

# SOUND & COMMUNICATIONS

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# BLUE BOOK

EDITION

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MARK GANDER & COMMUNICATION  
BEAR SOUND & COMMUNICATION  
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## A wireless microphone you can trust.

A growing number of churches are turning to Vega Ranger true-diversity wireless microphone systems.

They know that Vega's a name synonymous with quality and reliability the world over. After all, we've been building wireless microphone systems for nearly three decades.

That experience is reflected in our Ranger wireless systems—to provide the kind of dependability you demand, service after service.

For instance, our true-diversity design virtually eliminates those annoying dropouts you may have experienced with an entry-level wireless system.

And our CVX™ audio processing provides clear, natural audio reproduction, through lower distortion and wider dynamic range.

Vega Ranger's powerful bodypack and handheld transmitters feature a microphone level adjustment that allows you to easily tailor your system's performance with different performers, as well as assuring compatibility with virtually any lavalier microphone.

Additionally, the mic on/off and power on/off

switches are different lengths so that audio can be turned on or off without looking at the bodypack, even through a clerical robe.

The T-99A, our latest handheld, features a new lightweight, professionally contoured shape which eases handling fatigue. It's also equipped with the acclaimed N/D757A microphone element from Electro-Voice, which delivers unsurpassed vocal clarity and sensitivity.

So, whether you're new to wireless, or have been using it for awhile, you won't find another system that's so well-suited to the demands of serving your congregation.

For additional information and literature contact John Murray at 616-695-6831. For technical assistance contact James Stoffo at 1-800-877-1771.

Step up to Vega wireless for unequalled performance and reliability.

 **Vega**  
a MARK IV company

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August, 1990



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# SOUND & COMMUNICATIONS

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# SOME BREAKTHROUGHS ARE



Super TD. Take a look. See what most professional VHF systems will look like in the years to come.

Why? Because others will try to match Super TD's breakthrough wireless performance by focusing on the obvious things.

Like its optional Active FM antennas, another Samson first in wireless that increases effective transmission range by 25%.

# MORE OBVIOUS THAN OTHERS.



But the real reasons why Super TD consistently outperforms everything in sight is the technology you *can't* see.

Look inside the receiver. Examine our new cavity-tuned design. It delivers twice the sensitivity and four times the dynamic headroom as the current industry leader — the Samson Concert TD system.

Notice Super TD's professional \*dbx Noise Reduction. It's responsible

for the exceptional sound quality that matches the best reception in wireless.

Consider the *system*. Super TD's powerful hand held transmitter features an unmatched selection of popular mic elements. The sleek, dynamic TX-3 Eurostyle belt pack sets its own performance standards for the future.

Super TD. No matter how you look at it, it still adds up to the very best in VHF wireless.

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Samson Technologies Corp., 485-19 South Broadway, Hicksville, NY 11801 (516) 932-3810 FAX (516) 932-3815  
In Canada: Omnimedia Corporation Ltd., 9653 Cote De Liesse, Dorval, Quebec H9P 1A3 (514) 636-9971

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# LETTER FROM THE EDITOR

## Using the Blue Book

The 30th annual Sound & Communications Blue Book is in your hands. This annual directory has garnered a well deserved reputation through the years for usability and reliability. And this year's edition is more usable and more reliable than ever.

The August issue of Sound & Communications has traditionally been comprised of this massive directory — which gets bigger each year. We publish it because we, as well as you, have need for a desktop reference of suppliers specifically pegged to this industry. And no one else produces as complete a reference book as we do. In our offices, we use the Blue Book all year round; as we assume most of you do.

A thirty year milestone is unusual in the publishing industry where new products come and go quicker than the snack food products at the super market. So this birthday is, we think, a special one both for Sound & Communications and the Blue Book. But it's also a special event, I think, for the industry itself. The longevity of the Blue Book and its increased entries each year show a side of the business that is mature, serious, and in need of reference materials.

The Blue Book is the best reference book we know of in terms of finding the manufacturers and suppliers who serve the sound and communications business. This year we have added a software category, and fine-tuned some of the other categories in order to make it as current as possible. Thirty years ago, computer aided speaker design was not a high visibility topic. This year it is. That's one of the reasons that the Blue Book has survived and thrived. Through 30 years of its life it has updated itself and kept its relevance.

And its usefulness. How do you use it? In several different ways. The Blue Book includes a manufacturers' index, a trade

name index, a product directory, an alphabetical table of contents, along with all the directory listings which are classified by product and are alphabetical.

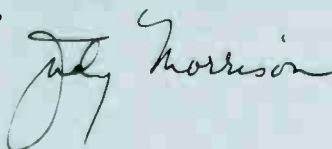
So, if you're looking for a brand that may be distributed by a company you're not aware of, check the trade name index for the manufacturer or distributor. The manufacturers' index will lead you to the varying listings for the particular company. If you're looking for all suppliers in a particular category, check the table of contents or the product directory and turn to the appropriate page.

We've tried to make the system as painless as possible while covering all the needs of the reader.

And we've tried to make the information as valuable as possible. The listings within the Blue Book are based on information provided by each manufacturer. Information including personnel, reps, products, addresses, and phone numbers are furnished on forms we send out that are later returned to us by the manufacturer. Our staff then updates the data base and turns the information into a book. We'd like to especially thank all the manufacturers who returned the forms in a timely — and readable — way. We, and our readers, appreciate the effort.

Thirty years is a long time. In another 30 years, the Blue Book could well have a section devoted to virtual reality products. For now, hold this issue on your desk, use it, and enjoy it. We hope it makes your life easier. And please send us your comments on how we can make more improvements for the next issue.

Sincerely,



Judith Morrison  
*Editor in Chief*

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The Music & Sound Buyer's Guide  
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With the first high quality, high powered, solid state amplifier manufactured by Crown in 1967, we began setting industry standards. Today, with a complete line of amplifiers, Crown is one of the most recognized names in sound amplification in the world.

Our success can be attributed to many people and to many

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World Radio History  
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1735 New York Ave., NW  
Washington, DC 20006  
(202) 626-7300

**American National Standard Institute (ANSI)**  
1430 Broadway  
New York, NY 10018  
(212) 354-3300

**Audio Engineering Society (AES)**  
60 East 42nd St., Suite 2520  
New York, NY 10165  
(212) 661-8528

**Custom Electronic Design & Installation Association**  
10400 S. Roberts Rd., Suite D  
Palos Hills, IL 60465  
(800) CEDIA-30

**Electronics Distribution (EDS)**  
222 So. Riverside Plaza, Suite 2710  
Chicago, IL 60606  
(312) 648-1140

**Electronics Industries Association (EIA)**  
2001 Pennsylvania Ave., NW  
Washington, DC 20006  
(202) 457-4900

**Electronic Technicians Associations (ETA)**  
602 No. Jackson St.  
Greencastle, IN 46135  
(800) 359-6706

**International Association of Auditorium Managers (IAAM)**  
325 Central Ave., Suite 225  
White Plains, NY 10606  
(914) 683-1000

**International Business Music Association (IBMA)**  
280 Federal Avenue NW  
Massillon, OH 44646  
(216) 833-4164

**International Communications Industries Association (ICIA)**  
3150 Spring St.  
Fairfax, VA 22031  
(703) 273-7200

**International DJ Expo**  
25 Willowdale Ave.  
Port Washington, NY 11050  
(516) 767-2500

**Institute of Electrical & Electronics Engineers (IEEE)**  
345 East 47th St.  
New York, NY 10017  
(212) 705-7900

**International Security Conference**  
1350 East Touhy Ave.  
Des Plaines, IL 60018  
(708) 299-9311

**International Society of Certified Electronic Technicians (ISCET)**  
2708 West Berry St.  
Fort Worth, TX 76109  
(817) 921-9101

**International Teleproduction Society**  
990 6th Ave., Suite 21E  
New York, NY 10018  
(212) 629-3266

AUGUST						
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**EVENTS**

**AUGUST 1990**

ISC Expo East  
8/28 — 8/30  
New York, NY

**SEPTEMBER 1990**

ITS  
9/8 — 9/11  
New York, NY

IAAM Arena Managers Seminar  
9/9 — 9/12  
Las Vegas, NV

MIDCON '90  
9/11 — 9/13  
Dallas, TX

NAB Radio 1990  
9/12 — 9/15  
Boston, MA

AES  
9/21 — 9/25  
Los Angeles, CA

**OCTOBER 1990**

SBE  
10/4 — 10/7  
St. Louis, MO

SMPTE  
10/13 — 10/17  
New York, NY

CEDIA  
10/18 — 10/21  
Amelia Island, FL

NECA  
10/22 — 10/24  
Washington, D.C.

DJ EXPO  
10/23 — 10/25  
Atlantic City, NJ

**NOVEMBER 1990**

ICCAD International Conference  
on Computer Aided Design  
11/12 — 11/15  
Santa Clara, CA

NFPA  
11/12 — 11/15  
Miami, FL

WESCON (IEEE)  
11/13 — 11/15  
Anaheim, CA

National Satellite  
Dealer Coalition  
11/29/90 — 12/2/90  
Anaheim, CA

**JANUARY 1991**

CES (EIA)  
1/10 — 1/13  
Las Vegas, NV

ISC Expo South  
1/10 — 1/12  
Orlando, FL

NAMM  
1/18 — 1/21  
Anaheim, CA

**FEBRUARY 1991**

SMPTE  
2/1 — 2/2  
Detroit, MI



**EVENTS**

**INFOCOMM (ICIA)**  
2/14 — 2/16  
Orlando, FL

**AES**  
2/19 — 2/22  
Paris, France

**MARCH 1991**

**NAMM**  
3/2 — 3/6  
Frankfurt, Germany

**APRIL 1991**

**NAB**  
4/15 — 4/18  
Las Vegas, NV

**ISC Expo West**  
4/16 — 4/19  
Anaheim, CA

**EDS**  
4/30 — 5/2  
Las Vegas, CA

**ANSI**  
4/91  
Reston, VA

**MAY 1991**

**NABER**  
5/8 — 5/9  
Chicago, IL

**AIA**  
5/17 — 5/20  
Washington, D.C.

**NFPA**  
5/20 — 5/23  
Boston, MA

**NSCA**  
5/20 — 5/23  
Cincinnati, OH

**JUNE 1991**

**CES (EIA)**  
6/1 — 6/4  
Chicago, IL

**Armed Forces Communications and Electronics Assoc.**  
6/4 — 6/6  
Washington, D.C.

**ETA**  
6/91  
Seattle, WA

**JULY 1991**

**NAMM**  
7/18 — 7/20  
(Consumer day on 7/21)  
New York, NY

**NFLCP**  
7/25 — 7/28  
Portland, OR

**IAAM**  
7/27 — 7/30  
Kansas City, MO

**AUGUST 1991**

**ISCET**  
8/5 — 8/10  
Reno, NV

**ISC Expo East**  
8/27 — 8/29  
New York, NY

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**National Association of Broadcasters (NAB)**  
1771 N St. NW  
Washington, DC 20036-2891  
(202) 429-5300

**National Association of Business & Educational Radio (NABER)**  
1501 Duke St.  
Alexandria, VA 22314  
(703) 739-0300

**National Association of Music Merchants (NAMM)**  
5140 Avenida Encinas  
Carlsbad, CA 92008  
(619) 438-8001

**National Association of Radio & Telecommunications Engineers (NARTE)**  
PO Box 15029  
Salem, OR 97309  
(503) 581-3336

**National Council of Acoustical Consultants (NCAC)**  
PO Box 359  
Springfield, NJ 07081  
(201) 379-1100

**National Electronics Contractors Association (NECA)**  
7315 Wisconsin Ave., Suite 1300W  
Bethesda, MD 20814  
(301) 657-3110

**National Federation of Local Cable Programmers (NFLCP)**  
PO Box 27290  
Washington, DC 20038  
(202) 829-7186

**National Fire Protection Association (NFPA)**  
Batterymarch Park  
Quincy, MA 02269  
(617) 770-3000

**National Satellite Dealer Coalition**  
PO Box 1009  
Ballwin, MO 63021  
(314) 394-1145

**National Sound & Communications Association (NSCA)**  
10400 S. Roberts Rd., Suite D  
Palos Hills, IL 60465  
(708) 598-7070

**National Society of Professional Engineers (NSPE)**  
1420 King St.  
Alexandria, VA 22314  
(703) 684-2800

**Society of Broadcast Engineers (SBE)**  
PO Box 20450  
Indianapolis, IN 46220  
(317) 842-0836

**Society of Motion Picture & Television Engineers (SMPTE)**  
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PROTECTS  
LOUDSPEAKER  
INSTALLATIONS**

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*The security secret of these new vandal-proof baffles is the potent combination of high tensile strength 14 ga. carbon steel, plus a durable interior steel screen to give the speaker further protection, and security socket screws for mounting. The white powdered epoxy finish is virtually chip-proof and scratch-proof.*

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**30<sup>TH</sup>**  
**BLUE BOOK**  
EDITION

**Directory of Suppliers**

# ACCESSORIES

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328 W. Maple Avenue  
Horsham, PA 19044  
215-443-0330 FAX: 215-443-0394  
Pres: Samuel D. Wenzel; VP: Edward M. Mullin  
PRODUCTS: audio interfaces

## ATLAS/SOUNDOLIER

1859 Intertech Drive  
Fenton, MO 63026  
314-349-3110 Fax# 314-349-1251  
VP/GM Oper.: Pete Marsac, VP/Mkt'g Consultant:  
Herbert M. Jaffe, Dir of Sales: Charles  
Gushwa, Nat'l Sls Mngr: Bud Waters, Sls Admin Mngr:  
Dale McIntyre, OEM Sls Mngr: Lorrie Damato  
Products: transformers, lights

## AUDIO TECHNICA U.S. INC.

1221 Commerce Drive  
Stow, OH 44224  
216-686-2600 FAX: 216-686-0719  
Vice President Marketing: Kenneth Reichel; National  
Marketing Manager: Earl 'Buzz' Goodwin; National  
Sales Mgr: Garry Elliott; Inside Sales: Tony O'Keefe

## Audisar

PO Box 1561

Bellevue, WA 98009  
206-454-1048

## Benchmark Media Systems, Inc.

P.O. Box 3830  
N. Syracuse, NY 13220  
315-452-0400 800-262-4675 FAX: 315-452-0691  
Presi: Allen Burdick; Sales Mgr Albert M. Beckary  
PRODUCTS: audio interfaces

## Bourns/Trimpot Div.

1200 Columbia Ave.  
Riverside, CA 92507  
714-781-5690

## Clarostat Mfg.

1 Washington St.  
Dover, NH 03820  
603-742-1120

## Conquest Sound, Inc.

RR2 Box 1AB  
P.O. Box 268  
Monee, IL 60449  
708-534-0390 800-323-7671 FAX: 708-534-0398  
Pres: Bob Jares Jr.; VP: Larry Spalla; Sales Mngr:  
Ken Bernd; Plant Mngr: Deb Hawtree; Purchasing:  
Michelle Borvan; Office Mngr: Janet Jares  
PRODUCTS: direct boxes, audio interfaces,  
transformers

## Countryman Associates, Inc.

417 Stanford Ave.  
Redwood City, CA 94063  
415-364-9988 800-669-1422 FAX: 415-364-2794  
President: Carl Countryman  
Leslie's, Elgin, IL 708-697-6677  
PRODUCTS: direct boxes

## FSR INC.

244 Bergen Boulevard  
West Paterson, NJ 07424  
201-785-4347 800-332-3771 FAX: 201-785-3318  
Pres: William G. Fitzsimmons; VP: Janice Sandri;  
Eng. Mngr: Joseph Fischer; Special Projects Mngr:  
John Macaluso; Mngr, Metal Products: Joseph Amico  
Sigmat Corporation, Valley Forge, PA 215-763-6666  
Peregrine Southwest, Houston, TX 713-589-8481  
Henry W. Phillips Inc., Roswell, GA 404-992-3070  
Piper and Givan Assc., Needham, MA 617-449-1144  
Design Factors, Hacienda Hts., CA 213-697-7576  
PRODUCTS: audio interfaces, transformers

## Heath

Hilltop Rd.  
St. Joseph, MI 49085  
616-982-3200

## Henry Engineering

503 Key Vista Drive  
Sierra Madre, CA 91024  
818-355-3656 FAX: 818-355-0077  
Owner: Hank Landsberg  
Allied Broadcast Equip, Richmond, IN 800-622-0022  
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Broadcasters General Store, Ocala, FL 904-622-9058  
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PRODUCTS: audio interfaces

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213-876-0059 FAX: 818-763-4574  
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Steve Hogan; Vice President, Operations: Dave Hill  
PRODUCTS: audio interfaces, transformers

## Lightronics

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Virginia Beach, VA 23452

## Littlelite/CAE Inc.

10087 Industrial Drive  
P.O. Box 430  
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313-231-9373 FAX: 313-231-1631  
President: James Fackert; General Manager: Robert  
Bergman; Sales Manager: Fred Mikesa

## Mag-Tags Inc.

2531 W. Tharpe  
Tallahassee, FL 32303  
904-386-5611 800-677-8247 FAX: 904-385-5710  
Owner: Alan Pippenger; CEO: Carolyn Pippenger;  
National Sales Manager: Sondra Hoover

## MG ELECTRONICS

32 Ranick Road  
Hauppauge, NY 11788  
516-582-3400 FAX: 516-582-3229  
Pres: Elliot Maltz; Sales Mngr: Stan Grey; Assist.  
Sales Mngr: Herb Woll; Cust. Service: Sue Novak  
PRODUCTS: transformers

## Microtran

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145 E. Mineola Ave.  
Valley Stream, NY 11582-0236  
516-561-6050

## Paso Sound Products, Inc.

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Exec. VP.: Paul Mastrangeio; Product Manager: Ken  
O'Brien; Credit Manager: Marilyn Beckerson;  
Operations Manager: Anthony Squeglia  
Anderson Sales, Braintree, MA 617-848-9194  
Jack Mesnick Sales, Liverpool, NY 315-622-3211  
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 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ont 416-475-0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Roberwt Milsk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: transformers

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 601-693-5376 FAX: 601-484-4278  
 Sales & Marketing Director: Lance Schmidt  
 PRODUCTS: direct boxes, audio interfaces,  
 transformers

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2716 Ocean Park Blvd. #1005  
 Santa Monica, CA 90405  
 213-393-0014 FAX: 213-450-9860  
 Sales Office Supervisor: Neal L. Handler

### Peter Mangone (Tag-It Div.)

12687 W. Cedar Dr., Ste. 100  
 Lakewood, CO 80228  
 303-986-7700

### SESCOM, INC.

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 Henderson, NV 89015  
 702-565-3400 800-634-3457 FAX: 702-565-4828  
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 PRODUCTS: direct boxes, audio interfaces,  
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### Stagecraft Lighting Products

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 800-234-5789 FAX: 314-243-1384

### Stewart Electronics

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 Rancho Cordova, CA 95742  
 916-635-3011 FAX: 916-635-1787  
 Owner: Wade Stewart; Sales & Marketing Admin.:  
 Sally Ann Poff; Production Engineer: Bob Hershenow  
 PRODUCTS: direct boxes

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5555 N. Elston Ave.  
 Chicago, IL 60630  
 312-792-2700 FAX: 312-792-2129  
 Pres: William C. Jones; Assis GM: Keith Bandolik;  
 Dir. of Mkt'g & Sales: Ken Kline; Dir., New Prod.  
 Develop: Terry Leen; Mkt'g Comm: Herb Klapp  
 PRODUCTS: audio interfaces

### Technics Audio Products

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 Secaucus, NJ 07094  
 201-348-7690 FAX: 201-348-7954  
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 Foschino; Ntl Marketing Mngr: Andrew Nelkin;  
 Planning Mngr: Oscar Leo; Public Relations Mngr:  
 Martha Whiteley; Marketing Admin: Mildred Garcia  
 Burt Desmond, Secaucus, NJ 201-348-4320  
 Roger West, Baltimore, MD  
 Steve Olson, Arlington Hts., IL 708-981-5265  
 Bob Elefante, Norcross, GA 404-925-6715  
 Nate Apfelbaum, Cypress, CA 714-373-7251

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 Bill Caulfield; Sales Coordinator: Margarita Kiser  
 PRODUCTS: audio interfaces

### Whirlwind

P.O. Box 1075  
 Rochester, NY 14603  
 716-663-8820 800-733-9473 FAX: 716-865-8930  
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904-731-3577 FAX: 904-739-5680

## Alpha Audio

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Richmond, VA 23220  
804-358-3852 800-782-5742 FAX: 804-358-9496  
Manager, Acoustics Division: Kathy Wynne; Director of Marketing: Michael Binns; Sales Manager: Bobbie Winn; Sales Administrator: Barbara Wright; President: Nicholas Collieran  
Allied Broadcast Equipment, Richmond, IN 317-962-8596  
PRODUCTS: absorption, absorptive partitions, ceiling panels, dampening material, noise control panels and enclosures, wall coverings

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Natick, MA 01760  
508-237-4223 FAX: 508-651-1306

## Armstrong Cork

333 Liberty St.  
Lancaster, PA 17603  
717-397-0611

## ASC/Tube Traps

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Nat. Sales Manager/Audio Div: Jim Nygaard  
Bencsik Associates, Ocala, FL 904-732-9775  
Wilson Audio Sales, Nashville, TN 615-646-4477  
Jones Audio Sales, Dallas, TX 214-618-2600

## BLI

507 Canal St.  
Stamford, CT 06902  
203-325-3883

## Bostick

Boston St.  
Middleton, MA 01949

## Brejtffus Business Environments

1329 E. University Dr.  
Tempe, AZ 85281

## Celotex

PO Box 31602  
Tampa, FL 33631-3602

## Controlled Acoustics Corporation

126 Kensington Oval  
New Rochelle, NY 10805  
914-576-5131 FAX: 914-654-1869  
President: Armand Lerner; Vice President: Sylvain S. Lerner

## Decoustics Limited

65 Disco Road  
Toronto, Ontario Canada M9W 1M2  
416-675-3983 800-387-3809 FAX: 416-675-5546  
Vice President, Sales: Steve Wilson; Manager, Corporate Accounts: Ed Romaniuk  
PRODUCTS: absorption, absorptive partitions, ceiling panels, dampening material, noise control panels and enclosures, wall panels

## Doug Biron Assoc.

PO Box 413  
Buford, GA 30518

## Duracote

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Ravenna, OH 44266

## Eckel Industries-Acoustic Div.

155 Fawcett St.  
Cambridge, MA 02138

## General Design Group

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## Industrial Acoustics

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## Korfund Dynamics

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## Leek Building Products, Inc.

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Stamford, CT 0690  
203-325-3883 FAX: 203-359-8597  
President: William A. Leek, Jr.; Executive V.P.: M.K. Leek; Technical Consultant: William A. Leek III; Design Strategist: Robert Rosenfield; Acoustical Design Consultant: Patricia S. Leek  
PRODUCTS: absorption, absorptive partitions, ceiling panels, dampening material, diffusion, grille cloth, noise control panels and enclosures, vibration isolation materials-systems, and devices, wall coverings, wall panels

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Hauppauge, NY 11788

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PRODUCTS: absorption, absorptive partitions, ceiling panels, noise control panels and enclosures, wall coverings, wall panels

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Raleigh Perry and Associates, Buford, GA 404-945-3142  
David L. Brothers, Finksburg, MD 301-833-0920  
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RPG Eur. Wembley Middlesex Eng, 01144819000255,  
RPG Japan, Tokyo, Japan, 813-479-8878  
Audiotechnicoes, New York, NY 212-586-5989  
Washington Pro. Systems, Wheaton, MD 301-942-6800  
Parsons Audio, Wellesly Hills, MA 617-431-8708  
PRODUCTS: absorption, absorptive partitions, ceiling panels, diffusion, noise control panels and enclosures, vibration isolation materials, systems, and devices, wall coverings, wall panels

### Sims Vibration Dynamics

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Seattle, WA 98155

### Sonex Acoustical Prod. Div Illbruck

3800 Washington Avenue, North  
Minneapolis, MN 55412  
612-521-3555 800-662-0032 FAX: 612-521-1010  
Divisional VP: Russell Leighton Jr.; National Sales Manager: Eric Johnson; Applications Engineer: Brian Lowey; Cust Serv Mngr: Dolly Heckel

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201-742-7078  
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North Chicago, IL 60064  
708-473-1200 800-457-4579 FAX: 708-473-2436  
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PRODUCTS: noise control panels and enclosures

### The Soundcoat Company

1 Burt Drive, Deer Park, NY 11729  
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The Soundcoat Co. Santa Ana, CA 714-979-9202

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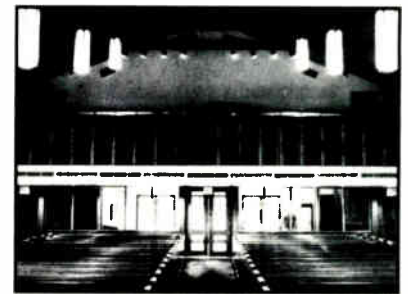
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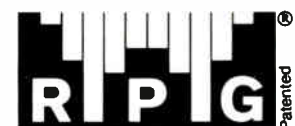
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 Audio Marketing Assoc., Brecksville, OH, 216-526-2426  
 B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
 Bassett Sales, N. Hollywood, CA, 213-877-7129  
 Burcaw Co & Assoc., Warren, MI, 313-573-4605  
 Earl & Brown, Redmond, WA, 206-885-5064  
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 Steve McGrew, Acworth, GA 404-928-4887  
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 Fred Yosenick, Woodland, CA 916-668-6311  
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 President of Marketing: George Brody  
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 Milwaukee, WI 53223

## Continental Instruments

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 Westbury, NY 11590

## Cornell Electronic Products, Inc.

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 Milwaukee, WI 53223-0411  
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 Regional Sales Manager: William Ellinger  
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 1227  
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 W.A. Hendrickson Co., Inc., North Scituate, MA 617-  
 545-0652  
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 Ron Miller, Sales Rep: Michelle Morris, Western Sales  
 Mngr: Mike Deckard  
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 Pay.: Alan Hightower, Chief Engineer: Bernie Butler-  
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 PRODUCTS: CCTV

### Doorking, Inc.

120 Glasgow Avenue  
 Inglewood, CA 90301  
 213-645-0023 800-826-7493 FAX: 213-645-7431  
 President: M.K. Richmond; Vice President: Tom  
 Richmond; Chief Engineer: Patrick Kochie; Sales  
 Director: Dusty Beeding; Marketing Director: Scott  
 Holmes  
 PRODUCTS: access control

### Dorado Systems

1842 Sabre St.  
 Hayward, CA 94521

### Edwards Company, Inc.

195 Farmington Avenue  
 P.O. Box 1188  
 Farmington, CT 06034  
 203-678-0410 FAX: 203-677-5881  
 President: Timothy Mellen; Vice Pres. Mktg., Sales  
 Mgr.: Louis Riccio; Vice President Finance: Paul  
 DeFilippo  
 Edwards Company, Inc., Cherry Hill, NJ 609-482-5300  
 Edwards Company, Inc., Atlanta, GA 404-451-0362  
 Edwards Company, Inc., Irwindale, CA 818-338-8661  
 Edwards Company, Inc., Hayward, CA 415-782-6361  
 Edwards Company, Inc., Downers Grove, IL 708-515-1900  
 Edwards Company, Inc., Livonia, MI 313-464-9230  
 Edwards Company, Inc., Dallas, TX 214-233-8998  
 Edwards Company, Inc., Miami, FL 305-592-0510  
 Edwards Company, Inc., Norwood, MA, 617-762-9115  
 Edwards Company, Inc., Norwalk, CT, 203-847-1115  
 Edwards Company, Inc., Lorton, VA, 703-550-7815  
 PRODUCTS: fire alarm, signaling devices, strobes,  
 smoke detectors

### Electro-Vox

2626 Bates Rd.  
 Montreal, Qu H3S 1B2

### Eltec

5400 Jewella Ave.  
 Shreveport, LA 71009

### Eltrex Int'l

2 Columbia Dr.  
 Amherst, NH 03031

### ENCOM PRODUCTS CO. INC

502 Lower Hopewell Road  
 Oxford, PA 19363  
 215-932-9600 FAX: 215-932-9999  
 PRODUCTS: intercom

### Faraday Inc.

805 S. Maume Street  
 Tecumseh, MI 49286  
 517-423-2111 FAX: 517-423-2320  
 Vice Pres. Sales & Marketing: Ron Miller; Fire Alarm  
 Production Managr: Dave Hall; Clock Production  
 Manager: Bob Ewing; Intercom Production Manager:  
 Mike Marceau  
 Ted Turczyn, Carlsbad, CA 619-729-2560  
 PRODUCTS: fire alarm, signaling devices, strobes,  
 smoke detectors

### Federal Signal Corp.

4974A Scioto Darby Road  
 Hilliard, OH 43026  
 614-876-6677 800-521-8219 FAX: 614-876-6975  
 General Manager: Robert Rankin; Marketing  
 Manager: Gregory Davis; Eastern Regional Manager:  
 James Beishe; Western Regional Manager: Hal Light  
 PRODUCTS: fire alarm

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### Get the Real Alarm with TSK's SDR-C Sound Detection Relay.

Three levels of discrimination,  
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Hauppauge, NY 11788

**Firecom/Auth**

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Woodside, NY 11377

**Floyd Bell**

897 Higgs Ave.  
Columbus, OH 43212

**FSR INC.**

244 Bergen Boulevard  
West Paterson, NJ 07424  
201-785-4347 800-332-3771 FAX: 201-785-3318  
President: William G. Fitzsimmons; Vice President:  
Janice Sandri; Engineering Manager: Joseph Fischer;  
Special Projects Manager: John Macaluso; Manager,  
Metal Products: Joseph Amico  
Sigmet Corporation, Valley Forge, PA 215-783-6666  
Peregrine Southwest, Houston, TX 713-589-8481  
Henry W. Phillips Inc., Roswell, GA 404-992-3070  
Piper and Givan Assc., Needham, MA 617-449-1144  
Design Factors, Hacienda Hts., CA 213-697-7576  
PRODUCTS: signaling devices

**General Security**

1460 Old Country Road  
Plainview, NY 11803  
516-753-0700 800-572-8989 FAX: 516-753-0839  
President: Joseph N. Benjamin  
PRODUCTS: ancillary components

**Gentex Corporation**

10985 Chicago Drive  
Zeeland, MI 49464  
616-392-7195 FAX: 616-392-4219  
Director of Marketing: Scott R. Edwards  
Peter Hilton, Regional Manager, Medford, MA 617-  
395-0245  
John Morrow, Regional Manager, Jacksonville, FL  
904-260-6157  
Dennis Clair, Regional Manager, El Toro, CA 714-  
472-4744  
PRODUCTS: signaling devices, smoke detectors,  
strobes

**GYRR, A DIVISION OF ODETICS**

1515 South Manchester Avenue  
Anahiem, CA 92802  
714-772-1000 800-854-6853 FAX: 714-776-6363  
Director of Marketing & Sales: Thomas S. Pap-  
pageorge; Sales Manager: Domenic Isola; Field  
Sales Manager: Jim Hawver

**Hitachi Sales/Security Prod. Div.**

1290 Wall St. W  
Lyndhurst, NJ 07071

**Home Safeguard Industries**

PO Box 4073  
29706 Baden Pl.  
Malibu, CA 90265

**Identocard Technologies, Inc.**

830 E. Oregon Rd.  
Lancaster, PA 17601

**Intelligent Controls**

PO Box 1194  
6825 216th St. SW  
Lynnwood, WA 98036

**International Components Corp.**

105 Maxess Road  
Melville, NY 11747  
516-293-1500 800-645-9154 FAX: 516-293-4983  
President: Mort Grossman; Executive Vice President:  
Irwin Friedman; Vice President: Fred Grossman;  
Eastern Regional Sales Mgr.: Ken Reed  
PRODUCTS: announcement systems, burglar alarms,  
intercom, signaling devices, sirens, smoke detectors

**International Logistics Systems Inc.**

295 Cortlandt Street  
P.O. Box 25  
Belleville, NJ 07109  
201-759-0007 FAX: 201-759-8989  
Vice President of Sales: S.R. Lawrence; Sales  
Manager: Eric Dee  
PRODUCTS: audio surveillance, video surveillance,  
wireless systems

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: CCTV

**Javelin Electronics div. Atapco**

19831 Magellan Dr.  
Torrance, CA 90502  
213-327-7440 800-421-2716 FAX: 213-327-5405  
President: Graham Wallis; Vice President, Mkt'g/  
Sales: John Schulte; Vice President, Engineering:  
Ray Payne; Controller: Terry Muldowney; Operations  
Manager: Mike Burton; Marketing Sales Manager:  
Mary Perry

**Jensen Video Sonics**

11 West Pk Blvd.  
Villa Park, IL 60181

**Lathem Time Corporation**

200 Selig Dr. SW  
Atlanta, GA 30378  
404-691-0400 800-241-4990 FAX: 404-696-6048  
Chairman of the Board: L.P. Lathem II; President:  
Lom Lathem; Vice President of Finance: C. Ann  
Hooper; Vice President Manufacturing: Doyle  
Eubanks; Sect./Purchasing: Sam Black  
PRODUCTS: signaling devices

**LEE DAN COMMUNICATIONS, INC.**

155 Adams Avenue  
Hauppauge, NY 11788-3699  
516-231-1414 800-533-3261 FAX: 516-231-1498  
President: Leon Goldberg; Vice President Operations:  
Lawrence J. Goldberg; V.P. Finance & Administration:  
David H. Goldberg; Senior Technician: Sandy  
Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
Service Associate: Susan Leon

PRODUCTS: audio surveillance, CCTV, door-lock  
systems, intercom, intrusion detection, signaling  
devices, video surveillance

**LeFebure**

308 29th St. NE  
Cedar Rapids, IA 52406

**Louroe Electronics**

5154 Lemona Avenue  
Van Nuys, CA 91411  
818-994-6498 FAX: 818-994-6458  
President: Louis F. Weiss  
PRODUCTS: audio surveillance, duress, intrusion  
detection

**MACKENZIE LABORATORIES, INC.**

5507 Peck Road  
P.O. Box 3029  
Arcadia, CA 91066  
818-579-0440 800-423-4147 FAX: 818-448-7131  
President: A.R. Taylor; V.P. and Chief Engineer:  
Nagy Khattar; V.P. Marketing and Sales: Marvin  
Yudell; Sales Supervisor: Joe Vitale  
PRODUCTS: announcement systems

**MG ELECTRONICS**

32 Ranick Road  
Hauppauge, NY 11788  
516-582-3400 FAX: 516-582-3229  
President: Elliot Maltz; Sales Manager: Stan Grey;  
Assistant Sales Manager: Herb Woll; Customer  
Service: Sue Novak  
PRODUCTS: sirens

**Microvoice Corporation**

1 Vanderbilt  
P.O. Box 19784  
Irvine, CA 92715  
714-859-1091 FAX: 714-951-7405  
C.E.O.: Gregory Peacock; President: Bob Cherry  
PRODUCTS: announcement systems

**MIRCOM COMMUNICATION & SECURITY INC**

429 Ainess Street  
Downsview Ontario Canada  
M3J 2H4,  
416-665-4301 FAX: 416-665-2825  
President: Larry Letofsky; National Sales Manager:  
Art Petrilli; Western Reg Sales Mgr.: Ronald Peck  
Mircom Communications, Van Nuys, CA 818-902-  
0554  
Designed Products Group, Clinton, NJ 201-730-7360  
Gustafson Sales, Redwing, MN 612-388-4277  
Factory Sales & Marketing Inc., Houston, TX 713-  
681-7377  
PRODUCTS: burglar alarms, intercom

**Napco Security System**

333 Bayville Avenue  
Amityville, NY 11701

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Irvine, CA 92714

**Notifier**

12 Clintonville Road  
Northford, CT 06472  
203-484-7161 800-289-3473 FAX: 203-484-7118  
Pres: Mark S. Levy; VP/Sales & Mktg.: W. Allen Fritts; Vice President/Engineering: Don Anderson; VP/Manufacturing: Fabian Skretta; National Accounts Manager: Bill Hippert; Controller: Dave DeMeco Paul Stone, Boston, MA 203-297-7041  
Ken Plummer, Chicago, IL 203-297-7040  
John Chetelat, Dallas, TX 203-297-7037  
Frank Tomberlin, Atlanta, GA 203-297-7038  
Jim Arizini, Los Angeles, CA 203-297-7039  
PRODUCTS: announcement systems, fire alarm, signaling devices, sirens, smoke detectors, strobes

**Oregon Scientific Inc.**

10950 S.W. 5th St., Suite 275  
Beaverton, OR 97005  
503-646-9806 800-869-7779 FAX: 503-641-8015  
PRODUCTS: announcement systems, burglar alarms, fire alarm, intrusion detection

**Orevox**

PO Box 1046  
512 35th St. NE  
Auburn, WA 98002

**Panasonic CCVED**

One Panasonic Way  
Secaucus, NJ 07094  
201-392-4429 FAX: 201-348-7372  
General Manager: Milton A. Landau; Assistant General Manager: Ronald Harned  
Panasonic CCVED, Secaucus, NJ 201-348-7303  
Panasonic CCVED, Norcross, GA 404-925-6835  
Panasonic CCVED, Arlington Hts., IL 708-640-5188  
Panasonic CCVED, Ft. Worth, TX 817-685-1117  
Panasonic CCVED, Cypress, CA 714-373-7265  
PRODUCTS: CCTV, video surveillance

**Paso Sound Products, Inc.**

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglia  
Anderson Sales, Braintree, MA 617-848-9194  
Jack Mesnick Sales, Liverpool, NY 315-622-3211  
Palmieri Associates, Ridgefield, NJ 201-943-5888  
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
Lintern Associates, Naperville, IL 708-904-1227  
Robert Milsk, Co, Indianapolis, IN 317-842-3400  
MJA Marketing, St. Charles, MO 314-447-7111  
Northland Associates, Moorhead, MN 218-233-4616  
Dimension Pl. IX Marketing, Houston, TX 713-495-6974  
Mountain Representatives, Denver, CO 303-623-0972  
Miguel Lopez, Hialeah, FL 305-822-6853  
Paco Electronics, Ltd., Markham, Ontario, 416-475-0740  
Lienau Associates, Columbia, MD 301-621-4113  
Robert Milsk Co., Inc., Southfield, MI 313-354-3310

Marketline, Inc., Snellville, GA 404-972-9048  
PRODUCTS: announcement systems, intercom

**Pinkerton Controls System**

1123 E. Walnut St.  
Carson, CA 90746

**Powertronix**

10623 Lawson River Ave.  
Fountain Valley, CA 92708

**Proprietary Controls Systems Corp.**

1123 E. Walnut St.  
Carson CA 90746  
213-638-0400 FAX: 213-638-6204  
President: Masami Kosaka; National Sales Manager: Ken Bassett  
PRODUCTS: access control, door-lock systems, duress

**Protech Audio Corporation**

Flowerfield Bldg. 1  
St. James, NY 11780  
516-584-5855 FAX: 516-584-5904  
Dir of Mrkting: Bill Murphy; VP Eng: Joseph Giambone  
Peregrine Southwest Reps, Houston, TX 713-589-8481  
PRODUCTS: announcement systems, audio surveillance

**Pulnix America, Inc.**

770 Lucerne Dr.  
Sunnyvale, CA 94086  
408-733-1560 800-445-5444 FAX: 408-737-2966  
President: Toshi Hori; Sales Manager, Vid. Products: Richard Hofmeister; Sales Manager, Sec. Products: Terry Crum; Mkt'g Comm. Manager: Janet Worthen  
Pulnix America, Inc., Fort Washington, MD 301-292-6906  
Pulnix, Schaumburg, IL 708-303-5442  
Pulnix, Carrollton, TX 214-416-4374

**Pyrotronics**

13281 Barton Circle  
Whittier, CA 90605

**Racon, Inc.**

12628 Interurban Avenue So.  
Seattle, WA 98168  
206-241-1110 800-426-5245 FAX: 206-246-9306  
Sales Representative: Tim Tewey; Sales Manager: Robert Kirkaldie

**Reliable Security System**

10604 Beaver Dam Rd.  
Cockeysville, MD 21030

**Richardson Electronics Limited, SSD**

3030 River Road  
River Grove, IL 60171  
312-625-2288 800-722-2288 FAX: 708-452-3450  
Vice President/General Mgr.: Sal Raia; National Sales Manager: Tom Brown; Director of Operations: Charlene Woodward  
Richardson Electronics Limited, Brooklyn, NY 718-692-5350  
Richardson Electronics Limited, Brampton, Canada  
PRODUCTS: access control, ancillary components,

announcement systems, audio surveillance, burglar alarms, CCTV, door-lock systems, intercom, intrusion detection, signaling devices, video motion detection, video surveillance, wireless systems

**Robot Research**

5636 Ruffin Rd.  
San Diego, CA 92123  
619-279-9430

**Rofu Int'l**

5331G Hempstead Way  
Springfield, VA 22151

**Sanyo Fisher USA Corporation**

1200 W. Artesia Boulevard  
Compton, CA 90220  
213-605-6528 FAX: 213-605-6529  
Western Regional Sales Mgr.: Tom Thompson

**Securitron Magnalock Corporation**

1815 W. 205th Street  
Torrance, CA 90501  
213-618-0204 800-624-5625 FAX: 213-618-0144  
President: Robert Cook; Vice President Sales: Vince Fralkkiardi; Sales Manager: Scott Baker; Manager Customer Service: Norma Honek; Sales and Mrkting: Mark Henderson; Technical Service: Aaron Gallegos  
PRODUCTS: access control, door-lock systems

**Security Intercom**

1833 No. 15th  
Seattle, WA 98133

**Select Engineered Systems**

7991 W. 26th Ave.  
Hialeah, FL 33016

**Sensor Engineering**

2155 State St.  
Hamden, CT 06517

**Siedle Communication Systems**

780 Parkway  
Broomall, PA 19008  
215-353-9595 800-874-3353 FAX: 215-353-9716  
Vice President Marketing: Earl Zausmer  
PRODUCTS: CCTV, intercom, video surveillance

**Silent Watchman**

PO Box 07893  
2461 McGaw Rd.  
Columbus, OH 43207

**Sonitrol**

424 N. Washington St.  
Alexandria, VA 22314

**SOUTHWEST MICROWAVE, INC.**

2922 South Roosevelt  
Tempe, AZ 85282  
602-968-5995 FAX: 602-894-1731  
Pres: Richard McCormick; Sec/Treas: James Gretta; VP Engr: Ed Foley; Nat'l Sis Mngr: Tom Wallace  
SW Microwave Inc. (Gov. Srvc), Newburyport, MA 508-465-6443  
PRODUCTS: intrusion detection

**SPECO**

1172 Route 109  
Lindenhurst, NY 11757  
P.O. Box 624  
516-957-8700 800-645-5516 Fax# 516-957-9142  
President: Louis W. Keller; VP: James J. Ganci; VP  
Sales: Mel Hulkower; Sales Manager: Eric Forman;  
Sales Associate: Angela Carolan; Sales/Expediting:  
Bernice Zachman  
L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
Crown Assoc., Charlottesville, VA, 804-293-6373  
Jonel Sales Assoc., Milford, MA, 508-478-4650  
Lectro Reps Inc., Excelsior Springs, MO, 816-673-  
1158  
Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-  
0330  
PRODUCTS: intercom

**Spectronics**

4645 Hartley  
Lincoln, NE 68504

**STENTOFON  
COMMUNICATIONS, INC.**

6119 Connecticut Avenue  
Kansas City, MO 64120  
816-231-7200 FAX: 816-231-7203  
President: Donald K. Grossberndt; Marketing  
Manager: David E. Gill; Northeast Regional Manager:  
Thomas J. Reilly; Southeast Regional Manager:  
Kerry L. Orr; Central Regional Manager: Frederick A.  
Hall; Western Regional Manager: Michael A. Wilcock  
Stentofon Communications, Inc., Kansas City, MO  
816-231-2501  
Stentofon Communications, Inc., Elmsford, NY 914-  
592-1048  
Stentofon Communications, Inc., Atlanta, GA 404-  
973-0736  
Stentofon Communications, Inc., Glendora, CA 818-  
335-0543  
PRODUCTS: announcement systems, audio  
surveillance, duress, intercom, wireless systems

**Synergistics, Inc.**

9 Tech Circle  
Natick, MA 01760  
508-655-1340 FAX: 508-651-2902  
President: William M. Tetrick; Executive Vice  
President: David S. Longworth; Treasurer: Michael  
Kasuba; Sales Manager: Robert L. Pogorelc; Sales  
Manager: Norman R. Link

**T-S-K Electronics, Inc.**

P.O. Box 190  
Tonawanda, NY 14151-0190  
716-693-3916 FAX: 716-692-6433  
President: Kevin Kedzierski; Marketing Manager:  
Alan Gembola  
PRODUCTS: audio surveillance, duress, intercom

**TALK-A-PHONE CO.**

5013 N. Kedzie Ave.  
Chicago, IL 60625  
312-539-1100 FAX: 312-539-1241  
Vice President: Samuel Shanes; Sales Manager:  
Dan F. Kagan; President: Z. Liberman  
PRODUCTS: access control, announcement  
systems, intercom, signaling devices

**TARGET TECHNOLOGY, INC.**

P.O. Box 609  
Penn Valley, CA 95946  
916-639-2102 FAX: 916-639-2212  
President: Peter F. Hughes  
PRODUCTS: video surveillance

**Tel-tron Division**

220 Fentress Blvd.  
Daytona Beach, FL 32014

**TELECALL AMERICA**

14620 NE 95th Street  
Redmond, WA 98052  
206-881-2742 800-752-2860 FAX: 206-881-3085  
President: Hiko Shinoda; VP Nanci Brooks  
Palmieri Associates Inc., Ridgefield, NJ 201-943-5888  
Henry W. Phillips Co., Inc., Roswell, GA 404-992-  
3070  
Meyer Marketing Inc., Deerfield Beach, FL 305-481-  
9250  
R.W. Kunz & Associates, Inc., Prairie Village, KS 913-  
648-3535  
Pacific Group, Pasadena, CA 818-577-0738  
PRODUCTS: intercom

**TEKTONE SOUND & SIGNAL  
MFG., INC.**

1331 S. Killian Dr.  
Lake Park, FL 33043  
407-844-2383 800-327-8466 Fax# 407-845-1587  
Pres: Manuel Mira, GM: Carlos Mira, Cust. Service  
Mgr: David Duelfer, Engineer: Kevin  
McClarnon, Chief Design Engineer: Jim Switzer,  
Controller: Teresa Knippel  
Tektone, Franklin, NC 704-524-9967  
Tektone FBA Systems, Burlington, Ont, Can., 416-  
333-0051  
Dardon Assoc., Olmsted TWP, OH 216-267-9778  
RW Sales, St. Paul, MN 612-646-2710  
Klump Sales Co., Jacksonville, FL 904-268-1529  
West Tech Mkt'g, Culver City, CA 213-870-9286  
Chuck Olsen Assoc., Renton WA 206-271-5416  
Ziskind Assoc., Rolling Meadow, IL 708-577-1624  
Alvan Chaney & Assoc., Hialeah, FL 305-623-8875  
Mountain Rep., Denver, CO 303-623-0972  
B & B Sales, Pinole CA 415-534-1725  
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Fairfax Electronics, Los Angeles CA 213-731-2561  
Gress Corp., Chicago IL 312-581-6400  
Lee Dan Communications, Hauppauge NY 516-231-  
1414  
Mid Telcom, Olsted TWP., OH 504-525-8222  
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8222

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Minneapolis, MN 55420  
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Dan Dantzler; Director Marketing: Don Mereen;  
Director of Advertising: Ron Taylor  
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4605

SAGA, Oswego, NY 315-343-5739  
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872-8877  
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Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
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1650  
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Weller Electronic Sales, Worthington, OH 614-885-  
7819  
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1624  
White Radio Ltd., Burlington, ON 416-632-6894  
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PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: wireless systems

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552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
206-788-7943  
PRODUCTS: audio surveillance, duress, intercom

**Transcience**

179 Ludlow St.  
Stamford, CT 06902  
203-327-7810 800-243-3494 FAX: 203-353-8431  
President: Donald Bosak  
PRODUCTS: duress, wireless systems

**Trigon Electronics**

1220 N. Batavia St.  
Orange, CA 92667

## VIDEO LINK

12950 Bradley Avenue  
Sylmar, CA 91342  
818-362-0353 800-843-5465 FAX: 818-362-9506  
President: Herb Seymour; V.P. Sales and Marketing:  
Bill Caulfield; Sales Coordinator: Marguerita Kiser  
PRODUCTS: video surveillance

## Vikonics Inc.

210 Meadowlands Parkway  
Secaucus, NJ 07094  
201-863-6868 FAX: 201-863-0413  
President: John L. Kaufman; V.P., General Manager:  
Michael Pisano; Vice President, Finance: John J.  
Strong; V.P., Customer Support: Adam Irving; Vice  
President, Engineering: Robert Hoskinson; Marketing  
Manager: David Fleisher

## Visual Methods Inc.

35 Charles Street  
Westwood, NJ 07675  
201-666-3950 FAX: 201-666-7931  
President: W.T. Sandin; Vice President: H. Kruegle  
PRODUCTS: access control, CCTV, video  
surveillance, wireless systems

## Wheelock, Inc.

273 Branchport Avenue  
Long Branch, NJ 07740  
201-222-6880 FAX: 201-222-8707  
President: Peter W. Tarlton; V.P. Finance and  
Admin.: Joseph P. Henry; Vice President Operations:  
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Edward Draney, Peachtree City, GA 404-631-3193  
Peter Koehler, Los Angeles, CA 213-572-1347  
Steve Goldberg, East Windsor, NJ 609-448-1457  
Dave Jackowiak, Burbank, IL 708-599-4099  
PRODUCTS: signaling devices, strobes

## Xetron Corporation

217 Highway 81 North  
P.O. Box 448  
Devine, TX 78016  
512-663-3661 FAX: 512-663-4838  
President: Mike Cady; Operations Manager: Robert  
Gardner; Chief Engineer: Ray Deasy; Dealer Sales  
Manager: Larry Kuni; International/OEM Sales Mgr.:  
Don Roberts  
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Pro Audio Marketing, Melville, NY 516-367-8620  
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Fuday and Associates, Fairfax, CA 415-459-6880  
Sherwood Associates, Windsor, NY 607-655-3413  
Ludwig Marketing, Bannockburn, IL 708-295-1700  
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, low-frequency amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, tri-amp systems, zone-paging amplifiers

## ADA Signal Processors

7303-D Edgewater  
Oakland, CA 94621  
415-632-1323 800-241-8888 FAX: 415-632-9358  
Vice President: Lorry Marcus; Western Sales Manager: Lisa Carrell-Gonden; Eastern Sales Manager: Eric Schultheis

## AIPHONE CORPORATION

1700 130th Avenue NE  
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Bellevue, WA 98005  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales: Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, Ma, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: 70-volt amplifiers, mixer amplifiers, zone-paging amplifiers

## ALTEC LANSING CORP.

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
President: Dave Morrey; VP: Chuck Lange; National Sales Manager: Jerry Spriggs; Manager Export Marketing: John Sexton; Marketing Manager: Tim Smith; Technical Services Manager: Gary Jones  
PRODUCTS: 70-volt amplifiers, dual-channel, mixer amplifiers, modular amplifiers, signal processing amplifiers, single-channel

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28271 Bond Way  
P.O. Box 842  
Silverado, CA 92676  
714-649-2346 FAX: 714-649-3064  
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ARX Systems, Highett, Victoria, Australia, 613-555-7859  
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President: Bill Thompson; Sr. V.P. Sales/Marketing: Bob French; Vice President: Dave Malloy; Office/Credit Manager: Ellen Price  
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, low-frequency amplifiers, modular amplifiers, monitor amplifiers, portable, signal processing amplifiers, tri-amp systems

## ATI Audio Technologies Inc.

328 W. Maple Avenue  
Horsham, PA 19044  
215-443-0330 FAX: 215-443-0394  
President: Samuel D. Wenzel; Vice President: Edward M. Mullin  
PRODUCTS: dual-channel, mixer amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers

## Benchmark Media Systems, Inc.

3817 Brewerton Road  
P.O. Box 3830  
N. Syracuse, NY 13212  
315-452-0400 800-262-4675 FAX: 315-452-0691  
President: Allen Burdick; Sales Manager: Albert M. Beckary  
PRODUCTS: computer-controlled, mixer amplifiers, modular amplifiers

## BGW Systems, Inc.

13130 Yukon Avenue  
P.O. Box 5042  
Hawthorne, CA 90250  
213-973-8090 800-468-2677 FAX: 213-676-6713  
President: Brian Gary Wachner; Vice President: Barbara Wachner; Controller: Don Carson; Credit Manager: Margaret Smith  
PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems

## Bogen Communications

50 Spring Street  
P.O. Box 575  
Ramsey, NJ 07446  
201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500  
Fred Yosenick, Woodland, CA 916-668-6311  
PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, telephone paging amplifiers, zone-paging amplifiers

## Boulder Amplifiers, Inc.

4850 Sterling Drive  
Boulder, CO 80301  
303-449-8220 FAX: 303-449-4806  
President: Jeff Nelson; National Sales Manager: Marv Farley; Technical Support: Steve Rockwell  
Pro Audio Limited, Barrington, IL 708-526-1660  
Bach Sales, New York, NY 212-727-0404  
Tobias and Co., Houston, TX 713-890-6277  
Grizzly Marketing, Fairfield, CA 707-427-2779  
Step Above Marketing, Spring Hill, FL 904-688-6985

## Bryston/Bryston Vermont Ltd.

979 Franklin Lane  
Maple Glen, PA 19002  
215-628-4255 800-673-7899 FAX: 215-628-2970  
Vice President: Martin Bartelstone; President: John Russel  
PRODUCTS: 70-volt amplifiers, computer-controlled, dual-channel, low-frequency amplifiers, modular amplifiers, monitor amplifiers, single-channel

## Carver Corporation

P.O. Box 1237  
Lynnwood, WA 98046  
206-775-1202 800-443-2287 FAX: 206-778-9453  
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Peter Schmitt Company, Leonis, NJ 201-944-2806  
World Wide Electronics, Davie, FL 305-584-7024  
Sound Marketing, Palos Hills, IL 708-598-6888  
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703-982-7003 800-962-6009 FAX: 703-982-7032  
President: John W. Mason; Sales Coordinator: Linda T. Bishop; Product Manager: John D. Spencer  
PRODUCTS: 70-volt amplifiers, mixer amplifiers, telephone paging amplifiers

**Comutronic, Inc.**

18627 Brookhurst #305  
Fountain Valley, CA 92708  
714-963-7454 FAX: 714-963-7815  
Director of Marketing: Robert Gehlke  
PRODUCTS: 70-volt amplifiers, mixer amplifiers, portable, telephone paging amplifiers, zone-paging amplifiers, single-channel

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150 Florence Avenue  
Hawthorne, NJ 07506  
201-423-1300 FAX: 201-423-2977  
President: John Lee; Marketing Manager: William Raventos; Gamble Division Manager: Craig Hannabury; National Sales Manager: Paul Shiner  
PRODUCTS: 70-volt amplifiers, computer-controlled, dual-channel, modular amplifiers, monitor amplifiers, portable



**Crown**

P.O. Box 1000  
Elkhart, IN 46515  
219-294-8000 800-535-6289 FAX: 219-294-8329  
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Division Head: Gil Nichols  
Dobbs-Stanford, Dallas, TX 214-358-0800  
Seabridge Audio, Huntington Bch., CA 714-848-3697  
Sigmat, Freehold, NJ 201-462-1221  
PCM Marketing, San Francisco, CA 415-935-0900  
Bencsik Assoc., Ocala, FL 904-732-9775  
PRODUCTS: 70-volt amplifiers

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New York, NY 10010

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Office Manager: Vicki Langford  
PRODUCTS: dual-channel

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2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
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PRODUCTS: 70-volt amplifiers, low-frequency  
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channel, telephone paging amplifiers, zone-paging  
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Muniz; National Sales Manager: Walter McNulty;  
Sales: Orlando Pineda; Sales: Jose Hurcades;  
Customer Service: John Tembras  
PRODUCTS: signal processing amplifiers

**Eddor**

1948 E. Pomona Street  
Santa Ana, CA 92705  
714-258-0777 800-854-0259 FAX: 714-258-7117  
PRODUCTS: 70-volt amplifiers, mixer amplifiers,  
modular amplifiers, monitor amplifiers, signal  
processing amplifiers, telephone paging amplifiers,  
zone-paging amplifiers

**Electro Force Corporation**

727 Oakstone Way  
Anaheim, CA 92806  
714-774-3666  
President: Phillip Lindberg  
Michael Wren Sales, Anaheim, CA 714-921-9325  
D & F Sales, Doylestown, PA 215-956-9307  
PRODUCTS: dual-channel, portable

**EMS/Music**

130 Nickerson Street  
Seattle, WA 98109  
206-281-8686 800-666-6874 FAX: 206-281-0936  
President: R. Kiroy Hughes; V.P. Marketing:  
Bernard Kron; National Sales Manager: Herb Baylin;  
National Sales Rep.: David Pearson; National  
Customer Service: Laura Hanson; Technical  
Manager: Doug Sanders  
PRODUCTS: dual-channel, modular amplifiers,  
single-channel, zone-paging amplifiers

**FM Acoustics**

17 Tiefenhuf Street  
Wadenswil, Switzerland  
FM Acoustics USA, Benicia, CA 707-745-4444  
PRODUCTS: dual-channel, low-frequency amplifiers,  
modular amplifiers, monitor amplifiers, portable, signal  
processing amplifiers, single-channel

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550 Airport Rd.  
P.O. Box 993  
Gallatin, TN 37066  
615-452-5960 800-624-3626 FAX: 615-451-0026  
General Manager: Jerry A. Graves; Order Entry:  
Linda McCullough; Telemarketing: Mary Mulkins;  
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PRODUCTS: modular amplifiers

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Taub Sales, Silver Springs, MD  
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PRODUCTS: 70-volt amplifiers, mixer amplifiers,  
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telephone paging amplifiers, zone-paging amplifiers

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 PRODUCTS: bi-amp systems, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, single-channel, tri-amp systems

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 Torbett/Keiser Group, Loveland, CO 303-669-1008  
 Plus Four Marketing, Walnut Creek, CA 415-937-0650  
 North Shore Marketing, Seattle, WA 206-284-9699  
 Island Instruments, Kaneohe, HI 808-235-7544  
 PRODUCTS: 70-volt amplifiers, bi-amp systems, computer-controlled, dual-channel, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, telephone paging amplifiers, tri-amp systems, zone-paging amplifiers

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 More Technologies, Los Angeles, CA 213-474-4211  
 PRODUCTS: 70-volt amplifiers, dual-channel, signal processing amplifiers

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1366 West Center  
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 Radon and Associates, Sacramento, CA 916-923-2524  
 Loppnow and Associates, Issaquam, WA 206-392-3936

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
 P.O. Box 26177  
 Dallas, TX 75238  
 214-651-7341 800-527-5705 FAX: 800-388-9106  
 President: Charles Griffiths; Vice President, Sales: Jack Tucker; Chief Engineer: Eric Simonson  
 PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, portable, signal processing amplifiers, single-channel, telephone paging amplifiers, zone-paging amplifiers

**JBL Professional**

8500 Balboa Boulevard  
 P.O. Box 2200  
 Northridge, CA 91329  
 818-893-8411 FAX: 818-893-3639  
 President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; Market Manager: Steve Romeo; National Sales Manager: Nail Conley  
 Jim Chase, San Clemente, CA 714-492-6290  
 Bill Hamilton, Folsom, PA 215-543-4677  
 Bill Schuermann, Houston, TX 713-370-5553  
 Tom Walter, No. Barrington, IL 312-382-4925  
 PRODUCTS: 70-volt amplifiers, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, signal processing amplifiers

**JENSEN TRANSFORMERS INC.**

10735 Burbank Blvd.  
 North Hollywood, CA 91405  
 213-876-0059 FAX: 818-763-4574  
 President: Bill Whitlock; Vice President, Engineering: Steve Hogan; Vice President, Operations: Dave Hill  
 PRODUCTS: monitor amplifiers

**Lectrosonics, Inc.**

P.O. Box 15900  
 Rio Rancho, NM 87174  
 505-892-4501 800-821-1121 FAX: 505-892-6243  
 President: John Arasim; Vice President Engineering: Larry Fisher; Vice President Mktg & Sales: Bruce Jones  
 PRODUCTS: modular amplifiers, zone-paging amplifiers

**Leitch Video Ltd.**

10 Dyas Rd.  
 Don Mills, ON, M3B1V

**Len Finkler**

80 Alexdon Rd.  
 Downsview, ON M3J2B

**LWV Electronics**

2400 Naegle Road  
 Coco. Sps., CO 80904  
 719-471-8430 FAX: 719-471-8027  
 Secretary: Rusty Griffith; President: John Borchert  
 PRODUCTS: signal processing amplifiers

**Maxitron Corp**

13431 Pumice Street  
 Norwalk, CA 90650  
 213-802-9942 FAX: 213-802-9945  
 President: Steve P.Y. Kim; Vice President: Fred K.H. Kim; Natl Sales & Mktg. Manager: Irv Weisman  
 Protech Marketing, Newport Beach, CA 714-723-0498  
 Pro Audio Limited, Barrington, IL 708-526-1660  
 Elrep Sales Co., Tucker, GA 404-938-7108  
 Forristal - Young Sales, Kansas City, MO 816-358-6771  
 Pusecker Sales, Lincoln Park, NJ 201-305-8331  
 PRODUCTS: 70-volt amplifiers, bi-amp systems, dual-channel, mixer amplifiers, modular amplifiers, telephone paging amplifiers, tri-amp systems, zone-paging amplifiers

**McGohan Electronics**

1033 Fairway Dr.  
 Bensenville, IL 60106  
 708-595-2342 FAX: 708-595-2919  
 Pres: Jim McGohan; VP: Ronald Johnston; Sec: Helen McGohan; Director of Engineering: Robert Henderlong; Dir, Inside Sales: JoAnn Christiansen  
 Sunrise Sales Company, LaMoille, IL 815-638-2660  
 Austin and Associates, Willingboro, NJ 609-871-9290  
 Maish Sales, Mulberry, IN 317-296-2322  
 J.W. Lerner Company, Stow, OH 216-688-1965  
 Rancilio and Associates, St. Louis, MO 314-845-0330  
 Murphy and Cota, Atlanta, GA 404-875-2525  
 PRODUCTS: 70-volt amplifiers, mixer amplifiers, monitor amplifiers, telephone paging amplifiers

**Millbank Electronics Group**

Bellbrook Ind'l Estate  
 Uckfield, East, En TN22 1QL

**Opamp Labs Inc.**

1033 North Sycamore Avenue  
 Los Angeles, CA 90038  
 213-934-3566 FAX: 213-462-6490



**Outline**

Via Leonardo Da Vinci 56  
 Flero BS Italy 25020  
 0039-30-2680712 Fax# 0039-30-3580431  
 President: Guido Noselli; VP/Sales: Giorgio Biffi; Marketing Manager: Marcello Croce; Chief Engineer: Puzzi Giancarlo; Sales Manager: Anna Guarienti  
 Coemar Duetsland ULM Germany 7900-0069-731-601205  
 Audiolights Services, Clermont Ferrand, France, 63000-003373-902078  
 Metronom, Istanbul, Turkey, 81030-0090-1-3452457  
 Precide S.A., Morbio Inferiore Ticino, CH, 0061/91-631734-5  
 Tim Profesionalna, Razsvetljava, Koper, Yugoslavia, 6 6000-0038-66-24883/4  
 PRODUCTS: dual-channel

**OXMOOR CORPORATION**

2111 Parkway Office Circle  
 Birmingham, AL 35244  
 205-985-7044 FAX: 205-985-9966  
 President: Lynn McCroskey; Vice President/Manager: Gary West; National Sales: Richard C. Mitchell; Sales Associates: Kelly Fowier; Production Manager: Jim Watson; Director of Engineering: Joe Hanson  
 Allwest Electronics, Camarillo, CA 805-388-1789  
 ASR, Fallston, MD 301-893-0001  
 Audio Resources, Westmont, IL 708-655-1180  
 Dimension IX Marketing, Lewisville, TX 214-436-3706  
 Evans Sales and Marketing, Nashville, TN 615-297-7997  
 John B. Anthony Co., Stamford, CT 212-585-2027  
 Loomis and Associates, Fremont, CA 415-797-3500  
 Loppnow and Associates, Issaquah, WA 206-392-3936  
 R.J. Throckmorton Sales Co., Baldwin, MO 314-227-7222  
 Repworks, Chicopee, MA 413-553-0845  
 Winkler, Jones & Assoc., Stamford, CT, 212-585-2027  
 World Wide Electronics, Ft. Lauderdale, FL, 305-584-7024  
 Yore Company, White Bear Lake, MN, 612-770-9760  
 PRODUCTS: signal processing amplifiers, zone-paging amplifiers



**PANASONIC/ RAMSA**

6550 Katella Avenue  
 Cypress, CA 90630  
 714-373-7278 FAX: 714-373-7242  
 Nat. Sales & Marketing Mgr.: Steve Woolley; Marketing Manager: Chris Foreman; Western Regional Sales Mgr.: James Murray; Midwest Regional Sales Mgr.: Greg Braithwaite; Eastern Regional Sales Mgr.: Carla Campbell; Telemarketing Sales Mgr.: Lynn Thompson  
 James Murray, Cypress, CA 714-373-7389  
 Greg Braithwaite, Arlington, IL 708-364-7900  
 Carla Campbell, Norristown, PA 215-630-1651  
 PRODUCTS: bi-amp systems, dual-channel, monitor amplifiers

**Paso Sound Products, Inc.**

14 First Street  
 Pelham, NY 10803  
 914-738-4800 800-231-3034 FAX: 914-738-3954  
 Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Milk, Co, Indianapolis, IN 317-842-3400  
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COSTA MESA, CA 92627 (714) 645-2540

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 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, ON, 416-475-0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Robert Milsk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: dual-channel, mixer amplifiers, modular amplifiers, portable, telephone paging amplifiers, zone-paging amplifiers

### Peavey Architectural Acoustics

711 A Street  
 P.O. Box 2898  
 Meridian, MS 39305  
 601-693-5376 FAX: 601-484-4278  
 Sales & Marketing Director: Lance Schmidt  
 PRODUCTS: 70-volt amplifiers, dual-channel, low-frequency amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, single-channel, telephone paging amplifiers, zone-paging amplifiers

### Perreux Corp.

26864 Mandelieu Dr.  
 Murrieta, CA 92362

### Portland Instrument Corp

1101A Air Way  
 Glendale, CA 91201  
 818-500-0137 FAX: 818-240-1828  
 Director of Engineering: Ron Fuller; General Manager: Rick Strickland; Director of Manufacturing: Dick Herbert; Sales Manager: Jack Sympton; Sales Account Manager: Al Hernandez  
 JAMM Distributing Co., Flossmoor, IL 708-799-0550  
 Bob White Associates, Solon, OH 216-248-1317  
 Henry W. Phillips Co., Roswell, GA 404-992-3070  
 R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
 George M. Conneen Co., Springfield, PA 215-544-5884  
 PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers, single-channel, zone-paging amplifiers

### Precision Electronics, Inc.

9101 King St.  
 Franklin Park, IL 60131  
 708-678-5350 800-323-0228 FAX: 708-678-0511  
 President: William S. Grommes; Vice President: Joan Franzen; Secretary: Jean Feehan; Chief Engineer: A. A. Hart; General Manager: G. Hussain  
 Pass Associates, Langhorne, PA 215-757-6100  
 Leslie's Div of Iverco, Inc., Elgin, IL 708-697-5770  
 R.W. Kunz & Assoc, Prairie Village, KS 913-648-3535  
 Phillips Co., Holland, MI 616-399-3689  
 Raven Sales, Dallas, TX 214-490-8230

### Protech Audio Corporation

Flowerfield Bldg. 1  
 St. James, NY 11780  
 516-584-5855 FAX: 516-584-5904  
 Director of Marketing: Bill Murphy; Vice President Engineering: Joseph Giambone  
 Peregrine Southwest Reps, Houston, TX 713-589-8481  
 PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, monitor amplifiers, single-channel, telephone paging amplifiers, zone-paging amplifiers

### QSC Audio Products, Inc.

1926 Placentia Ave.  
 Costa Mesa, CA 92627  
 714-645-2540 FAX: 714-645-7927  
 Chief Executive Officer: Barry Andrews; Director of Marketing: Greg McVeigh; National Sales Manager: Peter Kalmen; Vice President/Engineering: Pat Quilter  
 S.F. Marketing, St. Laurent, QU 514-733-5344

### Radio Design Labs

5025 8th Street  
 P.O. Box 1286  
 Carpinteria, CA 93014  
 805-684-5415 FAX: 805-684-9316  
 Director of Engineering: Joel Bump; Dir. of Sales & Marketing: Jerry Clements

### Ramko Research

3501-#4 Sunrise Boulevard  
 Rancho Cordova, CA 95742  
 916-635-3600 800-678-1357 FAX: 916-635-0907  
 National Sales Coordinator: Mike Pardee; President: Ramon G. Kohfeld; Product Manager: Frank Martinez; Engineering Support: David Baldwin  
 PRODUCTS: mixer amplifiers, modular amplifiers, monitor amplifiers, zone-paging amplifiers

### Rane Corporation

10802 47th Avenue West  
 Everett, WA 98204-3400  
 206-355-6000 FAX: 206-347-7757  
 President: Steve Brakken; CEO: Linda Arink; V.P. of Manufacturing: Rick Bernard; V.P. of R & D: Dennis Bohn; V.P. of Marketing: Larry Winter; National Sales Manager: Ray Bloom

### RING COMMUNICATIONS INC.

57 Trade Zone Drive  
 Ronkonkoma, NY 11779  
 516-585-7464 FAX: 516-585-7410  
 President: Peter McLean; Vice President: Craig Krsanac; Vice President: Kjell Ken-Solem  
 Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
 EESCO Systems, Inc., Los Angeles, CA 213-666-9601  
 Kiumpp Sales Co, Jacksonville, FL 904-287-5205  
 The TK Group, Inc., Loveland, CO 303-669-1008  
 Avwest, Inc., Fountain Hills, AZ 602-946-1811  
 Gustafson Sales Company, Red Wing, MN 612-388-4277  
 Corrigan Agency, Covington, LA 504-893-7455  
 Pacnor Marketing, Lynnwood, WA 206-771-6016  
 Kaltec Communications, N. Vancouver, BC 604-987-1597

### Rolls Corporation

7023 So 400 W  
 Midvale, UT 84047  
 801-562-5628 800-736-7655 FAX: 801-562-5655  
 President: David DiFrancesco; Vice Pres/General Manager: Marilyn DiFrancesco  
 PRODUCTS: dual-channel, monitor amplifiers, signal processing amplifiers, single-channel

### RTS Systems, a Telex Comm. Company

1100 West Chestnut St.

Burbank, CA 91607  
 818-566-6700 FAX: 818-843-7953  
 President: Bob Smith; Vice President, Marketing: Doug Leighton; V.P. Engineering & Technology: Stan Hubler; Sales Manager: Shelley Harrison; Sales Administrator: Kim Murphy; Director of Engineering: Ed Fritz

### S.E.M. Co.

3782 Westridge Avenue  
 W. Vancouver B.C. Canada V7V 3H5  
 604-922-0526 FAX: 604-922-0526  
 Manager: Elk Ebert; Sales Administration: Anne Moretti  
 PRODUCTS: mixer amplifiers, modular amplifiers, monitor amplifiers, signal processing amplifiers, zone-paging amplifiers

### SCS Sound Code Systems, Inc.

P.O. Box 2198  
 Garden Grove, CA 92642  
 714-554-0903 FAX: 714-554-5643  
 Tim Edwards Mktng, Westminster, CA 714-373-2235  
 Reflex Marketing, Hempstead, NY 516-565-2323  
 Midwest Audio Marketing, Steger, IL 708-755-9376  
 Reed Pro Mktng, Inc., Carrollton, TX 214-446-3010  
 Meyer Music Mktng, Waite Park, MN 612-253-6367

### SESCOM, INC.

2100 Ward Drive  
 Henderson, NV 89015  
 702-565-3400 800-634-3457 FAX: 702-565-4828  
 President: Franklin J. Miller  
 PRODUCTS: monitor amplifiers, signal processing amplifiers

### SMC INTERNATIONAL, INC.

2505 N. 24th Street  
 Omaha, NE 68110  
 402-453-0332 800-456-9107 FAX: 402-451-2876  
 President: Jay B. McMartin; Vice President/Sales: Larry Y. Wiedman; Director of Engineering: Richard L. Diercks  
 PRODUCTS: 70-volt amplifiers, mixer amplifiers, modular amplifiers, single-channel, telephone paging amplifiers, zone-paging amplifiers

### Sonance

961 Calle Negocio  
 San Clemente, CA 92672  
 714-492-7777 800-582-7777 FAX: 714-361-5151  
 President: Scott Struthers; Vice President: Geoff Spencer; Sales Manager: National: Dave Donald; International Sales Manager: Mark Cichowski; Public Relations Director: Mitch Simon  
 Morris Tait and Assoc., Los Angeles, CA 213-877-4424  
 Bach Sales, New York, NY 212-727-0404  
 Tandem Marketing, Chicago, IL 708-605-1960  
 Dobbs Stanford, Dallas, TX 214-358-0800  
 Balaton Marketing, Washington DC, 202-471-1764  
 PRODUCTS: bi-amp systems, dual-channel, low-frequency amplifiers

### SOUND CONTROL TECHNOLOGIES, INC.

114 A Washington Street  
 Norwalk, CT 06854  
 203-854-5701 FAX: 203-854-5703

President: Adolph Neaderland; Sales/Marketing: David Neaderland  
Powerlines Marketing, Chicago, IL 708-864-1147  
Franklin Comm Philadelphia, PA 215-643-3031  
KBZ Communications, New York, NY 215-348-9481  
Visitec Marketing, Minneapolis, MN 612-925-2691  
Total Marketing, Fort Worth, TX 817-560-3970  
Marketline, Atlanta, GA 404-972-9048  
Pacnor, Seattle, WA 206-771-6016  
PRODUCTS: modular amplifiers

### Soundcraftsmen Inc.

2200 S. Ritchey Street  
Santa Ana, CA 92705  
714-556-6191 FAX: 714-662-0750  
President: Randy Peede; Vice President: Roger Hagemeyer  
New England Technical Assoc., New Haven, CT 203-467-8010  
Component Marketers Inc., Leonia, NJ 201-947-9300  
Interlect Marketing, Melbourne, FL 407-388-3530  
Midwest Audio Marketing, Steger, IL 708-755-9376  
Bob White Assoc., Solon, OH 216-248-1317

### Soundstream Technologies

120 Blue Ravine Road  
Folsom, CA 95630  
916-351-1288 800-678-7326 FAX: 916-351-0414  
President: Donna D. Haas; Managing Director: Lee Adams; Director of Engineering: Wade Stewart; Ntl. Sales Mgr., Home Audio: Chuck Kittelson; Prod Specialist Home Audio: John Maxson  
John W. Steinberg Company, Encino, CA 818-705-7772  
Moskau & Associates, Dallas, TX 214-821-4280  
OAC Group, Dublin, CA 415-829-8800  
On Line Marketing, Wadsworth, OH 216-336-7504  
Sound Marketing, Palos Hills, IL 708-598-6888  
PRODUCTS: dual-channel, signal processing amplifiers

### Soundtech Systems

230 Lexington Drive  
Buffalo Grove, IL 60089  
708-541-3520 800-877-6863 FAX: 708-541-3616  
President: Rudy Schlacher; General Sales Manager: D.J. Beirut; Export Sales Manager: Bill Robinson; Field Sales Manager: Todd Peden; Sales Representative(inside): Brian Courtney  
PRODUCTS: dual-channel, mixer amplifiers, monitor amplifiers, single-channel, tri-amp systems

### SPECO

1172 Route 109  
Lindenhurst, NY 11757  
P.O. Box 624  
516-957-8700 800-645-5516 Fax# 516-957-9142  
President: Louis W. Keller; VP: James J. Ganci; VP Sales: Mel Hulkower; Sales Manager: Eric Forman; Sales Associate: Angela Carolan; Sales/Expediting: Bernice Zachman  
L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
Crown Assoc., Charlottesville, VA, 804-293-6373  
Jonel Sales Assoc., Milford, MA, 508-478-4650  
Lectro Reps Inc., Excelsior Springs, MO, 816-673-1158  
Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330  
PRODUCTS: 70-volt amplifiers

### Stewart Electronics

11460 Sunrise Gold Circle  
#B  
Rancho Cordova, CA 95742  
916-635-3011 FAX: 916-635-1787  
Owner: Wade Stewart; Sales & Marketing Admin.: Sally Ann Poff; Production Engineer: Bob Hershonow  
PRODUCTS: dual-channel, monitor amplifiers, single-channel

### STUDIOMASTER INC.

3941 Miraloma Avenue  
Anaheim, CA 91719  
714-524-2227 FAX: 714-524-5096  
President: Paul Reeve; National Sales Manager: Jim Giordano  
PRODUCTS: dual-channel, mixer amplifiers

### TARGET TECHNOLOGY, INC.

P.O. Box 609  
Penn Valley, CA 95946  
916-639-2102 FAX: 916-639-2212  
President: Peter F. Hughes  
PRODUCTS: dual-channel, modular amplifiers, monitor amplifiers, single-channel

### TEI Electronics Inc.

570 W. 18 St.  
P.O. Box 246  
Hialeah, FL 33011  
305-888-3980 800-327-8811 FAX: 305-885-4950  
President: Danny Alonso; Vice President: Mireya A.

Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras; Sales: Orlando Pineda; Sales: Jose Hurcades  
PRODUCTS: 70-volt amplifiers, zone-paging amplifiers



### TOA ELECTRONICS, INC

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products Div.: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager Engineering Services: Bob Sweet  
Chuck McGregor - Product Constt, New York, NY 212-629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
Bob Hager-Eastern Regional Mgr, Roswell, GA 404-552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775

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with a mind  
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206-788-7943  
PRODUCTS: 70-volt amplifiers, dual-channel, mixer amplifiers, modular amplifiers, portable, single-channel, telephone paging amplifiers

Sylmar, CA 91342  
818-362-9516 FAX: 818-367-5292  
President: Robert Sandell; Controller: Mary Coco;  
National Sales Manager: Greg McLagan; Design  
Engineer: Ken Koceski

Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 312-382-4925  
PRODUCTS: 70-volt amplifiers, dual-channel, low-frequency amplifiers, monitor amplifiers, portable, signal processing amplifier

**U.S. Audio**

P.O. Box 1075  
Rochester, NY 14603  
716-663-8820 800-733-9473 FAX: 716-865-8930  
President: Michael Laiacona; Vice President: Bonnie Gardner; Electrical Engineer: Jim Kelsey; Senior Design Engineer: Carl Cornell  
PRODUCTS: dual-channel, monitor amplifiers

**UREI**

8500 Balboa Boulevard  
P.O. Box 2200  
Northridge, CA 91329  
818-893-8411 FAX: 818-893-3639  
President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; Market Manager: Steve Romeo; National Sales Manager: Neil Conley  
Jim Chase, San Clemente, CA 714-492-6290  
Bill Hamilton, Folsom, PA 215-543-4677

**Utah Scientific Inc.**

4750 Wiley Post Way  
Salt Lake City, UT 84084  
801-575-8801 800-453-8782 FAX: 801-575-3299

**Van Etten Audio Labs**

P.O. Drawer 667  
Shelby, NC 28151-0667

**UNIVERSITY SOUND INC.**

13278 Polston Avenue

**Vibration Technology Ltd.**

1950 Ellesmere Road  
Scarborough Ont. Canada M1H 2V8  
416-438-9320 FAX: 416-439-1937  
Vice President: Harry Gandhi  
PRODUCTS: 70-volt amplifiers, bi-amp systems, mixer amplifiers, monitor amplifiers, portable, telephone paging amplifiers, zone-paging amplifiers

**Wheelock, Inc.**

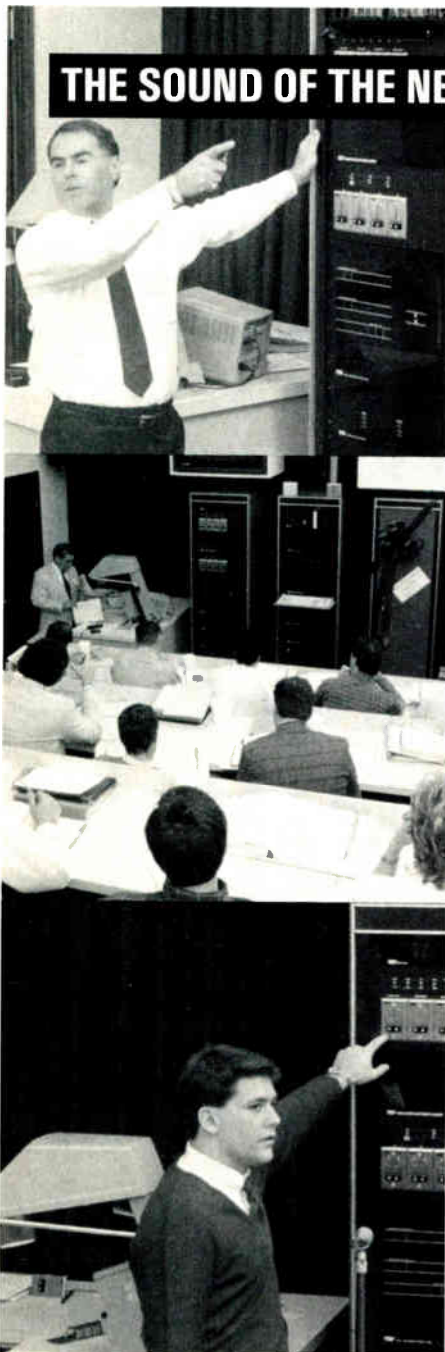
273 Branchport Avenue  
Long Branch, NJ 07740  
201-222-6880 FAX: 201-222-8707  
Pres: Peter W. Taraion; V.P. Finance and Admin.: Joseph P. Henry; VPresident Operations: Douglas E. Phillips; Vice President Sales/Mktg.: William L. Goldstein; Tele/Paging Mktg. Mgr.: Art Arlow  
Joseph P. McCaffrey, Glen Ellyn, IL 708-790-2898  
Edward Draney, Peachtree City, GA 404-631-3193  
Peter Koehler, Los Angeles, CA 213-572-1347  
Steve Goldberg, East Windsor, NJ 609-448-1457  
Dave Jackowiak, Burbank, IL 708-599-4099  
PRODUCTS: 70-volt amplifiers, mixer amplifiers, telephone paging amplifiers, zone-paging amplifiers

**YAMAHA PROFESSIONAL AUDIO DIVISION**

6600 Orangethorpe Avenue  
Buena Park, CA 90620  
714-522-9011 FAX: 714-739-2680  
National Sales Manager: Bob Shomaker; Eastern Sales Manager: Paul Gazarian; Western Sales Manager: Craig Bullington  
PRODUCTS: 70-volt amplifiers, dual-channel, mixer amplifiers, signal processing amplifiers, single-channel

**Yorkville Sound, Inc.**

4600 Witmer Industrial Estate  
Niagara Falls, NY 14305  
716-297-2920 FAX: 716-297-3689  
President: Jack Long; General Manager: Bud Mayer; Sales Manager: Doug Davies  
John Chelchowski, Toledo, OH 419-726-1404  
Howard Smith, Greenwood, SC 803-229-5168  
Colantonio & Son, Philadelphia, PA 215-584-1350  
Choice Musical Prods, Stoughton, MA 617-344-1660  
Close Marketing, Denver, CO 303-781-6667  
Rich Covas, Naperville, IL 708-420-7936  
Gary Kenny, Surrey, BC 604-597-3679  
PRODUCTS: bi-amp systems, dual-channel, low-frequency amplifiers, mixer amplifiers, monitor amplifiers, portable, single-channel



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Roseville, CA 95610  
916-783-7800 FAX: 916-784-1050  
President: Robert Bird; Vice President, Marketing: Irwin Laskey; Vice President, Engineering: George Anderson; Credit Manager: Victoria Bird; Chief Engineer: Jeff Kuells  
Hanoud and Associates, Rehoboth, MA 508-677-0701  
Pro Audio Marketing, Melville, NY 516-367-8620  
Yore Company, White Bear Lake, MN 612-770-9760  
Metro Joe Marketing, Metairie, LA 504-887-1885  
Image Marketing, Fountain Valley, CA 714-957-0641  
Crecendo Associates, Hollywood, FL 305-922-9553  
Griffith Audio Sales, Marietta, GA 404-924-2725  
MBT Marketing, Pittsburgh, PA 412-344-1360  
Fuday and Associates, Fairfax, CA 415-459-6880  
Sherwood Associates, Windsor, NY 607-655-3413  
Ludwig Marketing, Bannockburn, IL 708-295-1700  
PRODUCTS: crossovers, equalizers

## Adams-Smith

34 Tower Street  
Hudson, MA 01749  
508-562-3801 FAX: 508-568-0404  
President: Andrew Simon; Sales Manager: Allan Nichols; Chief Engineer: Gerald Lester; Vice President Manufacturing: Gerald Magistri  
Adams-Smith, New York, NY 212-490-2281  
Adams-Smith, Burbank, CA 818-840-9588

## Advanced Music Systems

Billington Rd.  
Burnley, Lancas, UK BB11 5ES  
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## AKG Acoustics, Inc.

1525 Alvarado Street  
San Leandro, CA 94577  
415-351-3500 FAX: 415-351-0500  
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Rowland Powers, E. Reg. Mgr., Pittsburgh, PA 412-967-0323  
Jeff Radke, Midwest Reg. Mgr., Appleton, WI 414-749-0044  
PRODUCTS: digital effects, digital reverbs, digital delays, digital signal processors

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3630 Holdrege Avenue  
Los Angeles, CA 90016  
213-467-8000 FAX: 213-836-9192  
President: Russell Palmer; V.P. Sales and Marketing: Ralph Goldheim; V.P. Advertising & Promotion: Allen Wald; Regional Sales Manager: Ted Keffalo; Regional Sales Manager: Doug White  
PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, compressors, digital effects, digital reverbs, digital delays, digital signal processors, equalizers, graphic equalizers, limiters, noise gates, parametric equalizers

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PRODUCTS: 1/3 octave equalizers, ambient noise level controllers, automatic/programmable equalizers, compressors, crossovers, equalizers, graphic equalizers, interface units, limiters, signal metering

## AMS Industries, Inc.

P.O. Box 750789  
Petaluma, CA 94975  
707-762-4840 FAX: 707-762-4811  
President/C.E.O.: Jim Stern; Service Manager: Graham Murray; Office Manager: Julie Straton  
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Douglas Ordon & Co., Inc., Chicago, IL 312-527-4569  
Interface Audio, Atlanta, GA 404-458-1967  
Soundings/Electrotech, Seattle, WA 206-842-7128  
ComLogic, Inc., Burbank, CA 818-845-0199  
PRODUCTS: audio/video synchronizers, digital encoding, digital delays

## Ancha Electronics Inc.

5540 Meadowbrook Court  
Rolling Meadows, IL 60008-3800  
708-437-7712 FAX: 708-437-0271  
President: Robert F. Ancha; Vice President, Finance: Margaret Broch; Vice President, Sales & Mktg: Steve Youngson; Vice President, Design: Richard Tollberg; Vice Pres., Administration: R.C. Ancha  
Ancha Electronics Inc., Atlanta, GA 404-446-5894  
Ancha Electronics Inc., Tampa, FL 813-626-0350

## ANTEX ELECTRONICS CORPORATION

16100 S. Figueroa  
Gardena, CA 90248  
213-532-3092 800-338-4231 FAX: 213-532-8509  
President: James P. Antrim; Vice President Sales: Richard Gross; Product Sales Manager: Robert Bird  
PRODUCTS: compressors, digital encoding, digital signal processors, interface units

## Aphex Systems

11068 Randall Street  
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 AKG Acoustics, Munich, W. Ger., 089-871-60  
 Otartec Corporation, Tokyo, Japan, 03-392-7811  
 Sound Technology, Hertfordshire, UK 462-460-000

### API Audio Products, Inc.

7951 Twist Lane  
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 Dealer Support: Art Svrjcek  
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 Westlake Audio, Los Angeles, CA 213-851-9800  
 Milam Audio, Pekin, IL 309-346-6431  
 Harris Audio, Miami, FL 305-944-4448  
 Pan Technical, London, UK 01-247-6101

### Apogee Electronics Corporation

2103 Main Street  
 Santa Monica, CA 90405  
 213-399-2991 FAX: 213-399-7665  
 President: Bruce Jackson; Vice President Sales:  
 Betty Bennett; Chief Engineer: Dan Lavry;  
 Theoretical Mathematician: Jerry Goodwin; Engineer:  
 Rick Porter; Office Manager: Maria Cortez  
 PRODUCTS: digital effects, digital encoding, digital  
 delays, digital signal processors, signal enhancers,  
 signal metering

### Applied Research & Technology

215 Tremont Street  
 Rochester, NY 14608  
 716-436-2720 Fax# 716-436-3942  
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 Eng: Tony Gambacurta, VP/Mfg: John Langlois, VP/  
 Eng: Richard Neatrou, Contrlr: Terry Sherwood  
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 ARX Systems, Highett, Victoria, Aust, 613-555-7859  
 On The Road Marketing, Upper Montclair, NJ 201-746-0412  
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Bob French; Vice President: Dave Malloy; Office/  
 Credit Manager: Ellen Price  
 PRODUCTS: 1/3 octave equalizers, ambient noise  
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 gates, notch filters, parametric equalizers, octave  
 equalizers, signal enhancers

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 701-223-3800 800-852-6522 FAX: 701-222-8102  
 President: Lynn Mader; Vice President: Lyle Mader  
 Leslie Inc., Elgin, IL 708-697-6677  
 PRODUCTS: ambient noise level controllers, VCA's

### Audio Technology

P.O. Box 68487  
 Schaumburg, IL 60173  
 708-240-5113 FAX: 708-240-5421  
 Vice President Sales: J. Hildebrandt  
 PRODUCTS: signal metering

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1000 S. Bertelsen Road #4  
 Eugene, OR 97402  
 503-687-8412 800-423-1082 FAX: 503-687-0632  
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 Manager/Sales: Kathleen Gallagher

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 215-628-4255 800-673-7899 FAX: 215-628-2970  
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 Russel  
 PRODUCTS: crossovers

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 San Francisco, CA 94107  
 415-626-1742 FAX: 415-626-0671  
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Chandler; Sales Manager: Michael Rain  
 PRODUCTS: digital effects

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 516-767-0682 FAX: 516-767-3635  
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 Neary; Technical Support: Mike Conway; General  
 Manager: Maryellen Collins  
 PRODUCTS: digital effects, digital encoding, digital  
 signal processors

### Cliff Electronics Inc.

9821 Whithorn  
 Houston, TX 77095  
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 General Manager: Robert Tupper  
 PRODUCTS: crossovers

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1525 Alvarado Street  
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 Howard Mullinack; Product Manager: Scott  
 Heineman  
 Jeff Radke, Appleton, WI 414-749-0044  
 Roland Powers, Pittsburgh, PA 412-782-2354  
 PRODUCTS: 1/3 octave equalizers, ambient noise  
 level controllers, compressors, de-essers, levelers,  
 limiters, noise gates, parametric equalizers, octave  
 equalizers, signal enhancers

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 619-353-1290 FAX: 619-353-4751  
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 Engineer: Roger Conatser; Sales and Marketing:  
 Alice Sandhu; Sales and Marketing: Diane Franke;  
 Office Manager: Vicki Langford  
 PRODUCTS: digital encoding

### DOD ELECTRONICS

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 Salt Lake City, UT 84107  
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 President: John Johnson; Marketing Manager: Rick  
 Bos; National Sales Manager: Scott Grow;  
 International Sales Manager: Wayne Morris; Vice  
 President Engineering: Rob Urry; Vice President  
 Manufacturing: Larry Banks  
 PRODUCTS: 1/3 octave equalizers, automatic/  
 programmable equalizers, compressors, crossovers,  
 de-essers, digital effects, digital reverbs, digital delays,  
 digital signal processors, equalizers, graphic  
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PRODUCTS: compressors, limiters, signal metering

PRODUCTS: compressors, de-essers, levelers, limiters, noise gates

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Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
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PRODUCTS: 1/3 octave equalizers, compressors,

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P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
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Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: 1/3 octave equalizers, crossovers,  
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Sales: Orlando Pineda; Sales: Jose Hircades;  
Customer Service: John Tembras  
PRODUCTS: crossovers, equalizers, signal  
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FM Acoustics USA, Benicia, CA 707-745-4444  
PRODUCTS: crossovers

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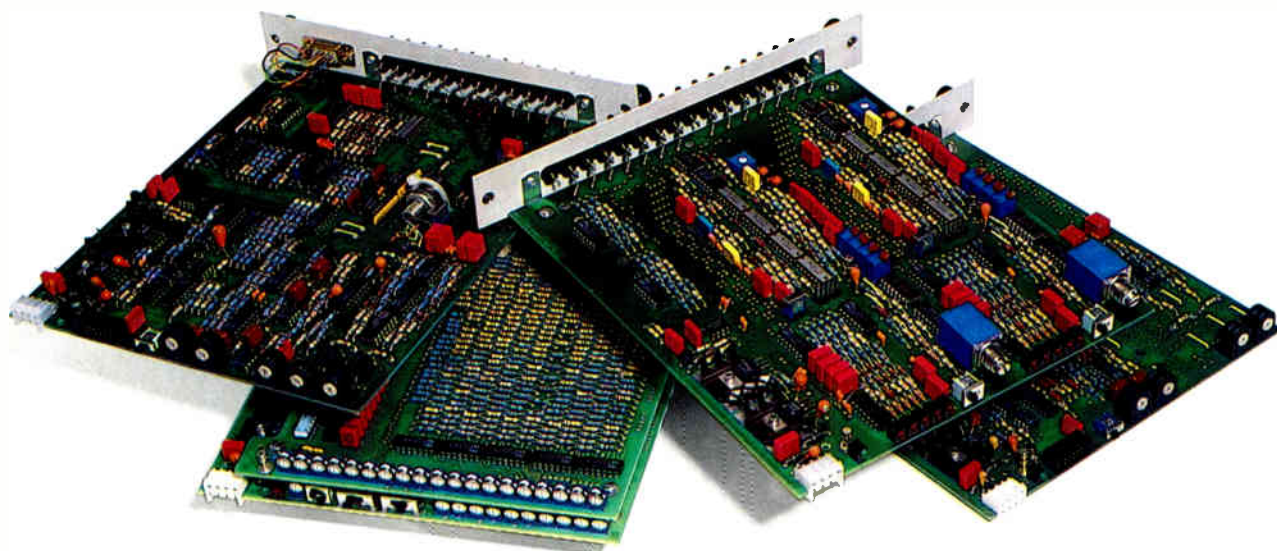
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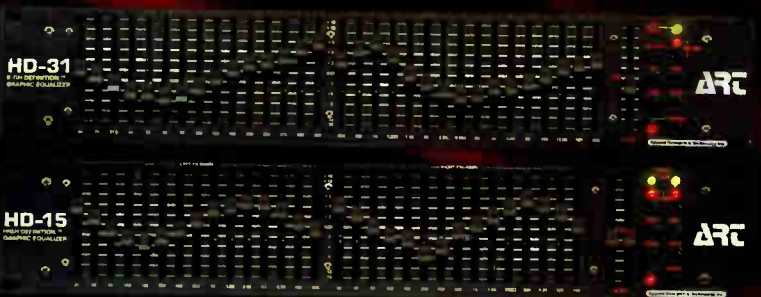
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Metropolis Marketing, Edison, NJ 201-225-0085  
Pacific Audio Group, Gardena, CA 213-719-1383  
New Horizons, Bannockburn, IL 312-234-6500  
Taub Sales, Silver Springs, MD 301-622-9100  
South Eastern Communications, Atlanta, GA 404-455-0672  
PRODUCTS: 1/3 octave equalizers, compressors, crossovers, de-essers, equalizers, graphic equalizers, limiters, noise gates, parametric equalizers, signal metering

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PO Box 17888  
1237 E. Main St.  
Rochester, NY 14609

**Gilderfluke & Co.**

820 Thompson Avenue #35  
Glendale, CA 91201  
818-546-1618 FAX: 818-546-1619  
Owner: Doug Mobley; Marketing: Denise Dougherty  
PRODUCTS: equalizers, VCA's

**GRAHAM-PATTEN SYSTEMS INC.**

P.O. Box 1960  
Grass Valley, CA 95945  
916-273-8412 800-547-2489 FAX: 916-273-7458  
V.P. Sales and Marketing: Tim Prouty  
PRODUCTS: signal metering

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Louisville, KY 40299  
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Secom systems, Atlanta, GA 404-455-0672  
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Torbett/Keiser Group, Loveland, CO 303-669-1008  
Plus Four Marketing, Walnut Creek, CA 415-937-0650  
North Shore Marketing, Seattle, WA 206-284-9699  
Island Instruments, Kaneohe, HI 808-235-7544  
PRODUCTS: ambient noise level controllers, digital

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MJA Marketing, St. Charles, MO 314-447-7111  
More Technologies, Los Angeles, CA 213-474-4211  
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Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 312-382-4925  
PRODUCTS: 1/3 octave equalizers, ambient noise level controllers, crossovers, equalizers, graphic

equalizers, limiters, parametric equalizers, octave equalizers

**Klark-Teknik Electronics Inc.**

200 Sea Lane  
Farmingdale, NY 11735  
516-249-3660 FAX: 516-420-1863  
President: Jack Kelly; National Sales Manager: Sam Spenhacchio

**Lectrosonics, Inc.**

P.O. Box 15900  
Rio Rancho, NM 87174  
505-892-4501 800-821-1121 FAX: 505-892-6243  
President: John Arasim; Vice President Engineering: Larry Fisher; Vice President Mktg & Sales: Bruce Jones  
PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, compressors, crossovers, equalizers, levelers, limiters, notch filters, VCA's

**Lexicon Inc.**

100 Beaver Street  
Waltham, MA 02154  
617-891-6790 FAX: 617-891-0340  
President: Ron Noonan; Vice Pres. Sales & Marketing: Daniel D. Roberts; Vice President Finance: Harvey Schein; Vice President Engineering: Chuck Bagnaschi

**LynTec**

7030 Grandview  
Merriam, KS 66204  
913-722-4047 FAX: 913-432-6341  
Owner: Lynn J. Potter  
PRODUCTS: ambient noise level controllers

**Marcom/The Scotts Valley Group**

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Scotts Valley, CA 95066

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P.O. Box 438  
Brooklandville, MD 21022  
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Pusecker Sales, Lincoln Park, NJ 201-305-8331  
PRODUCTS: 1/3 octave equalizers, crossovers, graphic equalizers

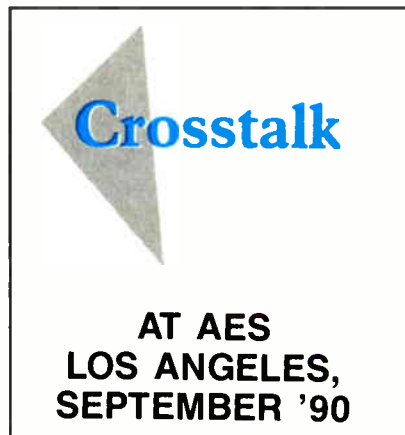
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Powerlines, Evanston, IL 312-864-1147  
Derek Allen, Los Angeles, CA 800-445-1248  
Worldwide, Fort Lauderdale, FL 305-584-7024  
Online, , OH 800-445-1248  
PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, equalizers, octave equalizers

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1525 Alvarado Street  
San Leandro, CA 94577  
415-351-3500 FAX: 415-351-0500  
President: S.R. Ravich; Vice President: Derek Pilkington; Marketing Manager U.S.A.): David Roudebush; Marketing Manager Int'l): Howard Mullinack; Product Manager: Scott Heineman  
Jeff Radke, Appleton, WI 414-749-0044  
Roland Powers, Pittsburgh, PA 412-782-2354  
PRODUCTS: ambient noise level controllers, automatic/programmable equalizers, compressors, de-essers, equalizers, graphic equalizers, levelers, limiters, noise gates, notch filters, parametric equalizers, octave equalizers, transcription preamps



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Via Leonardo Da Vinci 56  
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Tim Profesionalna, Razzsvetljava, Koper, Yugoslavia, 6 6000-0038-66-2488314  
PRODUCTS: 1/3 octave equalizer, crossovers, graphic equalizers, limiters, octave equalizers

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ASR, Fallston, MD 301-893-0001

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Winkler, Jones & Assoc., Uniontown, OH 212-585-2027  
World Wide Electronics, Ft. Lauderdale, FL, 305-584-7024  
Yore Company, White Bear Lake, MN, 612-770-9760  
PRODUCTS: automatic/programmable equalizers, interface units

**Paso Sound Products, Inc.**

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglia  
Anderson Saies, Braintree, MA 617-848-9194  
Jack Mesnick Sales, Liverpool, NY 315-622-3211  
Palmieri Associates, Ridgefield, NJ 201-943-5888  
Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
Lintern Associates, Naperville, IL 708-904-1227  
Robert Milsik, Co, Indianapolis, IN 317-842-3400  
MJA Marketing, St. Charles, MO 314-447-7111  
Northland Associates, Moorhead, MN 218-233-4616  
Dimension Pt. IX Mkt'g, Houston, TX 713-495-6974  
Mountain Representatives, Denver, CO 303-623-0972  
Miguel Lopez, Hialeah, FL 305-822-6853  
Paco Electronics, Ltd., Markham, Ont. 416-475-0740  
Lienau Associates, Columbia, MD 301-621-4113  
Robert Milsik Co., Inc., Southfield, MI 313-354-3310  
Marketline, Inc., Snellville, GA 404-972-9048  
PRODUCTS: 1/3 octave equalizers, compressors, equalizers, graphic equalizers, octave equalizers

**Peavey Architectural Acoustics**

711 A Street  
P.O. Box 2898  
Meridian, MS 39305  
601-693-5376 FAX: 601-484-4278  
Sales & Marketing Director: Lance Schmidt  
PRODUCTS: 1/3 octave equalizers, automatic/programmable equalizers, compressors, crossovers, digital delays, digital signal processors, equalizers, graphic equalizers, signal enhancers

**Protech Audio Corporation**

Flowerfield Bldg. 1  
St. James, NY 11780  
516-584-5855 FAX: 516-584-5904  
Director of Marketing: Bill Murphy; Vice President Engineering: Joseph Giambone  
Peregrine Southwest Reps, Houston, TX 713-589-8481  
PRODUCTS: ambient noise level controllers, compressors, levelers, limiters, noise gates, notch filters, signal metering, transcription preamps, VCA's

**Quest Marketing**

P.O. Box 20  
Auburndale, MA 02166  
617-964-9466 FAX: 617-969-7758  
Director of Marketing: Scott Berdell  
PRODUCTS: compressors, de-essers, levelers, limiters, noise gates

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3501-#4 Sunrise Boulevard  
Rancho Cordova, CA 95742  
916-635-3600 800-678-1357 FAX: 916-635-0907  
National Sales Coordinator: Mike Pardee; President: Ramon G. Kohfeld; Product Manager: Frank Martinez; Engineering Support: David Baldwin  
PRODUCTS: compressors, interface units, noise gates

**Rane Corporation**

10802 47th Avenue West  
Everett, WA 98204-3400  
206-355-6000 FAX: 206-347-7757  
President: Steve Brakken; CEO: Linda Arink; V.P. of Manufacturing: Rick Bernard; V.P. of R & D: Dennis Bohn; V.P. of Marketing: Larry Winter; National Sales Manager: Ray Bloom

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Midvale, UT 84047  
801-562-5628 800-736-7655 FAX: 801-562-5655  
President: David DiFrancesco; Vice Pres/General Manager: Marilyn DiFrancesco  
PRODUCTS: 1/3 octave equalizers, graphic equalizers, notch filters, octave equalizers

**S.E.M. Co.**

3782 Westridge Avenue  
W. Vancouver B.C. Canada V7V3H5  
604-922-0526 FAX: 604-922-0526  
Manager: Elk Ebert; Sales Administration: Anne Moretti  
PRODUCTS: 1/3 octave equalizers, ambient noise level controllers, automatic/programmable equalizers, compressors, crossovers, digital delays, equalizers, graphic equalizers, levelers, limiters, notch filters, parametric equalizers, VCA's

**Scantek, Inc.**

51 Monroe St.  
#1606  
Rockville, MD 20850  
301-279-9308 FAX: 301-279-9309  
President: Richard J. Peppin, P.E.; Service Manager:  
Gary Fraiman

PRODUCTS: equalizers, interface units, levelers,  
limiters, noise gates, notch filters, parametric  
equations, signal metering, VCA's

**Sonic Research Assoc.**

PO Box 13744  
Arlington, TX 76094-0744

Sony Professional Audio, Nashville, TN 615-883-8140  
Sony Professional Audio, Itasca, IL 708-773-6001  
Sony Professional Audio, Burbank, CA 818-841-8711  
PRODUCTS: 1/3 octave equalizers, compressors, de-  
essers, digital reverbs, equalizers, graphic equalizers,  
levelers, limiters, noise gates, parametric equalizers,  
signal enhancers, signal metering

**SCV**

1101-A Air Way  
Glendale, CA 91201

**SESCOM, INC.**

2100 Ward Drive  
Henderson, NV 89015  
702-565-3400 800-634-3457 FAX: 702-565-4828  
President: Franklin J. Miller

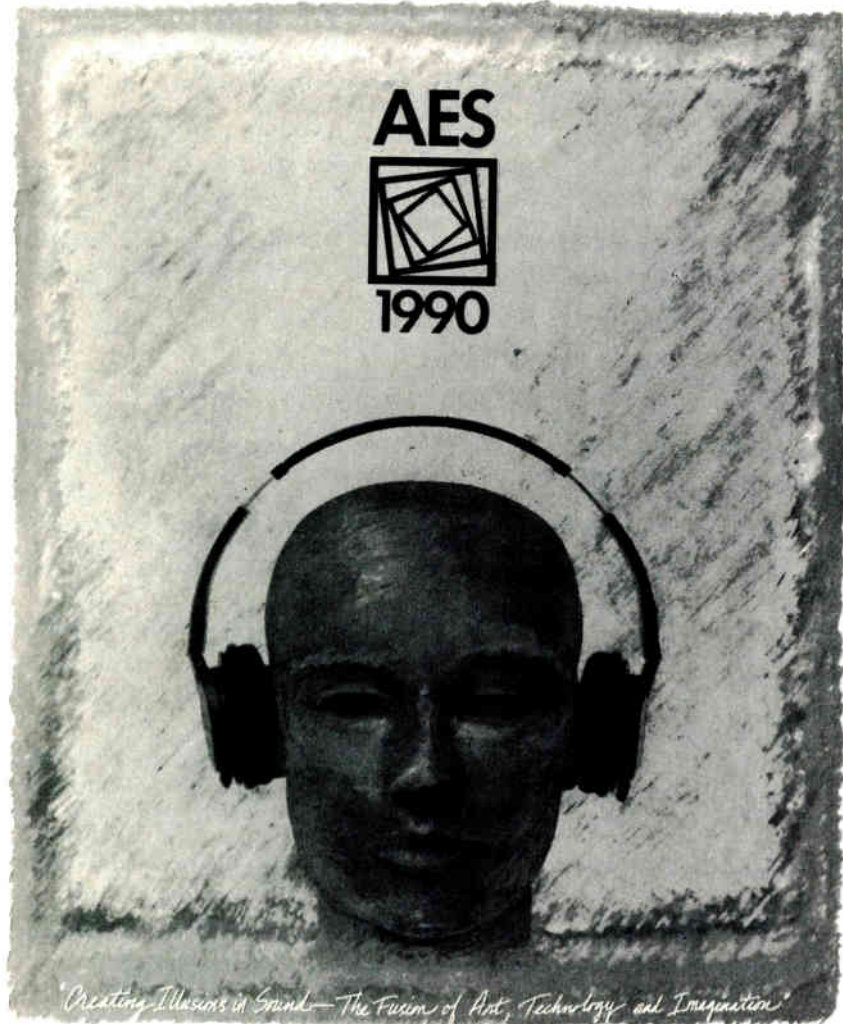
**Sony Professional Audio**

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr-  
Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.:  
Gary Rosen; National Marketing Manager: Clayton  
Blick  
Sony Professional Audio, Paramus, NJ 201-368-5185

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Norwalk, CT 06854  
203-854-5701 FAX: 203-854-5703  
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Powerlines Marketing, Chicago, IL 708-864-1147  
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3031  
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Kathleen Mallory  
PRODUCTS: signal enhancers

**Soundstream Technologies**

120 Blue Ravine Road  
Folsom, CA 95630  
916-351-1288 800-678-7326 FAX: 916-351-0414  
President: Donna D. Haas; Managing Director: Lee  
Adams; Director of Engineering: Wade Stewart; Ntl.  
Sales Mgr., Home Audio: Chuck Kittelson; Prod.  
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Moskau & Associates, Dallas, TX 214-821-4280  
OAC Group, Dublin, CA 415-829-8800  
On Line Marketing, Wadsworth, OH 216-336-7504  
Sound Marketing, Palos Hills, IL 708-598-6888  
PRODUCTS: crossovers

**Soundtech Systems**

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708-541-3520 800-877-6863 FAX: 708-541-3616  
President: Rudy Schlacher; General Sales Manager:  
D.J. Beirut; Export Sales Manager: Bill Robinson;  
Field Sales Manager: Todd Peden; Sales Represent-  
ative/inside: Brian Courtney  
PRODUCTS: 1/3 octave equalizers, compressors,  
crossovers

**Spatial Sound, Inc.**

743 Center Boulevard  
Fairfax, CA 94930  
415-457-8114 FAX: 415-457-6250  
President: Paul Devias; Sales Manager: Mahanta  
Devias

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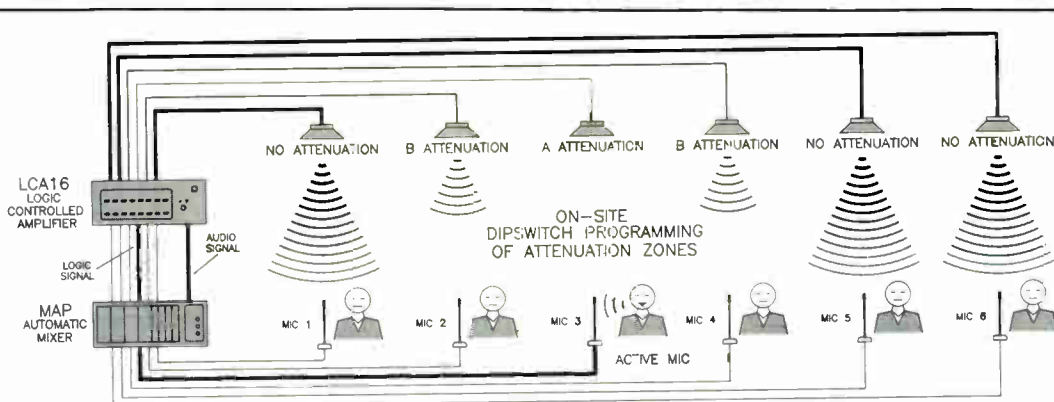
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916-639-2102 FAX: 916-639-2212  
President: Peter F. Hughes  
PRODUCTS: parametric equalizers, octave  
equalizers, signal metering, VCA's

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503-647-5957 FAX: 503-647-5953  
President: Tom Miller  
AMH Sales, Torrance, CA 213-373-2034

Marlin Marketing Concepts, Irving, TX 214-869-0669  
PRODUCTS: 1/3 octave equalizers, crossovers

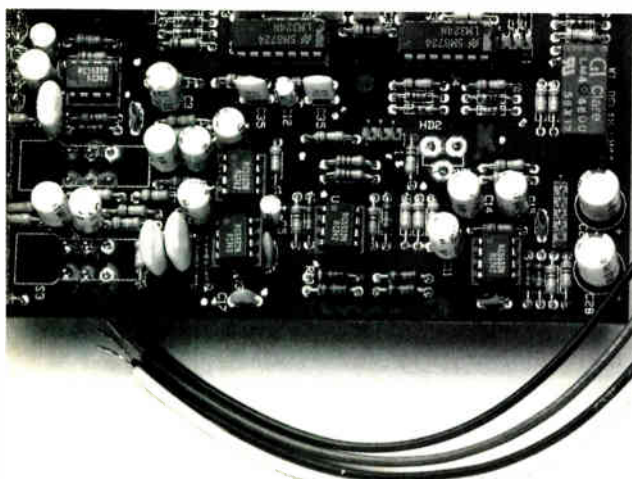
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Muniz; National Sales Manager: Walter McNulty;  
Customer Service: John Tembras; Sales: Orlando  
Pineda; Sales: Jose Hurcades  
PRODUCTS: 1/3 octave equalizers, crossovers,  
graphic equalizers

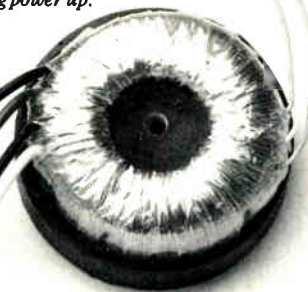


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South San Francisco, CA 94080  
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Div: Richard Krochmal; Director, Comm. Systems  
Div.: Al Burns; Manager, Engineered Sound Pr: Rick

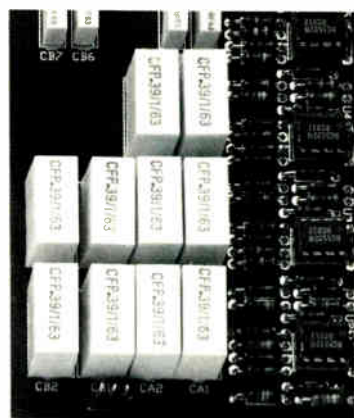


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Maximum Output	+27 dBm	+24 dBm	+22 dBm	+22 dBm
Dynamic Range	+117 dBm	+114 dBm	+112 dBm	+112 dBm
Frequency Response	18 Hz to 30 kHz +/-0.5 dB	10 Hz to 40 kHz +0/-3 dB	20 Hz to 20 kHz +1/-2 dB	20 Hz to 20 kHz +/-0.5 dB
Number of Bands	31	30	30	30
THD plus noise	Less than .005% @ +22 dBm @ 1 kHz	Less than .01% @ +4 dBm	Less than .5% @ +22 dBm	Less than .01% @ +4 @ 1 kHz
Suggested Retail Price	\$550.00	\$749.00	\$849.00	\$1,050.00

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\*All specs taken from manufacturers' published literature.



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 Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624  
 Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
 Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
**PRODUCTS:** 1/3 octave equalizers, crossovers, digital delays, digital signal processors, equalizers, graphic equalizers, parametric equalizers, octave equalizers, signal enhancers

**Valley International, Inc.**  
 616 Bradley Court  
 Franklin, TN 37064  
 Pres: Norman Baker, Sales Manager: Jon Bosaw, VP-Engineering: Jason Dunaway, VP Admin & Fin: Tammy Webb, Oper. Manager: Jay Nelson, Office Manager: Julia Early  
 Erikson Music, St. Laurent, Quebec, Canada 514-738-3000  
 Global Representations, Inc., Kinnelon, NJ 201-492-8140  
 AMH Sales, Palos Verdes, CA 213-373-2034  
 Lienau Assoc., Inc., Columbia, MD 301-621-4113

Staff Engineer: Steve Green; Sales: Jeff Van Ryswyk; Credit Manager: Steve Bolles  
**PRODUCTS:** 1/3 octave equalizers, automatic/programmable equalizers, crossovers, digital signal processors, equalizers, graphic equalizers, octave equalizers

**YAMAHA PROFESSIONAL AUDIO DIVISION**

6600 Orangethorpe Avenue  
 Buena Park, CA 90620  
 714-522-9011 FAX: 714-739-2680  
 National Sales Manager: Bob Shomaker; Eastern Sales Manager: Paul Gazarian; Western Sales Manager: Craig Bullington  
**PRODUCTS:** 1/3 octave equalizers, automatic/programmable equalizers, compressors, crossovers, digital effects, digital reverbs, digital delays, digital signal processors, equalizers, graphic equalizers, octave equalizers

**UREI**

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 Bill Hamilton, Folsom, PA 215-543-4677  
 Bill Schuermann, Houston, TX 713-370-5553  
 Tom Walter, No. Barrington, IL 708-382-4925  
**Products:** 1/3 octave equalizer, ambient noise level controllers, crossovers, equalizers, graphic equalizers, limiters, parametric equalizers, octave equalizers

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511 Second St.  
 Hudson, WI 54016  
 715-386-8100 FAX: 715-386-8116  
 CEO: Don Moses; COO: Art Jacoby; Project Manager: Wayne Olson; Technical Support/PDM: Larry Jacoby; Customer Service: Dawn Larson  
 Marshall Electronic, Brooklandville, MD 301-484-2220  
**PRODUCTS:** digital signal processors

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2230 Livingston St.  
 Oakland, CA 94606

**White Instruments**

P.O. Box 698  
 Austin, TX 78767  
 512-892-0752 FAX: 512-892-0855  
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**Zoom Corporation**

385 Oyster Point Boulevard #7  
 South S.F., CA 94080  
 415-873-5885 FAX: 415-873-5887  
 National Mktg and Sales Mgr.: Randall Curlee  
**PRODUCTS:** digital signal processors

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Milwaukee, WI 53224  
414-357-2020 FAX: 414-357-2029  
Sales Supervisor: Karen McCarthy; Sales Coordi:  
Dan Newlin; Sales Coordinator: Russ Hodach  
PRODUCTS: electronic displays

## AIPHONE CORPORATION

P.O. Box 90075  
Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Reg Off. Rochelle Park, NJ 201-843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Mkt'g Assoc., Brecksville, OH, 216-526-2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cola, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: intercom

## ALTEC LANSING CORPORATION

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
President: Dave Merrey; Vice President: Chuck  
Lange; National Sales Manager: Jerry Spriggs;  
Manager Export Marketing: John Sexton; Marketing  
Mngr. Tim Smith; Tech Services Mngr. Gary Jones  
PRODUCTS: A/V speakers, audio for A/V, boardroom  
sound systems

## AmPro Corporation

35 Cabot Road  
Woburn, MA 01801  
617-932-4800 FAX: 617-932-8756  
Chairman: Charles W. Trippe; Vice President/  
Sales: Joseph A. Campbell

## AMX Corporation

12056 Forestgate Drive  
Dallas, TX 75243  
214-644-3048 800-222-0193 FAX: 214-907-2053  
President: Scott Miller; Sales Manager: Ken Sclater;  
Executive Vice President: Art Chace  
Franklin Comm Maple Glen, PA 215-643-3031  
Visitech Marketing Assoc., Elburn, IL 708-365-9600  
KBZ Communications, Furlong, PA 215-348-9481  
Westech Marketing, Culver City, CA 213-870-9286  
Total Marketing, Ft. Worth, TX 817-560-3970  
PRODUCTS: computer control, wireless control

## Ancha Electronics Inc.

5540 Meadowbrook Court  
Rolling Meadows, IL 60008-3800  
708-437-7712 FAX: 708-437-0271  
President: Robert F. Ancha; Vice President, Finance:  
Margaret Broch; Vice President, Sales & Mktg: Steve  
Youngson; Vice President, Design: Richard Tollberg;  
Vice Pres., Administration: R.C. Ancha  
Ancha Electronics Inc., Atlanta, GA 404-446-5894  
Ancha Electronics Inc., Tampa, FL 813-626-0350

## Ansett Tech. Inc. Lectrum Division

7595 E. Gray Road  
Scottsdale, AZ 85260  
602-483-2956 FAX: 602-998-8805  
Operations Mgr/Sales Coord.: Philip A. Vigil  
Allied Telecomm, Richmond, IN 317-935-1538  
Stageright Corporation, Clare, MI 517-386-7393  
Fairvienafx, Tulsa, OK 918-664-8020  
PRODUCTS: lecterns, wireless control

## Audio Design Associates, Inc.

602-610 Mamaroneck Avenue  
White Plains, NY 10605  
914-946-9595 800-432-8346 FAX: 914-723-4642  
President: Peter McKean; Vice President Engineer-  
ing: Albert Langella; Vice President Operation: Ron  
Senkirk; Nat'l Sales Manager: Richard D. Stoenger

## AUDIO TECHNICA U.S. INC.

1221 Commerce Drive  
Stow, OH 44224  
216-686-2600 FAX: 216-686-0719  
Vice President Marketing: Kenneth Reichel; National  
Marketing Manager: Earl "Buzz" Goodwin; National  
Sales Mngr. Garry Elliott; Inside Sales: Tony O'Keefe

## AVL Audio Visual Laboratories Inc.

123 White Oak Lane  
Old Bridge, NJ 08857  
201-679-5500 800-223-0213 FAX: 201-679-1317  
Sales Representative: Noreen D. Camisa  
PRODUCTS: computer control, image projectors,  
interface units, multi-media controls

## Avtec Industries

5 Audrey Place  
Fairfield, NJ 07006  
201-882-9460

## Barco, Inc.

1000 Cobb Place Boulevard  
Kennesaw, GA 30144  
404-590-7900 FAX: 404-590-8836  
President: George Helms; Vice President Sales:  
Frank Genovese; Product Line Mgr. Projectors:  
Steven Barlow; Product Line Mgr. Broadcast: Dan  
Desmet; Prdct Line Mgr. Comp.Display: Piet Lesage;  
Marketing Communications Mgr: Anne Stanton  
PRODUCTS: audio for A/V, electronic displays, image  
projectors

## Califone Int'l

21300 Superior St.  
Chatsworth, CA 91311

## Communications Co.

3490 Noell St.  
San Diego, CA 92110  
619-297-3261

## Crestron Electronics, Inc.

101 Broadway  
Cresskill, NJ 07626  
201-894-0660 800-237-2041 FAX: 201-894-1192  
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Robert Christopher Sales, Yonkers, NY 914-245-2866  
Robert Christopher Sales, Lakemoor, IL 815-344-5540  
Presentation Resources, Mauldin, SC 803-288-8840  
Lex Lawson & Associates, Garland, TX 214-272-8482  
Loomis & Associates, Fremont, CA 714-780-9477  
PRODUCTS: computer control, interface units,  
wireless control

## Current Designs Corporation

115 West 23rd Street  
New York, NY 10011  
212-463-0795 FAX: 212-463-9280  
President: Dick Demenus; Vice President: Mike Edl;  
S.T.: David Lerner; Dir of Marketing: David Rapkin

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317 East Chestnut St.  
E. Rochester, NY 14445

## Da-Lite Screen

PO Box 137  
3100 State Rd. 15 N.  
Warsaw, IN 46580

## Draper Shade and Screen Company

411 South Pearl Street  
P.O. Box 425  
Spiceland, IN 47385  
317-987-7999 FAX: 317-987-7142  
PRODUCTS: lecterns, screens

## Dukane Corporation

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: S. McWilliams Stone Jr.; Division  
GM: Steven Deppe; National Sales Manager:  
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Pres., Electronics: W.M. Nobbs; Sector G.M.,  
Projection Sys.: Kenneth Mitchell; Sector G.M.,  
Display Systems: David Lowater; Sector G.M., Jazz  
Systems: Donald Harold

## Elmo Manufacturing Corporation

70 New Hyde Park Road  
New Hyde Park, NY 11040  
516-775-3200 800-654-7628 FAX: 415-775-3297  
Sales Manager: Vincent Giovinco; Sales Engineer:  
N. Bitto; President: Y. Amemiya; Executive Vice  
President: Vincent Maroliti  
Elmo Manufact. Corp., Chatsworth, CA 818-346-4500  
PRODUCTS: image projectors

## ENCOM PRODUCTS CO. INC

502 Lower Hopewell Road  
Oxford, PA 19363  
215-932-9600 FAX: 215-932-9999  
PRODUCTS: intercom

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Westlake Vlg., CA 91362  
818-706-0228 FAX: 818-889-5605  
President: Pascal Delbuck; Marketing: Ron  
Glatzhofer; Plant Manager: Bill Ward  
PRODUCTS: A/V speakers, boardroom sound  
systems

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Janice Sandri; Engineering Manager: Joseph Fischer;  
Special Projects Manager: John Macaluso; Manager,  
Metal Products: Joseph Amico  
Sigmet Corporation, Valley Forge, PA 215-783-6666  
Peregrine Southwest, Houston, TX 713-589-8481  
Henry W. Phillips Inc., Roswell, GA 404-992-3070  
Piper and Givan Asscoi, Needham, MA 617-449-1144  
Design Factors, Hacienda Hts., CA 213-697-7576  
PRODUCTS: interface units, multi-media controls,  
wireless control

## GBE Group

PO Box 118  
5664 Kingswood Dr.  
Citrus Heights, CA 95610

## Headwater USA

2669 Guion Street  
Detroit, MI 48207  
313-961-3196 FAX: 313-567-1352  
Sales Representative: Tim Jarrold  
Headwater Industries, Windsor, Ont., 519-256-2522  
PRODUCTS: A/V speakers, audio for A/V, boardroom  
sound systems

## Henry Engineering

503 Key Vista Drive  
Sierra Madre, CA 91024  
818-355-3656 FAX: 818-355-0077  
Owner: Hank Landsberg, Allied Broadcast Equip. Inc.,  
Richmond, IN 800-622-0022  
Broadcast Supply West, Tacoma, WA 800-426-8434  
Bradley Broadcast Sales, Gaithersburg, MD 800-732-  
7665  
Broadcasters General Store, Ocala, FL 904-622-9058  
P.A.S., Ft. Worth, TX 817-483-7474  
PRODUCTS: interface units

## Intelix

5618 Odana Road  
Madison, WI 53719  
608-273-6333 FAX: 608-273-5483  
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Engineering: Michael Konkle; Director of Software:  
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Metropolis Audio Mkt'g, New York, NY 201-225-0085  
Wilson Audio Sales, Nashville, TN 615-646-4477  
Starin Marketing, Chesterton, IN 219-929-4127  
Jones Audio Sales, Plano, TX 214-618-2600  
PRODUCTS: audio for A/V, boardroom sound  
systems, computer control, interface units, multi-media  
controls

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Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
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Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: A/V speakers, audio for A/V, boardroom  
sound systems, closed-loop audio systems, intercom,  
lecterns

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Lawrence J. Goldberg; V.P. Finance & Administration:  
David H. Goldberg; Senior Technician: Sandy  
Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
Service Associate: Susan Leon  
PRODUCTS: intercom, lecterns

## Navitar AV

200 Commerce Dr.  
Rochester, NY 14623  
716-359-4000 800-828-6778 FAX: 716-359-4999  
VP Julian Goldstein; Sales Manager: Peter Ruben  
PRODUCTS: image projectors

## Network A-V Innovations

11931 72nd St.  
Edmonton, Alber, Ca T5B 1Y4

## Niles Audio Corp.

P.O. Box 160818  
Miami, FL 33116  
305-238-4373 800-289-4434 FAX: 305-238-0185  
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Mitchell; Sales Associates: Kelly Fowler; Production  
Mgr: Jim Watson; Dir of Engineering: Joe Hanson  
Allwest Electronics, Camarillo, CA 805-388-1789  
ASR, Fallston, MD 301-893-0001  
Audio Resources, Westmont, IL 708-655-1180  
Dimension IX Marketing, Lewisville, TX 214-436-3706  
Evans Sales and Mkt'g, Nashville, TN 615-297-7997  
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Loomis and Associates, Fremont, CA 415-797-3500  
Loppnow and Associ, Issaquah, WA 206-392-3936  
R.J. Throckmorton Sales Co., Baldwin, MO 314-227-  
7222  
Repworks, Chicopee, MA 413-553-0845  
Winkler, Jones & Assoc., Stamford, CT, 212-585-2027  
World Wide Electronics, Ft. Lauderdale, FL, 305-584-  
7024  
Yore Company, White Bear Lake, MN, 612-770-9760  
PRODUCTS: boardroom sound systems, computer  
control, interface units

**P/H Electronics**

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Dayton, OH 45404



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Communications & Systems Company

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Regional Sales Mgr.: James Murray; Midwest  
Regional Sales Mgr.: Greg Braithwaite; Eastern  
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Sales Mgr.: Lynn Thompson  
James Murray, Cypress, CA 714-373-7389  
Greg Braithwaite, Arlington, IL 708-364-7900  
Carla Campbell, Norristown, PA 215-630-1651  
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Executive Vice President: Paul Mastrangelo; Product  
Manager: Ken O'Brien; Credit Manager: Marilyn  
Beckerson; Operations Manager: Anthony Squeglia  
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Northland Associates, Moorhead, MN 218-233-4616  
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Mountain Representatives, Denver, CO 303-623-0972  
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Lienau Associates, Columbia, MD 301-621-4113  
Robert Milsik Co., Inc., Southfield, MI 313-354-3310  
Marketline, Inc., Snellville, GA 404-972-9048  
PRODUCTS: boardroom sound systems, intercom,  
lecterns

**Peavey Architectural Acoustics**

711 A Street  
P.O. Box 2898  
Meridian, MS 39305  
601-693-5376 FAX: 601-484-4278  
Sales & Marketing Director: Lance Schmidt  
PRODUCTS: A/V speakers, audio for A/V, boardroom  
sound systems

**Precise Manufacturing Co. Inc.**

2143 E. 5th St.  
Tempe, AZ 85281  
602-968-8523 800-821-0862 FAX: 602-968-8524  
President: Frank Conti; Vice President: Harold  
Wedell; Vice President: Ralph Ferguson; Sales:  
Mary Thompson

**Protech Audio Corporation**

Flowerfield Bldg. 1  
St. James, NY 11780  
516-584-5855 FAX: 516-584-5904  
Director of Marketing: Bill Murphy; Vice President  
Engineering: Joseph Giambone  
Peregrine Southwest Reps, Houston, TX 713-589-  
8481  
PRODUCTS: audio for A/V, boardroom sound  
systems, closed-loop audio systems

**R.A. Gray, Inc.**

9181 Chesapeake Drive  
San Diego, CA 92123  
619-560-4162 FAX: 619-560-1923  
Applications Engineer: Kevin Cutter; Applications  
Engineer: Robert Harvey; President: Richard Gray  
R.A. Gray Inc., Glendale, CA 818-500-9698

**Sanyo Fisher USA Corporation**

1200 W. Artesia Boulevard  
Compton, CA 90220  
213-605-6528 FAX: 213-605-6529  
Western Regional Sales Mgr.: Tom Thompson

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Product Support Spvr.: A. Ruppe; Management  
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PRODUCTS: image projectors, multi-media controls

**Sony Professional Audio**

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr-  
Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.:  
Gary Rosen; National Mkt'g Manager: Clayton Bliick  
Sony Professional Audio, Paramus, NJ 201-368-5185  
Sony Professional Audio, Nashville, TN 615-883-8140  
Sony Professional Audio, Itasca, IL 708-773-6001  
Sony Professional Audio, Burbank, CA 818-841-8711  
PRODUCTS: audio for A/V

**SOUND CONTROL  
TECHNOLOGIES, INC.**

114 A Washington Street  
Norwalk, CT 06854  
203-854-5701 FAX: 203-854-5703  
Pres: Adolph Neaderland; Sales/Marketing: David  
Neaderland  
Powerlines Marketing, Chicago, IL 708-864-1147  
Franklin Communications, Philadelphia, PA 215-643-  
3031  
KBZ Communications, New York, NY 215-348-9481  
Visitec Marketing, Minneapolis, MN 612-925-2691  
Total Marketing, Fort Worth, TX 817-560-3970  
Marketline, Atlanta, GA 404-972-9048  
Pacnor, Seattle, WA 206-771-6016  
PRODUCTS: boardroom sound systems

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Route 3, Box 319  
Morriton, AR 72100  
501-727-5476 800-643-8747 FAX: 501-727-5402  
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Hugh Donnell; V.P., Sales and Marketing: Hank  
Shaw; Secretary/ Treasurer: Katherine Foust; Sales:  
Bruce McCullough; Sales/ Service: Cindy Hurley  
PRODUCTS: lecterns

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916-351-1288 800-678-7326 FAX: 916-351-0414  
President: Donna D. Haas; Managing Director: Lee  
Adams; Director of Engineering: Wade Stewart; Ntl.  
Sales Mgr., Home Audio: Chuck Kittelson; Prdct.  
Specialist Home Audio: John Maxson  
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Moskau & Associates, Dallas, TX 214-821-4280  
OAC Group, Dublin, CA 415-829-8800  
On Line Marketing, Wadsworth, OH 216-336-7504  
Sound Marketing, Palos Hills, IL 708-598-6888  
PRODUCTS: audio for A/V, boardroom sound  
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1161 West Sepulveda  
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Zeeco Sales, Southwest, 817-498-6670  
P.M.P. Marketing, Western, 801-649-6030  
Bud Yencer, Mid Central, 317-842-3992  
PRODUCTS: screens

**TARGET TECHNOLOGY, INC.**

P.O. Box 609  
Penn Valley, CA 95946  
916-639-2102 FAX: 916-639-2212  
President: Peter f. Hughes  
PRODUCTS: audio for A/V

**Technical Acoustics, Inc.**

8933 Western Way  
Suite 20  
Jacksonville, FL 32256  
904-363-0833 FAX: 904-363-0848  
President: Donald Bowers; Vice President: Sheldon Glick; Office Manager: Maria Hammarlund  
Robert Christopher Sales, Yonkers, NY 914-237-0343  
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Presentation Resources, Mauldin, SC 800-344-8258  
Lex Lawson & Associates, Garland, TX 214-272-8482  
Loomis & Associates, Riverside, CA 714-780-9477  
PRODUCTS: boardroom sound systems

**Telephone Components**

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White Radio Ltd., Burlington, ON 416-632-6894  
Silver Peak Marketing, Denver, CO 303-467-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: audio for A/V, image projectors, intercom

**TOA ELECTRONICS, INC**

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
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415-588-2538 800-733-4750 FAX: 415-588-3349  
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Chuck McGregor- Product Constl, New York, NY 212-629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
Bob Hager-Eastern Regional Mgr, Roswell, GA 404-552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
PRODUCTS: A/V speakers, audio for A/V, boardroom sound systems

**TSI (Tamco Systems Inc.)**

393 Jericho Turnpike  
Mineola, NY 11501  
516-294-5390 800-628-2084 FAX: 516-294-5008  
CEO: Mario Maltese; President: Garani Srinivasan; President (Spec. Prod. Div.): Richard Stillwell; Sales Coordinator: Denise Matejka; Marketing Manager: Karen Pepe  
PRODUCTS: audio for A/V, multi-media controls

**VanSan Corporation**

16735 East Johnson Drive  
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Lex Lawson and Associates, Garland, TX 214-272-8482  
Visitec Marketing, Elburn, IL 708-365-9600  
Presentation Resources, Mauldin, SC 803-288-8840  
PRODUCTS: lecterns, screens

**VIDEO LINK**

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Greg Schreiner, Tustin, CA 714-838-8833  
Thom Belford, Knoxville, TN 615-690-0172

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Queens Village, NY 11429  
718-464-9400 800-431-8900 FAX: 718-464-9435  
President: Claude M. Karczmer  
PRODUCTS: supplies

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President: Ronald M. Newdell; Vice President:  
Donald O'Bella

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900 E. Pine  
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President: Michael Malone; Vice President/Dealer  
Sales: Mark Smock  
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libraries-stock and custom, music services, tape  
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Lange; National Sales Manager: Jerry Spriggs;  
Manager Export Marketing: John Sexton; Marketing  
Manager: Tim Smith; Technical Services Manager:  
Gary Jones  
PRODUCTS: automatic mixers

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Serv: Richard Antonio; V.P./Audio & Video Tape  
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Engineering: Ron Lambert  
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708-456-0003  
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Director of Marketing: Stu Ginsberg; Regional  
Manager: Mike O'Connor

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Sales: Ronald A. Stofan; Production Manager: Marc.  
A. Moore  
PRODUCTS: tape systems

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Dir Corporate Communications: Elizabeth Jagger Muir;  
Customer Service Manager: Pat Bates  
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Channelmatic, Inc., Groton, CT 203-445-8478  
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PRODUCTS: SCA equipment

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Service Manager: Fred Buehler  
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0740  
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Sony Professional Audio, Paramus, NJ 201-368-5185  
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Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
PRODUCTS: cassette players and changers, SCA equipment



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**Electro Acoustics Co.**

PO Box 460447  
Garland, TX

**Electro Space Fabricators**

PO Box 67  
Topton, PA 19562-0067

**Electrack**

1443 S. Sunkist St.  
Anaheim, CA 92806  
714-776-5420 800-433-6745 FAX: 714-776-9683  
General Manager: Mike Deming; Customer Service  
Manager: Bill Lenoir

**Elma Electronic**

41440 Christy Street  
Fremont, CA 94538  
415-656-3400 FAX: 415-656-3783  
National Sales Manager: Kris R. Holla  
PRODUCTS: accessories, chassis, computer  
consoles, consoles, electronic racks, enclosure  
systems, custom cabinets and consoles, equipment  
cabinets and enclosures, furniture systems, hardware,  
instrumental cabinets, modular boxes, molded racks  
and cases, panels, portable tables, rack AC power,  
rack fans, rack hardware, slides, soft cases and bags,  
specialty cases

**Equipto Electronics**

351 Woodlawn Ave.  
Aurora, IL 60506

**Flight Form Cases**

PO Box 3248  
5950 192nd St. NE  
Arlington, WA 98223

**FOSTEX CORPORATION OF AMERICA**

15431 Blackburn Ave  
Norwalk, CA 90650  
213-921-1112 FAX: 213-802-1964

President Yoshiharu Abe; V.P./General Manager:  
Fred Huang; V.P. Sales/Marketing: Mark Cohen  
PRODUCTS: stands

**Four Designs**

6531 Gross Ave.  
Canoga Park, CA 91307

**Gemini Inc.**

103 Mensing Way  
Cannon Falls, MN 55009  
507-263-3957 800-533-3631 FAX: 507-263-5987  
Gemini CA, Riverside, CA 714-781-7883  
Gemini Texas- Jim Brown, Taylor, TX 512-352-5207  
Gemini Inc.- Dick Develin, Plymouth Meeting, PA 215-  
825-6736  
Gemini Inc.- Doug Pflaum, Cannon Falls, MN 800-  
533-3631  
Gemini Inc.- Karen Watkins, Atlanta, GA 800-533-  
3631  
PRODUCTS: ATA cases and racks, equipment  
cabinets and enclosures, flight cases, instrumental  
cabinets, shock-mount racks and cases, tool cases

**GEPCO INTERNATIONAL INC.**

1863 West Carroll Street  
Chicago, IL 60612  
312-733-9555 FAX: 312-733-6416  
President: Gary R. Geppert; Chief Financial Officer:  
David B. Mecklenburger; Assistant to the President:  
Larry Smith, Sr.; Sales Manager: Larry Smith, Jr.  
PRODUCTS: accessories, equipment cabinets and  
enclosures, rack fans, rack hardware

**Grant Products d/b/a Pivottelli/USA**

25 Commercial St  
PO Box 560  
Medford, MA 02155  
617-391-4097 800-548-5040 FAX: 617-395-1014  
Vice President: Robert G. Brennan; Operations  
Manager: Sandra M. Lappin

**H.O.M.E. INC.**

500 W. 9th Street  
P.O. Box 225  
Hermann, MO 65041  
314-486-3111 800-252-4663 FAX: 314-486-5737  
President: Art Brigham; General Manager: Millard  
Cundiff; Inside Sales Coordinator: Carolyn LaBoube

**Hammond Mfg.**

1690 Walden Ave.  
Buffalo, NY 14225

**Harnel Company**

1600 Marshall S.E.  
Grand Rapids, MI 49507  
616-452-4522 FAX: 616-452-5514  
President: Ralph H. Teiehart; Vice President  
Operations: Timothy R. Teiehart; Vice President  
Marketing: S. Michael Moore  
PRODUCTS: ATA cases and racks, flight cases,  
specialty cases, storage racks and cases

**HARRIS CORPORATION DRACON DIVISION**

809 Calle Plano  
Camarillo, CA 93012  
805-987-9511 800-437-2266 FAX: 805-987-2547

Vice Pres. General Manager: John R. Mason; Vice  
Pres. Sales/Mkt'g: Jack McGuigan; Controller: Ron  
Burgess; Vice Pres. of Engineering: Ben Pierce;  
Paging Product Manager: Tom Johnson; Director  
Sales, Marketing: Tom Erdmann  
Dave Forcey, Squaw Valley, CA 209-338-2124  
Sam Biasi, Alexandria, VA 703-971-5095  
Bill Boone, Libertyville, IL 708-816-1080  
Bob Lincoln, Indian Rocks Bch, FL 813-585-3055  
Dave Whalen, Oxnard, CA 805-984-0197  
PRODUCTS: accessories, equipment cabinets and  
enclosures, hardware, rack fans, rack hardware,  
shelves, rack-mounts, storage racks and cases

**Hi Lo Fabrication & Manufacturing**

P.O. Box 509 / CR 1105  
Rio Vista, TX 76093  
817-373-2247  
President: Cecil Caro; Production Engineer: Cecil  
Caro; Vice President - Sales: Bridget Caro  
PRODUCTS: accessories, enclosure systems,  
custom cabinets and consoles, equipment cabinets  
and enclosures, instrumental cabinets, molded racks  
and cases, panels, stands

**House of Metal Enclosures**

500 W. Ninth St.  
Hermann, MO 65041

**Hybrid Cases**

1121-20 Lincoln Avenue  
Holbrook, NY 11741  
516-563-1181 800-645-1707 FAX: 516-563-1390  
Sales Manager: Bruce Papa; Marketing Manager:  
Charles Northington  
PRODUCTS: accessories, ATA cases and racks,  
electronic racks, flight cases, rack hardware, shock-  
mount racks and cases, soft cases and bags, specialty  
cases, storage racks and cases

**Island Cases**

1121-20 Lincoln Ave.  
Holbrook, NY 11741

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: electronic racks, rack fans, rack  
hardware, shelves, rack-mounts

**Jan-AI Cases**

3339 Union Pacific Ave.  
Los Angeles, CA 90023

**Kalamazoo Technical Furniture Inc.**

P.O. Box 1165  
Kalamazoo, MI 49005 800-832-5227  
President: Lawrence Draves; Sales Manager: Bruce  
Smith; Systems Engineer: John Sweezy  
PRODUCTS: technical workbenches

**Karibu Sound Industries Inc.**

3500 Parkdale Avenue  
Baltimore, MD 21211-1442  
301-383-2167 FAX: 301-383-7573



President: Lawrence E. Kirchner; Vice President: T. Scott Dunbar  
 Taub Sales Inc., Silver Spring, MD 301-622-9100  
 Leslie's Div. of Iverco Inc., Elgin, IL 708-697-6677  
 Kodo Associates Inc., Minneapolis, MN 612-881-1255  
 LRT Marketing, Glenside, PA 215-576-7266  
 Raleigh Perry and Associates, Buford, GA 404-945-3142  
 PRODUCTS: accessories, electronic racks, enclosure systems-custom cabinets and consoles, furniture systems

### Knight Industries

90 Junius St.  
 Brooklyn, NY 11212

### LM Engineering

660 W. Evergreen St.  
 Youngstown, OH 44511

### Middle Atlantic Products

400 Union Ave  
 P.O. Box 96  
 Haskell, NJ 07420  
 201-839-1011 FAX: 201-839-1976  
 Sales Manager: Eric Demarest; Operations Manager: Scott Mathews; Office Manager: Loui Lanza  
 PRODUCTS: accessories, chassis, hardware, panels, rack fans, rack hardware, shelves, rack-mounts

### PAR Products

1260 Atlantic Ave.  
 Brooklyn, NY 11216

### Peerless Sales Co.

1950 Hawthorne  
 Melrose Park, IL 60160  
 708-865-8870 FAX: 708-865-2941  
 Vice President & General Mgr: Walt Snodell; Director of Marketing: Frank Briggs; Customer Service Manager: Nancy Perron  
 PRODUCTS: accessories, stands

### Premier Metal Products Co.

381 Canal Place  
 Bronx, NY 10451  
 212-993-9200 FAX: 212-993-9211  
 Division President: Stanley F. Kwasnicki; Sales Manager: Anthony E. Bozza

### Quickset Int'l

3650 Woodhead Dr.  
 Northbrook, IL 60062-1895

### Racware Rackmounted Computers-

13773 N. Central Expressway, St  
 Dallas, TX 75243

### RCI Systems

5615 Fishers Lane  
 Rockville, MD 20852-5200  
 301-984-1800 800-765-4724 FAX: 301-587-3642  
 President: Jay W. Kingery; General Manager: Donald M. Bailey  
 PRODUCTS: panels, shelves-rack-mounts

### Schroff Inc.

170 Commerce Drive  
 Warwick, RI 02886  
 401-732-3770 FAX: 401-738-7988  
 Vice President, Managing Dir: Udo O. Schroff;  
 Marketing Director: Fred Duquette; National Sales Manager: Sam Hopp; Regional Sales Manager: Bill Bottis; Enclosure Product Manager: Mike Denomme  
 Sales Engineering, Salem, NH 603-893-5521  
 C.M.A., Garland, TX 214-681-1414  
 Luscombe Engineering, Los Gatos, CA 408-370-2020  
 D.A. Case and Associates, Minneapolis, MN 612-831-6777  
 Schroff Inc. West, Anaheim, CA 714-777-5795

### SESCOM, INC.

2100 Ward Drive  
 Henderson, NV 89015  
 702-565-3400 800-634-3457 FAX: 702-565-4828  
 President: Franklin J. Miller  
 PRODUCTS: chassis, electronic racks

### Star Case

648 Superior  
 Munster, IN 46321

### TA Instrument Case

4625 Alger St., Dept. EE  
 Los Angeles, CA 90039

### Teclab

310 Perkstok Rd.  
 Kalamazoo, MI 49001

### Thermodyne International Ltd.

20850 S. Alameda St.  
 Long Beach, CA 90810  
 213-603-1976 FAX: 213-603-1929  
 Vice President: Gary S. Ackerman  
 PRODUCTS: ATA cases and racks, flight cases, molded racks and cases, shock-mount racks and cases, slides, storage racks and cases, tool cases

### Ultimate Support Systems, Inc.

P.O. Box 470  
 Fort Collins, CO 80522  
 303-493-4488 FAX: 303-221-2274  
 President: James A. Dismore; V.P. Sales and Marketing: Mark Nixon; Product Marketing Manager: Thomas Kellenberger; Domestic Sales Manager: Dan Tancik; International Sales Manager: Buck Hammond  
 PRODUCTS: accessories, furniture systems, portable tables, shelves, rack-mounts, stands, tables

### Vaco Products

7200 McCormick Blvd.  
 Chicago, IL 60645

### Viking Cases

10480 Oak St. NE  
 St. Petersburg, FL 33716

### Winsted Corporation

10901 Hampshire Avenue S.  
 Minneapolis, MN 55438  
 612-944-8556 800-447-2257 FAX: 612-944-1546  
 Sales: Randy Smith; Sales: Judy Ruzek  
 PRODUCTS: consoles, electronic racks, enclosure systems, custom cabinets and consoles, equipment cabinets and enclosures

### Wyle-Electronic Enclosures

6995 Airport Highway Lane  
 Pennsauken, NJ 08109  
 609-665-6810 FAX: 609-665-7261  
 Vice Pres.-General Manager: T.F. Keller; Regional Sales Manager: Ron Pache

### Zero Corp., Zero-W. Div.

PO Box 509  
 777 Front St.  
 Burbank, CA 91503

## CARILLONS & CHIMES

### Gilderfluke & Co.

820 Thompson Avenue #35  
 Glendale, CA 91201  
 818-546-1618 FAX: 818-546-1619  
 Owner: Doug Mobley; Marketing: Denise Dougherty  
 PRODUCTS: analog & digital tones for time and signaling, music playback-type

### Maas-Rowe Carillons, Inc.

2255 Meyers Avenue  
 Escondido, CA 92029  
 619-743-1311 800-854-2023 FAX: 619-747-2677

### Schulmerich Carillons

Carillon Hill  
 Sellersville, PA 18960  
 215-257-2771 Fax# 215-257-1910  
 Sales Contract Manager: Bill Wilson

# CCTV/VIDEO COMPONENTS & SYSTEMS

## Advanced Video Assoc.

400 Walnut St., Ste. 101  
Redwood City, CA 94063  
415-792-8684 FAX: 415-791-0271

## AIPHONE CORPORATION

P.O. Box 90075  
Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-  
843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-  
2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: cameras, monitors, surveillance

## Alaun Engineering

2305 Florencita Drive  
Montrose, CA 91020  
818-957-0618 FAX: 818-957-0618  
Owner/Manager: Al Braun; Marketing: M.E.  
Antoniak; Sales: Sharon Charles

## American Dynamics

10 Corporate Drive  
Orangeburg, NY 10962  
914-365-1000 FAX: 914-365-1007  
Vice President Marketing: Victor C. Houk; Sales  
Manager: Joe McDevitt; Vice President Finance: Ed  
Bonacci; Vice President Engineering: Tom Ray;  
C.E.O.: Rudy Schwerdt; President: Glen Wainner  
Seevid Inc., Huntington Beach, CA 714-898-6100  
Thomas Corr & Assoc., Hauppauge, NY 516-265-  
1330  
Keith Parker & Assoc., Northbrook, IL 708-498-0353  
Cartwright & Bean, Atlanta, GA 404-368-0160  
LMS Marketing, Reynoldsburg, OH 614-575-2000  
PRODUCTS: pan/tilts, signal distribution, specialty  
cameras, time-lapse recorders, video mixers

## American Fibertek

27 Worlds Fair Drive  
Somerset, NJ 08773  
718-236-3739

## American Laser Systems, Inc.

751 S. Kellogg Ave.  
Goleta, CA 93117  
805-967-0423 FAX: 805-683-4382

President: Jackie Parker; Marketing Manager:  
Lorraine Shallenberger; Prod. Mngr: Greg Vincent  
AAT Communications, Staten Island, NY 718-351-  
4782  
TAP Advanced Communications, Arlington, TX 817-  
640-6699  
Midwest Communications, Burbank, CA 818-954-  
0150  
Master Marketing Assoc., Woodbridge, VA 703-590-  
5678  
PRODUCTS: transmission systems

## AMX Corporation

12056 Forestgate Drive  
Dallas, TX 75243  
214-644-3048 800-222-0193 FAX: 214-907-2053  
President: Scott Miller; Sales Manager: Ken Slater;  
Executive Vice President: Art Chace  
Franklin Communications, Maple Glen, PA 215-643-  
3031  
Visitech Marketing Assoc., Elburn, IL 708-365-9600  
KBZ Communications, Furlong, PA 215-348-9481  
Westech Marketing, Culver City, CA 213-870-9286  
Total Marketing, Ft. Worth, TX 817-560-3970  
PRODUCTS: remote controls

## Antenna Specialist

30500 Bruce Ind. Pkwy  
Cleveland, OH 44139-3996  
216-349-3110

## Antennacraft

PO Box 1005  
Burlington, IA 52601  
319-754-7575

## Audio Video Supply

4674 Cardin St., Ste. D  
San Diego, CA 92111  
619-565-1101

## Blonder-Tongue Laboratories

1 Jake Brown Rd.  
Old Bridge, NJ 08857  
201-679-4000

## Broadcast Tech. of Colorado

PO Box 1310  
Gunnison, CO 81230  
303-641-5503

## Carol Products Co. Inc.

1750 Brielle Avenue  
Ocean, NJ 07712  
201-918-0800 800-922-2765 FAX: 201-918-9051  
President: David Hersh; Vice President: Carol Hersh  
PRODUCTS: accessories, cameras, computer  
interfaces, dummy cameras, enclosures, fiber optics,  
hardware, lenses, monitors, multiplexers, pan/tilts,  
remote controls, specialty cameras, surveillance,  
switchers, time-lapse recorders, transmission  
systems, video projectors, VTR's

## Catel Telecommunications, Inc.

4050 Technology Place  
Fremont, CA 94537

415-659-8988 800-827-2722 FAX: 415-651-8437  
President & C.E.O.: James D. Hood; Vice Pres.  
Sales & Marketing: James F. Caldwell; Sls Mgr  
Broadband Trans. Div: Al Zopp  
PRODUCTS: fiber optics, modulators, signal  
distribution, transmission systems

## CCTV Corporation

315 Hudson Street  
New York, NY 10013  
212-989-4433 800-221-2240 FAX: 212-463-9758  
President: Steve Lefkowitz; Sales Manager: Gary  
Perlin; Export Manager: Syd Ranzman

## Centro

369 Billy Mitchell Rd.  
Salt Lake City, UT 84116  
801-537-7779

## Channel Master, Div. of Avnet

Industrial Pk Dr.  
Smithville, NC 27577  
919-934-9711

## Cohu Inc. Electronics Division

P.O. Box 85623  
San Diego, CA 92186  
619-277-6700 FAX: 619-277-0221  
President: James M. Brown; Marketing Manager:  
John R. Foster; National Sales Manager: R. Jeffrey  
Tyler; International Sales Manager: Nijay Rana;  
Marketing Communications Mgr: Frederick Holmshaw  
Cohu- Northern California, Danville, CA 415-736-0224  
Cohu- Northeast, Binghamton, NY 607-775-4437  
Cohu- Southeast, Duluth, GA 404-279-1190  
Cohu- Los Angeles, Laguna Hills, CA 714-768-8585

## Com-Tec Inc.

3000 N. Pointer Rd.  
Appleton, WI 54915  
414-749-2840 FAX: 414-749-2848  
Com-Tec Inc., Madison, WI 608-831-8055  
PRODUCTS: accessories, cameras, fiber optics,  
lenses, monitors, pan/tilts, remote controls

## Comlux

453 Ravendale Drive, Suite F  
Mountain View, CA 94043  
415-964-9628 FAX: 415-964-0968  
President: Joseph Hawkins; Vice President,  
Engineering: Thomas Reynolds; Vice President, Mktg  
& Sales: H. Kenneth Regnier; Manufacturing  
Manager: Arthur Beatty  
M.S.C Electronics, Richmond Hill, ON 416-731-9500  
C-COR Electronics Inc., State College, PA 814-238-  
2461  
Western Systems and Services, San Dimas, CA 714-  
599-2619

## Compression Labs

2860 Junction Ave.  
San Jose, CA 95134  
408-435-3000



# Panasonic Delivers CCD Cameras That Think For Themselves.



Normal Picture



Sensitivity-up 10 x

ELE ZOOM: POS-1  
SHUTTER : OFF  
SENS UP : MANU x32

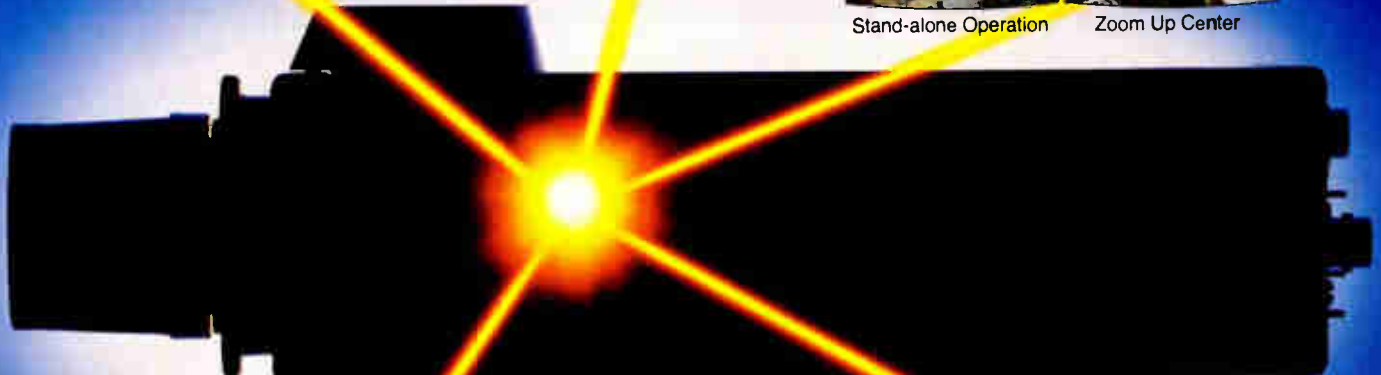
Camera Status Display with WV-CU204



Stand-alone Operation



Zoom Up Center



Normal Recording



11,000:1 Sensitivity Recording



Back Light Correction



AGC Adjustment with WV-CU204

Once you take a look at CCD cameras that think for themselves, you'll change the way you think about CCTV.

The Panasonic WV-BL600 (b & w) and WV-CL700 (color) series CCD cameras will make any CCTV system more sophisticated. Whether you need one camera or thousands. Because Panasonic® provides intelligent on-board features like 10X sensitivity. It automatically adjusts for changing environments to produce images in as little as 0.005 fc (b & w) and 0.1 fc (color) of light. Which makes color a practical alternative for outdoor applications. In addition to a horizontal resolution of 500 lines

(b & w) and 430 lines (color), 2X electronic zoom and variable speed shutter operation.

And if you're impressed with what these cameras do on their own, you'll be amazed with what they can do when connected to Panasonic's WV-CU204 controller. It brings electronic features like six sensitivity modes up to 32X, five zone 2X zoom, on-screen camera status display and back light



contrast control (ALC) to your fingertips. And since each unit controls up to four cameras, they're perfect for system integration.

Make the smart choice in CCTV with CCD cameras that think for themselves. Panasonic.

For more information and your nearest dealer, call:  
Northeast: (201) 348-7303  
Midwest: (708) 640-5168  
Southeast: (404) 925-6835  
Southwest: (817) 685-1117  
West: (714) 373-7265

**Panasonic**  
Closed Circuit Video Equipment

All monitor pictures simulated

Circle 201 on Reader Response Card

**Crest Electronics Inc.**

4921 Exposition Boulevard  
Los Angeles, CA 90016  
213-731-1105 800-234-0119 FAX: 213-731-1417  
Chairman and C.E.O.: Irv Rossman; President:  
Dennis Castelli; Senior Vice President: Hope Borows;  
Secretary: Valorie Castelli  
Crest East, Greensboro, NC 800-873-2121  
Irv Brown Associates, Brooklyn, NY 718-493-1379  
Henry Phillips Co., Atlanta, GA 404-992-3070  
Pacnor Marketing, Seattle, WA 206-771-6016  
Roy Colen Sales, San Francisco, CA 415-383-8700

**Diamond Electronics**

PO Box 200  
Lancaster, OH 43130

**Dynair Electronics, Inc.**

5275 Market Street.  
San Diego, CA 92114  
619-283-7711 800-854-2831 FAX: 619-264-4181  
Vice Pres., Sales & Mktg: Robert Jacobs; Executive  
Vice Pres. & C.O.O.: Jack Banister; C.E.O. &  
Chairman: E.G. Gramman; Product Manager: Don  
Reynolds; Mktg & Production Manager: Kelly  
Gramman

**Ecler/TEI Electronics**

570 W. 18 Street  
P.O. Box 246  
Hialeah, FL 33010  
305-888-3980 800-327-8811 FAX: 305-885-4950  
President: Danny Alonso; Vice President: Mireya A.  
Muniz; National Sales Manager: Walter McNulty;  
Sales: Orlando Pineda; Sales: Jose Hurcades;  
Customer Service: John Tembras  
PRODUCTS: signal distribution, video mixers

**Elbex America**

300 Corp Drive Suite 5  
Blauvelt, NY 10913  
914-353-0600 800-343-5239 FAX: 914-353-0657  
President: David Elberbaum; East Coast Sales  
Manager: Christopher LoCascio; General Manager:  
Lorraine Fursaig; Technical Support: John Bressner  
Elbex CA, Los Angeles, CA 800-421-5206  
Professional Electric, Yonkers, NY 914-779-6118  
Marty Haysen Assoc., Belt, MD 301-665-0330

**Electro-Mechanical Imagineering Inc**

13327 Paxton Street  
Pacoima, CA 91331  
818-896-6700 800-628-5858 FAX: 818-899-1599  
President: J. Gary Rutberg; Secretary/Treasurer:  
Eileen Rutberg; Sales Manager: Julian Fino;  
Director of Marketing: Annetta J. Crocker  
PRODUCTS: accessories, enclosures, pan/tilts,  
specialty cameras

**Elmo Manufacturing Corporation**

70 New Hyde Park Road  
New Hyde Park, NY 11040  
516-775-3200 800-654-7628 FAX: 415-775-3297  
Sales Manager: Vincent Giovino; Sales Engineer:  
N. Bito; President: Y. Amemiya; Executive Vice  
President: Vincent Marolti  
Elmo Manufacturing Corp., Chatsworth, CA 818-346-  
4500  
PRODUCTS: cameras, dummy cameras, lenses,  
monitors, specialty cameras, surveillance

**ESE**

142 Sierra Street  
El Segundo, CA 90245  
213-322-2136  
Marketing: Bob Mayers; So. California Sales: Brian  
Way

**Fiber Optek Interconnect**

232 New Hackensack Rd.  
Wappinger Falls, NY 12590  
914-462-6356

**General Devices Co., Inc.**

1410 S. Post Road  
Indianapolis, IN 46239  
317-897-7000 FAX: 317-898-2917  
PRODUCTS: enclosures

**GRAHAM-PATTEN SYSTEMS  
INC.**

P.O. Box 1960  
Grass Valley, CA 95945  
916-273-8412 800-547-2489 FAX: 916-273-7458  
V.P. Sales and Marketing: Tim Prouty  
PRODUCTS: accessories

**GYRR, A DIVISION OF ODETICS**

1515 South Manchester Avenue  
Anahiem, CA 92802  
714-772-1000 800-854-6853 FAX: 714-776-6363  
Director of Marketing & Sales: Thomas S. Pap-  
pageorge; Sales Manager: Domenic Isola; Field  
Sales Manager: Jim Hawver

**Harman Elec. Inc, JBL Video  
Products**

8400 Balboa Boulevard  
Northridge, CA 91325  
818-895-8734 FAX: 818-891-5475  
Vice Pres Market Development: Michael Heiss;  
Marketing Manager: John Wilson; Manager, Product  
Development: Walter Henry; Service Manager: Ed  
Turner  
PRODUCTS: video projectors

**Hirschmann of America**

PO Box 229  
Industrial Row  
Riverdale, NJ 07457  
201-835-5002

**Hitachi Denshi America, Ltd.**

150 Crossways Park Drive  
Woodbury, NY 11797  
516-921-7200 FAX: 516-921-0993  
President: A. Kobayashi; Vice President: B.  
Munzelle; General Manager: M. Matsushashi; Director  
of Engineering: F. Scott; Advertising Manager: K.  
Sawyer; National Sales Manager: F. Posner  
Hitachi, Atlanta, GA 404-451-9453  
Hitachi, Chicago, IL 708-250-8050  
Hitachi, Dallas, TX 214-233-7623  
Hitachi, Los Angeles, CA 213-328-6116

**Ikegami Electronics USA**

37 Brook Ave.  
Maywood, NJ 07607  
201-368-9171

**Intec Video Systems**

23301 Vista Grande  
Laguna Hills, CA 92653  
714-859-3800

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: cameras, enclosures, monitors, pan/tilts

**JVC Co. of America**

41 Slater Dr.  
Elmwood Park, NJ 07407  
201-794-3900

**Knox Security Engineering Corp.**

335 Greenwich Ave.  
Greenwich, CT 06830  
203-622-7300 FAX: 203-622-7418  
President: Mr. Ofer Nissim  
PRODUCTS: cameras, pan/tilts, specialty cameras

**Koyo Int'l of America**

325 Marcus Blvd.  
Hauppauge, NY 11788

**LEE DAN COMMUNICATIONS,  
INC.**

155 Adams Avenue  
Hauppauge, NY 11788-3699  
516-231-1414 800-533-3261 FAX: 516-231-1498  
President: Leon Goldberg; Vice President Operations:  
Lawrence J. Goldberg; V.P Finance & Administration:  
David H. Goldberg; Senior Technician: Sandy  
Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
Service Associate: Susan Leon  
PRODUCTS: accessories, cameras, enclosures,  
monitors, surveillance, time-lapse recorders

**Lightwave Communications**

650 Danbury Rd.  
Ridgefield, CT 06877  
203-438-3591

**Markertek Video Supply**

145 Ulster Ave.  
Saugerties, NY 12477

**Math Associates, Inc.**

2200 Shames Drive  
Westbury, NY 11590  
516-334-6800 FAX: 516-334-6473  
President: Ellen Math; Chairman of Board/Tech. Dir.:  
Irwin Math; Vice President: Martin Rein; Director of  
Mktg. and Sales: James Treuhart  
Sel-Tronics, Inc. - Gary Brown, Landover, MD 301-  
341-2700  
Light Brigade - Larry Johnson, Renton, WA 206-277-  
1240  
Al Barshop, Inc., Davie, FL 305-680-8366  
Seevid, Inc., Huntington Beach, CA 714-898-6100  
Crockett Sales Co., Dallas, TX 214-250-3377  
PRODUCTS: fiber optics

**MFJ Enterprises, Inc.**

921 Louisville Road  
Starkville, MS 39759  
601-323-5869 800-647-1800 FAX: 601-323-6551  
PRODUCTS: effects generators, message generators,  
modulators, signal distribution

**Mikrolab Video**

4121 Redwood Ave., Ste. 215  
Los Angeles, CA 90066  
213-306-0120

**Mitsubishi Electric Sales America**

110 New England Ave.  
Piscataway, NJ 00854  
201-981-1414

**MPO Videotronics**

2580 Turquoise Circle  
Newbury Park, CA 91320  
805-499-8513

**Multiplex Technology Inc.**

3200 East Birch Street  
Brea, CA 92621  
714-996-4100 800-423-0584 FAX: 714-996-4900  
President: Philip Strauss; Vice President, Sales: Frank  
White; Assistant Sales Manager: Brian Prusinski; Office  
Manager: Karin DeRiszner  
David Raudabaugh, Marietta, GA 404-956-1850  
Howard Greenberg, Cherry Hill, NJ 609-687-5278  
Pacific Group, Pasadena, CA 213-681-3217

**NEC America**

4936 Rosecrans Ave.  
Hawthorne, CA 90250  
213-973-2071

**NEC Professional Systems Div.**

1255 Michael Dr.  
Wood Dale, IL 60191-1094  
708-860-9500

**Northern Information Technology**

262 Carlton Dr.  
Carol Stream, IL 60188  
708-690-1457

**Orchard Communications Inc.**

101 N. Plains Industrial Road  
Wallingford, CT 06492  
203-284-1680 800-523-7893 FAX: 203-269-2964  
President: John M. Iles; Dir. of Systems Engineering:  
Dean H. Bogert; Vice President of Sales: Ronald F.  
Jones; Western Regional Sales Mgr.: Dennis Donnelly;  
Technology & Mkt'g Services: Ellen E. Wilson  
PRODUCTS: fiber optics, modulators, remote controls,  
surveillance, transmission systems

**Panasonic CCVED**

One Panasonic Way  
Secaucus, NJ 07094  
201-392-4429 FAX: 201-348-7372  
General Manager: Milton A. Landau; Assistant General  
Manager: Ronald Harned  
Panasonic CCVED, Secaucus, NJ 201-348-7303  
Panasonic CCVED, Norcross, GA 404-925-6835  
Panasonic CCVED, Arlington Hts., IL 708-640-5168  
Panasonic CCVED, Ft. Worth, TX 817-685-1117  
Panasonic CCVED, Cypress, CA 714-373-7265

PRODUCTS: accessories, cameras, connectors,  
dummy cameras, effects generators, lenses,  
monitors, pan/tilts, remote controls, signal  
distribution, specialty cameras, surveillance,  
switchers, time-lapse recorders, VTR's

**Peerless Sales Co.**

1950 Hawthorne  
Melrose Park, IL 60160  
708-865-8870 FAX: 708-865-2941  
VP/GM: Walt Snodell; Dir of Marketing: Frank  
Briggs; Customer Service Mng: Nancy Perron  
PRODUCTS: accessories

**Pelco**

300 W. Pontiac Way  
Clovis, CA 93612-5699  
209-292-1981 800-289-9100 FAX: 800-289-9150  
President: David L. McDonald; Sr. VP Sales &  
Marketing: Thomas Grogan; Western Sales Manager:  
Alan Jom; Eastern Sales Manager: Bill Reece;  
Marketing Manager: Cliff Cooper

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3030 River Road  
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312-625-2288 800-722-2288 FAX: 708-452-3450



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- RGB analog output

**Hitachi Denshi America, Ltd.**  
Headquarters and Eastern  
Regional Office

150 Crossways Park Drive  
Woodbury, NY 11797  
(516) 921-7200 FAX: (516) 496-3718

**Dallas Office**

14169 Proton Road  
Dallas, TX 75234  
(214) 233-7623 FAX: (214) 458-9284

**Western Regional Office**

371 Van Ness Way, Suite 120  
Torrance, CA 90501  
(213) 328-6116 FAX: (213) 328-6252

**Midwestern Regional Office**

250 East Devon Avenue  
Itasca, IL 60143  
(312) 250-8050 FAX: (312) 250-8054

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Vice President/ General Mgr.: Sal Raia; National Sales Manager: Tom Brown; Director of Operations: Charlene Woodward  
Richardson Electronics Limited, Brooklyn, NY 718-692-5350

Richardson Electronics Limited, Brampton, Canada  
PRODUCTS: accessories, cameras, channel convertors, computer interfaces, connectors, dummy cameras, enclosures, fiber optics, hardware, lenses, message generators, modulators, monitors, multiplexers, pan/tilts, remote controls, signal distribution, specialty cameras, surveillance, switches, time-lapse recorders, transmission systems, video mixers, VTRs

### RTI Research Technology Int'l

4700 Chase  
Lincolnwood, IL 60646  
708-677-3000 800-323-7520 FAX: 708-677-1311  
President: Ray L. Short, Jr.; Vice President Sales: Thomas A. Tisch  
PRODUCTS: accessories

### Sanyo Fisher USA Corporation

1200 W. Artesia Boulevard  
Compton, CA 90220  
213-605-6528 FAX: 213-605-6529  
Western Regional Sales Mgr.: Tom Thompson

### Security Resources

21 Castle Avenue  
Fairfield, CT 06430  
203-334-3233 800-243-2878 FAX: 203-332-7093  
President: Stanley Rosoff; Sales Manager: Doug Arnold

### Siedle Communication Sys of America

780 Parkway  
Broomall, PA 19008  
215-353-9595 800-874-3353 FAX: 215-353-9716  
Vice President Marketing: Earl Zausmer  
PRODUCTS: accessories, cameras, monitors, specialty cameras

### SONY CORP. OF AMERICA, A/V PRODUCTS

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Cypress, CA 90630  
714-229-4318 800-326-7669 FAX: 714-229-4298  
Vertical Markets Manager: T. Park; AV Product Manager: A. Nitta; AV Sales Manager: K. Carr; AV Product Support Spvr.: A. Ruppe; Management Associate: D. Williams; Product Support Coordinator: P. Penell  
PRODUCTS: monitors

### Security Systems Div/Sony Corp.

3 Paragon Drive  
Montvale, NJ 07645  
201-358-4954 FAX: 201-358-4927  
President: John Garrison; Chief Financial Officer: George Michel; Marketing Manager: David Kawakami  
Western Zone, Cypress, CA 714-229-4424  
Eastern Zone, Montvale, NJ 201-358-4954  
PRODUCTS: cameras, enclosures, lenses, monitors, signal distribution, switchers, time-lapse recorders

### SOUTHWEST MICROWAVE, INC.

2922 South Roosevelt  
Tempe, AZ 85282  
602-968-5995 FAX: 602-894-1731  
President: Richard McCormick; Secretary/Treasurer: James Gretta; Vice President Engineering: Edward Foley; National Sales Manager: Tom Wallace  
SW Microwave Inc. (Gov. Srvc), Newburyport, MA 508-465-6443  
PRODUCTS: transmission systems

### Surveillance Video Systems

258 A Street  
P.O. Box 1349  
Ashland, OR 97520  
503-482-4500 800-431-5400 FAX: 503-482-4426  
President: Bud Wilkey; Vice President: John Minor

### Symco

29 Poplar Dr.  
Stirling, NJ 07980  
503-482-4500

### TARGET TECHNOLOGY, INC.

P.O. Box 609  
Penn Valley, CA 95946  
916-639-2102 FAX: 916-639-2212  
President: Peter F. Hughes  
PRODUCTS: signal distribution, switchers

### TEI Electronics Inc.

570 W. 18 St.  
P.O. Box 246  
Hialeah, FL 33011  
305-888-3980 800-327-8811 FAX: 305-885-4950  
President: Danny Alonso; Vice President: Mireya A. Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras; Sales: Orlando Pineda; Sales: Jose Hurcades  
PRODUCTS: accessories, effects generators, signal distribution, switchers, video mixers

### Telemetrics

7 Valley St.  
Hawthorne, NJ 07506  
201-423-0347

### UHF Associates

5625 State Farm Drive, Suite 4  
Rohnert Park, CA 94928  
707-584-7844  
G.O. VIDEO Sales, Lake Forest, IL 708-295-6726  
Langbaum Associates, New City, NY 914-634-1141  
Associated Systems, Bedford, NH 603-472-2297  
CAS, Tequesta, FL 407-746-6626  
IMM, Larkspur, CO 303-681-2506

### Usatco Universal Satellite Corp.-

300 E. 59th St.  
New York, NY 10022  
718-786-1510

### VCS

262 Carlton Dr.  
Carol Stream, IL 60188  
708-690-1400

### Ventronic

94 Galli Dr.  
Novato, CA 94949  
415-362-9480

### Vicon Industries Inc.

525 Broad Hollow Road  
Melville, NY 11747  
516-293-2200 800-645-9116 FAX: 516-293-2627  
President and CEO: Donald N. Horn; COO and SVP Finance: Kenneth M. Darby; SVP of Marketing: Ronald Teixeira; SV of Operations: Richard Pema; SV of Engineering: Yacov Pshtitsky; SVP, New Prod Dev/Tech Supp.: Peter Horn  
Vicon Industries Inc., Norcross, GA 404-449-0499  
Vicon Industries Inc., Brea, CA 714-990-3858

### Video Accessory

2450 Central Ave.  
Boulder, CO 80301  
303-443-1319

### VIDEO LINK

12950 Bradley Avenue  
Sylmar, CA 91342  
818-362-0353 800-843-5465 FAX: 818-362-9506  
President: Herb Seymour; V.P. Sales and Marketing: Bill Caulfield; Sales Coordinator: Marguerita Kiser  
PRODUCTS: accessories, cameras, channel convertors, effects generators, modulators, signal distribution, specialty cameras

### Video Resources

21 Castle Ave.  
Fairfield, CT 06430

### Videolarm

PO Box 802  
2675 Lithonia Ind'l  
Lithonia, GA 30058  
404-482-1313

### Visual Methods Inc.

35 Charles Street  
Westwood, NJ 07675  
201-666-3950 FAX: 201-666-7931  
President: W.T. Sandin; Vice President: H. Kruegle  
PRODUCTS: accessories, lenses, specialty cameras, surveillance

### Wireless Technology, Inc.

3021 S. Valley View Boulevard  
Las Vegas, NV 89102  
702-362-8686 FAX: 702-362-8191  
Vice President Mktg & Sales: Sanford Green  
David H. Brothers Co., Finksburg, MD 301-833-0920  
George Conneen Co., Springfield, PA 215-544-5884  
Pacer Sales Co., Lenexa, KS 913-541-1411  
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President: Bill Thompson; Sr. V.P. Sales/Marketing:  
Bob French; Vice President: Dave Malloy; Office/  
Credit Manager: Ellen Price  
PRODUCTS: DJ mixers, processors

### Denon America, Inc.

222 New Road  
Parsippany, NJ 07054  
201-575-7810 FAX: 201-808-1608  
Sales Mgr. Broadcast Product: Laura Tyson

### Eden Electronics, Inc.

310 1st St. S.W.  
P.O. Box 338  
Montrose, MN 55363  
612-675-3650  
President: David Nordschow; Office Manager: Pearl  
Wiedemeier  
Pro Musica, Keene, NH 603-352-4831  
JMS Marketing, Austin, TX 512-266-1113  
Ludwig Marketing, Lindenhurst, IL 708-265-0090  
Paul Twist Assoc., No. Hollywood, CA 818-761-8975  
Professional Sound & Lighting, Lakewood, CO 303-  
986-5999  
PRODUCTS: sub-woofers

### ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110  
Westlake Vlg., CA 91362  
818-706-0228 FAX: 818-889-5605  
President: Pascal Delbuck; Marketing: Ron  
Glatzhofer; Plant Manager: Bill Ward  
PRODUCTS: sub-woofers

### Komotech - Lite-Sonic-Inc.

1108 W. Valley Blvd. #206  
Alhambra, CA 91754  
818-280-2565 FAX: 818-282-6848  
President: Sake Yamato; Sale Manager International:  
Mike Smith; General Manager: David Tseng  
Henry W. Phillips Co. Inc., Roswell, GA 800-877-3070  
SRT Marketing, Tampa, FL 813-884-4805  
Jim McWilliam, Statesville, NC 704-876-0730

### Leprecon/CAE Inc.

10087 Industrial Drive  
P.O. Box 430  
Hamburg, MI 48139  
313-231-9373 FAX: 313-231-1631  
President: James Fackert; General Manager: Robert  
Bergman; Sales Manager: Fred Mikeska

### Maxitron Corp.

13431 Pumice Street  
Norwalk, CA 90650  
213-802-9942 FAX: 213-802-9945  
President: Steve P.Y. Kim; Vice President: Fred K.H.  
Kim; Natl Sales & Mktg. Manager: Irv Weisman  
Protech Marketing, Newport Beach, CA 714-723-0498  
Pro Audio Limited, Barrington, IL 708-526-1660  
Eirep Sales Co., Tucker, GA 404-938-7108  
Forristal - Young Sls Kansas City, MO 816-358-6771  
Pusecker Sales, Lincoln Park, NJ 201-305-8331  
PRODUCTS: DJ mixers

### Meteor Light & Sound

PO Box 578  
8000 Madison Pike  
Madison, AL 35758

### NSI Corporation

P.O. Box 635  
Wilsonville, OR 97070  
503-682-1941 800-736-6682 FAX: 503-682-5784  
President: Larry J. Lynn; Vice President/Marketing:  
Terry R. White; VP/Engineering: Robert L. Hick  
Western Audio Sales, Burbank, CA 818-954-9300  
Lopnow & Associates, Issaquah, WA 206-392-3936  
Ron Tunks Sales, Tamarac, FL 305-722-2803  
Winkler/Jones Associates, Uniontown, OH 216-699-  
9511  
ProMusica Sales, Keene, NH 603-352-4831

### O'Ryan Industries

9400-A NE 130th Ave.  
Vancouver, WA 98682

## outline®

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Flero B, Italy 25020  
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Marketing Manager: Marcello Croce; Chief  
Engineer: Puzzi Giancarlo; Sales Manager: Anna  
Guarienti  
Coemar Duetshland ULM Germany 7900-0069-731-  
601205  
Audiolights Services, Clermont Ferrand, France,  
63000-003373-902078  
Metronom, Istanbul, Turkey, 81030-0090-1-3452457  
Precide S.A., Morbio Inferiore Ticino, CH, 0061/91-  
631734-5  
Tim Profesionalna, Razsvetljava, Koper, Yugoslavia, 6  
6000-0038-66-24883/4  
PRODUCTS: DJ mixers, sub woofers

### Paso Sound Products, Inc.

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Executive Vice President: Paul Mastrangelo; Product  
Manager: Ken O'Brien; Credit Manager: Marilyn  
Beckerson; Operations Manager: Anthony Squeglia  
Anderson Sales, Braintree, MA 617-848-9194  
Jack Mesnick Sales, Liverpool, NY 315-622-3211  
Palmieri Associates, Ridgefield, NJ 201-943-5888  
Weller Electronic Sales, Inc., Worthington, OH 614-  
885-7819  
Lintern Associates, Naperville, IL 708-904-1227  
Robert Milsk, Co, Indianapolis, IN 317-842-3400  
MJA Marketing, St. Charles, MO 314-447-7111  
Northland Associates, Moorhead, MN 218-233-4616  
Dimension Pt. IX Marketing, Houston, TX 713-495-  
6974  
Mountain Representatives, Denver, CO 303-623-0972  
Miguel Lopez, Hialeah, FL 305-822-6853  
Paco Electronics, Ltd., Markham, Ontario, 416-475-  
0740  
Lienau Associates, Columbia, MD 301-821-4113  
Robert Milsk Co., Inc., Southfield, MI 313-354-3310  
Marketline, Inc., Snelville, GA 404-972-9048  
PRODUCTS: turntable cartridges and accessories,  
turntables

### Pioneer Laser Entertainment, Inc.

2265 E. 220th Street  
Long Beach, CA 90810  
213-746-6337 FAX: 213-816-5111  
President: Ted Karasawa; Senior VP - Sales & Mktg.:  
Mark Makabe  
Pioneer Laser Entertainment, San Ramon, CA 415-  
866-2240  
Pioneer Laser Entertainment, Irving, TX 214-580-0200  
Pioneer Laser Entertainment, Fort Lee, NJ 201-461-  
3355  
Pioneer Laser Entertainment, Elmhurst, IL 708-279-  
3133

### Rane Corporation

10802 47th Avenue West  
Everett, WA 98204-3400  
206-355-6000 FAX: 206-347-7757  
President: Steve Brakken; CEO: Linda Arink; V.P. of  
Manufacturing: Rick Bernard; V.P. of R & D: Dennis  
Bohn; V.P. of Marketing: Larry Winter; National  
Sales Manager: Ray Bloom

### Sony Professional Audio

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr-  
Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.:  
Gary Rosen; National Marketing Manager: Clayton  
Blick  
Sony Professional Audio, Paramus, NJ 201-368-5185  
Sony Professional Audio, Nashville, TN 615-883-8140  
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G.L. 'Pete' Bidwell; Sales Office Manager: Lucretia  
Tindall; Advertising Manager: Jean Kapen; Quality/  
Service Manager: Paul Torraca  
Allied Broadcast, Richmond, IN 317-962-8596  
Broadcast Supply West, Tacoma, WA 206-565-2301  
Telexport, Hialeah, FL 305-887-5197  
Crouse-Kimzey, Fort Worth, TX 817-737-9911  
Northeast Broadcast, S. Glens Falls, NY 518-793-  
2181  
PRODUCTS: headphones, turntable cartridges and  
accessories

**Summa Technologies**

2179 Stone Ave., Ste. 23  
San Jose, CA 95125

**TEI Electronics Inc.**

P.O. Box 246  
Hialeah, FL 33011  
305-888-3980 800-327-8811 FAX: 305-885-4950  
President: Danny Alonso; Vice President: Mireya A.  
Muniz; National Sales Manager: Walter McNulty;  
Customer Service: John Tembras; Sales: Orlando  
Pineda; Sales: Jose Hurcades  
PRODUCTS: DJ mixers, headphones, lighting  
controls, processors, turntable cartridges and  
accessories

**TELEX COMMUNICATIONS,  
INC.**

9600 Aldrich Avenue South  
Minneapolis, MN 55420  
612-884-4051 FAX: 612-884-0043  
President: Jeffrey Wetherell; Vice President  
Marketing: James Arrington; Vice President Sales:  
Dan Dantzler; Director Marketing: Don Merein;  
Director of Advertising: Ron Taylor  
WesTech Marketing, Culver City, CA 213-870-9286  
Bencsik Associates, Ocala, FL 904-732-9775  
Burcaw Co & Associates, Warren, MI 313-573-4605  
SAGA, Oswego, NY 315-343-5739  
Monfort Electronic Marketing, Indianapolis, IN 317-  
872-8877  
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
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J.Y. Schoonmaker Company, Dallas, TX 214-349-  
1650  
Sigmat Corporation, Valley Forge, PA 215-783-6666  
Weller Electronic Sales, Worthington, OH 614-885-  
7819  
Ziskind Associates, Rolling Meadows, IL 312-577-  
1624  
White Radio Ltd., Burlington, ON 416-632-6894  
Silver Peak Marketing, Denver, CO 303-467-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: headphones

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products  
Div.: Richard Krochmal; Director, Comm. Systems  
Div.: Al Burns; Manager, Engineered Sound Pr: Rick  
Kamlat; Controller: Cal Weddle; Manager  
Engineering Services: Bob Sweet  
Chuck McGregor- Product Conslt, New York, NY 212-  
629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-  
3584  
Bob Hager-Eastern Regional Mgr, Roswell, GA 404-  
552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
206-788-7943  
PRODUCTS: headphones, sub-woofers

**Vestax Pro Audio**

908 W. Layette Avenue  
Effingham, IL 62401  
217-342-9211 Fax: 217-347-0316  
Pres: Dean Samuel, Product Manager: Larry Morton,  
National Sales Manager: Dan Mitchell, General  
Manager: George Westjohn  
MIDCO International, Effingham, IL 217-342-9211  
MIDCO International, Atlanta, GA 404-449-3522  
MIDCO International, Dallas, TX 214-272-8399  
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0581

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AUDIO DIVISION**

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714-522-9011 FAX: 714-739-2680  
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Sales Manager: Paul Gazarian; Western Sales  
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Tuckahoe, NY 10707 800-666-0996 FAX: 914-961-4244  
President: J. Schwartz; Engineering Sales Manager: Ron Huppert  
PRODUCTS: cabinet hardware, cable clamps, connectors, panels, tool kits, wire terminations

## Black Audio Devices

P.O. Box 106  
Ventura, CA 93002  
805-653-5557  
President: Bruce Black  
PRODUCTS: cable clamps, knobs, panels

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P.O. Box 336 S  
Fair Lawn, NJ 07410  
201-796-2886 FAX: 201-778-2792  
President: B. Danziger; Sales Manager: B. Brown  
G H Assoc., Stow, MA 508-897-3534  
Boerger Assoc., Mpls., MN 612-560-3435  
Macronix, Pheonix, AZ 602-998-1848  
Roburn Agencies, Yonkers, NY 914-968-1016  
PRODUCTS: cable clamps, markers

## Cliff Electronics Inc.

9821 Whithorn  
Houston, TX 77095  
713-855-6685 FAX: 713-855-6684  
General Manager: Robert Tupper  
PRODUCTS: cabinet hardware, cable clamps, connectors, knobs, speaker hardware

## Conquest Sound, Inc.

RR2 Box 1AB  
P.O. Box 268  
Monee, IL 60449  
708-534-0390 800-323-7671 FAX: 708-534-0398  
President: Bob Jares Jr.; Vice President: Larry Spalla; Sales Manager: Ken Bernd; Plant Manager: Deb Hawtree; Purchasing: Michelle Borvan; Office Manager: Janet Jares  
PRODUCTS: cable clamps, cable testers, connectors, fabrication supplies, wire terminations

## Crain Enterprises Inc.

404 Commercial Ave.  
Mound City, IL 62963

## D.J. Associates

8411 South Zero Street  
E. Smith, AR 72903

501-452-3987 FAX: 501-452-7752  
Sales Manager: Michael P. Beck; Customer Service: Mindy Cardwell

## GEPCO INTERNATIONAL INC.

1863 West Carroll Street  
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312-733-9555 FAX: 312-733-6416  
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PRODUCTS: cabinet hardware, cable clamps, cleaning chemicals, connectors, lamps, markers, panels, tool kits, wire terminations

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Sam Biasi, Alexandria, VA 703-971-5095  
Bill Boone, Libertyville, IL 708-816-1080  
Bob Lincoln, Indian Rocks Bch, FL 813-585-3055  
Dave Whalen, Oxnard, CA 805-984-0197  
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Dallas, TX 75208  
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President: W.E. Brown; Sales: Betty Brown  
PRODUCTS: speaker hardware, wire pulling devices

## Neutrik USA, Inc.

195-s3 Lehigh Ave  
Lakewood, NJ 08701  
201-901-9488 FAX: 201-901-9608  
General Manager: James E. Cowan; Product Manager: Kenneth W. Smalley; Product Manager: William J. Dorman  
PRODUCTS: connectors

## Paladin Corporation

3543 Old Conejo Rd.  
#101-102  
Newbury Park, CA 91320  
805-499-0318 800-272-8665 FAX: 805-499-4006  
Vice President/Sales & Mktg.: Phil Spillane; Product Sales Manager: Scott Allen; Product Marketing Mgr.: Laurence Danter  
PRODUCTS: connectors, tool kits, wire terminations

## Panduit

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2669 Guom St.  
Detroit, MI 48207  
313-961-9111 FAX: 313-567-1352  
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Penn Fabrication, Windsor, ON 519-256-5889  
PRODUCTS: cabinet hardware, fabrication supplies, hanging systems, lamps, speaker hardware

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East Coast Regional Office, Rochelle Park, NJ 201-843-6115  
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B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
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Earl & Brown, Redmond, WA, 206-885-5064  
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Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
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Murphy & Cota, Atlanta, GA, 404-675-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
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Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: communications headsets, intercommunications headsets

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1525 Alvarado Street  
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415-351-3500 FAX: 415-351-0500  
President: S. Richard Ravich; Vice President Finance: Robert Netter; Vice President Operations: Derek Pilkington; National Sales Manager: David Roubesh; Product Manager: David Ogden Rowland Powers, E. Reg. Mgr., Pittsburgh, PA 412-967-0323  
Jeff Radke, Midwest Reg. Mgr., Appleton, WI 414-749-0044

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Cineau Associates, Columbia, MD 301-621-4113  
New Horizons, Bannockburn, IL 708-234-6500  
Marcon, Irving, TX 214-669-0669  
Derek Allen Associates, Burbank, CA 818-840-8327  
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, personal/ stereo headphones, telecommunications headsets

## Danavox/Telecommunications Div.

6400 Flying Cloud Dr.  
Minneapolis, MN 55344

## David Clark Company Inc.

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Barry Tennihan, Fayetteville, GA 404-461-2946  
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Mark C. Barrett, Redmond, WA 206-885-7431

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15431 Blackburn Ave  
Norwalk, CA 90650  
213-921-1112 FAX: 213-802-1964  
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PRODUCTS: boom-mic headsets, personal/ stereo headphones

## HM ELECTRONICS, INC.

6675 Mesa Ridge Road  
San Diego, CA 92121  
619-535-6060 FAX: 615-552-0139  
National Sales Manager: Bruce Slemmer; International Sales Manager: Philip DeSantis; Western Regional Sales Mgr.: David VanEpps; Midwest Regional Sales Mgr.: Keith Buckley; Eastern Regional Sales Mgr.: Mike Cerveny  
Derek Allen Assoc. Toluca Lake, CA 818-840-8327  
AV Marketing, Carmel, IN 317-846-1034  
John B. Anthony Company, Stamford, CT 203-322-9202

## International Components Corp.

105 Maxess Road  
Melville, NY 11747  
516-293-1500 800-645-9154 FAX: 516-293-4983  
President: Mort Grossman; Executive Vice President: Irwin Friedman; Vice President: Fred Grossman; Eastern Regional Sales Mgr.: Ken Reed  
PRODUCTS: personal/ stereo headphones

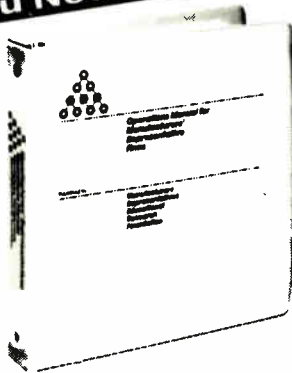
## Koss

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Milwaukee, WI 53212

## Metragen Limited

3701 Chesswood, #309  
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M3J 2P6,  
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PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, telecommu-  
nications headsets

**Portland Instrument Corp**

1101A Air Way  
Glendale, CA 91201  
818-500-0137 FAX: 818-240-1828  
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Bob White Associates, Solon, OH 216-248-1317  
Henry W. Phillips Co., Rosnell, GA 404-992-3070  
R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
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2008 St. John's Avenue  
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Ed Hill Sales Co, Dataw Island, SC 803-838-3475  
Zeeco Sales Co, Collierville, TX 817-498-6670  
Michel Sales Co, Encino, CA 213-274-4903  
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, personal/ stereo headphones, telecommu-  
nications headsets

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President: Bob Smith; Vice President, Marketing: Doug Leighton; V.P. Engineering & Technology: Stan Hubler; Sales Manager: Shelley Harrison; Sales Administrator: Kim Murphy; Director of Engineering: Ed Fritz

**Setcom Corporation**

1400 No. Shoreline Boulevard  
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415-965-8020 FAX: 415-965-1193  
Sales Manager: Steve Kilczewski  
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, telecommu-  
nications headsets

**Sony Professional Audio**

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr- Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.: Gary Rosen; National Marketing Manager: Clayton Blick  
Sony Professional Audio, Paramus, NJ 201-368-5185  
Sony Professional Audio, Nashville, TN 615-883-8140  
Sony Professional Audio, Itasca, IL 708-773-6001  
Sony Professional Audio, Burbank, CA 818-841-8711  
PRODUCTS: communications headsets, personal/ stereo headphones

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General Manager: David C. Olson; Customer Service: Sonja Tomaschewski; Western Region: Dick Chrzanowski; East Region: Tim McDonald; Central Region: Chuck Rounds  
PRODUCTS: telecommunications headsets

**Technical Projects, Inc.**

P.O. Box 3247  
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708-381-5350 800-562-5872 FAX: 708-381-4360  
President: Glenn Mullis; Secretary/Treasurer: Sibbelina Mullis; Tech.: Mike Barrett  
Watt Marketing, Allentown, PA 215-820-7586  
Professional Audio Mkt'g, Melville, NY 516-367-8620  
Audio Mkt'g Assoc, Brecksville, OH 216-526-2426  
Professional Sound & Lighting, Lakewood, CO 303-986-5999  
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, personal/ stereo headphones, telecommunications headsets

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TEA, Los Angeles, CA 213-271-9570  
PRODUCTS: boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, telecommunications headsets

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 White Radio Ltd., Burlington, ON 416-632-6894  
 Silver Peak Marketing, Denver, CO 303-467-9042  
 PacNor Marketing, Lynnwood, WA 206-771-6016  
**PRODUCTS:** boom-mic headsets, communications headsets, intercommunications headsets, isolation headsets, personal/ stereo headphones, telecommuni-  
 cations headsets

## TOA ELECTRONICS, INC.

601 Gateway Blvd. Suite 300  
 P.O. Box 2047  
 South San Francisco, CA 94080  
 415-588-2538 800-733-4750 FAX: 415-588-3349  
 President: Yoshiro Ishida; Director, Audio Products  
 Div: Richard Krochmal; Director, Comm. Systems  
 Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager  
 Engineering Services: Bob Sweet  
 Chuck McGregor- Product Constt, New York, NY 212-629-6497  
 Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
 Bob Hager-Eastern Regional Mgr, Roswell, GA 404-552-7624  
 Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
 Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
**PRODUCTS:** boom-mic headsets, personal/ stereo headphones

## UNEX Corporation

27 Industrial Avenue  
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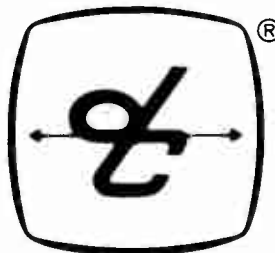
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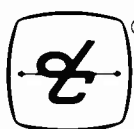
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505-892-4501 800-821-1121 FAX: 505-892-6243  
President: John Arasim; Vice President Engineering: Larry Fisher; Vice President Mktg & Sales: Bruce Jones  
PRODUCTS: wireless systems AM/FM

### OVAL WINDOW AUDIO

78 Main Street  
Yarmouth, ME 04096  
207-846-6250 FAX: 207-781-2719  
Director: Norman Lederman; Marketing Director: Robert Gilmore; Educational Director: Paula Hendricks; Production Manager: Douglas Wharton; Office Manager: Heidi Hendricks  
PRODUCTS: closed loops inductive

### Phonic Ear

250 Camino Alto  
Mill Valley, CA 94941  
800-227-0735 800-772-3374 FAX: 415-332-3085  
President: James C. Mulford; Dir. of Business Development: Rick Steighner; Director of Custom Serv.: Diane Belbin; In house rep/East: Jackie Klusksdahl; In house rep/Midwest: Cindy Pederson; In house rep/West: Sandra James  
Harry Bragg, New England, 600-227-0735  
Scott Posner, California, 800-772-3375  
Herb Dickson, Texas, 800-227-0735  
Dean Ogle, Florida, 800-227-0735  
Monica Pockar, Tennessee, 800-227-0735  
PRODUCTS: multi-channel processors, programmable, wireless systems AM/FM

### RTS Systems, a Telex Comm. Company

100 West Chestnut St.  
Burbank, CA 91607  
818-566-6700 FAX: 818-843-7953  
President: Bob Smith; Vice President, Marketing: Doug Leighton; V.P. Engineering & Technology: Stan Hubler; Sales Manager: Shelley Harrison; Sales Administrator: Kim Murphy; Director of Engineering: Ed Fritz

### Schell Electronics, Inc.

120 N. Lincoln  
Chanute, KS 66720  
316-431-2350 FAX: 316-431-2365  
President: Jerry Schell; Secretary/Treasurer Sales: Janice Schell  
PRODUCTS: wireless systems AM/FM

### Siemens Hearing Instruments

10 Corporate Place S.  
Piscataway, NJ 08854

### TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South  
Minneapolis, MN 55420  
612-884-4051 FAX: 612-884-0043  
President: Jeffrey Wetherell; Vice President Marketing: James Arrington; Vice President Sales: Dan Dantzier; Director Marketing: Don Meeeen; Director of Advertising: Ron Taylor  
WesTech Marketing, Culver City, CA 213-870-9286  
Bencsik Associates, Ocala, FL 904-732-9775  
Burcaw Company & Associates, Warren, MI 313-573-4605  
SAGA, Oswego, NY 315-343-5739  
Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
Northland Associates, Moorhead, MN 218-233-4616  
Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
J.Y. Schoonmaker Co, Dallas, TX 214-349-1650  
Sigmet Corporation, Valley Forge, PA 215-783-6666  
Weller Electronic Sls, Worthington, OH 614-885-7819  
Ziskind Assoc, Rolling Meadows, IL 312-577-1624  
White Radio Ltd., Burlington, ON 416-632-6894  
Silver Peak Marketing, Denver, CO 303-467-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: multi-channel processors, wireless systems AM/FM

### Vista Communicationss

10 Corbin Drive  
P.O. Box 1622  
Darien, CT 06820  
203-656-1818  
President: Noel Yaney

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5929 Baker Road  
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Leslie Inc., Elgin, IL 708-697-6677  
PRODUCTS: manual personnel

## Com-Tec Inc.

3000 N. Pointer Rd.  
Appleton, WI 54915  
414-749-2840 FAX: 414-749-2848  
Com-Tec Inc., Madison, WI 608-831-8055  
PRODUCTS: medical, PC-based

## Cornell Electronic Products, Inc.

4911 West Good Hope Road  
P.O. Box 23411  
Milwaukee, WI 53223-0411  
414-351-4660 FAX: 414-351-4657  
Pres: Donald Glaubitz; VP: Gary Butler; Sls Mngr:  
Pauline Haack; SE Reg'l Sls Mngr: William Elling  
Shamrock Electronic Sls, Dayton, OH 513-258-1227  
LSM Associates, Phelps, NY 315-548-4891  
W.A. Hendrickson Co, No.Scituate, MA 617-545-0652  
Kingston Sales Corp., Indianapolis, IN 317-876-2545  
Avcom Inc., North Olmsted, OH 216-777-2060  
Richard S Pass Assoc., Langhorne, PA 215-757-6100  
Pinz Sales Corp., Rockville Cent, NY 516-678-6887  
Cavendish & Winchester, Atlanta, GA 404-449-5104  
Cartwright & Bean Inc., Orlando, FL 407-422-4531  
Kodo Associates Inc., Minneapolis, MN 612-881-1255  
Rancilio Associates Inc., St. Louis, MO 314-631-3326  
Vector Corp., Seattle, WA 206-322-4343  
Bidwell-Schwartz Assoc, Gardene, CA 213-770-0300  
Dick Bellew Sales, Inc., Dallas, TX 214-644-7881  
Yocum Marketing Inc., Mesa, AZ 602-265-5056  
Awwest Inc., Fountain Hills, AZ  
PRODUCTS: intercom, visual

## Fisher Berkeley Corporation

P.O. Box 24303  
Oakland, CA 94623  
415-835-7575 FAX: 415-271-8297  
President: Robert S. Fisher; Sr. Vice President:  
Wood H. Wymond; Vice President-Engineering:  
Robert T. Shipley; Sales Coordination Manager:  
Richard V. Flanagan; Sales Engineer: Michael D.  
Lagrimas; Sales Engineer: Michael J. Mack  
Arthur E. Tilley, Jr., Fayetteville, PA 717-352-8432  
Walter D. Radner, WestfieldCenter, OH 216-887-5646

## Jeron Electronic Systems, Inc.

1743 W. Rosehill Drive  
Chicago, IL 60660  
312-275-1900 800-621-1903 FAX: 312-275-0283  
Pres: Jerome Chesnul; VP: Matthew Chesnul; Sec:  
Elizabeth Chesnul  
Admiral Sales Co., Dallas, TX 214-357-9212  
ASR Enterprises Ltd., Fallston, MD 301-893-0001  
Bi State Marketers, Ridgefield, NJ 201-943-5888  
Burcaw & Assoc., Warren, MI 313-573-4605  
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Gustafson Sales, Red Wing, MN 612-388-4277  
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New West Agency, La Mesa, CA 619-299-3269  
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Pancor Marketing Inc., Lynwood, WA, 206-771-6016  
Henry Phillips Co, Roswell, GA, 404-992-3070  
John S Wilkins & Assoc., Hillsboro, OH, 513-393-1137  
PRODUCTS: manual personnel, medical, monitor  
reporting, visual

## LEE DAN COMMUNICATIONS

155 Adams Avenue  
Hauppauge, NY 11788-3699  
516-231-1414 800-533-3261 FAX: 516-231-1498  
Pres: Leon Goldberg; VP/Oper.: Lawrence Goldberg;  
V.P Finance & Administration: David H. Goldberg;  
Senior Technician: Sandy Hoffman; Office Manager:  
Rita Kaplan; Sr. Sales/Service Assoc: Susan Leon  
PRODUCTS: intercom, manual personnel, medical

## Marlee Electronics Corporation

Front and Porter Streets  
Philadelphia, PA 19148  
215-463-4843 800-368-7243 FAX: 215-755-7877  
President: Scott Holloway; VP Oper.: Nadine Uhart;  
National Sales Manager: Mike Bevan  
Bassett Sales Corp., N. Hollywood, CA 213-877-7129  
Associated Systems, Bedford, NH 603-472-2297  
Hutto Hawkins, Pompano Beach, FL 305-944-0834

George Pettit Company, Berkeley, IL 708-449-8000  
Pusecker Sales, Lincoln Park, NJ 201-305-8331  
PRODUCTS: access control

## Portland Instrument Corp

1101A Air Way  
Glendale, CA 91201  
818-500-0137 FAX: 818-240-1828  
Dir Eng: Ron Fuller; GM: Rick Strickland; Director of  
Manufacturing: Dick Herbert; Sales Manager: Jack  
Sympton; Sales Account Manager: Al Hernandez  
JAMM Distributing Co., Flossmoor, IL 708-799-0550  
Bob White Associates, Solon, OH 216-248-1317  
Henry W. Phillips Co., Rosnell, GA 404-992-3070  
R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
George M Conneen Co, Springfield, PA 215-544-5884  
PRODUCTS: access control, intercom, monitor  
reporting, PC-based

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57 Trade Zone Drive  
Ronkonkoma, NY 11779  
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Krsanac; Vice President: Kjell Ken-Solem  
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Design Engr: Jim Switzer, Contr: Teresa Knippel  
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Tektone FBA Systems, Burlington, Ont, 416-333-0051  
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RW Sales, St. Paul, MN 612-646-2710  
Klump Sales Co., Jacksonville, FL 904-268-1529  
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Fairfax Electronics, Los Angeles CA 213-731-2561  
Gress Corp., Chicago IL 312-581-6400  
Lee Dan Comm., Hauppauge NY 516-231-1414  
Mid Telcom, Olsted TWP., OH 504-525-8222  
Wm. B Allen Supply, New Orleans LA 504-525-8222  
Products: access control, intercom, manuel personnel,  
medical

The TK Group, Inc.,  
Loveland, CO 303-669-1008

Avwest, Inc., Fountain Hills, AZ 602-946-1811  
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Corrigan Agency, Covington, LA 504-893-7455  
Pacnor Marketing, Lynnwood, WA 206-771-6016  
Kaltec Comm, N. Vancouver, BC 604-987-1597

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Chicago, IL 60625  
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Dan F. Kagan; President: Z. Liberman  
PRODUCTS: access control, intercom

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Vice President/Marketing: Harry Quanz  
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Alby Currant Sales, Pittsford, NY, 716-586-1110  
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Earl & Brown, Redmond, WA, 206-885-5064  
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G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
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Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: access control, apartment station,  
custom, duplex, lobby, mailbox panels, microproces-  
sor, music combination, panel/entrance, simplex, talk-  
back, telephone, video

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Hauppauge, NY 11788-3717  
516-434-8080 800-666-4800 516-434-8334  
Pres: Mark S. Goldberg, VP: Madelyn R. Goldberg,  
Office Mngr: Rose Tassone  
PRODUCTS: access control, apartment station,  
custom, duplex, lobby, mailbox panels, microproces-  
sor, panel/entrance, simplex, talk-back, telephone,  
video

**Bogen Communications**

50 Spring Street  
P.O. Box 575  
Ramsey, NJ 07446  
201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts  
Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500

Fred Yosenick, Woodland, CA 916-668-6311  
PRODUCTS: access control, apartment station,  
duplex, lobby, talk-back, telephone

**Cornell Electronic Products, Inc.**

4911 West Good Hope Road  
P.O. Box 23411  
Milwaukee, WI 53223-0411  
414-351-4660 FAX: 414-351-4657  
President: Donald J. Glaubitz; Vice President: Gary  
M. Butler; Sales Manager: Pauline A. Haack; S.E.  
Regional Sales Manager: William Ellinger  
Shamrock Electronic Sls, Dayton, OH 513-258-1227  
LSM Associates, Phelps, NY 315-548-4891  
WA Hendrickson Co., No. Scituate, MA 617-545-0652  
Kingston Sales Corp., Indianapolis, IN 317-876-2545  
Avcom Inc., North Olmsted, OH 216-777-2060  
Richard S Pass Assoc., Langhorne, PA 215-757-6100  
Pinz Sales Corp., Rockville Cent, NY 516-678-6887  
Cavendish & Winchester, Atlanta, GA 404-449-5104  
Cartwright & Bean Inc., Orlando, FL 407-422-4531  
Kodo Associates Inc., Minneapolis, MN 612-881-1255  
Rancilio Associates Inc., St. Louis, MO 314-631-3326  
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Bidwell-Schwartz Assoc, Gardena, CA 213-770-0300  
Yocum Marketing Inc., Mesa, AZ 602-265-5056  
Avwest Inc., Fountain Hills, AZ  
PRODUCTS: access control, apartment station,  
custom, lobby

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718-275-7700 FAX: 718-997-7645  
Vice President: Steve Faulhaber; Sales Administra-  
tor: Martin Sactier

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714-669-9890 800-345-1354 FAX: 714-669-1081  
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Murray Trotiner; Director of Engineering: Miguel  
Santana  
PRODUCTS: talk-back

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805 S. Maumee Street  
Tecumseh, MI 49286

517-423-2111 FAX: 517-423-2320  
Vice Pres. Sales & Marketing: Ron Miller; Fire Alarm  
Production Managr: Dave Hall; Clock Production  
Manager: Bob Ewing; Intercom Production Manager:  
Mike Marceau  
Ted Turczyn, Carlsbad, CA 619-729-2560  
PRODUCTS: apartment station, lobby, panel/  
entrance, telephone, video

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Wood H. Wymond; Vice President-Engineering:  
Robert T. Shipley; Sales Coordination Manager:  
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Manager of Elec. Development: Raymond Cozzens;  
Controller: James Gierck; Product Manager: Frank  
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Beaver Technical Sales, Washington DC, 202-686-  
0465  
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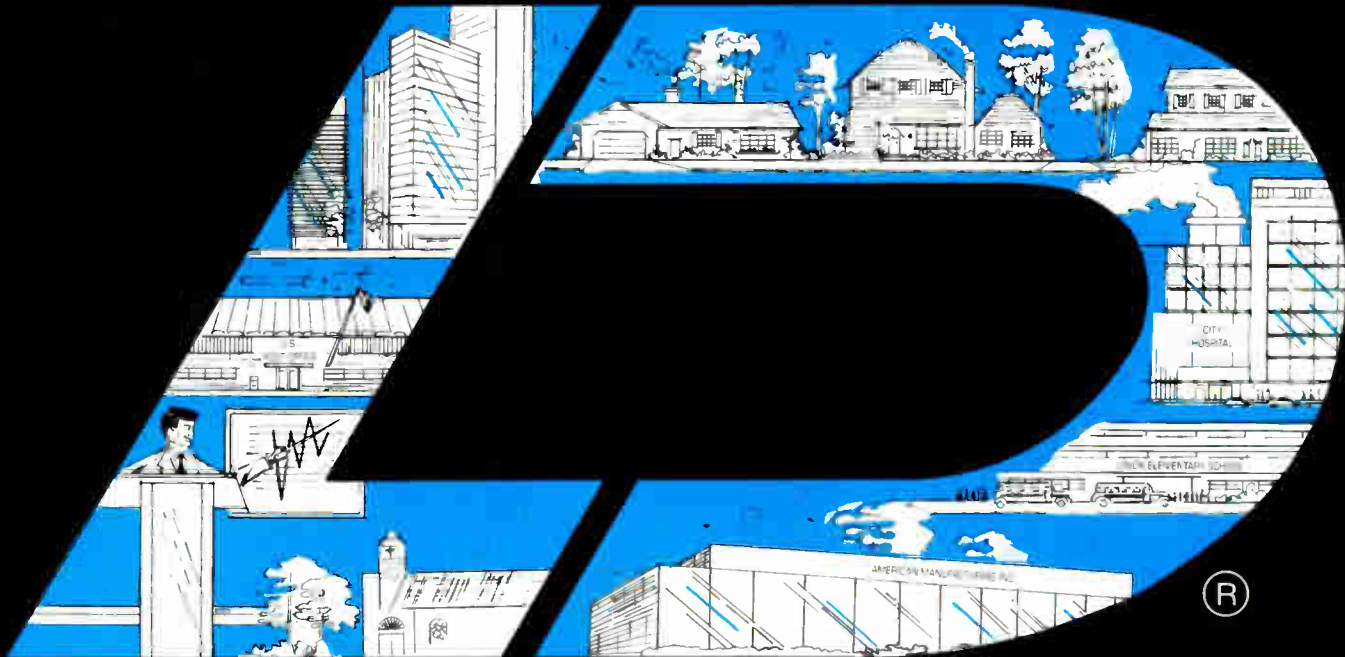
407 R. Mystic Avenue  
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617-395-5200 800-392-5200 FAX: 617-395-3793  
President: Thomas Richardson; Engineering: Robert  
Salmon; Sales: Lenny Noris  
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 President: Jerome Chesnut; Vice President: Matthew  
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 Bi State Marketers, Ridgefield, NJ 201-943-5888  
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 Central Mkt'g Group, Kansas City, MO 816-741-7460  
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 Meyer & Ross, Westminster, CA, 714-373-2235  
 New West Agency, La Mesa, CA 619-299-3269  
 Pat Norman Sales, Indianapolis, IN, 317-842-5611  
 Pancor Marketing Inc., Lynwood, WA, 206-771-6016  
 Henry Phillips Co, Roswell, GA, 404-992-3070  
 John S Wilkins & Assoc., Hillsboro, OH, 513-393-1137  
 PRODUCTS: access control, apartment station,  
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 entrance, simplex, talk-back, telephone, video



### LEE DAN COMMUNICATIONS

155 Adams Avenue  
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 516-231-1414 800-533-3261 FAX: 516-231-1498  
 President: Leon Goldberg; Vice President Operations:  
 Lawrence J. Goldberg; V.P Finance & Administration:  
 David H. Goldberg; Senior Technician: Sandy  
 Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
 Service Associate: Susan Leon  
 PRODUCTS: access control, apartment station,  
 custom, duplex, lobby, mailbox panels, microproces-  
 sor, music combination, panel/entrance, simplex, talk-  
 back, telephone, video

### M & S Systems, Inc.

2861 Congressman Lane  
 Dallas, TX 75220  
 214-358-3196 800-877-6631 FAX: 214-350-1913  
 President & C.E.O.: Richard Denman; Marketing  
 Manager: Kent Huffman; Director of Sales: Steve  
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 M3J 2H4,  
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 Art Petrilli; Western Regional Sls Mgr.: Ronald Peck  
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 0554  
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 Manager: Ken O'Brien; Credit Manager: Marilyn  
 Beckerson; Operations Manager: Anthony Squeglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-  
 885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Milk, Co, Indianapolis, IN 317-842-3400  
 MJA Marketing, St. Charles, MO 314-447-7111  
 Northland Associates, Moorhead, MN 218-233-4616  
 Dimension Pt IX Mkt'g, Houston, TX 713-495-6974  
 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ont. 416-475-0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Robert Milk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: apartment station, custom, lobby, panel/  
 entrance, simplex, telephone, video

### Siedle Communication Sys of America

780 Parkway  
 Broomall, PA 19008  
 215-353-9595 800-874-3353 FAX: 215-353-9716  
 Vice President Marketing: Earl Zausmer  
 PRODUCTS: access control, mailbox panels,  
 microprocessor, music combination, panel/entrance,  
 simplex, video

### Soundsmith, Inc.

13510 Vargon Street  
 Dallas, TX 75243  
 214-437-3534  
 President: Berkley Smith; Vice President: Mark  
 Smith  
 PRODUCTS: access control, custom, microproces-  
 sor, talk-back

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 Sales: Mel Hulkower; Sales Manager: Eric Forman;  
 Sales Associate: Angela Carolan; Sales/Expediting:  
 Bernice Zachman

L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
 Crown Assoc., Charlottesville, VA, 804-293-6373  
 Jonel Sales Assoc., Milford, MA, 508-478-4650  
 Lectro Repts Inc., Excelsior Springs, MO, 816-673-  
 1158  
 Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-  
 0330  
 PRODUCTS: video

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 Chicago, IL 60625  
 312-539-1100 FAX: 312-539-1241  
 Vice President: Samuel Shanes; Sales Manager:  
 Dan F. Kagan; President: Z. Liberman



### TEKTONE SOUND & SIGNAL MFG., INC.

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 Mngr: David Dueller, Engineer: Kevin McClamon,  
 Chief Design Engineer: Jim Switzer, Controller: Teresa  
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 Tektone FBA Systems, Burlington, Ont, Can., 416-  
 333-0051  
 Dardon Assoc., Olmsted TWP, OH 216-267-9778  
 RW Sales, St. Paul, MN 612-646-2710  
 Klump Sales Co., Jacksonville, FL 904-268-1529  
 West Tech Mkt'g, Culver City, CA 213-870-9286  
 Chuck Olsen Assoc., Renton WA 206-271-5416  
 Ziskind Assoc., Rolling Meadow, IL 708-577-1624  
 Alvan Chaney & Assoc., Hialeah, FL 305-623-8875  
 Mountain Rep., Denver, CO 303-623-0972  
 B & B Sales, Pinole CA 415-534-1725  
 Alpha Communications, Hauppauge NY 516-434-8080  
 Fairfax Electronics, Los Angeles CA 213-731-2561  
 Gress Corp., Chicago IL 312-581-6400  
 Lee Dan Communications, Hauppauge NY 516-231-  
 1414  
 Mid Telcom, Olsted TWP., OH 504-525-8222  
 Wm. B. Allen Supply Co., New Orleans LA 504-525-  
 8222  
 Products: access control, apartment station, custom,  
 duplex, lobby, mailbox panel, microprocessor, panel/  
 entrance, simplex, talk-back, telephone, video

### TELECALL AMERICA

14620 NE 95th Street  
 Redmond, WA 98052  
 206-881-2742 800-752-2860 FAX: 206-881-3085  
 President: Hiko Shinoda; VP: Nanci Brooks  
 Palmieri Associates Inc., Ridgefield, NJ 201-943-5888  
 Henry W Phillips Co., Inc., Roswell, GA 404-992-3070  
 Meyer Marketing, Deerfield Beach, FL 305-481-9250  
 RW Kunz & Assoc: Prairie Village, KS 913-648-3535  
 Pacific Group, Pasadena, CA 818-577-0738  
 PRODUCTS: apartment station, custom, micropro-  
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The genius lies in its modular design.

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The eye of this sophisticated system is an infrared CCD camera, which replaces your standard doorbell and can see as well in the dead of night as it does in the middle of the day. Connected to a 4-inch flat screen monitor next to the master station, you have a crystal-clear image



of who's at the front door.

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Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-  
843-6115  
Alby Curren Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-  
2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Buraw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-675-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: closed-circuit, custom, drive-thru,  
loudspeaking, microprocessor, multi-channel,  
programmable, telephone, video/audio, VOX

## Alpha Communications

89-D Cabot Court  
Hauppauge, NY 11788-3717  
516-434-8080 800-666-4800 516-434-8334  
Pres: Mark S. Goldberg, VP: Madelyn R. Goldberg,  
Office Mgr: Rose Tassone  
PRODUCTS: custom, digital, loudspeaking,  
microprocessor, telephone, video/audio, VOX

## ATC Supply

106 Hobart St.  
Hackensack, NJ 07601  
201-488-0776 FAX: 201-488-6975

## Bogen Communications

50 Spring Street  
P.O. Box 575  
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201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts  
Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500  
Fred Yosenick, Woodland, CA 916-668-6311  
PRODUCTS: multi-channel, telephone

## Cambridge Electronics Laboratories

20 Chester Street  
Somerville, MA 02144  
617-629-2905  
PRODUCTS: telephone

## Columbia Scientific Industries Corp

P.O. Box 203190  
Austin, TX 78720  
512-258-5191 800-531-5003 FAX: 512-258-5004

President: Dr. Gerald C. Phillips; Marketing Director:  
James M. Cotton  
PRODUCTS: drive-thru, multi-channel, VOX

## Communications Equipment

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Glen Arbor, MI 49636

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Salt Lake City, UT 84115  
801-466-3463 FAX: 801-484-6906  
General Manager: Raphael Belgique; Applications  
Engineer: Steve Karchner; Applications Engineer:  
Steve Dupaix; Service Manager: Laurel Robertson  
PRODUCTS: custom, wireless

### Dukane Corporation

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: S. McWilliams Stone Jr.; Division  
General Manager: Steven Deppe; National Sales  
Manager: Warren Anderson; Service Manager: Cliff  
Carlson  
Wally Smutts, Toronto, Ontario, 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: loudspeaking, multi-channel

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PO Box 315  
Bristol, CT 06010

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1600 Fourth Ave. NW  
Rochester, MN 55901  
507-289-3371

### ENCOM PRODUCTS CO. INC

502 Lower Hopewell Road  
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215-932-9600 FAX: 215-932-9999  
PRODUCTS: telephone

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Wood H. Wymond; Vice President-Engineering:  
Robert T. Shipley; Sales Coordination Manager:  
Richard V. Fianagan; Sales Engineer: Michael D.

Lagrimas; Sales Engineer: Michael J. Mack  
Arthur E. Tilley, Jr., Fayetteville, PA 717-352-8432  
Walter D. Radner, WestfieldCenter, OH 216-887-5646

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6675 Mesa Ridge Road  
San Diego, CA 92121  
619-535-6060 FAX: 615-552-0139  
National Sales Manager: Bruce Slemmer; Interna-  
tional Sales Manager: Philip DeSantis; Western  
Regional Sales Mgr.: David VanEpps; Midwest  
Regional Sales Mgr.: Keith Buckley; Eastern  
Regional Sales Mgr.: Mike Cerveny  
Derek Allen Associates, Toluca Lake, CA 818-840-  
8327  
A/V Marketing, Carmel, IN 317-846-1034  
John B. Anthony Company, Stamford, CT 203-322-  
9202  
PRODUCTS: drive-thru, wireless

## J.W. DAVIS AND COMPANY

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: closed-circuit, drive-thru, loudspeaking,  
multi-channel, telephone, video/audio



## LEE DAN COMMUNICATIONS, INC.

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Hauppauge, NY 11788-3699  
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Lawrence J. Goldberg; V.P. Finance & Administration:  
David H. Goldberg; Senior Technician: Sandy  
Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
Service Associate: Susan Leon  
PRODUCTS: custom, digital, drive-thru, loudspeaking,  
microprocessor, programmable, telephone, video/  
audio

### Norcon Electronics

1260 Ralph Ave.  
Brooklyn, NY 11236

### Paso Sound Products, Inc.

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Executive Vice President: Paul Mastrangelo; Product  
Manager: Ken O'Brien; Credit Manager: Marilyn

Beckerson; Operations Manager: Anthony Squeglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819

Lintern Associates, Naperville, IL 708-904-1227  
 Robert Milsk Co, Indianapolis, IN 317-842-3400  
 MJA Marketing, St. Charles, MO 314-447-7111  
 Northland Associates, Moorhead, MN 218-233-4616  
 Dimension Pl. IX Marketing, Houston, TX 713-495-6974  
 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ontario, 416-475-0740

Lienau Associates, Columbia, MD 301-621-4113  
 Robert Milsk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: microprocessor, telephone

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1101A Air Way  
 Glendale, CA 91201  
 818-500-0137 FAX: 818-240-1828  
 Director of Engineering: Ron Fuller; General  
 Manager: Rick Strickland; Director of Manufacturing:  
 Dick Herbert; Sales Manager: Jack Sympson; Sales  
 Account Manager: Al Hernandez  
 JAMM Distributing Co., Flossmoor, IL 708-799-0550  
 Bob White Associates, Solon, OH 216-248-1317  
 Henry W. Phillips Co., Rosnell, GA 404-992-3070  
 R.J. Morgan Inc., Phoenix, AZ 602-268-3464

George M. Conneen Co., Springfield, PA 215-544-5884

PRODUCTS: custom, programmable, wireless

**R-Columbia Products Co., Inc.**

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 Ed Hill Sales Co, Dataw Island, SC 803-838-3475  
 Zeeco Sales Co, Collierville, TX 817-498-6670  
 Michel Sales Co, Encino, CA 213-274-4903  
 PRODUCTS: telephone, VOX, wireless

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57 Trade Zone Drive  
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 Krsanac; Vice President: Kjell Ken-Solem  
 Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
 EESCO Systems, Inc., Los Angeles, CA 213-666-9601  
 Klumpp Sales Company, Jacksonville, FL 904-287-5205  
 The TK Group, Inc., Loveland, CO 303-669-1008  
 Avwest, Inc., Fountain Hills, AZ 602-946-1811

Gustafson Sales Company, Red Wing, MN 612-388-4277

Corrigan Agency, Covington, LA 504-893-7455  
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 Kaltec Communications, N. Vancouver, BC 604-987-1597

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 Doug Leighton; V.P. Engineering & Technology: Stan  
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 Administrator: Kim Murphy; Director of Engineering:  
 Ed Fritz

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 Sales: Mel Hulkower; Sales Manager: Eric Forman;  
 Sales Associate: Angela Carolan; Sales/Expediting:  
 Bernice Zachman  
 L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
 Crown Assoc., Charlottesville, VA, 804-293-6373  
 Jonel Sales Assoc., Milford, MA, 508-478-4650  
 Lectro Repts Inc., Excelsior Springs, MO, 816-673-1158  
 Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330  
 PRODUCTS: wireless



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 816-231-7200 FAX: 816-231-7203  
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 Manager: David E. Gill; Northeast Regional Manager:  
 Thomas J. Reilly; Southeast Regional Manager:  
 Kerry L. Orr; Central Regional Manager: Frederick A.  
 Hall; Western Regional Manager: Michael A. Wilcock  
 Stentofon Communications, Inc., Kansas City, MO  
 816-231-2501  
 Stentofon Communications, Inc., Elmsford, NY 914-592-1048  
 Stentofon Communications, Inc., Atlanta, GA 404-973-0736  
 Stentofon Communications, Inc., Glendora, CA 818-335-0543  
 PRODUCTS: custom, loudspeaking, microprocessor,  
 multi-channel, programmable

**Swintek Enterprises, Inc.**

P.O. Box 160617  
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 408-727-4889 FAX: 408-727-3025  
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Dan F. Kagan; President: Z. Liberman  
PRODUCTS: drive-thru, loudspeaking, multi-channel,  
VOX

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P.O. Box 1056  
Maywood, NJ 07607  
201-947-7010 FAX: 201-947-7069  
President: Donald Duthaler  
PRODUCTS: loudspeaking, microprocessor, multi-  
channel, programmable

Mngr: David Duelfer, Engineer: Kevin McClarnon,  
Chief Design Engineer: Jim Switzer, Controller: Teresa  
Krippel  
Tektone, Franklin, NC 704-524-9967  
Tektone FBA Systems, Burlington, Ont, Can., 416-  
333-0051  
Dardon Assoc., Olmsted TWP, OH 216-267-9778  
RW Sales, St. Paul, MN 612-646-2710  
Klump Sales Co., Jacksonville, FL 904-268-1529  
West Tech Mkt'g, Culver City, CA 213-870-9286  
Chuck Olsen Assoc., Renton WA 206-271-5416  
Ziskind Assoc., Rolling Meadow, IL 708-577-1624  
Alvan Chaney & Assoc., Hialeah, FL 305-623-8875  
Mountain Rep., Denver, CO 303-623-0972  
B & B Sales, Pinole CA 415-534-1725  
Alpha Communications, Hauppauge NY 516-434-8080  
Fairfax Electronics, Los Angeles CA 213-731-2561  
Gress Corp., Chicago IL 312-581-6400  
Lee Dan Communications, Hauppauge NY 516-231-  
1414  
Mid Telcom, Olsted TWP., OH 504-525-8222  
Wm. B. Allen Supply Co., New Orleans LA 504-525-  
8222  
Products: custom, digital, drive-thru

Meyer Mkt'g Inc., Deerfield Beach, FL 305-481-9250  
RW Kunz & Assoc., Prairie Village, KS 913-648-3535  
Pacific Group, Pasadena, CA 818-577-0738  
PRODUCTS: digital, loudspeaking, microprocessor,  
multi-channel

**TELEX COMMUNICATIONS,  
INC.**

9600 Aldrich Avenue South  
Minneapolis, MN 55420  
612-884-4051 FAX: 612-884-0043  
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Marketing: James Arrington; Vice President Sales:  
Dan Dantzier; Director Marketing: Don Meehan;  
Director of Advertising: Ron Taylor  
WestTech Marketing, Culver City, CA 213-870-9286  
Bencsik Associates, Ocala, FL 904-732-9775  
Burcaw Company & Associates, Warren, MI 313-573-  
4605  
SAGA, Oswego, NY 315-343-5739  
Monfort Electronic Marketing, Indianapolis, IN 317-  
872-8877  
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
Northland Associates, Moorhead, MN 218-233-4616  
Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
J.Y. Schoonmaker Company, Dallas, TX 214-349-  
1650  
Sigmet Corporation, Valley Forge, PA 215-783-6666  
Weller Electronic Sales, Worthington, OH 614-885-  
7819  
Ziskind Associates, Rolling Meadows, IL 312-577-  
1624  
White Radio Ltd., Burlington, ON 416-632-6894  
Silver Peak Marketing, Denver, CO 303-487-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: closed-circuit, loudspeaking,  
microprocessor, multi-channel, programmable, VOX,  
wireless

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Lake Park, FL 33043  
407-844-2383 800-327-8466 Fax# 407-845-1587  
Pres: Manuel Mira, GM: Carlos Mira, Cust. Service

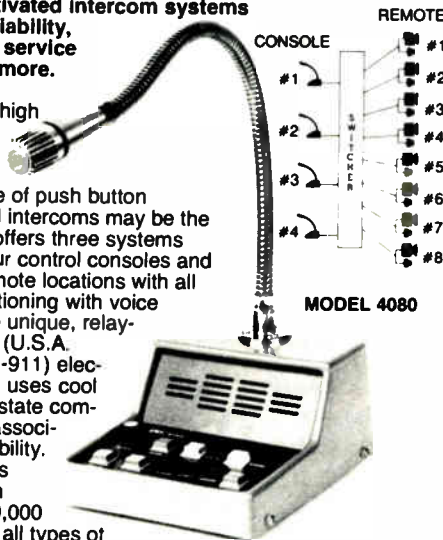
**TELECALL AMERICA**

14620 NE 95th Street  
Redmond, WA 98052  
206-881-2742 800-752-2860 FAX: 206-881-3085  
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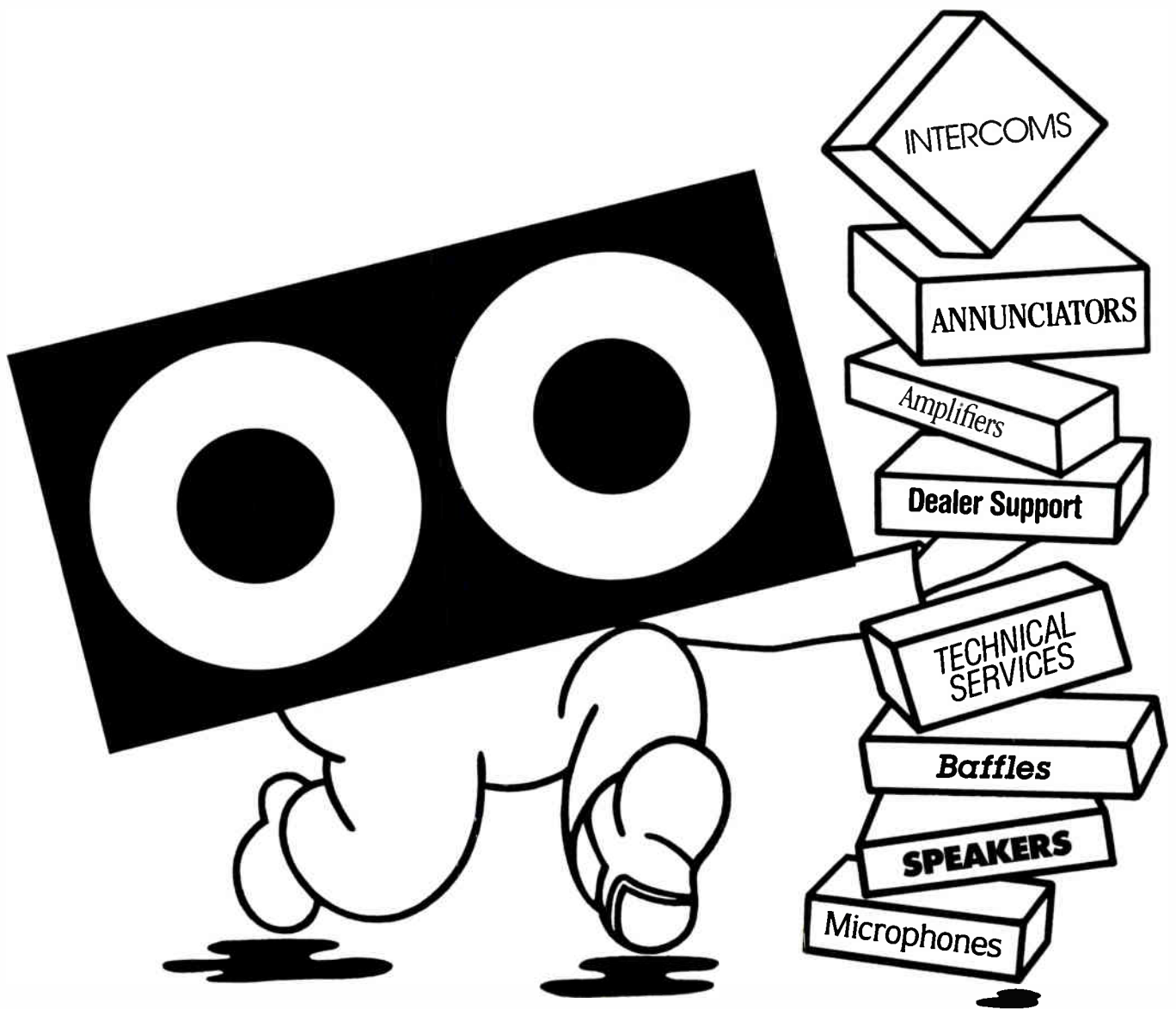
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South San Francisco, CA 94080  
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Div.: Richard Krochmal; Director, Comm. Systems  
Div.: Al Burns; Manager, Engineered Sound Pr: Rick  
Kamlet; Controller: Cal Weddle; Manager  
Engineering Services: Bob Sweet  
Chuck McGregor- Product Constt, New York, NY 212-  
629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-  
3584  
Bob Hager-Eastern Regional Mgr, Roswell, GA 404-  
552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
206-788-7943  
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Marketing: Harry Quanz East Coast Regional Office,  
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B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: direct select, emergency call,  
microprocessor, nurse-call, visual, voice paging

## Alpha Communications

89-D Cabot Court  
Hauppauge, NY 11788-3717

516-434-8080 800-666-4800 516-434-8334  
Pres: Mark S. Goldberg, VP: Madelyn R. Goldberg,  
Office Mgr: Rose Tassone  
PRODUCTS: A/V, annunciators, direct select,  
emergency call, microprocessor, nurse-call, pillow  
speakers, visual, voice paging

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Manager: Martin Smith; Cust. Service: Paula Pirtle  
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Sortech, McKeesport, PA 412-754-0770  
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Applied Communications, Austin, TX 800-525-7761

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Fenton, MO 63026  
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Herbert M. Jaffe, Dir of Sales: Charles Gushwa, Nat'l  
Sis Mgr: Bud Waters, Sis Admin Mgr: Dale  
McIntyre, OEM Sis Mgr: Lorrie Damato  
Products: visual, voice paging

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Dick Bellew Sales, Inc., Dallas, TX 214-644-7881  
Yocum Marketing Inc., Mesa, AZ 602-265-5056  
Awrest Inc., Fountain Hills, AZ  
PRODUCTS: A/V, annunciators, emergency call,  
nurse-call, visual, voice paging

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2900 Dukane Drive  
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708-584-2300 FAX: 708-584-2370  
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Nat'l Sis Mgr: Warren Anderson; Serv. Mgr: Cliff  
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Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
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Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: loudspeaking

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206-881-2742 800-752-2860 FAX: 206-881-3085  
Pres: Hiko Shinoda; Vice President: Nanci Brooks  
Palmieri Associates Inc., Ridgefield, NJ 201-943-5888  
Henry W. Phillips Co., Roswell, GA 404-992-3070  
Meyer Mkt'g Inc., Deerfield Beach, FL 305-481-9250  
RW Kunz & Assoc, Prairie Village, KS 913-648-3535  
Pacific Group, Pasadena, CA 818-577-0738  
PRODUCTS: loudspeaking, telephone

## TELEX COMMUNICATIONS, INC.

9600 Aldrich Avenue South  
Minneapolis, MN 55420  
612-884-4051 FAX: 612-884-0043  
President: Jeffrey Wetherell; Vice President  
Marketing: James Arrington; Vice President Sales:  
Dan Dantzler; Director Marketing: Don Meeven;  
Director of Advertising: Ron Taylor  
WesTech Marketing, Culver City, CA 213-870-9286  
Bencsik Associates, Ocala, FL 904-732-9775  
Burcaw Company & Assoc, Warren, MI 313-573-4605  
SAGA, Oswego, NY 315-343-5739  
Monfort Electronic Marketing, Indianapolis, IN 317-  
872-8877  
Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
Northland Associates, Moorhead, MN 218-233-4616  
Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
J.Y. Schoonmaker Co, Dallas, TX 214-349-1650  
Sigmat Corporation, Valley Forge, PA 215-783-6666  
Weller Electronic Sls, Worthington, OH 614-885-7819  
Ziskind Assoc, Rolling Meadows, IL 312-577-1624  
White Radio Ltd., Burlington, ON 416-632-6894  
Silver Peak Marketing, Denver, CO 303-467-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: drive-thru, environmentally protected,  
headset/ handset, loudspeaking, telephone

## TOA ELECTRONICS, INC.

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products  
Div: Richard Krochmal; Director, Comm. Systems  
Div.: Al Burns; Manager, Engineered Sound Pr: Rick  
Kamlet; Controller: Cal Weddle; Manager  
Engineering Services: Bob Sweet  
Chuck McGregor- Product Consit, New York, NY 212-  
629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-  
3584  
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-  
552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
206-788-7943  
PRODUCTS: environmentally protected, headset/  
handset, loudspeaking, telephone

## WILLIAMS SOUND CORP.

5929 Baker Road  
Minneapolis, MN 55345-5997  
612-931-0291 800-328-6190 FAX: 612-931-0620  
National Sales Manager: Todd Bergum; Vice  
President of Marketing: Paul Ingebrihtsen  
PRODUCTS: drive-thru

# INTERCOM - INSTITUTIONAL/SCHOOL

## AIPHONE CORPORATION

P.O. Box 90075  
Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-  
843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-  
2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, Ma, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: console, microprocessor, multi-channel,  
paging, talkback, telephone, video

## Alpha Communications

89-D Cabot Court  
Hauppauge, NY 11788-3717  
516-434-8080 800-666-4800 516-434-8334  
Pres: Mark S. Goldberg, VP, Madelyn R. Goldberg,  
Office Mngr: Rose Tassone  
PRODUCTS: microprocessor, paging, talk-back,  
telephone, video

## Bogen Communications

50 Spring Street  
P.O. Box 575  
Ramsey, NJ 07446  
201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts  
Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500  
Fred Yosenick, Woodland, CA 916-668-6311  
PRODUCTS: clock, console, microprocessor, multi-  
channel, paging, talkback, telephone

## Com-Tec Inc.

3000 N. Pointer Rd.  
Appleton, WI 54915  
414-749-2840 FAX: 414-749-2848  
Com-Tec Inc., Madison, WI 608-831-8055

## Cornell Electronic Products, Inc.

4911 West Good Hope Road  
P.O. Box 23411  
Milwaukee, WI 53223-0411  
414-351-4660 FAX: 414-351-4657  
President: Donald J. Glaubitz; Vice President: Gary  
M. Butler; Sales Manager: Pauline A. Haack; S.E.  
Regional Sales Manager: William Ellinger  
Shamrock Electronic Sales, Dayton, OH 513-258-  
1227  
LSM Associates, Phelps, NY 315-548-4891  
W.A. Hendrickson Co., Inc., North Scituate, MA 617-  
545-0652  
Kingston Sales Corp., Indianapolis, IN 317-876-2545  
Avcom Inc., North Olmsted, OH 216-777-2060  
Richard S. Pass Associates Inc., Langhorne, PA 215-  
757-6100  
Pinz Sales Corp., Rockville Cent., NY 516-678-6887  
Cavendish & Winchester, Atlanta, GA 404-449-5104  
Cartwright & Bean Inc., Orlando, FL 407-422-4531  
Kodo Associates Inc., Minneapolis, MN 612-881-1255  
Rancilio Associates Inc., St. Louis, MO 314-631-3326  
Vector Corp., Seattle, WA 206-322-4343  
Dick Bellew Sales, Inc., Dallas, TX 214-644-7881  
Bidwell-Schwartz Assoc, Gardena, CA 213-770-0300  
Yocum Marketing Inc., Mesa, AZ 602-265-5056  
Awest Inc., Fountain Hills, AZ

## Delta Communications Co.

P.O. Box 99281  
Tacoma, WA 99499  
206-582-2201  
Pres. Owner: Sid. C. Flothe  
PRODUCTS: console, multi-channel, paging,  
talkback, telephone

## Door Alarm Devices Corp.

20 Lucon Drive  
Deer Park, NY 11729  
516-586-2400 800-323-2669 FAX: 516-242-0611  
President: B.B. Harman; Chief Engineer: Z. Nadeem  
PRODUCTS: paging

## Dukane Corporation

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: S. McWilliams Stone Jr.; Division  
General Manager: Steven Deppe; National Sales  
Manager: Warren Anderson; Service Manager: Cliff  
Carlson  
Wally Smutts, Toronto, Ontario, 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528

PRODUCTS: clock, console, microprocessor, multi-  
channel, paging, talkback, telephone

## DYNACORD

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: microprocessor, multi-channel, paging,  
talkback

## ENCOM PRODUCTS CO. INC

502 Lower Hopewell Road  
Oxford, PA 19363  
215-932-9600 FAX: 215-932-9999  
PRODUCTS: multi-channel, paging, telephone

## DELTA COM 2600 School & Institutional Intercom Systems



- Solid State/Modular Design
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- Two-Channel Telecom Option
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**DELTA COMMUNICATIONS, INC.**  
7852 78th Avenue SW  
Tacoma, WA 98498  
(206) 582-2201

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Circle 88 on Reader Response Card

**SOUND & COMMUNICATIONS BLUE BOOK AUGUST 90/91**

**Faraday Inc.**

805 S. Maumee Street  
 Tecumseh, MI 49286  
 517-423-2111 FAX: 517-423-2320  
 Vice Pres. Sales & Marketing: Ron Miller; Fire Alarm  
 Production Managr: Dave Hall; Clock Production  
 Manager: Bob Ewing; Intercom Production Manager:  
 Mike Marceau  
 Ted Turczyn, Carlsbad, CA 619-729-2560  
 PRODUCTS: clock

**Franklin Time Systems**

233 Railroad Drive  
 P.O. Box 2949  
 Warminster, PA 18974 800-321-2353 FAX: 215-  
 322-1022  
 Vice President- Time Systems: John W. Moyer; Vice  
 President- Engineering: Rick J. Fischer

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
 P.O. Box 26177  
 Dallas, TX 75238  
 214-651-7341 800-527-5705 FAX: 800-388-9106  
 President: Charles Griffiths; Vice President, Sales:  
 Jack Tucker; Chief Engineer: Eric Simonson

**Jeron Electronic Systems, Inc.**

1743 W. Rosehill Drive  
 Chicago, IL 60660  
 312-275-1900 800-621-1903 FAX: 312-275-0283  
 President: Jerome Chesnul; Vice President: Matthew  
 Chesnul; Secretary: Elizabeth Chesnul  
 Admiral Sales Co., Dallas, TX 214-357-9212  
 ASR Enterprises Ltd., Fallston, MD 301-893-0001  
 Bi State Marketers, Ridgefield, NJ 201-943-5888  
 Burcaw & Assoc., Warren, MI 313-573-4605  
 Central Marketing Group, Kansas City, MO 816-741-  
 7460  
 Greg Dzubyay & Assoc., Glendale, AZ 602-934-6614  
 Gustafson Sales, Red Wing, MN 612-388-4277  
 Gerald Home & Assoc., Stow, MA 508-897-1741  
 J.W. Lehner Co., Stow, OH 216-686-1965  
 Meyer & Ross, Burlingame, CA 415-348-6800  
 Meyer & Ross, Westminster, CA, 714-373-2235  
 New West Agency, La Mesa, CA 619-299-3269  
 Pat Norman Sales, Indianapolis, IN, 317-842-5611  
 Pancor Marketing Inc., Lynwood, WA, 206-771-6016  
 Henry Phillips Co, Roswell, GA, 404-992-3070  
 John S. Wilkins & Assoc., Hillsboro, OH, 513-393-  
 1137  
 PRODUCTS: console, paging

**LEE DAN COMMUNICATIONS**

155 Adams Avenue  
 Hauppauge, NY 11788-3699  
 516-231-1414 800-533-3261 FAX: 516-231-1498  
 President: Leon Goldberg; Vice President Operations:  
 Lawrence J. Goldberg; V.P Finance & Administration:

David H. Goldberg; Senior Technician: Sandy  
 Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
 Service Associate: Susan Leon  
 PRODUCTS: microprocessor, multi-channel, paging,  
 talkback, telephone, video

**MaxiVox, Inc.**

438 Papin  
 Ste-Foy, QC, G1P 3T9  
 418-657-2220 FAX: 418-657-7977  
 General Manager: Denis Paquet; Director of  
 Production: Gilles Corriveau; Director of R & D:  
 Christian Guay; Comptroller: Richard Plourde;  
 Director/ St. Leonard Branch: Norman Pelletier;  
 Market Manager/ Distribution: Alain Turcot  
 MaxiVox Inc., Montreal, Quebec, 514-321-3131  
 Audio Industrial Saguenay, Jonquiere, Qc, 418-547-  
 4716  
 Frchette Communication, Sherbrooke, Qc, 819-  
 562-1297  
 Capello Audio Electronics, Ottawa, Ontario, 613-  
 739-7939  
 Telesound Systems Ltd, Saskatoon, Sask, 306-933-  
 4990

**Paso Sound Products, Incorporated**

14 First Street  
 Pelham, NY 10803  
 914-738-4800 800-231-3034 FAX: 914-738-3954  
 Executive Vice President: Paul Mastrangelo; Product  
 Manager: Ken O'Brien; Credit Manager: Marilyn  
 Beckerson; Operations Manager: Anthony Squeglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-  
 885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Milk, Co, Indianapolis, IN 317-842-3400  
 MJA Marketing, St. Charles, MO 314-447-7111  
 Northland Associates, Moorhead, MN 218-233-4616  
 Dimension Pt. IX Marketing, Houston, TX 713-495-  
 6974  
 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ontario, 416-475-  
 0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Roberwt Milk Co., Inc., Southfield, MI 313-354-3310  
 Markettline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: multi-channel, paging

**Portland Instrument Corp**

1101A Air Way  
 Glendale, CA 91201  
 818-500-0137 FAX: 818-240-1828  
 Director of Engineering: Ron Fuller; General  
 Manager: Rick Strickland; Director of Manufacturing:  
 Dick Herbert; Sales Manager: Jack Sympson; Sales  
 Account Manager: Al Hernandez  
 JAMM Distributing Co., Flossmoor, IL 708-799-0550  
 Bob White Associates, Solon, OH 216-248-1317  
 Henry W. Phillips Co., Rosnell, GA 404-992-3070  
 R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
 George M. Conneen Co., Springfield, PA 215-544-  
 5884  
 PRODUCTS: clock, console, multi-channel, paging

**SONY CORP. OF AMERICA, AV PRODUCTS**

10833 Valley View Street  
 Cypress, CA 90630  
 714-229-4318 800-326-7669 FAX: 714-229-4298  
 Vertical Markets Manager: T. Park; AV Product  
 Manager: A. Nitta; AV Sales Manager: K. Carr; AV  
 Product Support Spvr.: A. Ruppe; Management  
 Associate: D. Williams; Product Support Coordinator:  
 P. Penell  
 PRODUCTS: microprocessor, multi-channel, paging,  
 talkback

**Stor-Com Incorporated**

5031 Linden Avenue  
 Dayton, OH 45432  
 513-252-8500 800-356-0368  
 President: Robert McDougall; Vice President  
 Engineering: Kurt Farmer  
 PRODUCTS: paging

**T-S-K Electronics, Inc.**

P.O. Box 190  
 Tonawanda, NY 14151-0190  
 716-693-3916 FAX: 716-692-6433  
 President: Kevin Kedziarski; Marketing Manager:  
 Alan Gembola  
 PRODUCTS: console, talkback, telephone

**TALK-A-PHONE CO.**

5013 N. Kedzie Ave.  
 Chicago, IL 60625  
 312-539-1100 FAX: 312-539-1241  
 Vice President: Samuel Shanes; Sales Manager:  
 Dan F. Kagan; President: Z. Liberman  
 PRODUCTS: multi-channel, paging, talkback

**TELECALL AMERICA**

14620 NE 95th Street  
 Redmond, WA 98052  
 206-881-2742 800-752-2860 FAX: 206-881-3085  
 President: Hiko Shinoda; Vice President: Nanci  
 Brooks  
 Palmieri Associates Inc., Ridgefield, NJ 201-943-5888  
 Henry W. Phillips Co., Inc., Roswell, GA 404-992-  
 3070  
 Meyer Marketing Inc., Deerfield Beach, FL 305-481-  
 9250  
 R.W. Kunz & Associates, Inc., Prairie Village, KS 913-  
 648-3535  
 Pacific Group, Pasadena, CA 818-577-0738  
 PRODUCTS: microprocessor, multi-channel, paging,  
 talkback, telephone, video

**Telecor Inc.**

1114 Westport Cr.  
 Mississauga Ont. Canada L5T 1G1  
 416-564-0801 FAX: 416-564-0806  
 President: Peter Jova; Sales Manager: Keith Moore;  
 Credit Manager: Eva Geczi; Customer Service:  
 Debbie Trednick; Technical Support: David Braun;  
 Technical Support: Michael Pallet



**TELEX COMMUNICATIONS, INC.**

9600 Aldrich Avenue South  
 Minneapolis, MN 55420  
 612-884-4051 FAX: 612-884-0043  
 President: Jeffrey Wetherell; Vice President  
 Marketing: James Arrington; Vice President Sales:  
 Dan Dantzer; Director Marketing: Don Meroen;  
 Director of Advertising: Ron Taylor  
 WesTech Marketing, Culver City, CA 213-870-9286  
 Bencsik Associates, Ocala, FL 904-732-9775  
 Burcaw Company & Associates, Warren, MI 313-573-  
 4605  
 SAGA, Oswego, NY 315-343-5739  
 Monfort Electronic Marketing, Indianapolis, IN 317-  
 872-8877  
 Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
 Northland Associates, Moorhead, MN 218-233-4616  
 Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
 J.Y. Schoonmaker Company, Dallas, TX 214-349-  
 1650  
 Sigmoid Corporation, Valley Forge, PA 215-783-6666  
 Weller Electronic Sales, Worthington, OH 614-885-  
 7819  
 Ziskind Associates, Rolling Meadows, IL 312-577-  
 1624  
 White Radio Ltd., Burlington, ON 416-632-6894  
 Silver Peak Marketing, Denver, CO 303-467-9042  
 PacNor Marketing, Lynnwood, WA 206-771-6016  
 PRODUCTS: microprocessor, multi-channel, talkback



**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
 P.O. Box 2047  
 South San Francisco, CA 94080  
 415-588-2538 800-733-4750 FAX: 415-588-3349  
 President: Yoshiro Ishida; Director, Audio Products  
 Div.: Richard Krochmal; Director, Comm. Systems  
 Div.: Al Burns; Manager, Engineered Sound Pr: Rick  
 Kamlet; Controller: Cal Weddle; Manager  
 Engineering Services: Bob Sweet  
 Chuck McGregor- Product Const, New York, NY 212-  
 629-6497  
 Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-  
 3584  
 Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-  
 552-7624  
 Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
 453-5775  
 Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
 206-788-7943  
 PRODUCTS: clock, console, microprocessor, multi-  
 channel, paging, talkback, telephone

if your market is **schools**  
*the communications system should be:*



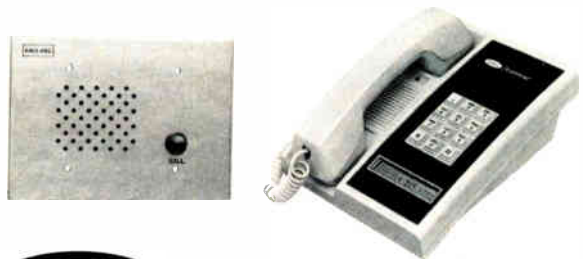
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if your market is **hospitals**  
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if your market is **correctional facilities**  
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In Canada: Rauland-Borg (Canada) Inc. • 6535 Millcreek Drive, Unit 5, Mississauga, Ont., Can. L5N 2M2

Circle 262 on Reader Response Card

Service Associate: Susan Leon  
 PRODUCTS: custom, loudspeaking, microprocessor, multi-channel, programmable, telephone, video/ audio, wireless

**Petcom**

461 Manitou Dr.  
 Kitchener, On N2C 1L5

**Richardson Electronics Ltd. SSD**

3030 River Road  
 River Grove, IL 60171  
 312-625-2288 800-722-2288 Fax# 708-452-3450  
 VP/GM: Sal Raia, Nat'l Sales Mngr: Tom Brown, Dir of Operations: Charlene Woodward  
 Richardson Electronics, Ltd., Brooklyn, NY 718-692-5350  
 Richardson Electronics, Ltd., Brampton, Canada  
 PRODUCTS: closed-circuit, custom, microprocessor, multi-channel, programable, telephone, video/audeo

**RING COMMUNICATIONS INC.**

57 Trade Zone Drive  
 Ronkonkoma, NY 11779  
 516-585-7464 FAX: 516-585-7410  
 President: Peter McLean; Vice President: Craig Krsanac; Vice President: Kjell Ken-Solem  
 Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
 EESCO Systems, Inc., Los Angeles, CA 213-666-9601  
 Klumpp Sales Company, Jacksonville, FL 904-287-

5205

The TK Group, Inc., Loveland, CO 303-669-1008  
 Awwest, Inc., Fountain Hills, AZ 602-946-1811  
 Gustafson Sales Company, Red Wing, MN 612-388-4277  
 Corrigan Agency, Covington, LA 504-893-7455  
 Pacnor Marketing, Lynnwood, WA 206-771-6016  
 Kaltec Communications, N. Vancouver, BC 604-987-1597

**RTS Systems, a Telex Comm. Company**

100 West Chestnut St.  
 Burbank, CA 91607  
 818-566-6700 FAX: 818-843-7953  
 President: Bob Smith; Vice President, Marketing: Doug Leighton; V.P. Engineering & Technology: Stan Hubler; Sales Manager: Shelley Harrison; Sales Administrator: Kim Murphy; Director of Engineering: Ed Fritz

**Siedle Communication Sys of America**

780 Parkway  
 Broomall, PA 19008  
 215-353-9595 800-874-3353 FAX: 215-353-9716  
 Vice President Marketing: Earl Zausmer  
 PRODUCTS: closed circuit

**STENTOFON COMMUNICATIONS, INC.**

6119 Connecticut Avenue  
 Kansas City, MO 64120  
 816-231-7200 FAX: 816-231-7203  
 President: Donald K. Grossberndt; Marketing Manager: David E. Gill; Northeast Regional Manager: Thomas J. Reilly; Southeast Regional Manager: Kerry L. Orr; Central Regional Manager: Frederick A. Hall; Western Regional Manager: Michael A. Wilcock  
 Stentofon Communications, Inc., Kansas City, MO 816-231-2501  
 Stentofon Communications, Inc., Elmsford, NY 914-592-1048  
 Stentofon Communications, Inc., Atlanta, GA 404-973-0736  
 Stentofon Communications, Inc., Glendora, CA 818-335-0543  
 PRODUCTS: custom, loudspeaking, microprocessor, multi-channel, programmable

**T-S-K Electronics, Inc.**

P.O. Box 190  
 Tonawanda, NY 14151-0190  
 716-693-3916 FAX: 716-692-6433  
 Pres: Kevin Kedziarski; Mkt'g Mngr: Alan Gembola  
 PRODUCTS: closed-circuit, custom, loudspeaking, telephone, VOX

**TALK-A-PHONE CO.**

5013 N. Kedzie Ave.  
 Chicago, IL 60625  
 312-539-1100 FAX: 312-539-1241  
 Vice President: Samuel Shanes; Sales Manager: Dan F. Kagan; President: Z. Liberman  
 PRODUCTS: loudspeaking, multi-channel, VOX

**TELECALL AMERICA**

14620 NE 95th Street  
 Redmond, WA 98052  
 206-881-2742 800-752-2860 FAX: 206-881-3085  
 Pres: Hiko Shinoda; VP: Nanci Brooks  
 Palmieri Associates Inc., Ridgefield, NJ 201-943-5888  
 Henry W. Phillips Co., Roswell, GA 404-992-3070  
 Meyer Marketing Inc., Deerfield Beach, FL 305-461-9250  
 RW Kunz & Assoc, Prairie Village, KS 913-648-3535  
 Pacific Group, Pasadena, CA 818-577-0738  
 PRODUCTS: custom, digital, loudspeaking, microprocessor, multi-channel, telephone, video/ audio

**TELEX COMMUNICATIONS, INC.**

9600 Aldrich Avenue South  
 Minneapolis, MN 55420  
 612-884-4051 FAX: 612-884-0043  
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 WesTech Marketing, Culver City, CA 213-870-9286  
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 Burcaw Company & Assoc, Warren, MI 313-573-4605  
 SAGA, Oswego, NY 315-343-5739  
 Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
 Murphy & Cotta, Inc., Atlanta, GA 404-875-2525  
 Northland Associates, Moorhead, MN 218-233-4616  
 Rancilio Associates, Inc., St. Louis, MO 314-845-0202  
 J.Y. Schoonmaker Co, Dallas, TX 214-349-1650  
 Sigmel Corporation, Valley Forge, PA 215-783-6666  
 Weller Electronic Sls, Worthington, OH 614-885-7819  
 Ziskind Assoc, Rolling Meadows, IL 312-577-1624  
 White Radio Ltd., Burlington, ON 416-632-8894  
 Silver Peak Marketing, Denver, CO 303-467-9042  
 PacNor Marketing, Lynnwood, WA 206-771-6016  
 PRODUCTS: closed-circuit, custom, IFB, loudspeaking, microprocessor, multi-channel, programmable, telephone, VOX

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
 P.O. Box 2047  
 South San Francisco, CA 94080  
 415-588-2538 800-733-4750 FAX: 415-588-3349  
 Pres: Yoshiro Ishida; Director, Audio Products Div: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager Engineering Services: Bob Sweet  
 Chuck McGregor- Product Conslt, New York, NY 212-629-6497  
 Jeff Pallin-Mgr, Mktg, Dvlpmnt, Valencia, CA 805-254-3584  
 Bob Hager-Eastern Regional Mgr, Roswell, GA 404-552-7624  
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Neary; Technical Support: Mike Conway; General  
Manager: Maryellen Collins  
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2900 Dukane Drive  
St. Charles, IL 60174  
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GM: Steven Deppe; National Sales Manager: Warren  
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Jack Brown, Dallas, TX 214-943-7528  
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Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: audio, DC battery supply, emergency  
intercom, tone

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Kodo Associates, Minneapolis, MN 612-881-1255  
Piper Associates, Needham, MA 617-449-1144  
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Mngr: Dave Hall; Clock Production Mngr: Bob  
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PRODUCTS: audio, DC battery supply, emergency  
intercom, handset, message announce, tone, visual

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Engineering: Ed Young; VP Software: John Johnson  
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Sigmat, Valley Forge, PA 215-783-6666  
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Torbett/Keiser Group, Loveland, CO 303-669-1008  
Plus Four Marketing, Walnut Creek, CA 415-937-0650  
North Shore Marketing, Seattle, WA 206-284-9699  
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PRODUCTS: audio

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PRODUCTS: message announce

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PRODUCTS: audio, message announce

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PRODUCTS: attenuators, baffles, enclosure,  
mounting devices, transformers

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Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: attenuators, baffles, grilles, mounting  
devices, mounting hardware, stands, transformers

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Glatzhofer; Plant Manager: Bill Ward  
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PRODUCTS: stands

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President: J.M. Fulkerson; Director/Sales: M.W.  
Frawley; Chief Engineer: John Henley  
PRODUCTS: baffles, enclosure hardware, enclosure,  
grilles, mounting devices, mounting hardware,  
protection, transformers

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Dick Bellew Sales, Dallas, TX 214-644-7881  
Lowell-Kangas & Assoc., St. Louis, MO 314-821-4050  
Leslie's, Elgin, IL 708-697-6677  
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3070  
Avcom, Inc., No. Olmsted, OH 216-777-2060  
Kingston Sales Corp., Indianapolis, IN 317-876-2545  
Design Factors, La Habra, CA 213-697-7576  
Meyer \$ Ross, Burlingame, CA 415-348-6800  
White Radio, Ltd., Burlington ON, 416-632-6894  
PRODUCTS: baffles, grilles, mounting devices,  
mounting hardware, stands, transformers

## FSR INC.

244 Bergen Boulevard  
West Paterson, NJ 07424  
201-785-4347 800-332-3771 FAX: 201-785-3318  
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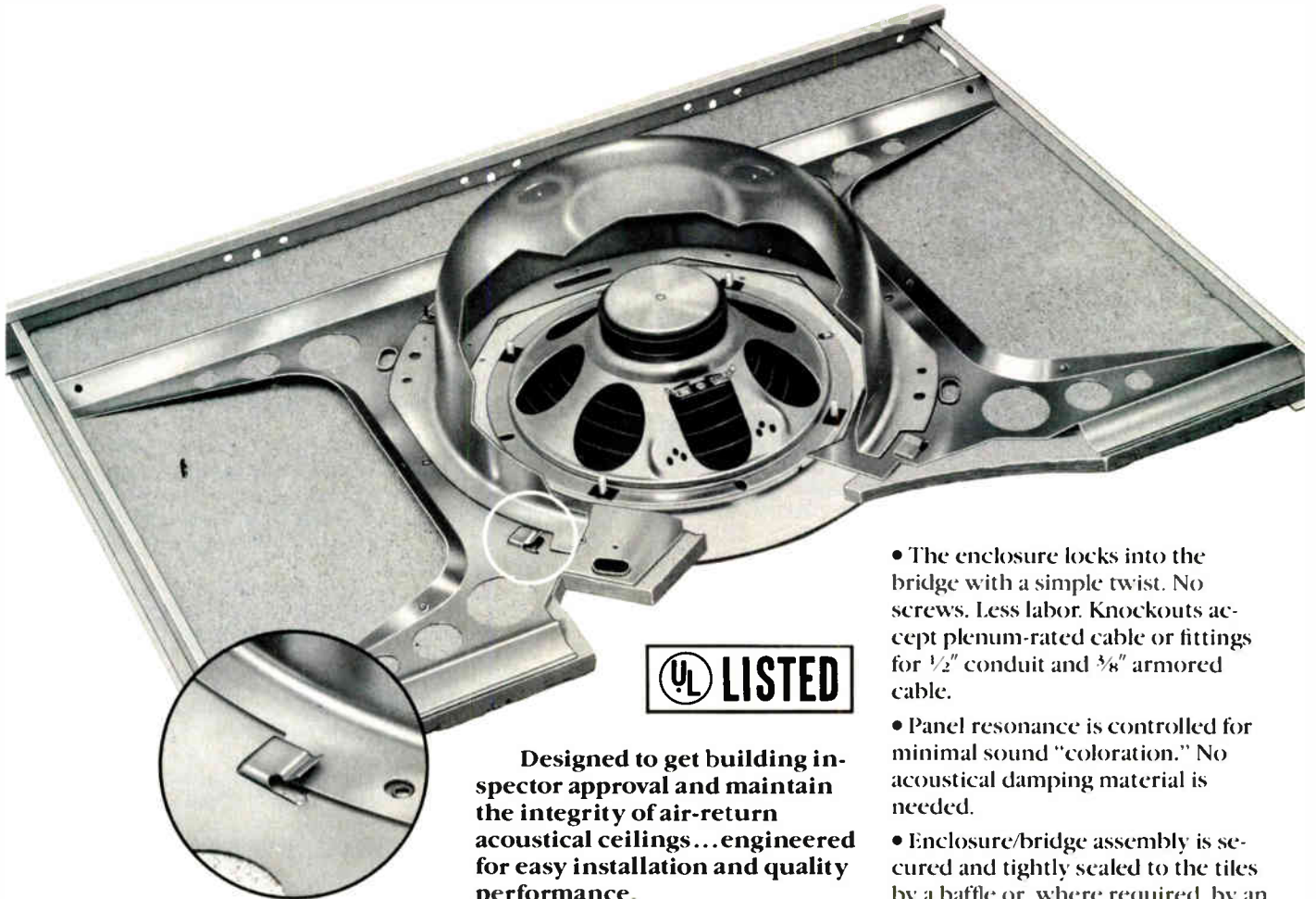
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Linda McCullough; Telemarketing: Mary Mulkins;  
Engineering Manager: Dennis Cash  
PRODUCTS: attenuators, baffles, enclosure, grilles,  
transformers

## HARRIS CORPORATION DRACON DIVISION

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 PRODUCTS: attenuators, baffles, connectors, enclosure hardware, mounting devices, mounting hardware

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 817-373-2247  
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 PRODUCTS: attenuators, baffles, enclosure, grilles, transformers

### Lowell Manufacturing Company

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 Leslie's, Elgin, IL 708-697-6677  
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 White Radio Limited, Burlington, ONT, 416-632-6894

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13608 94th Avenue East  
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 President/Sales Manager: Tom McCauley; Vice President/Production: Pete McCauley; Marketing: Susahn London; Sales: Bruce Anderson  
 Promusica Sales, Keene, NH 603-352-4831  
 Steve Taub, Silver Springs, MD 301-622-9100  
 PRODUCTS: crossovers, enclosure hardware, grilles, mounting devices, mounting hardware

### MG ELECTRONICS

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 Hauppauge, NY 11788  
 516-582-3400 FAX: 516-582-3229  
 President: Elliot Maltz; Sales Manager: Stan Grey; Assistant Sales Manager: Herb Woll; Customer Service: Sue Novak  
 PRODUCTS: attenuators, baffles, crossovers, grilles, transformers

### Mortronics

2567 38th Avenue  
 Oakland, CA 94601  
 415-533-3340 800-962-1962  
 Owner: Kenneth A. Floyd

### Music Supply Company, Inc.

809 N. Madison  
 Dallas, TX 75208  
 214-946-8450 800-527-1522 FAX: 214-946-9155  
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 PRODUCTS: mounting devices, mounting hardware

### Neutrik USA, Inc.

195-s3 Lehigh Ave  
 Lakewood, NJ 08701  
 201-901-9488 FAX: 201-901-9608  
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 PRODUCTS: connectors

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 North Hollywood, CA 91605  
 818-766-9000 FAX: 818-766-9669  
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 Sigmoid Corporation, Freehold, NJ 201-462-1221  
 New West Audio, Burbank, CA 818-955-9700  
 Tenecki and Associates, Houston, TX 713-528-2005  
 Bencsik Associates, Ocala, FL 904-732-9775  
 Sound Marketing, Palos Hills, IL 312-598-6888  
 PRODUCTS: mounting devices

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 PRODUCTS: attenuators, connectors, transformers

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 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Milsk, Co, Indianapolis, IN 317-842-3400  
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 Lienau Associates, Columbia, MD 301-621-4113  
 Robert Milsk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: baffles, connectors, enclosure hardware, grilles, mounting devices, mounting hardware, stands, transformers

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 P.O. Box 2898  
 Meridian, MS 39305  
 601-693-5376 FAX: 601-484-4278  
 Sales & Marketing Director: Lance Schmidt  
 PRODUCTS: transformers

### Penn Fabrication

2669 Guorn St.  
 Detroit, MI 48207  
 313-961-9111 FAX: 313-567-1352  
 President: Gary Taylor; Sales Representative: Barry Rumball  
 Penn Fabrication, Windsor, ON 519-256-5889  
 PRODUCTS: connectors, enclosure hardware, grille cloth, grilles, mounting devices, mounting hardware, stands

### Quam Nichols Co.

234 E. Marquette Rd.  
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PRODUCTS: attenuators, baffles, enclosure hardware, enclosure, grilles, mounting devices, transformers

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Controller: Judy Truett; Order Desk: Carmen Rivera  
PRODUCTS: crossovers

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Tandem Marketing, Chicago, IL 708-605-1960  
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Balaton Marketing, Washington DC, 202-471-1764  
PRODUCTS: attenuators, connectors, grille cloth, mounting devices, mounting hardware, transformers

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Crown Assoc., Charlottesville, VA, 804-293-6373  
Jones Sales Assoc., Milford, MA, 508-478-4650  
Lectro Reps Inc., Excelsior Springs, MO, 816-637-1158  
Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330  
PRODUCTS: attenuators, baffles, connectors, crossovers, enclosure, grille cloth, grille cloth-fire resistant, grilles, mounting devices, transformers

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President: Danny Alonso; Vice President: Mireya A. Muniz; National Sales Manager: Walter McNulty; Customer Service: John Tembras; Sales: Orlando Pineda; Sales: Jose Hurcades  
PRODUCTS: attenuators, connectors, crossovers, grille cloth, fire resistant, grilles, mounting hardware, stands

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Oklahoma City, OK 73156  
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President/Owner: John W. Quade  
PRODUCTS: enclosure

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P.O. Box 2047  
South San Francisco, CA 94080  
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 National Sales Manager: Greg McLagan; Design  
 Engineer: Ken Koceski  
 PRODUCTS: crossovers, transformers

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 Walter Spencer, Ramsey, NJ 201-934-8500  
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 PRODUCTS: drivers, environment protected, full  
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Houston, TX 77095  
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 General Manager: Robert Tupper  
 PRODUCTS: drivers, high-frequency drivers, high  
 power, horns, low-frequency drivers, mid-bass,  
 tweeters, woofers

**Design Direct Sound Inc.**

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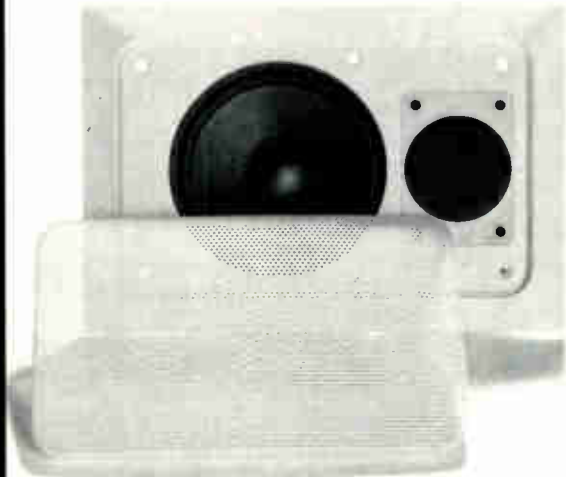
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Michael Goddard; Service/Purchasing Manager:  
Stanley Severinas  
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PRODUCTS: coax, horns

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President/Production: Pete McCauley; Marketing:  
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Promusica Sales, Keene, NH 603-352-4831  
Steve Taub, Silver Springs, MD 301-622-9100  
PRODUCTS: custom, drivers, full range, high-  
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 Sales Manager: Jerry Disch

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 Clearview Marketing, New York, NY 718-592-0710  
 Innovative Sales, Irvine, CA 714-975-1130  
 Pro-Tec, Salt Lake City, UT 801-943-8331  
 Future Sales, San Francisco, CA 415-459-6880  
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501 Center St.  
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 Vice President/Operations: Kent Pyle; Vice President/  
 Finance: Jim Ehrhart; Engineering Manager: Dennis  
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8009

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 Chief Engineer: Larry Salzwedel; Marketing Manager:  
 Randy S. Moore; Order Entry: Vivian Merrils  
 Cartwright & Bean, Inc, Norcross, GA 404-368-0160  
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 648-3535  
 J.Y. Schoonmaker Co., Inc., Dallas, TX 214-349-1650  
 Vector Manufacturers' Rep., Seattle, WA 206-368-  
 8400  
 PRODUCTS: coax, custom, environment protected,  
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 INC.**

4520 Eisenhower Circle  
 Anaheim, CA 92807  
 714-693-9277 FAX: 714-692-9278  
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**Ramsdell Audio**

P.O. Box 76186  
St. Petersburg, FL 33734  
813-823-8037

Owner: Richard Ramsdell; Co-owner: Pamela Ramsdell; Chief Scientist: Micheal Conklin  
PRODUCTS: high power, horns, low-frequency drivers, mid-bass, woofers

**Sammi Sound Technology Corp.  
U.S.A.**

470 Stanford Avenue  
Danville, KY 40422  
606-236-4050 FAX: 606-236-7476  
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Sammi Sound West, El Segundo, CA 213-322-0915  
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PCM Marketing, Northern CA, 415-935-0900  
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Audio Associates, MD, 301-570-1112  
Power Lines Marketing, IL, 708-864-1147  
PRODUCTS: coax

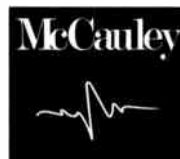
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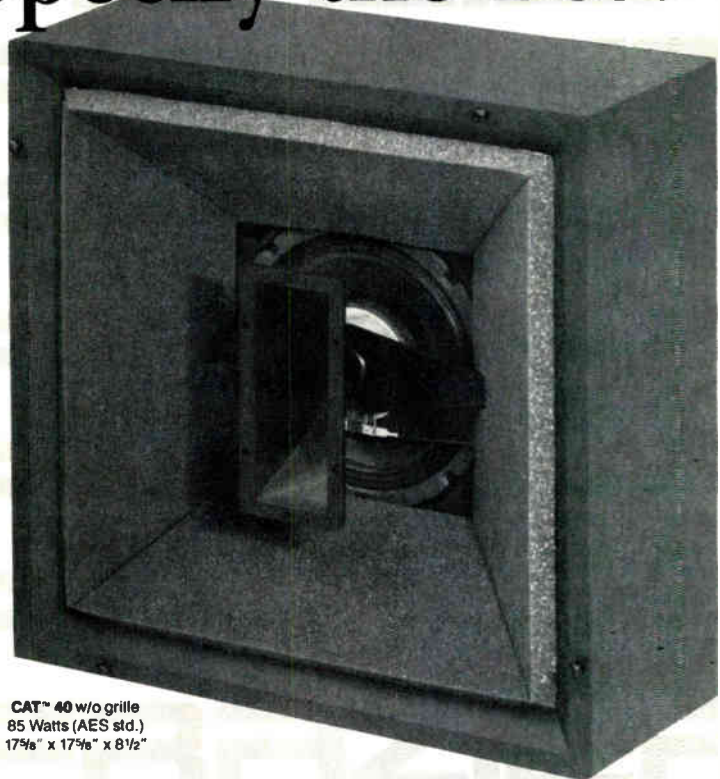
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Sales Representative: Tim Jarrold  
Headwater Industries, Windsor, Ont., 519-256-5665  
PRODUCTS: compact, custom, decorative, foreground, full-range, high power, multi-way/ high powered, music system speakers, omnidirectional, outdoor, portable, powered, processor-controlled, stage monitors, sub-woofers

**Hi Lo Fabrication & Manufacturing**

P.O. Box 509 / CR 1105  
Rio Vista, TX 76093  
817-373-2247  
President: Cecil Caro; Production Engineer: Cecil Caro; Vice President - Sales: Bridget Caro  
PRODUCTS: custom, decorative, environment protected, monitor panels, outdoor, portable, stage monitors

**International Components Corp.**

105 Maxess Road  
Melville, NY 11747  
516-293-1500 800-645-9154 FAX: 516-293-4983  
President: Mort Grossman; Executive Vice President: Irwin Friedman; Vice President: Fred Grossman; Eastern Regional Sales Mgr.: Ken Reed

**Intersonics, Inc.**

3453 Commercial Avenue  
Northbrook, IL 60062  
708-272-1772 FAX: 708-272-9324  
President: Dr. Charles A. Rey; General Manager: Thomas Danley; Marketing Manager: Laura Danley; Sales Manager: Thomas Melzer; Marketing Communications Mgr.: Tim Schneckloth; Production Manager: John Halliburton  
Equity Sound, Toronto, Ontario, 416-465-4888  
Innovative Sales and Marketing, Irvine, CA 714-975-1130  
Worldwide Electronics, Davie, FL 305-584-7024  
Ludwig Marketing, Lindenhurst, IL 708-265-0203  
Rep Tech, Terrell, TX 214-563-7663  
PRODUCTS: sub-woofers

**J.W. DAVIS AND COMPANY**

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales: Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: compact, components, custom, decorative, environment protected, foreground, full-range, high power, monitor panels, music system speakers, omnidirectional, outdoor, portable, stage monitors

**JBL Professional**

8500 Balboa Boulevard  
P.O. Box 2200  
Northridge, CA 91329  
818-893-8411 FAX: 818-893-3639  
President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; Market Manager: Steve Romeo; National Sales Manager: Nail Conley  
Jim Chase, San Clemente, CA 714-492-6290

Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 312-382-4925  
PRODUCTS: compact, components, decorative, environment protected, foreground, full-range, high power, monitor panels, multi-way/ high powered, music system speakers, near-field monitors, outdoor, portable, stage monitors, studio/reference monitors, sub-woofers

**Karibu Sound Industries Inc.**

3500 Parkdale Avenue  
Baltimore, MD 21211-1442  
301-383-2167 FAX: 301-383-7573  
President: Lawrence E. Kirchner; Vice President: T. Scott Dunbar  
Taub Sales Inc., Silver Spring, MD 301-622-9100  
Leslie's Div. of Iverco Inc., Elgin, IL 708-697-6677  
Kodo Associates Inc., Minneapolis, MN 612-881-1255  
LRT Marketing, Glenside, PA 215-576-7266  
Raleigh Perry and Associates, Buford, GA 404-945-3142  
PRODUCTS: custom, full-range, high power, portable, studio/reference monitors, sub-woofers

**KDM Electronics Inc.**

705 Progress Avenue  
Scarborough, Ontario, M1H 2X1  
416-439-7158 FAX: 416-439-7232  
President: Ron Bull;  
Sales Manager: Tom Bandini  
PRODUCTS: multi-way/ high powered

**Klipsch and Associates**

Route 4 Oakhaven  
P.O. Box 688  
Hope, AR 71801  
501-777-6751 FAX: 501-777-6753  
President: P. Woody Jackson; Vice President International: Jack Fountain; National Sales Manager: Kent Sheldon; Mk'g Specialist, Pro Prod.: Tom Gallagher  
PRODUCTS: compact, foreground, high power, multi-way/ high powered, music system speakers, portable, stage monitors, sub-woofers

**LAR Electronics Corporation**

718 Ninth Street  
Niagara Falls, NY 14301  
716-282-2442 FAX: 716-284-8013  
Owner: Larry Kutner

**MacPherson Speakers**

3351 Remy Dr.  
Lansing, MI 48906

**Martin America**

21000 Devonshire St. #205  
Chatsworth, CA 91311  
818-718-1031 FAX: 818-718-2888  
National Sales Manager: Linda Frank

**McCauley Sound, Inc.**

13608 94th Avenue East  
Puyallup, WA 98373  
206-848-0363 FAX: 206-841-3050  
President/Sales Manager: Tom McCauley; Vice President/Production: Pete McCauley; Marketing: Susahn London; Sales: Bruce Anderson  
Promusica Sales, Keene, NH 603-352-4831

# AE-4

S P E A K E R   S Y S T E M



## Outstanding Technical Achievement

- SOUND REINFORCEMENT PRODUCT OF THE YEAR
- TRANSDUCER TECHNOLOGY

## Applications

LIVE SOUND REINFORCEMENT

AUDITORIUMS

HOTEL AV & MULTI-IMAGE PRESENTATIONS

CLUBS/DISCOS

CHURCHES

MEETING ROOMS

## Specifications

**FREQUENCY RESPONSE:**  
55Hz to 16.5kHz ( $\pm$  4dB,  
1 METER ON AXIS)

**POWER HANDLING:**  
300 WATTS CONTINUOUS,  
1200 WATTS PEAK

**MAXIMUM SOUND PRESSURE:**  
121dB CONTINUOUS, 126dB PEAK

**DISPERSION:**  
90° HORIZONTAL, 45° VERTICAL

**DIMENSIONS:**  
23" HIGH, 14" WIDE, 14" DEEP



Apogee is proud to be recognized by the audio professionals who nominated our AE-4 speaker system in not one, but two categories of the 1990 TEC Awards. We thank the nominating committee for this honor, and we also thank the consultants, contractors and sound companies who specified and installed AE-4 systems throughout the world.

The AE-4 loudspeaker is a two-way, electronically coupled system providing high acoustic output, smooth response and very low distortion. Designed for use with the new generation Advanced Technology P-4 Processor, the AE-4 system is a versatile performer fulfilling a wide range of music and speech reinforcement applications.

Long acknowledged as the leader in sonically transparent systems technology, Apogee's new "P" series processor brings to the AE-4 system an integral subwoofer output and an advanced "User-Preset" mode with electronic 'lock-out'. The subwoofer output allows ready use of the optional SB subwoofer, for an economical means of extending the bass response while increasing overall power output capability.

The AE-4 electronically coupled system is one of the many fine products "Engineered to Perfection" by Apogee Sound.

**APOGEE**

SOUND INC.

Circle 234 on Reader Response Card

1150 Industrial Drive, Petaluma, California 94952 707/778-8887 FAX 707/778-6923

Steve Taub, Silver Springs, MD 301-622-9100  
 PRODUCTS: compact, components, custom, full-range, high power, multi-way/ high powered, music system speakers, near-field monitors, outdoor, portable, stage monitors, sub-woofers

**Meyer Sound Laboratories Inc.**

2832 San Pablo Ave.  
 Berkeley, CA 94702  
 415-486-1166 FAX: 415-486-8356  
 Director of Int'l Sales: George Douglas; Marketing Manager: Ralph Jones; Director of Technical Mkt'g: Mark Johnson; Customer Service Manager: Scott Gledhill; National Sales Manager: Cindy Ramos  
 PRODUCTS: full-range, high power, near-field monitors, stage monitors, studio/reference monitors, sub-woofers

**MG ELECTRONICS**

32 Ranick Road  
 Hauppauge, NY 11788  
 516-582-3400 FAX: 516-582-3229  
 President: Elliot Maltz; Sales Manager: Stan Grey; Assistant Sales Manager: Herb Woll; Customer Service: Sue Novak  
 PRODUCTS: compact, components, environment protected, foreground, full-range, music system speakers, outdoor

**MISCO/Minneapolis Speaker Co., Inc.**

3806 Grand Avenue South  
 Minneapolis, MN 55409  
 612-825-1010 FAX: 612-825-7010  
 President: Dan Digre; Sales Manager: Don Ringham  
 Audio Marketing Assoc., Brecksville, OH 216-526-2426  
 Austin Associates, Willingsboro, NJ 609-871-9290  
 Bellew Sales, Dallas, TX 214-644-7881  
 Miller Associates, Stamford, CT 203-329-9174  
 Pacnor Marketing, Lynnwood, WA 206-771-6016  
 PRODUCTS: components, custom, environment protected, full-range, outdoor, underwater

**Modular Sound Systems**

P.O. Box 488  
 Barrington, IL 60010  
 708-382-4550 FAX: 708-382-4551  
 President: James P. Wischmeyer; Director of Engineering: Henry W. Heine

**Motorola/Ceramic Products**

4800 Alameda Blvd.  
 Albuquerque, NM 87113

**MTX**

555 W. Lamm Road  
 Freeport, IL 61032  
 815-232-2000 FAX: 815-233-2124  
 President/ CEO: Loyd Ivey; Executive V.P./ General Mgr.: Rod Boyer; National Sales Manager: Rob Landsberg; Assistant Sales: Marco Bregenzer  
 PRODUCTS: compact, components, custom, foreground, full-range, high power, multi-way/ high powered, music system speakers, outdoor, portable, sub-woofers

**Music Dealer Service**

4700 W. Fullerton  
 Chicago, IL 60639

**NEW ENGLAND AUDIO RESOURCE, INC.**

679 Lisbon Road  
 Lisbon Falls, ME 04252  
 207-353-7307 800-552-5517 FAX: 207-353-7309  
 President: W.J. Kietlyka; Vice President Manufacturing: R.J. Adams; V.P. Research & Development: L. Athanas  
 PRODUCTS: compact, components, custom, decorative, environment protected, foreground, high power, monitor panels, multi-way/ high powered, music system speakers, near-field monitors, outdoor, stage monitors, studio/reference monitors

**OAP Audio Products**

310 Peachtree Industrial Blvd.  
 Buford, GA 30518  
 404-945-1028 FAX: 404-945-1843  
 President: Michael O'Rourke  
 Elrep Sales, Tucker, GA 404-938-7108  
 ASR, Benson, MD 301-893-0001  
 North Coast Marketing, Erie, PA 814-456-6435  
 Shalco, Ferndale, MI 313-547-4771  
 Dick Bellew Sales, Inc., Dallas, TX 214-644-7881  
 Sherwood & Associates, Windsor, NY 607-655-3413  
 Midwest Audio Marketing, Stger, IL 708-755-9376  
 World Wide Electronics, Ft. Lauderdale, FL 305-584-7024  
 Nova Marketing, San Bruno, CA 415-952-0943  
 M.I.P.A. Sales, Lyons, CO 303-823-5101  
 R.S. Enterprises, Seattle, WA 206-935-4845  
 GMS, Apple Valley, MN 612-432-5321  
 Tim Edwards Marketing, Westminster, CA 714-373-2235  
 J.C. Electronics, Honolulu, HI 808-943-8514  
 PRODUCTS: full-range, high power, music system speakers, portable, sub-woofers

**Olson Acoustics**

920 Grayson St.  
 Berkeley, CA 94710



**Outline**

Via Leonardo Da Vinci 56  
 Flero BS, Italy 25020  
 0039-30-2680712 Fax# 0039-30-3580431  
 President: Guido Noselli; VP/Sales: Giorgio Biffi; Marketing Manager: Marcello Croce; Chief Engineer: Puzzi Giancarlo; Sales Manager: Anna Guarienti  
 Coemar Duetshland ULM Germany 7900-0069-731-

601205

Audiolights Services, Clermont Ferrand, France, 63000-003373-902078  
 Metronom, Istanbul, Turkey, 81030-0090-1-3452457  
 Precide S.A., Morbio Inferiore Ticino, CH, 0061/91-631734-5  
 Tim Profesionalna, Razsvetjiva, Koper, Yugoslavia, 6000-0038-66-248834  
 PRODUCTS: compact, full-range, high power, multi-way high powered, stage monitors, studio/reference monitors

**OWI INC.**

1160 Mahalo Place  
 Compton, CA 90220  
 213-638-7432 800-638-1694 FAX: 213-638-8347  
 President: Ned Morioka; Vice President: Hiro Okayama; Director of Marketing: Kristin Jo Morioka; Credit Manager: June Morioka  
 PRODUCTS: compact, custom, decorative, foreground, music system speakers, omnidirectional, outdoor, portable, sub-woofers



**Panasonic**

Communications & Systems Company

**PANASONIC/ RAMSA**

6550 Katella Avenue  
 Cypress, CA 90630  
 714-373-7278 FAX: 714-373-7242  
 Nat. Sales & Marketing Mgr.: Steve Woolley; Marketing Manager: Chris Foreman; Western Regional Sales Mgr.: James Murray; Midwest Regional Sales Mgr.: Greg Braithwaite; Eastern Regional Sales Mgr.: Carla Campbell; Telemarketing Sales Mgr.: Lynn Thompson  
 James Murray, Cypress, CA 714-373-7389  
 Greg Braithwaite, Arlington, IL 708-364-7900  
 Carla Campbell, Norristown, PA 215-630-1651  
 PRODUCTS: compact, full-range, near-field monitors, stage monitors, sub-woofers

**Paso Sound Products, Inc.**

14 First Street  
 Pelham, NY 10803  
 914-738-4800 800-231-3034 FAX: 914-738-3954  
 Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squeglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Misk, Co, Indianapolis, IN 317-842-3400  
 MJA Marketing, St. Charles, MO 314-447-7111  
 Northland Associates, Moorhead, MN 218-233-4616  
 Dimension Pt. IX Marketing, Houston, TX 713-495-

6974  
 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ontario, 416-475-0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Robert Milsk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: compact, components, decorative, environment protected, foreground, full-range, high power, music system speakers, portable

**Peavey Architectural Acoustics**

711 A Street  
 P.O. Box 2898  
 Meridian, MS 39305  
 601-693-5376 FAX: 601-484-4278  
 Sales & Marketing Director: Lance Schmidt  
 PRODUCTS: compact, environment protected, foreground, full-range, multi-way/ high powered, music system speakers, outdoor, processor-controlled, sub-woofers

**Portland Instrument Corp**

1101A Alr Way  
 Glendale, CA 91201  
 818-500-0137 FAX: 818-240-1828  
 Director of Engineering: Ron Fuller; General Manager: Rick Strickland; Director of Manufacturing: Dick Herbert; Sales Manager: Jack Sympson; Sales Account Manager: Al Hernandez  
 JAMM Distributing Co., Flossmoor, IL 708-799-0550

Bob White Associates, Solon, OH 216-248-1317  
 Henry W. Phillips Co., Rosnell, GA 404-992-3070  
 R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
 George M. Conneen Co., Springfield, PA 215-544-5884  
 PRODUCTS: full-range, multi-way/ high powered, outdoor, sub-woofers

**PROFESSIONAL AUDIO SYSTEMS**

1224 West 252nd Street  
 Harbor City, CA 90710  
 213-534-3570 FAX: 213-530-2384  
 President: Larry Doran; Financial Controller: Marilyn Doran; Director of Sales: Ray Bond; Head of Engineering: Allan Sohl  
 Applied Audio, Asheville, NC 704-252-9313  
 Clearview Marketing, New York, NY 718-592-0710  
 Innovative Sales, Irvine, CA 714-975-1130  
 Pro-Tec, Salt Lake City, UT 801-943-8331  
 Future Sales, San Francisco, CA 415-459-6880  
 PRODUCTS: compact, components, environment protected, full-range, high power, multi-way/ high powered, music system speakers, near-field monitors, portable, processor-controlled, stage monitors, studio/ reference monitors, sub-woofers

**Projected Sound**

PO Box 112  
 469 Avon Ave.  
 Plainfield, IN 46168

**Quam Nichols Co.**

234 E. Marquette Rd.  
 Chicago, IL 60637  
 312-488-5800 800-633-3669 FAX: 312-488-6944  
 President: William G. Little; Vice President Operations: Don Boyer; Sales Manager: Greg Johns; Chief Engineer: Larry Salzwedel; Marketing Manager: Randy S. Moore; Order Entry: Vivian Merris  
 Cartwright & Bean, Inc, Norcross, GA 404-368-0160  
 Hudson Marketing, Inc., Roslyn Heights, NY 516-625-0002  
 R.W. Kunz & Associates, Inc., Prairie Village, KS 913-648-3535  
 J.Y. Schoonmaker Co., Inc., Dallas, TX 214-349-1650  
 Vector Manufacturers' Rep., Seattle, WA 206-368-8400  
 PRODUCTS: components, custom, decorative, foreground, full-range, music system speakers, outdoor

**Quest Marketing**

P.O. Box 20  
 Auburndale, MA 02166  
 617-964-9466 FAX: 617-969-7758  
 Director of Marketing: Scott Berdell  
 PRODUCTS: full-range, high power, multi-way/ high powered, near-field monitors, powered, studio/ reference monitors



**"...SOUNDSPHERE LOUDSPEAKERS ARE THE REASON FOR THE CLARITY OF SOUND?"**

*Don Hartley/President - Dynamic Sound - Exeter, NH*

Comments Mr. Hartley on the Sun Foods store, "The Lowell store has approximately 76,000 square feet and is the largest supermarket in New England. It contains 24 checkout counters....

...This store is owned by Hannaford Brothers and they basically have three or four names that they use for different stores. In 1984, they built a store similar to this, with a 22-foot ceiling and at that time we were just completing a new installation at their warehouse, which comprised of twelve 250-watt amplifiers and approximately 80 Soundspheres. Since the ceiling in their new store was going to be 22-feet high, we strongly recommended Soundsphere #110's and guaranteed equal sound in each and every part of the store. This installation was completed; and last year when another store was planned in Lowell, they called us for an installation similar to Keene....

...The size of the store and the use of Soundspheres have caused many supermarket competitors throughout the United States to evaluate this store, and we have received numerous phone calls about the sound system since it works so efficiently and about its clarity where you have all concrete walls, concrete floors and open girders in the ceiling. We have given all of them the same answer that it is very obvious the Soundspheres are the reason for the clarity of sound."

**We strongly recommended Soundsphere #110's.**

*Write or call direct for further information.*

**SOUNDSPHERE** A PRODUCT OF **SONIC SYSTEMS, INC.**

737 Canal Street • Bldg 23B • Stamford, CT 06902 • USA • Tel (203) 356-1136

Circle 278 on Reader Response Card

**RADIAN AUDIO ENGINEERING, INC.**

4520 Eisenhower Circle  
 Anaheim, CA 92807  
 714-693-9277 FAX: 714-692-9278  
 President: David Langford; Director of Marketing: Richard Guy; National Sales Manager: Buddy Frisbee; Engineering Manager: Robert Ash; Controller: Judy Truett; Order Desk: Carmen Rivera  
**PRODUCTS:** compact, components, custom, environment protected, foreground, full-range, high power, monitor panels, music system speakers, near-field monitors, stage monitors, studio/reference monitors, sub-woofers

**Rainbow Sound and Lighting**

2322 So 64th Avenue  
 Omaha, NE 68106  
 402-554-0123  
 President: Nils Anders Erickson; Manager: J.E. Van Home

**Renkus-Heinz, Inc.**

17191 Armstrong  
 Irvine, CA 92714  
 714-250-0166 FAX: 714-250-1035  
 President: Harro K. Heinz; National Sales & Mktg. Mgr.: Carl C. Durwaldt; Chief Engineer: William Gelow; Product Manager: Mark Duncan

**Rockustics, Inc.**

15400 E. Batavia Dr.  
 Aurora, CO 80011  
 303-363-6161 FAX: 303-363-0011  
 President: Anthony F. Mule; Vice President: Bruce Marcel; Sec. Treas.: Tom Maxey  
 Sigmet Sales, Freehold, NJ 201-462-1221  
 Bencsik Ass., Ocala, FL 904-732-9775  
 Rep Tek, Terrell, TX 214-563-7663  
 Design Factors, Hacienda Hgts., CA 213-697-7576  
 Pro-Audio, Barrington, IL 708-526-1660  
**PRODUCTS:** decorative, environment protected, multi-way/ high powered, sub-woofers

**ROR**

55 Sloane Ave.  
 Staten Island, NY 10306

**Sonance**

961 Calle Negocio  
 San Clemente, CA 92672  
 714-492-7777 800-582-7777 FAX: 714-361-5151  
 Pres: Scott Struthers; VP: Geoff Spencer; Sales Mgr: National: Dave Donald; Int'l Sales Mgr: Mark Cichowski; Public Relations Director: Mitch Simon  
 Morris Tait & Assoc., Los Angeles, CA 213-877-4424  
 Bach Sales, New York, NY 212-727-0404  
 Tandem Marketing, Chicago, IL 708-605-1960  
 Dobbs Stanford, Dallas, TX 214-358-0800  
 Balaton Marketing, Washington DC, 202-471-1764  
**PRODUCTS:** compact, environment protected, outdoor, powered, sub-woofers



**Sonic Systems Inc.**

737 Canal Street  
 Stamford, CT 06902  
 203-356-1136 FAX: 203-324-0893  
 President: Peter Hamilton; Vice President Marketing: John J. Karamon

**Sound Development Industries**

428 Ft. Denaud Rd.  
 P.O. Box 1935  
 LaBelle, FL 33935  
 813-675-0100 FAX: 813-675-1418  
 Owner: Uolevi L. Lahti; Marketing: Anita P. Zuefle; Engineering: David L. Friday; Production: Anna Mitchell; Security: K. Lahti  
 AKU Lahti Industries, Whitmore Lake, MI 313-426-4292  
 JTL Industries, Pleasanton, CA 415-462-4230  
**PRODUCTS:** music system speakers, omnidirectional

**Soundhour Electronics**

N. 3808 Sullivan Road  
 Spokane, WA 99216  
 509-924-6631 800-533-3360 FAX: 509-928-2832  
 President/CEO: Blake Smith; V.P. Engineering: Art Wegner; Sales Director: Bill Flanigan; Sales Engineer: Stephen Croteau  
 Caruso Marketing, Streamwood, IL 708-213-1971

**Soundtech Systems**

230 Lexington Drive  
 Buffalo Grove, IL 60089  
 708-541-3520 800-877-6863 FAX: 708-541-3616  
 President: Rudy Schlacher; General Sales Manager: D.J. Beirut; Export Sales Manager: Bill Robinson; Field Sales Manager: Todd Peden; Sales Representative (Inside): Brian Courtney  
**PRODUCTS:** compact, foreground, full-range, high power, multi-way/ high powered, portable, powered, stage monitors, sub-woofers

**SpeakerCraft**

3615 Presley Ave.  
 Riverside, CA 92507

**SPECO**

1172 Route 109  
 Lindenhurst, NY 11757  
 P.O. Box 624  
 516-957-8700 800-645-5516 Fax# 516-957-9142  
 President: Louis W. Keller; VP: James J. Ganci; VP Sales: Mel Hulkower; Sales Manager: Eric Forman; Sales Associate: Angela Carolan; Sales/Expediting: Bernice Zachman  
 L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
 Crown Assoc., Charlottesville, VA, 804-293-6373  
 Jonel Sales Assoc., Milford, MA, 508-478-4650  
 Lectro Repts Inc., Excelsior Springs, MO, 816-637-1158  
 Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330

**THE HIGH QUALITY,  
 ALL-TERRAIN,  
 WEATHER-RESISTANT,  
 OUTDOOR SPEAKER  
 SYSTEM.**

**SoundScape®**

P.O. Box 1563  
 Windermere, Florida, 34786

407-876-6884

Circle 58 on Reader Response Card

PRODUCTS: compact, decorative, foreground, music system speakers, powered,

**Studer Revox America, Incorporated**

1425 Elm Hill Pike  
Nashville, TN 37210  
615-254-5651 FAX: 615-256-7619  
President: Tore B. Nordahl; Executive Vice President: Bill Muggler; Dir., Pro. Dealer Products: David Bowman; Director of Tech. Operations: Jim Kurowski; Dir. of Tech. and Mktg. Svcs: Doug Beard  
PRODUCTS: studio/reference monitors

Mgr., Kansas City, MO 816-453-5775, Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943

PRODUCTS: compact, components, environment protected, foreground, full-range, high power, monitor panels. multi-way/high powered, music system speakers, near-field monitors, outdoor, portable, powered, processor-controlled, stage monitors, studio/reference monitors, sub-woofers

**Turbosound**

200 Sea Lane  
Farmingdale, NY 11735  
516-249-3660 FAX: 516-420-1863  
President: Jack Kelly; Sales Manager: Dave Talbot

**UREI**

8500 Balboa Boulevard  
P.O. Box 2200  
Northridge, CA 91329  
818-893-8411 FAX: 818-893-3639  
President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; Market Manager: Steve Romeo; National Sales Manager: Neil Conley  
Jim Chase, San Clemente, CA 714-492-6290  
Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 312-382-4925  
PRODUCTS: studio/reference monitors



**Tannoy - TGI North America Inc.**

300 Gage Ave #1  
Kitchener, ON N2M 2C8  
519-745-1158 FAX: 519-745-2364  
Marketing and Sales Dir.: Bill Calma; Customer Service: Rob Hofkamp; Technical Support: Mark Kinzie; Parts & Service: Ivan Frivarski; Credit Manager: Kathy Kent  
ProTech Marketing, CA 714-723-0498  
PCM Marketing, CA 415-935-0900  
Hot House Marketing, NY 914-691-6077  
Audio Associates, MD 301-570-1112  
Power Lines Marketing, IL 708-864-1147  
PRODUCTS: compact, custom, decorative, environment protected, full-range, music system speakers, near-field monitors, stage monitors, studio/reference monitors, sub-woofers

**TARGET TECHNOLOGY, INC.**

P.O. Box 609  
Penn Valley, CA 95946  
916-639-2102 FAX: 916-639-2212  
President: Peter F. Hughes  
PRODUCTS: compact, full-range, monitor panels, studio/reference monitors



**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products Div.: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager Engineering Services: Bob Sweet  
Chuck McGregor- Product Conslt, New York, NY 212-629-6497, Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584, Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624, Linda Wick-Central Reg.

# HIGHWIRE ACT

**Ready To Fly Out Of The Carton**


- 1.5" thick top and bottom for structural integrity
- 6 fly points for horn up and down rigging
- Multi-stranded cables link top and bottom fly points to carry flying loads.

**Three Way Flying Trapezoid For Easy Rigging**

- Heavy cast frame 15" woofer
- Broad band 10" mid-range
- Pattern controlled horn with titanium HF driver
- Time coherent

**Additional Design Features**

- Extensively braced void-free birch plywood.
- 16 gauge carbon steel perforated grills
- Choice of colors: grey, black, or unfinished.



**T-153**

**OAP Audio, Inc.**  
310 Peachtree Industrial Boulevard  
Buford, Ga. 30318  
Phone: 404/945-1028  
FAX: 404/945-1843

Circle 272 on Reader Response Card



**Westlake Audio**

2696 Lavery Court, # 18  
Newbury Park, CA 91320  
805-499-3686 FAX: 805-498-2571  
President: Glenn R. Phoenix; Manufacturing & Prod  
Manager: Matt Daigler  
Westlake Pro. Audio Sls Group, Los Angeles, CA 213-  
851-9800  
PRODUCTS: studio/reference monitors

**Wohler Technologies, Inc.**

1349 Kansas Street  
San Francisco, CA 94107  
415-285-5462 FAX: 415-821-6414  
PRODUCTS: compact, full-range, monitor panels,  
near-field monitors, powered

**Workman Electronic Products**

PO Box 3828  
75 Packinghouse Rd.  
Sarasota, FL 33578

**YAMAHA PROFESSIONAL  
AUDIO DIVISION**

6600 Orangethorpe Avenue  
Buena Park, CA 90620  
714-522-9011 FAX: 714-739-2680  
National Sales Manager: Bob Shomaker; Eastern  
Sales Manager: Paul Gazarian; Western Sales  
Manager: Craig Bullington  
PRODUCTS: full-range, high power, multi-way/ high  
powered, music system speakers, near-field monitors,  
powered, processor-controlled, stage monitors, studio/  
reference monitors, sub-woofers

**Yorkville Sound, Incorporated**

4600 Witmer Industrial Estate  
Niagara Falls, NY 14305  
716-297-2920 FAX: 716-297-3689  
President: Jack Long; General Manager: Bud Mayer;  
Sales Manager: Doug Davies

John Chelchowski, Toledo, OH 419-726-1404  
Howard Smith, Greenwood, SC 803-229-5168  
Colantonio & Son, Philadelphia, PA 215-584-1350  
Choice Musical Products, Stoughton, MA 617-344-  
1660  
Close Marketing, Denver, CO 303-781-6667  
Rich Covas, Naperville, IL 708-420-7936  
Gary Kenny, Surrey, BC 604-597-3679  
PRODUCTS: compact, components, custom,  
decorative, foreground, full-range, high power, multi-  
way/ high powered, music system speakers, outdoor,  
portable, powered, processor-controlled, stage  
monitors, sub-woofers

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President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-  
843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-  
2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, Ma, 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: custom, decorative, flush mount, full  
range, music system speakers, outdoor

**ALTEC LANSING  
CORPORATION**

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
President: Dave Merrey; Vice President: Chuck  
Lange; National Sales Manager: Jerry Spriggs;  
Manager Export Marketing: John Sexton; Marketing  
Manager: Tim Smith; Technical Services Manager:  
Gary Jones  
PRODUCTS: components, full range, high power

**ATLAS/SOUNDOLIER**

1859 Intertech Drive  
Fenton, MO 63026  
314-349-3110 Fax# 314-349-1251  
VP/GM Oper.: Pete Marsac, VP/Mkt'g Consultant:  
Herbert M. Jaffe, Dir of Sales: Charles Gushwa, Nat'l  
Sls Mngr: Bud Waters, Sls Admin Mngr: Dale  
McIntyre, OEM Sls Mngr: Lorrie Damato  
Products: components, custom, decorative,  
environment protected, flush mount, foreground, full  
range, high power, music system speakers,  
omnidirectional, outdoor

**B.E.S.T.**

3202 S. Shannon Street  
Santa Ana, CA 92704-6353  
714-556-2378 800-592-4644 FAX: 714-556-5425  
President: Jose Bertagni; Executive Vice President:  
Jose Perewozki; Marketing Coordinator: Nina  
Babiarz; Regional Sales Manager: Bob Allen;  
Regional Sales Manager: Rome Bailey; Regional  
Sales Manager: Bruce Bohl  
PRODUCTS: environment protected, flush mount,  
foreground, full range, music system speakers, omni-  
directional, outdoor

**Bogen Communications**

50 Spring Street  
P.O. Box 575  
Ramsey, NJ 07446  
201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts  
Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500  
Fred Yosnick, Woodland, CA 916-668-6311  
PRODUCTS: components, environment protected,  
flush mount, foreground, full range, music system  
speakers, omni-directional, outdoor

**Clarity**

1111 Industrial Avenue, S.E.  
Roanoke, VA 24013  
703-982-7003 800-962-6009 FAX: 703-982-7032  
President: John W. Mason; Sales Coordinator: Linda  
T. Bishop; Product Manager: John D. Spencer  
PRODUCTS: flush mount

**Dukane Corporation**

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: J. McWilliams Stone Jr.; Division  
General Manager: Steven Deppe; National Sales  
Manager: Warren Anderson; Service Manager: Cliff  
Carlson  
Wally Smutts, Toronto, ON, Canada, 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhning, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: components, environment protected,  
flush mount, full range, high power, music system  
speakers, outdoor

**Dynaco**

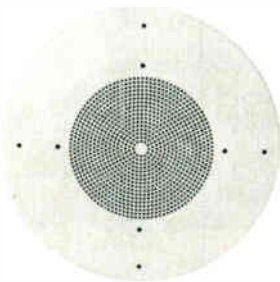
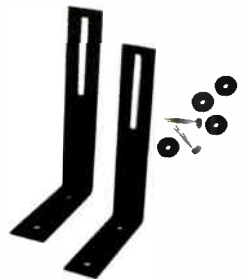
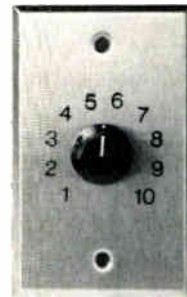
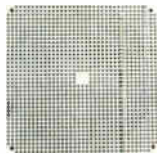
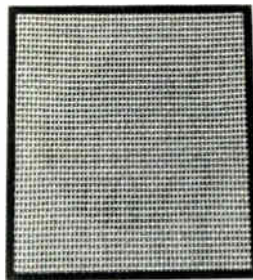
125 Cabot Ct.  
Hauppauge, NY 11788  
516-434-1200 FAX: 516-434-1457  
President: Charles Sassoon; Vice President: Bob  
Rapoport  
TMC Sales, New York, NY 201-944-8340  
Jack Carter Assoc., No. Hollywood, CA 818-980-3450  
Cowan Assoc., Boston, MA 617-784-4739  
Innovations, Ltd., Chicago, IL

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405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:



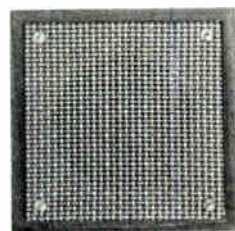
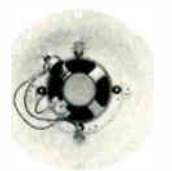
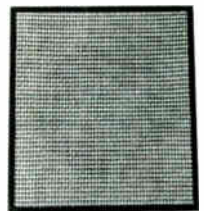
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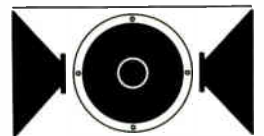
So, the way we figure it, you've got two choices. You can either recommend another brand and hope they don't give you an earful later. Or you can carry the Gemco line. And the only ringing in your ears will be from making the sale.

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 612-675-3650  
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 Pro Musica, Keene, NH 603-352-4831  
 JMS Marketing, Austin, TX 512-266-1113  
 Ludwig Marketing, Lindenhurst, IL 708-265-0090  
 Paul Twist Assoc., No. Hollywood, CA 818-761-8975  
 Professional Sound & Lighting, Lakewood, CO 303-986-5999  
 PRODUCTS: components, custom, flush mount, foreground, full range, high power, music system speakers

### ENVIRONMENTAL SOUND

31220 La Baya Dr., Bld. #110  
 Westlake Vlg., CA 91362  
 818-706-0228 FAX: 818-889-5605  
 President: Pascal Delbuck; Marketing: Ron Glatzhofer; Plant Manager: Bill Ward  
 PRODUCTS: custom, decorative, environment protected, flush mount, foreground, full range, high power, music system speakers, outdoor

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15431 Blackburn Ave  
 Norwalk, CA 90650  
 213-921-1112 FAX: 213-802-1964  
 President: Mr. Yoshiharu Abe; V.P./General Manager: Fred Huang; V.P. Sales/Marketing: Mark Cohen  
 PRODUCTS: components, full range

### Frazier/Div of Sound-Craft Sys. Inc.

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 P.O. Box 319  
 Morrilton, AR 72110-9532  
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 Vice Pres. Sales & Marketing: James R. Truelsen  
 Dick Bellew Sales, Dallas, TX 214-644-7881  
 Lowell-Kangas & Assoc., St. Louis, MO 314-821-4050  
 Leslie's, Elgin, IL 708-697-6677  
 Lowery Associates, Broomall, PA 215-356-5300  
 Henry W. Phillips Co., Roswell, GA 404-992-3070  
 Avcom, Inc., No. Olmsted, OH 216-777-2060  
 Kingston Sales Corp., Indianapolis, IN 317-876-2545  
 Design Factors, La Habra, CA 213-697-7576  
 Meyer & Ross, Burlingame, CA 415-348-6800  
 White Radio, Ltd., Burlington Onta, 416-632-6894  
 PRODUCTS: custom, decorative, flush mount, foreground, full range, high power, music system speakers

### Gemco Electronics, Inc.

550 Airport Rd.  
 P.O. Box 993  
 Gallatin, TN 37066  
 615-452-5960 800-624-3626 FAX: 615-451-0026  
 General Manager: Jerry A. Graves; Order Entry: Linda McCullough; Telemarketing: Mary Mulkins; Engineering Manager: Dennis Cash  
 PRODUCTS: flush mount, full range

### International Components Corp.

105 Maxess Road  
 Melville, NY 11747  
 516-293-1500 800-645-9154 FAX: 516-293-4983  
 President: Mort Grossman; Executive Vice President: Irwin Friedman; Vice President: Fred Grossman; Eastern Regional Sales Mgr.: Ken Reed  
 PRODUCTS: components, flush mount, full range, music system speakers

### J.W. DAVIS AND COMPANY

3030 Canton Street  
 P.O. Box 26177  
 Dallas, TX 75238  
 214-651-7341 800-527-5705 FAX: 800-388-9106  
 President: Charles Griffiths; Vice President, Sales: Jack Tucker; Chief Engineer: Eric Simonson  
 PRODUCTS: components, custom, decorative, environment protected, flush mount, foreground, full range, high power, music system speakers, omnidirectional, outdoor

### JBL Professional

8500 Balboa Boulevard  
 P.O. Box 2200  
 Northridge, CA 91329  
 818-893-8411 FAX: 818-893-3639  
 President: Ronald Means; Vice President, Sales: Ken Lopez; Vice President, Marketing: Mark Gander; Market Manager: Hector Martinez; Market Manager: Steve Romeo; National Sales Manager: Nail Conley  
 Jim Chase, San Clemente, CA 714-492-6290  
 Bill Hamilton, Folsom, PA 215-543-4677  
 Bill Schuermann, Houston, TX 713-370-5553  
 Tom Walter, No. Barrington, IL 312-382-4925  
 PRODUCTS: components, decorative, flush mount, foreground, full range, high power, music system speakers

### LEE DAN COMMUNICATIONS, INC.

155 Adams Avenue  
 Hauppauge, NY 11788-3699  
 516-231-1414 800-533-3261 FAX: 516-231-1498  
 President: Leon Goldberg; Vice President Operations: Lawrence J. Goldberg; V.P. Finance & Administration: David H. Goldberg; Senior Technician: Sandy Hoffman; Office Manager: Rita Kaplan; Sr. Sales/Service Associate: Susan Leon  
 PRODUCTS: components, flush mount, full range, music system speakers, outdoor

### MG ELECTRONICS

32 Ranick Road  
 Hauppauge, NY 11788  
 516-582-3400 FAX: 516-582-3229  
 President: Elliot Maltz; Sales Manager: Stan Grey; Assistant Sales Manager: Herb Wolf; Customer Service: Sue Novak  
 PRODUCTS: components, decorative, environment protected, flush mount, foreground, full range, high power, music system speakers, outdoor

### MISCO/Minneapolis Speaker Co., Inc.

3806 Grand Avenue South  
 Minneapolis, MN 55409  
 612-825-1010 FAX: 612-825-7010  
 President: Dan Digre; Sales Manager: Don Ringham

Audio Marketing Assoc., Brecksville, OH 216-526-2426  
 Austin Associates, Willingsboro, NJ 609-871-9290  
 Bellew Sales, Dallas, TX 214-644-7881  
 Miller Associates, Stamford, CT 203-329-9174  
 Pacnor Marketing, Lynnwood, WA 206-771-6016  
 PRODUCTS: components, custom, decorative, environment protected, flush mount, foreground, full range, high power, music system speakers, omnidirectional, outdoor

### NEW ENGLAND AUDIO RESOURCE, INC.

679 Lisbon Road  
 Lisbon Falls, ME 04252  
 207-353-7307 800-552-5517 FAX: 207-353-7309  
 President: W.J. Kieitka; Vice President Manufacturing: R.J. Adams; V.P. Research & Development: L. Athanas  
 PRODUCTS: components, custom, decorative, environment protected, flush mount, foreground, full range, music system speakers, outdoor

### OWI INC.

1160 Mahalo Place  
 Compton, CA 90220  
 213-638-7432 800-638-1694 FAX: 213-638-8347  
 President: Ned Morioka; Vice President: Hiro Okayama; Director of Marketing: Kristin Jo Morioka; Credit Manager: June Morioka  
 PRODUCTS: custom, decorative, flush mount, foreground, full range, music system speakers, omnidirectional, outdoor

### Paso Sound Products, Inc.

14 First Street  
 Pelham, NY 10803  
 914-738-4800 800-231-3034 FAX: 914-738-3954  
 Executive Vice President: Paul Mastrangelo; Product Manager: Ken O'Brien; Credit Manager: Marilyn Beckerson; Operations Manager: Anthony Squaglia  
 Anderson Sales, Braintree, MA 617-848-9194  
 Jack Mesnick Sales, Liverpool, NY 315-622-3211  
 Palmieri Associates, Ridgefield, NJ 201-943-5888  
 Weller Electronic Sales, Inc., Worthington, OH 614-885-7819  
 Lintern Associates, Naperville, IL 708-904-1227  
 Robert Misk, Co, Indianapolis, IN 317-842-3400  
 MJA Marketing, St. Charles, MO 314-447-7111  
 Northland Associates, Moorhead, MN 218-233-4616  
 Dimension Pt. IX Marketing, Houston, TX 713-495-6974  
 Mountain Representatives, Denver, CO 303-623-0972  
 Miguel Lopez, Hialeah, FL 305-822-6853  
 Paco Electronics, Ltd., Markham, Ontario, 416-475-0740  
 Lienau Associates, Columbia, MD 301-621-4113  
 Robert Misk Co., Inc., Southfield, MI 313-354-3310  
 Marketline, Inc., Snellville, GA 404-972-9048  
 PRODUCTS: components, custom, decorative, environment protected, flush mount, foreground, full range, music system speakers

### Portland Instrument Corp

1101A Air Way  
 Glendale, CA 91201  
 818-500-0137 FAX: 818-240-1828  
 Director of Engineering: Ron Fuller; General Manager: Rick Strickland; Director of Manufacturing: Dick Herbert; Sales Manager: Jack Sympson; Sales

Account Manager: Al Hernandez  
 JAMM Distributing Co., Flossmoor, IL 708-799-0550  
 Bob White Associates, Solon, OH 216-248-1317  
 Henry W. Phillips Co., Rosnell, GA 404-992-3070  
 R.J. Morgan Inc., Phoenix, AZ 602-268-3464  
 George M. Conneen Co., Springfield, PA 215-544-5884  
 PRODUCTS: decorative, full range, music system speakers, outdoor

**Quam Nichols Co.**

234 E. Marquette Rd.  
 Chicago, IL 60637  
 312-488-5800 800-633-3669 FAX: 312-488-6944  
 President: William G. Little; Vice President  
 Operations: Don Boyer; Sales Manager: Greg Johns;  
 Chief Engineer: Larry Salzwedel; Marketing Manager:  
 Randy S. Moore; Order Entry: Vivian Merrils  
 Cartwright & Bean, Inc, Norcross, GA 404-368-0160  
 Hudson Mkt'g, Inc., Roslyn Heights, NY 516-625-0002  
 RW Kunz & Assoc, Prairie Village, KS 913-648-3535  
 J.Y. Schoonmaker Co., Inc., Dallas, TX 214-349-1650  
 Vector Manufacturers' Rep., Seattle, WA 206-368-8400  
 PRODUCTS: components, custom, decorative, flush mount, foreground, full range, music system speakers, outdoor

**RADIAN AUDIO ENGINEERING**

4520 Eisenhower Circle  
 Anaheim, CA 92807  
 714-693-9277 FAX: 714-692-9278

President: David Langford; Director of Marketing:  
 Richard Guy; National Sales Manager: Buddy  
 Frisbee; Engineering Manager: Robert Ash;  
 Controller: Judy Truett; Order Desk: Carmen Rivera  
 PRODUCTS: components, custom, environment protected, flush mount, foreground, full range, high power, music system speakers, outdoor

**RING COMMUNICATIONS INC.**

57 Trade Zone Drive  
 Ronkonkoma, NY 11779  
 516-585-7464 FAX: 516-585-7410  
 President: Peter McLean; Vice President: Craig  
 Krsanac; Vice President: Kjell Ken-Solem  
 Monfort Electronic Marketing, Indianapolis, IN 317-872-8877  
 EESCO Systems, Los Angeles, CA 213-666-9601  
 Klumpp Sales Co, Jacksonville, FL 904-287-5205  
 The TK Group, Inc., Loveland, CO 303-669-1008  
 Avwest, Inc., Fountain Hills, AZ 602-946-1811  
 Gustafson Sales Co, Red Wing, MN 612-388-4277  
 Corrigan Agency, Covington, LA 504-893-7455  
 Pacnor Marketing, Lynnwood, WA 206-771-6016  
 Kaltec Comm., N. Vancouver, BC 604-987-1597

**Sonance**

961 Calle Negocio  
 San Clemente, CA 92672  
 714-492-7777 800-582-7777 FAX: 714-361-5151  
 Pres: Scott Struthers; VP: Geoff Spencer; Sales  
 Mngn: National: Dave Donald; International Sls Mngn:  
 Mark Cichowski; Public Relations Dir: Mitch Simon

Morris Tait & Assoc., Los Angeles, CA 213-877-4424  
 Bach Sales, New York, NY 212-727-0404  
 Tandem Marketing, Chicago, IL 708-605-1960  
 Dobbs Stanford, Dallas, TX 214-358-0800  
 Balaton Marketing, Washington DC, 202-471-1764  
 PRODUCTS: decorative, environment protected, flush mount, foreground, full range, high power, outdoor

**Sound Development Industries**

428 Ft. Denard Rd.  
 P.O. Box 1935  
 LaBelle, FL 33935  
 813-675-0100 FAX: 813-675-1418  
 Owner: Uolevi L. Lahti; Marketing: Anita P. Zuefle;  
 Engineering: David L. Friday; Production: Anna  
 Mitchell; Security: K. Lahti  
 AKU Lahti Ind., Whitmore Lake, MI 313-426-4292  
 JTL Industries, Pleasanton, CA 415-462-4230  
 PRODUCTS: omni-directional

**SPECO**

1172 Route 109  
 Lindenhurst, NY 11757  
 P.O. Box 624  
 516-957-8700 800-645-5516 Fax# 516-957-9142  
 President: Louis W. Keller; VP: James J. Ganci; VP  
 Sales: Mel Hulkower; Sales Manager: Eric Forman;  
 Sales Associate: Angela Carolan; Sales/Expediting:  
 Bernice Zachman  
 L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
 Crown Assoc., Charlottesville, VA, 604-293-6373  
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The sound problem was eliminated totally after the installation of one Soundsphere #2212-2 upon completion of the renovation project. Fr. Chabala stated, "I would recommend the Soundsphere system to anyone having sound problems. I can't speak highly enough about it...in fact since its installation there has not been a single complaint about hearing, even when some of the softest readers serve as Lector at Liturgy."

Last July, former Miss America Kay Lani Rafko was married at St. Mary's before an overflow crowd in the refurbished church. The sound operated perfectly and the Soundsphere helped contribute to the beauty of the occasion.

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South San Francisco, CA 94080  
 415-588-2538 800-733-4750 FAX: 415-588-3349  
 President: Yoshiro Ishida; Director, Audio Products  
 Div.: Richard Krochmal; Director, Comm. Systems  
 Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager  
 Engineering Services: Bob Sweet  
 Chuck McGregor- Product Conslt, New York, NY 212-629-6497, Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
 Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624  
 Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
 Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
 PRODUCTS: flush mount, foreground, full range, high power, music system speakers, outdoor, processor-controlled

PRODUCTS: components, flush mount, foreground, full range

**Tannoy-TGI North America, Inc.**

300 Gage Avenue  
 Kitchener, Ont., N2M2C8  
 519-745-1158 Fax# 519-745-2364  
 Marketing & Sales Dir.: Bill Calma, Customer Service:  
 Rob Hofkamp, Tech. Supp.: Mark Kinzie, Parts &  
 Service: Ivan Frivarski, Credit Manager: Kathy Kent  
 Protech Marketing, Southern CA, 714-723-0498  
 PCM Marketing, Northern CA, 415-935-0900  
 Hot House Marketing, NY 914-691-6077  
 Audio Associates, MD, 301-570-1112  
 Power Lines Marketing, IL, 708-864-1147  
 PRODUCTS: full range, high power, music system speakers

**Wheelock, Inc.**

273 Branchport Avenue  
 Long Branch, NJ 07740  
 201-222-6880 FAX: 201-222-8707  
 President: Peter W. Tarfton; V.P. Finance and  
 Admin.: Joseph P. Henry; Vice President Operations:  
 Douglas E. Phillips; Vice President Sales/Mktg.:  
 William L. Goldstein; Telephone/Paging Mktg. Mgr.:  
 Art Arlow  
 Joseph P. McCaffrey, Glen Ellyn, IL 708-790-2898  
 Edward Draney, Peachtree City, GA 404-631-3193  
 Peter Koehler, Los Angeles, CA 213-572-1347  
 Steve Goldberg, East Windsor, NJ 609-448-1457  
 Dave Jackowiak, Burbank, IL 708-599-4099  
 PRODUCTS: flush mount

**Triad Design**  
 490 NE 219th Street  
 Troutdale, OR 97060

**UNIVERSITY SOUND INC.**

13278 Rolston Avenue  
 Sylmar, CA 91342  
 818-362-9516 FAX: 818-367-5292  
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 National Sales Manager: Greg McLagan; Design  
 Engineer: Ken Koceski

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 Bassett Sales, N. Hollywood, CA, 213-877-7129  
 Burcaw Co & Assoc., Warren, MI, 313-573-4605  
 Earl & Brown, Redmond, WA, 206-885-5064  
 Forti Assoc., Kensington, MD, 301-949-1706  
 G. Duvall Co., Chicago, IL, 312-774-5115  
 Graham/Davis, Houston, TX, 713-558-8662  
 Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
 Kingston Sales, Indianapolis, IN, 317-876-2545  
 Murphy & Cota, Atlanta, GA, 404-875-2525  
 Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
 Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
 System Solutions, Afton, MN, 612-436-7841  
 The Repworks, Chicopee, MA, 413-533-0845  
 Warren Assoc., Livermore, CA, 415-499-9000  
 PRODUCTS: flush mount, full range, horns, talkback

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 Lange; National Sales Manager: Jerry Spriggs;  
 Manager Export Marketing: John Sexton; Marketing  
 Manager: Tim Smith; Technical Services Manager:  
 Gary Jones  
 PRODUCTS: components, full range, high frequency  
 drivers, high power, horns, outdoor, siren/voice  
 warning

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 President: Ron Evers; Credit Manager: Rosella  
 Johnson; Chief Engineer: Loren Schrader; Purch  
 Agent: Ray Melton  
 Nevco, Crestwood, MO 314-843-7406  
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 Shamrock Sls, Dayton, OH 513-258-1227  
 Pacnor Marketing, Lynwood, WA 206-771-6016

Murphy & Cota, Atlanta, GA 404-875-2525  
 Mel Foster Tech Sls, Edina, MN 612-941-9800  
 Bencsik Assoc., Ocala, FL 904-732-9775  
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 Meyer & Foss, Burlingame, CA 415-348-6800  
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 range, outdoor, portable

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 Fenton, MO 63026  
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 Herbert M. Jaffe, Dir of Sales: Charles Gushwa, Nat'l  
 Sls Mngr: Bud Waters, Sls Admin Mngr: Dale  
 McIntyre, OEM Sls Mngr: Lorrie Damato  
 Products: columns, components, custom, decorative,  
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 foreground, full range, high frequency drivers, high  
 power, horns, outdoor, powered, siren/voice warning,  
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2900 Dukane Drive  
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708-584-2300 FAX: 708-584-2370  
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PRODUCTS: talkback

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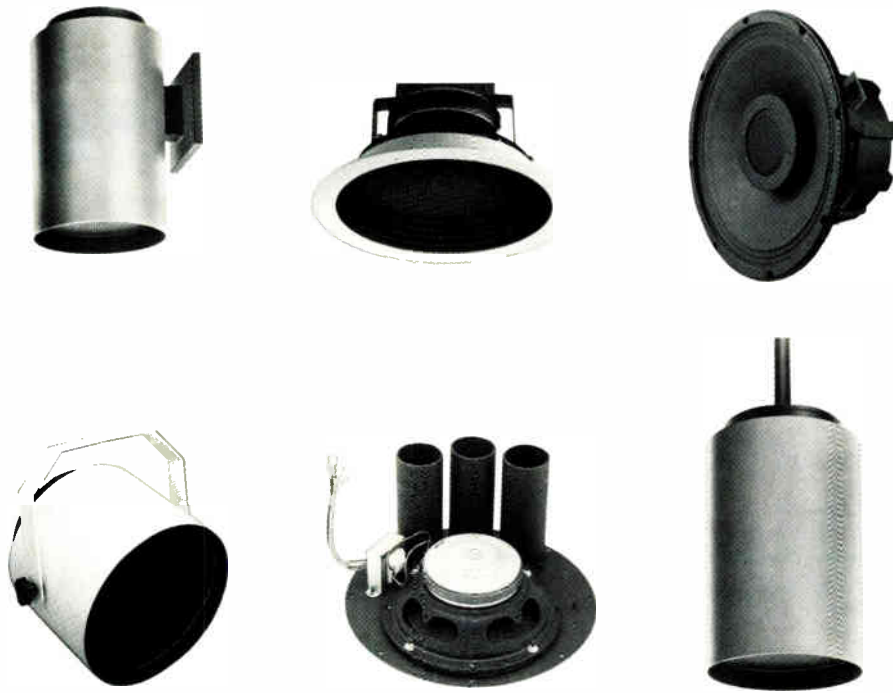
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Bellew Sales, Dallas, TX 214-644-7881  
Miller Associates, Stamford, CT 203-329-9174  
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Dimension Pt. IX Mkt'g, Houston, TX 713-495-6974  
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Miguel Lopez, Hialeah, FL 305-822-6853  
Paco Electronics, Ltd., Markham, Ontt, 416-475-0740  
Lienau Associates, Columbia, MD 301-621-4113  
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Richard Krochmal; Director, Comm. Systems Div.: Al  
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Controller: Cal Weddle; Manager Engineering  
Services: Bob Sweet, Chuck McGregor- Product  
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Hager-Eastern Regional Mgr, Rosewell, GA 404-552-  
7624, Linda Wick-Central Reg. Mgr., Kansas City, MO  
816-453-5775, Daryle Skaugstad-W. Reg. Mgr.,  
Woodinville, WA 206-788-7943  
PRODUCTS: flush mount, foreground, full range, high  
frequency drivers, high power, horns, outdoor,  
portable, powered, talkback

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National Sales Manager: Greg McLagan; Design  
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talkback, underwater

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Peter Koehler, Los Angeles, CA 213-572-1347  
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PRODUCTS: flush mount, horns, outdoor, powered,  
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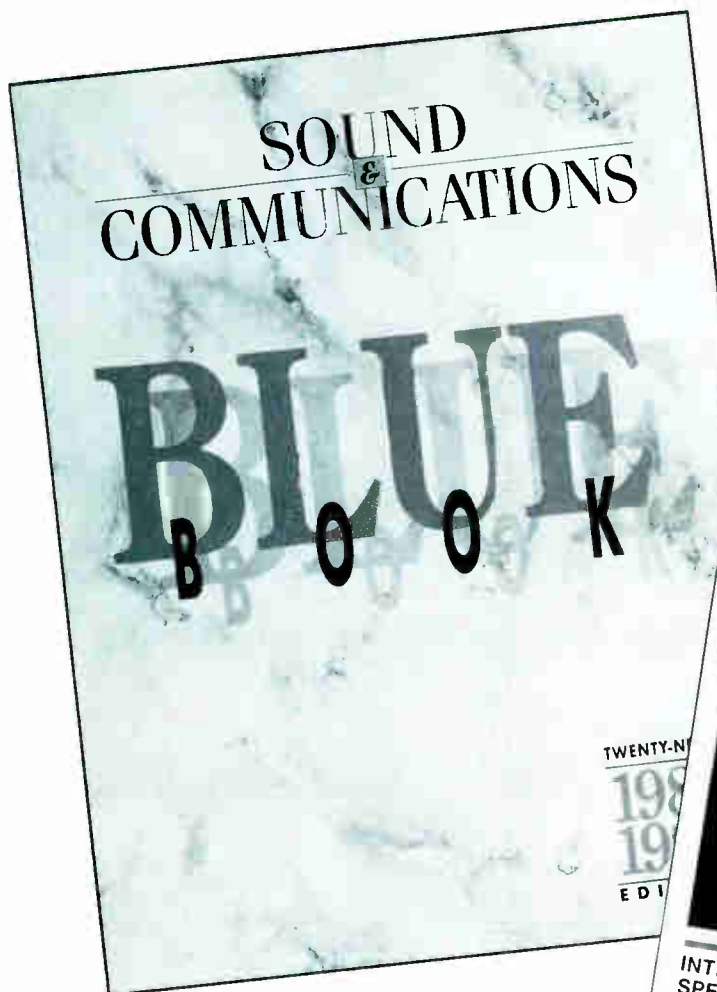
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INSIDE: Baby Ford, Life, Whymon King, Jade 4 U, Rocking to the New Beat, Tommy Musto and Frankie Bones, Carlos Mac's New Dynamic Doc, Louie Louie, Fresh Hip-Hop Producer/Remixer

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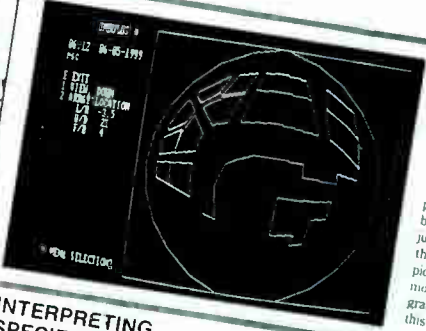


## SOUND & COMMUNICATIONS

Volume 35 Number 6

June 24, 1989

TWENTY-NINE  
1989  
19  
E D I



### UMBULUS

In this month's software review, we examine the Umbulus Array Design Program from North Star... (consisting of two separate programs, Room Mapper and Array Builder) is a powerful engineering tool that will guide both the experienced engineer and the junior technician in creating designs that are at least the equal of, and typically superior to, those produced on more graphically sophisticated programs. We explore the pros and cons of this unique program.

### INTERPRETING SPECIFICATIONS: NOISE

Some types of noise are useful in test stands in calibration of electronic equipment or frequency response alignment of speaker systems. Other types are unwanted, and of an annoying character for any practical purpose. This article explains the various types of noise and their interpretation of output noise specifications and more.

22

### EQUALIZATION AT THE GRAMMY AWARDS

The Grammy Awards show producers, engineers, and technicians in the industry. And the industry is well served by the... (consisting of two separate programs, Room Mapper and Array Builder) is a powerful engineering tool that will guide both the experienced engineer and the junior technician in creating designs that are at least the equal of, and typically superior to, those produced on more graphically sophisticated programs. We explore the pros and cons of this unique program.



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### ACOUSTIC MEASUREMENTS

The limits of recording have been based, in simplified terms, on noise floor, dynamic range, frequency response, speed, accuracy, phase response, and portability of the recorder. But newer recording technology is becoming available; we evaluate the use of the Digital Audio Tape (DAT) recorder in acoustical measurement recording.



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Marketing: Randy Wilson; Product Information:  
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To learn more about Tel-A-Page 2000 and other innovative system solutions, contact Nel-Tech Labs, Inc.

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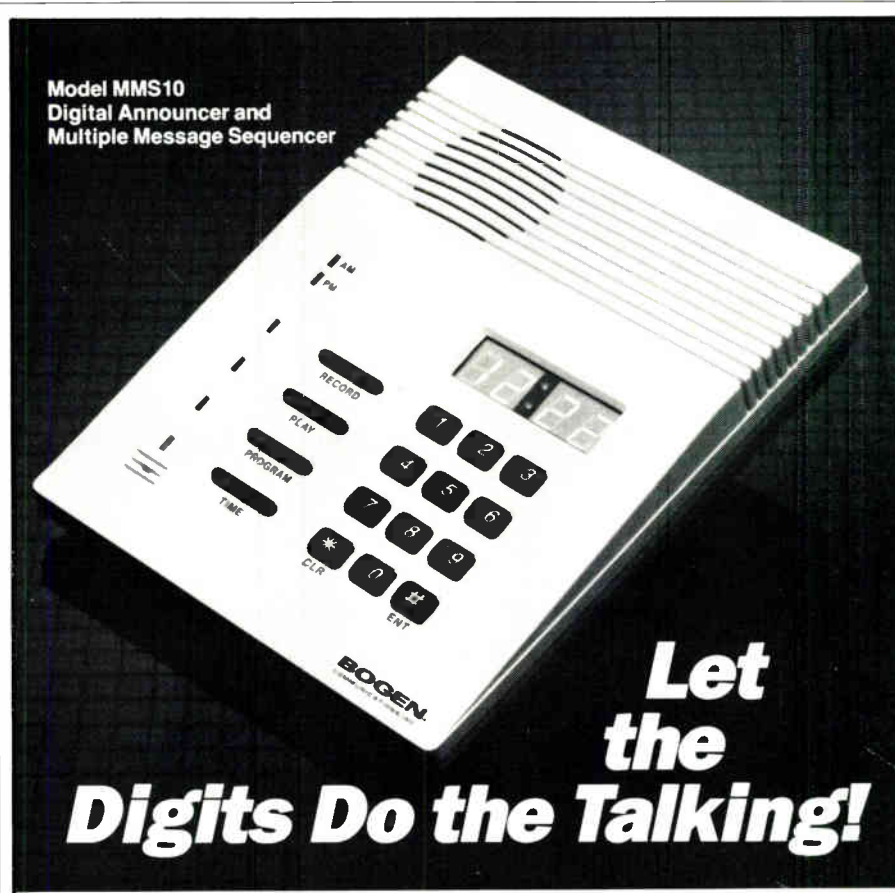
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Linda Wick-Central Reg. Mgr., Kansas City, MO 816-  
453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA  
206-788-7943  
PRODUCTS: body packs, hand-held, lavalier, multi-  
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9900 Baldwin Place  
El Monte, CA 91734  
818-442-0782 800-877-1771 FAX: 818-444-1342  
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James Stoffo  
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0085  
R.J. Marketing Limited, Rockville, MD 301-251-0330  
Ouzunoff and Associates, Yorktown Hts., NY 914-  
245-6452  
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Wilson Audio Sales, Nashville, TN 615-646-4477

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Minneapolis, MN 55345-5997  
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PRODUCTS: goosenecks

**ACO Pacific, Inc.**

2604 Read  
Belmont, CA 94002  
415-595-8588 FAX: 415-591-2891  
President: Noland L. Lewis  
PRODUCTS: condenser, electret condenser,  
instrumentation

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P.O. Box 90075  
Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372

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Jim Morrison; Vice President/Marketing: Harry Quanz  
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Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Mkt'g Assoc., Brecksville, OH, 216-526-2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
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Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
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Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA 413-533-0845

Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: goosenecks

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VP Oper: Derek Pilkington; National Sales Mgr:  
David Roudebush; Product Mgr: David Ogden  
Rowland Powers, E. Reg. Mgr., Pittsburgh, PA 412-  
967-0323  
Jeff Radke, Midwest Reg. Mgr., Appleton, WI 414-  
749-0044  
PRODUCTS: boundary, communications, condenser,  
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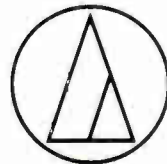
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PRODUCTS: communications, condenser, dynamic, hand-held

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Stageright Corporation, Clare, MI 517-386-7393  
Fairvienafox, Tulsa, OK 918-664-8020  
PRODUCTS: goosenecks, podium

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PRODUCTS: boundary, condenser, electret condenser, headset boom, miniature, shotgun, dynamic, goosenecks, hand-held, instrumentation, podium, specialty, stereo

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Marcon, Irving, TX 214-869-0669  
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PRODUCTS: boundary, communications, condenser, contact pickups, dynamic, electret condenser, goosenecks, hand-held, headset boom, instrumentation, miniature, podium, ribbon, shotgun, specialty, stands, stereo

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President: Bruce Black  
PRODUCTS: stands

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50 Spring Street  
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Walter Spencer, Ramsey, NJ 201-934-8500  
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PRODUCTS: dynamic, electret condenser, goosenecks, hand-held, push-to-talk, stands

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PRODUCTS: electret condenser, goosenecks, hand-held, push-to-talk, stands

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PCM Marketing, San Francisco, CA 415-935-0900  
Bencsik Assoc., Ocala, FL 904-732-9775  
PRODUCTS: boundary, miniature, podium

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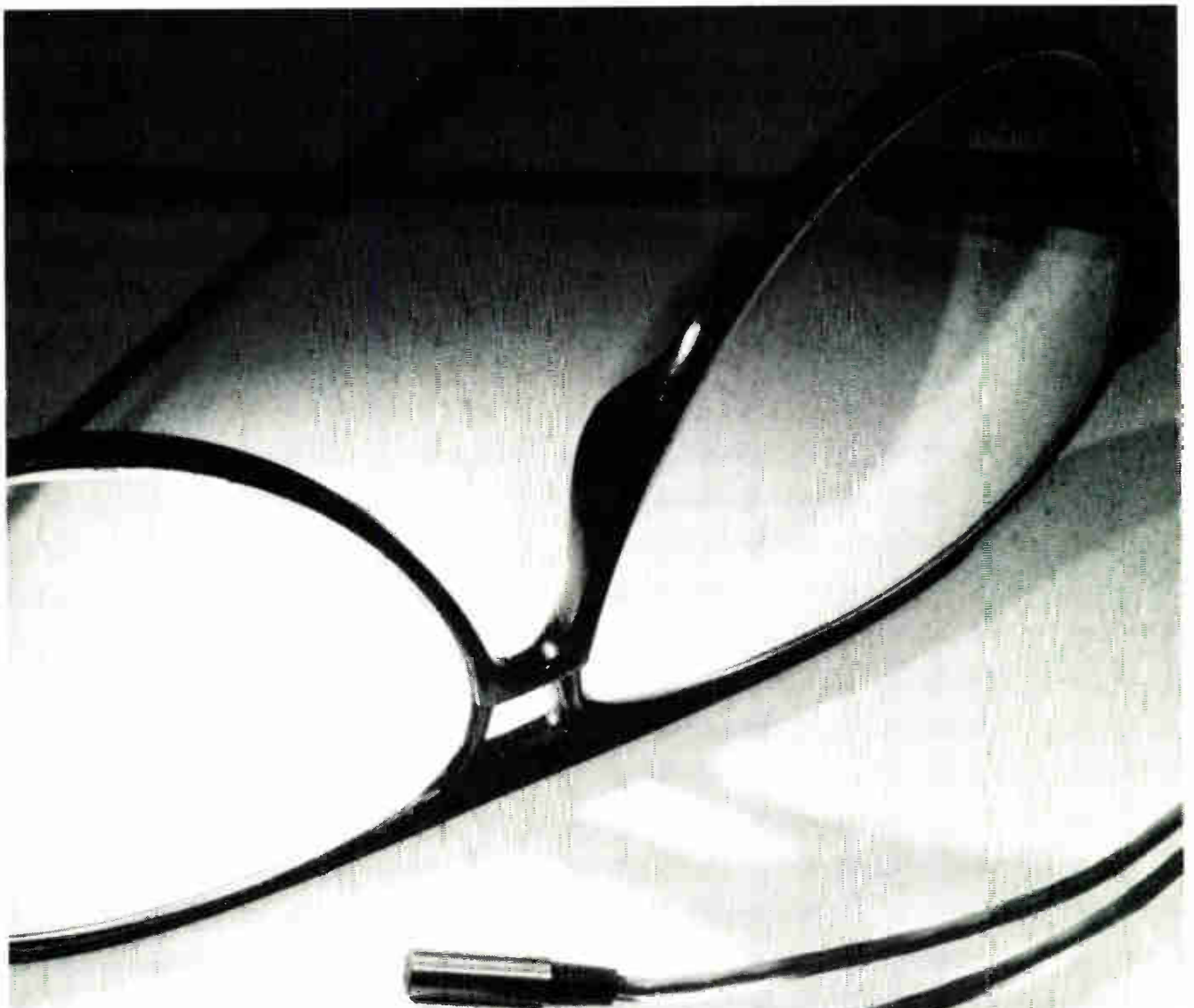
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Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: communications, dynamic, stands


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PRODUCTS: ribbon, stereo

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## International Components Corp.

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Melville, NY 11747

516-293-1500 800-645-9154 FAX: 516-293-4983

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PRODUCTS: electret condenser, hand-held

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PRODUCTS: communications, dynamic, goosenecks, hand-held, podium, push-to-talk, stands

## Knowles Electronics

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Franklin Park, IL 60131

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1681 W 820 N  
Provo, UT 84601

801-375-0177 FAX: 801-375-0182

Director Of Marketing: John Carey  
PRODUCTS: condenser

## Lectrosonics, Inc.

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Rio Rancho, NM 87174

505-892-4501 800-821-1121 FAX: 505-892-6243

President: John Arasim; Vice President Engineering: Larry Fisher; Vice President Mktg & Sales: Bruce Jones

PRODUCTS: electret condenser, headset boom

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James Murray, Cypress, CA 714-373-7389  
Greg Braithwaite, Arlington, IL 708-364-7900  
Carla Campbell, Norristown, PA 215-630-1651  
PRODUCTS: condenser, miniature

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Pelham, NY 10803

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Lienau Associates, Columbia, MD 301-621-4113

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Marketline, Inc., Snellville, GA 404-972-9048

PRODUCTS: communications, condenser, dynamic, electret condenser, goosenecks, hand-held, podium, push-to-talk, stands

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Zeeco Sales Co, Collierville, TX 817-498-6670

Michel Sales Co, Encino, CA 213-274-4903

PRODUCTS: carbon, communications, condenser, dynamic, electret condenser, goosenecks, headset boom, headset boom

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Hollywood, CA 90038

213-469-4773 FAX: 213-962-2603

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PRODUCTS: condenser, electret condenser, miniature, shotgun, specialty, stereo

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P.O. Box 987

Old Lyme, CT 06371

203-434-9190 FAX: 203-434-1759

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Albert C. Zang Jr.; Market Development: John Kenyon

PRODUCTS: condenser, dynamic, electret condenser, hand-held, headset boom, miniature, podium, shotgun, specialty, stands

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PCM Marketing, Walnut Creek, CA 415-935-0900

Peter E. Schmitt Company, Inc., Leonia, NJ 201-944-2806

Millar Electronics, Inc., Atlanta, GA 404-634-3350

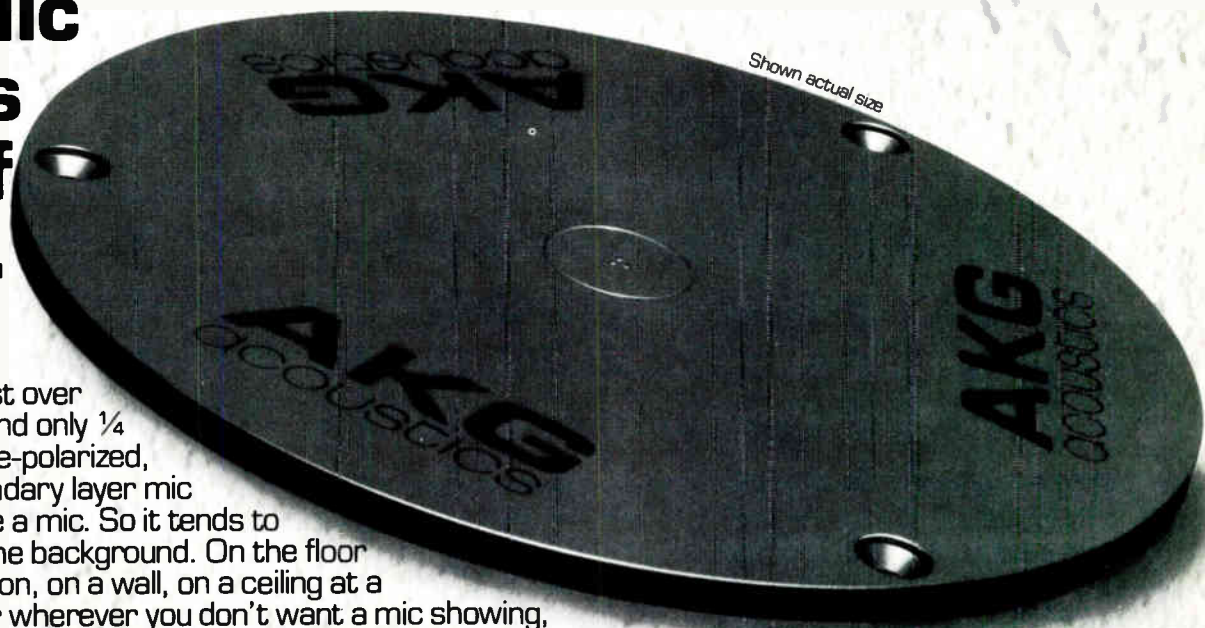
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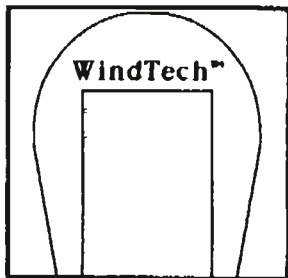
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Crown Assoc., Charlottesville, VA, 804-293-6373  
Jonel Sales Assoc., Milford, MA, 508-478-4650  
Lectro Reps Inc., Excelsior Springs, MO, 816-673-1158  
Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330  
PRODUCTS: communications, goosenecks, push-to-talk, stereo

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15 Hickory Drive  
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516-621-6987  
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PRODUCTS: goosenecks

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904-363-0833 FAX: 904-363-0848  
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Robert Christopher Sales, Lakemoor, IL 815-344-5540  
Presentation Resources, Mauldin, SC 800-344-8258  
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Loomis & Associates, Riverside, CA 714-780-9477  
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Silver Peak Marketing, Denver, CO 303-467-9042  
PacNor Marketing, Lynnwood, WA 206-771-6016  
PRODUCTS: communications, condenser, dynamic, electret condenser, goosenecks, hand-held, headset boom, instrumentation, miniature, podium, push-to-talk

**The Music People**

PO Box 648  
2074 Park St.  
Hartford, CT 06106

**The Sandell Co.**

24808 Aden Ave.  
Santa Clarita, CA 91321

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products Div.: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager Engineering Services: Bob Sweet  
Chuck McGregor- Product Constt, New York, NY 212-629-6497  
Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
Bob Hager-Eastern Regional Mgr, Rosewell, GA 404-552-7624  
Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
PRODUCTS: condenser, dynamic, electret condenser, hand-held, headset boom, push-to-talk

**TSI (Tamco Systems Inc.)**

393 Jericho Turnpike  
Mineola, NY 11501  
516-294-5390 800-628-2084 FAX: 516-294-5008  
CEO: Mario Maltese; President: Garani Srinivasan; President:Spec. Prod. Div.: Richard Stillwell; Sales Coordinator: Denise Matejka; Marketing Manager: Karen Pepe  
PRODUCTS: boundary, goosenecks, specialty

**UNIVERSITY SOUND INC.**

13278 Rolston Avenue  
Sylmar, CA 91342  
818-362-9516 FAX: 818-367-5292  
President: Robert Sandell; Controller: Mary Coco; National Sales Manager: Greg McLagan; Design Engineer: Ken Koceski  
PRODUCTS: communications, condenser, electret condenser, goosenecks, hand-held, miniature, podium, push-to-talk

**Wright Microphones**

2093 Faulkner Rd. N.E.  
Atlanta, GA 30324

**YAMAHA PROFESSIONAL AUDIO DIVISION**

6600 Orangethorpe Avenue  
Buena Park, CA 90620  
714-522-9011 FAX: 714-739-2680  
National Sales Manager: Bob Shomaker; Eastern Sales Manager: Paul Gazarian; Western Sales Manager: Craig Bullington  
PRODUCTS: dynamic



# MIDI

## Akai Professional/Intl. Music Co.

1316 E. Lancaster  
Ft. Worth, TX 76102  
817-336-5114 FAX: 817-870-1271  
Sales Manager: Larry Volland; Credit Manager: Bob Sanford; Marketing Assistant: Kirk Bergin; Director, Akai: Woody Moran; Product Specialist: James Martin; Digital Product Specialist: Ron Franklin

## Alesis Corporation

3630 Holdrege Avenue  
Los Angeles, CA 90016  
213-467-8000 FAX: 213-836-9192  
President: Russell Palmer; V.P. Sales and Marketing: Ralph Goldheim; V.P. Advertising & Promotion: Allen Wald; Regional Sales Manager: Ted Keffalo; Regional Sales Manager: Doug White  
PRODUCTS: hardware, signal processing

## AMX Corporation

12056 Forestgate Drive  
Dallas, TX 75243  
214-644-3048 800-222-0193 FAX: 214-907-2053  
President: Scott Miller; Sales Manager: Ken Sclater; Executive Vice President: Art Chace  
Franklin Comm., Maple Glen, PA 215-643-3031  
Visitech Marketing Assoc., Elburn, IL 708-365-9600  
KBZ Communications, Furlong, PA 215-348-9481  
Westech Marketing, Culver City, CA 213-870-9286  
Total Marketing, Ft. Worth, TX 817-560-3970  
PRODUCTS: system controllers

## AUDIO TECHNICA U.S. INC.

1221 Commerce Drive  
Stow, OH 44224  
216-686-2600 FAX: 216-686-0719  
VP/Mkt'g: Kenneth Reichel; National Marketing Manager: Earl "Buzz" Goodwin; National Sales Manager: Garry Elliott; Inside Sales: Tony O'Keefe  
PRODUCTS: signal processing

## Conquest Sound, Inc.

RR2 Box 1AB  
P.O. Box 268  
Monee, IL 60449  
708-534-0390 800-323-7671 FAX: 708-534-0398  
President: Bob Jares Jr.; Vice President: Larry Spalla; Sales Manager: Ken Bernd; Plant Manager: Deb Hawtree; Purchasing: Michelle Borvan; Office Manager: Janet Jares  
PRODUCTS: cable

## Covox

675-D Conger St.  
Eugene, OR 97402

## Digital Music Corp.

5312-J Derry Avenue  
Agoura Hills, CA 91301  
818-991-3881 FAX: 818-991-4185  
Vice President: Gene Barkin  
Western Audio, Burbank, CA 818-954-9300  
PRODUCTS: hardware, signal processing, system controllers

## Digitech

5639 South Riley Ln.  
Salt Lake City, UT 84107

## Dynaware

1163 Chess Dr., Ste J  
Foster City, CA 94404

## FOSTEX CORPORATION OF AMERICA

15431 Blackburn Ave  
Norwalk, CA 90650  
213-921-1112 FAX: 213-802-1964  
President: Yoshiharu Abe; V.P./General Mgr: Fred Huang; V.P. Sales/Marketing: Mark Cohen  
PRODUCTS: hardware, software

## GEPCO INTERNATIONAL INC.

1863 West Carroll Street  
Chicago, IL 60612  
312-733-9555 FAX: 312-733-6416  
President: Gary R. Geppert; Chief Financial Officer: David B. Mecklenburger; Assistant to the President: Larry Smith, Sr.; Sales Manager: Larry Smith, Jr.  
PRODUCTS: cable

## Lone Wolf

1509 Aviation Boulevard  
Redondo Beach, CA 90278  
213-379-2036 FAX: 213-374-2496  
President: Mark Lacas; CEO: Andy Sargent; Dir. of Sales and Marketing: Shannon Casey; Sales Manager: Perry Celia; Vice President R & D: David Warman; Senior Engineer R & D: Tim Tuttle  
PRODUCTS: system controllers

## Quiet Lion

PO Box 219  
7335 Craner Ave.  
Sun Valley, CA 91353

## Rane Corporation

10802 47th Avenue West  
Everett, WA 98204-3400  
206-355-6000 FAX: 206-347-7757  
President: Steve Brakken; CEO: Linda Arink; V.P. of Manufacturing: Rick Bernard; V.P. of R & D: Dennis Bohn; V.P. of Marketing: Larry Winter; National Sales Manager: Ray Bloom

## Sony Professional Audio

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr-Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.: Gary Rosen; National Marketing Manager: Clayton Blick  
Sony Professional Audio, Paramus, NJ 201-368-5185  
Sony Professional Audio, Nashville, TN 615-883-8140  
Sony Professional Audio, Itasca, IL 708-773-6001  
Sony Professional Audio, Burbank, CA 818-841-8711  
PRODUCTS: signal processing

## Sound Advice

PO Box 278  
Cazadero, CA 95421

## STUDIOMASTER INC.

3941 Miraloma Avenue  
Anaheim, CA 91719  
714-524-2227 FAX: 714-524-5096  
President: Paul Reeve; National Sales Manager: Jim Giordano  
PRODUCTS: hardware, signal processing

## YAMAHA PROFESSIONAL AUDIO DIVISION

6600 Orangethorpe Avenue  
Buena Park, CA 90620  
714-522-9011 FAX: 714-739-2680  
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PRODUCTS: signal processing

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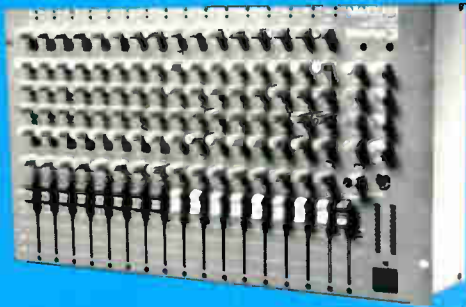
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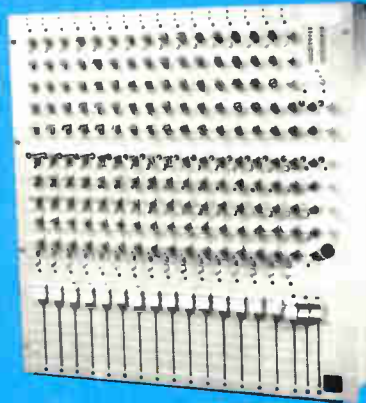
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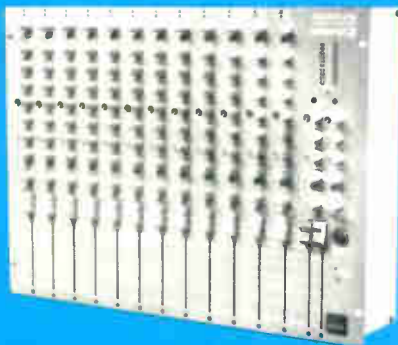
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503-641-7287 FAX: 503-622-0281

## Alesis Corporation

3630 Holdrege Avenue  
Los Angeles, CA 90016  
213-467-8000 FAX: 213-836-9192  
President: Russell Palmer; V.P. Sales and Marketing:  
Ralph Goldheim; V.P. Advertising & Promotion: Allen  
Wald; Regional Sales Manager: Ted Keffalo;  
Regional Sales Manager: Doug White  
PRODUCTS: broadcast, monitor, portable,  
production, rack-mount, recording

## Allen and Heath

5 Connair Road  
Orange, CT 06477  
203-795-3594 FAX: 203-795-6814  
Vice President Sales: Chuck Augustowski; Research  
and Development: John Petruilli; Service Director:  
Joe Boerst; Office Manager: Maryanne Nuccini;  
Sales: Vic Steffens  
AMH Sales, PalosVerdes Est, CA 213-373-2034  
Starin Marketing, Chesterton, ID 219-929-4127  
GMI/New England, Avon, MA 508-588-8043  
Audio Associates, Glenwood, MD 301-570-1112  
Ron Tunks Sales, Tamarac, FL 305-722-2803  
Loppnow Assoc., Issaquah, WA, 206-392-3936  
Cordial Riley Marketing, Sterling Heights, MI, 313-826-  
8980

## ALTEC LANSING CORPORATION

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
President: Dave Merrey; Vice President: Chuck  
Lange; National Sales Manager: Jerry Spriggs;  
Manager Export Marketing: John Sexton; Marketing  
Manager: Tim Smith; Technical Services Manager:  
Gary Jones  
PRODUCTS: automatic, compressor/leveler,  
modular, rack-mount, microprocessor

## AMEK/TAC U.S. Operations

10815 Burbank Boulevard  
N. Hollywood, CA 91601  
818-508-9788 FAX: 818-508-8619  
Operations Manager: Sue Jones; Sales Manager:  
Steve Harvey; Sales Assistant: Anthony Hall  
Bedford Audio Marketing, Atlanta, GA 404-636-0070  
Redwood Marketing, Nashville, TN 615-254-7400  
Professional Audio, Burlington, MA 617-229-6050  
Sigmet, Freehold, NJ 201-462-1221  
J.B. Parent, Dublin, OH 614-764-0064  
PRODUCTS: automatic, broadcast, computer  
controlled, custom, MIDI, modular, monitor, portable,  
production, rack-mount, recording, theatrical, VCA

# ASHLY

## Ashly Audio, Inc.

100 Fernwood Ave.  
Rochester, NY 14821  
716-544-5191 800-828-6308 FAX: 716-266-4589  
President: Bill Thompson; Sr. V.P. Sales/Marketing:  
Bob French; Vice President: Dave Malloy; Office/  
Credit Manager: Ellen Price  
PRODUCTS: compressor/leveler, disco, portable,  
rack-mount

## ATI Audio Technologies Inc.

328 W. Maple Avenue  
Horsham, PA 19044  
215-443-0330 FAX: 215-443-0394  
President: Samuel D. Wenzel; Vice President:  
Edward M. Mullin  
PRODUCTS: broadcast

## Audio Logic

5639 S. Riley Ln.  
Salt Lake City, UT 84107  
801-268-8400

## Audio Sound International Inc.

3875 Culligan Avenue  
Indianapolis, IN 46218  
317-352-0906 800-274-3274 FAX: 317-352-1539  
General Manager: Gary Brinkley; Sales Manager:  
Don Burnstein; Chief Financial Officer: Larry Fair;  
Chief Engineer: Alan Hoover; Product Development  
Manager: Harold McKee; President: Tom Tong  
PRODUCTS: compressor/leveler, monitor, portable,  
powered, rack-mount

## Audio Systems Company

1815 Michigan  
P.O. Box 1174  
Bismarck, ND 58504  
701-223-3800 800-852-6522 FAX: 701-222-8102  
President: Lynn Mader; Vice President: Lyle Mader  
Leslie Inc., Elgin, IL 708-697-6677  
PRODUCTS: computer controlled, custom,  
microprocessor, paging, rack-mount, VCA

## AUDIO TECHNICA U.S. INC.

1221 Commerce Drive  
Stow, OH 44224  
216-686-2600 FAX: 216-686-0719  
Vice President Marketing: Kenneth Reichel; National  
Marketing Manager: Earl "Buzz" Goodwin; National  
Sales Manager: Garry Elliott; Inside Sales: Tony

## O'Keefe

PRODUCTS: ENG, portable

## Autogram Corporation

1500 Capital Avenue  
P.O. Box 456  
Plano, TX 75074  
214-424-8585 800-327-6901 FAX: 214-423-4465  
President: Ernest T. Ankele Jr.  
PRODUCTS: broadcast

## Biamp Systems

14270 NW Science Park Drive  
Portland, OR 97229  
503-641-7287 800-826-1457 FAX: 503-626-0281  
National Sales Manager: Ron Camden; President:  
Ralph Lockhart; Vice President Finance: Jerry  
Payette

## Bogen Communications

50 Spring Street  
P.O. Box 575  
Ramsey, NJ 07446  
201-934-8500 FAX: 201-934-9832  
President: John H. Ochtera; National Accounts  
Manager: James Orr  
Tim McDonnell, Willoughby Hill, OH 216-942-2429  
Steve McGrew, Acworth, GA 404-928-4887  
Walter Spencer, Ramsey, NJ 201-934-8500  
Fred Yosenick, Woodland, CA 916-668-6311  
PRODUCTS: modular, paging, rack-mount

## Brahler USA, Conference Systems

12073 Tech Road  
Silver Springs, MD 20904  
301-680-9658 FAX: 301-680-9245  
Vice President: Michael Bier; Technical Manager:  
Marcos Vallejo; Rental Coordinator: Susan Davis  
DIS Brahler USA, Inc., Silver Springs, MD 301-680-  
9658  
DIS Brahler USA, Inc., Los Angeles, CA 800-635-  
7515  
PRODUCTS: automatic, combo, compressor/leveler,  
computer controlled, custom, digital, gated,  
microprocessor, portable, powered, rack-mount,  
recording

## Broadcast Audio

11306 Sunco Dr.  
Rancho Cordova, CA 95670

## Broadcast Electronics

PO Box 3606  
4100 N. 24th St.  
Quincy, IL 62305

## Creative Audio Design & Development

1875 Rue Panama, Ste. D  
Brossard, Qu J4W2S

**D & R USA**

1720 Chip N Dale Dr.  
Arlington, TX 76012

**DAX, Division of Bauder International Corporation**

10240A NE Marx Street  
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503-252-4783 Fax# 503-2525338  
Pres: Phillip Bauder, Int'l Mkt'g Cood: Judy House,  
Quality Assurance Manager: Bill Tippen

**DDA**

200 Sea Lane  
Farmingdale, NY 11735  
516-249-3660 FAX: 516-420-1863  
President: Jack Kelly; National Sales Manager: Sam  
Spennacchio; Product Sales Specialist: Chris Fichera

**DOD ELECTRONICS**

5639 South Riley Lane  
Salt Lake City, UT 84107  
801-268-8400 800-453-7484 FAX: 801-262-4966  
President: John Johnson; Marketing Manager: Rick  
Bos; National Sales Manager: Scott Grow;  
International Sales Manager: Wayne Morris; Vice  
President Engineering: Rob Urry; Vice President  
Manufacturing: Larry Banks  
PRODUCTS: portable, rack-mount, recording

**Dukane Corporation**

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: S. McWilliams Stone Jr.; Division  
General Manager: Steven Deppe; National Sales  
Manager: Warren Anderson; Service Manager: Cliff  
Carlson  
Wally Smutts, Toronto, ON, Canada 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: compressor/leveler, paging, rack-mount

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405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: combo, disco, portable, production,  
recording

**Ecler/TEI Electronics**

570 W. 18 Street  
P.O. Box 246

Hialeah, FL 33010

305-888-3980 800-327-8811 FAX: 305-885-4950  
President: Danny Alonso; Vice President: Mireya A.  
Muniz; National Sales Manager: Walter McNulty;  
Sales: Orlando Pineda; Sales: Jose Hurcades;  
Customer Service: John Tembras  
PRODUCTS: custom, production, rack-mount,  
recording, disco, modular

**Edcor**

1948 E. Pomona Street  
Santa Ana, CA 92705  
714-258-0777 800-854-0259 FAX: 714-258-7117  
PRODUCTS: automatic, broadcast, gated, paging

**Europa Technology**

1638 W. Washington Blvd.  
Venice, CA 90291

**FOSTEX CORPORATION OF AMERICA**

15431 Blackburn Ave  
Norwalk, CA 90650  
213-921-1112 FAX: 213-802-1964  
President: Yoshiharu Abe; V.P./General Manager:  
Fred Huang; V.P. Sales/Marketing: Mark Cohen  
PRODUCTS: rack-mount, recording

**Galaxy Audio**

625 East Pawnee  
Wichita, KS 67211  
316-263-2852 800-369-7768 FAX: 316-263-0642  
PRODUCTS: combo, portable, rack-mount, recording

**GRAHAM-PATTEN SYSTEMS INC.**

P.O. Box 1960  
Grass Valley, CA 95945  
916-273-8412 800-547-2489 FAX: 916-273-7458  
V.P. Sales and Marketing: Tim Prouty  
PRODUCTS: automatic, digital, microprocessor, rack-  
mount, VCA

**Hill Audio, Inc.**

5002 B North Royal Atlanta Dr.  
Tucker, GA 30084  
404-934-1851 FAX: 404-934-1840  
President: David Ash; Sales Manager: Skip Godwin;  
Service Manager: Roger Wright  
Pro Tech Marketing, Newport Beach, CA 714-723-  
0498  
Ouzunoff & Assoc, Yorktown Hgts., NY 914-245-6452  
Bencsik Associates, Ocala, FL 904-732-9775  
Secom Systems, Atlanta, GA 404-455-0672  
Midwest Audio Marketing, Stegar, IL 708-755-9376

**HOSA Technology Inc.**

13042 Moore St.  
Cerritos, CA 90701  
213-926-0808 FAX: 213-404-3487  
President: Sho Sato; Sales Manager: Lee Watkins

**Howe Technologies**

2300 Central Ave., Ste. E  
Boulder, CO 80301

**Innovative Electronic Designs, Inc.**

9701 Taylorsville Rd.  
Louisville, KY 40299

502-267-7436 FAX: 502-267-9070

President: Hardy Martin; Vice President, Mkt'g&  
Sales: Tom Roseberry; Sales Application Engineer:  
Mark Lewellyn; V.P. Research & Development: Bob  
Ponto; Vice President, Engineering: Ed Young; Vice  
President, Software: John Johnson  
Yore Company, White Bear Lake, MN 612-770-9760  
Steffey Marketing Assoc. Inc., Northbrook, IL 708-  
480-3575

Westech Marketing, Culver City, CA 213-870-9286  
Repworks, Chicopee, MA 413-533-0845  
Darmstedter Associates, Baldwinsville, NY 315-638-  
1261

John Anthony, Stamford, CT 203-322-9202  
Sigmat, Valley Forge, PA 215-783-6666  
Secom systems, Atlanta, GA 404-455-0672  
Bencsik Associates, Ocala, FL 904-732-9775  
C.L. Pugh, Cleveland, OH 216-238-1777  
Monford Electronics Marketing, Indianapolis, IN 317-  
872-8877

C.M. Sales, Farmington Hill, MI 313-553-8070  
B.C. Electronic Sales, Mission, KS 913-262-1720  
Marketing Concepts, Irving, TX 214-869-0669  
Torbett/Keiser Group, Loveland, CO 303-669-1008  
Plus Four Marketing, Walnut Creek, CA 415-937-0650  
North Shore Marketing, Seattle, WA 206-284-9699  
Island Instruments, Kaneohe, HI 808-235-7544  
PRODUCTS: automatic, computer controlled, custom,  
digital, ENG, gated, microprocessor, modular, paging,  
rack-mount, theatrical, VCA

**IRP, DIV. KNOWLES ELECTRONICS INC.**

321 Bono Street  
Elk Grove Vil., IL 60007  
708-439-3600 800-255-6993 FAX: 708-640-9607  
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Manager: Roger Carroll  
Piper and Givan Assoc., Needham, MA 617-449-1144  
Sigmat Corp., Freehold, NJ 201-462-1221  
Richard S. Pass Associates, Langhorne, PA 215-757-  
6100  
Starin Marketing, Chesterton, IN 219-929-4127  
Bencsik Associates, Ocala, FL 904-732-9775  
Eesco Systems Inc., Los Angeles, CA 213-666-9601  
Audio Marketing Associates, Brecksville, OH 216-526-  
2426  
Henry W. Phillips Company, Roswell, GA 404-992-  
3070  
Cammar Sales, Westerville, OH 614-890-6217  
Graham/Davis Inc., Dallas, TX 214-357-7677  
MJA Marketing, St. Charles, MO 314-447-7111  
More Technologies, Los Angeles, CA 213-474-4211  
PRODUCTS: automatic, gated, modular, VCA

**Ivie Technologies Inc.**

1366 West Center  
Orem, UT 84057  
801-224-1800 FAX: 801-224-7526  
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Glenn Meyer; Vice President, Product Mgt.: Larry  
Driskill; Sales Coordinator: Georgia Hall; Production  
Vice President: Bob Greene  
Western Audio Sales, Burbank, CA 818-954-9300  
Metropolis Audio Marketing, Edison, NJ 201-225-0085  
Meyer Marketing, Deerfield Beach, FL 305-481-9250  
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2524  
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3936

# The Smart New Angle On Mixing

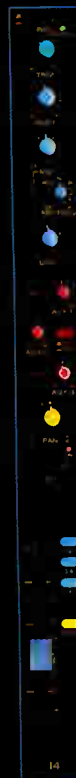


## INTRODUCING THE TOA CX SLANTBACK.

TOA's engineered big performance into a compact board where sleek lines and ergonomic controls are just the start. Priced-right, sounds-right, it's shaping up to be another intelligent innovation from TOA.

### 16/12 OVERTURE.

Choose 16 or 12 channels with 2 additional line level slider-controlled stereo inputs. And, CX SlantBacks are feature rich, including 4 group outputs, stereo L/R outputs, 3 aux outs and 1 mono sum out.



### NIMBLE.

A spacious, easy-to-handle layout with luminous soft-top controls makes the CX Slant-Back sure to the touch — even in low light. The slant back eases setup and changes, all of which just might make TOA the easiest-to-use mixer ever.

### SILENT TYPE.

Of course there's wide, flat frequency response, noise below -130dB (EIN) and minimal distortion. Add optional transformer-isolated I/O's and guarantee absolute freedom from interference and ground loops.

### ROAD WARRIOR.

CX SlantBack is designed around a rugged cast aluminum frame and components that stand up to touring's hard knocks. Heavy duty reliability is just as welcome in tamer surroundings — conference, church and performing arts installations — where legendary TOA quality makes contractor callbacks obsolete.

### QUICK-CHANGE ARTIST.

Mix to four subgroups or direct to stereo L/R, all monitored by six peak-reading LED meters, switchable to monitor ten functions.

### FINE TUNED.

Precise control comes from a staggered-dial three-band EQ with sweepable mids and independent pre, post and switchable sends.



TOA ELECTRONICS, INC.

401 GATEWAY BOULEVARD, SOUTH SAN FRANCISCO  
CA 94080 • 415/588-2538 • 800/733-4750  
TOA CANADA: ONTARIO 416/624-2317  
TOA UK: ESSEX (0277) 233882

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711 A Street  
P.O. Box 2898  
Meridian, MS 39305  
601-693-5376 FAX: 601-484-4278  
Sales & Marketing Director: Lance Schmidt  
PRODUCTS: powered, rack-mount

**Professional Sound**

5707 Cahuenga Blvd.  
N. Hollywood, CA 91601

**Quantam Audio Labs**

2752 Walnut Ave.  
Tustin, CA 92680

**Ramko Research**

3501-#4 Sunrise Boulevard  
Rancho Cordova, CA 95742  
916-635-3600 800-678-1357 FAX: 916-635-0907  
National Sales Coordinator: Mike Pardee; President:  
Ramon G. Kohfeld; Product Manager: Frank  
Martinez; Engineering Support: David Baldwin  
PRODUCTS: broadcast, custom, modular, paging,  
production, rack-mount, theatrical

**Rane Corporation**

10802 47th Avenue West  
Everett, WA 98204-3400  
206-355-6000 FAX: 206-347-7757  
President: Steve Brakken; CEO: Linda Arink; V.P. of  
Manufacturing: Rick Bernard; V.P. of R & D: Dennis  
Bohn; V.P. of Marketing: Larry Winter; National  
Sales Manager: Ray Bloom

**Recordex**

1935 Delk Ind'l Blvd.  
Marietta, GA 30067

**Richmond Sound Design Ltd.**

1234 West Sixth Avenue  
Vancouver Canada V6H 1A5  
604-732-1234 FAX: 604-734-3901  
President: Charlie Richmond; General Manager:  
Damon Wooten; Project Coordinator: Marilyn  
Williams; Administration: Jennifer Bass  
W3 Marketing, Atlanta, GA 404-981-7021  
Sound Sales, Baltimore, MD 301-964-1173  
PRODUCTS: broadcast, combo, computer controlled,  
custom, digital, microprocessor, MIDI, modular,  
monitor, portable, production, rack-mount, recording,  
theatrical

**Rolls Corporation**

7023 So 400 W  
Midvale, UT 84047  
801-562-5628 800-736-7655 FAX: 801-562-5655  
President: David DiFrancesco; Vice Pres/General  
Manager: Marilyn DiFrancesco  
PRODUCTS: modular, monitor, rack-mount, theatrical

**Sanctuary Sound Systems**

113 Newport Dr.  
Oak Ridge, TN 37830

**Seck**

8500 Balboa Blvd.  
P.O. Box 2200  
Northridge, CA 91329

818-893-4351 FAX: 818-893-3639

President: Ronald Means; Vice President/Sales: Ken  
Lopez; Vice President/Marketing: Mark Gander;  
Market Manager: Hector Martinez; Market Manager:  
Steve Romeo; National Sales Manager: David Kimm  
Jim Chase, San Clemente, CA 714-492-6290  
Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 708-382-4925  
PRODUCTS: portable, production, recording,  
theatrical

**SESCOM, INC.**

2100 Ward Drive  
Henderson, NV 89015  
702-565-3400 800-634-3457 FAX: 702-565-4628  
President: Franklin J. Miller  
PRODUCTS: ENG, portable, production

**Sony Professional Audio**

1600 Queen Anne Road  
Teaneck, NJ 07666  
201-833-5709 FAX: 201-833-9645  
Vice President: Courtney Spencer; Ntl Sales Mgr-  
Standard Prod: Bob Ott; Ntl Sales Mgr- Studio Prod.:  
Gary Rosen; National Marketing Manager: Clayton  
Blick  
Sony Professional Audio, Paramus, NJ 201-368-5185  
Sony Professional Audio, Nashville, TN 615-883-8140  
Sony Professional Audio, Itasca, IL 708-773-6001  
Sony Professional Audio, Burbank, CA 818-841-8711  
PRODUCTS: broadcast, compressor/leveler,  
computer controlled, digital, powered, production, rack-  
mount, recording, theatrical, VCA

**Soundcraft**

8500 Balboa Blvd.  
P.O. Box 2200  
Northridge, CA 91329  
818-893-4351 FAX: 818-893-3639  
President: Ronald Means; Vice President/Sales: Ken  
Lopez; Vice President/Marketing: Mark Gander;  
Market Manager: Hector Martinez; Market Manager:  
Steve Romeo; National Sales Manager: David Kimm  
Jim Chase, San Clemente, CA 714-492-6290  
Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-4925  
Tom Walter, No. Barrington, IL 708-382-4925  
PRODUCTS: broadcast, monitor, portable,  
production, rack-mount, recording, theatrical

**Soundtech Systems**

230 Lexington Drive  
Buffalo Grove, IL 60089  
708-541-3520 800-877-6863 FAX: 708-541-3616  
President: Rudy Schlacher; General Sales Manager:  
D.J. Beirut; Export Sales Manager: Bill Robinson;  
Field Sales Manager: Todd Peden; Sales Representa-  
tive(inside): Brian Courtney  
PRODUCTS: modular, ENG, portable, powered, rack-  
mount

**Soundtracs PLC**

91 Ewell Road  
Surbiton, Surrey, UK KT6 6AH  
81-399-3392 FAX: 81-399-6821  
C.E.O./President: Todd Wells; Sales Manager: John  
Carroll; Product Manager: Joel Singer  
Worldwide Electronics, Davie, FL 305-584-7024  
Image Marketing, Fountain Valley, CA 714-957-0630  
Jamm Distributors, Flossmoor, IL 708-799-0550

Reflex Marketing, Hempstead, NY 516-565-2323  
JMS Sales, Austin, TX 512-266-1113

**Sphere Electronics**

20201 A Praire  
Chatsworth, CA 91311

**Stewart Electronics**

11460 Sunrise Gold Circle  
#B  
Rancho Cordova, CA 95742  
916-635-3011 FAX: 916-635-1787  
Owner: Wade Stewart; Sales & Marketing Admin.:  
Sally Ann Poff; Production Engineer: Bob Hershonow  
PRODUCTS: rack-mount

**Studer Revox America, Inc.**

1425 Elm Hill Pike  
Nashville, TN 37210  
615-254-5651 FAX: 615-256-7619  
President: Tore B. Nordahl; Executive Vice President:  
Bill Muggler; Dir., Pro. Dealer Products: David  
Bowman; Director of Tech. Operations: Jim  
Kurowski; Dir. of Tech. and Mktg. Svcs: Doug Beard  
PRODUCTS: broadcast, custom, portable, recording,  
theatrical

**STUDIOMASTER INC.**

3941 Miraloma Avenue  
Anaheim, CA 91719  
714-524-2227 FAX: 714-524-5096  
President: Paul Reeve; National Sales Manager: Jim  
Giordano  
PRODUCTS: MIDI, modular, monitor, portable,  
powered, production, rack-mount, recording, theatrical

**Tascam**

7733 Telegraph Rd.  
Montebello, CA 90640  
213-726-0303  
Division Manager: Greg Hildebrandt; National Field  
Sales Manager: Chas. Prada

**Television Technology**

PO Box 1385  
Broomfield, CO 80020-8385

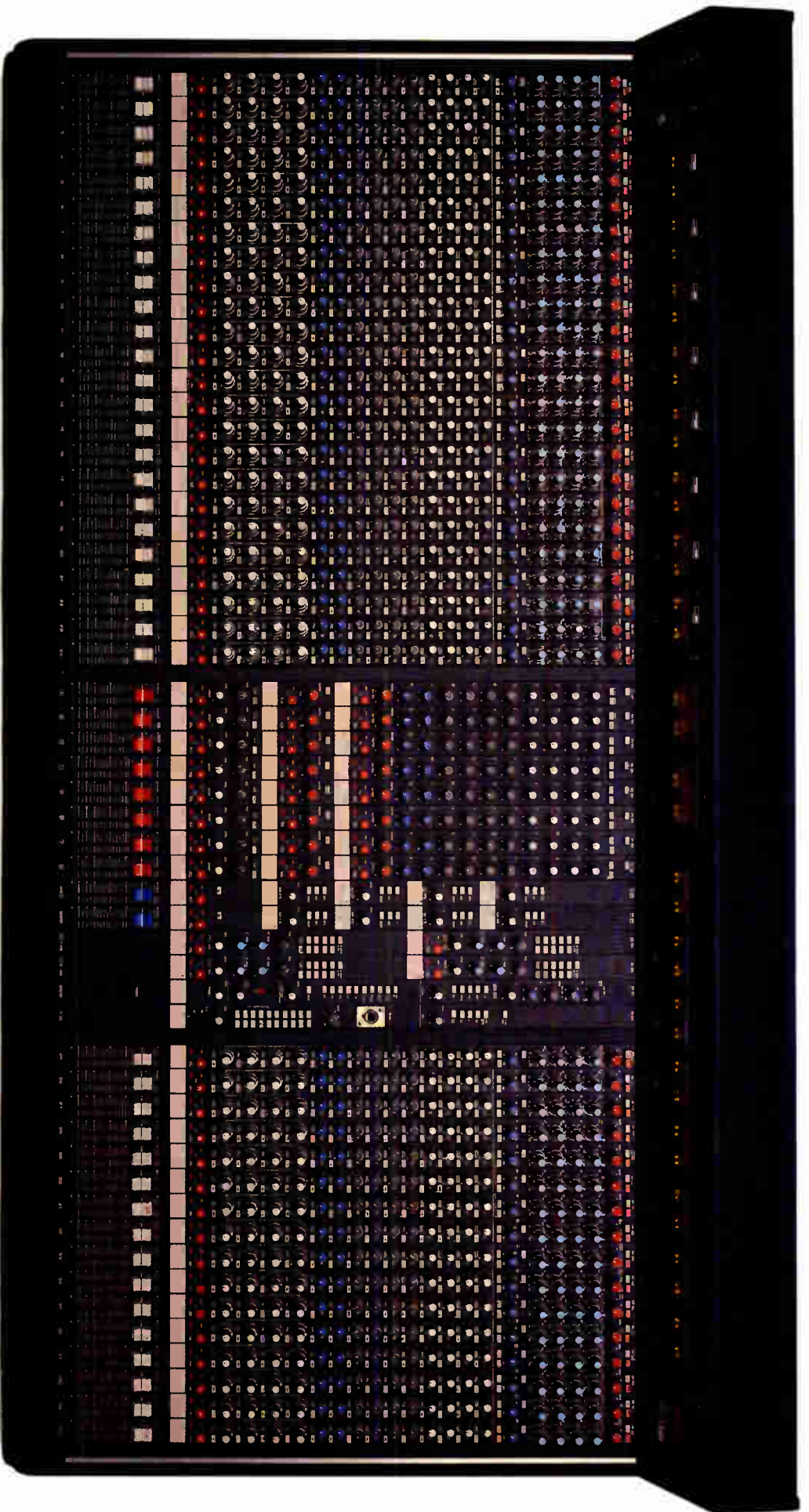
**The John Hardy Co., Inc.**

PO Box AA631  
Evanston, IL



**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
P.O. Box 2047  
South San Francisco, CA 94080  
415-588-2538 800-733-4750 FAX: 415-588-3349  
President: Yoshiro Ishida; Director, Audio Products  
Div: Richard Krochmal; Director, Comm. Systems  
Div.: Al Burns; Manager, Engineered Sound Pr: Rick  
Kamlet; Controller: Cal Weddle; Manager  
Engineering Services: Bob Sweet



**RAMSA WRS-840 Monitor Console. Just ask these sound companies: AI-Audio** (Frank Sinatra, Liza Minelli, The Temptations, Tony Bennett, K.T. Oslin, Gladys Knight).

**Burns Audio** (Academy Awards, Grammy Awards, Golden Globe Awards, Academy of Country Music Awards, Kennedy Center Honors, San Diego Civic Auditorium (Summer Season), San Diego Starlight Bowl (Summer Season), Soul Train Music Awards, Las Vegas Spring Mountain Ranch (Summer Concert Series), Warner Brothers Re-dedication Ceremonies).  
**dB Sound, Chicago** (Aerosmith, Stryper, New Order, P.M.D., Sugarclikes, Prince). **Eighth Day Sound** (Ersure, Bad English, Alice Cooper, Lisa Stansfield, Jethro Tull, The Escape Club, The Tom-Tom Club, Deborah Harry/Ranones, Jerry Harrison Tour, Tom Jones, Kool & The Gang). **Maryland Sound** (David Bowie, Neil Diamond, Debbie Gibson, Anita Baker, Kenny G, Luther Vandross, Hall & Oates, Miami Sound Machine, Neil Young, David Lee Roth, Belinda Carlisle, Melissa Manchester, Patti LaBelle, Paul Simon, George Benson, Steve Miller, Pink Floyd, Roberta Flack, Dolly Parton, Ann Murray, Joe Jackson, Boy George, Stevie Wonder, Earth, Wind and Fire, The Cure, Whitney Houston). **Naked Zoo** (Wayne Newton, The Commodores, Roger Whittaker). **ProMedia** (Luciano Pavarotti). **See Factor** (Lou Reed, Smokey Robinson, David Byrne). **Sound Image** (Barbara Mandrell, Jackson Browne, John Denver, Jimmy Buffet, The Robert Gray Band).  
**Sun Sound Audio** (Joe Cocker, Harry Belafonte, The Cult). For information, contact: Ramsa, 6550 Katella Ave., Cypress, CA 90632, 714-373-7278.

**RAMSA**

**Panasonic**

Communications & Systems Company

Chuck McGregor- Product Conslt, New York, NY 212-629-6497  
 Jeff Pallin- Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
 Bob Hager- Eastern Regional Mgr, Roswell, GA 404-552-7624  
 Linda Wick- Central Reg. Mgr., Kansas City, MO 816-453-5775  
 Daryle Skaugstad- W. Reg. Mgr., Woodinville, WA 206-788-7943  
 PRODUCTS: automatic, broadcast, ENG, modular, paging, production, rack-mount, theatrical

### Total Audio Concepts

10815 Burbank Blvd.  
 N. Hollywood, CA 91601

### Trident Audio USA

2720 Monterey St.  
 Torrance, CA 90503  
 213-533-8900 FAX: 213-533-7072  
 President: Wayne D. Freeman; Technical Manager: Kris Jackson  
 Trident New York, Irvington, NY 914-591-3741

### U.S. Audio

P.O. Box 1075  
 Rochester, NY 14603  
 716-663-8820 800-733-9473 FAX: 716-865-8930  
 President: Michael Laiacona; Vice President: Bonnie Gardner; Electrical Engineer: Jim Kelsey; Senior Design Engineer: Carl Cornell  
 PRODUCTS: paging, portable, production, rack-mount

### Ward-Beck Systems

841 Progress Ave.  
 Scarborough, Ont, Ca M1H 2X4

### YAMAHA PROFESSIONAL AUDIO DIVISION

6600 Orangethorpe Avenue  
 Buena Park, CA 90620  
 714-522-9011 FAX: 714-739-2680  
 National Sales Manager: Bob Shomaker; Eastern Sales Manager: Paul Gazarian; Western Sales Manager: Craig Bullington  
 PRODUCTS: digital, disco, MIDI, monitor, powered, rack-mount, theatrical

## PA SYSTEMS

### AIPHONE CORPORATION

P.O. Box 90075  
 Bellevue, WA 98009  
 206-455-0510 800-692-0200 FAX: 800-525-3372  
 President: Jun Matsumoto; Vice President/Sales: Jim Morrison; Vice President/Marketing: Harry Quanz  
 East Coast Regional Office, Rochelle Park, NJ 201-843-6115  
 Alby Curren Sales, Pittsford, NY, 716-586-1110  
 Audio Marketing Assoc., Brecksville, OH, 216-526-2426  
 B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
 Bassett Sales, N. Hollywood, CA, 213-877-7129  
 Burcaw Co & Assoc., Warren, MI, 313-573-4605  
 Earl & Brown, Redmond, WA, 206-885-5064  
 Forti Assoc., Kensington, MD, 301-949-1706  
 G. Duvall Co., Chicago, IL, 312-774-5115  
 Graham/Davis, Houston, TX, 713-558-8662  
 Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
 Kingston Sales, Indianapolis, IN, 317-876-2545  
 Murphy & Cota, Atlanta, GA, 404-875-2525  
 Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
 Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
 System Solutions, Afton, MN, 612-436-7641  
 The Repworks, Chicopee, MA, 413-533-0845  
 Warren Assoc., Livermore, CA, 415-499-9000  
 PRODUCTS: mixer/ amplifier, music distribution, telephone, mixer/ preamps, zoned

### Alesis Corporation

3630 Holdrege Avenue  
 Los Angeles, CA 90016  
 213-467-8000 FAX: 213-836-9192  
 President: Russell Palmer; V.P. Sales and Marketing: Ralph Goldheim; V.P. Advertising & Promotion: Allen Wald; Regional Sales Manager: Ted Keffalo;  
 Regional Sales Manager: Doug White  
 PRODUCTS: processors

### ALTEC LANSING CORPORATION

P.O. Box 26105  
 Oklahoma City, OK 73126  
 405-324-5311 FAX: 405-324-8981  
 President: Dave Merrey; Vice President: Chuck

Lange; National Sales Manager: Jerry Spriggs; Manager Export Marketing: John Sexton; Marketing Manager: Tim Smith; Technical Services Manager: Gary Jones  
 PRODUCTS: mixer/ amplifier, mixer/ preamps, modular, processors

### ARX

28271 Bond Way  
 P.O. Box 842  
 Silverado, CA 92676  
 714-649-2346 FAX: 714-649-3064  
 Director: Algis Renkus  
 ARX Systems, Highett, Victoria, Australia, 613-555-7859  
 On The Road Marketing, Upper Montclair, NJ 201-746-0412  
 On Line Marketing, Wadsworth, OH 216-336-7504  
 Jim Greene, Stone Mt., GA 404-297-9009  
 Mike Chafee, Sarasota, FL 813-921-4294

# ASHLY

### Ashly Audio, Inc.

100 Fernwood Ave.  
 Rochester, NY 14621  
 716-544-5191 800-828-6308 FAX: 716-266-4589  
 President: Bill Thompson; Sr. V.P. Sales/Marketing: Bob French; Vice President: Dave Malloy; Office/ Credit Manager: Ellen Price  
 PRODUCTS: mixer/ preamps, modular, processors, signaling

### Audio Analysts U.S.A. Inc.

13 Industrial Boulevard West  
 Plattsburgh, NY 12901  
 518-561-5071  
 President: Pierre Pare; Vice President/Marketing: Bertrand Pare; Vice President/Engineering: Albert

### Leccese

Audio Analysts, North Hollywood, CA 818-766-8155  
 Audio Analysts, Brossard, Quebec, Canada 514-466-1691

### Audio Systems Company

1815 Michigan  
 P.O. Box 1174  
 Bismarck, ND 58504  
 701-223-3800 800-852-6522 FAX: 701-222-8102  
 President: Lynn Mader; Vice President: Lyle Mader  
 Leslie Inc., Elgin, IL 708-697-6677  
 PRODUCTS: mixer/ preamps, modular, processors, zoned

### Bogen Communications

50 Spring Street  
 P.O. Box 575  
 Ramsey, NJ 07446  
 201-934-8500 FAX: 201-934-9832  
 President: John H. Ochtera; National Accounts Manager: James Orr  
 Tim McDonnell, Willoughby Hill, OH 216-942-2429  
 Steve McGrew, Acworth, GA 404-928-4887  
 Walter Spencer, Ramsey, NJ 201-934-8500  
 Fred Yosnick, Woodland, CA 916-668-6311  
 PRODUCTS: mixer/ amplifier, mixer/ preamps, modular, music distribution, telephone, zoned

### Carvin Corporation

1155 Industrial Avenue  
 Escondido, CA 92025  
 619-747-1710 800-854-2235 FAX: 619-747-0743  
 Carvin Hollywood, Hollywood, CA 213-851-4200  
 PRODUCTS: mixer/ amplifier, mixer/ preamps, modular

### Clarity

1111 Industrial Avenue, S.E.  
 Roanoke, VA 24013  
 703-982-7003 800-962-6009 FAX: 703-982-7032  
 President: John W. Mason; Sales Coordinator: Linda T. Bishop; Product Manager: John D. Spencer  
 PRODUCTS: mixer/ amplifier, mixer/ preamps, telephone



# FAST ACTION CARD

## SOUND & COMMUNICATIONS

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 STREET: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
 TELEPHONE: ( ) \_\_\_\_\_  
**AUGUST 1990** **EXPIRES 12/1/90**

Do you wish to receive (continue receiving) *Sound & Communications*?  
 Yes  No

**1 Primary Job Function (only one):**

A Management/Owner  
 B Engineering/Technical Mgt  
 C Sales/Marketing  
 D In-House Maintenance/Service  
 E Field Installation/Maintenance  
 F Consultant  
 G Advertising/Promotion  
 H Other \_\_\_\_\_

**2 Primary business of company (only one):**

1 Contractor—Engineered Sound/Acoustical  
 2 Contractor—Interconnect/Intercom  
 3 Contractor—Fire/Alarm/Safety  
 4 Electrical Contractor  
 5 Pro Audio/Studio/Reinforcement

6 Architect/Designer  
 7 Engineering/Acoustical Consulting  
 8 Maintenance/Service  
 9 Dealer/Distributor/Rep  
 M Manufacturer  
 O Other \_\_\_\_\_

**3 Your purchasing authority:**

A Final Approval/Buyer  
 B Recommend/Specifier  
 C No Direct Authority/User

**4 Intensity of your product need:**

1 Have salesman call  
 2 Need within 3-6 months  
 3 Future projects

**5 Number of employees at your company:**

A 1-3  B 4-10  C 11-25  D 26-100  
 E over 100

**NEW PRODUCTS:** 43 60 77  
 (Please Circle) 44 61 78  
 45 62 79

1	15	29	46	63	80
2	16	30	47	64	81
3	17	31	48	65	82
4	18	32	49	66	83
5	19	33	50	67	84
6	20	34	51	68	85
7	21	35	52	69	86
8	22	36	53	70	87
9	23	37	54	71	88
10	24	38	55	72	89
11	25	39	56	73	90
12	26	40	57	74	91
13	27	41	58	75	92
14	28	42	59	76	93

**ADVERTISING PRODUCTS:**  
 (Please Circle) 243 260 277

201	215	229	246	263	280
202	216	230	247	264	281
203	217	231	248	265	282
204	218	232	249	266	283
205	219	233	250	267	284
206	220	234	251	268	285
207	221	235	252	269	286
208	222	236	253	270	287
209	223	237	254	271	288
210	224	238	255	272	289
211	225	239	256	273	290
212	226	240	257	274	291
213	227	241	258	275	292
214	228	242	259	276	293



Please send free information on items circled.

## SOUND & COMMUNICATIONS

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 STREET: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
 TELEPHONE: ( ) \_\_\_\_\_  
**AUGUST 1990** **EXPIRES 12/1/90**

Do you wish to receive (continue receiving) *Sound & Communications*?  
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A Management/Owner  
 B Engineering/Technical Mgt  
 C Sales/Marketing  
 D In-House Maintenance/Service  
 E Field Installation/Maintenance  
 F Consultant  
 G Advertising/Promotion  
 H Other \_\_\_\_\_

**2 Primary business of company (only one):**

1 Contractor—Engineered Sound/Acoustical  
 2 Contractor—Interconnect/Intercom  
 3 Contractor—Fire/Alarm/Safety  
 4 Electrical Contractor  
 5 Pro Audio/Studio/Reinforcement

6 Architect/Designer  
 7 Engineering/Acoustical Consulting  
 8 Maintenance/Service  
 9 Dealer/Distributor/Rep  
 M Manufacturer  
 O Other \_\_\_\_\_

**3 Your purchasing authority:**

A Final Approval/Buyer  
 B Recommend/Specifier  
 C No Direct Authority/User

**4 Intensity of your product need:**

1 Have salesman call  
 2 Need within 3-6 months  
 3 Future projects

**5 Number of employees at your company:**

A 1-3  B 4-10  C 11-25  D 26-100  
 E over 100

**NEW PRODUCTS:** 43 60 77  
 (Please Circle) 44 61 78  
 45 62 79

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3	17	31	48	65	82
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6	20	34	51	68	85
7	21	35	52	69	86
8	22	36	53	70	87
9	23	37	54	71	88
10	24	38	55	72	89
11	25	39	56	73	90
12	26	40	57	74	91
13	27	41	58	75	92
14	28	42	59	76	93

**ADVERTISING PRODUCTS:**  
 (Please Circle) 243 260 277

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207	221	235	252	269	286
208	222	236	253	270	287
209	223	237	254	271	288
210	224	238	255	272	289
211	225	239	256	273	290
212	226	240	257	274	291
213	227	241	258	275	292
214	228	242	259	276	293



Please send free information on items circled.

# **FAST ACTION CARD**



NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES

**BUSINESS REPLY CARD**  
FIRST CLASS MAIL      PERMIT NO. 1217      BOULDER, CO

POSTAGE WILL BE PAID BY ADDRESSEE  
**TESTA COMMUNICATIONS, INC.**  
**SOUND**  
**&**  
**COMMUNICATIONS**  
P.O. BOX 8302  
Boulder, Colorado 80329-8302



NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES

**BUSINESS REPLY CARD**  
FIRST CLASS MAIL      PERMIT NO. 1217      BOULDER, CO

POSTAGE WILL BE PAID BY ADDRESSEE  
**TESTA COMMUNICATIONS, INC.**  
**SOUND**  
**&**  
**COMMUNICATIONS**  
P.O. BOX 8302  
Boulder, Colorado 80329-8302



**Com-Tec Inc.**

3000 N. Pointer Rd.  
Appleton, WI 54915  
414-749-2840 FAX: 414-749-2848  
Com-Tec Inc., Madison, WI 608-831-8055  
PRODUCTS: mixer/ amplifier, modular, music  
distribution, zoned

**Dukane Corporation**

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
President/C.E.O.: S. McWilliams Stone Jr.; Division  
General Manager: Steven Deppe; National Sales  
Manager: Warren Anderson; Service Manager: Cliff  
Carlson  
Wally Smutts, Toronto, Ontario, 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4284  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: mixer/ amplifier, mixer/ preamps,  
modular, music distribution, signaling, telephone,  
zoned

**DYNACORD**

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy  
Cranton  
PRODUCTS: mixer/ amplifier, mixer/ preamps,  
modular, music distribution, processors, signaling,  
zoned

**Eddor**

1948 E. Pomona Street  
Santa Ana, CA 92705  
714-258-0777 800-854-0259 FAX: 714-258-7117  
PRODUCTS: mixer/ amplifier, mixer/ preamps,  
modular, music distribution, processors, signaling,  
telephone, zoned

**Fanon Courier**

14811 Myford Road  
Tustin, CA 92680  
714-669-9890 800-345-1354 FAX: 714-669-1081  
President: Frank Blaha; Director Sales & Marketing:  
Murray Trotiner; Director of Engineering: Miguel  
Santana  
PRODUCTS: music distribution

**Gilderfluke & Co.**

820 Thompson Avenue #35  
Glendale, CA 91201  
818-546-1618 FAX: 818-546-1619  
Owner: Doug Mobley; Marketing: Denise Dougherty  
PRODUCTS: modular, processors, zoned

**HARRIS CORPORATION  
DRACON DIVISION**

809 Calle Plano  
Camarillo, CA 93012  
805-987-9511 800-437-2266 FAX: 805-987-2547  
Vice Pres. General Manager: John R. Mason; Vice  
Pres. Sales/Marketing: Jack McGuigan; Controller:  
Ron Burgess; Vice Pres. of Engineering: Ben Pierce;  
Paging Product Manager: Tom Johnson; Director  
Sales, Marketing: Tom Erdmann  
Dave Forcey, Squaw Valley, CA 209-338-2124  
Sam Biasi, Alexandria, VA 703-971-5095  
Bill Boone, Libertyville, IL 708-816-1080  
Bob Lincoln, Indian Rocks Bch, FL 813-585-3055  
Dave Whalen, Oxnard, CA 805-984-0197  
PRODUCTS: mixer/ amplifier, mixer/ preamps,  
modular, music distribution, processors, signaling,  
telephone, zoned

**Innovative Electronic Designs, Inc.**

9701 Taylorsville Rd.  
Louisville, KY 40299  
502-267-7436 FAX: 502-267-9070  
President: Hardy Martin; Vice President, Mkt'g &  
Sales: Tom Roseberry; Sales Application Engineer:  
Mark Lewellyn; V.P. Research & Development: Bob  
Ponto; Vice President, Engineering: Ed Young; Vice  
President, Software: John Johnson  
Yore Company, White Bear Lake, MN 612-770-9760  
Steffey Marketing Assoc. Inc., Northbrook, IL 708-  
480-3575  
WesTech Marketing, Culver City, CA 213-870-9286

Repworks, Chicopee, MA 413-533-0845  
Darmstedter Associates, Baldwinsville, NY 315-638-  
1261  
John Anthony, Stamford, CT 203-322-9202  
Sigmat, Valley Forge, PA 215-783-6666  
Secom systems, Atlanta, GA 404-455-0672  
Bencsik Associates, Ocala, FL 904-732-9775  
C.L. Pugh, Cleveland, OH 216-238-1777  
Monford Electronics Marketing, Indianapolis, IN 317-  
872-8877  
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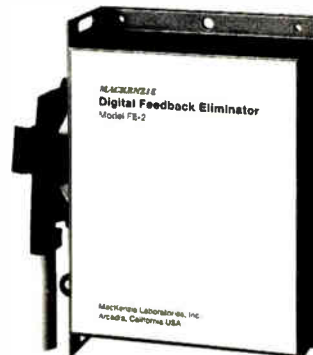
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Manager: Craig Bullington  
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PRODUCTS: audio/ video

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**LynTec**

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 Merriam, KS 66204  
 913-722-4047 FAX: 913-432-6341  
 Owner: Lynn J. Potter  
 PRODUCTS: matrix, remote controllable

**Novadyne**

P.O. Box 5508  
 San Mateo, CA 94402-0508  
 415-349-3241 FAX: 415-579-1203  
 PRODUCTS: audio/ video

**OXMOOR CORPORATION**

2111 Parkway Office Circle  
 Birmingham, AL 35244  
 205-985-7044 FAX: 205-985-9966  
 President: Lynn McCroskey; Vice President/ Manager: Gary West; National Sales: Richard C. Mitchell; Sales Associates: Kelly Fowler; Production Manager: Jim Watson; Director of Engineering: Joe Hanson  
 Alhwest Electronics, Camarillo, CA 805-388-1789  
 ASR, Fallston, MD 301-893-0001  
 Audio Resources, Westmont, IL 708-655-1180  
 Dimension IX Marketing, Lewisville, TX 214-436-3706  
 Evans Sales and Marketing, Nashville, TN 615-297-7997  
 John B. Anthony Co., Stamford, CT 212-585-2027  
 Loomis and Associates, Fremont, CA 415-797-3500  
 Loppnow and Associates, Issaquah, WA 206-392-3936  
 R.J. Throckmorton Sales Co., Baldwin, MO 314-227-7222  
 Repworks, Chicopee, MA 413-553-0845  
 Winkler, Jones & Assoc., Stamford, CT, 212-585-2027  
 World Wide Electronics, Ft. Lauderdale, FL, 305-584-7024  
 Yore Company, White Bear Lake, MN, 612-770-9760  
 PRODUCTS: matrix, remote controllable

**Patch Bay Designation**

4742 San Fernando Rd.  
 Glendale, CA 91204

**Protech Audio Corporation**

Flowerfield Bldg. 1  
 St. James, NY 11780  
 516-584-5855 FAX: 516-584-5904  
 Director of Marketing: Bill Murphy; Vice President Engineering: Joseph Giambone  
 Peregrine Southwest Reps, Houston, TX 713-589-8481  
 PRODUCTS: matrix, mic splitters, remote controllable

**Ramko Research**

3501-#4 Sunrise Boulevard  
 Rancho Cordova, CA 95742  
 916-635-3600 800-678-1357 FAX: 916-635-0907  
 National Sales Coordinator: Mike Pardee; President: Ramon G. Kohfeld; Product Manager: Frank Martinez; Engineering Support: David Baldwin  
 PRODUCTS: components, matrix, remote controllable

**RCI Systems**

5615 Fishers Lane  
 Rockville, MD 20852-5200  
 301-984-1800 800-765-4724 FAX: 301-587-3642  
 President: Jay W. Kingery; General Manager: Donald M. Bailey  
 PRODUCTS: audio/ video, multi boxes, pre-wired

**SESCOM, INC.**

2100 Ward Drive  
 Henderson, NV 89015  
 702-565-3400 800-634-3457 FAX: 702-565-4828  
 President: Franklin J. Miller  
 PRODUCTS: mic splitters, multi boxes

**Sierra Video Systems**

13046 Loma Rica Drive  
 P.O. Box 2462  
 Grass Valley, CA 95945  
 916-273-9331 FAX: 916-273-9390  
 General Manager: Larry Arzt; Marketing Manager: Kay Turner; Office Manager: Mimi Hemgren  
 Karden Group, Apollo Beach, FL 813-645-8599  
 Dollacker & Associates, New Orleans, LA 504-899-4513  
 Omnivue, New York, NY 212-532-5576  
 Applied Technologies Marketing, Hoffman Estates, IL 708-934-6262  
 The Enright Company, Tustin, CA 714-838-1900  
 PRODUCTS: audio/ video, components, digital, matrix, remote controllable

**Soundstream Technologies**

120 Blue Ravine Road  
 Folsom, CA 95630  
 916-351-1288 800-678-7326 FAX: 916-351-0414  
 President: Donna D. Haas; Managing Director: Lee Adams; Director of Engineering: Wade Stewart; Ntl. Sales Mgr., Home Audio: Chuck Kittelson; Prod. Specialist Home Audio: John Maxson  
 John W. Steinberg Company, Encino, CA 818-705-7772  
 Moskau & Associates, Dallas, TX 214-821-4280  
 OAC Group, Dublin, CA 415-829-8800  
 On Line Marketing, Wadsworth, OH 216-336-7504  
 Sound Marketing, Palos Hills, IL 708-598-6888  
 PRODUCTS: audio/ video, remote controllable

**TARGET TECHNOLOGY, INC.**

P.O. Box 609  
 Penn Valley, CA 95946  
 916-639-2102 FAX: 916-639-2212  
 President: Peter F. Hughes  
 PRODUCTS: audio/ video, matrix, remote controllable

**Trimm**

PO Box 489  
 400 W. Lake St.  
 Libertyville, IL 60048

**TSI (Tamco Systems Inc.)**

393 Jericho Turnpike  
 Mineola, NY 11501  
 516-294-5390 800-628-2084 FAX: 516-294-5008  
 CEO: Mario Maiese; President: Garani Srinivasan; President Spec. Prod. Div.): Richard Stillwell; Sales Coordinator: Denise Matejka; Marketing Manager: Karen Pepe  
 PRODUCTS: audio/ video, remote controllable

**Whirlwind**

P.O. Box 1075  
 Rochester, NY 14603  
 716-663-8820 800-733-9473 FAX: 716-865-8930  
 President: Michael Laiacona; Vice President: Bonnie Gardner; Electrical Engineer: Jim Kelsey; Sr. Design Engineer: Carl Cornell; Marketing Manager: Michael Hellman  
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Vice Pres. Sales & Marketing: Jon Peirson; Regional  
Sales Manager: Maggie Keleher; Regional Sales  
Manager: Brad Carr; Export Manager: Dee Coons  
PRODUCTS: amplifiers, DC battery powered,  
lecterns, megaphones, mixer amplifiers, powered  
lecterns, powered speakers, speakers, wireless

## ARGOS PRODUCTS

600 S. Sycamore Street  
P.O. Box 175  
Genoa, IL 60135  
815-784-5118 800-356-5240  
President: Donald Mac Laughlin; Sales/Vice  
President: Ron Evers; Credit Manager: Rosella  
Johnson; Chief Engineer: Loren Schrader; Purch  
Agent: Ray Melton  
Nevco, Crestwood, MO 314-843-7406  
W.A. Hendrickson, N. Scituate, MA 617-545-0652  
Maish Sis, Mulberry, IN 317-296-2322  
TMC Sis, Ft. Lee, NJ 201-944-8340  
Shamrock Sis, Dayton, OH 513-258-1227  
Pacnor Marketing, Lynwood, WA 206-771-6016  
Murphy & Cota, Atlanta, GA 404-875-2525  
Mel Foster Tech Sis, Edina, MN 612-941-9800  
Bencsik Assoc., Ocala, FL 904-732-9775  
Stinson Assoc., Havertown, PA 215-446-8585  
Lewis & Dunnigan, Syracuse, NY 315-446-5522  
Arch Hoyme, Arlington Hgts, IL 312-398-1681  
Meyer & Ross, Burlingame, CA 415-348-6800  
PRODUCTS: columns, DC battery powered, lecterns,  
powered lecterns

## Ashly Audio, Inc.

100 Fernwood Ave.  
Rochester, NY 14621  
716-544-5191 800-828-6308 FAX: 716-266-4589  
President: Bill Thompson; Sr. V.P. Sales/Marketing:  
Bob French; Vice President: Dave Malloy; Office/  
Credit Manager: Ellen Price  
PRODUCTS: amplifiers, mixers, processors

## Audio Centron

1400 Ferguson Avenue  
St. Louis, MO 63133  
314-727-4512 800-727-4512 FAX: 314-727-8929  
Product Manager: Tony Moscal

## Dukane Corporation

2900 Dukane Drive  
St. Charles, IL 60174  
708-584-2300 FAX: 708-584-2370  
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General Manager: Steven Deppe; National Sales  
Mngr: Warren Anderson; Service Mngr: Cliff Carlson  
Wally Smutts, Toronto, ON, Canada 708-584-2300  
Doug Fellabaum, Sycamore, IL 815-895-7573  
Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4284  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: amplifiers, columns, mixer amplifiers,  
speakers

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405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: amplifiers, columns, DC battery  
powered, mixer amplifiers, mixers, speakers,  
weatherproof speakers

## Fanon Courier

14811 Myford Road  
Tustin, CA 92680  
714-669-9890 800-345-1354 FAX: 714-669-1081  
President: Frank Blaha; Director Sales & Marketing:  
Murray Trotiner; Director of Engineering: Miguel  
Santana  
PRODUCTS: megaphones

## J.W. DAVIS AND COMPANY

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: amplifiers, columns, lecterns,  
megaphones, mixer amplifiers, mixers, powered  
lecterns, speakers, weatherproof speakers

## JBL Professional

8500 Balboa Boulevard  
P.O. Box 2200  
Northridge, CA 91329  
818-893-8411 FAX: 818-893-3639  
President: Ronald Means; Vice President, Sales:  
Ken Lopez; Vice President, Marketing: Mark Gander;  
Market Manager: Hector Martinez; Market Manager:  
Steve Romeo; National Sales Manager: Nail Conley  
Jim Chase, San Clemente, CA 714-492-6290  
Bill Hamilton, Folsom, PA 215-543-4677  
Bill Schuermann, Houston, TX 713-370-5553  
Tom Walter, No. Barrington, IL 312-382-4925  
PRODUCTS: amplifiers, mixers, processors,  
speakers

## Komotech - Lite-Sonic-Inc.

1108 W. Valley Blvd. #206  
Alhambra, CA 91754  
818-280-2565 FAX: 818-282-6848  
President: Sake Yamato; Sales Manager Interna-  
tional: Mike Smith; General Manager: David Tseng  
Henry W. Phillips Co. Inc., Roswell, GA 800-877-3070  
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P.O. Box 15900  
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505-892-4501 800-821-1121 FAX: 505-892-6243  
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Jones  
PRODUCTS: DC battery powered

## MagnaSound - div. of UXL Corp.

108-02 Otis Avenue  
Corona, NY 11368  
718-271-5200 FAX: 718-271-5738  
President: Benjamin Frankenstein; Secretary:  
Dorothy Davis; Sales & Marketing: Neil Howard  
PRODUCTS: DC battery powered, powered lecterns

## Paso Sound Products, Inc.

14 First Street  
Pelham, NY 10803  
914-738-4800 800-231-3034 FAX: 914-738-3954  
Executive Vice President: Paul Mastrangelo; Product  
Manager: Ken O'Brien; Credit Manager: Marilyn  
Beckerson; Operations Manager: Anthony Squeglia  
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Jack Mesnick Sales, Liverpool, NY 315-622-3211  
Palmieri Associates, Ridgefield, NJ 201-943-5888  
Weller Electronic Sales, Inc., Worthington, OH 614-  
885-7819  
Lintern Associates, Naperville, IL 708-904-1227  
Robert Misk, Co, Indianapolis, IN 317-842-3400  
MJA Marketing, St. Charles, MO 314-447-7111  
Northland Associates, Moorhead, MN 218-233-4616  
Dimension Pt. IX Marketing, Houston, TX 713-495-  
6974  
Mountain Representatives, Denver, CO 303-623-0972  
Miguel Lopez, Hialeah, FL 305-822-6853  
Paco Electronics, Ltd., Markham, Ontario, 416-475-  
0740  
Lienau Associates, Columbia, MD 301-621-4113  
Robert Misk Co., Inc., Southfield, MI 313-354-3310  
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PRODUCTS: amplifiers, columns, DC battery  
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wireless

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5601 W. Howard St.  
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Leonard Abrahamson; Vice President Engineering:  
Louis Schemack; Director of Engineering: William  
Grossman; National Sales Manager: Howard Frank;  
Catalog Sales Manager: Michael Shatz

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7023 So 400 W  
Midvale, UT 84047  
801-562-5628 800-736-7655 FAX: 801-562-5655  
President: David DiFrancesco; Vice Pres/General  
Manager: Marilyn DiFrancesco  
PRODUCTS: amplifiers

## Schell Electronics, Inc.

120 N. Lincoln  
Chanute, KS 66720  
316-431-2350 FAX: 316-431-2365  
President: Jerry Schell; Secretary/Treasurer Sales:  
Janice Schell  
PRODUCTS: wireless

**Sieler Design Products**

1308 W. 130th Street  
 P.O. Box 2128  
 Gardena, CA 90247  
 213-324-9663  
 President: Patrice Sieler  
 PRODUCTS: DC battery powered, powered speakers

**Sonance**

961 Calle Negocio  
 San Clemente, CA 92672  
 714-492-7777 800-582-7777 FAX: 714-361-5151  
 President: Scott Struthers; Vice President: Geoff Spencer; Sales Manager: National: Dave Donald; International Sales Manager: Mark Cichowski; Public Relations Director: Mitch Simon  
 Morris Tait and Assoc., Los Angeles, CA 213-877-4424  
 Bach Sales, New York, NY 212-727-0404  
 Tandem Marketing, Chicago, IL 708-605-1960  
 Dobbs Stanford, Dallas, TX 214-358-0800  
 Balaton Marketing, Washington, DC 202-471-1764  
 PRODUCTS: batteries, processors

**SPECO**

1172 Route 109  
 Lindenhurst, NY 11757  
 P.O. Box 624  
 516-957-8700 800-645-5516 Fax# 516-957-9142  
 President: Louis W. Keller; VP: James J. Ganci; VP Sales: Mel Hulkower; Sales Manager: Eric Forman; Sales Associate: Angela Carolan; Sales/Expediting: Bernice Zachman  
 L.W. Keller & Assoc., Lindenhurst, NY, 516-226-7733  
 Crown Assoc., Charlottesville, VA, 804-293-6373  
 Jonel Sales Assoc., Milford, MA, 508-478-4650  
 Lectro Reps Inc., Excelsior Springs, MO, 816-673-1158  
 Hutto Hawkins Assoc., Pompano Beach, FL, 305-979-0330  
 PRODUCTS: amplifiers, DC battery powered, mixer amplifiers, powered speakers, weather-proof speakers

**STUDIOMASTER INC.**

3941 Miraloma Avenue  
 Anaheim, CA 91719  
 714-524-2227 FAX: 714-524-5096  
 President: Paul Reeve; National Sales Manager: Jim Giordano  
 PRODUCTS: amplifiers, mixer amplifiers, mixers

**TELEX COMMUNICATIONS, INC.**

9600 Aldrich Avenue South  
 Minneapolis, MN 55420  
 612-884-4051 FAX: 612-884-0043  
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 WesTech Marketing, Culver City, CA 213-870-9286  
 Bencsik Associates, Ocala, FL 904-732-9775  
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 J.Y. Schoonmaker Company, Dallas, TX 214-349-1650  
 Sigmoid Corporation, Valley Forge, PA 215-783-6666  
 Weller Electronic Sales, Worthington, OH 614-885-7819  
 Ziskind Associates, Rolling Meadows, IL 312-577-1624  
 White Radio Ltd., Burlington, ON 416-632-6894  
 Silver Peak Marketing, Denver, CO 303-467-9042  
 PacNor Marketing, Lynnwood, WA 206-771-6016  
 PRODUCTS: amplifiers, mixer amplifiers, wireless

Jeff Pallin-Mgr, Mktg. Dvlpmnt, Valencia, CA 805-254-3584  
 Bob Hager-Eastern Regional Mgr, Roswell, GA 404-552-7624  
 Linda Wick-Central Reg. Mgr., Kansas City, MO 816-453-5775  
 Daryle Skaugstad-W. Reg. Mgr., Woodinville, WA 206-788-7943  
 PRODUCTS: amplifiers, batteries, DC battery powered, megaphones, mixer amplifiers, weatherproof speakers, wireless

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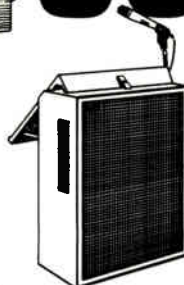
1599 Superior Avenue, A-1  
 Costa Mesa, CA 92627  
 714-645-1281 800-854-6280  
 President: Jeanne Wanlass  
 PRODUCTS: amplifiers, columns, DC battery powered, lecterns, megaphones, mixer amplifiers, mixers, powered lecterns, powered speakers, speakers, weatherproof speakers, wireless

**TOA ELECTRONICS, INC.**

601 Gateway Blvd. Suite 300  
 P.O. Box 2047  
 South San Francisco, CA 94080  
 415-588-2538 800-733-4750 FAX: 415-588-3349  
 President: Yoshiro Ishida; Director, Audio Products Div.: Richard Krochmal; Director, Comm. Systems Div.: Al Burns; Manager, Engineered Sound Pr: Rick Kamlet; Controller: Cal Weddle; Manager Engineering Services: Bob Sweet  
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Kodo Associates, Minneapolis, MN 612-881-1255  
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Metropolis Marketing, Edison, NJ 201-225-0085  
Pacific Audio Group, Gardena, CA 213-719-1383  
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PRODUCTS: power control

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Gardnerville, NY 89410-1237

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San Diego, CA 92110

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PRODUCTS: line protectors, noise suppression, outlet strips, uninterrupted power

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San Diego, CA 92123

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Franklin Comm. Maple Glen, PA 215-643-3031  
Visitech Marketing Assoc., Elburn, IL 708-365-9600  
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Margaret Broch; Vice President, Sales & Mktg: Steve  
Youngson; Vice President, Design: Richard Tollberg;  
Vice Pres., Administration: R.C. Ancha  
Ancha Electronics Inc., Atlanta, GA 404-446-5894  
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Operations Mgr/Sales Coord.: Philip A. Vigil  
Allied Telecomm., Richmond, IN 317-935-1538  
Stageright Corporation, Clare, MI 517-386-7393  
Fairvianaf, Tulsa, OK 918-664-8020  
PRODUCTS: wireless

## Audio Access

363-A Vintage Pk Dr.  
Foster City, CA 94404  
415-341-9620

## Audio Systems Company

1815 Michigan  
P.O. Box 1174  
Bismarck, ND 58504  
701-223-3800 800-852-6522 FAX: 701-222-8102  
President: Lynn Mader; Vice President: Lyle Mader  
Leslie Inc., Elgin, IL 708-697-6677

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Cheney, WA 99004  
509-235-2636 800-622-0246 FAX: 509-235-2646  
Sales/Cust Service: Art Veale; Mktg: Dick Myers  
Audio-Telex Com. Pty. Ltd, Sydney, Australia, 2-647-  
1411  
Telex Com. SEA-PTE. Ltd, Singapore, ROS, 746-8760  
Contact Distrib. Ltd, Scarborough, ON 416-287-1144  
PRODUCTS: A/V, custom, microprocessor, video

## Com-Tec Inc.

3000 N. Pointer Rd.  
Appleton, WI 54915  
414-749-2840 FAX: 414-749-2848  
Com-Tec Inc., Madison, WI 608-831-8055

## Crestron Electronics, Inc.

101 Broadway  
Cresskill, NJ 07626  
201-894-0660 800-237-2041 FAX: 201-894-1192  
Sales Manager: George Herbert  
Robert Christopher Sales, Yonkers, NY 914-245-2866  
Robert Christopher Sales, Lakemoor, IL 815-344-5540  
Presentation Res., Inc., Mauldin, SC 803-288-8840  
Lex Lawson & Associates, Garland, TX 214-272-8482  
Loomis & Associates, Fremont, CA 714-780-9477  
PRODUCTS: A/V, audio level, boardroom, custom,  
hardwired, microprocessor, video, wireless

## FSR INC.

244 Bergen Boulevard  
West Paterson, NJ 07424  
201-785-4347 800-332-3771 FAX: 201-785-3318  
Presi: William G. Fitzsimmons; VP: Janice Sandri;  
Eng Mngr: Joseph Fischer; Special Proj Mngr: John  
Macaluso; Mangr, Metal Products: Joseph Amico  
Sigmat Corporation, Valley Forge, PA 215-783-6666  
Peregrine Southwest, Houston, TX 713-589-8481  
Henry W. Phillips Inc., Roswell, GA 404-992-3070  
Piper and Givan Assco, Needham, MA 617-449-1144  
Design Factors, Hacienda Hts., CA 213-697-7576  
PRODUCTS: A/V, boardroom, custom, hardwired,  
microprocessor, video, wireless

## Gaslight Video

479 N. Tustin Street, Suite 8  
Orange, CA 92667  
714-744-4190  
President: Jim Fletcher  
Save On Video, No. Hollywood, CA 818-982-2108  
Scott Agency, Kalispell, MT 406-755-2525

## Gentner RF Products

PO Box 32550  
San Jose, CA 95152

## GRAHAM-PATTEN SYSTEMS INC.

P.O. Box 1960  
Grass Valley, CA 95945  
916-273-8412 800-547-2489 FAX: 916-273-7458  
V.P. Sales and Marketing: Tim Prouty  
PRODUCTS: custom

## Innovative Electronic Designs, Inc.

9701 Taylorsville Rd.  
Louisville, KY 40299  
502-267-7436 FAX: 502-267-9070  
President: Hardy Martin; Vice President, Mktg &  
Sales: Tom Roseberry; Sales Application Engineer:  
Mark Lewellyn; V.P. Research & Development: Bob  
Ponto; Vice President, Engineering: Ed Young; Vice  
President, Software: John Johnson  
Yore Company, White Bear Lake, MN 612-770-9760  
Steffey Marketing Assoc. Inc., Northbrook, IL 708-  
480-3575  
WesTech Marketing, Culver City, CA 213-870-9286  
Repworks, Chicopee, MA 413-533-0845  
Darmstedter Assoc, Baldwinsville, NY 315-638-1261  
John Anthony, Stamford, CT 203-322-9202  
Sigmat, Valley Forge, PA 215-783-6666  
Secom systems, Atlanta, GA 404-455-0672

Bencsik Associates, Ocala, FL 904-732-9775  
C.L. Pugh, Cleveland, OH 216-238-1777  
Monford Electronics Marketing, Indianapolis, IN 317-  
872-8877  
C.M. Sales, Farmington Hill, MI 313-553-8070  
B.C. Electronic Sales, Mission, KS 913-262-1720  
Marketing Concepts, Irving, TX 214-869-0669  
Torbett/Keiser Group, Loveland, CO 303-669-1008  
Plus Four Marketing, Walnut Creek, CA 415-937-0650  
North Shore Marketing, Seattle, WA 206-284-9699  
Island Instruments, Kaneohe, HI 808-235-7544  
PRODUCTS: audio level, boardroom, custom,  
microprocessor, remote monitoring

## Intelix

5618 Odana Road  
Madison, WI 53719  
608-273-6333 FAX: 608-273-5483  
General Manager: Steven M. Cohan; Director of  
Engineering: Michael Konkle; Director of Software:  
Bryan White  
New West Audio, Burbank, CA 818-955-9700  
Metropolis Audio Marketing, New York, NY 201-225-  
0085  
Wilson Audio Sales, Nashville, TN 615-646-4477  
Starin Marketing, Chesterton, IN 219-929-4127  
Jones Audio Sales, Plano, TX 214-618-2600  
PRODUCTS: A/V, audio level, boardroom, custom,  
hardwired, microprocessor, remote monitoring

## IRP, DIV. KNOWLES ELECTRONICS INC.

321 Bono Street  
Elk Grove Vil., IL 60007  
708-439-3600 800-255-6993 FAX: 708-640-9607  
VP/GM: Brian Benn; Marketing Mangr: Roger Carroll  
Piper and Givan Assoc., Needham, MA 617-449-1144  
Sigmat Corp., Freehold, NJ 201-462-1221  
Richard S. Pass Assoc, Langhorne, PA 215-757-6100  
Starin Marketing, Chesterton, IN 219-929-4127  
Bencsik Associates, Ocala, FL 904-732-9775  
Eesco Systems Inc., Los Angeles, CA 213-666-9601  
Audio Mktg Assoc, Brecksville, OH 216-526-2426  
Henry W. Phillips Co, Roswell, GA 404-992-3070  
Cammarr Sales, Westerville, OH 614-890-6217  
Graham/Davis Inc., Dallas, TX 214-357-7677  
MJA Marketing, St. Charles, MO 314-447-7111  
More Technologies, Los Angeles, CA 213-474-4211  
PRODUCTS: audio level

## J.W. DAVIS AND COMPANY

3030 Canton Street  
P.O. Box 26177  
Dallas, TX 75238  
214-651-7341 800-527-5705 FAX: 800-388-9106  
President: Charles Griffiths; Vice President, Sales:  
Jack Tucker; Chief Engineer: Eric Simonson  
PRODUCTS: hardwired

## Moseley Assoc.

111 Castilian Dr.  
Santa Barbara, CA 93117-3093

## Musically Intelligent Devices

3 Brian St.  
Commack, NY 11725

**OXMOOR CORPORATION**

2111 Parkway Office Circle  
 Birmingham, AL 35244  
 205-985-7044 FAX: 205-985-9966  
 President: Lynn McCroskey; Vice President/  
 Manager: Gary West; National Sales: Richard C.  
 Mitchell; Sales Associates: Kelly Fowler; Production  
 Manager: Jim Watson; Director of Engineering: Joe  
 Hanson  
 Allwest Electronics, Camarillo, CA 805-388-1789  
 ASR, Fallston, MD 301-893-0001  
 Audio Resources, Westmont, TX 708-655-1180  
 Dimension IX Marketing, Lewisville, TX 214-436-3706  
 Evans Sales and Mkt'g, Nashville, TN 615-297-7997  
 John B. Anthony Co., Stamford, CT 212-585-2027  
 Loomis and Associates, Fremont, CA 415-797-3500  
 Loppnow and Assoc, Issaquah, WA 206-392-3936  
 RJ Throckmorton Ss Co., Baldwin, MO 314-227-7222  
 Repworks, Chicopee, MA 413-553-0845  
 Winkler, Jones & Assoc., Stamford, CT, 212-585-2027  
 World Wide Electronics, Ft. Lauderdale, FL, 305-584-  
 7024  
 Yore Company, White Bear Lake, MN, 612-770-9760  
 PRODUCTS: audio level, boardroom, EQ/ remote,  
 remote monitoring

**Preh Electronic Industries**

470 E. Main St.  
 Lake Zurich, IL 60047-2578

**Protech Audio Corporation**

Flowerfield Bldg. 1  
 St. James, NY 11780  
 516-584-5855 FAX: 516-584-5904  
 Director of Marketing: Bill Murphy; Vice President  
 Engineering: Joseph Giambone  
 Peregrine Southwest Reps, Houston, TX 713-589-  
 8481  
 PRODUCTS: audio level, boardroom, custom, remote  
 monitoring

**S.E.M. Co.**

3782 Westridge Avenue  
 W. Vancouver B.C. Canada V7V3H5  
 604-922-0526 FAX: 604-922-0526  
 Manager: Elk Ebert; Sales Administration: Anne  
 Moretti  
 PRODUCTS: audio level, custom, DTMF

**Sonance**

961 Calle Negocio  
 San Clemente, CA 92672  
 714-492-7777 800-582-7777 FAX: 714-361-5151  
 President: Scott Struthers; Vice President: Geoff  
 Spencer; Sales Manager: National: Dave Donald;  
 International Sales Manager: Mark Cichowski; Public  
 Relations Director: Mitch Simon  
 Morris Tait and Assoc., Los Angeles, CA 213-877-  
 4424  
 Bach Sales, New York, NY 212-727-0404  
 Tandem Marketing, Chicago, IL 708-605-1960  
 Dobbs Stanford, Dallas, TX 214-358-0800  
 Balaton Marketing, Washington DC, 202-471-1764  
 PRODUCTS: audio level

**Soundstream Technologies**

120 Blue Ravine Road  
 Folsom, CA 95630  
 916-351-1288 800-678-7326 FAX: 916-351-0414  
 President: Donna D. Haas; Managing Director: Lee  
 Adams; Director of Engineering: Wade Stewart; Ntl.  
 Sales Mgr., Home Audio: Chuck Kittelson; Prdct.  
 Specialist Home Audio: John Maxson  
 John W. Steinberg Company, Encino, CA 818-705-  
 7772  
 Moskau & Associates, Dallas, TX 214-821-4280  
 OAC Group, Dublin, CA 415-829-8800  
 On Line Marketing, Wadsworth, OH 216-336-7504  
 Sound Marketing, Palos Hills, IL 708-598-6888  
 PRODUCTS: A/V, wireless

**TARGET TECHNOLOGY, INC.**

P.O. Box 609  
 Penn Valley, CA 95946  
 916-639-2102 FAX: 916-639-2212  
 President: Peter F. Hughes  
 PRODUCTS: audio level, hardwired, remote  
 monitoring, video

**Teatronics/Lighting Innovations**

3100 McMillan Rd.  
 San Luis Obispo, CA 93401

**TSI Tamco Systems Inc.**

393 Jericho Turnpike  
 Mineola, NY 11501  
 516-294-5390 800-628-2084 FAX: 516-294-5008  
 CEO: Mario Maitese; President: Garani Srinivasan;  
 President Spec. Prod. Div.): Richard Stillwell; Sales  
 Coordinator: Denise Matejka; Marketing Manager:  
 Karen Pepe  
 PRODUCTS: A/V, boardroom, custom, hardwired

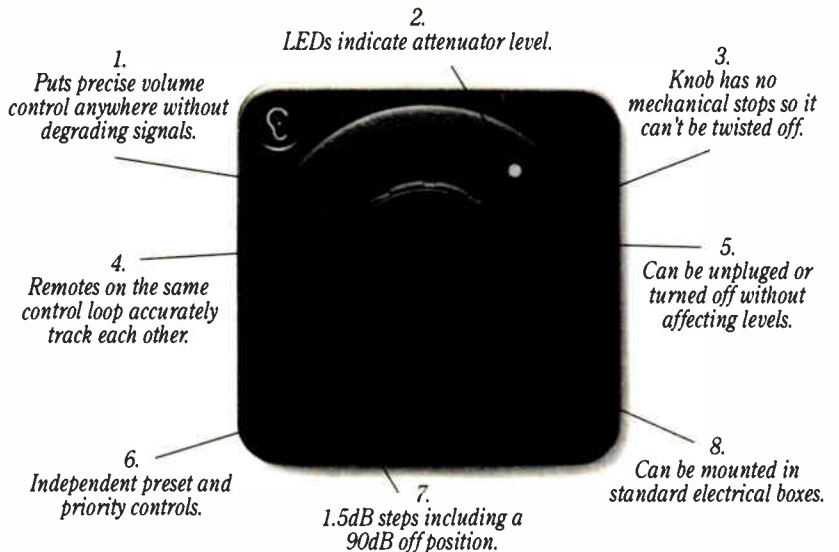
**VIDEO LINK**

12950 Bradley Avenue  
 Sylmar, CA 91342  
 818-362-0353 800-843-5465 FAX: 818-362-9506  
 President: Herb Seymour; V.P. Sales and Marketing:  
 Bill Caulfield; Sales Coordinator: Marguerita Kiser  
 PRODUCTS: A/V, audio level, boardroom, custom,  
 hardwired, video, wireless

**York Controls, Inc.**

4801 Spring Valley Road  
 Dallas, TX 75244  
 214-233-2565 800-234-2126 FAX: 214-233-2566  
 Marketing Manager: Paul Self; Sales Manager: Chris  
 Monck  
 PRODUCTS: A/V, boardroom, custom, wireless

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Oxmoor Corporation, 237 Oxmoor Circle, Birmingham, Alabama 35209.

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## AIPHONE CORPORATION

P.O. Box 90075  
Bellevue, WA 98009  
206-455-0510 800-692-0200 FAX: 800-525-3372  
President: Jun Matsumoto; Vice President/Sales:  
Jim Morrison; Vice President/Marketing: Harry Quanz  
East Coast Regional Office, Rochelle Park, NJ 201-  
843-6115  
Alby Currant Sales, Pittsford, NY, 716-586-1110  
Audio Marketing Assoc., Brecksville, OH, 216-526-  
2426  
B.C. Electronic Sales, Shawnee, KS, 913-962-1990  
Bassett Sales, N. Hollywood, CA, 213-877-7129  
Burcaw Co & Assoc., Warren, MI, 313-573-4605  
Earl & Brown, Redmond, WA, 206-885-5064  
Forti Assoc., Kensington, MD, 301-949-1706  
G. Duvall Co., Chicago, IL, 312-774-5115  
Graham/Davis, Houston, TX, 713-558-8662  
Hutto Hawkins Assoc., Maitland, FL, 407-831-2474  
Kingston Sales, Indianapolis, IN, 317-876-2545  
Murphy & Cota, Atlanta, GA, 404-875-2525  
Pusecker Sales, Lincoln Park, NJ, 201-305-8331  
Silver Peak Marketing, Wheatridge, CO, 303-467-9042  
System Solutions, Afton, MN, 612-436-7841  
The Repworks, Chicopee, MA 413-533-0845  
Warren Assoc., Livermore, CA, 415-499-9000  
PRODUCTS: annunciator, audio, call-light, tone,  
visual

## Alpha Communications

89-D Cabot Court  
Hauppauge, NY 11788-3717  
516-434-8080 800-666-4800 516-434-8334  
Pres: Mark S. Goldberg, VP: Madelyn R. Goldberg,  
Office Mgr: Rose Tassone  
PRODUCTS: annunciator, auto, bell, call-light, tone,  
visual

## ATLAS/SOUNDOLIER

1859 Intertech Drive  
Fenton, MO 63026  
314-349-3110 Fax# 314-349-1251  
VP/GM Oper.: Pete Marsac, VP/Mkt'g Consultant:  
Herbert M. Jaffe, Dir of Sales: Charles Gushwa, Nat'l  
Sls Mgr: Bud Waters, Sls Admin Mgr: Dale  
McIntyre, OEM Sls Mgr: Lorrie Damato  
Products: alarm, annunciator, auto, bell, call-light,  
tone, visual

## Audiosone

335 Benton St.  
Stratford, CT 06497  
203-377-4475

## Cornell Electronic Products, Inc.

4911 West Good Hope Road  
P.O. Box 23411  
Milwaukee, WI 53223-0411  
414-351-4660 FAX: 414-351-4657  
Pres: Donald J. Glaubitz; VP: Gary Butler; Sls Mgr:  
Pauline Haack; SE Reg'l Sales Mgr: William Ellinger  
Shamrock Electronic Sls, Dayton, OH 513-258-1227  
LSM Associates, Phelps, NY 315-548-4891  
WA Hendrickson Co, No. Scituate, MA 617-545-0652  
Kingston Sales Corp., Indianapolis, IN 317-876-2545  
Avcom Inc., North Olmsted, OH 216-777-2060  
Richard S. Pass Assoc, Langhorne, PA 215-757-6100

Pinz Sales Corp., Rockville Cent., NY 516-678-6887  
Cavendish & Winchester, Atlanta, GA 404-449-5104  
Cartwright & Bean Inc., Orlando, FL 407-422-4531  
Kodo Associates Inc., Minneapolis, MN 612-881-1255  
Rancilio Associates Inc., St. Louis, MO 314-631-3326  
Vector Corp., Seattle, WA 206-322-4343  
Dick Bellow Sales, Inc., Dallas, TX 214-644-7881  
Bidwell-Schwartz Assoc, Gardena, CA 213-770-0300  
Yocum Marketing Inc., Mesa, AZ 602-265-5056  
Awrest Inc., Fountain Hills, AZ  
PRODUCTS: alarm, annunciator, call-light, visual

## DYNACORD

P.O. Box 26105  
Oklahoma City, OK 73126  
405-324-5311 FAX: 405-324-8981  
Vice President, Sales & Mktg: Chuck Lange; National  
Sales Manager: John Parker; Marketing Manager:  
Tim Smith; Engineering Tech.: Tracy Cranton  
PRODUCTS: alarm, annunciator, audio, bell, tone

## Edwards Company, Inc.

195 Farmington Avenue  
P.O. Box 1188  
Farmington, CT 06034  
203-678-0410 FAX: 203-677-5881  
President: Timothy Mellen; Vice Pres. Mktg., Sales  
Mgr.: Louis Riccio; VP Finance: Paul DeFilippo  
Edwards Company, Cherry Hill, NJ 609-482-5300  
Edwards Company, Inc., Atlanta, GA 404-451-0362  
Edwards Company, Inc., Irwindale, CA 818-338-8661  
Edwards Company, Inc., Hayward, CA 415-782-6361  
Edwards Company, Downers Grove, IL 708-515-1900  
Edwards Company, Inc., Livonia, MI 313-464-9230  
Edwards Company, Inc., Dallas, TX 214-233-8998  
Edwards Company, Inc., Miami, FL 305-592-0510  
Edwards Company, Inc., Norwood, MA, 617-762-9115  
Edwards Company, Inc., Norwalk, CT, 203-847-1115  
Edwards Company, Inc., Lorton, VA, 703-550-7815  
PRODUCTS: alarm, annunciator

## Faraday Inc.

805 S. Maumee Street  
Tecumseh, MI 49286  
517-423-2111 FAX: 517-423-2320  
VP Sales & Marketing: Ron Miller; Fire Alarm  
Production Mgr: Dave Hall; Clock Production Mgr:  
Bob Ewing; Intercom Production Mgr: Mike Marceau  
Ted Turczyn, Carlsbad, CA 619-729-2560  
PRODUCTS: alarm, annunciator, audio, bell, call-  
light, tone, visual

## Innovative Electronic Designs, Inc.

9701 Taylorsville Rd.  
Louisville, KY 40299  
502-267-7436 FAX: 502-267-9070  
Pres: Hardy Martin; VP: Mkt'g Sales: Tom Roseberry;  
Sales Application Engineer: Mark Lewellyn; V.P.  
Research & Development: Bob Ponto; VP  
Engineering: Ed Young; VP: Software: John Johnson  
Yore Company, White Bear Lake, MN 612-770-9760  
Steffey Mkt'g Assoc., Northbrook, IL 708-480-3575  
WesTech Marketing, Culver City, CA 213-870-9286  
Repworks, Chicopee, MA 413-533-0845  
Darmstedter Assoc, Baldwinsville, NY 315-638-1261  
John Anthony, Stamford, CT 203-322-9202  
Sigmet, Valley Forge, PA 215-783-6666

Secom systems, Atlanta, GA 404-455-0672  
Bencsik Associates, Ocala, FL 904-732-9775  
C.L. Pugh, Cleveland, OH 216-238-1777  
Monford Electronics Marketing, Indianapolis, IN 317-  
872-8877  
C.M. Sales, Farmington Hill, MI 313-553-8070  
B.C. Electronic Sales, Mission, KS 913-262-1720  
Marketing Concepts, Irving, TX 214-869-0669  
Torbett/Keiser Group, Loveland, CO 303-669-1008  
Plus Four Marketing, Walnut Creek, CA 415-937-0650  
North Shore Marketing, Seattle, WA 206-284-9699  
Island Instruments, Kaneohe, HI 808-235-7544  
PRODUCTS: alarm, audio, tone

## International Components Corp.

105 Maxess Road  
Melville, NY 11747  
516-293-1500 800-645-9154 FAX: 516-293-4983  
President: Mort Grossman; Executive Vice President:  
Irwin Friedman; Vice President: Fred Grossman;  
Eastern Regional Sales Mgr.: Ken Reed  
PRODUCTS: alarm, annunciator, audio, tone

## Lathem Time Corporation

200 Selig Dr. SW  
Atlanta, GA 30378  
404-691-0400 800-241-4990 FAX: 404-696-6048  
Chairman of the Board: L.P. Lathem II; President:  
Lom Lathem; Vice President of Finance: C. Ann  
Hooper; Vice President Manufacturing: Doyle  
Eubanks; Sect./Purchasing: Sam Black  
PRODUCTS: alarm, bell, timer

## LEE DAN COMMUNICATIONS, INC.

155 Adams Avenue  
Hauppauge, NY 11788-3699  
516-231-1414 800-533-3261 FAX: 516-231-1498  
President: Leon Goldberg; Vice President Operations:  
Lawrence J. Goldberg; V.P Finance & Administration:  
David H. Goldberg; Senior Technician: Sandy  
Hoffman; Office Manager: Rita Kaplan; Sr. Sales/  
Service Associate: Susan Leon  
PRODUCTS: annunciator, audio, bell, call-light, tone,  
visual

## Med-Tek

1335 S. Claudina St.  
Anaheim, CA 92805-6235

## Medi-Signal Systems

12321 Magnolia Ave.  
Riverside, CA 92503

## Microframe Corporation

P.O. Box 1700  
Broken Arrow, OK 74012  
918-258-4839 800-635-3811 FAX: 918-258-3500  
PRODUCTS: call-light, timer, visual

## Protech Audio Corporation

Flowerfield Bldg. 1  
St. James, NY 11780  
516-584-5855 FAX: 516-584-5904  
Director of Marketing: Bill Murphy; Vice President  
Engineering: Joseph Giambone



Peregrine Southwest, Houston, TX 713-589-8481  
 PRODUCTS: annunciator, audio, tone

**TALK-A-PHONE CO.**

5013 N. Kedzie Ave.  
 Chicago, IL 60625  
 312-539-1100 FAX: 312-539-1241  
 Vice President: Samuel Shanes; Sales Manager:  
 Dan F. Kagan; President: Z. Liberman  
 PRODUCTS: alarm, annunciator, audio, bell, call-light

**TEKTONE SOUND & SIGNAL**

1331 S. Killian Dr.  
 Lake Park, FL 33043  
 407-844-2383 800-327-8466 Fax# 407-845-1587  
 Pres: Manuel Mira, GM: Carlos Mira, Cust. Service  
 Mgr: David Duelfer, Eng: Kevin McClamon, Chief  
 Design Engineer: Jim Switzer, Contlr: Teresa Knippel  
 Tektone, Franklin, NC 704-524-9967  
 Tektone FBA Systems, Burlington, ON, 416-333-0051  
 Dardon Assoc., Olmsted TWP, OH 216-267-9778

RW Sales, St. Paul, MN 612-646-2710  
 Klump Sales Co., Jacksonville, FL 904-268-1529  
 West Tech Mrkt'g, Culver City, CA 213-870-9286  
 Chuck Olsen Assoc., Renton WA 206-271-5416  
 Ziskind Assoc., Rolling Meadow, IL 708-577-1624  
 Alvan Chaney & Assoc., Hialeah, FL 305-623-8875  
 Mountain Rep., Denver, CO 303-623-0972  
 B & B Sales, Pinole CA 415-534-1725  
 Alpha Communications, Hauppauge NY 516-434-8080  
 Fairfax Electronics, Los Angeles CA 213-731-2561  
 Gress Corp., Chicago IL 312-581-6400  
 Lee Dan Comm., Hauppauge NY 516-231-1414  
 Mid Telcom, Olsted TWP., OH 504-525-8222  
 Wm. B Allen Supply, New Orleans LA 504-525-8222  
 Products: alarm, annunciator, auto, bell, call-light,  
 timer, tone, visual

**Varitronics Inc.**

620 Parkway, Broomall, PA 19008  
 800-345-1244 FAX: 215-356-5222  
 National Sales Manager: Eric Davies; Technical  
 Application Mgr.: Mark Minassian

**Vis A Com**

517 E. 132 Street  
 Bronx, NY 10454  
 212-402-4444  
 General Manager: Arthur Rich  
 PRODUCTS: annunciator, call-light

**Wheelock, Incorporated**

273 Branchport Avenue  
 Long Branch, NJ 07740  
 201-222-6880 FAX: 201-222-8707  
 Pres: Peter Tarion; VP Fin & Admin.: Joseph Henry;  
 VP Oper: Douglas Phillips; VP Sales/Mktg.: William  
 L. Goldstein; Tele/Paging Mktg. Mgr.: Art Arlow  
 Joseph P. McCaffrey, Glen Ellyn, IL 708-790-2898  
 Edward Draney, Peachtree City, GA 404-631-3193  
 Peter Koehler, Los Angeles, CA 213-572-1347  
 Steve Goldberg, East Windsor, NJ 609-448-1457  
 Dave Jackowiak, Burbank, IL 708-599-4099  
 PRODUCTS: alarm, bell, tone, visual

**SOFTWARE**

**Aegis Development, a div. Oxxi, Inc**

1339 E. 28th Street  
 Long Beach, CA 90806  
 213-427-1227 FAX: 213-427-0971  
 President: John Houston; Director of Sales/  
 Marketing: Alexander Eckelbarry; CFO: Joanne  
 Moth; Technical Director: Jim Curlee

**ALTEC LANSING CORPORATION**

P.O. Box 26105  
 Oklahoma City, OK 73126  
 405-324-5311 FAX: 405-324-8981  
 President: Dave Merrey; Vice President: Chuck  
 Lange; National Sales Manager: Jerry Spriggs;  
 Manager Export Marketing: John Sexton; Marketing  
 Manager: Tim Smith; Technical Services Manager:  
 Gary Jones  
 PRODUCTS: sound system design

**Anaheim Technologies Inc.**

320 Fifth Avenue  
 Troy, NY 12182  
 518-237-1474 FAX: 514-739-8526  
 President: Neil Gordon; Vice President: Ara  
 Altounian  
 Anaheim Technologies, Montreal Canada, 514-745-  
 2272  
 PRODUCTS: bid software

**AUTO PATCH DIVISION OF XN TECH, INC**

14 Calispell  
 P.O. Box 3005  
 Cheney, WA 99004  
 509-235-2636 800-622-0246 FAX: 509-235-2646  
 Sales/Cust Service: Art Veale; Mkt'g: Dick Myers  
 Audio-Telex Com. Pty., Sydney, Australia, 2-647-1411  
 Telex Com. SEA-PTE. Ltd, Singapore, ROS, 746-8760  
 Contact Distribution, Scarborough, ON 416-287-1144  
 PRODUCTS: operational software

**Autodesk Inc.**

2320 Marinship Way  
 Sausalito, CA 94965  
 415-332-2344 800-445-5415 FAX: 415-331-8093  
 Public Relations Supervisor: Andrew Zarrillo  
 PRODUCTS: CAD software

**CLEVER DEVICES**

10 Sagamore Hill Drive  
 P.O. Box 2002  
 Port Washington, NY 11050  
 516-767-0682 FAX: 516-767-3635  
 President: William Long; Marketing Manager: Una  
 Neary; Technical Support: Mike Conway; General  
 Manager: Maryellen Collins  
 PRODUCTS: sound system design

**G.R. Thurmond & Associates**

1509 Brushy View Cove  
 Austin, TX 78754

**Generic Software**

11911 North Creek Parkway S.  
 Bothell, WA 98011

**Haventree Software Ltd.**

PO Box 1039P  
 Thousand Isl. Pk, NY 13692

**Innovative Electronic Designs, Inc.**

9701 Taylorsville Rd.  
 Louisville, KY 40299  
 502-267-7436 FAX: 502-267-9070  
 President: Hardy Martin; Vice President, Mkt'g &  
 Sales: Tom Roseberry; Sales Application Engineer:  
 Mark Lewellyn; V.P. Research & Development: Bob  
 Ponto; Vice President, Engineering: Ed Young; Vice  
 President, Software: John Johnson  
 Yore Company, White Bear Lake, MN 612-770-9760  
 Steffey Marketing Assoc. Inc., Northbrook, IL 708-  
 480-3575  
 Wes Tech Marketing, Culver City, CA 213-870-9286

Repworks, Chicopee, MA 413-533-0845  
 Darmstedter Associates, Baldwinsville, NY 315-638-  
 1261

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PRODUCTS: automixing

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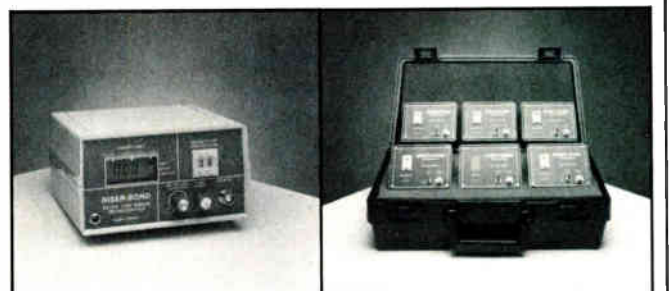
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302-792-3620 800-441-7082 FAX: 302-792-7713  
President: William Holt Sr.; Operations Manager:  
Angela Bopp  
PRODUCTS: conduits, connectors, raceways,  
switches

## All Electronics

PO Box 567  
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818-904-0524 800-826-5432 FAX: 818-781-2653

## Alpha Wire

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312-473-1200

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717-354-6200

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76 Main Street  
P.O. Box 125  
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Pres: J. Schwartz; Eng. Sls Mngr: Ron Huppert  
PRODUCTS: accessories, adapters, alarm, audio,  
computer cable & peripherals, connectors, control,  
data, fiber optics, jacks, low-capacitance, panels,  
plenum cable, plugs, pre-wired systems, raceways,  
security, shielded, sleeving, solid, specials, stranded,  
telecommunications, terminals, transformers, tubing,  
video, XLR connectors

## Black Audio Devices

P.O. Box 106  
Ventura, CA 93002  
805-653-5557  
President: Bruce Black  
PRODUCTS: accessories

## Brim Electronics

P.O. Box 336 S  
Fair Lawn, NJ 07410  
201-796-2886 FAX: 201-778-2792  
President: B. Danziger; Sales Manager: B. Brown  
G H Assoc., Stow, MA 508-897-3534  
Boerger Assoc., Mpls., MN 612-560-3435  
Mactronix, Pheonix, AZ 602-998-1848  
Roburn Agencies, Yonkers, NY 914-968-1016  
PRODUCTS: accessories, adapters, alarm, audio,

computer cable & peripherals, control, data, fuses and  
holders, hardware, jacks, low-capacitance, markers,  
plenum cable, plugs, shielded, sleeving, solid,  
specials, stranded, telecommunications, tubing, video

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Sales: Dana DeWayne  
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video, XLR connectors

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Spalla; Sales Manager: Ken Bernd; Plant Manager:  
Deb Hawtree; Purchasing: Michelle Borvan; Office  
Manager: Janet Jares  
PRODUCTS: accessories, adapters, alarm, audio,  
computer cable & peripherals, connectors, control,  
data, fiber optics, jacks, low-capacitance, markers,  
panels, plenum cable, plugs, pre-wired systems,

raceways, security, sleeving, solid, specials, switches,  
telecommunications, terminals, transformers, tubing,  
video, XLR connectors

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Sales: Steve Zipkin; Sales Representative: Hal  
Steinberg; Sales Representative: Bob Hoffman;  
Sales Representative: Carl Gitlin; Sales Representa-  
tive: Vita Goldinberg

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224 B Pegasus Ave.  
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Ken Lind, Boston, MA 617-235-6817  
Pete Kendall, Jacksonville, FL 904-262-6025  
Ed Nuhring, Portland, OR 503-244-4264  
Jim Lacey, Moreno Valley, CA 714-243-1160  
Jack Brown, Dallas, TX 214-943-7528  
PRODUCTS: audio, plenum cable

## Duncan Electronics

2865 Fairview Rd.  
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President: Jack Leporati; Vice President: Chris  
Leporati; National Sales Manager: Ted Blick;  
Controller: Dan Grimmie  
PRODUCTS: alarm, audio, plenum cable, solid,  
shielded, stranded

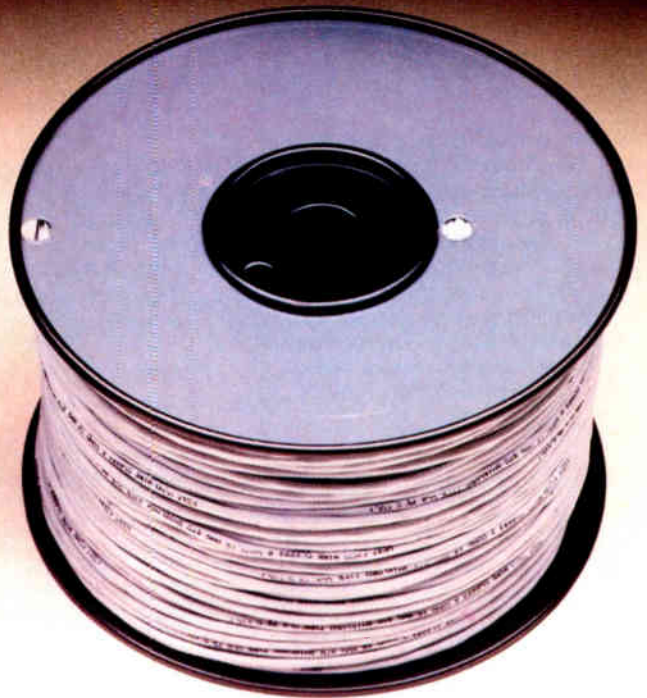
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David B. Mecklenburger; Assistant to the President:  
Larry Smith, Sr.; Sales Manager: Larry Smith, Jr.  
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computer cable & peripherals, connectors, control,  
data, fiber optics, jacks, low-capacitance, markers,  
panels, plenum cable, plugs, pre-wired systems,  
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stranded, switches, telecommunications, terminals,  
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David H. Goldberg; Senior Technician: Sandy  
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Manager: Bill Lee; Customer Service Manager:  
Debra Ward; Advertising/Marketing: Karen Dias  
PRODUCTS: accessories, connectors

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Marietta, GA 30067

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PRODUCTS: audio, connectors

#### North Hills Electronics

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Glen Cove, NY 11542  
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Rayma, Laurel, MD 800-447-2962  
Milestek, Argyle, TX 800-683-7444

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30 Plymouth St.  
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Pres: John P. Ciccone, Director of Marketing; Peter P. Deschner  
Offlex Wire & Cable, Concord, CA 415-686-0100

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Paul Angevetti  
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Operations: Ray Conlin; Nat'l Sls. Mgr. Fiber Optics:  
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Newburgh, NY 12550  
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Account Exec, North Central, Harold Trishman, Account Exec., Mountain States, Diane Turner, Account Exec., Western U.S., Bob Sabre,

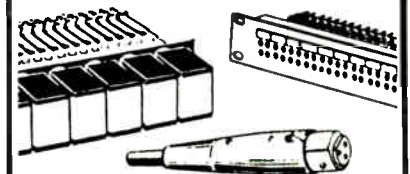
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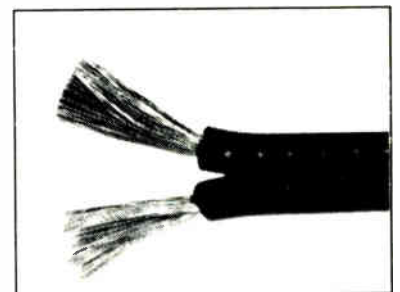
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Manager: Steven Vivacue; Customer Service: Ray  
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PRODUCTS: alarm, computer cable & peripherals,  
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Engineer: Jackie Saunders  
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Wes-Garde Components Group, Lakeland, FL 813-  
644-7564  
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Regional Sls Mngr: Allen McAllister; Regional Sls  
Mngr: Jim Miles; Regional Sls Mngr: Dan Hastings;  
Regional Sales Manager: Rich Tovornik  
PRODUCTS: fiber optics, low-capacitance, security,  
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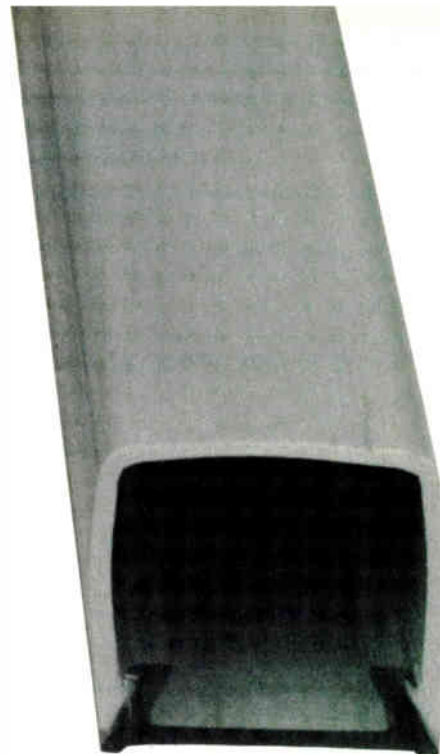
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National Accounts Manager: Greg Paternostro

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Montebello, CA 90640  
213-723-2401

## AUDIO TECHNICA U.S. INCORPORATED

1221 Commerce Drive  
Stow, OH 44224  
216-686-2600 FAX: 216-686-0719  
Vice President Marketing: Kenneth Reichel; National  
Marketing Manager: Earl "Buzz" Goodwin; National  
Sales Manager: Garry Elliott; Inside Sales: Tony  
O'Keefe  
PRODUCTS: audio, MIDI, speaker

## B & B Systems

28111 N. Ave. Stanford  
Valencia, CA 91355  
805-257-4853

## Belden Wire and Cable

P.O. Box 1980  
Richmond, IN 47375  
317-983-5200 FAX: 317-983-5294  
President: Roger Cornett; Director Sales &  
Marketing: Rick Guipe; Director Manufacturing: Larry  
Fast; Director Engineering: Mike Murphy; Director  
Finance: Peter Wickman; Vice Pres Employee  
Relations: Ken Halstenberg  
Belden Wire and Cable, Irvine, CA, 714-474-1200  
Belden Wire and Cable, Naperville, IL, 708-717-7300  
Belden Wire and Cable, Dallas, TX, 214-788-4300  
Belden Wire and Cable, Shrewsbury, MA, 508-845-  
5000  
Belden Wire and Cable, Atlanta, GA, 404-934-6767

## Beyer Dynamic

5-05 Burns Avenue  
Hicksville, NY 11801  
516-935-8000 FAX: 516-935-8018  
Vice President and Gen. Mgr.: Paul Murphy;  
Marketing Manager: Mike Solomon; Service  
Manager: Bruce Follett  
Pro Audio Associates, Burlington, MA 617-229-6050  
Cineau Associates, Columbia, MD 301-621-4113  
New Horizons, Bannockburn, IL 708-234-6500  
Marcon, Irving, TX 214-869-0669  
Derek Allen Associates, Burbank, CA 818-840-8327  
PRODUCTS: audio, microphone cable snakes

## Bi-Tronics Inc.

76 Main Street  
P.O. Box 125  
Tuckahoe, NY 10707 800-666-0996 FAX: 914-961-  
4244  
President: J. Schwartz; Engineering Sales Manager:  
Ron Huppert  
PRODUCTS: audio, cable reels, custom, data, fiber

optics, instrument, microphone cable snakes, MIDI,  
multi-pair, multi-pin disconnect, panels, snakes-digital,  
snakes-fiber optic, speaker, splitting, stageboxes,  
video

## Black Audio Devices

P.O. Box 106  
Ventura, CA 93002  
805-653-5557  
President: Bruce Black  
PRODUCTS: audio

## Brim Electronics

P.O. Box 336 S  
Fair Lawn, NJ 07410  
201-796-2886 FAX: 201-778-2792  
President: B. Danziger; Sales Manager: B. Brown  
G H Assoc., Stow, MA 508-897-3534  
Boerger Assoc., Mpls., MN 612-560-3435  
Mactronix, Phoenix, AZ 602-998-1848  
Roburn Agencies, Yonkers, NY 914-968-1016  
PRODUCTS: audio, custom, data, microphone cable  
snakes, multi-pair, speaker

## Cabletronix

PO Box 3003  
366 Washington St.  
Newburgh, NY 12550

## Canare Cable, Inc.

511 5th Street #G  
San Fernando, CA 91340  
818-365-2446 FAX: 818-365-0479  
General Manager: Barry Brenner  
PRODUCTS: audio, cable reels, microphone cable  
snakes, multi-pair, multi-pin disconnect, panels,  
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## Connectronics Corporation

652 Glenbrook Road  
Stamford, CT 06906  
203-324-2889 800-322-2537 FAX: 203-324-7027  
Executive Vice President: Richard Chilvors  
New Horizons, Chicago, IL 708-234-6500  
Pacific Audio Group, Los Angeles, CA 213-719-1383  
Marcon, Dallas, TX 214-869-0669  
Innovative Audio Sales, Livonia, MI 313-673-2280  
North Coast Marketing, Erie, PA 814-465-6435  
PRODUCTS: audio, cable reels, custom, microphone  
cable snakes, MIDI, multi-pair, panels, snakes, digital,  
speaker, stageboxes, video



## Conquest Sound, Inc.

RR2 Box 1AB  
P.O. Box 268  
Monee, IL 60449  
708-534-0390 800-323-7671 FAX: 708-534-0398

President: Bob Jares Jr.; Vice President: Larry  
Spalla; Sales Manager: Ken Bernd; Plant Manager:  
Deb Hawtree; Purchasing: Michelle Borvan; Office  
Manager: Janet Jares  
PRODUCTS: audio, cable reels, custom, data, fiber  
optics, instrument, microphone cable snakes, MIDI,  
multi-pair, multi-pin disconnect, panels, MIDI, snakes,  
digital, snakes, fiber optic, speaker, splitting,  
stageboxes, video

## Consolidated Elec. Wire & Cable Corp

11044 King Street  
Franklin Park, IL 60131-1412  
708-455-8830 FAX: 708-455-8837  
President: Tom Mann; Vice President: Karl Rankin;  
Sales Operations Manager: Steve Boynton  
PRODUCTS: audio, custom, data, instrument,  
microphone cable snakes, MIDI, multi-pair, multi-pin  
disconnect, panels, snakes, digital, speaker

## Daburn Electronics and Cable Corp.

224 B Pegasus Ave.  
Northvale, NJ 07647  
201-768-5400 FAX: 201-768-9642  
President: Howard Danziger; Marketing Manager: Ed  
Rothenstein  
Robert Smith and Assoc., Plainview, NY 516-681-  
3155  
W.A. Hendrickson Co., N. Scituate, MA 617-545-0652  
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Director of Sales/Marketing: Jim Krejsa; Product  
Manager: Gary Ward

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Stein

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818-706-3338  
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Development: Howard Kruger; President: Peter  
Madnick

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## Fotec

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Boston, MA 02129

**GEPCO INTERNATIONAL INC.**

1863 West Carroll Street  
Chicago, IL 60612  
312-733-9555 FAX: 312-733-6416  
President: Gary R. Geppert; Chief Financial Officer: David B. Mecklenburger; Assistant to the President: Larry Smith, Sr.; Sales Manager: Larry Smith, Jr.  
PRODUCTS: audio, cable reels, custom, data, fiber optics, instrument, microphone cable snakes, MIDI, multi-pair, multi-pin disconnect, panels, snakes-digital, speaker, splitting, stageboxes, video

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P.O. Box 509 / CR 1105  
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PRODUCTS: cable reels, custom, speaker, stageboxes

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PRODUCTS: audio, microphone cable snakes, multi-pair, speaker, video

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214-637-9311 FAX: 214-637-9314  
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Sigmat Corp., Freehold, NJ, 201-462-1221  
PRODUCTS: snakes-fiber optic

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Crockett Sales Co., Dallas, TX 214-250-3377  
PRODUCTS: fiber optics

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274 Wattis Way  
San Francisco, CA 94080  
415-871-6000 FAX: 415-871-6592  
President: Noel Lee; Vice President: Nicholette Stultz; Director of Sales: Howard Harman; Director of Special Products: Rodney Herman; Pro Division Manager: Barry Thornton  
PRODUCTS: audio, fiber optics, instrument, microphone cable snakes, MIDI, snakes, fiber optic, speaker, video

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707 Kendall Drive  
Nashville, TN 37209  
615-352-1322 FAX: 615-356-2516  
National Sales Manager: W. John Ryan; Account Manager: Debbie Ryan  
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stageboxes

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V.P. General Manager: Kerry Glicker; General Sales  
Manager: Steven Vivacue; Customer Service: Ray  
Deeter; Customer Service: Lynn Pack  
PRODUCTS: cable reels, data, instrument,  
microphone cable snakes, speaker, video

**Sonance**

961 Calle Negocio  
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4424  
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Dobbs Stanford, Dallas, TX 214-358-0800  
Balaton Marketing, Washington DC, 202-471-1764  
PRODUCTS: audio, cable reels

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2600 Commonwealth  
North Chicago, IL 60064  
708-473-1200 800-457-4579 FAX: 708-473-2436  
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Specialist: Mike LaPaglia; Controller: Polly Conrad;  
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President Sales: Lou Valente; Regional Sales  
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Regional Sales Manager: Rich Tovornik  
PRODUCTS: audio, data, fiber optics, microphone  
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Gardner; Electrical Engineer: Jim Kelsey; Sr. Design  
Engineer: Carl Cornell; Marketing Manager: Michael  
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PRODUCTS: audio, cable reels, custom, instrument,  
microphone cable snakes, MIDI, multi-pair, multi-pin  
disconnect, panels, speaker, splitting, stageboxes

**Wilco Communications**

PO Box 80579  
Sunnyvale, CA 90061

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380 Hillside Avenue  
Hillside, NJ 07205  
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President: Gerald J. Krulwicz; Secretary/Treasurer:  
Larry J. Williams; Customer Service Manager: Angela  
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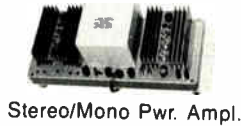
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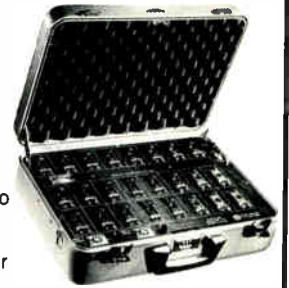


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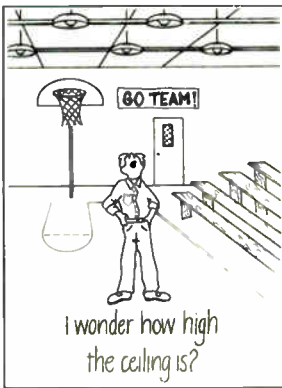


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