48	31	CAR WASH/ORIGINAL MOTION PICTURE SOUNDTRACK Rose Royce WCA 2 6000	●					★	145	2	DAVE MASON Let It Flow Columbia PC 34688	▲							
★	12	20	THELMA HOUSTON Anyway You Like It Tamla T6 34551 (Motown)	●					47	49	16	DAVID SOUL Private Stock PS 2919	▲					82	65	28	DENICE WILLIAMS This Is Nasty Columbia PC 34382	●							
★	13	17	ATLANTA RHYTHM SECTION A Rock And Roll Alternative Polydor PD-1 6080	●					49	50	93	FLEETWOOD MAC Rejoice MG 2225 (Warner Bros.)	●					83	85	7	KENNY NOLAN 20th Century T 532	▲							
	13	8	NATALIE COLE Unpredictable Capitol SO 11680	●					★	60	3	SUPERTRAMP Even In The Quietest Moments A&M SP 4634	▲					84	64	7	THE BAND Islands Capitol SO 11982	▲							
★	24	6	COMMODORES Motown M7 88481	▲					49	50	93	FLEETWOOD MAC Rejoice MG 2225 (Warner Bros.)	●					85	87	5	IGGY POP The Idiot RCA APL 1 2275	▲							
★	17	5	EMERSON, LAKE & PALMER Works Volume I Atlantic SD 2 7880	●					★	63	11	JENNIFER WARNES Arista AL 4062	▲					86	80	16	Z Z TOP Tejas London PS 680	●							
	16	14	BOOTSYS'S RUBBER BAND Ahh The Name Is Bootsy, Baby! Warner Bros. BS 2972	●					51	51	12	PINK FLOYD Animals Columbia JC 34474	▲					★	104	22	CLIMAX BLUES BAND Gold Plated Siv SACD 2523 (ABC)	▲							
	17	14	BOB SEGER & THE SILVER BULLET BAND Night Moves Capitol ST 11557	▲					★	97	2	DICKEY BETTS & GREAT SOUTHERN Arista AL 4123	▲					★	NEW ENTRY	AL DIMEOLA Elegant Gypsy Columbia PC 34461	▲								
★	20	60	BOZ SCAGGS Silk Degrees Columbia PC 32920	▲					54	54	20	WINGS OVER AMERICA Capitol SMC 11585	▲					★	100	2	TAVARES Love Storm Capitol STAN 11628	▲							
	19	15	BAD COMPANY Burnin' Sky Swan Song SS 8500 (Atlantic)	●					55	43	10	SEA LEVEL Capricorn CP 0178 (Warner Bros.)	▲					90	72	129	AEROSMITH Toys In The Attic Columbia PC 33475	●							
	20	19	BARRY MANILOW This One's For You Arista AL 4050	▲					★	79	4	JOHNNY GUITAR WATSON A Real Mother For Ya G.M. DLP 7 (Mercury)	▲					91	91	8	MINNIE RIPERTON Stay In Love Epic PE 34191	▲							
	21	22	DARYL HALL & JOHN OATES Bigger Than Both Of Us RCA APL 1 1467	●					57	56	16	TRAMPS Disco Inferno Atlantic SD 18211	▲					92	101	153	PINK FLOYD Dark Side Of The Moon Harvest ST 11143 (Capitol)	●							
★	32	24	LEO SAYER Endless Flight Warner Bros. BS 2962	●					58	59	21	LINDA RONSTADT Greatest Hits Arista JF 1092	▲					93	82	13	JOAN ARMATRADE A&M SP 4586	▲							
	23	13	GEORGE BENSON In Flight Warner Bros. BSK 2963	●					59	52	6	WILD CHERRY Electrified Funk Epic PE 34462	▲					★	105	9	YVONNE ELLIMAN Love Me RSD RS 1 3818 (Polygram)	▲							
★	28	6	JEFF BECK WITH THE JAN HAMMER GROUP LIVE Epic PE 34433	▲					★	71	4	LOU RAWLS Unmistakably Lou Philadelphia International PE 34488 (Epic)	▲					★	109	3	GLADYS KNIGHT & THE PIPS Still Together Buddah BBS 5688	▲							
	25	18	STEVE MILLER BAND Fly Like An Eagle Capitol ST 11497	▲					61	62	9	AMERICA Harbor Warner Bros. BSK 3017	▲					96	96	67	PETER DINKlage Frampton Comes Alive A&M SP 5782	▲							
★	29	3	CAPTAIN & TENNILLE Come In From The Rain A&M SP 4708	●					62	33	11	NEIL DIAMOND Love At The Greek Columbia AC 2 34824	▲					★	107	3	ENGLAND DAN & JOHN FORD COLEY Dowdy Ferry Road Big Tree BT 34005 (Atlantic)	▲							
	27	8	TEDDY PENDERGRASS Philadelphia International PE 34391 (Epic)	●					★	75	6	WILLIAM BELL Coming Back For More Mercury SRM 1 1146 (Phonogram)	▲					98	68	12	QUINCY JONES Roots A&M SP 4626	●							
★	30	29	K.C. & THE SUNSHINE BAND Part 3 TK 682	▲					64	66	6	JESSE COLIN YOUNG Love On The Wing Warner Bros. BS 3033	▲					99	89	16	SANTANA Festival Columbia PC 34423	●							
★	31	8	GLEN CAMPBELL Southern Nights Capitol SO 11601	▲					65	26	6	SPINNERS Yesterday, Today & Tomorrow Atlantic SD 19136	▲					100	102	43	ROD STEWART A Night On The Town Warner Bros. BS 2938	▲							
	30	25	MARSHALL TUCKER BAND Carolina Dreams Capricorn CP 3150 (Warner Bros.)	▲					66	70	6	MARLENA SHAW Sweet Beginnings Columbia PC 34458	▲					101	106	5	NORMAN CONNORS Romantic Journey Buddah BBS 5682 (RCA)	▲							
	31	21	KINKS Sleepwalker Arista AL 4106	▲					67	67	25	JACKSON BROWNE The Pretender Polygram PE 3078	▲					★	NEW ENTRY	KENNY LOGGINS Celebrate Me Home Columbia PC 34450	▲								
★	35	62	EAGLES Their Greatest Hits 1971-1975 Arista JF 1852	▲					★	78	4	ELVIS PRESLEY Welcome To My World RCA APL 1 2274	▲					103	103	14	RENAISSANCE Novella Siv SA 7526 (ABC)	▲							
★	40	6	KLAATU Capitol ST 11542	▲					★	88	2	BEACH BOYS Love You Brother/Begonia MCA 2218 (Warner Bros.)	▲					★	116	4	STARZ Violation Capitol ST 11617	▲							
	34	34	ELECTRIC LIGHT ORCHESTRA A New World Record United Artists/At. UA 14629 G	▲					★	81	6	MAYNARD FERGUSON Conquistador Columbia PC 34437	▲					105	95	34	MARILYN MCCOO & BILLY DAVIS JR. I Hope We Get To Love In Time ABC RACD 952	●							

★ STAR PERFORMERS: Stars are awarded on the Top LP's & Tape chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 8 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. ● Recording Industry Assn. Of America seal for sales of 500,000 units. (Seal indicated by bullet.) ▲ Recording Industry Assn. Of America seal for sales of 1,000,000 units. (Seal indicated by triangle.) Recording Industry Assn. Of America seal audit available and optional to all manufacturers.

# 10 DETECTIVE



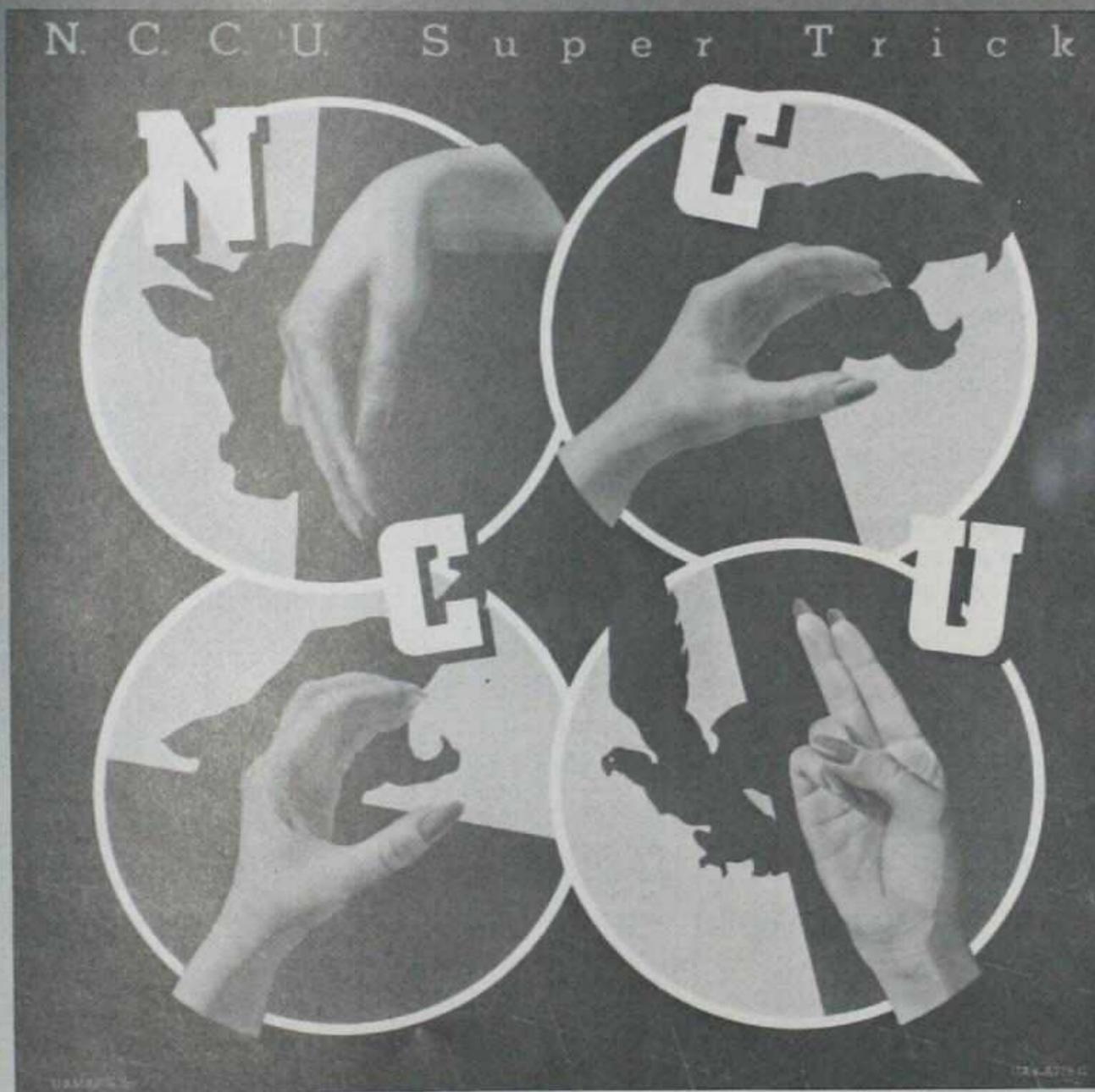
distributed by ATLANTIC RECORDS



THE DAVID FOREST COMPANY, LTD.

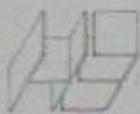


**BLUEBYRD PRODUCTIONS  
TAKES GREAT PRIDE  
IN ANNOUNCING THE DEBUT  
OF AN EXCEPTIONAL BAND.  
N.C.C.U.'S SUPER TRICK**



UA-LA729-G

On United Artists Records and Tapes



Produced by Donald Byrd  
for Bluebyrd Productions  
Management: Charles Graziano  
Press: Howard Brandy

# Billboard HOT 100

## Chart Bound

LIFE IN THE FAST LANE—Eagles (Asylum 45403)  
KNOWING ME, KNOWING YOU—Abba (Atlantic 3387)  
SEE TOP SINGLE PICKS REVIEWS, page 88

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)
★	2	11	HOTEL CALIFORNIA—Eagles (Bill Szymczak), D. Feltzer, D. Henley, G. Frey, Asylum 45386	★	42	5	SHOW YOU THE WAY TO GO—Jacksons (Kenny Gamble, Leon Huff) K. Gamble, L. Huff, Epic 5-50350	69	72	5	SOUND AND VISION—David Bowie (David Bowie) S. Bowie, RCA 10905
★	4	11	WHEN I NEED YOU—Leo Sayer (Richard Perry), C.B. Sayer, A. Hammond, Warner Bros. 8332	★	36	7	CINDERELLA—Frostfall (Don Mason), L. Barnett, Atlantic 3292	★	80	2	YOU AND ME—Alice Cooper (Bob Ezrin), A. Cooper, D. Wagner, Warner Bros. 8345
★	3	13	SOUTHERN NIGHTS—Glen Campbell (Gary Klein), A. Tinsaint, Capitol 4376	★	41	6	MARGARITAVILLE—Johnny Buffett (Herbert Lubiano), J. Buffett, ABC 12754	★	83	2	YOU'RE MY WORLD—Helen Reddy (Ken Caillat, Eric Mackay), Bondi, Fossil, Sigman, Capitol 4418
★	9	6	SIR DUKE—Steve Wonder (Steve Wonder), S. Wonder, Tamla 54281 (Motown)	★	50	5	BACK IN THE SADDLE—Nermonth (Jack Douglas, Aronson) S. Tyler, J. Perry, Columbia 3-10516	★	85	9	DO WHAT YOU WANNA DO—T. Connection (Cory Mack, Rex Saffin), T. Conley, Dash 5032 (TK)
★	5	3	DON'T LEAVE ME THIS WAY—Thelma Houston (Hal Davis), K. Gamble, L. Huff, C. Gilbert, Tamla 54278 (Motown)	★	44	6	LOVE'S GROWN DEEP—Kenny Nolan (Kenny Nolan, Charles Calabrese), K. Nolan, 20th Century 2331	★	NEW ENTRY	4	BACK TOGETHER AGAIN—Daryl Hall & John Oates (Christopher Bond), J. Oates, RCA 10970
★	8	15	RIGHT TIME OF THE NIGHT—Jennifer Warnes (Jim Ed Norman), P. McCann, Arista 5273	★	54	6	UNDERCOVER ANGEL—Alan O'Day (Steve Barr, Michael Smart), A. O'Day, Pacific 901 (Atlantic)	★	86	4	WHATCHA GONNA DO?—Patti LaBelle (Bill Schnee), Leibel, Jinkins, A&M 1570
★	7	15	SO IN TO YOU—Atlanta Rhythm Section (Bobby Ross), B. Ross, R. Nix, S. Daughtry, Polydor 14373	★	48	5	SLOW DANCIN' DON'T TURN ME ON—Adriano Panichi (Herbert Lubiano) G. Adria, D. Adria, Buddah 566	★	75	2	FLY AT NIGHT—Chilliwack (Russ Tomney, Bill Henderson), B. Henderson, K. Tunes, Westwood 7024
★	8	5	I'VE GOT LOVE ON MY MIND—Natalie Cole (Chuck Jackson, Marvin Toney), C. Jackson, M. Toney, Jay's Enterprises, Capitol 4360	★	42	12	DANCIN'—Crown Heights Affair (Frankie Mearns, Britt Britton), W. Anderson, De-Lite 1588	★	76	7	IT FEELS SO GOOD TO BE LOVED SO BAD—Manhattan (Manhattan, Bobby Martin), T. Rouds, K. Pike, K. Jayco, Columbia 3-10495
★	12	12	COULDN'T GET IT RIGHT—Climax Blues Band (Climax Blues Band), Climax Blues Band, Time 736 (ABC)	★	43	18	THE THINGS WE DO FOR LOVE—10 cc (10 cc), Stewart, Goldstein, Mercury 72875 (Phonogram)	★	84	7	THAT MAGIC TOUCH—Angel (Eddie Kramer), P. Woodson, G. Goffin, F. D'Mino, Casablanca 878
★	11	11	I WANNA GET NEXT TO YOU—Rae Reynolds (Norman Whitfield), N. Whitfield, MCA 40642	★	44	7	SLOWDOWN—John Miles (Rupert Holmes), J. Miles, D. Marshak, London 20052	★	77	3	HOLLYWOOD—Rufus Featuring Chaka Khan (Rufus), D. Wolkoff, A. Fischer, ABC 12269
★	15	11	I'M YOUR BOOGIE MAN—K.C. & The Sunshine Band (H.W. Casey, Richard Fisch for Sunshine Sound Ent.), H.W. Casey, R. Fisch, TK 1022	★	45	22	DANCING QUEEN—Alma (Sunny Anderson, Bjorn Ulvass), S. Anderson, S. Ulvass, Atlantic 3372	★	NEW ENTRY	2	SOLSBURY HILL—Peter Gabriel (Bob Ezrin), P. Gabriel, Arista 7079
★	13	9	LIDO SHUFFLE—Bee Scapp (Joe Wissert), B. Scapp, D. Park, Columbia 3-10451	★	46	10	I THINK WE'RE ALONE NOW—Robinson (Matthew King, Kaufman, Gary Phillips, Glen Kletskan), R. Cardak, S. Gentry, Beverly/Hollywood 5741 (Epic)	★	90	2	MY BEST FRIEND'S WIFE—Paul Anka (Charles Calabrese), P. Anka, United Artists 972
★	14	8	CAN'T STOP DANCING—Captain & Tennille (Daryl Dragon), K. Stevens, I. Prichard Jr., A&M 1512	★	59	4	ARIEL—Dean Friedman (Bob Stevens), D. Friedman, Lifesong 49622	★	80	2	I GOTTA KEEP DANCIN'—Carrie Lucas (Dick Griffey), M. Anthony, Soul Train 10881 (RCA)
★	29	4	GOT TO GIVE IT UP Pt. 1—Marvin Gaye (Art Stewart), M. Gaye, Tamla 54280 (Motown)	★	48	6	SLEEPWALKER—Kiss (Roy D. Davies), R.D. Davies, Arista 5240	★	89	2	GOING IN WITH MY EYES OPEN—David Soul (Tony Macaulay), T. Macaulay, Private Stock 45129
★	15	16	YOUR LOVE—Marlynn McCoo & Billy Davis Jr. (Don Davis), H.B. Barron, M. Johnson, ABC 12762	★	49	5	YOU ARE ON MY MIND—Chicago (James William Guercio) J. Parkos, Columbia 3-10523	★	94	2	SAD GIRL—Carl Graves (Spencer Proffer), A. Gordon, Arista America 7660 (Capitol)
★	16	6	DON'T GIVE UP ON US—David Soul (Tony Macaulay), T. Macaulay, Private Stock 45129	★	60	3	HIGH SCHOOL DANCE—Slyers (Freddie Perren), L. Sylvers II, R. Sylvers, I. Sylvers, I. Sylvers, Capitol 4425	★	NEW ENTRY	4	YOU'RE MOVIN' OUT TODAY—Betty Midler (Tom Dowd) B. Midler, C. Sager, S. Roberts, Atlantic 3379
★	21	7	LUCILLE—Kenny Rogers (Larry Butler), K. Rogers, N. Ryan, United Artists 929	★	63	4	EVERYBODY BE DANCIN'—Starback (Bruce Blackman, Mike Clark for Bill Lowery Prod.), B. Blackman, Private Stock 45144	★	83	4	IT'S SAD TO BELONG—England Dan & John Ford Coley (Kyle Lehning), R. Goodson, Big Top 16888 (Arista)
★	20	8	CALLING DR. LOVE—Kiss (Eddie Kramer a Rock Steady Prod. Inc.), C. Simmons, Casablanca 880	★	52	8	YOU TAKE MY HEART AWAY—James Darren (Joel Diamond), B. Conti, C. Connors, A. Robbins, Private Stock 45136	★	84	5	DOWN TO THE STATION—B.M. Stevenson (Bob Montgomery), D. Lind, Warner Bros. 8342
★	24	8	HELLO STRANGER—Twelve Eleven (Freddie Perren for Grand Slam Prod.), B. Lewis, RSO 871 (Polydor)	★	53	9	I WANNA DO IT TO YOU—Jerry Butler (Jerry Butler, Homer Talbot for Fairport Prod.), J. Butler, H. Talbot, P. Henley, Motown 1414	★	NEW ENTRY	4	LUCKENBACH, TEXAS (Back To The Basics Of Love)—Waylon Jennings (Dodge Wilson), S. Enmons, C. Mann, RCA 10524
★	22	8	LONELY BOY—Andrew Gold (Peter Asher), A. Gold, Asylum 45384	★	68	3	MAINSTREET—Bob Seger (Bob Seger, Washin' Soul Rhythm Section), Bob Seger, Capitol 4422	★	NEW ENTRY	2	LOOKS LIKE WE MADE IT—Barry Manilow (Stan Zantz, Barry Manilow), K. Kerr, W. Jennings, Arista 0284
★	23	12	ANGEL IN YOUR ARMS—Hut (Clayton Ivers, Terry Woodford), T. Woodford, C. Ivers, T. Bradford, Big Top 16885 (Arista)	★	71	2	JET AIRLINER—Steve Miller Band (Steve Miller), S. Miller, Capitol 4424	★	NEW ENTRY	2	HIGHER AND HIGHER—Rita Coolidge (Booker T. Jones), P. Smith, G. Jackson, R. Miner, S. Davis, A&M 1322
★	25	7	FEELS LIKE THE FIRST TIME—Foreigner (John Simon, Gary Lyons), M. Jones, Atlantic 3394	★	67	3	THIS GIRL (Has Turned Into A Woman)—Way MacGregor (Peter Yarrow, Barry Beckoff), P. Yarrow, W. MacGregor, Arista America 7662 (Capitol)	★	NEW ENTRY	2	THE PRIDE (Part 1)—Isley Brothers (Isley Brothers), K. Isley, I. Isley, G. Isley, L. Isley, K. Isley, C. Jasper, E. Isley, M. Isley, T. Beck 2262 (Epic)
★	23	10	TRYING TO LOVE TWO—William Bell (William Bell, Paul Mitchell), W. Bell, P. Mitchell, Mercury 73829 (Phonogram)	★	57	8	THEME FROM "CHARLIE'S ANGELS"—Henry Mancini & His Orchestra (Joe Rosman), I. Elliott, A. Ferguson, RCA 10888	★	NEW ENTRY	2	CAPTURE YOUR HEART—Blue (Elton John, Clive Frank), H. Nicholson, MCA/Rocket 40706
★	28	6	AIN'T GONNA BUMP NO MORE (With No Big Fat Woman)—Joe Tex (Buddy Miles), S.C. McGory, B. Kilien, Epic 8-56311	★	70	3	GONNA FLY NOW (Theme From "Rocky")—Murray Ferguson (Jay Chaffetz), B. Conti, C. Connors, A. Robbins, Columbia 3-10468	★	NEW ENTRY	2	I CAUGHT YOUR ACT—Hans Corporation (Wally Holman), W. Holman, Warner Bros. 8334
★	25	9	DANCING MAN—Q (Q), B. Peckman, Epic/Sweet City 8-50325	★	59	5	THE WHISTLER—Jethro Tull (Ian Anderson) I. Anderson, Chrysalis 2125	★	NEW ENTRY	2	ON AND ON—Stephen Bishop (Henry Lowy, Stephen Bishop), S. Bishop, ABC 12260
★	36	4	DREAMS—Fleetwood Mac (Fleetwood Mac, Richard Dashut, Ken Caillat), S. Nicks, Warner Bros. 8371	★	60	3	ON THE BORDER—Al Stewart (Alan Parsons), Al Stewart, Jem 267 (SRT)	★	NEW ENTRY	2	YOU + ME = LOVE—Undisputed Truth (Norman Whitfield), N. Whitfield, Westfield 8231 (Warner Bros.)
★	30	9	HEARD IT IN A LOVE SONG—Marshall Tucker Band (Paul Hornley), T. Caldwell, Capricorn 8270 (Warner Bros.)	★	73	3	DO YOU WANNA MAKE LOVE—Peter McCann (Hal Yergler), P. McCann, 20th Century 2335	★	NEW ENTRY	2	I LIKE DREAMIN'—Kenny Nolan (Kenny Nolan, Charles Calabrese), K. Nolan, 20th Century 2287
★	32	7	WHODUNIT—Tasarr (Freddie Perren), K. St. Lewis, F. Perren, Capitol 4208	★	62	5	HOLD BACK THE NIGHT—Graham Parker And The Rumour (Robert John Lange) Baker, Harris, Seiler, Young, Mercury 74000 (Phonogram)	★	NEW ENTRY	2	SOMETIMES—Facts Of Life (Mills Jackson), S. Anderson, Kaye/Blotz 5128 (TK)
★	58	3	GONNA FLY NOW (Theme From "Rocky")—Bill Conti (Bill Conti), B. Conti, C. Connors, A. Robbins, United Artists 940	★	63	6	HOOKED ON YOU—Brad (David Gates), D. Gates, Elektra 45389	★	NEW ENTRY	2	OLD FASHIONED BOY (You're The One)—Stallion (Dik Darnell), W. Garmick, Casablanca 877
★	30	18	RICH GIRL—Daryl Hall & John Oates (Christopher Bond), D. Hall, RCA 10868	★	69	4	I JUST WANT TO BE YOUR EVERYTHING—Andy Gibb (Bobby Colobrier, Karl Richardson), A. Gibb, B. Gibb, RSO 872 (Polygram)	★	NEW ENTRY	2	I NEED A MAN—Grazie Jones (Tom Moulton), P. Sisto, P. Papadimitrakis, Beam Junction 1004
★	31	17	LOVE THEME FROM "A STAR IS BORN" (Evergreen)—Barbra Streisand (Barbra Streisand, Phil Ramone), S. Streisand, P. Williams, Columbia 3-10450	★	75	3	THIS IS THE WAY THAT I FEEL—Marie Osmond (Rick Hall), C. Jackson, Keltik 14385 (Polydor)	★	NEW ENTRY	2	MAYBE I'M AMAZED—Wings (Paul McCartney), P. McCartney, Capitol 4385
★	32	33	UPTOWN FESTIVAL—Shalamar (Simon Soussan), Holland, Deane, Holland, Soul Train 10885 (RCA)	★	77	2	SPIRIT IN THE NIGHT—Washed Man's Earth Band (Manfred Mann, Earth Band), S. Springsteen, Warner Bros. 8255	★	NEW ENTRY	2	THEME FROM "ROCKY" (Gonna Fly Now)—Current (Joe Saraceno), B. Conti, C. Connors, A. Robbins, Playboy 6058 (Epic)
★	33	35	CHERRY BABY—Star (Jack Douglas), Duke, Marika, Ramo, Sewal, Smith, Capitol 4299	★	67	6	SUB-ROSA SUBWAY/CALLING OCCUPANTS—Kiss (Kiss), Kiss, Capitol 4412	★	NEW ENTRY	2	
★	39	9	MY SWEET LADY—John Denver (Milton Okun), I. Denver, RCA 10811	★	68	34	CARRY ON WAYWARD SON—Kiss (Jeff Glenister), K. Lipsey, Krolner 4267 (Epic)	★	NEW ENTRY	2	

★ STAR PERFORMERS: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. ● Recording Industry Assn. Of America seal of certification as "million seller." (Seal indicated by triangle) ▲ Recording Industry Assn. Of America seal of certification as "two million seller." (Seal indicated by triangle)

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ALF = Alfred Publishing; ALM = Almo Publications; A-R = Acuff-Rose; B-M = Belwin Mills; BB = Big Bells; B-3 = Big Three Pub.; CHA = Chappell Music; CLM = Cherry Lane Music Co.; CPI = Cimino Pub.; CPP = Columbia Pictures Pub.; FMC = Frank Music Corp.; HAN = Hansen Pub.; IMM = Ivan Mogull Music; MCA = MCA Music; PSP = Peer Southern Pub.; PLY = Plymouth Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

**HOT 100 A-Z—(Publisher-Licensee)**

Art's Gonna Bump No More (With No Big Fat Woman) (Twe, BM)	24	Dancing Queen (Casablanca, BM)	45	I Wanna Get Next To You (Dorland, BM)	72	On The Border (Slick James, BM)	80	Sub-Rosa Subway/Calling Occupants (Kiss, BM)	100	Uptown Festival (Shalamar, BM)	32
Angel In Your Arms (Song Tallyho, BM) / I've Got Love On My Mind (Nonesuch, BM)	21	Don't Give Up On Us (MCA, BM)	42	Hooked On You (Elektra, BM)	69	Right Time Of The Night (American Recordings, BM)	30	Whatcha Gonna Do? (Patti LaBelle, BM)	86	When I Need You (Undisputed Truth, BM)	74
Avie (Beverly Hills, BM)	47	Down To The Station (Capitol, BM)	72	I Just Want To Be Your Everything (Red Cow/Andy Gibb/Al Young & Barbara, BM)	75	Sad Girl (Kappaman/Brandenburg, BM)	63	That Magic Touch (Helen Reddy, BM)	83	You're My World (Helen Reddy, BM)	83
Back In The Saddle (A&M/Song And Dance/Random, BM)	41	Everybody Be Dancin' (Brother Records, BM)	63	I Like Dreamin' (Sound Of Nylon/Chelsea, BM)	67	Show You The Way To Go (Mighty Three, BM)	69	Theme From "Charlie's Angels" (Capitol, BM)	57	Whodunit (Tasarr, BM)	32
Back Together Again (Unichappell, BM)	30	Going In With My Eyes (Private Stock, BM)	94	I'm Your Boogie Man (A&M, BM)	15	Slow Down (Doris Day/Big Top, BM)	40	Theme From "Rocky" (Gonna Fly Now) (United Artists, BM)	100	Why? (Undisputed Truth, BM)	28
Calling Dr. Love (Columbia, BM)	20	High School Dance (Sylvers, BM)	57	I Think We're Alone Now (Robinson, BM)	10	Slow Down (Doris Day/Big Top, BM)	40	Unhooked On You (Elektra, BM)	100	You + Me = Love (Undisputed Truth, BM)	30
Can't Stop Dancing (A&M, BM)	13	Hold Back The Night (Capitol, BM)	62	I Wanna Do It To You (Jerry Butler, BM)	9	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Can't Stop Dancing (A&M, BM)	13	Hollywood (Big E.A. American Recordings, BM)	72	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Carry On Wayward Son (Epic, BM)	39	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)	15	Unhooked On You (Elektra, BM)	100	You're Movin' Out Today (Betty Midler, BM)	39
Cherry Baby (Capitol, BM)	33	Jet Airliner (Steve Miller Band, BM)	71	I Wanna Get Next To You (Dorland, BM)	72	So In To You (Atlanta Rhythm Section, BM)					

# Success

THE MARSHALL TUCKER BAND

## LONG HARD RIDE TO GLORY

By STEVE ROSEN

Had the members of the Marshall Tucker Band been born during the days of Wyatt Earp and Billy the Kid, their bullets would have been shot from Remingtons and Winchesters. But arriving just a few years too late the guns have been traded for guitars and the only bullets are the ones appearing in the pages of *Cashbox* and *Billboard*. And just as it takes years for a cowboy to earn a name so does it take time for a rock and roll outfit to earn its rep.

The Marshall Tucker Band really had its beginnings when the brothers Caldwell — Tommy and Toy — decided to turn music from a hobby into a profession. Still in high school, they formed The Rants ("I never did figure out what that meant," puzzles Toy) which travelled the teen club circuit. Tommy, in the meantime, started an R&B group called The New Generation.

By 1966 both bands were road wise and weary and were forced to call it quits when the service welcomed the Caldwells into its ranks. A four-year detachment from music did not dull Toy's enthusiasm and in his first weeks as a civilian penned "Can't You See," the song which was to become the Tucker Band's first hit single.

Times were still lean, however, and Toy was forced to continue his disco-trackings via club work. He formed The Toy Factory with former New Generation vocalist Doug Gray and saxophonist Jerry Eubanks and for two years was shackled with having to play non-original material. At this point Tommy joined and later brought with him rhythm guitarist George McCorkle and drummer Paul Riddle. They rehearsed

original material for six months and emerged with what was to become *The Marshall Tucker Band* album.

"When we formed this band, we said, 'Man, let's quit doing all this copy music and try to be a little more original about it all,'" says Toy, whose unique guitar style (he uses no pick) earns him admiration from his peers as well as a cover story in the highly regarded *Guitar Player Magazine*. "Let's play what we want to play," he continues. "Everybody agreed and that's why and how this band got started. We all had day jobs. We quit to go for broke. I was a plumber. But we wanted to play what we wanted to play, and the hell with everything else."

Since the group's first album was released in August of 1973, they have recorded five others. A year later *A New Life* arrived followed by *Where We All Belong* (November 1974); *Searchin' For A Rainbow* (August 1975); *Long Hard Ride* (June 1976); and their most recent titled *Carolina Dreams* (April 1977).

The sextet's maturation as musicians is easily discernible while listening to the six albums. The rawness of "Can't You See" was refined and honed down to become "Searchin' For A Rainbow" from the fourth album; and all the vitality of this track was further condensed to produce a song like "Fly Like An Eagle." It's a sound based on musicianship — and companionship.

"You've got to have an attitude about it," outlines Tommy. "Me, George McCorkle and Paul Riddle try to lay in the groove, that groove that the average guy wants to hear, something that Toy and Jerry (Eubanks) can build on."

"We grew up trying to play together. We're not like some bands that don't like playing the same lick over and over. We want to lay that down."

When one adds honesty to these elements of fraternity and music technique there can only be one end product — success. The band does not indulge in on-stage nonsense and it's more than likely that their concert apparel is the same as their street gear. All this is meant to say is that years of dedication coupled with a talent for making music is what The Marshall Tucker Band is about. The element of longevity is one they hope to hold on to.

"It just seems to be that if a band goes up too quickly, they come down too quickly. I kinda like the idea of working our way up slowly," muses Toy. "We've got time."

## MTB Rocks Raceway

While the Marshall Tucker Band has time for little else besides making music, they have been able to devote leisure hours to the pursuit of racing. The group's mutual interest channeled itself into the co-ownership of the Marshall Tucker Band Special, a late model 1975 Camaro which races the oval track circuit.

The MTB Special won its first race of the season at the Cherokee Speedway in Gaffney, South Carolina, where it was driven (as it always is) by Doug Osteen.

Vocalist Doug Gray goes the band one better by driving and operating his own car. He owns a 1966 Chevy Nova Super Stock which has reached a speed of 135 miles per hour in the quarter-mile. He is driving Friday at the Rockingham Raceway where he hopes to beat the 7.11 second track record in the eighth-mile. He has already "unofficially" broken that record and thinks he can carve his time down even more.

# Talented

## Hot on The Charts



### THE MARSHALL TUCKER BAND "Heard It In A Love Song" ☆ Capricorn Records-CPS 0270

Toy Caldwell's "Heard It In A Love Song" is perhaps the guitarist's strongest synthesis of music and lyrics since he first penned "Can't You See" on the *Marshall Tucker Band* album over four years ago. And for this reason it is not surprising to see that this single has been the band's most successful ever. It has already made its way up to *Cashbox's* Number 30 with a bullet and has reached Number 41 in *Record World* with continuing ascension.

Caldwell's attempt was to produce a simple and uncluttered record and in "Love Song" he has done so. The solo passages are made up of no more than a few notes and the electric guitar fills at the end of each lyric line are quite basic. The closing duet of guitar and flute is little more than a rearrangement of the opening notes and it is a credit to Caldwell (and the band) that after such involved singles like "Can't You See" that they're able to reverse the process and produce a song like "Heard It In A Love Song."



### THE MARSHALL TUCKER BAND "Carolina Dreams" 30 Capricorn Records-CPK0180

*Carolina Dreams*, the Marshall Tucker Band's sixth album, is as wide-ranging a record as the band has made to date. Containing seven songs, it is their first long player with less than eight songs indicating perhaps an exploration into longer song forms.

As on past albums, *Carolina Dreams* is representative of the entire group in a compositional sense as almost every member is credited with the co-writing or sole writing of each track. Toy Caldwell, MTB lead guitarist and sometime vocalist, is — as he always has been — the most prolific and contributes four of the album's most intriguing: "Fly Like An Angel," "Heard It In A Love Song," "Desert Skies," and "Tell It To The Devil."

Bassist Tommy Caldwell has written a Western ode titled "Never Trust A Stranger" and along with George McCorkle and Doug Gray assisted in "I Should Have Never Started Lovin' You." McCorkle and Eubanks co-wrote "Life In A Song," an up-tempo song pushed along by Toy's lead lines and again rounded out with an almost Blood, Sweat & Tears horn arrangement.

The horn charts on *Carolina Dreams* are certainly the most sophisticated the band has ever used. Under the direction of Eubanks and arranger Leo LaBranche, the horn parts bring a new level to this Tucker album which the earlier ones lacked.

"We're very proud of it," admits drummer Paul Riddle. "I'm really excited about it. When we cut *Carolina Dreams* it felt as exciting as when we recorded the first album."

Capricorn Special Survey Week Ending 4/8/77

Marshall Tucker Band

# Top Boxoffice

30 DAYS ON THE ROAD HOME SWEET HOME NEVER SOUNDED SO GOOD

ARTIST	DATE	CITY, FACILITIES	PROMOTER	TOTAL TICKET SALES
Marshall Tucker Band	1/15	Athens, Ga., Coliseum	Don Fox	7,622
Marshall Tucker Band	1/17	Montgomery, Ala., Civic Center	Alex Cooley	4,800
Marshall Tucker Band	1/18	Chattanooga, TN., Municipal Aud.	Sound Seventy	5,500
Marshall Tucker Band	1/28	Salem, VA, Civic Center	Entam	4,707
Marshall Tucker Band	1/29	Johnson City, TN, Freedom Hall	Entam	5,144
Marshall Tucker Band	1/30	Lexington, KY, Rupp Arena	Entam	4,552
Marshall Tucker Band	2/3	Carbondale, Ill., Coliseum	Don Fox	6,712
Marshall Tucker Band	2/4	Champagne, Ill., Coliseum	Don Fox	7,306
Marshall Tucker Band	2/5	E. Lansing, MI, U. of MI Field House	Don Fox	5,900
Marshall Tucker Band	2/18	Passaic, NJ, Capitol Theatre	John Scher	8,906
Marshall Tucker Band	2/19-20	New York City, Paladium	Ron Delsner	8,600
Marshall Tucker Band	2/21	Providence, RI, Leroy Concert Theatre	Frank Russo	2,600
Marshall Tucker Band	2/22	Springfield, Mass., Civic Center	Coplick & Finkle	10,000
Marshall Tucker Band	2/23	Buffalo, NY, Century Theatre	Harvey & Corky	2,780
Marshall Tucker Band	2/24	Springfield, Ohio, Whittenberg U.	Don Fox	2,200
Marshall Tucker Band	2/25	Evansville Ind., Roberts Mun. Aud.	Don Fox	3,500
Marshall Tucker Band	2/26	Nashville, TN, Mun. Aud.	Sound Seventy	9,500
Marshall Tucker Band	3/10	Dayton, Ohio, Hara Arena	Jam Productions	7,503
Marshall Tucker Band	3/11	Chicago, Ill., Aragon Ballroom	Jam Productions	8,490
Marshall Tucker Band	3/12	Chicago, Ill., Uptown Theatre	Jam Productions	9,100
Marshall Tucker Band	3/13	Indianapolis, Ind., Civic Center	Jam Productions	8,350
Marshall Tucker Band	3/15	Poughkeepsie, NY, Mid Hudson Civic	Wayne Bond	3,200
Marshall Tucker Band	3/16	Syracuse, NY, War Memorial	Rufino/Vaughn	7,360
Marshall Tucker Band	3/18	Commack Long Island, Commack Arena	Rufino/Vaughn	8,100
Marshall Tucker Band	3/19	Boston, Mass., Music Hall	Don Law	4,225
Marshall Tucker Band	4/1	Stevens Pt., Wisc., U. of Wisc.	Don Fox/McElrath	4,000
Marshall Tucker Band	4/2	St. Paul, Minn., St. Paul Arena	Randy Levy	9,000
Marshall Tucker Band	4/3	St. Louis, MO, Keil Aud.	Contemp. Prod.	10,987
Marshall Tucker Band	4/5	Denver, CO, U. Denver Arena	Feyline	6,500
Marshall Tucker Band	4/7	Boise, Idaho, Expo Building	Don Fox	3,600
Marshall Tucker Band	4/8	Salt Lake City, Salt Palace	Don Fox	7,000

## WEST COAST

### Packed Halls Await MTB

The Marshall Tucker Band's *Carolina Dreams* tour of the West Coast bears little resemblance to the dates predating the formation of this band. Then, the members (in various bands at the time) were performing in nameless bars in front of faceless people with little to show at the end of the night besides a few dollars in the pocket and a lack of sleep.

Their 1977 tour of the western portion of the United States should do much to erase those memories. Packed halls await the group at virtually every stop and even after several dates had to be rescheduled there was no problem in selling tickets for the new concerts.

The reason for the rescheduling was due to acute tendonitis in the right forearm of drummer Paul Riddle. He actually played three nights with this condition but the discomfort was too great and the dates were postponed. The rescheduled dates are as follows: San Diego, May 10; Los Angeles, May 11, 12; Las Vegas, May 13; San Luis Obispo, May 14; Concord (San Francisco), May 15; Portland, May 24; Seattle, May 25; and Spokane, May 26.

For this tour the group is following a 10 day on/10 day off policy; that is, they will play ten dates and then return home for a 10 day rest. This arrangement was group-decided but unarranged by wife request (all six members are married). In fact hornman Jerry Eubanks along with wife Libby is expecting their first child on Friday and is further argument for this 10 and 10 setup.

There was some worry over the rescheduled dates but all that has since been left aside. Sea Level opens all shows except Las Vegas.

# New LP/Tape Releases

## POPULAR ARTISTS

**ADAMS, ARTHUR**  
Midnight Serenade  
LP Fantasy F-9523 16.98

**ALLEN, RANCE**  
Say, My Friend  
LP Capitol ST 11613 16.98

**AMAZING RHYTHM ACES**  
You Can Do It Too  
LP ABC AB 1005 16.98

**ANDREWS, RUBY**  
Genuine Ruby  
LP ABC AB 1002 16.98

**ARNOLD, EDDY**  
I Need You All The Time  
LP RCA APL 1-2277 16.98  
BT APS1-2277 17.95  
CA APK1-2277 17.95

**ATTITUDES**  
Good News  
LP Dark Horse DH3021 16.98

**AXTON, HOYT**  
Snowblind Friend  
LP MCA-2263 16.98  
BT MCAT-2263 17.98  
CA MCAC-2263 17.98

**BARBER, AVA**  
Country As Grits  
LP Ramwood RB170 16.98

**BECK, JEFF, WITH THE JAN HAMMER GROUP**  
Live  
LP Epic PE34433 16.98

**BECK, JOE**  
Watch The Time  
LP Polydor PD1-6092 16.98

**BETTS, DICKEY, & GREAT SOUTHERN**  
Dickey Betts & Great Southern  
LP Arista AL4123 16.98

**BEE, CELI, & THE BUZZY BUNCH**  
Celi Bell & The Buzzy Bunch  
LP APA 77001 16.98

**BILLION DOLLAR BABIES**  
Battle Axe  
LP Polydor PD1-6100 16.98

**BILLION DOLLAR BAND**  
Billion Dollar Band  
LP Good Sounds GS102 16.98

**BLACK OAK ARKANSAS**  
Best Of  
LP A&M SP-36-150 16.98  
BT TP-36-150 17.97  
CA CS-36-150 17.97

**BOBBIDAZZLER**  
Bobbidazzler  
LP RCA APL1-2196 16.98  
BT APS1-2196 17.95

**BOGUSH, PAUL, JR.**  
Expect To Hear From Me Again  
LP Private Stock PS2025 16.98

**BOOTY PEOPLE**  
Booty People  
LP ABC AB998 16.98

**BRECKER BROTHERS**  
Don't Stop The Music  
LP Arista AL4122 16.98

**BROOKS, ELKIE**  
Two Days Away  
LP A&M SP-4631 16.98  
BT ST-4631 17.98  
CA CS-4631 17.98

**BROOKS, GEO.**  
"Play It Again Sam"  
LP Arista A1002 16.98

**BROTHERS JOHNSON**  
Right On Time  
LP A&M SP-4644 16.98  
BT ST-4644 17.98  
CA CS-4644 17.98

**BROWNSVILLE STATION**  
Brownsville Station  
LP Private Stock PS2026 16.98

**BRUCE, JACK, BAND**  
How's Tricks  
LP RSO RS13021 16.98

**BURKE, KENNY**  
Kenny Burke  
LP Dark Horse DH3022 16.98

**CALE, JOHN**  
Guts  
LP Island ILPS9459 16.98

**CAPTAIN BEYOND**  
Dawn Explosion  
LP Warner Bros. BS3047 16.98

**CAPTAIN & TENNILLE**  
Come In From The Rain  
LP A&M SP-4700 17.98  
BT ST-4700 17.98  
CA CS-4700 17.98

**CARLIN, GEORGE**  
On The Road  
LP Little David LD-1075 16.98  
BT TP-1075 17.97  
CA CS-1075 17.97

**CATO, CONNIE**  
Whoever Finds This I Love You  
LP Capitol ST11606 16.98

**CECILIO & KAPONO**  
Night Music  
LP Columbia PC34300 16.98

**CHARLIE**  
No Second Chance  
LP Janus JKS7032 16.98

**CHER**  
Images  
LP Warner Bros. BS3046 16.98

**CHESNUT, JIM**  
Let Me Love You Now  
LP Hickory AH44004 16.98

**COMMODORES**  
Commodores  
LP Motown M7884R1 16.98

**CONNORS, NORMAN**  
Romantic Journey  
LP Buddha BDS5682 16.98

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. The following configuration abbreviations are used: LP—album; 8T—8-track cartridge; CA—cassette; QL—quadraphonic album; Q8 quadraphonic 8-track cartridge. Multiple records and/or tapes in a set appear within brackets following the manufacturer number. Tape duplicator/marketers appear within parentheses following the tape manufacturer number, where applicable.

**CRAMER, FLOYD & THE KEYBOARD KICK BAND**  
Floyd Cramer & The Keyboard Kick Band  
LP RCA APL1-2278 16.98  
BT APS1-2278 17.95  
CA APK1-2278 17.95

**CROW, ALVIN, & THE PLEASANT VALLEY BOYS**  
High Riding  
LP Polydor PD1-6102 16.98

**DEE, KIKI**  
Kiki Dee  
LP Rocket PIG-2257 16.98  
BT PIGT-2257 17.98  
CA FIGC-2257 17.98

**DELLS**  
They Said It Couldn't Be Done, But We Did It  
LP Mercury SRM1145 16.98

**DETECTIVE**  
Detective  
LP Swan Song SS-8417 16.98  
BT TP-8417 17.97  
CA CS-8417 17.97

**DONALDSON, LOU**  
Color As A Way Of Life  
LP Capitol SD-9915 16.98  
BT TP-9915 17.97  
CA CS-9915 17.97

**DORIAN**  
Dorian  
LP Arista A10001 16.98

**DUDEK, LES**  
Say No More  
LP Columbia PC34397 16.98

**DUSTY CHAPS**  
Honky Tonk Music  
LP Capitol ST11614 16.98

**EASY STREET**  
Easy Street  
LP Capricorn CP0184 16.98

**EDMUNDS, DAVE**  
Get It  
LP Swan Song SS-8418 16.98  
BT TP-8418 17.97  
CA CS-8418 17.97

**EGAN, WALTER**  
Fundamental Roll  
LP Columbia PC34479 16.98

**EGG CREAM**  
Egg Cream featuring Andy Adams  
LP Pyramid PY9008 16.98

**ELLIOT, RAMBLIN' JACK**  
Hard Travelin'  
LP Fantasy F-24720 (2) 16.98

**ESCOVEDO, PETE & SHEILA**  
Solo Two  
LP Fantasy F-9524 16.98

**FACTS OF LIFE**  
Sometimes  
LP Kayvette 302 16.98

**FARAGHER BROTHERS**  
Family Ties  
LP ABC AB1009 16.98

**FATBACK BAND**  
NYC NYUSA  
LP Spring SP1-6714 16.98

**FELTS, NARVEL**  
The Touch Of Felts  
LP ABC DO2070 16.98

**FERRY, BRYAN**  
In Your Mind  
LP Atlantic SD18216 16.98

**FIELDS, GRACIE**  
The Amazing  
LP Monmouth-Evergreen MES 7079 16.98

**FLOYD, EDDIE**  
Experience  
LP Malaco 6352 16.98

**FOSTER, BRUCE**  
After The Show  
LP Millennium MNL9000 16.98

**FOUR LADS**  
Ten Million & Still Counting  
LP Foma 67231 16.98

**FOX, NEAL**  
A Painting  
LP RCA APL1-2190 16.98

**FROMHOLZ, STEVEN**  
Frolicking In The Mist  
LP Capitol ST11611 16.98

**GALE FORCE**  
Gale Force  
LP Fantasy F-9527 16.98

**GAYE, MARVIN**  
Live At The London Palladium  
LP Tamla T7352R2 16.98

**GLASS, PHILIP**  
North Star  
LP Virgin PZ34669 16.98

**GOLDEN EARRING**  
Mad Love  
LP MCA-2254 16.98  
BT MCAT-2254 17.98  
CA MCAC-2254 17.98

**GOLSON, BENNY**  
Killer Joe  
LP Columbia PC34678 16.98

**GONG**  
Expresso  
LP Virgin PZ34428 16.98

**GOOD SEED**  
Good Seed  
LP Village VR7602 16.98

**GRODY, GORDON**  
Exclusively Yours  
LP RCA APL1-2180 16.98  
BT APS1-2180 17.95

**GUTHRIE, WOODY**  
Dust Bowl Ballads  
LP RCA CPL1-2089 17.98  
BT CPS1-2089 18.95  
CA CPK1-2089 18.95

**HAGGARD, MERLE**  
Songs I'll Always Sing  
LP Capitol SAB811531 (2) 18.98

**HAMMER, JAN, GROUP, see Jeff Beck**

**HAZEL, EDDIE**  
Games, Dames & Guitar Players  
LP Warner Bros. BS3058 16.98

**HOBBS, BECKY**  
Everyday  
LP Tattoo SJJ1-2169 16.98  
BT SJJ1-2169 17.95  
CA SJK1-2169 17.95

**HODGES, JAMES & SMITH**  
What's On Your Mind  
LP London P5685 16.98

**HOOVER, JOHN LEE**  
Black Snake  
LP Fantasy F-24722 (2) 16.98

**HOWARD, CHUCK**  
Chuck Howard  
LP Cream 1005 16.98

**INDIOS TABAJARAS, LOS**  
Mellow Nostalgia  
LP RCA APL1-2082 16.98  
BT APS1-2082 17.95  
CA APK1-2082 17.95

**ISLEY BROTHERS**  
Go For Your Guns  
LP T-Neck PZ34432 16.98

**JAMES, BOB**  
BJ4  
LP CTI CT17074 17.98

**JARREAU, AL**  
Look To The Rainbow—Al Jarreau  
Live In Europe  
LP Warner Bros. 2823052 (2) 18.98

**KATAKIS, MICHAEL**  
A Simpler Time  
LP A&M SP-4635 16.98  
BT ST-4635 17.98  
CA CS-4635 17.98

**KIND HEARTS & ENGLISH**  
A Wish For A Season  
LP DJM DJLPA5 16.98

**KNIGHT, GLADYS, & THE PIPS**  
Still Together  
LP Buddha BDS5689 16.98

**KRAFTWERK**  
Trans-Europe Express  
LP Capitol SW11603 16.98

**KRISTOFFERSON, KRIS**  
Songs Of Kristoffer  
LP Monument PZ34687 16.98

**LaSo**  
LaSo  
LP MCA-2247 16.98  
BT MCAT-2247 17.98  
CA MCAC-2247 17.98

**Le BLANC & CARR**  
Midnight Light  
LP Big Tree BT-89521 16.98  
BT TP-89521 17.97  
CA CS-89521 17.97

**LODGE, JOHN**  
Natural Avenue  
LP London P5883 16.98

**LOGGINS, KENNY**  
Celebrate Me Home  
LP Columbia PC34655 16.98

**LUTHER**  
This Close To You  
LP Capitol SD-9916 16.98  
BT TP-9916 17.97  
CA CS-9916 17.97

**LYNN, LORETTA**  
I Remember Patsy  
LP MCA-2265 16.98  
BT MCAT-2265 17.98  
CA MCAC-2265 17.98

**MALLARD**  
In A Different Climate  
LP Virgin PZ34489 16.98

**MANDRE**  
Mandre  
LP Motown MF-88651 16.98

**MANN'S, MANFRED, EARTH BAND**  
The Roaring Silence  
LP Warner Bros. BSK3055 17.98

**MARK & CLARK BAND**  
Double Take  
LP Columbia PC34498 16.98

**MARTINEZ, JOHNNY**  
The Salsa Machine  
LP Capitol ST11624 16.98

**MASON, DAVE**  
Let It Flow  
LP Columbia PC34680 16.98

**MAUPIN, BENNIE**  
Slow Traffic To The Right  
LP Mercury SRM1-1148 16.98

**McBRIDE, DALE**  
The Ordinary Man  
LP Con Bro CBLP051 16.98

**McGHEE, BROWNIE, see Sonny Terry**

**MIDLER, BETTE**  
Live At Last  
LP Atlantic SD-2-9000 (2) 111.98  
BT TP-9000 111.98  
CA CS-9000 111.98

**MIGHTY DIAMONDS**  
Ice On Fire  
LP Philadelphia Int'l PZ34454 16.98

**MILLER, FRANKIE**  
Full House  
LP Chrysalis CHR1128 16.98

**MISSION MOUNTAIN WOOD BAND**  
In Without Knocking  
LP M2WB 00812 16.98

**MOMENT OF TRUTH**  
Moment Of Truth  
LP Sabotaj SZ55509 16.98

**MOORE, TIM**  
White Shadows  
LP Asylum 7E1088 16.98

**NELSON, WILLIE**  
Willie / Before His Time  
LP RCA APL1-2210 16.98  
BT APS1-2210 17.95  
CA APK1-2210 17.95

**NEW YORK PORT AUTHORITY**  
Three Thousand Miles From Home  
LP Intracta PZ34380 16.98

**OHIO PLAYERS**  
Angel  
LP Mercury SRM1-3701 17.98

**O'KEEFE, DANNY**  
American Roulette  
LP Warner Bros. BS3050 16.98

**PEACHES & HERB**  
Peaches & Herb  
LP MCA-2261 16.98  
BT MCAT-2261 17.98

**PERSUASIONS**  
Chirpin'  
LP Elektra 7E1099 16.98

**PEZBAND**  
Pezband  
LP Passport PP98021 16.98

**PLEASURE**  
Joy  
LP Fantasy F-9526 16.98

**POCO**  
Indian Summer  
LP ABC AB989 16.98

**PRYOR, RICHARD**  
Greatest Hits  
LP Warner Bros. BSK3057 17.98

**PULLEN, DON**  
Tomorrow's Promises  
LP Atlantic SD-1699 16.98  
BT TP-1699 17.97  
CA CA-1699 17.97

**RAWLS, LOU**  
Unmistakably Lou  
LP Philadelphia Int'l PZ34488 16.98

**REDDY, HELEN**  
Ear Candy  
LP Capitol SO11640 16.98

**ROGERS, DAVID**  
I'm Gonna Love You Right Out Of This World  
LP Republic IRDA LPMR5907598 16.98

**RONSTADT, LINDA**  
A Retrospective  
LP Capitol SKB611629 (2) 16.98

**ROUGH DIAMOND**  
Rough Diamond  
LP Island ILPS9490 16.98

**SAGER, CAROLE BAYER**  
Carole Bayer Sager  
LP Elektra 7E1100 16.98

**SANBORN, DAVID, BAND**  
Promise Me The Moon  
LP Warner Bros. BS3051 16.98

**SCHAFFER, JANNE**  
Katharsis  
LP Columbia PC34499 16.98

**SEIFERT, ZBIGNIEW**  
Zbigniew Seifert  
LP Capitol ST11618 16.98

**SEXTON, ANN**  
The Beginning  
LP Sound Stage 7 SS1500 16.98

**SIMON, LUCY**  
Stolen Time  
LP RCA APL1-1745 16.98  
BT APS1-1745 17.95

**SMITH, CAL**  
I Just Came Home To Count The Memories  
LP MCA-2266 16.98  
BT MCAT-2266 17.98  
CA MCAC-2266 17.98

**SMITH, MARGO**  
Happiness  
LP Warner Bros. BS3049 16.98

**SONS OF CHAMPLIN**  
Loving Is Why  
LP Arista America ST50017 16.98

**SOUL CHILDREN**  
Where Is Your Woman Tonight  
LP Epic PE34455 16.98

**SOUTHSIDE JOHNNY & THE ASBURY JUKES**  
This Time It's For Real  
LP Epic PE34668 16.98

**STANLEY, MICHAEL, BAND**  
Stagepass  
LP Epic PEG34661 (2) 16.98

**STAPLES**  
Family Tree  
LP Warner Bros. BS3064 16.98

**STARZ**  
Violation  
LP Capitol SW11617 16.98

**STEAGALL, RED**  
For All Our Cowboy Friends  
LP ABC Dot DO2078 16.98

**STEVENS, CAT**  
L'itso  
LP A&M SP-4702 17.98  
BT ST-4702 17.98  
CA CS-4702 17.98

**STEWART, GARY**  
Your Place Or Mine  
LP RCA APL1-2199 16.98

**STREETWALKERS**  
Vicious But Fair  
LP Mercury SRM1-1135 16.98

**SUPERTRAMP**  
Even In The Quietest Moments  
LP A&M SP-4634 16.98  
BT ST-4634 17.98  
CA CS-4634 17.98

**SWEET**  
Oh The Record  
LP Capitol SW11636 16.98

**TAVARES**  
Love Storm  
LP Capitol STAD11628 16.98

**TAYLOR, BRIAN**  
Brian Taylor  
LP RCA APL1-2161 16.98  
BT APS1-2161 17.95

**T-CONNECTION**  
Magic  
LP Dash D30004 16.98

**TERRY, SONNY & BROWNIE**  
McGHEE  
Midnight Special  
LP Fantasy F-24721 (2) 16.98

**THOMAS, B. J.**  
Home Where I Belong  
LP Myth MSB5574 16.98

**38 SPECIAL**  
38 Special  
LP A&M SP-4638 16.98  
BT ST-4638 17.98  
CA CS-4638 17.98

**TROPEA, JOHN**  
Short Trip To Space  
LP Marlin 2204 16.98

**TROY, BENNY**  
Tearin' Me To Pieces  
LP De-Lite DEP2024 16.98

**TUBES**  
Now  
LP A&M SP-4632 16.98  
BT ST-4632 17.98  
CA CS-4632 17.98

**20th CENTURY STEEL BAND**  
Warm Heart Cold Steel  
LP Island ILPS9464 16.98

**VARIOUS ARTISTS**  
Guitar Player  
LP MCA-6002 (2) 16.98  
BT MCAT-6002 16.98  
Music Of Jerome Kern  
LP Biograph BLP10210 16.98

**VERA, BILLY**  
Out Of The Darkness  
LP Midway Int'l BK1-2219 16.98  
BT SK1-2219 17.95

**VINTON, BOBBY**  
The Name Is Love  
LP ABC AB981 16.98

**WANSEL, DEXTER**  
What The World Is Comin' To  
LP Philadelphia Int'l PZ34487 16.98

**WASHINGTON HILLBILLIES**  
Washington Hillbillies  
LP Casablanca NBLP7052 16.98

**WATERS**  
Everywhere  
LP Warner Bros. BS3062 16.98

**WATSON, JOHNNY GUITAR**  
A Real Mother For Ya  
LP DJM DJLPA7 16.98

**WEBB, JIMMY**  
El Mirage  
LP Atlantic SD-18218 16.98  
BT TP-18218 17.97  
CA CS-18218 17.97

**WILD CHERRY**  
Electrified Funk  
LP Epic PE34462 16.98

**WILLIAMS, GLOSTER, & THE KING JAMES VERSION**  
Together  
LP Gospel Roots 5005 16.98

**WING & A PRAYER FIFE & DRUM CORPS**  
Babyface Strikes Back  
LP Wing & A Prayer HS-3026 16.98  
BT TP-3026 17.97  
CA CS-3026 17.97

**WOOD, BRASS & STEEL**  
Wood, Brass & Steel  
LP Turbo 7016 16.98

**WRIGHT, BETTY**  
This Time For Real  
LP Alton 4406 16.98

**YARDBIRDS**  
Great Hits  
LP Epic PE34491 16.98

**ZAPPA, FRANK**  
Zappa In New York  
LP Warner Bros. 2W3056 (2) 111.98

## JAZZ

**ADDERLEY, CANNONBALL, featuring Nat Adderley**  
Coast To Coast  
LP Milestone M-47039 (2) 16.98

**ADDERLEY, NAT, see Cannonball Adderley**

**AKIYOSHI, TOSHIKO-LEW**  
Road Time  
LP RCA CPL2-2242 (2) 19.98  
BT CPS2-2242 (2) 19.98

**AMMONS, GENE**  
The Gene Ammons Story: Organ  
Combos  
LP Prestige P-24071 (2) 16.98

**BENSON, GEORGE, & JACK Mc DUFF**  
George Benson & Jack Mc Duff  
LP Prestige P-24072 (2) 16.98

**BOBO, WILLIE**  
Tomorrow Is Here  
LP Blue Note BNL47110 16.98

**BRAXTON, ANTHONY**  
The Montreaux / Berlin Concerts  
LP Arista AL5002 (2) 19.98

**BYRD, CHARLIE**  
Charlie Byrd Swings Downtown  
LP Improv 7116 16.98

**COLTRANE, JOHN, featuring PAUL QUINICHETTE & MAL WALDRON**  
Wheelin'  
LP Prestige P-24069 (2) 18.98

**COLTRANE, JOHN**  
The Other Village Vanguard Tapes  
LP ABC/Impulse AS9325 (2) 16.98

**CLAYTON, BUCK**  
Jazz Party Time  
LP Chiaroscuro CR152 16.98

**DAVIS, MILES**  
Water Babies  
LP Columbia PC34396 16.98

**DI MEOLA, AL**  
Elegant Gypsy  
LP Columbia 34461 16.98

**DOLPHY, ERIC**  
Status  
LP Prestige P-24070 (2) 18.98

**ELLIS, PEEWEE**  
Home In The Country  
LP Savoy SJJ 3301 16.98

**ESCHETE, RON**  
Spirit's Samba  
LP Jax 4003 16.98

**FARMER, ART**  
Crawl Space  
LP CTI 7073 17.98

**FERGUSON, MAYNARD**  
Conquistador  
LP Columbia PC34457 16.98

**GILBERTO, JOAO**  
Amoroso  
LP Warner Bros. BS3053 16.98

**GORDON, DEXTER**  
Homecoming: Live At The Village Vanguard  
LP Columbia BL34651 16.98

**GORDON, DEXTER, QUINTET**  
Swiss Nights  
LP Inner City 2050 16.98

**HACKETT, BOBBY**  
Thanks Bobby  
LP Dabro DR1004 16.98

**HALL, ADELAIDE**  
That Wonderful...  
LP Monmouth-Evergreen MES7080 16.98

**HALL, BOBBY**  
Body Language For Lovers  
LP 20th Century 1534 16.98

**HANCOCK, HERBIE**  
VSOP  
LP Columbia PG34688 (2) 17.98

**HANDY, JOHN**  
Carnival  
LP ABC/Impulse AS9324 16.98

**HARRIS, EDDIE**  
How Can You Live Like That  
LP Atlantic SD1698 16.98  
BT TP1698 17.95  
CA CS1698 17.95

**HARTMAN, JOHNNY**  
Johnny Hartman  
LP Musicor MUS2502 16.98

**HERMAN, WOODY, & THE NEW THUNDERING HERD**  
The 40th Anniversary, Carnegie Hall Concert, Recorded Live...  
Nov. 20, 1976  
LP Gryphon BGL2-2203 (2) 613.98  
BT BGS2-2203 114.25  
CA BGL2-2203 114.25

**HINES, EARL**  
Solo Walk In Tokyo  
LP Biograph BLP12055 16.98

**HOWELL, MICHAEL**  
Alone  
LP Catalyst CAT7615 16.98

**JAMAL, AHMAD**  
Sun Set  
LP Chess 2ACM407 (2) 16.98

**JEFFERSON, EDDIE**  
The Jazz Singer  
LP Inner City C1016 16.98

**KENTON, STAN**  
Live In Europe  
LP London SP44276 16.98

**KESSEL, BARNEY**  
Soaring  
LP Concord Jazz C/33 16.98

**LAW, RONNIE**  
Friends & Strangers  
LP Blue Note BNL4730H 17.98

**LEWIS, JOHN, & HELEN MERRILL**  
John Lewis & Helen Merrill  
LP Mercury SRM1-1150 16.98

**LIEBMAN, DAVID**  
Light'n Up  
LP Horizon SP-721 16.98

**MANGIONE, CHUCK**  
Jazz Brother  
LP Milestone M-47042 (2) 18.98

**MAS, JEAN PIERRE**  
Rue de Lourmel  
LP Inner City 1014 16.98

**McCANN, LES**  
Music Lets Me Be  
LP ABC/Impulse AS9329 16.98

**McDUFF, JACK, see George Benson**

**McHARGUE, ROSY**  
Ragtimers  
LP Jump 122 16.98

**McRAE, CARMEN**  
At The Great American Music Hall  
LP Blue Note LA709H2 (2) 16.98

**MERRILL, HELEN, see John Lewis**

(Continued on page 85)

# General News

## Dealers, Customers Accept \$1 Price Rise

Continued from page 77

1998. Budget sold "Star" for \$6.99 and "everybody complained—but they bought it anyway. People gripe about higher prices, but they'll still buy," she adds.

Carduff says if there's a record boycott in the offing, she thinks it could be directed at record and tape quality—which she says is continuing to deteriorate.

That sentiment is echoed by Roger Elliott, manager of one of the biggest Burstein Applebee stores.

"I'm upset about the price hike because record companies are not coming up with the quality to match," Elliott says. "I think you're going to hear a lot more complaints about quality because of the sophisticated equipment now being sold.

We have a lot of people come in and buy high-priced equipment, then come back complaining about how it sounds. It's just because the quality of the records and tapes is lousy."

Elliott says he hasn't seen any measurable drop in business because of the price hike, with higher-priced items like "Star" moving well.

He's more concerned about what will happen if the quality and price continue moving in opposite directions.

"We've gone along with the price hikes and I'm still trying to decide myself whether the increases are good or bad," says John Cannon, manager of the Peaches outlet.

"People are concerned about how much they have to pull out of their pocket, they aren't that much concerned about the list price," he adds.

The Columbia album had sold at a \$5.49 special sale price after it was released, but it is now selling at \$6.97.

"I think the higher prices are hurting," Cannon says. "But once the consumers are programmed to pay those prices, they'll accept them. It might take a year or two though."

He says he was amazed at the number of people buying at the higher price. "I hate to say it, but I think the record companies are getting away with it," Cannon goes on.

At Peaches, \$7.98 albums normally sell for \$5.96 or at \$4.99 for a special sale; \$6.98 albums usually sell for \$4.98, or at \$3.98 on sale; \$5.98 LPs are \$4.23 or \$3.69 on sale.

"If people want the product, they'll pay for it," agrees Ken Herrick, LP buyer for Radio Doctors. His store sold about 5,000 copies of the Columbia release with a 10-day new release special of \$5.49 and a \$5.98 current price. Radio Doctors offers \$7.98 LPs at a usual \$5.29 mark and \$6.98 albums at \$4.29.

"Those are our special retail and advertised specials," says Herrick.

He says stores that boycott high priced albums are only hurting themselves. "The customer will just go someplace else to get the release. If people don't buy it, then we don't buy it," Herrick says.

Darrell Kraft of Musicland says he wasn't surprised at the price hikes. "People will buy albums anyway, but they will still moan," he says. "I think that the prices are about as high as they are going to get."

Musicland prices are about a \$1 off the list price. The \$8.98 Columbia LP went for \$5.99 at an early sale price and currently is selling for \$6.67.

The popularity of the respective group determines whether an LP will sell at a higher cost, says Joyce (Continued on page 90)

outlets to get copies. High prices aren't the problem.

"It seems that every woman who ever saw that movie wants an album. It's become like a souvenir," says Jim Howard, chief LP buyer for the four-store 1812 Overture chain.

Store costs for the Streisand release are varying, but most hover in the range between \$5.49 and \$6 level. It usually depends how the owner feels the album is doing on the charts and the reaction of the customer.

Many store managers have reservations about the increasing cost of the albums, but add that a major group can usually draw well.

One exception that has been noted across the board was the recent Queen release at \$7.98, which apparently died out after the group's fans made an initial buying surge.

"People are concerned about how much they have to pull out of their pocket, they aren't that much concerned about the list price," he adds.

The Columbia album had sold at a \$5.49 special sale price after it was released, but it is now selling at \$6.97.

"I think the higher prices are hurting," Cannon says. "But once the consumers are programmed to pay those prices, they'll accept them. It might take a year or two though."

He says he was amazed at the num-

ber of people buying at the higher price. "I hate to say it, but I think the record companies are getting away with it," Cannon goes on.

At Peaches, \$7.98 albums normally sell for \$5.96 or at \$4.99 for a special sale; \$6.98 albums usually sell for \$4.98, or at \$3.98 on sale; \$5.98 LPs are \$4.23 or \$3.69 on sale.

"If people want the product, they'll pay for it," agrees Ken Herrick, LP buyer for Radio Doctors. His store sold about 5,000 copies of the Columbia release with a 10-day new release special of \$5.49 and a \$5.98 current price. Radio Doctors offers \$7.98 LPs at a usual \$5.29 mark and \$6.98 albums at \$4.29.

"Those are our special retail and advertised specials," says Herrick.

He says stores that boycott high priced albums are only hurting themselves. "The customer will just go someplace else to get the release. If people don't buy it, then we don't buy it," Herrick says.

Darrell Kraft of Musicland says he wasn't surprised at the price hikes. "People will buy albums anyway, but they will still moan," he says. "I think that the prices are about as high as they are going to get."

Musicland prices are about a \$1 off the list price. The \$8.98 Columbia LP went for \$5.99 at an early sale price and currently is selling for \$6.67.

The popularity of the respective group determines whether an LP will sell at a higher cost, says Joyce (Continued on page 90)

## Amsterdam IMIC Looms

Continued from page 1

play each year at the world famous Keukenhof floral exhibition.

Aside from this new special distinction, Billboard also enjoys the unique status of having a famous marching theme carrying its name. "The Billboard March" is used by every circus around the world.

The Billboard tulip was specially commissioned by Ariola Benelux from the bulb farm of Jac Uittenboogaard, situated in the heart of Holland's famous bulb fields. This family business has grown bulbs on its 50 acres of land since 1910.

Preparatory plans for the conference are in full swing, with new participants announced for IMIC's panels.

Joining the many industry leaders from around the world already confirmed will be George Struth of Canada's Quality Records and Monty Leuftner of Ariola/Eurodisc on the special president's panel under the direction of Coen Solleveld, president of Polygram.

In addition, Pierre Goemaere, managing director of Inelco/Belgium and Siegfried Loch, managing director of WEA Musik GmbH of Hamburg, will join the panel titled "Marketing And Promotion, Country By Country."

New members of the session focusing on "New International Forces In Music" are Mike Hales of Polydor and Mervyn Conn of the Wembley Music Festival in England.

Bob Edgerton, chief buyer of Woolworth's in the U.K., has been confirmed as a panelist on "Evolution In Retailing."

And joining the "Publishing Today" panel will be Stig Anderson of Sweden Music, Roland Kluger of Roland Kluger Music, Ron White of EMI and Giuseppe Ricci of Edizioni Curci.

Leonard Feist of the NMPA will join the session discussing the new U.S. Copyright Act.

Preceding the IMIC '77 banquet and the presentation of Billboard's Trendsetter Awards on the final day, Mountain Recording Studios of Montreux, Switzerland, will host a special cocktail reception.

The registration fee is \$400 per participant which includes all sessions, meals, workbook materials and special events. Spouse registration is \$150.

All correspondence regarding registration fees and hotel accommodations should be directed to Diane Kirkland, conference coordinator, Billboard, 9000 Sunset Blvd., Los Angeles, Calif., 90069.

## New E/A/N Office

NEW YORK—Elektra/Asylum/Nonesuch Records has relocated its New York offices. The new address is 665 Fifth Ave., N.Y. 10022. The phone number remains the same: (212) 484-8030.

# New LP/Tape Releases

Continued from page 84

**MILES, BARRY, & CO.**  
Sky Train  
LP Gryphon BGL1-2200 \$6.98  
BT BGS1-2200 \$7.95  
CA BSK1-2200 \$7.95

**MONTGOMERY, WES**  
Movin'  
LP Milestone M-47040 (2) \$8.98

**MURRAY, DAVID**  
Flowers For Albert  
LP India Navigation IN1026

**NAVARRO, FATS**  
Fats Navarro  
LP Milestone M-47041 (2) \$8.98

**NICHOLS, RED**  
And His Pennies  
LP Jump 121

**NORTH TEXAS STATE UNIV. LAB BAND**  
Lab '76  
LP LULU114 \$6.98

**PULLEN, DON**  
Healing Force  
LP Black Saint BSR0010 \$6.98

**QUINICHETTE, PAUL**, see John Coltrane

**RETURN TO FOREVER**  
Musicalmag  
LP Columbia PC34682 \$6.98

**RINALDO & SONS**  
Jazz Is A Four Letter Word  
LP JILJ

**RIZZI, TONY**  
Plays Charlie Christian  
LP Milegro 1000

**ROUSE, CHARLIE, BAND**  
Cinnamon Flower  
LP Casablanca NBLF7044 \$6.98

**RUSHEN, PATRICÉ**  
Shout It Out  
LP Prestige P-10101 \$6.98

**RUSSELL, GEORGE**  
Guitar  
LP Dubs DR1002 \$6.98

**SANDERS, PHAROAH**  
Pharoah  
LP India Navigation IN1027

**SCHAEFER, HAL**  
The Extraordinary Jazz Pianist  
LP Renaissance 1000 \$6.98

**SHAW, WOODY, CONCERT ENSEMBLE**  
At The Berliner Jazzstage  
LP Muse MR5139 \$6.98

**SUMMERS, BILL**  
Feel The Heat  
LP Prestige P-10102 \$6.98

**TATUM, ART**  
The Tatum Solo Masterpieces, v. 4  
LP Pablo 2310 789 \$7.98  
BT S10 789 \$7.98  
CA K10 789 \$7.98

The Tatum Solo Masterpieces, v. 5  
LP Pablo 2310 790 \$7.98  
BT S10 790 \$7.98  
CA K10 790 \$7.98

**The Tatum Solo Masterpieces, v. 6**  
LP Pablo 2310 791 \$7.98  
BT S10 791 \$7.98  
CA K10 791 \$7.98

**The Tatum Solo Masterpieces, v. 7**  
LP Pablo 2310 792 \$7.98  
BT S10 792 \$7.98  
CA K10 792 \$7.98

**The Tatum Solo Masterpieces, v. 8**  
LP Pablo 2310 793 \$7.98  
BT S10 793 \$7.98

**VAN DYKE, LOUIS**  
Round Midnight  
LP Columbia M34511

**VARIOUS ARTISTS**  
Rare Big Band Gems  
LP Nostalgia Book Club 1004

**WALDRON, MAL**, see John Coltrane

**WOOD, PHIL, SIX**  
Live From The Showboat  
LP Gryphon BGL2-2202 (2) \$13.98  
BT BGS2-2202 \$14.95  
CA BKG2-2202 \$14.95

**HAZEL FLAGG**  
Original Cast  
LP RCA-Red Seal CBM1-2207 \$6.98

**NEW FACES OF 1952**  
Original Cast  
LP RCA-Red Seal CBM1-2206 \$6.98

**PORGY & BESS**  
Goldman & Houston Grand Opera  
LP RCA-Red Seal ARL3-2109 (3) \$23.98

**RAGGEDY ANN & ANDY**  
Original Soundtrack  
LP Columbia 34686

**SILK STOCKINGS**  
Original Cast  
LP RCA-Red Seal CBM1-2208 \$6.98

**YOUR ARMS TOO SHORT TO BOX WITH GOD**  
Original Cast  
LP ABCAB1004

**BACH, JOHANN SEBASTIAN**  
Cantata No. 11, No. 67  
Ferrier, Jacques Orch... Jacques  
LP Treasury R23206 \$3.98

**BETHOVEN, LUDWIG VAN**  
Complete Music For Wind Band  
London Wind Soloists, Brymer  
LP Treasury STS 15387 \$3.98

**Piano Sonatas: No. 28 in A, Op. 101, No. 30 in E, Op. 109**  
Ashkenazy  
LP London CS 7029 \$6.98  
CA CS5-7029 \$7.95

**Symphony No. 2 in D; Egmont Overture**  
Chicago Symph. Orch... Solti  
LP London CS 6927 \$6.98

**With Symphony No. 4, Op. 64**  
CA CS5-7054 \$7.95

**Symphony No. 3 in E-flat (Eroica)**  
Chicago Symph. Orch... Solti  
LP London CS7049 \$6.98  
CA CS5-7057 \$7.95

**London Philh. Orch... de Sabata/Berlioz: Le Carnaval Romain Overture**  
LP Treasury RS62022 (2) \$7.96

**Symphony No. 4 in B-Flat, Op. 60**  
Chicago Symph. Orch... Solti/Weber: Oberon Overture  
LP London CS 7050 \$6.98

**With Symphony No. 2 in D**  
CA CS5-7054 \$7.95

**Symphony No. 5 in c, Op. 67**  
Concertgebouw Orch. of Amsterdam, Kleiber/Mozart: Symphony No. 40 in g. London Philh. Orch... Kleiber  
LP Treasury R23232 \$3.98

**BERLIOZ, HECTOR**  
Symphonie Fantastique, Op. 14; Le Carnaval Romain Overture, Op. 9  
Concertgebouw Orch. Of Amsterdam, Van Beinum  
LP Treasury R23205 \$3.98

**BRAHMS, JOHANNES**  
Symphony No. 3 in F, Op. 90; Variations On A Theme Of Haydn  
L'Orchestre de la Suisse Romande, Ansermet  
LP Treasury STS15382 \$3.98

**BUXTEHUDE, DIETRICH**  
Organ Works, v. 1 Chapuis  
LP Das Alte Werk 6.42001 \$7.98

**DELIBES, LEO**  
Coppelia  
L'Orchestre de la Suisse Romande, Ansermet  
LP Treasury STS15371 (2) (2) \$7.96

**DONIZETTI, GAETANO**  
L'Elisir D'Amore  
Orchestra Of The Maggio Musicali Fiorentino, Molinari-Pradelli  
LP Treasury SRS 63524 (3) \$11.94

**FRANCK, CESAR**  
Symphony in d; Symphonic Variations  
Cleveland Orch... Maazel  
LP London CS7044 \$6.98  
CA CS5-7044 \$7.95

**GILBERT, WILLIAM, & SIR ARTHUR SULLIVAN**  
The Grand Duke  
D'Oyly Carte Opera Co., Royal Philh. Orch... Nash  
LP London OSA 12106 (2) \$13.98  
CA OSA5-12106 \$15.90

**HANDEL, GEORGE FRIDERIC**  
Belshazzar  
Concentus Musicus Of Vienna, Harmoncourt  
LP Telefunken 46.35326 (4) \$31.92

**KHACHATURIAN, ARAM**  
Gayne Ballet  
Tjeknavonian, National Philh. Orch.  
LP RCA-Red Seal CRL2-2263 (2) \$8.98

**KULKA, KONSTANTY**  
Violin Concertos  
Warschauer Nat'l-Philh., Katlewicz  
LP Telefunken 6.42078 \$7.98

**MASSENET, JULES**  
Scenes Alsaciennes, Scenes Dramatiques, Marche Des Princesses  
National Philh. Orch... Bonyngne  
LP London CS 7048 \$6.98

**MENDELSSOHN, FELIX**  
Symphony No. 1 in c, Op. 11 & No. 5 in d, Op. 107  
Vienna Philh. Orch... Von Dohnanyi  
LP London CS7038 \$6.98

**MOZART, WOLFGANG AMADEUS**  
Concertos For Piano No. 18 in B-Flat & No. 19 in F  
Serkin, English Chamber Orch... Schneider  
LP RCA-Red Seal ARL1-2244 \$7.98  
BT ARS1-2244 \$7.98  
CA ARK1-2244 \$7.98

**Piano Concertos No. 18 in B-Flat & No. 24 in c**  
Engel, Salzburg Mozarteum Orch... Hager  
LP Telefunken 6.41926 \$7.98  
CA 4.41926 \$7.95

**Serenade No. 7 in D, K. 250**  
Vienna Philh. Orch... Munchinger  
LP Treasury STS 15375 \$3.98

**Symphony No. 38 in D**  
English Chamber Orch... Britten/Schubert: Symp. No. 8 in b  
LP London CS 6741 \$6.98

**Symphonies No. 38 in D & No. 25 in g**  
London Symph. Orch... Solti  
LP Treasury R 23238 \$3.98

**Symphonies No. 39 in E-Flat & No. 34 in C**  
Israel Philh. Orch... Mehta  
LP London CS 7055 \$6.98  
CA CS5-7055 \$7.95

**MUSSORGSKY, MODEST**  
Pictures At An Exhibition  
Chicago Symph... Giuliani/Prokofiev:  
Classical Symphony  
LP DG 2530783 \$7.98

**PAGANINI, NICCOLO**  
Violin Concerto No. 1 in D, Op. 6  
Belkin, Israel Philh. Orch... Mehta  
LP London CS7019 \$6.98

**PROKOFIEV, SERGE**  
Piano Concertos No. 3 in C, Op. 26 & No. 4, Op. 53  
Ashkenazy: London Symph. Orch... Previn  
LP London CS 6964 \$6.98  
CA CS5-6964 \$7.95

**Violin Concertos No. 1 in D & No. 2 in g**  
Kyung Wha-Chung, London Symph. Orch... Previn  
LP London CS6997 \$6.98

**RAVEL, MAURICE**  
Bolero  
Chicago Symph. Orch... Solti/Debussy: La Mer L'Apres Midi D'Un Faune  
LP London CS7019 \$6.98

LP London CS7033 \$6.98  
CA CS5-7033 \$7.95

**RUSSELL, HENRY**  
An Evening With Henry Russell  
Jackson Bolcom  
LP Nonesuch H71338

**SCHUBERT, FRANZ**  
Complete Piano Trios  
Wiener Trio, Buchbinder  
LP Telefunken 26.35055 (2) \$15.96

**Quintet in C, D. 956; Trio in B-Flat**  
Vienna Philh. Quartet  
LP Treasury STS15386 \$3.98

**STRAUSS, JOHANN JR. & SR.**  
Emperor Waltz  
Ormandy, Philadelphia Orch.  
LP RCA-Red Seal ARL1-2266 \$7.98  
BT ARS1-2266 \$7.98  
CA ARK1-2266 \$7.98

**WAGNER, RICHARD**  
Tristan Und Isolde  
Moedl, Windgassen, Blatter, Orchester Der Staetischen Oper—Berlin, Rother  
LP Telefunken 26.48020 (2) \$15.96

**BAKER, JULIUS**, see Jean-Pierre Rampal

**BOSKOVSKY, WILLI, & THE VIENNA PHILH. ORCH.**  
The Vienna Of The Strausses  
LP Treasury STS 15376 \$3.98

**BREAM, JULIAN**  
An Evening With  
LP RCA-Red Seal CRL2-2212 (2) \$8.98  
BT CRS1-2212 \$8.98  
CA CRK1-2212 \$8.98

**DE LARROCHA, ALICIA & THE ROYAL PHILH. ORCH. (W/DE BURGOS)**  
Concertos From Spain  
LP London CS 6990 \$6.98  
CA CS5-6990 \$7.95

**EVANS, GERAINT**  
Three Centuries Of Baritone Art  
LP Treasury SR 33226 \$3.98

**FIEDLER, ARTHUR, & THE BOSTON POPS**  
The Pops Box  
LP RCA-Red Seal CRL3-2215 (3) \$15.98

**HOROWITZ, VLADIMIR**  
Favorite Beethoven Sonatas  
LP Columbia M34509 \$7.98

**RAMPAL, JEAN-PIERRE, with JULIUS BAKER & ROBERT VEYRON-LACROIX**  
Duets & Sonatas  
LP Fantasy F-24719 (2) \$8.98

**SASS, SYLVIA**  
Presenting Sylvia Sass  
LP London OS26524 \$6.98  
CA OS5-26524 \$7.95

**VEYRON-LACROIX, ROBERT**, see Jean-Pierre Rampal

**WOODS, JONATHAN**

**Battle Imperial**  
LP London CS7046 \$6.98  
CA CS5-7046 \$7.95

**BABY IS THREE—Sturgeon**  
Sturgeon  
LP Caedmon TC1492 \$6.98

**FIVE LITTLE PEPPERS & HOW THEY GREW—Sidney Harris**  
LP Caedmon TC1533 \$6.98

**FRANCES—Hoban Johns**  
LP Caedmon TC1546 \$6.98

**ANNE FRANK, DIARY OF A YOUNG GIRL**  
Bloom  
LP Caedmon TC1522 \$6.98

**FRANKENSTEIN—Shelley Mason**  
LP Caedmon TC1541 \$6.98

**THE GREAT SWITCHEROO—Dahl Neal**  
LP Caedmon TC1545 \$6.98

**THE GREEN HILLS OF EARTH—Heinlein Nimoy**  
LP Caedmon TC1526 \$6.98

**HUGHES, TED**  
Poetry & Voice Of  
LP Caedmon TC1535 \$6.98

**JAMES & THE GIANT PEACH—Dahl**  
Dahl  
LP Caedmon TC1543 \$6.98

**JULIE OF THE WOLVES—George Worth**  
LP Caedmon TC1534 \$6.98

**LITTLE TOOT STORIES—Gramatky Conried**  
LP Caedmon TC1528 \$6.98

**PLATH, SYLVIA**  
Reading Her Poetry  
LP Caedmon TC1544 \$6.98

**QUEEN ZIXI OF IX—Baum Bolger**  
LP Caedmon TC1529 \$6.98

**RUKEYSER, MURIEL**  
The Poetry & Voice Of  
LP Caedmon TC1536 \$6.98

**TRUMAN, HARRY S.**  
The Truman Tapes  
LP Caedmon TC2085 (2) \$13.98

**TWENTY THOUSAND LEAGUES UNDER THE SEA—Verne Mason**  
LP Caedmon TC1472 \$6.98

**WHERE THE WILD THINGS ARE—Sendak Grimes**  
LP Caedmon TC1531 \$6.98

**WRIGHT, JAMES**  
The Poetry & Voice Of  
LP Caedmon TC1538 \$6.98

MAY 7, 1977, BILLBOARD

# Billboard's Top Album Picks

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Billboard SPECIAL SURVEY For Week Ending 5/7/77

Number of LPs reviewed this week **49** Last week **66**

## Spotlight

## Country

**ROY CLARK—My Music & Me/Vocal & Instrumental**, ABC/Dot DO2072/2. A strong LP effort by Clark that exemplifies his masterful vocal and picking ability. A mixture of serious ballad type material, instrumentals and kicky uptempo numbers, this double LP set contains a Hank Williams' tune, "I'm So Lonesome I Could Cry," a Neil Sedaka/Howard Greenfield tune, "Breaking Up Is Hard To Do," "Hookin'," which is a self-penned number along with "Half A Love," that was written by both Clark and R. Lane, among others. String arrangements by Bergen White and Bill Walker complement four out of the 20 tunes offered in this collection.

**Best cuts:** "Georgia On My Mind," "Kids," "Half A Love," "Modern Day Miracle."

**Dealers:** Clark's frequent tv appearances should spark sales.

**TOM T. HALL—About Love**, Mercury SRM11139. An unusual album by Hall that, for the first time, relies heavily on writers other than himself for love songs. Hall throws in some of his own mellow compositions—such as "Your Man Loves You, Honey" and "A Whole Lot Of Love"—in the melange that includes the timeless "It's All In The Game," the Tom Jans classic "Lovin' Arms" and Don McLean's tadback love ballad, "And I Love You So." Hall's vocals are caressed by some tender guitar work from Ray Edenton, Pete Wade and Jerry Kennedy (who produced). A few strings, some banjo licks, bass, drums and keyboard are included in the simple, effective arrangements.

**Best cuts:** "Your Man Loves You, Honey," "Lovin' Arms," "One Of The Mysteries Of Life," "It's All In The Game."

**Dealers:** No stranger to the pop chart, Hall could appeal to pop and MOR as well as country with this package.

**WAYLON JENNINGS—O! Waylon**, RCA APL12317. Exceptional LP from Jennings who is setting some new standards with his recent product. Kicked off by his hot new single, "Luckenbach, Texas (Back To The Basics Of Love)," the album also carries several more biographical and autobiographical songs. Smooth, polished production from Chips Moman results in an album that could easily crossover to the pop field. A fresh and broad choice of material—with songs from Jennings, Moman, Neil Diamond and a host of writers—provides a vehicle that slides into, and out of, various music styles and feelings. A beautifully balanced album with a powerful lineup of musicians headed by Jennings on vocals, lead and rhythm guitar.

**Best cuts:** "Luckenbach, Texas (Back To The Basics Of Love)," "If You See Me Getting Smaller," "Sweet Caroline," "I Think I'm Gonna Kill Myself," "Belle Of The Ball," "Brand New Goodbye Song."

**Dealers:** Stock this one deep and watch for pop action too. A good bet for No. 1.

**FREDDY FENDER—Best Of . . .**, ABC/Dot DO2079. Spanning the years from 1974 to 1976, this Fender album is a compilation of hits from four previous LPs, including "Before the Next Teardrop Falls," "Are You Ready For Freddy," "Rock 'n' Country" and "If You're Ever In Texas." The traditional TexMex delivery that Fender's sensitive vocal style has made famous is surrounded in production by bass, strings, guitar, steel, electric guitar and piano.

**Best cuts:** "Before the Next Teardrop Falls," "Wasted Days And Wasted Nights," "Secret Love," "The Rains Came."

**Dealers:** A collector's LP which should spur sales.

**EDDY ARNOLD—I Need You All The Time**, RCA APL12277. Arnold's second RCA album is a quality blend of the rich smoothness, consistency and lyrically meaningful material that has established him as an artist who surpasses musical time spans. Owen Bradley's production expertise brings together classy instrumentation spiced with effective guitar, piano, string arrangements by Bergen White and vocal accompaniment by the Hollady Singers. Songs by Boudleaux and Felice Bryant, "(I Need You) All The Time," Lawton Williams, "Fraulein," and George Tomasco, "Gettin' Away From It All" enhance Arnold's identifiable vocal delivery.

**Best cuts:** "(I Need You) All The Time," "Fraulein," "I've Never Loved Anyone More," "Gettin' Away From It All."

**Dealers:** Arnold's appeal reaches many fields of music.

## First Time Around

**SHALAMAR—Uptown Festival**, Soul Train BVL12289 (RCA). This vocally inventive threesome makes something of a specialty of contemporary disco updates of early Motown material. The title cut has already been a Hot 100 single and is a four-de-force medley of a string of Motown hits. Sides one and two have different producer-arranger teams. The first side is sparkling, immaculate disco with a white-hot mix. Side two is soul balladry with Gene Page string charts and featuring the voice of the female member of this trio. The mainstream soul cuts are good and wide-ranging in style, but nowhere near as distinctively individual as what Shalamar does with the disco tracks.

**Best cuts:** "Inky Dinky Wang Dang Doo," "Uptown Festival."

**Dealers:** Good for perky store play at soul-disco outlets.

**10cc—Deceptive Bends**, Mercury SRM13702. Although half the original 10cc has departed in order to perfect and market a new kind of revolutionary synthesizer, remaining Graham Gouldman and Eric Stewart have—with the aid of percussionist Paul Burgess and a few guest soloists—produced a lavishly pretty and cosmically silly LP in the great 10cc tradition. As eccentric as it is multi-talented in studio virtuosity and songwriting, 10cc went its own determinedly madcap way for years before breaking through with a No. 1 single, "I'm Not In Love," a couple of albums ago. This new LP was heralded with a top 5 single, "The Things We Do For Love," that is a perfect recap of 10cc style in general and this entire LP in its blend of beautifully lush melodies and production surrounding slyly surrealistic lyrics.

**Best cuts:** "The Things We Do For Love," "People In Love," "Feel The Benefit," "Modern Man Blues."

**Dealers:** The double-fold jacket with its bizarre graphics of deep-sea divers will make an eye-catching display.



## Billboard's Recommended LPs

### pop

**BRAND X—Moroccan Roll**, Passport PP98022 (ABC). Mostly instrumental, evocative free-form rock on this somewhat eccentric English group's second album. Brand X quintet is quite fine at conveying floaty, dreamlike moods with highly controlled studio techniques. The group also can cook with a restrained elegance somewhat reminiscent of Pink Floyd. **Best cuts:** "Why Should I Lend You Mine," "Disco Suicide."

**KINGFISH—Live 'N' Kickin'**, Jet JTLA732G(UA). Good live set with a jam-like feel recorded at the Roxy in L.A. Grateful Deader Bob Weir sits in on guitar and vocals and many of the songs do have a Dead flavor—a more laidback type of rock 'n' roll. **Best cuts:** "Goodbye Yer Honor," "Juke," "I Hear You Knocking," "Jump For Joy," "Jump Back."

**GINGER BAKER & FRIENDS—Eleven Sides Of Ginger Baker**, Sire SA7532 (ABC). Friends include Chris Spedding, Rick Grech, Herbie Flowers and "Mr. Snips" on vocals. The 11 musical sides of Baker are represented by 11 short songs. The styles range from the sonic assault Baker perfected with Cream and the Baker Gurvitz Army to Elvis-type rockers to jazz-oriented Latin and African rhythms. The LP shows Baker as much more than a power drummer, but its eclectic nature is somewhat of a bar to smooth continuity. **Best cuts:** "Candystick Taker," "N'kon Kimi N'kon Nkon," "Don't Stop The Carnival."

**RICHARD TATE**, ABC AB1016. Tate is a singer-writer-producer-arranger whose light tenor voice is most at home with blue-eyed soul sophistication in the vein of Hall & Oates. He is less distinctive on the more rock-oriented cuts here. The LP was cut partially at Muscle Shoals and the soul-rock rhythm tracks are powerfully dynamic. **Best cuts:** "Fill My Life With Love," "Long Mountain Road," "She's Got The Time To Love Me."

**KEVIN AYERS—Yes We Have No Mananas/So Get Your Mananas Today**, ABC, AB1021. The music on this LP is just as prodigious as its title. Ayers' wobbling deep vocals help bring a new sound to each tune, avoiding repetition. Most tunes are light, whispery ballads. While Englishman Ayers backs up his singing on guitar with a rhythm section, the emphasis is on lyrics and melody. This album, previously released in England, is Ayers' first for ABC. **Best cuts:** "Star," "Love's Gonna Turn You Around," "Blue," "Ballad Of Mr. Snake."

**TORNADER—Hit It Again**, Polydor PD16098. Mostly blue-eyed vocal funk from writer-singers Larry Alexander and Sandy Torano with cooking rhythm tracks by New York studio stars and some guitar from Johnny Winter. Tends to fall a bit between format standardizations but has no shortage of r&b energy. **Best cuts:** "Back Up (Hit It Again)," "Does Anybody Really Wanna Do The Thing."

**MUSICA ORBIS—To The Listeners**, Longevity LD1. This quintet—three male and two female—have a wide campus following. Each member is an accomplished musician utilizing varied instruments including harp, organs, flutes and recorders. The music itself has a rock classical feel with Kitty Brazelton offering ethereal vocals. **Best cuts:** "Welcome," "Samuel," "Red Winds," "It's Hard To Say."

**SEEDS—Fallin' On The Edge**, GNP-Crescendo GNPS2107. Sixth LP by this California veteran foursome has a country-flavored title song and 10 others of merit. Sky Saxon, Rick Andridge, Daryl Hooper and Jan Savage show commendable talents not only as performers but as songwriters. The production team of Kim Fowley, Marcus Tyball and Neil Norman captures it all with excellent fidelity. **Best cuts:** "Fallin' On The Edge Of My Mind," "The Wind Blows Your Hair," "Pushin' Too Hard," "Chocolate River."

**BLOSSOM DEARIE—My New Celebrity Is You**, Daffodil BMD103. Beautifully recorded package of two LPs offers 16 highly sophisticated songs by the inimitable New York singer-

pianist, long a favorite of Manhattan's Cafe society. Ron Carter, Grady Tate, Toots Thielemans, Hubert Laws, George Devins and Jay Berlinger provide subtle, effective accompaniment. Title song was possibly the last Johnny Mercer composed; Dearie clefied eight of the titles herself. **Best cuts:** "My New Celebrity Is You," "Unless It's You," "There Ought To Be A Moonlight Saving Time."

**SEVERANCE—Largo 6001**. A powerful entry by a struggling, unknown California quintet comprised of Barry Saperstein, Greg Hines, Todd Bingham, Zum Vanderlip and John Philip Shenale. Heavily electronic, combo boasts extraordinary musicians in drummer Saperstein and guitarist-singer Bingham and a knack for popping up with ingenious original songs, 12 in this debut LP. The Severance sound is particularly tailored for discos but will excite almost every type of 1977 auditors. **Best cuts:** "Right To Choose," "Out There On My Own," "Only Me," "What More Can I Do?"

**MOM AND DADS—Whispering Hope**, GNP-Crescendo GNPS2108. There's a paradox here, inasmuch as the California-based label is internationally noted for its jazz product and the unpublicized Mom and Dads group, working out of Spokane, is as far from jazz as Liberace's mother. Oldsters, however, sing and play with an abundance of emotion and are now the label's biggest selling act. A program of old-timey semi-religious tunes, group has wide appeal in the Midwest. **Best cuts:** "Whispering Hope," "America The Beautiful," "Let The Lower Lights Be Burning."

### soul

**FLOATERS**, ABC AB1030. The title of this Detroit foursome is quite appropriate since the vocal sound features a high lead voice interacting with almost-as-high harmonizing. Longish, full-sounding studio rhythm jams also find their way on most of the cuts. The group is a contemporary update of Detroit roots soul. **Best cuts:** "I Bet You Get The One You Love," "Everything Happens For A Reason."

**IKE WHITE—Changin' Times**, L.A. International GG58007. Recorded at Tehachapi State Prison in California by Jerry Goldstein for a new Far Out Productions independent label, keyboardist-singer-guitarist White is a bluesy, jazz-funk artist whose light, soulful voice and imaginative, full-sounding multi-overdubbing rhythm tracks would not be out of place on a War LP. **Best cuts:** "Comin' Home," "I Remember George."

**TOUCH—Energizer**, Brunswick BL754214. Philly-style smooth soul by a self-contained sextet billed as highly active in studio and commercials session. The ubiquitous Brecker Brothers lead a guest horn section. A disco-oriented, clean, percussive sound with all cuts on the longish side and featuring smooth choral (seven) vocals. **Best cuts:** "Energizer," "Come On Baby."

### country

**CONNIE CATO—Whoever Finds This, I Love You**, Capitol ST11605. Cato's third album for Capitol is almost a greatest hits package containing her last five country charted singles—"I Love A Beautiful Guy," "Here Comes That Rainy Day Feeling Again," "I'm Sorry"/"Evil On Your Mind," "Don't You Ever Get Tired (Of Hurting Me)"/"I've Been Loved By You Today" and "I'll Be A Lady Tomorrow (But I'm Gonna Be Your Woman Tonight)." The title cut is a slight variation from other included material that deals with an old man and an orphan child. Production is handled by Don Davis, who does many of the Johnny Cash recordings, and Audie Ashworth, who produced two of the ten songs here. **Best cuts:** "Evil On Your Mind," "Then Give Him Back To Me," "I'm Sorry" and "Whoever Finds This, I Love You."

### jazz

**NOEL POINTER—Phantasia**, Blue Note BNLA736H (UA). This jazz violin discovery is produced by Dave Grusin and Larry Rosen, who also cut guitarist Earl Klugh for the label. Klugh and classical-trained Pointer team for some snazzy duets throughout the LP. Young Pointer has fast fingers and a lush

tone. The production approach is standard Blue Note crossover jazz-soul with pretty orchestrations and interestingly complex rhythm patterns. **Best cuts:** "Phantasia," "Night Song."

**ZBIGNIEW SEIFERT**, Capitol ST11618. Seifert is a Dutch jazz violinist who did his early jazz playing on saxophone and credits John Coltrane as his model. He is a writer and player with top-rank verve and energy who could easily fit right in with churning free-form groups like Weather Report or the Mahavishna Orchestra. Seifert does a lot of violin overdubbing on top of his small rhythm and brass backing group. **Best cuts:** "On The Farm," "Way To Oasis."

**JOHN WOOD—Until Goodbye**, Los Angeles LAPR1002 (Ranwood). Pianist Wood, the son of former Dot founder Randy Wood, makes his solo piano debut and it is a fine one. He has a sensitive touch on the acoustic and on three of the five cuts he performs alone, with a haunting quality melded to some single hand ripples. There is one clever overdubbing of a Fender Rhodes to one tune and the addition of an acoustic bass to two cuts on side two. Wood plays with a gentleness but with firm conviction in a serious manner. **Best cuts:** "Until Goodbye," "I'm Buckley," "Until Hello."

**CHILDREN OF ALL AGES—Just Might Turn Out To Be Sages**, Adamo AD59500. Ten musicians get together with a jingle writer to make this charming collection of mellow to sprightly jazz-flavored tunes that should endear themselves to children of all ages, particularly those whose parents like jazz. Some of it is fairly serious, but it makes a wonderful addition to a child's musical education. **Best cuts:** "You Can Run," "When Children Find."

**DAVE GRUSIN—Discovered Again**, Sheffield Lab 5. The pianist and film-television composer is latest to get the direct to disk mastering treatment from this Santa Barbara specialty label. Grusin leads a star studio rhythm section in a clean, pretty set of mainstream West Coast jazz, swinging lightly and tastefully. **Best cuts:** "Captain Bacardi," "Adeus A. Papai," "Git Along Little Dogies."

**JIMMY GIUFFRE—Tenors West**, GNP-Crescendo GNPS9040. Marty Paich's Octet backs the veteran Texas saxophonist on 11 tracks originally taped 22 years ago. Stalwarts like Bob Cooper, Harry Klee, Bob Enevoldsen, Conte Candoli, Art Mardigan and Jack Duong lend spirited support. A bit dated, perhaps, but ideally representative of the Los Angeles jazz scene in 1955. Plenty of expressive, moody solos. **Best cuts:** "Patience," "Shorty George," "There's No You," "Take The 'A' Train."

**STAN KENTON—The Jazz Composition Of . . . Creative World** ST1078. His devotees may have forgotten Kenton's skills as a composer, but this lovingly prepared LP is a reminder of his enviable talents. Twelve tracks, all featuring his full orchestra, go back to 1943 and all are eminently more simple than his 1977 creations. There's a maximum of superbly recorded big band fare here originally produced by Lee Gillette for Capitol. **Best cuts:** "Opus In Pastels," "Concerto To End All Concertos," "Theme For Sunday," "Eager Beaver."

**FRANK MORGAN—GNP-Crescendo GNPS9041**. Obscure but gifted alto saxophonist Morgan is a former narcotics addict now living in Los Angeles who taped these 10 tracks in 1955 with Wardell Gray, Conte Candoli, Carl Perkins, Wild Bill Davis and Howard Roberts along with Machito's pumping rhythm section. There's a bit of Charlie Parker in Morgan's playing and the LP reflects a period long dead but remembered. **Best cuts:** "My Old Flame," "Milt's Tune," "The Nearness Of You."

**MARKY MARKOWITZ SEXTET—Mark's Vibes**, Famous Door HL111. Title is misleading; Markowitz is a gifted flugelhorn and trumpet soloist who is given superb support throughout six long but at no time dull tracks by Urbie Green, Al Cohn, John Bunch, Milt Hinton and Mousie Alexander. No vibes at all, except for the good vibrations evoked by the music. Washingtonian Markowitz is immensely impressive as a jazz soloist. **Best cuts:** "How Deep Is The Ocean," "Four Flights Up," "Over The Rainbow," "Mark's Vibes."

**Spotlight—The most outstanding new product of the week's releases and that with the greatest potential for top of the chart placement; picks—predicted for the top half of the chart in the opinion of the reviewer; recommended—predicted to hit the second half of the chart in the opinion of the reviewer, or albums of superior quality. Albums receiving a three star rating are not listed. Review editor: Nat Freedland; reviewers: Eliot Tegel, Gerry Wood, Is Horowitz, Ed Harrison, Jean Williams, Dave Dexter Jr., Pat Nelson, Sally Hinkle, Agustin Gurza, Roman Kozak, Dick Nasser, Jim McCullough.**

## Disk Sales Off

Continued from page 8

ABC chairman Leonard Goldenson and president Elton Rule report net income for the first quarter hit \$18.9 million, nearly doubling (+94%) the year ago figure of \$9.73 million. Revenues rose 20% to nearly \$378 million, compared to \$313.7 million in the corresponding 1976 period. Earnings per share were up 88% to \$1.05, from 56 cents last year.

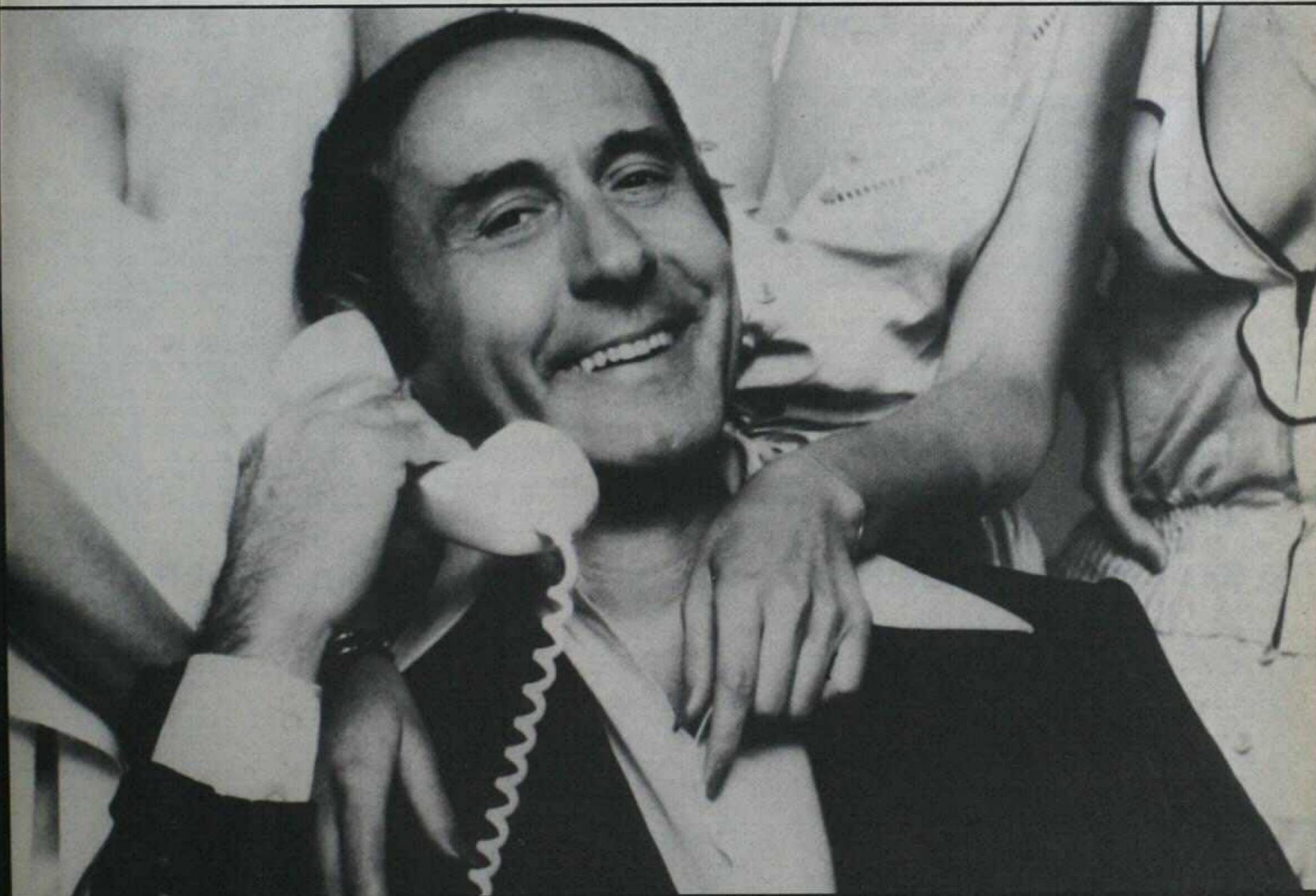
Gains were primarily due to the continued audience ratings and advertising sales growth of the ABC Television network.

**HENRY MANCINI'S MUSICAL SALUTE  
TO TODAY'S GREATEST MOTION PICTURE  
AND TELEVISION THEMES:**

# **MANCINI'S ANGELS**

APL1-2290

**FEATURING THEME FROM CHARLIE'S ANGELS**



**ALSO INCLUDES...WHAT'S HAPPENING, ROOTS, ROCKY, CAR WASH, EVERGREEN,  
THE MONEY CHANGERS, SILVER STREAK, and INSPECTOR CLOUSEAU**

PRODUCED BY JOE REISMAN

**RCA**  
Records



# Billboard's Top Single Picks

Billboard SPECIAL SURVEY For Week Ending 5/7/77

Number of singles reviewed  
this week **101** Last week **99**

Copyright 1977, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.



## Pop

**ABBA**—*Knowing Me, Knowing You* (4:02); producers: Benny Andersson, Bjorn Ulvaeus; writers: Benny Andersson, Stig Anderson, Bjorn Ulvaeus; publisher: Countless, BMI, Atlantic 3387. With a long string of hit singles behind it Abba ploughs forcefully into a melodically energetic but sad-worded ditty about a romantic breakup. The massed-choir vocal effects and studio instrumental brightening gimmicks are used with lavish fullness in this singing Swedish foursome's distinctively commercial style.

### recommended

**HAMILTON, JOE FRANK & DENNISON**—*Now That I've Got You* (2:58); producer: John D'Andrea; writers: H. Banks, C. Hampton; publisher: Irving, BMI, Playboy ZS85801.

**MAC DAVIS**—*Picking Up The Pieces Of My Life* (3:49); producer: Rick Hall; writer: M. Davis; publisher: Song Painter, EMI, Columbia 310535.

**DOUG KERSHAW**—*I'm Walkin'* (2:46); producer: Johnny Sandlin; writers: A. Domino, D. Bartholomew; publisher: Unart, ASCAP, Warner Bros. WBS8374.

**LES DUDECK**—*Old Judge Jones* (3:25); producer: Bruce Botnick; writer: L. Dudek; publisher: Duddack, ASCAP, Columbia 310537.

**SEA LEVEL**—*Shake A Leg* (3:08); producer: Stewart Levine; writer: Edward R. Hoerner; publisher: Black Speck, EMI, Capricorn CPS0272. (Warner Bros.)

**AMAZING RHYTHM ACES**—*Two Can Do It Too* (3:33); producer: Barry Burton; writer: R. Smith; publishers: Tintagel/Bad Ju Ju, ASCAP, ABC AB12272.

**TOM PETTY**—*American Girl* (3:33); producer: Denny Cordell; writer: Tom Petty; publisher: Skyhill, BMI, Shelter SR62007 (ABC).

**ELKIE BROOKS**—*Pearl's A Singer* (3:39); producers: Jerry Leiber, Mike Stoller; writers: Jerry Leiber, Mike Stoller, Ralph Dino, John Sembello; publisher: Xanadu Xongs, ASCAP, A&M 19355.

**BIG WHA-KOO**—*Whiskey Voices* (3:45); producers: Roy Halee; writers: D. Palmer, J. Carbone; publishers: Drunken Boat, ASCAP/Blackwood, EMI, ABC AB12271.

**SHIELDS**—*The Way I Feel Tonight* (3:06); producer: John David Kalodnar; writer: Harvey Shields; publisher: Harvey Shields, BMI, Atco 457071 (Atlantic).

**BADAXE**—*Cry For Me* (3:18); producer: BadAxe; writer: Gaudreau; publisher: Earth Breeze, BMI, Progressive EB70001 (Festival).



## Soul

**GRAHAM CENTRAL STATION**—*Now Do-U-Wanta Dance* (3:43); producer: Larry Graham Jr.; writer: Larry Graham Jr.; publisher: Nineteen Eighty Four, BMI, Warner Bros. WBS8378.

**JIMMY CASTOR BUNCH**—*I Love A Mellow Groove* (3:00); producer: Castor Pruitt; writer: J. Grimes; publisher: Impire, BMI, Atlantic 3396.

**LOVE UNLIMITED**—*I Did It For Love* (3:30); producer: Barry White; writers: Linda Laurie, Terri Ellinger; publishers: Arch, ASCAP/January, BMI, Unlimited Gold UG7001 (20th Century).

**JOHN HANDY**—*Watch Your Money Go* (3:43); producer: Esmond Edwards; writer: John Handy; publisher: Hard Work, EMI, Impulse IM31032 (ABC).

**GEORGE McCRAE**—*I'm Gonna Slay With My Baby Tonight* (2:55); producer: Gregg Diamond; writer: C. Robinson; publisher: Midsong, ASCAP, T.K. TK10218.

**BRASS CONSTRUCTION**—*The Message* (3:40); producer: Jeff Lane; writer: R. Muller; publishers: Desert Moon/Jeffmar, BMI, United Artists UAXW957Y.

**RALPH MacDONALD**—*I'm On The Groove* (3:00); producers: Ralph MacDonald, William Salter; writers: R. MacDonald, William Salter; publisher: Antisia, ASCAP, Marlin 3312 (T.K.).

**TATA VEGA**—*Just When Things Are Getting Good* (3:57); producer: Winston Carlos Monseque; writer: A. Johnson; publisher: Stone Diamond, BMI, Tama T54282F (Motown).

**JOHNNY BRISTOL**—*I Sho Like Groovin' With Ya* (3:56); producer: Johnny Bristol, D2TP; writer: Johnny Bristol; publisher: Bushka, ASCAP, Atlantic 453391.



## Country

**WILLIE NELSON**—*I'm A Memory* (2:27); producer: Felton Jarvis; writer: Willie Nelson; publisher: Willie Nelson, BMI, RCA JH10969. One of Nelson's best songs gets a fresh arrangement from Glen Spreen, turning it into a powerful, contemporary sounding song even though it was originally recorded years ago. It's the best selection that could have been pulled from Nelson's "Willie/Before His Time" album.

**JOHNNY RODRIGUEZ**—*If Practice Makes Perfect* (2:25); producer: Jerry Kennedy; writer: Larry Gatlin; publisher: First Generation, BMI, Mercury DJ493. Rodriguez returns with another strong love ballad, this the title song to his new album. Gatlin's song with Rodriguez vocal talent and Jerry Kennedy's production makes for a strong release.

**MARTY ROBBINS**—*I Don't Know Why (I Just Do)* (2:23); producer: Billy Sherrill; writers: R. Turk F. Ahlert; publishers: Pencil Mark/Fred Ahlert/TRO-Cromwell, ASCAP, Columbia 310536. Robbins is back with another song with a golden past. The success achieved with other such attempts should return with this tender version featuring excellent vocal work.

**BOBBY BORCHERS**—*Cheap Perfume And Candlelight* (2:47); producer: Eddie Kilroy; writers: Sterling Whipple; publisher: Tree, BMI, Playboy 2585803. Catchy number penned by the original Whipple is performed with an upbeat flair by Borchers. Interesting string work adds a dash of instrumental flavor.

### recommended

**CHRISTY LANE**—*Sweet Deceiver* (2:30); producer: Charlie Black; writers: B. & F. Bryant; publisher: House Of Bryant, BMI, LS GR121.

**SAMMI SMITH**—*I Can't Stop Loving You* (2:48); producers: Jim Malloy-David Malloy; writer: Don Gibson; publisher: Acuff Rose, BMI, Elektra E45398.

**JEANNE PRUETT**—*She's Still All Over You* (3:06); producer: Chip Young; writers: Wayland Holyfield-Bob McDill; publishers: Hall-Clement/Maplehill/Vogue, BMI, MCA MCA40723.

**SHYLO**—*(I'm Coming Home To You) Dixie* (3:39); producer: Larry Rogers; writers: R. Scarle-D. Hogan; publishers: Partnership, ASCAP/Julep, BMI, Columbia 310534.

**DAVE DUDLEY**—*Devils In Heaven Bound Machines* (2:21); producer: Jimmy Key-Jack Key; writer: Ronnie Rogers; Newkeys, BMI, Rice RR5070.

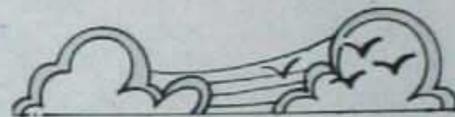
**AVA ALDRIDGE**—*Simple Goodbye Song* (2:44); producers: Alan Cartee-Terry Skinner; writers: Ava and Roy Aldridge; producer: Alan Cartee, BMI, Music Mill MM1009.

**AMAZING RHYTHM ACES**—*Two Can Do It Too* (3:33); producer: Barry "Byrd" Burton; writer: R. Smith; publishers: Tintagel/Bad Ju Ju, ASCAP, ABC AB12272.

**LUCKY CLARK**—*Everytime Two Fools Collide* (2:57); producer: Milton Blackford; writers: Jeff Tweel-Jan Dyer; publishers: United Artists, ASCAP/Window, BMI, Polydor PP14393.

**JIMMY C. NEWMAN**—*Alligator Man* (2:41); producer: Shelby S. Singleton Jr.; writers: Jimmy C. Newman and Floyd Chance; publisher: Newkeys, BMI, Plantation PL153.

**JOHN McFARLAND**—*Goin' Back Home* (2:40); producer: J. Dennis; writer: John McFarland; publisher: July Two, ASCAP, Shoe String IRDA2043.



## Easy Listening

**GEORGE FISCHOFF "SUPER PIANO"**—*Piano Dancing* (3:10); producers: George Fischhoff, Tony Silvester; writer: G. Fischhoff; publisher: April, ASCAP, Columbia 310533. Fischhoff has charted on the Hot 100 or Easy Listening charts with every single he released to date. This is among his most invitingly commercial efforts, blending a frothy disco surface with a smooth beat for a most pleasing combination. The pianist's lavish arpeggios get interesting coloring from a female chorus chanting the title phrase.

### recommended

**DEBORAH LUDWIG**—*Beyond Today* (2:55); producer: Mike Miller; writers: Mike Miller, Monica Riordan; publisher: Leeds, ASCAP, Warner Bros. WBS8372.

## Ovation Label Will Issue 4-LP Disney Music Album

By ALAN PENCHANSKY

**CHICAGO**—The music from Walt Disney feature films, cartoons, Disneyland and Disneyworld will be paid tribute in a four-record album and book package to be released this fall.

A compilation of original Disney recordings dating from 1923 to the present, the package will be marketed extensively outside of retail record outlets.

Plans for the set were revealed here by Ovation Records, which will produce and market the package, "Music From The Wonderful Worlds Of Walt Disney," under a long-term agreement with Disneyland-Vista Records and Walt Disney Productions. The set will appear on the Ovation label.

Ovation president Dick Schory, who is compiling and selecting material for the package, says musical examples from more than 50 animated and feature films will be represented chronologically. The anthology will trace Disney music from its beginnings with the legendary

1923 "Steamboat Willie," the first sound cartoon made, through the current 1977 Disney film, "Pete's Dragon," starring Helen Reddy.

"It's not necessarily a documentary approach, though it's turning out to be so," says Schory, who emphasizes that the package will work as entertainment. Schory stresses too that the set is not a "kid's project," but a "family project."

The producer, who began research in Disney's Burbank archives in December, says the album will be organized into medleys according to periods of Disney's production, such as "Mickey Mouse Music," "The Early Silly Symphonies" and "The Later Animated Years."

Major features, including "Pinocchio," "Bambi" and "Sleeping Beauty" will get medleys of their own.

The book parallels this organization with text and reproductions of still frames from the films.

Schory says rough-cuts of the original soundtracks indicate the

music can be organized into medleys with only a minimum of new bridge material to be added. Schory will compose and conduct an overture and finale for the set, to be played by either the Chicago Symphony or the London Symphony.

"That's where I get my kicks," the producer explains.

### Simulcast Cutback Moved To June 1

**WASHINGTON**—The FCC has moved the deadline for cutting back of simulcasting on AM-FM radio station combinations to June 1 so as to not interfere with the Arbitron radio ratings sweep launched last week coast-to-coast.

As of that date, AM-FM combinations will only be allowed to simulcast 25% of programming in markets of 100,000 or more and 50% in markets ranging from 25,000 to 100,000.

Schory says the Disney masters, including many mag-stripe, multi-channel recordings dating prior to the LP era, will be transferred using state-of-the-art equipment to expand the dynamic range and eliminate noise from the originals.

Plans call for the package to be marketed at the Disneyland and Disneyworld parks, to book stores, and through a multi-faceted direct mail campaign.

### Maranta In Pact

**NEW YORK**—Maranta Music Enterprises has signed an agreement with Editions Basart of Belgium for U.S. release of four singles by Spanish pop artists. Available on the Maranta label, the series bows with release of the Samantha single, "Nuestra Historia." Future product will come from artists Tony Martinez, Miguel and Jennifer. All four singles are in Spanish.



## Disco

**GLORIA GAYNOR**—*Most Of All* (3:20); producers: Joe Diamond, Joe Beck; writer: Gregg Diamond; publisher: Ariola/Diamond Touch, ASCAP, Polydor PD14391. The pace of disco varies the pace here with a rather mellow ballad. Instrumental introduction gradually builds in force while Gaynor's vocals remain consistently whispery. Backing instrumentation supplies a solid disco beat.

### recommended

**CELI BEE & THE BUZZY BUNCH**—*Superman* (3:25); producer: B.L. Soto; writer: P.L. Soto; publisher: Peer International, BMI, APA 17001 (T.K.).

**C.J. & CO.**—*Devil's Gun* (7:10); producers: Mike Thea, Dennis Coffey; writers: B. Green, R. Roker, G. Shury; publisher: ATV, BMI, Atlantic STDSK033450PR.

**KELLEE PATERSON**—*Turn On The Lights (Phase I)* (3:20); producers: G. Russell, L. Farrow, H. Wiley; writers: Larry Row, Carolyn Johns; publisher: Funks, Bump, BMI, Sky Brook SB451037A (Sutton-Miller LTD).

**MIAMI**—*Disco Weekend* (3:35); producer: Willie Dan; writers: E. King, W. Clarke; publishers: Sherlyn, Lindbrey, BMI, Drive 6257 (T.K.).



## First Time Around

**MIDWEST FRANCHISE**—*When You Come Around* (3:53); producers: Chuck Jackson, Marvin Yancy, G. Barge; writers: Marvin Yancy, Chuck Jackson; publisher: Chappell/Jay's, ASCAP, MCA MCA40681. The producers Natalie Cole come through with a fun-sounding uptempo tune. The funky beat and easy vocals makes this a dance hip-swaying sing-a-long song. The harmonies remain throughout as the song peaks in places with strong horns and then glides to a smooth ending.

**LORETTA ROBEY**—*Sophisticated Lady* (2:29); producer: Norman Robey; writer: Loretta Robey; publisher: Hit&Run, BMI, Soundwaves SW4545. A first for this singer-writer with Soundwaves, the single carries a lively uptempo rhythm and lyrical undertones that poke fun at sophistication, such as "I like champagne with my eggs and ...". A catchy tune accentuated by some nice honky-tonk piano.

**PAUL CRAFT**—*We Know Better* (2:50); producer: Chetkins; writer: Paul Craft; publisher: Black Sheep Music, BMI, RCA JH10971. An up-tempo single venture for this well-known songwriter combines solid production with a wishful, lonesome number. Upright guitar and steel work emphasize tone reflected in Craft's soft but sharp vocals.

Picks—a top 30 chart tune in the opinion of the review panel who voted for the selections released this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100. Review editor: Nat Freedland.

### 7 Pirates Fined

**CHARLESTON, W. Va.**—Seven men were fined \$500 each and placed on two years' probation after pleading guilty in U.S. District Court to charges of "producing, distributing and/or aiding and abetting in the production and distribution of infringing copies of tape recordings."

The men were identified as John Norbert Stovall, Allen Sypolt, James Harold Caldwell, Raymond Stone Richardson, Leonard Franklin White, James Lee Martin and Robert Knapp Jr.

### N.C. FBI Raid

**CHARLOTTE, N.C.**—FBI agents raided three residences in this area, seizing more than \$70,000 worth of allegedly pirated 8-track tapes and a large quantity of production and packaging materials. The raids were conducted at the homes of William Dennis and Brad McKinney, both in Dallas, N.C., and at the home of Paul Gibson in Gastonia, N.C.

# It was that kind of week.

Congratulations  
to  
Michael Stewart  
and  
Cy Coleman  
on their  
smash hit  
"I Love My Wife"

ASCAP  
We've Always Had the Greats

Sunday, April 17th

Congratulations  
to  
Richard Wernick  
on receiving  
the Pulitzer Prize  
for his  
musical composition  
"Visions of Wonder  
and Terror"

ASCAP  
We've Always Had the Greats

Monday, April 18th

Congratulations  
to  
Stephen Sondheim  
on his  
smash hit  
"Side by Side  
by Sondheim"

ASCAP  
We've Always Had the Greats

Tuesday, April 19th

Congratulations  
to  
Martin Charnin  
and  
Charles Strouse  
on their  
smash hit  
"Annie"

ASCAP  
We've Always Had the Greats

Thursday, April 21st

ASCAP  
We've Always Had the Greats

# Hearing On Royalties

• Continued from page 3

ommended a long period for reserve funds to continue before being terminated.

Gortikov said the Copyright Office should set a cutoff date for the use of such funds no sooner than 33 months after shipment for LPs, 30 months for tapes, and 24 months for singles.

He based the figures on a study of two record company's practices, and said a third study claimed a label cannot tally all returns with certainty for a period of less than 54 months.

NMPA president Leonard Feist, accompanied by Al Berman, head of the Harry Fox Agency for collection of mechanicals, association counsel Peter Felcher and Joseph Fenton of the CPA firm of Prager and Fenton, said six months should be the outside limit for reserve funds to be held by compulsory licensees.

This is an "average" figure, reflecting an estimated returns lag of six to seven months, rather hastily arrived at by the House subcom-

mittee during markup hearings of the revision bill.

Register Barbara Ringer, who chaired the Copyright Office hearing panel, hopes the two industries will try to reach a compromise cutoff date for the Copyright Office to use as a basis in its rulemaking—somewhere between the two extremes of six months and 33 months. She extended the comment time from the original deadline of May 13 to May 26, because of the complexity and contradiction in the testimony.

NMPA spokesmen believe the six-month cutoff for reserve funding by a compulsory licensee should be absolute. Full royalties should be paid in the following months on 100% of the records shipped—without reserve funding or allowance for additional returns thereafter.

RIAA counsel Fitzpatrick said this would amount to paying royalty twice on the same recordings. But the publishers said that most returns are sold, if at lower prices, in secondary markets—so a record company can afford the mechanicals without too much suffering.

# Dealers & Customers Learn To Live With Price Rise

• Continued from page 85

Bernhardt of The Record Shop. "Queen didn't sell and Pink Floyd is not moving that well here," she says.

The shop prices are geared to LP positions on the Billboard charts and how well the album is selling. The higher on the charts, the lower the selling price, she explains. "People are complaining, but they're still buying," she adds.

Howard of 1812 Overture feels that if a company is going to charge a \$7.98 list price, it should offer something special in the packaging or production. "I can see that price on a two-record set. But I hope it doesn't go higher than that," he says.

"We've had some \$7.98 albums that have been successes; more haven't sold though. We're becoming more cautious in our buying. We look at how a group's last two or three albums have sold before we buy in the quantity we used to," Howard says. "That Streisand album didn't do a thing until they started promoting the movie."

The increasing cost of albums has made a difference for Roman Mileziak of Romy's Record Shop. "Eighty percent of my customers don't think an album is worth it to pay that much. The way record costs are now, I am beginning to liquidate my stock," he says. His facility used to carry an inventory of more than \$100,000, he says, adding that it has been trimmed to about 5,000 records now. "I was offering them at a \$1 off but even that didn't do it. The records are now mostly selling at cost," Mileziak adds.

He first noticed the price hikes about four or five years ago, he says, after being in business 19 years. "I'm thinking of retiring," he concludes.

## ATLANTA

By BILL KING

Record retailers here don't like the new \$7.98 price for product, but they are accepting it as a fact of life for now.

Of five leading Atlanta record retailers contacted, all are stocking the \$7.98 records, though as Stan Gleason, manager of Peaches Records, says, "it is with regrets."

Included in the survey of Atlanta retailers were Peaches (which handles an estimated 30% of the city's record business), Oz Records, Treasure Island, Franklin Music and Musicland.

"We've been stocking the records

because the people want them," Oz manager Bob Packwood says. Dan Hicks of Franklin Music agrees. "We've got to," he adds.

While several of the retailers contacted say they briefly considered boycotting the higher priced product only to drop the idea, Treasure Island's Tony Tutton says that his store is participating in "not a boycott, but a protest price hike" against all Warner-Elektra-Asylum product.

"This record department is leased and is run by Recco, a division of Pickwick, and the company has told us to charge a higher price for WEA product because their cost increase is significantly higher than the other labels," Tutton says.

"We have to make the point known, but personally I hate it (the protest) because I don't think it will accomplish that much and it is wrong to pick on one label," he adds.

None of the five retailers approved of the new \$7.98 on selected product. "I don't think it was necessary," Gleason says. "The labels should have cut down on the LPs that don't make it. It would be easier to just cut out a lot of the stuff that doesn't go anywhere but to the cut-out bin."

"The reasoning behind (the price hike) is unclear," complains Packwood. "The last time it was inflation and the oil embargo and I had more information on it. This time, they just all of a sudden did it. It may be necessary, but I question whether it really is."

Tutton believes the labels "could have taken some other action like doing away with all \$5.98 product and just making it all \$6.98 or raising the list price on some tapes."

Mike LeFrois, manager of Musicland, says he doesn't favor the price hike "but I realize they have rising costs and more or less accept it as a fact of life."

But Franklin Music's Hicks thinks "they've just about run out of excuses. They say costs are up and fees to artists are up, but the artists say they're not getting any more in royalties and they're using recycled vinyl now, so I think it's just a power play. They have a monopoly and figure they can do what they want."

Four of the five say that the only way the price hike has affected their business is in customer complaints, but Treasure Island's Tutton has seen a difference in sales.

"On the new Queen and Pink

David O'Connell is out as vice president and chief operating officer of the Pickwick International proprietary products division, joining only six months ago from his post as head of Phonodisc. No official statement from Pickwick... Reliable sources close to the ABC Records scene give Mark Meyerson, head of the label's New York operations, and Steve Diener, president of ABC International, the front-runner spots to succeed the resigned Jerry Rubenstein as chairman, with Meyerson slightly ahead. Corporate brass reportedly had considered shifting label headquarters to Manhattan, then nixed the idea as too costly at this time.

The more than \$750,000 raised at the Frank Sinatra-Robert Merrill Carnegie Hall concert April 27 for the benefit of Lenox Hill Hospital and the Institute of Sports Medicine is believed to qualify for the Guinness Book of Records. Tickets were \$10 to \$250, with 800 buyers of \$500 and \$5,000 ducats invited to the spiffy Waldorf bash that followed.

ABC denies it is making overtures to Ampex via a token offer to stockholders... The recent suit filed by Motown Records and Jermaine Jackson against CBS and four Jackson brothers in Los Angeles Superior Court has been moved to Federal District Court, Los Angeles. Motown seeks multimillion-dollar damages over alleged interference that Jermaine Jackson was with the Jackson 5 on the group's television shows and CBS records by the Jacksons... Dick Schory, president of Ovation Records, Glenview, Ill., and Herb Goldfarb, who was doing mar-

keting for the label, are splitsville.

Mike Maitland, MCA Records president, discussed in-house a&r with a number of currently hot producers and label execs in talent acquisition... A&M Records has devised a special "Oh Yeah" advertising campaign at its own expense for the L.A. Free Clinic, which is attempting to raise \$200,000 for a fund-raising drive. GRT jetted approximately 75 couples to Tahiti last year. It was their annual prize winners' trip for retailers distributors who did outstanding business with them. Pat Blunda's One-Stop, St. Louis, drew more than 100 industryites to its recent open house.

Sony intends to introduce a flip-over turntable capable of turning over a record to play the second side. The CES Show, Chicago, June 5-8. It's hoped to retail between \$500 and \$600... Whatever happened to the proposed cooperative effort between RIAA and the IAA, as promulgated by Stan Gortikov?... Robert Gold and Vic Damone have started their own labels. Finfer is handling marketing for the first Damone label. It is being handled through Finfer's New Jersey New York offices... Casablanca Records has moved its Record Merchandising, Los Angeles, and Pacific Records & Tape, Emeryville, Calif.

Is the Pickwick campaign to sell WEA product at catalog price losing out and about ended?... Expect an announcement from the Heilicher brothers now that American Can takeover looks certain.

Floyd LPs, we didn't sell the amount I ordered based on previous sales. And we even cut the price. I don't know whether the product is not as good, or if it is the price," he says.

One difference that Gleason has noted is "I've seen them take a Pink Floyd or Beatles album and put it back when they see the price and go for a cheaper record," he says.

Packwood says he isn't sure where album prices will level off, or if they will level off. "All prices will keep going up, just like bread. But it could reach the point where the public won't buy," he says.

Hicks guesses that \$9.98 might be the topping off point on prices, but LeFrois thinks it might be now. "Right now it is an advantage to new artists that the bigger names are higher priced, but if they all go up, it will knock out the unknown artists for sure," he says.

Prices being charged for \$7.98 product range from a \$4.49 sale price to a regular price of \$6.99.

Peaches sells the LPs for \$4.99 on sale, and regularly at \$5.96 "which really kills them," Gleason says. He sells \$6.98 records for \$3.98 and \$4.98, \$5.98 records for \$4.23 and some \$4.98 product "still sells real well at \$2.98."

Packwood says Oz sells the \$7.98 records for \$4.87 on sale and regularly at \$5.57. He prices \$6.98 product at \$4.80 and the "scarce" \$5.98 LPs at \$3.98.

At Treasure Island, \$7.98 LPs go for \$5.99 on sale and \$6.99 regularly, while \$6.98 product sells at \$4.98 and \$5.99.

Franklin Music puts a \$4.49 sale tag on the \$7.98 records and regularly sells them at \$6.49. The \$6.98 records are \$3.99 and \$5.49 there.

Musicland sells all \$7.98 records for \$6.99, whereas \$6.98 product still goes for \$4.66.

Most retailers frown on the price hike, Gleason says, "because they are the ones dealing with the public."

"Retailers like to give the people the lowest price they can. And what other business lowballs something brand new? Records are cheapest when they are brand new. You cut the price to be competitive and make it up in volume," he says.

"That's why an area with several competitive record stores is the best area for a consumer to shop," he adds.

Packwood adds that the buying

public "is aware of the price hike and they will shop around."

"Country or classical buyers are not so price-conscious," Tutton says, "but the buyers of rock product are and they have to shop around."

On the other hand, all the retailers say if the product is good enough, the price doesn't matter.

As for the future, the retailers say two things could happen if all LPs go up to \$7.98.

"The public will still buy records, but they will buy much less," Tutton says. "And the pricing might really get cutthroat between retailers," he adds.

## MIAMI

By SARA LANE

Retailers here have mixed feelings on the price rise. And while no one is boycotting higher priced LPs, Jerry Kamiler of Musicmakers of Dadeland contends if all retailers would take the \$7.98 LPs and sell them at a firm \$7.98 (with no discounting) plus an explanatory sign telling consumers reasons for the increase, manufacturers would be forced to lower prices.

"I'm not in a position to make a moral judgment on what I feel is too high; the customer has the right to decide, and then to act."

\$7.98 LPs with a couple of notable exceptions (Fleetwood Mac, Barbra Streisand, and George Benson albums) are lagging behind in sales. "Benson is starting to sell better after a slow start," Kamiler says.

Musicmakers discounts "everything." Streisand's "A Star Is Born" is selling for \$6.69; other \$7.98 LPs are selling for \$6.49 and \$5.49; the difference in pricing is that Top 100s are \$5.49 and records on the shelves (or in stock) are \$6.49; \$6.98s sell for \$4.49 and \$5.89.

"I definitely feel the higher prices have affected consumer buying. If a customer is on a limited budget, he has to be content with less product."

Gil Spielberg at Tapesville claims the increase in price has actually helped his sales—of tape. "We are primarily a tape store although we do stock some albums. This price increase has been beneficial to us because it makes our tape buying customers feel they're on a more even keel now with album buyers since the prices are closer."

Tapesville discounts a \$7.98 LP to \$6.59 and sometimes will sell them off at \$5.59; \$6.98s go for \$5.98 and \$5.98s are usually discounted \$1.

Iz and Joan Weinstein, owners of Harmony Music, like most retailers in the area, continue to stock the \$7.98s and believe prices will continue to stock the new \$7.98s and believe prices will continue to rise in the years ahead.

"It's a way of life," says Weinstein with a shrug. "People protest, but they go on buying and eventually get used to the increased prices in everything."

Harmony Music does little or no discounting. "People have done their bargain hunting before it came in here," says Weinstein. "They know we have a good selection and keep up our inventory."

"I think record companies are putting the higher prices on the better-known groups, knowing that people will buy these artists at almost any price. I do think, though, manufacturers raised prices on lesser names the consumer will think twice before buying."

"How can you boycott records?" asks Alan Benjamin of Records Unlimited. "What are going to do—boycott a new Fleetwood Mac LP? The public would go elsewhere and we have lost not only a sale, but a customer."

Pricing at Benjamin's Sound Miami store is probably the lowest in the Miami area especially over the \$6.98 sales tag, with \$6.98s selling for \$4.49—with an additional 50 cent discount to Univ. of Miami students. \$7.98s sell for \$4.99 and \$5.98s go for \$3.49.

If anything, Benjamin feels the new pricing will help his store sales, explaining: "For instance, if a guy going to buy a \$7.98 Fleetwood Mac LP and knows we sell it for \$4.49, whereas other stores are selling it for \$6.59 or \$6.99, he'll come to us."

At the Coral Gables Sounds of Music, record sales are off a bit due to the higher pricing. Explains manager Bobbie Segure: "We're selling the \$7.98s at a slower rate and I feel they'd do better at a lower price."

"We try to explain to our customers that our price increase is predicated on manufacturers prices and that we're not trying to rip them off. Most times they understand."

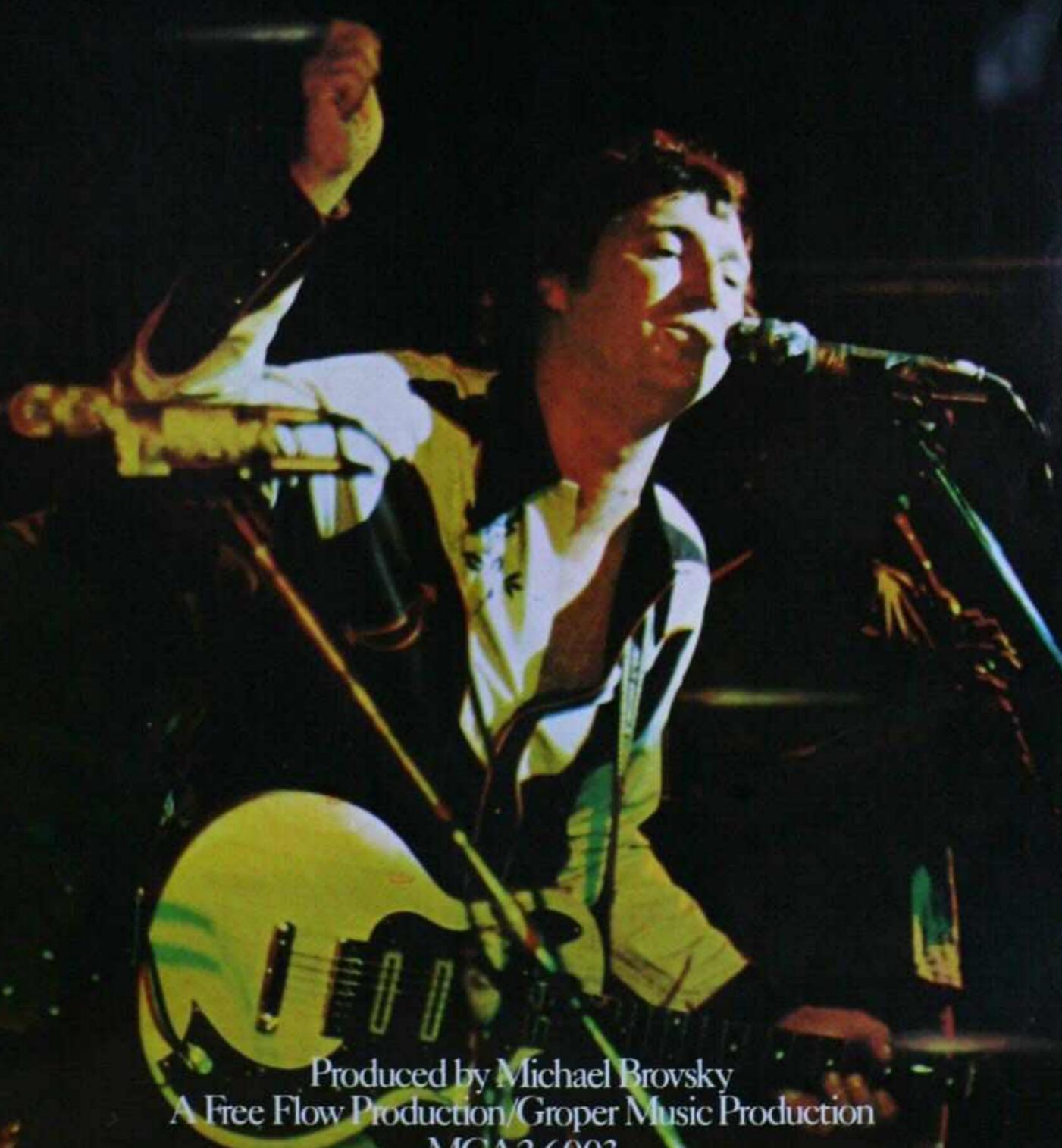
Sounds of Music does very little discounting, selling \$5.99s at the list price; \$6.98s at \$5.99 (in some instances) and \$7.98s at \$6.98.

"The price increase is just something we all have to live with," Segure says. "Everything goes up."

# ★ JERRY JEFF ★

Jerry Jeff Walker  
A Man Must Carry On

Recorded live, in Luckenbach, Texas and other locations across the U.S. This two record set is filled with Jerry Jeff classics like "Mr. Bojangles," "Up Against The Wall, Redneck," "L.A. Freeway" and many others. This album is a tribute to the late, great "mayor" of Luckenbach, Hondo Crouch, who passed on, but with friends like Jerry Jeff, his legend will live on forever.



Produced by Michael Brovsky  
A Free Flow Production/Groper Music Production

MCA2-6003

# Billboard

## 1st Quarter Share-Of-Chart Action For 1977

### HOW THE TOP 10 LABELS SHARED THE HOT 100 CHART ACTION

RANK LABEL	% OF SHARE	NO. OF SINGLES
1 WARNER BROS.	8.7	12
2 CAPITOL	7.4	11
3 COLUMBIA	6.3	11
4 EPIC	5.2	5
5 RCA	4.6	10
6 ABC	4.5	8
7 ASYLUM	4.1	6
8 RSO	4.1	8
9 TAMLA	3.4	3
10 ATLANTIC	3.2	10

### HOW THE TOP 10 COMBINED LABELS SHARED THE HOT 100 CHART ACTION

COMBINED LABEL	% OF SHARE	NO. OF SINGLES
1 WARNER BROS.	11.2	20
2 CAPITOL	7.8	12
3 EPIC	7.2	19
4 ELEKTRA/ASYLUM	6.3	10
5 COLUMBIA	6.3	11
6 RCA	5.1	14
7 ATLANTIC	5.1	18
8 ABC	4.8	10
9 MCA	4.3	7
10 RSO	4.1	8

### HOW THE TOP 10 CORPORATIONS SHARED THE HOT 100 CHART ACTION

COMP.	% OF SHARE	NO. OF SINGLES
1 WARNER COMM.	23.1	31
2 CBS	14.7	22
3 CAPITOL	9.8	17
4 POLYGRAM	8.5	18
5 RCA	5.5	14
6 ABC	4.8	10
7 MCA	4.3	7
8 MOTOWN	4.0	7
9 UNITED ARTISTS	3.1	3
10 ARISTA	3.1	3

### HOW THE TOP 10 LABELS SHARED THE TOP LP/TAPE CHART ACTION

RANK LABEL	% OF SHARE	NO. OF ALBUMS
1 WARNER BROS.	10.7	31
2 COLUMBIA	10.1	24
3 RCA	7.3	22
4 CAPITOL	5.6	19
5 A&M	5.2	6
6 ASYLUM	5.0	18
7 ATLANTIC	4.4	11
8 EPIC	4.1	6
9 CASABLANCA	3.5	6
10 ABC	3.1	7

### HOW THE TOP 10 COMBINED LABELS SHARED THE TOP LP/TAPE CHART ACTION

COMBINED LABEL	% OF SHARE	NO. OF ALBUMS
1 WARNER BROS.	13.4	40
2 COLUMBIA	10.1	24
3 RCA	8.7	21
4 ELEKTRA/ASYLUM	7.1	18
5 ATLANTIC	6.3	19
6 CAPITOL	5.2	11
7 A&M	4.0	12
8 MOTOWN	4.0	12
9 ABC	4.0	12
10 CASABLANCA	4.0	12

### HOW THE TOP 10 CORPORATIONS SHARED THE TOP LP/TAPE CHART ACTION

COMP.	% OF SHARE	NO. OF ALBUMS
1 WARNER COMM.	28.0	83
2 CBS	16.5	44
3 RCA	8.7	28
4 CAPITOL	7.0	20
5 POLYGRAM	5.9	20
6 A&M	5.2	12
7 MOTOWN	4.0	24
8 ABC	4.0	24
9 CASABLANCA	3.5	6
10 UNITED ARTISTS	3.3	12

### HOW THE TOP 10 CORPORATIONS SHARED THE HOT 100 AND TOP LP/TAPE CHART ACTION

COMP.	% OF SHARE	NUMBER
1 WARNER COMM.	27.2	134
2 CBS	16.1	66
3 RCA	7.9	45
4 CAPITOL	7.6	45
5 POLYGRAM	6.3	39
6 A&M	4.5	29
7 ABC	4.2	29
8 MOTOWN	4.0	34
9 MCA	3.4	18
10 CASABLANCA	3.3	18

### HOW THE TOP 10 LABELS SHARED THE HOT 100 AND TOP LP/TAPE CHART ACTION

RANK LABEL	% OF SHARE	NUMBER
1 WARNER BROS.	10.3	43
2 COLUMBIA	9.3	35
3 RCA	6.7	32
4 CAPITOL	6.0	33
5 ASYLUM	4.8	12
6 A&M	4.5	29
7 EPIC	4.3	16
8 ATLANTIC	4.2	28
9 ABC	3.4	19
10 CASABLANCA	3.3	15

### HOW THE TOP 10 COMBINED LABELS SHARED THE HOT 100 AND TOP LP/TAPE CHART ACTION

COMBINED LABEL	% OF SHARE	NUMBER
1 WARNER BROS.	12.9	60
2 COLUMBIA	9.3	35
3 RCA	7.9	45
4 ELEKTRA/ASYLUM	7.0	21
5 ATLANTIC	6.8	46
6 CAPITOL	6.6	39
7 A&M	6.1	28
8 EPIC	4.5	29
9 ABC	4.2	34
10 MOTOWN	4.0	18

# WIS

2 De

