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Rebound

PA System Sales Struggled in the Past Year, but Suppliers are Ready for a Return to Live Performance



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Cover photo courtesy PreSonus

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No Feedback, Thanks



By Christian Wissmuller

One of the last shows my band played prior to all clubs shutting down was probably most notable not for our lightning-fast chops, masterful songwriting, or captivating stage-presence, but rather for the abrupt death of the PA in the middle of our third song. The club in question had a “WiFi mandatory,” iPad-controlled mix scheme and, when the router or whatever it was disrupted the Internet, we were toast.

While waiting for the poor sound guy to solve or bypass the problem, we played a cover of a song we knew many in the venue would recognize and sing along with. Went off like a charm. Pro move, no? Anyway, by the time we’d finished that track, the Internet had been restored, the PA with audible vocals was back in action, and all was well with the world.

“And?” you ask.

In addition to hosting our Annual Supplier Directory, May is also a “Sound Reinforcement-themed” issue of *MMR*. I’m not going to go into any detail about how difficult the past 14 or so months have been for this particular market segment, or how things are beginning to look more upbeat – that’s covered plenty in both our Roundtable on PA gear (pg. 10) and Dealer Survey about live mixing consoles (pg. 14) – but I am going to babble on for a bit about how massively impactful this type of equipment is.

It’s obvious that performing live music is dependent on having a decent sound system, so I realize I’m not offering any “breaking news.” Everyone’s gone to shows where they couldn’t hear the vocals, everything had too much low-end, nothing could be heard above the drums, non-stop feedback, et cetera. Conversely, there are those phenomenal concerts where you’re aware that, while the musicians may be playing and singing their asses off, a big part of why it’s all such a triumph is because of the sound system.

When you’ve *performed* in rooms with PA systems of wildly varying quality and with sound engineers of equally inconsistent skill-sets – and many *MMR* readers have been/are often in those positions – you truly appreciate the importance.

The first time I played a stage with both a large array of loudspeakers throughout the venue and also a separate monitor PA (in other words a “monitor mixer dude” up to the side of the stage) is a memory scratched into my consciousness – not because of the, “Oh, damn – this a *big show!*” slant, but more because of how amazing it felt to be playing very familiar material, but actually *hearing everyone*. On our recordings everything was audible, of course, but to hear each instrument and all vocals that clearly, in real-time, while playing? That was a whole new high and a true game-changer.

Whether you’re performing (or attending) a basement show with an underpowered system and hit-or-miss mic cables, a mid-sized city club with a decent PA driven by an iPod dependent on spotty WiFi, or an arena filled with bleeding-edge sound reinforcement gear, the success of the event is reliant on and, at least partially, determined by the sound system and those running it.

“I’m quite bullish about music in the next coming months,” says PreSonus’ Rick Naqvi in this issue. “Most musicians I know have been stuck at home, but have spent their time honing their writing and recording skills. When live gigs start to happen, I believe we will see an explosion of great new music, with new releases as well as a resurgence of live performances.”

Here’s to that sentiment and forecast! It’s been a tough patch for all corners of the live performance industry. Shows of all sizes *will* come back, though – when it’s safe to do so. Let’s be sure to lend our support when that time comes.

Christian Wissmuller
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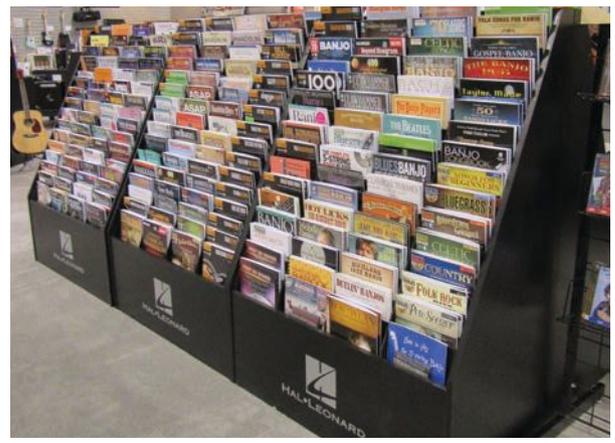
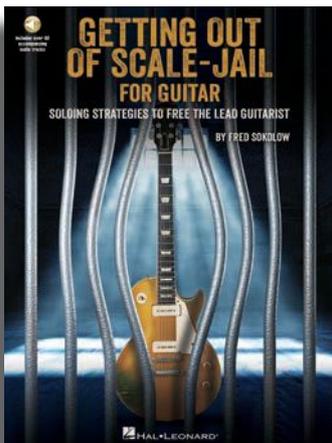
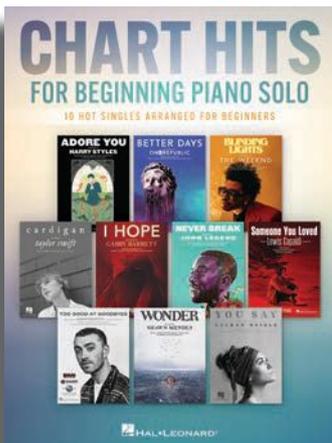
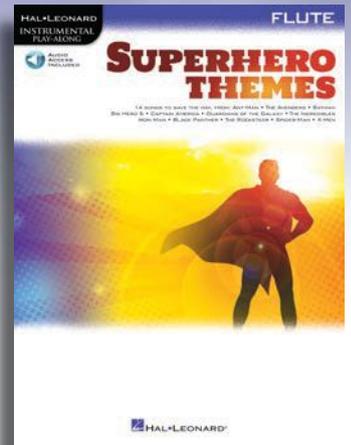
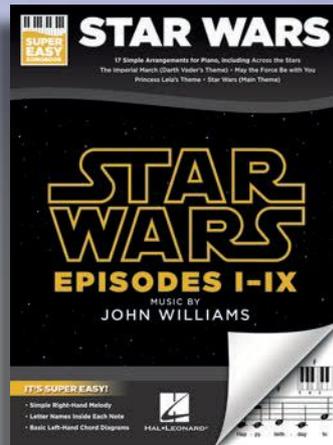
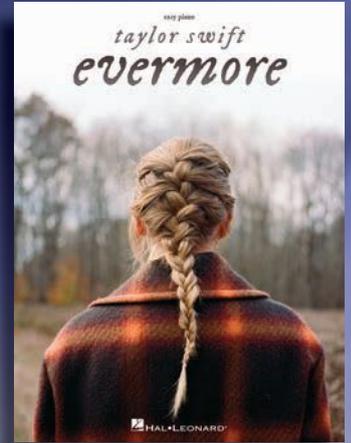
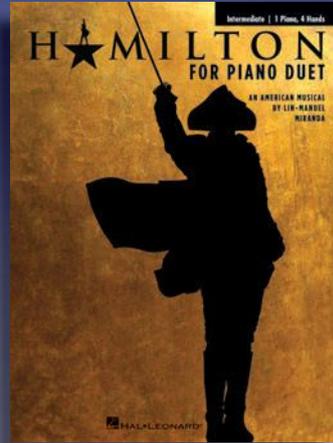
“The success of the event is reliant on and, at least partially, determined by the sound system and those running it.”



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NAMM Foundation Celebrates the 2021 Best Communities for Music Education

In April, the NAMM Foundation celebrated and recognized 686 school districts in 40 states as among the Best Communities for Music Education (BCME). Despite schools moving online or to in-person settings where masks were required not only for student musicians but often for instruments, K-12 music teachers



have found creative solutions to make music come alive.

In addition to the districts receiving Best Communities for Music Education recognition, 80 individual schools across the nation are being awarded the SupportMusic Merit Award (SMMA), which recognizes support for school-based music education programs.

In cooperation with researchers at the Music Research Institute at the University of Kansas, the BCME program, now in its 22nd year, evaluates schools and districts based on funding, staffing of highly qualified teachers, commitment to standards, and access to music instruction.

A complete list of districts and schools receiving Best Community and SupportMusic designations from the NAMM Foundation in 2021 can be found at www.nammfoundation.org/articles/bcme-2021-districts.

Music & Arts Acquires 'Be Part of the Music'

Music & Arts has announced the acquisition on March 17, 2021, of "Be Part of the Music," a nationally renowned music education advocacy organization led by Scott Lang and Andrew Hrynshyn. The announcement was made by Music & Arts president Jeff Gottlieb and reflects Music & Arts' ongoing mission of expanding the scope of the resources they are able to offer the music education community.

MMR Donates Archives to NAMM Resource Center

To preserve the industry's history and provide a deep body of research spanning nearly a century, the NAMM Resource Center recently received the physical archives of *Musical Merchandise Review* (MMR) magazine. The magazine archives, which saw its first issue in 1879, were generously donated by president of Timeless Communications, Terry Lowe, and will add a wealth of information and editorial documentation to the existing collection.



Timeless Communications president Terry Lowe

Lowe shares, "We at *Musical Merchandise Review* are very happy to have NAMM become the depository for our extensive collection of MMR back issues. With the oldest issues in the collection dating back to 1927, the collection will become more accessible to researchers who would like to view the evolution of the musical instrument industry through the decades. We appreciate this opportunity to add to the collec-

tive base of knowledge NAMM has put together for the musical instrument industry."

Musical Merchandise Review published its first edition in August 1879, filing with the Library of Congress, and counted the New York Public Library among its subscribers. Since that time, and through several ownership changes, the magazine has shared stories of perseverance and evolution of the music product landscape. Lowe

continues, "It is an amazing story the collection tells. There are many brands you will see in the pages of MMR in the '20s you will see in MMR today. This is a great testimony to the hard work and dedication of generations of entrepreneurs and employees who have given to these brand's longevity. In turn, it illustrates the timeless value and support *Musical Merchandise Review* has provided the MI industry for the past 142 years."



Gueikian Promoted to Brand President at Gibson

Gibson has announced that Cesar Gueikian has been promoted to the newly created position of brand president at Gibson Brands. In his new role, Cesar will take on additional responsibilities centered around future Gibson innovation, omni-experience, and strategic brand management.

The current Brand portfolio at Gibson Brands includes Gibson, Epiphone, Kramer, KRK, MESA/Boogie, and Steinberger.

prolight+sound SHANGHAI

Prolight + Sound Shanghai to Be Withdrawn from the Trade Fair Calendar

Due to a drop in international demand caused by the COVID-19 pandemic, Prolight + Sound Shanghai (PLSS) will no longer take place as a stand-alone trade fair. PLSS has a well-established reputation of providing domestic exhibitors with access to the export market, with the 2019 fair attracting trade visitors from 71 countries and regions. However, in the wake of the COVID-19 pandemic, recapturing a high level of internationality has been deemed unachievable for the foreseeable future amid business disruption and travel restrictions.

For more information, visit www.prolightsound-shanghai.com or email plss@hongkong.messefrankfurt.com.

In Brief

TRADE REGRETS

Millie Detgen

More details at mmr.news/mill

SAVE THE DATE: May 25 NAMM Virtual Advocacy Summit.

More details at mmr.news/std

NASMD will be held in Nashville during Summer NAMM.

More details at mmr.news/nasmdnamm

Hal Leonard is now distributing **Heil Sound**.

More details at mmr.news/halheil

Pearl River has launched a new website for North America.

More details at mmr.news/pearlusa

CHAUVET Professional has named Lariviere channel relationship manager.

More details at mmr.news/lari

SLM will be distributing **Sela Percussion** in the U.S.

More details at mmr.news/slmsela

PRS Guitars announces operations in Japan.

More details at mmr.news/jpprs

The D'Addario Foundation awards \$218,000 to music education programs.

More details at mmr.news/dfa

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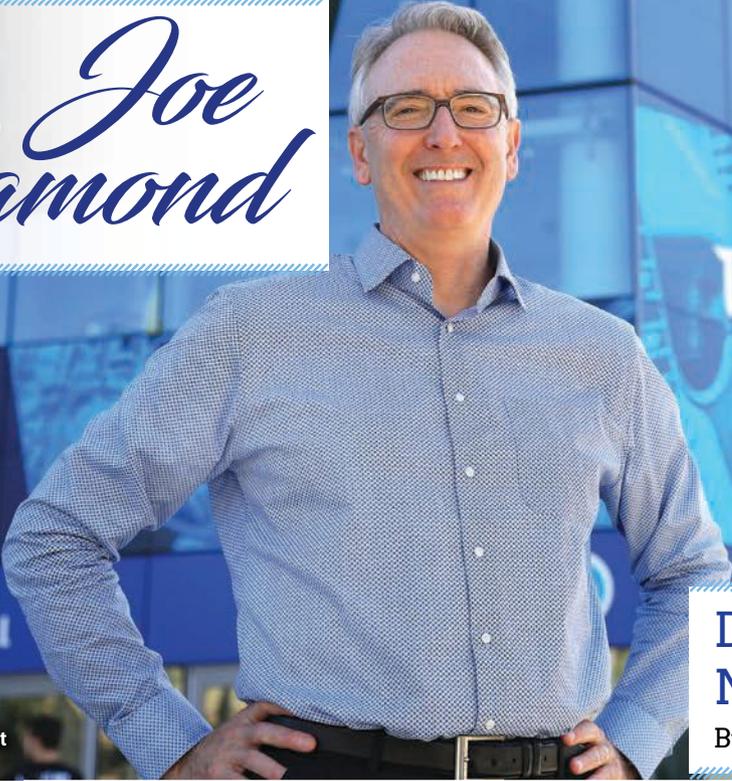
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Kirk Whalum plays the HR* Tenor 8





Joe Lamond

Discusses Summer NAMM 2021

By Christian **Wissmuller**

Joe Lamond, President and CEO of NAMM

I've gotten a number of emails and calls about Summer NAMM, which can mostly be boiled down to two variations: "Are they really going forward with the Show?" and "Pfft... That thing's going to get cancelled." What are your reactions?

Well, it's early April as we're talking now – almost, to the day, when we had to cancel Summer NAMM last year. That was viewed as very premature by some, that we were being "Chicken Little," but in turned out that we underestimated how bad it was going to be, and it proved to be a wise decision. I think we're in a different position a year later, which is that some are having the perception that it'll never get better, and it'll never open up, and I think we're just as wrong now as some of us might have been last year, just thinking everything's going to open up quickly. I think that's human nature: whatever you're in at the moment, you think it's always going to be that way. And the fact of the matter is, things are opening up broadly – and I mean broadly – around the country and increasingly around the world.

I'm imagining that three, four months from now, things will be – knock on wood; I hate to throw this out into the karmic ether – markedly improved. However, for those who are still understandably concerned, what protocols and safety measures are going to be in place in Nashville this July?

First and foremost, pandemics come and pandemics go – that's just the way they work. This, too, shall pass. Really what we're coping with is *when*, right? Our industry knows how important it is to have concerts again, and live music, and festivals, and houses of worship playing music again. And our industry is invested in this thing opening up, in the world opening up. We are our entire future.

I think our entire industry is dependent on the world opening up, and who better than ourselves to lead that way? In other

words, we gather to show that we have the courage to plan and safely do this.

I'll get to your second point: how do you do this safely? There's all kinds of good scientific and medical advice coming from the federal, the state, and local level on how to gather safely, and we will make sure everything is adhered to, that we have to do, and I'd like to go two clicks further than that. Whatever it is they say do, I want to do that plus two more things. And that's going to [involve] working with the city of Nashville of course. They are very invested in people coming to their community safely and, of course, leaving safely.

Basically, the show will look different. If you picture Music City Center, there are four halls, A through D. We're taking halls B and C, so that A and D and either side of us can be open. We're going to spread out everything much more. There'll be one booth and there'll be a space, then another booth and a space, with much wider aisles. There probably won't be any food or beverages on the show floor, itself. You'll have to go out into the community. We're going to follow all of the suggested protocols: masks, hand sanitizers, plus the building is GBAC-certified, which is a new certification for buildings about their air flows, their air filtration, and the cleanliness of their common areas and bathrooms.

Setting expectations is going to be a really important thing for us, as an industry and as organizers, to let everyone who's going to come know that it's going to look different and we're going to do things differently to ensure the safety of our members.

Because nearly everything – even things that really shouldn't be – is politicized these days, how do you anticipate or preemptively diffuse any potential conflicts – say between someone happy to wear a mask on the show floor and another who's resistant?

“I think our entire industry is dependent on the world opening up, and who better than ourselves to lead that way?”

The biggest issue that I think we're all dealing with in this country, and increasingly around the world, is lack of respect. It comes down to respecting someone's position on this really important subject. This happened, you know? This will be written about for centuries. This global pandemic *did* occur. It wasn't that someone just made this up. This will be studied, just like the 1918 flu that had tremendous impact on the world. And I'll say that the impact of this pandemic will be known and felt for decades to come. Deciding to travel or to attend an event like Summer NAMM is a deeply, deeply personal choice. We've all known people that have either suffered or died through COVID – me, as well, personally. We've lost many industry people. I know there's some that won't travel this summer, and that's why we'll be developing these digital tools and making sure that there's a place for those people, too, because we respect their decision.

I also respect someone who says, "I've been traveling the whole time, so this is no biggie for me." I respect the store owners who have had to open up. I respect the front-line people who didn't have the option of sheltering in place at an office. If you're a music store, you had to open your store or you didn't stay in business, you know? Even within the people I'm talking to on a daily basis, there's a wide range of positions on this.

For those who feel that Summer NAMM is going to be an important part of their coming out of this pandemic, an important part of their strategy, we're just basically trying to set the safest platform and the most return on investment platform we possibly can, so that it's worth coming. It's about leadership and it's about respect – I think those are the two key words. Our industry is very much based on camaraderie and I can't imagine someone not understanding why someone with underlying conditions or someone who has someone at home with underlying conditions would say, "It's not right for me yet." I'd say, "Good, absolutely correct, right answer for you." Someone else may say, "I'm 23, I do a whole bunch of risky things in my life anyway, I'm going." I'd say, "Well, that's, for you, the perfect decision, too." Part of the problem in all this, is how politicized it's gotten. We're pretty pragmatic people. We're musicians – that's how we look at all challenges: we just organize it, we load in, we do the gig, we load out, and we leave. It's that simple.

If something comes along and all of a sudden there's a serious fourth or a fifth wave, I'm not going to do Summer NAMM and put people in risk. We'll always make good decisions based on the best information available at the minute. That's just what adults do, right? And so, are we going forward with Summer NAMM? Yes, we are because I think we can do

it. If new information comes in that changes my opinion, I'll change my opinion and we'll go from there. You can't try and denigrate anyone on either side of this. There are those who are very fearful and there are those who are very cavalier, and that's why it comes back to respect.

You mentioned ROI. For people who are in that consideration phase, do you have any information to help guide their decisions as to whether to attend or exhibit at the 2021 gathering in Nashville?

For the first industry gathering in a year and a half, we tried to do everything we could to make it a valuable trip. In addition to the usual NAMM offerings like NAMM U, Tec Tracks, and the Top 100 Dealer Awards, we have added many new reasons for dealers to come. For example, having NASMD host their conference in Nashville means that for many of us, two trips become one. AIMM is producing their 'Summer Summit' with some of the best independent dealer members in the country. There's a *Worship Magazine* gathering on Wednesday, bringing in key influencers and buyers for this important market segment. The touring industry, including the Event Safety Alliance, is having a meeting and educational sessions while we're there, and we're hoping to have a guest speaker from the CDC to address the issues around safely reopening concerts, festivals, and schools. So that's like three or four trips that are going to be combined into one for many industry participants on the key influencer side, buyer side, and the exhibitor side.

We've also heard from a lot of exhibitors who said, "I want to come to Summer NAMM, but don't necessarily want to build a big booth. What I do want to do is meet with all my customers." In response to these important members' needs we've created new programs called the "Networking Pass" and 'Networking Package.' For a small supporters fee, they can accomplish everything they would like with show floor access, private meeting space with refreshments, ability to bring in samples, and access to our new Zoom Zone and secured lock-up area.

If I had to sum up the proposition for coming to Nashville in July, I'd say there are many exhibitors who are bringing exciting new products to Nashville and in addition to that, it seems to me that a big part of Summer NAMM this year is going to be simply manufacturers, distributors, and retailers sitting together to plan, strategize, and plan for a successful second half of the year: a very practical, down and dirty opportunity to gather all the industry decision makers together in one place, planning for the reopening of the world, and getting things done. That, to me, is a solid return on investment. 

“This, too, shall pass.

Really what we're coping with is *when*, right?”

primed for the
Rebound

PA System Sales Struggled in the Past Year, but Suppliers are Ready for a Return to Live Performance

By Christian Wissmuller

In my last editorial column (“Keep the Lights On” – MMR April 2021), in the course of encouraging those who are able to seek out and contribute to organizations geared towards assisting those who earn their livings in clubs, bars and other venues, I noted, “Live events were probably the first sector to be severely impacted by COVID-19 lockdowns and will be amongst the last to return to sustainable activity.”

While this month’s Roundtable feature – on the topic of PA systems – doesn’t entirely quash that notion, the three reps from some of the biggest players in sound reinforcement that we spoke with did provide some insight into bright spots within this market segment, as well as hope for recovering sales, overall.

While some categories of instruments and music-related gear saw very robust sales during the last year-plus due to lockdowns and increased “at home” time, live music, and all related gear, didn’t fare as well. Can you talk about PA Systems sales during 2020 through to the present day?

Rick Naqvi: PreSonus mixers and speaker sales were negatively affected in 2020 due to the pandemic, just as most other live sound brands were.

Most live events were cancelled, but we saw a distinct trend of musicians, churches, and venues that moved to doing internet live streams in lieu of shows. Thankfully, because PreSonus mixers can double as recording interfaces and have specific features and workflows for live streaming, the StudioLive Series III and StudioLive ARc mixers sold well through 2020. In addition, many people set up home studios using StudioLive Series III mixers because they offer a DAW Mode that allows them to control Studio One, Pro Tools, Logic, Cubase, and other DAWs.

With regard to speaker sales, we did see some installations that continued



PreSonus StudioLive Series III Family



PreSonus CDL12P Array



PreSonus CDL12P Stack



“Many musicians are doing system upgrades now in preparation for tours and shows that are being planned for the summer and fall.”

– Rick Naqvi, PreSonus Senior Vice President of Global Sales

"It's going to be back. We're going sound better than we did before and just celebrate."

– **Guy Low,**

Creative & Brand Director, Bosch | Dynacord | Electro-Voice | RTS | Telex



Electro-Voice EVOLVE 50M

powered to be creative at home, or to communicate at home, or to start that podcast that they'd been planning for a long time. So there was a wide variety of activity taking place at home in this relationship with the decline of live entertainment. So you can see that that happened very quickly, and it's really unique in history. And in our corner of that world, the most notable observation was that we sold more RE20 microphones last year than we had in 50 years.

This is part of the bigger picture whereby home recording equipment, so DAWs, audio workshops, the software, the pre-amps, the interfaces, all of this stuff is much more affordable than it used to be. And that sweet spot on the curve really came into play this year when people start discovering pro audio for the first time.

Preston Gray: As you know, Yamaha is deeply engrained in all forms of music from the creation and production of music to the amplification of music through pro audio solutions. We have been able to be flexible and offer pro audio solutions to meet the changing needs of customers during 2020. The industry saw a reduced demand in the rental segment, but we focused our efforts to support upgrades for streaming solutions.

While powerful subwoofers are obviously not needed for streaming, customers had to be ready to update monitors or shift outdoor systems to cover spaces where audiences could social distance safely. Yamaha's DZR line offers a great portable outdoor system that connects easily over Dante with TF series mixers, that have been valuable solution for hybrid events. We are optimistic as there are many signs of recovery happening, as people are ready to connect with each other through music.

For your brand, what specific PA models/bundles are selling best?

GL: Column Systems for us. And portable boxes like ZLX – our best-selling tool, a portable powered box – remained quite stable, considering what was happening in the world at large.

Also the EVOLVE family of Column Systems. We launched a new one, the 50M, in January at the virtual NAMM Show. The amount of activity we see on social, the amount of people just doing virtual concerts or distance concerts, has been taking off steadily and these systems are perfect for that. And that's also, most critically, the fact that people want things to get back to normal. These are the accessories of passion and creativity, so

during the pandemic; however, many others were on hold. In general, sound-reinforcement speakers were the most affected during the pandemic.

Guy Low: During 2020, we saw many people staying at home to work. That was the biggest staple with regard to the equipment we make. People became em-

powered to be creative at home, or to communicate at home, or to start that podcast that they'd been planning for a long time. So there was a wide variety of activity taking place at home in this relationship with the decline of live entertainment. So you can see that that happened very quickly, and it's really unique in history. And in our corner of that world, the most notable observation was that we sold more RE20 microphones last year than we had in 50 years.

PG: Our Stagepas systems are stunningly simple and impressively powerful. Musicians can trust Yamaha to amplify their tone in the most accurate and detailed way possible. Yamaha knows what music should sound like and that comes through clearly with the sound and success of our Stagepas 1k system.

RN: Currently the StudioLive Series III digital consoles and AVB Ecosystem products are doing very well. PreSonus put out a new CDL12P constant-directivity loudspeaker at the end of 2020 that is also doing well for us in 2021.

Have you noticed any significant trends in terms of PA sales, either on the consumer or supplier sides?

PG: PA manufacturers, specifically portable ones seem to be focused on power specs, but at the end of the day it's the tone and clarity that's important. Yamaha is focused on making sure an artist's voice is heard. With Yamaha's rich heritage in musical instruments we not only deliver the power in the PA systems, but ensure each note and word reaches the audience's ear just as it was performed.

RN: We have seen an improvement in both speaker and mixer sales starting in February of this year as the COVID vaccines started to be released. Many venues that had system upgrades on hold also began planning for re-openings in the summer and fall. In addition, many musicians are doing system upgrades now in preparation for tours and shows that are being planned for the summer and fall.

GL: I think people are still making music at home where possible, where distancing was acceptable to that end. So you'd maybe see the smaller format systems – the portable boxes, powered boxes – where people are in their spaces, or their basements, or their studios, and they are getting ready, not only to go back into live performance, but also they are investing in a system that's flexible, that's multipurpose. At least we are seeing boxes that have everything on board. That's the trend now. So you have app control, you have onboard effects, mixing, Bluetooth, and battery-powered is going to be another aspect of that coming down the line.

What "best practices" are employed by dealers who do especially well selling PA Systems?

GL: The key aspect for independent MI retailers is to add value before, during, and after the sale by enhancing the experience of stepping up to pro audio, demystifying pro audio by educating the customer as quickly as possible, and giving them the confidence to invest in something that's going to make them sound their best at whatever level they have to invest, what's in their wallet, and in whatever way is most appropriate for their sound, their style, if they are a DJ, if they're an acoustic duo or a solo band, right?



Yamaha Stagepas 1K

“As we get back to live events, we are already seeing needs for PA systems increasing. People have missed live music and entertainment that connects us as humans.”

– **Preston Gray**, Marketing Director,
Pro Audio, Yamaha Corporation of America



And this comes from expertise, and insight, and – critically – going into a store is an experience. They should be open and educational as immediately as possible.

Walking into an actual space in this virtual world we live in, we’re reminded that we’re making music – that it’s something that is special, it’s emotional, and it requires physical engagement with the space. So this idea of walking into a store, being able to turn it on, and hear it in the proverbial room full of black boxes. Think about it: when you’re browsing online, you’re scrolling through 50 products that look the same. So this idea of educating, demystifying what’s behind the grill... You know, a good sales associate in a store should be able to answer that question and tell a story about the brand, so you can actually attach your creative energy onto this tool that you’re going to buy.

That’s part of the retail experience that we believe in a great deal. Brand is a very important part of the buying experience, heritage, the confidence you can get in buying something that’s “legit” and proper. Just the same as people gravitate towards the Fender or the Gibson guitar, or DW drum sets, what have you, we want people to have that same sense of Electro-Voice when they go into the store. We like to get feedback from our retail partners on what works.

RN: One of the best ways to sell a PreSonus system is to realize that customers want a flexible system that they can use for recording, rehearsals, live gigs, and live streams. Showing the power of hardware and software to accomplish things like virtual soundchecks, playing along with backing tracks, and recording the show are invaluable. Customers want to know that their equipment can help them accomplish multiple facets of their musical lives – not just for playing gigs.

PG: Dealers that can take a PA system and marry it with the right mixer and the right tools to provide a customer a complete pro audio solution have been incredibly successful! Yamaha makes this easy for dealers, with the lineup of mixers, amps and speakers that are all designed to work together seamlessly, and designed to amplify music accurately from input to output.

Any new or upcoming PA gear releases you’d like to share with MMR readers?

PG: Yamaha’s engineers have an incredible passion for music and technology. While COVID has come with challenges for the entertainment industry, it has also provided the engineering team focused time at home to create some exceptional new tools to ensure everyone’s voice is heard. Stay tuned this year for some exciting new audio products that will help musicians amplify their music!

RN: I’m really excited about the CDL12P loudspeaker, an affordable, plastic version of our CDL12 loudspeaker. CDL-series loudspeakers offer a hybrid point-source/line array solution that’s scalable to nearly any performance environment. And of course we also offer the StudioLive 32SX digital mixer, an incredibly versatile mixing powerhouse that’s ideal for creating live and broadcast mixes simultaneously for performances that have both an in-person audience as well as an online one.

What are your expectations for this market segment in the coming months?

GL: People want to get out and experience live music, live performance, and get together, whether there’s a wedding, or going to the coffee shop and hearing a singer-songwriter – whatever the case may be across the board, there is this drive to connect to live entertainment. And then we have to think about, “Well, what’s that actually going to look like? Are venues going to just kind of dust off their existing PA systems, or are they going to come back and reinvest in systems that really add value and make the live experience better than it was before?” Almost like, sort of, positive reinforcement.

It’s going to be back. We’re going sound better than we did before and just celebrate. So that’s the idealized version of it. What we are hoping to see is a return to something like “normal” towards the end of the summer and beginning of the fall. But who knows? We’re just waiting to see what the numbers say. But the main thing is that we are here to support, and we’ve got the portfolio to help with whatever it is people want to do, really, in terms of the clubs, the pubs, and the venues reopening. We think a lot about that. And these people have been really hard hit. First and foremost, our concern is for the people whose lives have been changed by this. That was always a priority for us. And coming back could look different. We might see that what a person’s career looks like changes, they’re going diversify their careers. The gig economy, you know, that’s also a conversation we’ve been having for over a year now. What is the economy going to look like that frames the products we make? The challenge for us is to keep in step with that – or one step ahead.

PG: As we get back to live events, we are already seeing needs for PA systems increasing. People have missed live music and entertainment that connects us as humans. Yamaha is ready to help connect people through music, and the PA systems ability to articulately deliver each musical empowers musicians amplify their craft as we get back to live events!

RN: I’m quite bullish about music in the next coming months. Most musicians I know have been stuck at home, but have spent their time honing their writing and recording skills. When live gigs start to happen, I believe we will see an explosion of great new music, with new releases as well as a resurgence of live performances. I also think as more musicians have become comfortable with live streaming, we’ll see this exciting new avenue for performance continue, and it will get even better as musicians add to their streaming rigs. 🎧🎶

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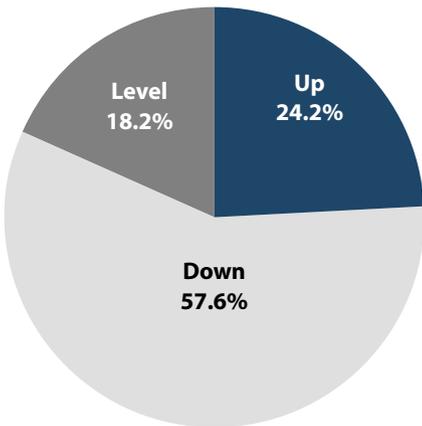
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Live to Fight Another Day

Sales of Live Sound Mixers During the Pandemic By Christian **Wissmuller**

As reported often within the pages of *MMR* live sound reinforcement was (still is!) up against the wall during the pandemic. Nonetheless, we reached out to over 300 MI retailers to get their take on the state of this market segment. While much was predictably in line with COVID-19 related challenges, there were other takeaways, too (hint: lots of folks aren't real happy with one supplier, in particular...).

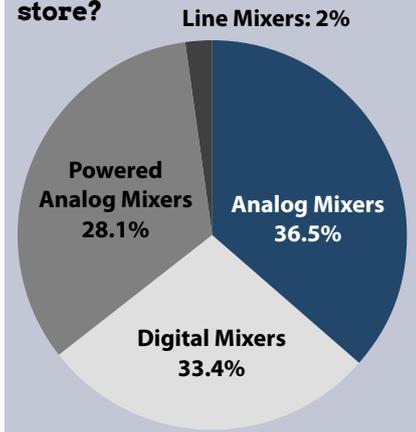
Compared to last spring, sales of live sound mixers for your business are...



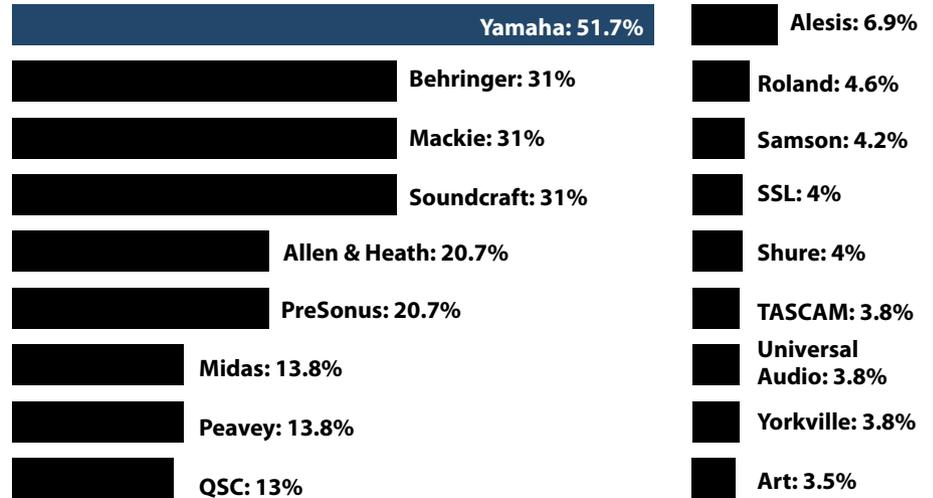
"Digital mixers have become dominant over the past three years. With every segment of business being this past year due to COVID-19, mixers are way down with schools, churches, and clubs closed down."

David St. John
Music & Arts
Glendora, California

In terms of volume (number of units sold), which types of mixers sell most at your store?



What brands of live mixers generate the most profit for your operation?



Are there any significant current trends when it comes to live mixers – on either the end-user or supplier sides?

"Behringer kicked the traditional brick'n'mortars to the curb, so now I no longer have a 'dollar store option' for my customers!"

Anthony Mantova
Mantova's Two Street Music
Eureka, California

"While the new digital products are the cat's meow, the learning curve is quite steep for some of us old analog guys. There is a lot of internal cross training involved to bring us up to speed."

Jerry Vesely
Vesely Music Co.
Parowan, Utah

"At this time last year we had just made substantial orders for Behringer product that they never fulfilled. Much was special orders for customers. Their decision to eliminate brick and mortar stores from the supply chain really hurt our bottom line and could not have come at a worse time. The fact that they did this without warning and left so many of us hanging on 'back order'

status with no ETA was very aggravating. I sincerely hope that this does not become a significant trend with other major manufacturers. It is bad enough that I am having to compete with big box stores and online outlets, but when a company that literally built its reputation through small and medium dealers turns their back on them it harms the entire industry and sets a negative precedent."

Clancy Ferrill
Clancy's Music
Stockton, California

"Most sales go to upgrading church systems."

Marc Rabins
Audio Design & Instruments
Port St. Lucie, Florida

"Supplier shortages on product as we all know."

Jeff Hashbarger
Jeff's Morrell Music Shop
Kingsport, Tennessee



Mirror, Mirror – How Valuable is My Business?

By Jaimie Blackman

We all believe that in some way our qualities are above average. Of course, statistically, this is impossible.

If I were to ask you what your business was worth, odds are you would tell me an above-market price. However, if I asked your key managers, I probably would get a much different number. After all, if it comes to your attention that your most trusted managers have reservations, most certainly a potential buyer would get spooked.

Now imagine if someone you trusted asked your business relationships the following questions which could be answered in the pre-COVID timeframe:

- Employees: How well run is the business?
- Managers: Are there problems that decrease the growth of the business?
- Potential buyer? What risks do you perceive with the business?

Whether you are decades away from selling your business or you just turned your lights on, preparing a business as though it will be sold today is the most valuable “best practice” management advice anyone can give you. The key to “best practices” is a way of understanding and fine-tuning the business.

The key value drivers of any business are the four intangibles:

1. **Wellness Capitals:** Can also be called aspirations. It embodies the vision of the owner, company culture. It is the soul of your company.
2. **Employee Capital:** This represents your talent. Your employees, your vendors, your consultants, all of whom you depend on to deliver your product and services.
3. **Customer Capital:** This is the totality of your relationships you deliver products and services to.
4. **Structural Capital:** Process and data which can minimize the risk of the four “D”s: death, departure, divorce, disability.

Intangibles are challenging to grow because as a non-financial asset, they are hidden from view. A valuable tool that is available on my website bhwealth.com/succession-planning offers a questionnaire that provides you an Attractiveness Index Score and Report.

Created by MAUS Business Systems, the questionnaire is designed to help business owners score key areas of their organization: business factors, forecast factors, market factors, and investor considerations.

Here are some of the questions you’ll be asked to score on a scale of 1-6:

- How long have you been operating your business?
- In your industry is this considered good?
- Would your management team impress a potential purchaser?
- Are your customers loyal to your business?
- How strong and well known is your brand?

The higher you score in this questionnaire, the higher the likely value of your business is. The report should also be seen

as a checklist of areas to improve upon before you try and sell your business. Ideally, many years before you decide to sell. The relative attractiveness of your business to a potential purchaser will impact your overall valuation. Once completed, I’ll forward you a report.

Of all four, you’ll find the investor considerations are the most compelling. At the end of the day, it doesn’t matter how valuable you believe your business is. The only truth is the amount of risk a potential buyer perceives your business to have. The more risk, the lower the value. The less risk, the higher the value. This applies to a strategic buyer, a third-party buyer, a family member, an employee, an investor, or another. In terms of business value, the metrics are the same.

“The only truth is the amount of risk a potential buyer perceives your business to have.”

“Best practices” using the filter of succession planning can be developed from a reverse due diligence process, which is designed from the buyer’s perspective. The thinking is what would a buyer look for which would maximize the value of my business. This way, a best practice approach is not theoretical. The goal is to always about the perceived value from your stakeholders.

Business owners that go through an exit & succession planning process are more likely to:

- Build a more valuable business.
- Exit the business paying less tax and having more accumulated personal wealth.
- Run a better-managed business that is more profitable and leads to less stress and better personal health.
- Have fewer regrets after they exit and more successfully move into the next phase.
- Have a better outcome that leads to happier stakeholders and family members.
- Protect the family wealth in the case of an unexpected event like death or disability.

Mirror, mirror on the wall – will I be able to exit my business successfully? Who knows, but you can take steps to orchestrate sound financial decisions on your way to the finale. 🎬



Jaimie Blackman — a former music educator and retailer— is co-founder of BH Wealth Management. The organization offers 401(k), insurance, and succession planning services. Download your complimentary copy of End Your War With Money at bhwealth.com/moneycapsules. Registered Representative, First Allied Securities, Inc. Member FINRA/SIPC

Accessories

Chedeville Launches New SAV Series Clarinet Mouthpieces

Chedeville has announced the launch of an all-new clarinet mouthpiece model named the Chedeville SAV series. The new Chedeville SAV mouthpieces are less expensive than the top-of-the-range Chedeville Umbra and Elite models and are targeted towards students looking for a more affordably priced Chedeville mouthpiece option. The new model has been named the "SAV" series in tribute to its Savannah birthplace.



The Chedeville SAV B♭ Clarinet Mouthpiece is available in a comprehensive selection of tip openings (1/100 MM): 1 (100), 2 (107), 3 (115), 4 (125), 5 (135).

The new range of Chedeville SAV Clarinet mouthpieces are made at the JodyJazz factory in Savannah, Georgia. The company starts with rod rubber and then they manufacture them from beginning to end using state of the art CNC machines and expert mouthpiece artisans on the crucial and indispensable handwork. The company has made consistency its number one priority and as a result has instituted the most extensive series of mandatory measurements and play testing in the industry.

The new Chedeville SAV Clarinet mouthpieces have an MSRP of \$189 and are available now.

www.chedeville.com

Gator Releases New Series of Traditional Wooden Piano & Keyboard Benches

Gator Frameworks just released a new line of traditional wooden piano and keyboard benches built for comfort and performance.



The traditional wooden piano and keyboard benches by Gator Frameworks deliver hours of comfort during long rehearsals, live performances, and recording sessions. A soft, upholstered vinyl cushion provides 1.5"/38mm of padding thickness to keep players comfortable and focused. The series includes two standard benches (available in black or white) and a deluxe model that features storage space for sheet music and other accessories (available in black). Each bench features a compact, stylish design and is constructed of a sturdy wood frame with a maximum weight capacity of 350 lbs./159kg.

The New Frameworks Benches are available online and from authorized dealers.

www.gatorframeworks.com

Drums & Percussion

ddrum Releases Vinnie Paul Ltd. Edition Commemorative Snare Drum

ddrum™ is proud to announce the release of the Vinnie Paul Limited Edition Commemorative Snare Drum. This snare is limited to 250 drums worldwide and is available now at authorized ddrum dealers.



The custom dragon wrap on the 8x14 maple shell was conceived by the legendary Pantera, Hellyeah, and Damageplan drummer, and based on the hat he loved and wore religiously.

The Vinnie Paul snare is a flashback to the original ddrum sig-

nature model built for Vinnie when he joined the company. The limited-edition commemorative snare drum features an eight-ply North American maple shell with 45-degree inner and 30-degree outer bearing edges with slight round-over. In addition, the drum features chrome hardware, a premium snare throw-off, 10 double-sided ddrum turret lugs, and die-cast hoops for increased tuning stability, and overall rim shot clarity and volume.

The ddrum Vinnie Paul Limited Edition Commemorative Snare Drum includes a special synthetic leather bag and sells for \$499 at authorized ddrum dealers while supplies last.

www.ddrum.com

Fretted

Fender Custom Shop's Limited Edition Mike McCready 1960 Stratocaster

Fender Musical Instruments Corporation (FMIC) and the Fender Custom Shop have announced the Limited Edition Mike McCready 1960 Stratocaster® in the artist's first-time collaboration with the iconic guitar brand. The Rock & Roll Hall of Fame alum partnered with one of Fender's world-renowned master builders, Vincent Van Trigt, to disassemble his famous vintage Stratocaster® in order to account for every spec, detail, and iconic scratch.



Complete with a lacquer finish, flat-sawn flame maple neck and flat-lam rosewood fingerboard with 21 vintage frets, the well-loved guitar became a centerpiece for McCready's iconic solos on tour and was used to record classic Pearl Jam hits like "Daughter," "In My Tree," "Nothing As It Seems," and "Superblood Wolfmoon." The custom hand-wound pickups wound by Josefina Campos herself, "treble bleed" tone capacitor, and synchronized tremolo with Callaham bridge block allow for McCready's signature blues and classic rock sounds to shine through, inspired by his music idols like Jimi Hendrix, Pete Townshend, and Keith Richards.

www.fender.com

Piano & Keyboard

KORG Now Shipping MS-20 (Full Size) Monophonic Synthesizer

KORG announces that its MS-20 FS (full-size) Monophonic Synthesizer is now shipping. This is the long-awaited 1:1 scale reissue of the legendary MS-20, reborn in four limited-edition colors (green, white, blue, and black).



Perfectly recreating the original MS-20 while adding powerful new features, the MS-20 FS is a 37-key classic analog monosynth with patch bay, external signal processor, MIDI IN, and USB.

With the MS-20 FS, KORG has resumed production of a completely assembled full-size MS-20, which had in 2014 been produced only in very small numbers as a kit. But in addition to faithfully recreating the sound, feel, and analog circuitry, this full-size reissue consists of limited numbers of the four different powder-coated color variations.

All four KORG MS-20 FS models are now available with U.S. MAP pricing of \$1,399.99.

www.korg.com

Print & Digital

Excelcia Music Publishing Launches New 2021 String Orchestra Release

Excelcia Music Publishing has published 30 new string orchestra pieces from many beloved composers as well as talented and wonderful new voices in its 2021 String Orchestra music release. As it has done in prior years, the publisher's 2021 release includes live professional recordings of each piece (safely recorded), which can be used as a tool with students in the classroom as well as for remote learning.

Each score, and its accompanying parts, are meticulously-edited and beautifully set for ease of reading and include unique features to increase accessibility and help facilitate efficient rehearsals. Optional bowings have been carefully selected to provide an educationally sound experience right from the first read. Published in Excelcia Music Publishing's signature color-coded series, the string orchestra music follows the strict and consistent six-part grading system developed by the powerhouse editorial team of Clark and Arcari: *Prelude* (grade .5), *Da Capo* (grade 1), *Harmony* (grade 1.5), *Intermezzo* (grade 2 to 2.5), *Rhapsody* (grade 3 to 3.5), and *Maestro* (grade 4 and up). In addition to the professional recordings, the publisher is providing Score Videos and preview scores for each piece on its website.

www.excelciamusic.com



Pro Audio

TASCAM Introduces the TM-250U USB Condenser Microphone for Personal Podcasting

TASCAM recently announced the TM-250U USB condenser microphone, an ideal solution for high quality, direct connection computer audio for podcasting, dialog and vocal recording, music recording, conferencing, and other forms of online audio.

Featuring a super cardioid polar pattern and a frequency response of 20Hz-20kHz, the TM-250U functions via industry-standard USB-C connectors on the Windows, Mac, and Chrome OS platforms.

Compatible with USB class compliant devices, the microphone makes a direct connection to computers with a USB ca-



ble, so no special driver is required. Record voice-over or music directly to the computer's recording software with stream-optimized 16-bit/48kHz sampling and achieve pristine audio quality.

The TM-250U is equipped with a microphone volume (gain) control, a headphone volume control, and a microphone mute button that provides additional flexibility for in-the-moment control of audio. Equally notable, the microphone is also

equipped with a dedicated headphone output connector (3.5 mm stereo mini jack) for direct monitoring.

The TASCAM TM-250U USB Condenser Microphone package ships with the following included accessories: (1) a microphone clip, (2) a 6-foot USB C-A mic cable, and (3) a desktop mic stand.

The TASCAM TM-250U USB Condenser Microphone is expected to be available Q2, 2021. www.tascam.com



The NY Meyer

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57th Annual Supplier Directory



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1760 South 450 West
Salt Lake City, UT 84115
P: (801) 485-5840
E: paul@accordionfactory.com
W: www.AccoridonFactory.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

AccuGroove LLC
PO Box 990697
Redding, CA 96099
W: www.accugroovevllc.com
Business Type: Manufacturer
Amplifiers

ACE Products Group
3920 Cypress Drive
Suite B
Petaluma, CA 94954
P: (800) 950-1095
E: sales@aceproducts.com
W: www.aceproducts.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories
Racks, Cases & Stands

Acoustic Science Strings
PO Box 309
Eldersburg, MD 21784
W: www.acoustic-science.com
Business Type: Manufacturer
Accessories

Acoustics First Corporation
2247 Tomlyn Street
Richmond, VA 23230-3334
P: (804) 342-2900
E: nick@acousticsfirst.com
W: www.acousticsfirst.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement: The Art Diffusor—Æ, Cutting Wedge—Æ, Sonora—Æ, Cloudscape—Æ, HiPer Panel—Æ, Acoustical materials

Adam Hall Group
Adam-Hall-Str. 1
Neu-Anspach, Hessen
61267

P: (060) 819-4190
W: www.adamhall.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands
Amplifiers
Microphones
Effects & Pedals

ADK Microphones
2542 Orchard Hill Lane
Portland, OR 97035
W: www.adkmic.com
Business Type: Wholesaler/Distributor, Manufacturer
Microphones

Affixit LLC
6005 Cimmaron Trail
AUSTIN, TX 78645
W: www.picstix.com
Business Type: Manufacturer
Accessories

Aguilar Amplification
599 Broadway, 7th FL.
New York, NY 10012
W: www.aguilaramp.com
Business Type: Manufacturer
Accessories
Amplifiers
Effects & Pedals

AIM Gifts
3001 Penn Avenue
Pittsburgh, PA 16066
W: aimgifts.com
Business Type: Wholesaler/Distributor
Accessories

AirTurn, Inc.
1668 Valtec Lane
Unit G
Boulder, CO 80301
P: (888) 247-1223
E: lester@airturn.com
W: airturn.com
Business Type: Wholesaler/Distributor, Manufacturer
Media & Software: MusicReader, Power Music, goSTAND
Accessories: AirTurn, MANOS, DIGIT, DUO, PED, QUAD, STOMP, goSTAND
Effects & Pedals: AirTurn

Akai Professional
200 Scenic View Drive
Cumberland, RI 02864
W: www.akaipro.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment
Keyboard Instruments
Media & Software
Pro Audio / Sound Reinforcement
Accessories
Effects & Pedals

AL Cass
P.O. Box 412
Milford, MA 01757
P: (508) 473-3572
Business Type: Manufacturer
Accessories: AL Cass Valve-Slide oil

Alesis
200 Scenic View Drive
Cumberland, RI 02864
W: www.alesis.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments
Pro Audio / Sound Reinforcement
Percussion Instruments
Amplifiers

Alfred Music
P.O. Box 10003
Van Nuys, CA 91410-0003
P: (818) 891-5999
E: customerservice@alfred.com
W: alfred.com
Business Type: Manufacturer
Media & Software
Print Music
Accessories
Videos / DVD

Allen Guitars & Luthier Supplies
PO Box 1883
Colfax, CA 95713
W: www.allenguitar.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Accessories

Allen Organ Company
150 Locust St.
Macungie, PA 18062
P: (610) 966-2202
E: aosales@allenorgan.com

W: www.allenorgan.com
Business Type: Manufacturer
Keyboard Instruments

Allied Supply Corp.
510 County Road H
Elkhorn, WI 53121
P: (262) 723-5455
E: techhelp@alliedsupplycorp.com
W: www.alliedsupplycorp.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Allparts
13027 Brittmoore Park Dr.
Houston, TX 77041
P: (713) 466-6414
E: allparts@allparts.com
W: www.allparts.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Amati's Fine Instruments and Amahi Ukuleles
7605 Production Drive
Cincinnati, OH 45237
Contact: Michael Shear, President
P: (888) 262-8471
F: (513) 679-7747
F: (513) 679-7746
E: amatisfine@msn.com
W: www.amatis.org, www.amahiukuleles.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments: Amahi Ukuleles, Snail Ukuleles, Penguin Ukuleles, Rainie Ukuleles, Brass Instruments: Amati Winds
Bowed Instruments: Amati, Ming Jiang Zhu, Sacconi Strad
Accessories: FOM, Hamilton Music Stands, Dominant Rosin, Pops Bass Rosin, Bernadel Rosin, Larsen Rosin, RDM Rosin, Amahi Ukulele Straps, Amahi Ukulele Cases.

Amati's Fine Instruments and Amahi Ukuleles
7605 Production Drive
Cincinnati, OH 45237
Contact: Michael Shear, President
P: (888) 262-8471
F: (513) 679-7747
F: (513) 679-7746
E: amatisfine@msn.com
W: www.amatis.org, www.amahiukuleles.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments: Amahi Ukuleles, Snail Ukuleles, Penguin Ukuleles, Rainie Ukuleles, Brass Instruments: Amati Winds
Bowed Instruments: Amati, Ming Jiang Zhu, Sacconi Strad
Accessories: FOM, Hamilton Music Stands, Dominant Rosin, Pops Bass Rosin, Bernadel Rosin, Larsen Rosin, RDM Rosin, Amahi Ukulele Straps, Amahi Ukulele Cases.

American Music & Sound
925 Broadbeck Dr. Suite 220
Newbury Park, CA 91320
W: americanmusicand-sound.com

Business Type: Wholesaler/Distributor
DJ & Lighting Equipment: XONE, reloop, Fostex
Keyboard Instruments: Nord, Kurzweil, Studio-logic
Pro Audio / Sound Reinforcement: Allen & Heath, beyerdynamic, Fostex
Microphones: beyerdynamic, Lewitt

American Recorder Technologies, Inc.
1872 Angus Ave.
Simi Valley, CA 93063
Contact: Alan Adelstein, President
P: (805) 527-9580
P: (805) 527-9580
E: info@americanrecorder.com
W: www.AmericanRecorder.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands
Amplifiers
Microphones

American String Teachers Association
4155 Chain Bridge Rd
Fairfax, VA 22030
P: (703) 279-2113
E: asta@astaweb.com
W: www.astaweb.com
Business Type: Other
Associations / Organizations

American Way Marketing, LLC
400 Pine Creek Court
Elkhart, IN 46516
P: (574) 295-6633
E: info@awmlc.net
W: www.americanwaymktg.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Marching Percussion
Brass Instruments
Woodwinds
Bowed Instruments
Accessories
Percussion Instruments
Retail Displays & Business Products / Services

Anchor Audio
5931 Darwin Court
Carlsbad, CA 92008
P: (800) 262-4671
E: sales@anchoraudio.com
W: www.anchoraudio.com
Business Type: Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Microphones

Antigua Winds, Inc.
5806 La Colonia
San Antonio, TX 78218
Contact: Amanda Arnold, Customer Service Coordinator
P: (210) 661-6505
F: (210) 661-6702
E: amanda.arnold@antiguawinds.com
W: www.antiguawinds.com
Business Type: Manufacturer
Brass Instruments
Woodwinds

Antoine Courtois
7255 Salisbury Rd
Jacksonville, FL 32256
W: www.a-courtois.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments:

Applied Acoustics Systems
486 Ste Catherine W
suite 301
Montreal, QC H3B1A6
P: (514) 871-4963
E: marcpverge@gmail.com
W: www.applied-acoustics.com
Business Type: Manufacturer
Media & Software
Aria Lights
244 Southern Hill Dr.
Duluth, GA 30097
P: (678) 636-9852
E: info@arialights.com
W: www.arialights.com
Business Type: Manufacturer
Accessories

Arriba Cases / Arriba Products LLC
15308 East Vallyry Blvd
City of Industry, CA 91746
W: www.arribacases.com

Business Type: Manufacturer
Racks, Cases & Stands

Atlantic Music Center
25 S Wickham Rd
Melbourne, FL 32904
W: www.atlanticmusic-center.com
Business Type: Wholesaler/Distributor
Keyboard Instruments

Audio-Technica
1221 Commerce Drive
Stow, OH 44224
P: (330) 686-2600
W: www.audio-technica.com
Business Type: Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Microphones

Audix Corporation
9400 S.W. Barber St
Wilsonville, OR 97070
P: (503) 682-6933
E: info@audixusa.com
W: www.audixusa.com
Business Type: Wholesaler/Distributor, Manufacturer
Microphones: Audix

Avedis Zildjian Co.
22 Longwater Dr.
Norwell, MA 02061
P: (800) 229-1623
E: zcustomer@zildjian.com
W: www.zildjian.com
Business Type: Manufacturer
Marching Percussion
Accessories
Percussion Instruments

Avid Technology
75 Network Drive
Burlington, MA 01803
P: (978) 640-6789
W: www.avid.com
Business Type: Manufacturer
Media & Software
Pro Audio / Sound Reinforcement
Accessories

Backbone Guitar Products, LLC
4125 Durham Chapel Hill Blvd.
Suite 4A, Box 11
Durham, NC 27707
P: (919) 477-9775
E: mmiller805@get-a-backbone.com
W: www.Get-A-Backbone.com
Business Type: Manufacturer
Accessories

Backun Musical Services Ltd.
6750 Cariboo Road,
Suite 1
Burnaby, BC V3N 4A4
P: (604) 205-5770
E: sales@backunmusical.com
W: www.backunmusical.com
Business Type:

Wholesaler/Distributor,
Manufacturer
Woodwinds
Accessories

Bari Woodwinds
5002 US Highway 41
North
Palmetto, FL 34221
P: (941) 212-2122
E: ron@bariwoodwind.com
W: www.bariwoodwind.com
Business Type: Manufacturer
Accessories

Barr None Music Publishers/Learn To Play
1833 Valley Vista Dr.
Borden, IN 47106
P: (502) 413-5443
E: jbarr@learntoplay.biz
W: www.learntoplay.biz
Business Type: Wholesaler/Distributor, Manufacturer, Other
Media & Software
Print Music
Retail Displays & Business Products / Services

BASSBOSS
9501 Cargo Ave Ste 600
Austin, TX 78719
Contact: Lian Amber
P: (512) 368-3268
E: family@bassboss.com
W: www.bassboss.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Batson Guitars
168 North Ogden
Chicago, IL 60607
P: (312) 226-1705
E: info@batsonguitars.com
W: www.batsonguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Batson Guitars

Beard Guitars, LLC
21736 Leitersburg Pike
Hagerstown, MD 21742
P: (301) 733-8271
P: (271) 271-8271
F: (271) 271-8271
E: denny@beardguitars.com
W: www.beardguitars.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Associations / Organizations
Pro Audio / Sound Reinforcement
Print Music
Accessories
Traditional Folk Instruments
Amplifiers
Videos / DVD
Effects & Pedals

Bedell Guitars
61573 American Loop
Bend, OR 97702
P: (541) 385-8339
E: info@twouldhippies.

com
W: www.bedellguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Bedell, Breedlove

Besson
7255 Salisbury rd
suite 4
Jacksonville, FL 32256
P: (904) 821-0234
W: www.besson.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments

Best American Craftsman
1219 Lydia Ave.
Kansas City, MO 64106
P: (816) 479-2639
E: mjike@bacmusic.com
W: www.bestamerican-craftsman.com
Business Type: Manufacturer
Brass Instruments
Woodwinds

Black Diamond Guitar Strings
860 Piner Rd Ste 40
Santa Rosa, CA 95403
Contact: Greg Sfarzo/
Sfarzo String
P: (707) 579-6009
E: info@blackdiamond-strings.com
W: www.blackdiamond-strings.com
Business Type: Manufacturer
Accessories: Black Diamond Strings - Banjo, Mandolin, Electric Guitar, Bass Guitar, Classical Guitar, Resonator, Violin, Fiddle, Acoustic Guitar, Nickel Wound, Phosphor Wound, Brass Wound, Black Coated, Silver Wound, Corebond

Black Mountain Instruments
210 Champagne W
Calistoga, CA 94515
P: (707) 494-6422
E: david@blackmtinstruments.com
W: www.blackmtinstruments.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Blackstar Amplification Ltd
316 South Service Road
Melville, NY 11747
P: (631) 390-6500
E: sales@korgusa.com
W: www.blackstaramps.com
Business Type: Wholesaler/Distributor
Amplifiers
Effects & Pedals

Blizzard Lighting
N16 W23390 Stoneridge Dr.
Suite E
Waukesha, WI 53188
W: www.blizzardlighting.

com
Business Type: Manufacturer
DJ & Lighting Equipment
Media & Software
Accessories

Blue Microphones
5706 Corsa Ave
Ste 102
Westlake Village, CA 91362
P: (818) 879-5200
E: orders@bluemic.com
W: www.bluemic.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories
Microphones

bo-pep
PO Box 144
South Thomaston, ME 04858
P: (207) 596-6595
E: bopep@roadrunner.com
Business Type: Manufacturer
Accessories

Bohemian Guitars
2144 Hills Ave
Atlanta, GA 30318
P: (404) 409-0530
W: www.bohemianguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

BONE Custom Drums
10670 Independence Ct.
Redlands
San Bernardino, CA 92374
W: www.bonedrum.com
Business Type: Manufacturer
Percussion Instruments

Bootleg Guitars
3635 Perkins Ave
STE 1D
Cleveland, OH 44114
W: www.bootlegguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Boso Drumsticks
1300 Hudson St.
A-6
Hoboken, NJ 07030
P: (971) 975-3327
E: dave@bosodrumsticks.com
W: www.bosodrumsticks.com
Business Type: Manufacturer
Percussion Instruments

BOSS
5100 S. Eastern Avenue
Los Angeles, CA 90040
W: www.BossUS.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments: Roland
DJ & Lighting Equipment: Roland, BOSS, AIRA
Accessories: Roland, BOSS

Percussion Instruments: Roland
Amplifiers: Roland, BOSS
Effects & Pedals: Roland, BOSS

Boulder Creek Musical Instruments, LLC
5810 Obata Way Suite #1
Gilroy, CA 95020
P: (408) 842-0222
E: info@bouldercreekguitars.com
W: www.bouldercreekguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Bourns, Inc.
1200 Columbia Avenue
Riverside, CA 92507
W: www.bourns.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Breedlove Stringed Instruments
61573 American Loop
Bend, OR 97702
P: (541) 385-8339
E: info@twouldhippies.com
W: www.breedlovesound.com
Business Type: Manufacturer
Plucked / Fretted Instru-

ments: Breedlove Acoustic Guitars, Acoustic/Electric Guitars, Mandolins, Acoustic Basses

Breezin' Thru Inc.
471 Woburn Ave.
Toronto, ON M5M 1L6
Contact: Jean McKen, Co-Founder
P: (855) 265-3805
E: info@breezinthrutheory.com
W: breezinthru.com
Twitter: twitter.com/BreezinThruT
Facebook: www.facebook.com/breezinthrutheory
YouTube: www.youtube.com/user/BreezinThruTheory
Business Type: Wholesaler/Distributor, Manufacturer
Media & Software: Breezin' Thru Theory, Breezin' Thru Composing

Breezy Ridge Instruments, Ltd.
PO Box 295
Center Valley, PA 18034-0295
P: (610) 691-3302
E: info@jpstrings.com
W: www.jpstrings.com
Business Type: Manufacturer
Accessories: John Pearse

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ALLPARTS.COM

Buffet Crampon USA

7255 Salisbury Rd.
Suite 4
Jacksonville, FL 32256
P: (904) 821-0234
F: (904) 821-0234
E: matt.vance@buffet-crampon.com
W: www.experience.buffet-crampon.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments: Antoine Courtois, Besson, B&S, Hans Hoyer, Scherzer, Melton Meinl Weston.
Woodwinds: Buffet Crampon, J. Keilwerth, W. Schreiber

C.F. Martin & Co, Inc.

510 Sycamore St.
Nazerath, PA 18064
W: www.martinguitar.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Martin Guitars
Accessories: Martin Strings, Vega and Darco Strings

C.R. Alsip Guitars

14453 8TH Street
Arkansas City, KS 67005
W: www.cralispguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

CAD Audio

6573 Cochran Road
Solon, OH 44139
P: (800) 762-9266
E: mcarr@cadaudio.com
W: www.cadaudio.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Microphones

Calton Cases

3412 E. 4th Street
Austin, TX 78702
P: (512) 241-3715
E: social@calton-cases.com
W: www.calton-cases.com
Business Type: Manufacturer
Racks, Cases & Stands

Calzone Case Company

225 Black Rock Ave.
Bridgeport, CT 06605-1204
P: (800) 243-5152
E: JoeC@CalzoneCase.com
W: www.CalzoneandAnvil.com
Business Type: Manufacturer
Accessories
Racks, Cases & Stands

Cannonball Musical Instruments

625 E Sego Lily Drive
Sandy, UT 84070
W: www.cannonballmusic.com
Business Type: Manufacturer
Brass Instruments
Woodwinds

Caparison Guitar Company Ltd.

PO BOX 80
Cardiff, Wales CF11 1SA
E: info@caparisonguitars.com
W: www.caparisonguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Casio America Inc

570 Mt. Pleasant Ave.
Dover, NJ 07801
P: (651) 361-5400
E: gdean@casio.com
W: www.casiomusicgear.com
Business Type: Manufacturer
Keyboard Instruments

CBI Cables

6152 County Seat Rd.
Oriskany, NY 13424
P: (800) 346-3462
E: Sales@CBICables.com
W: www.cbicables.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories

CE Distribution

6221 South Maple Ave
Tempe, AZ 85283
P: (480) 755-4712
E: sales@cedist.com
W: www.cedist.com
Business Type: Wholesaler/Distributor
Amplifiers: Vacuum Tubes
Effects & Pedals

Cecilio Musical Instruments

8676 Rochester Avenue
Rancho Cucamonga, CA 91730
W: www.ceciliomusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Brass Instruments
Woodwinds
Bowed Instruments
Percussion Instruments

Cedar Creek Custom Cases

PO Box 362
2551 Turkey Creek Road
Richmond, VA 23129
P: (800) 370-2991
E: sales@cedarcreekcases.com
W: www.cedarcreekcases.com
Business Type: Manufacturer
Accessories: Historic Collection, Saddlebrooke Series, AVS Series, GEC Series
Racks, Cases & Stands

Celestion

Claydon Business Park
Great Blakenham
Ipswich, S IP6 ONL
P: (44-) 147-3835
E: info@celestion.com
W: www.celestion.com
Business Type: Manu-

facturer
Pro Audio / Sound Reinforcement: Celestion
Accessories: Celestion

CenterPoint Marketing

375 Rivertown Drive
Woodbury, MN 55125
P: (651) 578-3600
E: info@centpoint.com
W: www.centpoint.com
Business Type: Manufacturer
Retail Displays & Business Products / Services

Charles Dumont & Son, Inc.

1085 Dumont Circle
Voorhees, NJ 08043
W: www.dumontmusic.com
Business Type: Wholesaler/Distributor
Media & Software
Print Music
Videos / DVD

Chauvet DJ

5200 NW 108th Ave.
Sunrise, FL 33351
P: (954) 577-7000
W: www.chauvetlighting.com/dj-club.html
Business Type: Manufacturer
DJ & Lighting Equipment: CHAUVET DJ, Trusst

Chedeville

1335 Lynah Ave., Ste 112
Savannah, GA 31408
Contact: Colin Schofield, VP of Sales & Marketing
P: (912) 964-4702
F: (912) 964-4702
P: (912) 233-4991
E: info@chedeville.com
W: www.chedeville.com
Business Type: Manufacturer
Woodwinds: Chedeville Elite Series Clarinet mouthpieces, Chedeville RC Series Saxophone mouthpieces, Chedeville Barrels and Accessories, Kaspar Mouthpieces, Barrels and Accessories, Selecta Accessories.

Chem-Pak, Inc.

242 Corning Way
Martinsburg, WV 25405
P: (304) 262-1880
E: info@chem-pak.com
W: www.chem-pak.com
Business Type: Manufacturer
Accessories

Chesbro Music Co.

327 W Broadway St
PO Box 2009
Idaho Falls, ID 83403
P: (208) 522-8691
E: sales@chesbromusic.com
W: www.chesbrowhole-sale.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Bowed Instruments
Print Music
Accessories
Microphones
Retail Displays & Business Products / Services

CHOPS Builders

2903 Mount Royal Drive
Castle Rock, CO 80104
P: (800) 645-6673
E: info@ChopsBuilders.com
W: www.ChopsBuilders.com
Business Type: Wholesaler/Distributor, Manufacturer, Other
Marching Percussion
Accessories
Percussion Instruments

Claude Lakey Woodwinds

1416 NW 46th St
Ste 105 Pmb 126
Seattle, WA 98107
P: (425) 861-5920
E: info@claudelakey.com
W: www.claudelakey.com
Business Type: Wholesaler/Distributor, Manufacturer
Woodwinds
Accessories

Clearstone Strings

827 Hollywood Way #420
Burbank, CA 91505
P: (818) 503-2700
E: tone@clearstonestrings.com
W: www.clearstonestrings.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Traditional Folk Instruments

CMG Guitars

1993 Randy Lowery Road
Statesboro, GA 30461
P: (912) 541-0649
E: chris@pladdmusic.com
W: www.cmgguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Colby Amplification

P.O. Box 199
Bronx, NY 10464
W: www.colbyamps.com
Business Type: Manufacturer
Amplifiers

Cole Clark Guitars

316 South Service Road
Melville, NY 11747
P: (631) 390-6500
E: sales@korgusa.com
W: coleclarkguitars.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments

Collings Guitars

11210 W. Hwy 290
Austin, TX 78737
W: www.collingsguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Traditional Folk Instruments

Concord International Group, Inc.

2380 Vantage Drive
Elgin, IL 60124

Contact: Chi Yang, President

P: (847) 836-8688
F: (847) 836-8288
E: info@concordgroup.com
W: www.concordgroup.com
Business Type: Wholesaler/Distributor, Manufacturer
Bowed Instruments
Racks, Cases & Stands

Conklin Guitars and Basses

PO Box 1394
Springfield, MO 65801
P: (525) 525-3525
F: (525) 525-3525
E: conklin@conklinguitars.com
W: www.conklinguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Accessories

Connolly Music Company

8 Vernon Valley Rd.
East Northport, NY 11731
W: www.connollymusic.com
Business Type: Wholesaler/Distributor
Bowed Instruments: Heinrich Gill, Bernd Dimbath, Revelle, The Realist
Pro Audio / Sound Reinforcement: Konig & Meyer
Accessories: Thomastik-Infeld Strings, Konig & Meyer Stands, Revelle Bows, The Realist Acoustic Transducers, Wanka Bows, Georg Werner Bows, Tempel-Germany Fine Fittings, Baroque Bling Swarovski Mutes & Tailpieces

CooperCopia LLC

160 South Oak Street
#146
Sisters, OR 97759
P: (615) 604-4498
E: cooperCopia@gmail.com
W: www.cooperstand.com
Business Type: Wholesaler/Distributor, Manufacturer
Racks, Cases & Stands

Corbin Musical Instruments

5550 Este Ave
Cincinnati, OH 45232
P: (015) 133-7811
E: mdrghusa@fuse.net
W: www.corbinguitar.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Accessories
Racks, Cases & Stands

Cordoba Guitars

1455 19th St.
Santa Monica, CA 90404
W: www.cordobaguitars.com
Business Type: Wholesaler/Distributor,

Manufacturer
Plucked / Fretted Instruments

Cort Guitars & Basses

700 West Pete Rose Way
Building B #155-159
Cincinnati, OH 45203
P: (866) 817-3822
W: www.cortguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Crafter Guitars - 1st Chair Accessories

325 Hill Carter Parkway
Unit K
Ashland, VA 23005
P: (804) 798-2006
E: crafter1usa@aol.com
W: www.crafterusa.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Accessories

Craviotto Drum Company

PO Box 719
Santa Cruz, CA 95019
W: www.CraviottoDrums.com
Business Type: Manufacturer
Percussion Instruments

Creative Concept Instruments DBA Rozanna's Violins

2350 Broadway
Suite 1111
New York, NY 10024
P: (917) 937-6624
E: rozannasviolins@gmail.com
W: www.rozannasviolins.com
Business Type: Wholesaler/Distributor, Manufacturer
Bowed Instruments
Accessories

Creative Tunings / SpiderCapo

31 Murizi Lane
Woodstock, NY 12498
P: (845) 679-3391
E: spidercapo@gmail.com
W: www.spidercapo.com
Business Type: Manufacturer
Accessories
Effects & Pedals

Cusack Music

4585 60th. St.
Holland, MI 49423
P: (616) 546-8888
E: sales@cusackmusic.com
W: cusackmusic.com
Business Type: Manufacturer
Effects & Pedals: Cusack Music, Mojo Hand FX, AJ Peat

Cut Sheet Labels

55 West Sheffield Ave
NJ 07631
E: victoria@cutsheetlabels.com
W: www.cutsheetlabels.com
Business Type: Wholesaler/Distributor,

Manufacturer
Retail Displays & Business Products / Services

CYMPAD

Birkenweg 4
Biel, BE 02504
W: www.cympad.com
Business Type: Manufacturer
Accessories
Percussion Instruments

D'Addario & Company

595 Smith Street
Farmingdale, NY 11735
P: (800) 323-2746
E: daddario@daddario.com
W: www.daddario.com
Business Type: Manufacturer
Accessories

D'Andrea USA

400 Christian Lane
Berlin, CT 06037
P: (860) 828-6501
E: sales@dandreausa.com
W: www.dandreausa.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

D'Angelico Guitars

141 W 28th Street 4th Floor
New York, NY 10001
W: www.dangelicoguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

daCarbo AG

Beulweg 58
Lachen, SZ 08853
P: (+41) 554-4218
E: info@dacarbo.ch
W: www.dacarbo.ch
Business Type: Manufacturer
Brass Instruments
Woodwinds

Dakota Saxophones

Dakota Saxophones are designed for professionals by professionals... distinction with passion and purpose! Focusing on ergonomic key work, engineering innovation and aesthetic details, Dakota Saxophones are instruments that meet the demands of today's prominent artists.
22159 North Pepper Road
Barrington, IL 60010
P: (847) 382-3210
E: pjlabiz2@aol.com
W: www.saxdakota.com
Business Type: Manufacturer
Woodwinds: Dakota Professional Saxophones: Soprano, Alto, Tenor, Baritone, Straight Alto, Straight Tenor, Curve Soprano

Dana B. Goods

3000 Paseo Mercado
Suite 101
Camarrillo, CA 93036
P: (800) 741-0109
P: (805) 218-0057

F: (805) 218-0057

E: Katie@danabgoods.com
W: www.danabgoods.com

Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Pro Audio / Sound Reinforcement
Racks, Cases & Stands
Effects & Pedals

Dangerous Music

231 Stevens Rd
Edmeston, NY 13335
P: (845) 202-5100
E: info@dangerousmusic.com
W: www.dangerousmusic.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Daniel Fullman Music

N/A
King of Prussia, PA 19406
W: www.danielfullmanmusic.com
Business Type: Manufacturer
Print Music

DANSR, Inc.

4110 Fieldstone Road
Champaign, IL 61822
P: (217) 531-0620
E: information@dansr.com
W: www.dansr.com
Business Type: Wholesaler/Distributor
Accessories

Darkglass

316 South Service Road
Melville, NY 11747
P: (631) 390-6500
E: sales@korgusa.com
W: www.darkglass.com
Business Type: Wholesaler/Distributor
Amplifiers
Effects & Pedals

DAS Audio of America, Inc.

6900 N.W. 52nd Street
Miami, FL 33166
P: (305) 436-0521
E: infousa@dasaudio.com
W: www.dasaudio.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement
Racks, Cases & Stands
Amplifiers

Dava Company

9615 Cochiti Rd Ste B
Albuquerque, NM 87123
P: (505) 292-4578
E: davacompany@aol.com
W: www.davapick.com
Business Type: Manufacturer
Accessories: Dava

Dave Smith Instruments

1527 Stockton St
2nd Floor
San Francisco, CA 94133
P: (707) 963-7006
E: mail@davesmithinstruments.com

W: www.davesmithinstruments.com
Business Type: Manufacturer
Keyboard Instruments

David E. Smith Publications, LLC

4826 Shabbona Rd.
Deckerville, MI 48427
P: (810) 376-9055
E: info@despub.com
W: www.despub.com
Business Type: Wholesaler/Distributor
Print Music

David Wexler & Co. (aka / Wexler Music Co.)

P.O. Box 28112
Scottsdale, AZ 85255-0151
P: (480) 675-8888
E: wexlermusic@aol.com
W: www.wexlermusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Dawn Pro Audio

3015 Kustom Dr.
Hebron, KY 41048
W: www.dawnproaudio.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement

ddrum

4924 W. Waters Ave.
Tampa, FL 33634
P: (773) 793-6667
W: www.ddrum.com
Business Type: Manufacturer
Percussion Instruments

Dealer Direct

17162 Murphy Ave.
Suite B
Irvine, CA 92614
P: (949) 752-0050
E: info@OrderDealerDirect.com
W: www.OrderDealerDirect.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments

Bowed Instruments

Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands
Percussion Instruments
Traditional Folk Instruments
Amplifiers / DVD
Microphones
Effects & Pedals
Retail Displays & Business Products / Services

Dean Guitars

4924 W. Waters Ave.
Tampa, FL 33634
P: (773) 793-6667
W: www.deanguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Dean Markley USA

17505 N 79th Ave
Glendale, AZ 85308
P: (925) 548-7400
E: jawdms@gmail.com
W: www.deanmarkley.com
Business Type: Manufacturer
Accessories
Amplifiers

Decibel Eleven

25129 The Old Road
Suite 305
Valencia, CA 91381
P: (661) 964-0217
E: laura@myeclubtv.com
W: www.decibel11.com
Business Type: Manufacturer
Accessories
Effects & Pedals

Demeter Amplification

6990 Kingsbury Road
Templeton, CA 93465
Contact: James Demeter
P: (805) 461-1028
E: james@demeteramps.com
W: www.demeteramps.com
Business Type: Manufacturer
Amplifiers
Effects & Pedals

Denis Wick Products Ltd

19 Dawkins Road
Unit 19
Poole, UK BH15 4JY
P: (012) 02-6651
E: tradesales@deniswick.com
W: www.deniswick.com
Business Type: Manufacturer
Accessories

Denon DJ

200 Scenic View Drive
Cumberland, RI 02864
W: www.denondj.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Amplifiers

Devilcat Amplifiers

1993 Randy Lowery Road
Statesboro, GA 30461
P: (912) 541-0649
E: chris@pladdmusic.com
W: www.devilcatamps.com
Business Type: Manufacturer
Amplifiers

DFC Tank Pressure Vessel Manufacturer Co., Ltd

No.336, Qianqiu Road,
Gaoyi Industrial Park,
Shijiazhuang City, Hebei
Province, China, 051330
Guangzhou, Guangzhou
051330
P: (863) 118-5150
E: dfctank@jeawin.com
W: www.dfctank.com
Business Type: Manufacturer
Retail Displays & Business Products / Services

Diamond Amplification, Inc.

707 N Shepherd Dr
Ste 300
Houston, TX 77007
P: (713) 934-0100
E: jeff@diamondamplification.com
W: www.diamondamps.com
Business Type: Manufacturer
Amplifiers

Diamond Guitars (f/k/a DBZ/Diamond)

707 N Shepherd Dr
Ste 300
Houston, TX 77007
P: (713) 934-0100
E: jeff@diamondamplification.com
W: www.guitarsbydiamond.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Digital Audio Labs

1266 Park Road
Minneapolis, MN 55317
P: (952) 401-7700
E: jgedden@digitalaudio.com
W: www.digitalaudio.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories
Amplifiers

DigitalDeckCovers Inc

PO Box 100203
Denver, CO 80250
P: (720) 545-9766
E: sales@digitaldeckcovers.com
W: www.digitaldeckcovers.com
Business Type: Manufacturer
Accessories
Racks, Cases & Stands

DigiTech

1000 Corporate Grove Dr.
Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.digitech.com
Business Type: Manufacturer
Effects & Pedals

Dixon Drums

St. Louis
MO 63133
St. Louis, MO 63133
E: contact@playdixon.com
W: www.playdixon.com
Business Type: Manufacturer
Racks, Cases & Stands
Percussion Instruments

DMC Musical Products

1170 Cohutta Beaverdale Rd.
Cohutta, GA 30710
W: www.dmcmusical-products.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

DOD

1000 Corporate Grove Dr.
Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: dod.com/en-US
Business Type: Manufacturer
Effects & Pedals

Dog Days Vintage Guitar Straps

2801 Mission Street
Santa Cruz, CA 95060
W: www.dogdaysvintage.com
Business Type: Manufacturer
Accessories

Donarra Extrusions, LLC

1811 SW 42nd Ave.
Ocala, FL 34474
Contact: Kevin Donohue,
President
P: (352) 369-5552
E: Donarra_Extrusions@yahoo.com
W: http://www.donarraextrusions.com
Business Type: Manufacturer

Donovan Leah Guitars

26 Ravine Edge Drive
Richmond Hill, ON L4E 4J2
E: info@donovanleahguitars.com
W: www.donovanleahguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

DPA Microphones

1500 Kansas Avenue
Suite 3A
Longmont, CO 80501
P: (303) 485-1025
E: infousa@dpamicrophones.com
W: www.dpamicrophones.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Microphones: DPA

DR Strings, Inc.

7 Palisade Avenue
Emerson, NJ 07630
P: (201) 599-0100
E: drstaff@drstrings.com
W: drstrings.com
Business Type: Manufacturer
Accessories

Dr. Z Amps Inc

17011 Broadway Ave.
Maple Heights, OH 44137
P: (216) 475-1444
E: drz@drzamps.com
W: www.drzamps.com
Business Type: Manufacturer
Amplifiers

Dragon's Heart Guitar Picks

4712 Baytree Dr
Fort Worth, TX 76137
P: (817) 849-2688
E: corey@dragonsheart-guitarpicks.com
W: www.dragonsheart-

guitarpicks.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Dream Cymbals and Gongs
616-R St. Clarens Ave.
Toronto, ON M6H 3W9
W: www.dreamcymbals.com
Business Type: Manufacturer
Marching Percussion Percussion Instruments

Drum Channel
900 Del Norte Blvd.
Oxnard, CA 93030
W: www.drumchannel.com
Business Type: Manufacturer
Accessories Percussion Instruments Videos / DVD

Drum Workshop Inc.
3450 Lunar Ct.
Oxnard, CA 93030
P: (805) 485-6999
W: www.dwdrums.com
Business Type: Manufacturer
Percussion Instruments Videos / DVD

Drumdots
P.O. Box 227, West Falls NY
Buffalo, NY 14170
P: (716) 253-1162
E: Contactus@drumdot.com
W: www.drumdot.com
Business Type: Manufacturer
Accessories Percussion Instruments

DrumLite
5115 Excelsior
#218
Saint Louis Park, MN
55416
E: info@getdrumlite.com
W: www.getdrumlite.com
Business Type: Manufacturer
DJ & Lighting Equipment Marching Percussion Accessories Percussion Instruments

Drumskull Drums
105 Pioneer St. Ste. C
Santa Cruz, CA 95060
W: www.drumskulldrums.com
Business Type: Manufacturer

Dunlop Manufacturing, Inc.
P.O. Box 846
Benicia, CA 94510
W: www.jimdunlop.com
Business Type: Manufacturer
Accessories Effects & Pedals

DuraSticks
2903 Mount Royal Drive
Castle Rock, CO 80104
P: (800) 645-6673
E: info@DuraSticks.com
W: www.DuraSticks.com
Business Type:

Wholesaler/Distributor, Manufacturer, Other
Marching Percussion Accessories Percussion Instruments

Dusty Strings Company
3450 16th Ave W Ste 200
Seattle, WA 98119
P: (206) 634-1656
E: handcrafted@dustystings.com
W: www.dustystings.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments Traditional Folk Instruments

Dynaudio
500 Lindberg Ln
Northbrook, IL 60062
P: (847) 730-3280
E: sales@dynaudio.com
W: www.Dynaudio.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

E Lombardo Guitars
22 Andrea Drive
Stony Brook, NY 11733
W: www.elombardoguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

E.A.G. INTERNATIONAL - Wood for Music
Apdo Correos #77
Cullera, VLC 46400
Contact: Everardo Amernteros, Owner
P: (34-) 963-2855
W: www.eag-international.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments Woodwinds

EARasers by Persona Medical
170 N. Cypress Way
Casselberry, FL 32707
P: (407) 339-2422
E: heathere@earasers.net
W: www.earasers.net
Business Type: Manufacturer
Accessories

EarthQuaker Devices, LLC
350 W Bowery Street
Akron, OH 44307
P: (330) 252-9220
E: info@earthquakerdevices.com
W: www.earthquakerdevices.com
Business Type: Manufacturer
Effects & Pedals

Earthworks Inc
37 Wilton Rd.
Milford, NH 03055
P: (603) 654-2433
E: megan@earthworksaudio.com
W: www.earthworksau-

dio.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Microphones

Eastman Music Company
2158 Pomona Blvd
Pomona, CA 91768
P: (800) 789-2216
E: info@eastmanmusic.com
W: www.eastmanmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments: Eastman, Bourgeois
Brass Instruments: Eastman, S. E. Shires
Woodwinds: Eastman, Wm. S. Haynes Co., Backun
Bowed Instruments: Eastman
Accessories: Eastman, Wm. S. Haynes, S. E. Shires Co., Backun

Eden Bass Amplification
1000 Corporate Grove Dr.
Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.edenamps.com
Business Type: Manufacturer
Amplifiers Effects & Pedals

Edward Jones / Jeff Ponte
14278 Ladue Road
Chesterfield, MO 63017
Contact: Jeff Ponte, Financial Advisor
P: (855) 581-1696
F: (888) 731-8230
E: jeffrey.ponte@edward-jones.com
W: www.edwardjones.com
Business Type: Other
Insurance

Elderly Instruments
1100 N Washington Ave
Lansing, MI 48906
P: (517) 372-7890
E: sales@elderly.com
W: www.elderly.com
Business Type: Other
Plucked / Fretted Instruments Bowed Instruments Print Music Accessories Racks, Cases & Stands Traditional Folk Instruments Amplifiers Videos / DVD Microphones Effects & Pedals

Electra Guitars
P.O. Box 341258
Tampa, FL 33694
W: www.electraguitar.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Accessories Electro-Voice
12000 Portland Ave.
South
Burnsville, MN 55337
P: (800) 392-3497
W: www.electrovoice.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Elixir Strings
201 Airport Rd
Elkton, MD 21921
W: www.elixirstings.com
Business Type: Manufacturer
Accessories

EMD Music Inc
PO Box 487
La Vergne, TN 37086
P: (866) 871-5800
E: usa@emdmusic.com
W: www.emdmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments DJ & Lighting Equipment Marching Percussion Brass Instruments Woodwinds Bowed Instruments Pro Audio / Sound Reinforcement Accessories Racks, Cases & Stands Percussion Instruments Traditional Folk Instruments Amplifiers Microphones Effects & Pedals

eMedia Music Corporation
664 NE Northlake Way
Seattle, WA 98105
W: www.emediamusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments Keyboard Instruments Media & Software Accessories Videos / DVD

Emerald Reed Co., Inc
PO Box 1422
Port Townsend, WA 98368
P: (800) 359-1279
E: reed@cablespeed.com
Business Type: Manufacturer
Woodwinds Accessories

Emerson Piano Company
PO Box 1130
Richland, WA 99352
W: www.emerson-piano.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

EMG, Inc
P.O. Box 4394
Santa Rosa, CA 95402
P: (707) 525-9941
E: sales@emgpickups.com

W: www.emgpickups.com
Business Type: Manufacturer
Accessories

Eminence Speaker
838 Mulberry Pike
P.O. Box 360
Eminence, KY 40019
P: (502) 845-5622
E: cobi.stein@eminence.com
W: www.eminence.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Epilog Laser
16371 Table Mountain Pkwy
Golden, CO 80403
P: (303) 277-1188
E: amy.d@epiloglaser.com
W: www.epiloglaser.com
Business Type: Manufacturer
Accessories: Epilog Zing 16, Epilog Zing 24, Epilog Mini 18, Epilog Mini 24, Epilog Helix, Epilog Fusion M2 32, Epilog Fusion M2 40, Epilog FiberMark

Ernie Ball, Inc.
4117 Earthwood Ave.
San Luis Obispo, CA
93401
P: (805) 544-7726
W: www.ernieball.com
Business Type: Manufacturer
Plucked / Fretted Instruments Accessories

ESP Guitars
10913 Vanowen St.
North Hollywood, CA
91605
W: www.espguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

ETI Sound Systems, Inc
3383 Gage Ave.
Huntington Park, CA
90255
P: (323) 277-4100
E: sales@b-52pro.com
W: www.b-52pro.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement Amplifiers

Euphonic Audio
18 Newtown Blvd
Robbinsville, NJ 08691
P: (609) 920-2005
E: contact@eaamps.com
W: www.eaamps.com
Business Type: Manufacturer
Amplifiers

EurekaSound
112 Mellott Lane
Pittsburgh, PA 15033
W: www.eurekasound.com
Business Type: Manufacturer

Everly Music Company
827 Hollywood Way #420

Burbank, CA 91505
P: (818) 503-2700
E: tone@cleartonestrings.com
W: www.cleartonestrings.com
Business Type: Manufacturer
Plucked / Fretted Instruments Accessories Traditional Folk Instruments

Excelcia Music Publishing
402 S. Kentucky Ave
Suite 210
Lakeland, FL 33801
Contact: Diana Traietta, Director of Sales and Marketing
P: (863) 213-3100
P: (863) 213-3100
E: sales@excelciamusic.com
W: www.excelciamusic.com
Business Type: Manufacturer
Print Music

Fantastix Drum Stick Company
539 N 4th. Street
Steubenville, OH 43952
P: (740) 424-0908
E: davidavogel@cs.com
W: www.newfantastix.com
Business Type: Wholesaler/Distributor, Manufacturer
Marching Percussion Accessories Percussion Instruments

FDW Corp
9770 Silicon Prairie Pkwy
Madison, WI 53593-8442
W: www.fdwcorp.com
Business Type: Wholesaler/Distributor
DJ & Lighting Equipment Keyboard Instruments Media & Software Pro Audio / Sound Reinforcement Accessories Racks, Cases & Stands Amplifiers Microphones

Fender Musical Instruments Corporation
17600 N. Perimeter Drive
Suite 100
Scottsdale, AZ 85255
P: (800) 488-1818
E: consumerrelations@fender.com
W: www.fender.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments: Fender, Gretsch, Jackson, EVH, Charvel, Squier, Takamine Guitar, Ovation
Pro Audio / Sound Reinforcement: Fender Audio, Fender Passport
Accessories: Fender, Gibraltar
Percussion Instruments: Latin Percussion, Toca Percussion, KAT Percussion, Gretsch Drum
Amplifiers: Fender, EVH



Ferree's Tools, Inc.
World's largest manufacturer of quality band instrument repair tools.
1477 Michigan Ave
Battle Creek, MI 49014
P: (269) 965-0511
E: ap.ferreestools@live.com
W: www.ferreestoolsinc.com
Business Type: Manufacturer
Accessories
Retail Displays & Business Products / Services

Fiberreed
Paracelsusstrasse 26
LE-Oberaichen
Stuttgart, B-W 70771
E: mail@fiberreed.com
W: www.fiberreed.com
Business Type: Manufacturer
Woodwinds
Accessories

FibreStar Drums Ltd
Newby Road Industrial Estate
Hazel Grove
Stockport, UK SK7 5AS
P: (016) 148-2722
F: (016) 148-2722
E: sales@fibrestar.co.uk
W: www.fibrestar.co.uk
Business Type: Manufacturer
Percussion Instruments

FireBelly Amps
2530 Wilshire Blvd.
3rd Floor
Santa Monica, CA 90403
Contact: Steven Cohen, Owner
P: (310) 701-1950
F: (310) 573-3841
E: scohen@litigation-busters.com
W: www.firebellyamps.com
Business Type: Manufacturer
Amplifiers

Fishman
6 Riverside Drive
Andover, MA 01810
P: (978) 988-9199
E: sales@fishman.com
W: www.fishman.com
Business Type: Manufacturer
Accessories
Amplifiers

Five Pin Press
11108 Ferndale Road
Dallas, TX 75238
W: www.solostudiobook.com
Business Type: Manufacturer
Print Music

Flash Music USA
7810 S 15th Way
Phoenix, AZ 85042
P: (747) 254-0840
E: stuartfoster@flashmusicusa.com
W: flashmusicusa.com
Business Type: Manufacturer

facturer
Accessories

Flight Ukulele
I=æanska 84
Ljubljana, LJ 01000
E: info@flightmusic.com
W: www.flightmusic.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Flight Ukulele

Floyd Rose
5044 Industrial Rd.
Unit D
Wall Township, NJ 07727
W: www.floydrose.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Accessories

Focusrite Novation
840 Apollo St.
Suite 312
El Segundo, CA 90245
P: (310) 322-5500
E: us.sales@focusrite.com
W: www.focusrite.com
Business Type: Manufacturer
Keyboard Instruments
Pro Audio / Sound Reinforcement

Ford Drums
13132 Yorba Street
Santa Ana, CA 92705
P: (714) 904-0945
E: imaginethatone@gmail.com
W: forddrums.com
Business Type: Manufacturer
Percussion Instruments

Framus & Warwick Music USA
1922 Air Lane Dr.
Nashville, TN 37210
P: (629) 202-6790
E: info@framuswarwick-usa.com
W: www.framuswarwick-usa.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments: Framus Guitars, Warwick Basses
Accessories: RockBoard by Warwick
Racks, Cases & Stands: RockStand by Warwick, RockBag by Warwick, RockCase by Warwick
Effects & Pedals: RockBoard by Warwick

Fretlight Guitar
2020 S Edmonds
Reno, NV 89701
E: support@fretlight.com
W: www.fretlight.com
Business Type: Manufacturer
Media & Software
Videos / DVD

G.H. Reno Custom Guitars
5725 E. Admiral Place
Tulsa, OK 74115
P: (918) 831-9000
E: Jerry@GHReno.com
W: www.ghreno.com
Business Type: Wholesaler/Distributor,

Manufacturer
Plucked / Fretted Instruments
Accessories

Galaxy Audio
Po Box 16285
All, usa 67216
P: (316) 263-2852
E: sales@galaxyaudio.com
W: www.galaxyaudio.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Microphones

Gallien-Krueger
2234 Industrial Dr.
Stockton, CA 95206
W: www.gallien.com
Business Type: Manufacturer
Amplifiers

GAMA
875 W. 181st St. # 2D
New York, NY 10033
P: (212) 795-3630
E: robsulkow@discoverguitar.com
W: www.discoverguitar.com
Business Type: Other

Gatchell Violins
400 Stan Drive Unit 2
Melbourne, FL 32904
Contact: James Phillips, Operations Manager
P: (327) 733-1499
E: jphillips@gatchellviolins.com
W: www.gatchellviolins.com
Business Type: Wholesaler/Distributor, Manufacturer
Bowed Instruments
Accessories

Gator Co. (Gator Cases, Gator Frameworks, Gator Rackworks, Levy's)
5112 W. LINEBAUGH AVE.
Tampa, FL 33624
Contact: Gina
P: (813) 221-4191
E: orders@gatorcases.com
W: www.gatorcases.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Gator Cases, Gator Frameworks, Levy's
DJ & Lighting Equipment: Gator Cases, Gator Frameworks, Gator Rackworks

Keyboard Instruments: Gator Cases, Levy's
Marching Percussion: Gator Cases, Levy's, Protec by Gator
Brass Instruments: Gator Cases, Levy's
Woodwinds: Gator Cases, Levy's
Bowed Instruments: Gator Cases
Pro Audio / Sound Reinforcement: Gator Cases, Gator Frameworks, Gator Rackworks

Accessories: Gator Cases, Gator Frameworks, Levy's, Gator Rackworks
Racks, Cases & Stands: Gator Cases, Gator Frameworks,

Levy's
Percussion Instruments: Gator Cases, Levy's, Protec by Gator
Microphones: Gator Cases, Gator Frameworks, Levy's

Gear Up Products, LLC
PO Box 949
50 Bordeaux Terrace
West Milford, NJ 07480
E: info@gluboost.com
W: www.gluboost.com
Business Type: Manufacturer
Accessories

Gear Up Products, LLC
652 primrose lane
River Vale, NJ 07675
Contact: richard
P: (201) 331-3730
E: info@GluBoost.com
W: www.GluBoost.com
Business Type: Manufacturer
Accessories

GeerFab Acoustics
173 W Bergen Dr
Milwaukee, WI 53217-2306
P: (414) 446-5841
E: eric@geerfab.com
W: www.geerfab.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Gemini
107 Trumbull St
BLDG F8
Elizabeth, NJ 07206
W: www.geminisound.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands
Amplifiers
Microphones

Genelec Inc.
7 Tech Circle
Natick, MA 01760
W: www.genelec.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement

GeneralMusic Corp
605 F Country Club Drive
Bensenville, IL 60106
W: www.ahlborn-galanti.com
Business Type: Wholesaler/Distributor
Keyboard Instruments

George Lowden Guitars
22 Down Business Park
Down Business Centre
Downpatrick, NI BT30 9UP
W: www.georgelowden.com
Business Type: Manufacturer
Traditional Folk Instruments

Georgia Case

2052 Mountain Industrial Blvd
Tucker, GA 30084
P: (770) 938-0707
E: brian@georgiacase.com
W: www.georgiacase.com
Business Type: Manufacturer
Racks, Cases & Stands

German American Trading Company Inc.
P.O. Box 17789
Tampa, FL 33682
P: (813) 961-8405
E: germanamer@msn.com
Business Type: Wholesaler/Distributor
Keyboard Instruments
Woodwinds
Bowed Instruments
Accessories
Traditional Folk Instruments

Get Banded.com
12020 Eastgate Blvd
Nashville, TN 37122
P: (615) 773-9900
W: www.getbanded.com
Business Type: Other
Associations / Organizations: GetBanded.com

Getzen Company Inc.
530 County Road H
Elkhorn, WI 53121-2017
P: (262) 723-4221
E: information@getzen.com
W: www.getzen.com
Business Type: Manufacturer
Brass Instruments

GHS Strings
2813 Wilber Ave.
Battle Creek, MI 49037
P: (269) 968-3351
E: info@ghsstrings.com
W: www.ghsstrings.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories
Amplifiers
Effects & Pedals

Giannini Guitars USA
87 North Industry Ave
Suite D
Deer Park, NY 11729
P: (855) 442-6646
E: rlandis@giannini-usa.com
W: www.gianniniguitars.com
Business Type: Manufacturer

605 F Country Club Drive
Business Type: Manufacturer
Plucked / Fretted Instruments
Woodwinds
Bowed Instruments
Accessories
Traditional Folk Instruments


Gibson Brands, Inc.
209 10th Ave South
Suite 460
Nashville, TN 37203
P: (800) 444-2766
E: service@gibson.com
W: www.gibson.com

Business Type: Manufacturer
Plucked / Fretted Instruments: Epiphone, Gibson, Kramer, Tobias
DJ & Lighting Equipment: Stanton, Cerwin Vega
Keyboard Instruments: Baldwin, Wurlitzer
Pro Audio / Sound Reinforcement: KRK, Stanton, Cerwin Vega, Phillips, Tascam, Neat Microphones

Gig Gear LLC
463 Quentin Road
Brooklyn, NY 11223
P: (718) 569-5345
E: info@gig-gear.com
W: www.gig-gear.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

GJ2 Guitars by Grover Jackson
23286, Del Lago Drive
Laguna Beach, CA 92653
W: www.gj2guitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

GluBoost
652 Primrose Lane
River Vale, NJ 07675
P: (201) 331-3730
E: info@GluBoost.com
W: www.GluBoost.com
Business Type: Manufacturer
Accessories

Godin Guitars
19420 Clark Graham Ave.
Baie D'Urfe, QC H9X3R8
W: www.godinguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Racks, Cases & Stands
Percussion Instruments
Amplifiers

Gold Tone, Inc
3656 S Hopkins Ave
Titusville, FL 32780
P: (321) 264-1970
E: arogers@goldtone.com
W: www.goldtone.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Accessories
Percussion Instruments

Gon Bops
219 Main Street
Meductic, NB E6H2L5
P: (506) 272-2019
E: luisc@gonbops.com
W: www.gonbops.com
Business Type: Manufacturer
Accessories
Percussion Instruments

Gorilla Inc.
570 W. Cheyenne Ave.
Suite 80
North Las Vegas, NV 89030

E: hchatt@aol.com
W: www.pignoseamps.com
Business Type: Manufacturer
Amplifiers

Grabbit, Inc
 17929 Cinnamon Trail
 Cleveland, OH 44023
P: (440) 289-8819
P: (440) 289-8819
E: jgeorgian@grabbitinc.com
W: www.grabbitinc.com
Business Type: Manufacturer
Accessories

Graph Tech Guitar Labs
 7551 Vantage Way
 Delta, BC V4G-1C9
P: (604) 940-5353
E: sales@graphtech.com
W: www.graphtech.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Accessories
Traditional Folk Instruments

Green Tones
 12020 Eastgate Blvd
 Mt. Juliet, TN 37122
P: (615) 773-9900
E: webinfo@hohnerusa.com
W: http://www.gogreentones.com
Business Type: Manufacturer
Percussion Instruments

Gretsch Company
 P.O. Box 2468
 Savannah, GA 31402
W: www.Gretsch.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Gretsch
Percussion Instruments: Gretsch

GretschGear
 PO Box 2468
 Savannah, GA 31402
P: (912) 748-7070
E: info@gretschgear.com
W: www.GretschGear.com
Business Type: Other
Accessories

GRK Manufacturing Co
 1200 Dayton ST
 Hamilton, OH 45011
P: (800) 289-2362
E: gkilday@grkmfg.com
W: www.grkmfg.com
Business Type: Manufacturer
Accessories

GrooveTech Tools, Inc.
 PO Box 250
 Sonora, CA 95373
W: www.groovetechtools.com
Business Type: Manufacturer
Accessories

Grundorf Corporation
 721 9th Avenue
 Council Bluffs, IA 51501
P: (712) 322-3900
E: sales@grundorf.com
W: www.grundorf.com,

www.grundaudio.com
Business Type: Manufacturer
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands

GSM Multimedia GmbH
 Siemensstrasse 10
 Landau an der Isar, Bavarian 94405
W: www.gsm-multimedia.de
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

GTR Store
 141 W 28th Street 4th Floor
 New York, NY 10001
W: www.gtrstore.com
Business Type: Wholesaler/Distributor
Amplifiers

GtrWrks LLC
 11501 Lochwood Dr #711
 Yukon, OK 73099
W: www.gtrwrks.com
Business Type: Manufacturer
Accessories
Effects & Pedals

Guitar Liquidators
 17162 Murphy Ave Suite B
 Irvine, CA 92614
P: (949) 752-0050

E: Info@guitarliquidators.com
W: GuitarLiquidators.com
Business Type: Wholesaler/Distributor, Other
Plucked / Fretted Instruments
Bowed Instruments
Accessories
Racks, Cases & Stands
Percussion Instruments
Traditional Folk Instruments

Videos / DVD
Microphones
Effects & Pedals
Retail Displays & Business Products / Services

GuitarGrip by Grip Studios Inc
 743 Wing St.
 Rear Bldg
 Plymouth, MI 48170
W: www.guitargrip.com
Business Type: Manufacturer
Racks, Cases & Stands

GuitarPR
 1048 Irvine Avenue #922
 Newport Beach, CA 92648
P: (888) 777-2404
E: gpr@guitarpr.com
W: GuitarPR.com
Business Type: Other
Retail Displays & Business Products / Services

Guptill Music
 3621 W MacArthur Blvd Ste 119
 Santa Ana, CA 92704
P: (714) 556-8013

E: info@guptillmusic.com
W: www.guptillmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

GW Distribution, LLC
 P.O. Box 329
 Mahwah, NJ 07430
W: www.pearlriverusa.com, www.ritmullerusa.com, www.kaysenburgusa.com, www.galileopianos.com,
Business Type: Wholesaler/Distributor
Keyboard Instruments

H. Jimenez Instruments
 12020 Eastgate Blvd
 Mt. Juliet, TN 37122
P: (615) 773-9900
E: info@hjimenezinstruments.com
W: http://hjimenezinstruments.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Hagstrom Guitars
 1000 Corporate Grove Dr.
 Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.hagstromguitars.eu
Business Type: Manufacturer
Plucked / Fretted Instruments

Hailun USA
 P.O. Box 1130
 Richland, WA 99352
P: (509) 946-8078
E: hailunusa@gmail.com
W: http://www.hailunpianos.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

Hal Leonard
 Founded in 1947, Hal Leonard is the world's largest educational music publisher, with the #1 methods for learning guitar (the Hal Leonard Guitar Method), piano (the Faber Piano Adventures Method), and school music instruments (Essential Elements for Band and Strings), plus publications for learning virtually every instrument imaginable. In its catalog of more than 220,000 available titles, Hal Leonard represents many of the world's best known and most respected publishers, artists, songwriters, arrangers and musical instrument manufacturers. Hal Leonard is headquartered in Milwaukee, WI, and also has domestic offices in Winona, MN, and Boston; with offices abroad in Australia, Belgium,



China, France, Germany, the Netherlands, Italy, Switzerland, and the United Kingdom. Hal Leonard distributes the products of many other publishers, including: Boosey & Hawkes, Berklee Press, Fred Bock, Centerstream Publications, Cherry Lane Music, Durand, DeHaske, Faber Piano Adventures, G. Schirmer, Henle Urtext Editions, Hinshaw, Homespun Tapes, Meredith Music, Musicians Institute Press, Pavane, Peermusic Classical, Ricordi, Rock House, Rubank, Salabert, Schott Music, Shawnee Press, Stephenson Music, String Letter Publishing, Walton Irish Music, Willis Music, and more.
Accessories: AirTurn, Artiphon, Augustine Strings, Axe Heaven, ChordBuddy, Cordial, Fret Butter, 7th Capos, Geerfab Acoustics, Griffin, Hamilton Stands, IK Multimedia, Korg, Line 6, Marlo, Mighty Bright, Samson, Snark Tuners, SwirlyGig, Ugo
Racks, Cases & Stands: Grundorf, Hamilton
Percussion Instruments: Alesis, CB Drums, Gibraltar Hardware, Gretsch, KAT, Remo, Paiste, Percussion Plus, Tycoon, Vater, Waltons Irish Music
Amplifiers: Hartke, Hotone, Line 6
Videos / DVD: Homespun, Hudson, Rock House, Centerstream, Magnolia, Fret12
Microphones: Blue Microphones, MXL, Samson, Solomon, Warm Audio
Effects & Pedals: Air Turn, F-Pedal, Hotone, IK Multimedia, Line 6, Morley, Red Panda

Hal Crystal Flutes, Inc.
 17220 Sargent Rd SW
 Rochester, WA 98579
W: www.halflutes.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Woodwinds
Traditional Folk Instruments

Halo Systems
 690 South HWY 89 Suite 200
 Jackson, WY 83001
P: (877) 320-4256
E: info@halosystems.com
W: www.halosystems.com
Business Type: Other
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories

HaMaR Percussion Publications
 333 Spring Road
 Huntington, NY 11743
W: www.hamarpercussion.com
Business Type: Manufacturer
Marching Percussion: HaMaR
Print Music: HaMaR

Hamilton Stands a subsidiary of St Louis Music
 1400 Ferguson Ave
 St. Louis, MO 63133
E: sales@hamiltonstands.com
W: www.hamiltonstands.com
Business Type: Manufacturer
Accessories: Hamil-

ton Classic, System X, StagePRO

Hammond USA
 743 Annoreno Drive
 Addison, IL 60101
W: www.hammondorganco.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments
Accessories
Amplifiers
Effects & Pedals

Handel Pianos
 Verve House London Rd
 Sunningdale, Ascot Berkshire
 Reading, Berkshire SL5 0DJ
P: ((01) 344-) 87
E: sales@handelpianos.co.uk
W: www.handelpianos.co.uk
Business Type: Wholesaler/Distributor, Other
Keyboard Instruments

Hans Hoyer
 7255 Salisbury Rd
 Jacksonville, FL 32256
W: www.hans-hoyer.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments

Hansenfutz
 569 E Broad St
 Souderton, PA 18964
P: (215) 723-2370
W: www.hansenfutz.com
Business Type: Manufacturer
Percussion Instruments

Harman
 8500 Balboa Blvd.
 Northridge, CA 91329
P: (818) 893-8411
W: www.harman.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement
Microphones

Harmon Mute Company
 7650 Austin Ave
 Skokie, IL 60077
P: (847) 983-8675
E: info@harmonmute.com
W: www.harmonmute.com
Business Type: Manufacturer
Accessories

Harmonious Designs, LLC
 3816 Wentwood Drive
 Dallas, TX 75225
P: (469) 939-5052
E: harmoniousdesigns4u@gmail.com
W: www.designs4harmony.com
Business Type: Manufacturer
Bowed Instruments

Harmony Guitars
 3451 Commercial Ave.
 Northbrook, IL 60062
Contact: Larry Goldstein,

President
P: (847) 498-9850
F: (847) 498-5370
E: lgoldstein@westheimercorp.com
W: www.harmonyguitarsusa.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Harper Guitars
 118 N 1st St
 Evansville, IN 47601
W: www.harperguitars.com
Business Type: Manufacturer

Health Enterprises, Inc.
 90 George Leven Drive
 North Attleboro, MA 02760
W: www.healthenterprises.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Hear Technologies
 991 Discovery Drive
 Huntsville, AL 35806
P: (256) 922-1200
E: sales@hearttechnologies.com
W: www.HearTechnologies.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Heinrich Gill
 Damaschkestrasse 76
 Bubenreuth, Bavarian
 D-91088
W: www.gill.de
Business Type: Manufacturer
Bowed Instruments

Hell Guitars
 1134 Shi Go Cho Higashi
 Abo #103
 Himeji, Hyogo 671-0247
W: www.hellguitars.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Accessories

Henretta Engineering LLC
 1222 Fairmount Avenue
 Saint Paul, MN 55105
W: www.henrettaengineering.com
Business Type: Manufacturer
Effects & Pedals

Henriksen, Inc.
 6260 W. 52nd Ave.
 Unit 101
 Arvada, CO 80002
W: www.henriksenamps.com
Business Type: Manufacturer
Amplifiers

Hermit Cab
 4224 Lyndale Ave South
 Minneapolis, MN 55409
W: hermitcab.com
Business Type: Manu-

facturer
Pro Audio / Sound Reinforcement Amplifiers
Microphones

Hipshot Products, Inc.
 8248 State Route 96
 Ithaca, NY 14847
W: http://www.Hipshot-Products.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Hiptrix Drumsticks
 445 Castlemain Circle
 Davenport, FL 33897
P: (847) 710-2292
E: erich@hiptrix.com
W: www.hiptrix.com
Business Type: Manufacturer
Percussion Instruments

Hodge Products, Inc.
 5134 Cub Creek Road
 Roseland, VA 22967
P: (434) 361-1945
E: buy@hodgeproductsinc.com
W: www.Hodgeswabs.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Hogjim LLC
 1609 Arabian Drive
 Laramie, WY 82070
W: www.hogjim.com
Business Type: Manufacturer
Accessories

Hohner Kids
 12020 Eastgate Blvd
 Mt. Juliet, TN 37122
P: (615) 773-9900
E: thentry@hohnerusa.com
W: http://www.hohnerkids.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Keyboard Instruments
Accessories
Percussion Instruments

Hohner, Inc.
 12020 Eastgate Blvd
 Nashville, TN 37122
P: (615) 773-9900
E: webinfo@hohnerusa.com
W: us.playhohner.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Keyboard Instruments
Woodwinds
Accessories
Percussion Instruments
Traditional Folk Instruments
Amplifiers

Hosa Technology, Inc.
 6650 Caballero Blvd
 Buena Park, CA 90620
P: (714) 522-8878
E: info@hosatech.com
W: www.hosatech.com
Business Type: Manu-

facturer
Pro Audio / Sound Reinforcement Accessories
Racks, Cases & Stands
Microphones

Hoshino U.S.A. Inc.
 1726 Winchester Road
 Bensalem, PA 19020
P: (800) 669-4226
W: www.ibanez.co.jp/usa
Business Type: Manufacturer
Plucked / Fretted Instruments
Percussion Instruments

House of Troy
 902 Silver Ridge Rd
 Hyde Park, VT 05655
P: (800) 428-5367
P: (866) 431-6983
E: customerservice@houseoftroy.com
W: www.houseoftroy.com
Business Type: Manufacturer
Accessories

Howard Core Company, LLC
 99 Symphony Way
 Anniston, AL 36205
P: (256) 235-8200
E: info@howardcore.com
W: www.howardcore.com
Business Type: Wholesaler/Distributor, Manufacturer
Bowed Instruments
Accessories

Hunter Music Instrument, Inc.
 3300 Northern Blvd.
 Long Island City, NY 11101
P: (718) 706-0828
E: kate@huntermusical.com
W: www.huntermusical.com
Business Type: Wholesaler/Distributor, Manufacturer
Marching Percussion
Brass Instruments
Bowed Instruments
Percussion Instruments

HW Products, Inc.
 14230 Doolittle Drive
 San Leandro, CA 94577
P: (510) 614-8722
E: hwstuff@aol.com
W: www.hwproducts.com
Business Type: Manufacturer
Accessories

Icon Digital USA
 8001 Terrace Avenue
 Suite 202
 Middleton, WI 53562
W: www.icondigitalusa.com
Business Type: Manufacturer

iConnectivity
 iConnectivity #21, 1725
 30th Ave NE
 Calgary, AB T2E 7P6
W: http://www.iconnectivity.com
Business Type: Manufacturer
DJ & Lighting Equipment

Keyboard Instruments
Pro Audio / Sound Reinforcement
Accessories

Idcard Inc.
 16149 Westwoods Business Park
 Ellisville MO
 Saint Louis, MO 63021
W: www.idcard.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Media & Software
Print Music
Retail Displays & Business Products / Services

IK Multimedia
 590 Sawgrass Corporate Pkwy.
 Sunrise, FL 33325
P: (954) 846-9101
E: sales.us@ikmultimedia.com
W: www.ikmultimedia.com
Business Type: Manufacturer

Keyboard Instruments
Media & Software
Pro Audio / Sound Reinforcement
Accessories
Amplifiers
Microphones
Effects & Pedals



ILIO
 Founded in 1994, ILIO is a leading distributor of virtual instruments and audio processing software for the Pro Audio and MI industries in North America. They represent products used by hundreds of top-shelf recording artists, studio musicians, composers and producers. Their product lines include Spectrasonics, Vienna Symphonic Library, Synthogy, Applied Acoustics Systems, Overloud, Audio Modeling, Sonoma Wire Works, Delta Sound Labs, PluginGuru, and Hornberg Research. 5356 Sterling Center Dr. Westlake Village, CA 91361
Contact: Daniel Hange, Wholesale Manager
P: (800) 747-4546
E: sales@ilio.com
W: www.ilio.com
Twitter: https://twitter.com/ilio_official
Facebook: https://www.facebook.com/ILIOpage
YouTube: https://www.youtube.com/ILIOvid
Instagram: https://www.instagram.com/ilio_official
Business Type: Wholesaler/Distributor, Manufacturer
Media & Software: Spectrasonics, Vienna Symphonic Library, Synthogy, Audio Modeling, Overloud, Applied

Acoustics Systems, Plugin Guru, Delta Sound Labs, Hornberg Research, Sonoma Wire Works.

IMS Technologies, LLC
 35420 Beech Avenue
 Yucaipa, CA 92399
P: (909) 904-9449
E: info@imstechnologies.net
W: www.imstechnologies.net
Business Type: Manufacturer
Accessories

Ingram Engineering, LLC
 PO Box 5870
 Atlanta, GA 31107
W: www.ingramengineering.net
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

inMusic Brands, Inc.4
 200 Scenic View Drive
 Cumberland, RI 02864
P: (401) 658-3131
W: www.inmusicbrands.com
Business Type: Manufacturer

DJ & Lighting Equipment
Keyboard Instruments
Media & Software
Pro Audio / Sound Reinforcement
Accessories
Percussion Instruments
Amplifiers
Microphones
Effects & Pedals

Instrument Care Apparel, LLC
 6114 La Salle Avenue
 Suite 274
 Oakland, CA 94611
P: (888) 990-0422
E: heather@instrument-careapparel.com
W: www.InstrumentCareApparel.com
Business Type: Manufacturer
Accessories

Ira B. Kraemer & Co
 467 Grant Avenue
 Scotch Plains, NJ 07076
P: (908) 322-4469
E: ibkraemerviols@gmail.com
W: www.bowrehairing.com
Business Type: Wholesaler/Distributor
Bowed Instruments: Bow rehairing specialists

Islander Ukulele
 46-216 Kshuhipa St. 3
 Kaneohe, HI 96744
W: www.islanderukulele.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

ISP Technologies, LLC
 5470 Perry Drive
 Suite B
 Waterford, MI 48329

P: (248) 673-7790
E: sales@ispttechnologies.com
W: www.ispttechnologies.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Amplifiers
Effects & Pedals

Italian Speaker Imports
 PO BOX 856
 Armonk, NY 10504
W: www.italianspeakers.us
Business Type: Wholesaler/Distributor
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement

J. Scherzer
 7255 Salisbury Rd
 Jacksonville, FL 32256
W: www.scherzer-trumpets.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments

J.D. Grandt Piano Supply Company
 181 King Rd
 Richmond Hill, ON L4E 2W1
W: www.jdgrandt.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

JAM pedals
 lous 71
 Athens, Attiki 11853
W: www.jampedals.com
Business Type: Manufacturer

Jay Turser
 700 West Pete Rose Way
 Building B #1155-159
 Cincinnati, OH 45203
P: (866) 817-3822
W: www.jayturser.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Jazzbooks.com
 PO Box 1244
 New Albany, IN 47151-1244
Contact: Matt Eve, President
P: (800) 456-1388
E: staff@jazzbooks.com
W: www.jazzbooks.com
Business Type: Wholesaler/Distributor
Media & Software
Print Music
Accessories
Videos / DVD

Jericho Guitars
 9603 Custer Road
 Plano, TX 75025
E: Dave@jerichoguitars.com
W: www.jerichoguitars.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

JJ Babbitt Co., Inc.
2201 Industrial Parkway
P.O. Box 1264
Elkhart, IN 46516
P: (574) 293-6514
E: info@jjbabbitt.com
W: www.jjbabbitt.com
Business Type: Manufacturer
Accessories: Clarinet & Saxophone Mouthpieces; JJ Babbitt, Otto Link, Meyer, Wolfe Tayne, Guy Hawkins, Hite, Portnoy, RG by Otto Link,

JodyJazz Inc.
1335 Lynah Ave., Ste 112
Savannah, GA 31408
Contact: Colin Schofield,
VP of Sales & Marketing
P: (912) 964-4705
P: (912) 964-4705
F: (912) 233-4991
E: Jody@Jodyjazz.com
W: www.jodyjazz.com
Business Type: Manufacturer
Woodwinds: JodyJazz DV, JodyJazz SUPER JET, JodyJazz HR*, JodyJazz JET, JodyJazz GIANT, JodyJazz DV CHI, JodyJazz DV NY, JodyJazz POWER RING, JodyJazz Perfect Videos / DVD: DVD: In The Funk Zone With George Garzone, Music of George Garzone & The Triadic Chromatic Approach. CD: Tradin' With The Greats - George Garzone, Tradin' With The Greats - Kenny Werner

Juan Orozco LTD., INC.
PO BOX 812
Maunabo, PR 00707-0812
W: www.aranjuezstrings.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Accessories
Racks, Cases & Stands

Julius Keilwerth
7255 Salisbury Rd
Jacksonville, FL 32256
W: www.julius-keilwerth.com
Business Type: Wholesaler/Distributor, Manufacturer
Woodwinds

Jupiter Band Instruments
12020 Eastgate Blvd
Nashville, TN 37122
P: (615) 773-9900
W: www.jupitermusic.com
Business Type: Manufacturer
Brass Instruments
Woodwinds
Accessories

K.J. Music - DrumClip
P.O. Box 771
Rancho Cucamonga, CA 91729
P: (909) 921-5615
E: Info@TheDrumClip.com

W: www.DrumClip.com
Business Type: Manufacturer
Accessories: DrumClip
Percussion Instruments

Kala Brand Music Co.
1105 Industrial Ave, Suite 100
Petaluma, CA 94952
W: www.kalabrand.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Kala, U-Bass, Makala, Kala Elite Ukulele, Kala Guitars, Waterman & Aquila
Accessories: Kala Ukulele and U-BASS accessories

Kanilea Ukulele
46-216 Kshuhipa St. 3
Kaneohe, HI 96744
W: www.kanileaukulele.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

Kanstul Musical Instruments
1332 S. Claudina St.
Anaheim, CA 92805
W: www.kanstul.com
Business Type: Manufacturer

Kawai America Corporation
2055 E. University Drive
Rancho Dominguez, CA 90220
P: (800) 421-2177
E: info@kawaius.com
W: www.kawaius.com
Business Type: Wholesaler/Distributor
Keyboard Instruments: Kawai

Kay Guitar Company
PO Box 8798
Newport Beach, CA 92658
P: (949) 752-0050
E: info@kayguitar.com
W: www.KayGuitar.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Bowed Instruments
Accessories
Racks, Cases & Stands
Traditional Folk Instruments
Amplifiers
Retail Displays & Business Products / Services

Kay Vintage Reissue, LLC
PO Box 8798
Newport Beach, CA 92658
P: (949) 752-0050
E: info@kayvintagereissue.com
W: www.Kayvintagereissue.com
Business Type: Manufacturer

Kayline Processing, Inc.
31 Coates Street
Trenton, NJ 08611
W: www.kayline.com
Business Type: Manu-

facturer
Racks, Cases & Stands
Amplifiers

Keatona
8465 W. Sahara Ave.
No. 111-189
Las Vegas, NV 89117
P: (702) 483-6229
E: steve@keatona.com
W: www.keatona.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Amplifiers

Keith McMillen Instruments
2325 4th Street
Suite 3
Berkeley, CA 94710
P: (877) 812-0408
E: sales@keithmcmillen.com
W: www.keithmcmillen.com
Business Type: Manufacturer
DJ & Lighting Equipment
Keyboard Instruments
Pro Audio / Sound Reinforcement Percussion Instruments

Kelley Distribution
1320 Stirling Rd.
Dania Beach, FL 33004
P: (888) 285-7005
E: info@kelleydistribution.com
W: www.kelleydistribution.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Pro Audio / Sound Reinforcement Accessories
Percussion Instruments
Traditional Folk Instruments
Amplifiers
Microphones

Kelley Percussion / Kelley International Sales
1320 Stirling Road
#8A
Dania Beach, FL 33004
W: www.kelleypercussion.com
Business Type: Wholesaler/Distributor
Marching Percussion Accessories
Percussion Instruments

Ken Smith Basses
P.O. Box 199
420 Race St.
Perkasie, PA 18944
P: (215) 453-8887
E: sales@kensmithbasses.com
W: www.KenSmithBasses.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Accessories

Kendor Music, Inc.
21 Grove St.
Delevan, NY 14042
E: info@kendormusic.com

W: www.kendormusic.com
Business Type: Manufacturer
Print Music

Kent Drum Company USA
329 Rowley Road
PO Box 35
, NY 14043
P: (716) 684-8341
E: kentrdrum@verizon.net
Business Type: Wholesaler/Distributor
Percussion Instruments

KHS America
12020 Eastgate Blvd
Nashville, TN 37122
P: (615) 773-9900
W: www.facebook.com/KHSinAmerica
Business Type: Wholesaler/Distributor, Manufacturer
Marching Percussion Brass Instruments
Woodwinds
Accessories
Racks, Cases & Stands
Percussion Instruments

Kickport International
921 Transport Way #29
Petaluma, CA 94954
W: www.kickport.com
Business Type: Manufacturer
Accessories
Percussion Instruments

Kidzrock Music Licensing
1305 Baur Blvd
St. Louis, MO 63132
Contact: Dave Simon
P: (314) 517-2144
E: dave@dsrockschool.com
W: www.kidzrockband.com
Business Type: Other
Associations / Organizations

Killer Guitar Components
40 Englewood Rd
Gloucester, MA 01930
P: (978) 526-0186
E: rick@killerguitar.com
W: www.killerguitar.com
Business Type: Manufacturer
Accessories

KlipLite
3817 Hickory Grove Rd
Davenport, IA 52806
P: (866) 315-4567
E: kliplite2@aol.com
W: www.KlipLite.com
Business Type: Manufacturer
Accessories

Klos Guitars
#28, 1088 S State St
Provo, UT 84606
P: (929) 900-5567
E: klosguitars@gmail.com
W: klosguitars.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

KLOTZ AIS GmbH
Johann-Sebastian-Bach-Strasse 36
Vaterstetten, Bavarian
85591
P: (+49) (0)-810
E: info@klotz-ais.com
W: www.klotz-ais.com
Business Type: Manufacturer
Accessories

Kluson
17570 N. Tamiami Trl.,
Ste. 1
North Fort Myers, FL 33903
P: (800) 449-9348
E: sales@kluson.com
W: www.kluson.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Accessories

Koch Sound
4575 Kenaitze Court
Kenai, AK 99611
P: (907) 252-0963
E: Kochsoundak@gmail.com
W: Kochsound.com
Business Type: Other
Pro Audio / Sound Reinforcement Racks, Cases & Stands Amplifiers
Microphones

Koenig, Inc dba King Kong Cases
10040 Patterson Park Rd.
PO Box 6302
Ashland, VA 23005
Contact: Buz King,
President
P: (302) 382-6501
F: (804) 798-8585
E: koeniginc@earthlink.net
W: www.kingkongcases.com
Business Type: Wholesaler/Distributor, Manufacturer
Racks, Cases & Stands

Kohala Ukuleles
12020 Eastgate Blvd.
Mt. Juliet, TN 37122
P: (615) 773-9900
E: info@kohalaukes.com
W: http://kohalaukes.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Konig & Meyer
8 Vernon Valley Rd.
Wertheim, B-W 11731
W: www.km-america.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement: Microphone and Speaker stands
Accessories: Microphone stands, speaker stands, music stands, band and orchestra stands, guitar stands, iPad holders and more.

Korg USA, Inc.
316 South Service Road
Melville, NY 11747

P: (800) 645-3188
E: customer_service@korgusa.com
W: www.korgusa.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
DJ & Lighting Equipment
Keyboard Instruments
Pro Audio / Sound Reinforcement Accessories
Percussion Instruments
Amplifiers
Effects & Pedals

Kratt Pitch Pipes
40 Lafayette Place
Kilworth, NJ 07033
P: (908) 709-8901
E: service@krattpitchpipe.com
W: www.krattpitchpipe.com
Business Type: Manufacturer
Brass Instruments

KRUTZ, Inc.
9336 West 53rd Terrace
Shawnee, KS 66203
W: www.krutzstrings.com
Business Type: Wholesaler/Distributor, Manufacturer
Media & Software
Bowed Instruments
Accessories
Racks, Cases & Stands
Traditional Folk Instruments

Kurtzweil Custom Mouthpieces
3970 Hidden Valley Tr N
Niles, MI 49120-8688
P: (269) 340-9013
E: scott@kurtzweilmusical.com
W: www.kurtzweilmusical.com
Business Type: Manufacturer
Accessories

Kyser Musical Products, Inc.
28141 State Highway 64
Canton, TX 75103
W: www.kysermusical.com
Business Type: Manufacturer
Accessories

La Gitana Instruments
687 Townsend Road
Groton, MA 01450
P: (978) 448-9663
E: Thomasknatt@yahoo.com
W: www.thomasknatt.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Lacey Guitars
PO Box 634
Kingston Springs, TN 37082
W: www.laceyguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Lakota Leathers
537 S Schrader Rd.
Sevierville, TN 37876
P: (865) 963-9303

E: kenny@lakotalathers.com
W: www.lakotalathers.com

Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments Accessories

Lanikai Ukuleles
12020 Eastgate Blvd
Mt. Juliet, TN 37122
P: (800) 446-6010

E: info@lanikaiukules.com
W: http://lanikaiukules.com

Business Type: Manufacturer
Plucked / Fretted Instruments

Larry Larson Music Store
1607 W Glenoaks Blvd
Glendale, CA 91201
P: (818) 244-7608

F: (818) 240-1343
E: jharris@plsn.com

W: www.larrylarsonmusicstore.com

Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Laurence White Luthery
22115 Ruoff rd.
Santa Rosa, CA 95450
P: (707) 847-3453

E: laurence.white@gmail.com

W: laurencewhiteluthery.com

Business Type: Other
Plucked / Fretted Instruments Traditional Folk Instruments

Lava Lamp
1200 Thorndale Avenue
Elk Grove Village, IL 60007
P: (800) 336-5282

P: (800) 336-5282

E: lavalamp@straightnorth.com

W: www.lavalamp.com

Business Type: Wholesaler/Distributor
DJ & Lighting Equipment

LD Systems
9 Mars Court
Boonton, NJ 07005
P: (973) 224-2975

E: steve1959@gmail.com
W: www.ld-systems.com

Business Type: Wholesaler/Distributor, Manufacturer

Lee Oskar Harmonicas (A division of Lee Oskar Enterprises Inc.)

PO Box 2210
Everett, WA 98213

Contact: Sri Oskar, VP
P: (425) 258-3585

P: (425) 258-3585
E: answerdesk@leeoskar.com

W: www.leeoskar.com
Business Type:

Wholesaler/Distributor, Manufacturer
Traditional Folk Instruments

Leedy Drums
PO Box 2468
Savannah, GA 31402
W: www.leedydrums.com

Business Type: Manufacturer
Percussion Instruments

Legator Guitars
7764 San Fernando Rd.
Unit 10A
Los Angeles, CA 91352
P: (818) 768-7764

E: info@legatorguitars.com
W: www.legatorguitars.com

Business Type: Manufacturer
Plucked / Fretted Instruments

Legere Reeds Ltd.
121 Welham Rd., Unit #4
Barrie, ON L4N 8Y3
P: (705) 735-1559

E: customerservice@legere.com

W: www.Legere.com

Business Type: Manufacturer
Accessories

Let My Children Hear Music/The Charles Mingus Institute

484 W. 43rd St., Suite 43-5
New York, NY 10036

Contact: Sue Mingus, President
P: (212) 736-4749

E: mingusedu@charlesmingus.org

W: www.charlesmingus.org

Business Type: Other
Associations / Organizations Print Music

Levy's
19 Angus MacQuarrie Drive
Nova Scotia, NS B2G 2L4
P: (902) 963-2314

E: orders@gatorcases.com
W: www.levyleathers.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Marching Percussion Woodwinds

Accessories Percussion Instruments

Traditional Folk Instruments

Microphones

Line 6
26580 Agoura Road
Calabasas, CA 91302
P: (818) 575-3600

W: www.line6.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Pro Audio / Sound Reinforcement

Amplifiers Microphones

Lipe Guitars USA
341 A st.

Fillmore, CA 93015
P: (818) 383-8241

E: mike@lipeguitars.com
W: www.lipeguitars.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Liuteria Dimitri Atanassov - Cremona Strings SRL
Via San Martino 1
Cremona, Cremona 26100

W: www.dimitriatanassov.com

Business Type: Wholesaler/Distributor, Manufacturer

Bowed Instruments

Lollar Pickups
2312 A Street
Tacoma, WA 98402
W: www.LollarPickups.com

Business Type: Wholesaler/Distributor, Manufacturer

Plucked / Fretted Instruments

Accessories

Lone Wolf Trucking
1503 Walnut Drive
Alamogordo, NM 88310
P: (575) 434-9744

E: lonewolfbigtruck@yahoo.com

W: lonewolftrucking.com

Business Type: Other

Retail Displays & Business Products / Services

Loog Guitars
119 W 72nd St. Ste. 335
New York, NY 11023
W: www.loogguitars.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Los Cabos Drumsticks
29 Millennium Drive
Hanwell, NB E3B 2N9
P: (506) 460-8352

E: drumsticks@loscabosdrumsticks.com

W: www.loscabosdrumsticks.com

Business Type: Manufacturer

Marching Percussion Accessories

Percussion Instruments

Low Boy Custom Beaters
1423 Lipan Dr
Denver, CO 80221
P: (720) 837-1916

E: jeremy@lowboybeaters.com

W: lowboybeaters.com

Business Type: Manufacturer

Accessories Percussion Instruments

LR Baggs
483 N. Frontage Rd.
Nipomo, CA 93444
W: www.lrbaggs.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Accessories

LsL Instruments
26559 Ruether Ave.
Santa Clarita, CA 91350
P: (818) 785-1111

P: (818) 363-5235
E: info@lslinstruments.com

W: www.lslinstruments.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Luna Guitars
4924 W. Waters Ave.
Tampa, FL 33634
P: (773) 793-6667

W: www.lunaguitars.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Luthiers Workshop
687 Townsend Road
Groton, MA 01450
P: (978) 448-9663

E: Thomasknatt@verizon.net

W: www.thomasknatt.com

Business Type: Manufacturer

Plucked / Fretted Instruments

Lynx Studio Technology
190 McCormick Ave
Costa Mesa, CA 92626
P: (714) 545-4700

E: pmoon@lynxstudio.com

W: www.lynxstudio.com

Business Type: Manufacturer

Pro Audio / Sound Reinforcement

Lyon & Healy
168 N Ogden Ave
Chicago, IL 60607
P: (312) 226-1705

E: info@lyonhealycorporation.com

W: www.lyonhealycorporation.com

Business Type: Manufacturer

Plucked / Fretted Instruments: Lyon & Healy Guitar

Lyon & Healy Corporation
168 N Ogden Ave
Chicago, IL 60607

Contact: Massimo Dolce,
Chief Operating Officer

P: (312) 226-1705

P: (312) 226-1705
E: info@lyonhealycorporation.com

W: www.lyonhealycorporation.com

Business Type: Wholesaler/Distributor

Plucked / Fretted Instruments

Amplifiers Effects & Pedals

M Audio
200 Scenic View Drive
Cumberland, RI 02864
W: www.maudio.com

Business Type: Wholesaler/Distributor, Manufacturer

DJ & Lighting Equipment

Keyboard Instruments

Pro Audio / Sound Reinforcement

Accessories

Mackie
16220 Wood Red Road
N.E.
Woodinville, WA 98072
P: (425) 487-4333

W: www.mackie.com

Business Type: Manufacturer

Pro Audio / Sound Reinforcement

Amplifiers Effects & Pedals

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Gooseneck Lamps & Accessories

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Turenki, H 14200
W: www.mpamp.com
Business Type: Manufacturer
Accessories
Amplifiers
Effects & Pedals

Majestic Percussion
 12020 Eastgate Blvd
 Nashville, TN 37122
P: (615) 773-9900
W: www.majesticpercussion.com
Business Type: Manufacturer
Marching Percussion
Percussion Instruments

MakeMusic, Inc.
 7615 Golden Triangle
 Drive, Suite M
 Eden Prairie, MN 55344
P: (952) 906-3606
E: mfrisbie@makemusic.com
W: www.makemusic.com
Business Type: Manufacturer
Media & Software

Maloney StageGear Covers
 5920 E. Central #203
 Wichita, KS 67208
Contact: Janie
P: (800) 371-3509
E: janie@mommymshelper.com
W: www.maloneystagegear.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Manhasset Specialty Company
 PO Box 2518
 3505 Fruitvale Blvd.
 Yakima, WA 98907
P: (509) 248-3810
E: dan@manhasset-specialty.com
W: www.manhasset-specialty.com
Business Type: Manufacturer
Racks, Cases & Stands:
 Manhasset music stands

Mapex Drums
 12020 Eastgate Blvd
 Nashville, TN 37122
P: (615) 773-9900
W: mapexdrums.com/us
Business Type: Manufacturer
Percussion Instruments

Maple Leaf Strings
 1039 N. Bend Rd
 Cincinnati, OH 45224
P: (513) 681-0186
E: info@mapleleafstrings.com
W: www.mapleleafstrings.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Marlin Leshner Reed Co.
 PO Box 1004
 Port Townsend, WA 98368
Business Type: Manufacturer
Woodwinds
Accessories

Marshall Amplification
 1000 Corporate Grove Dr.
 Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.marshallamps.com
Business Type: Manufacturer
Amplifiers
Effects & Pedals

Maxonix
 P.O. Box 272312
 Tampa, FL 33688
P: (813) 932-3499
E: sales@maxonix.com
W: www.maxonix.com
Business Type: Manufacturer
Accessories

MC Systems
 4915 SW Griffith Drive
 Suite 302
 Beaverton, OR 97005
P: (503) 646-6345
F: (503) 646-6345
E: scott.dunnmire@telefieldna.com
W: www.mcsystems-music.com
Business Type: Manufacturer
Effects & Pedals

Meisel Accessories LLC
 51 Boland Drive
 PO Box 7003
 West Orange, NJ 07052
P: (800) 531-6123
E: info@meiselaccessories.com
W: www.meiselaccessories.com
Business Type: Wholesaler/Distributor
Accessories

Mel Bay Publications, Inc.
 4 Industrial Dr
 Pacific, MO 63069
W: www.melbay.com
Business Type: Manufacturer
Print Music

Melton Meinl Weston
 7255 Salisbury Rd
 Jacksonville, FL 32256
W: www.melton-meinl-weston.com
Business Type: Wholesaler/Distributor, Manufacturer
Brass Instruments

Mesanovic Microphones
 12950 Cloverdale Street
 Oak Park, MI 48237
P: (248) 709-3950
E: deni@mesanovicmicrophones.com
W: www.mesanovicmicrophones.com
Business Type: Manufacturer
Microphones

Messiah Guitars
 36 Craven Cove
 Jackson, TN 38305
P: (731) 616-8698
E: info@messiahguitars.com
W: www.messiahguitars.com

Business Type: Manufacturer
Plucked / Fretted Instruments

Metalin' Guitars
 5 Industrial Drive
 PO box 395
 St. James, MO 65559
W: www.metalinguitars.com
Business Type: Manufacturer

Mic-Eze
 PO Box 900
 Pittsburgh, PA 15662
P: (800) 537-3491
E: mike@mic-eze.com
W: www.mic-eze.com
Business Type: Manufacturer
Accessories
Percussion Instruments

Mid-East Mfg., Inc.
 7694 Progress Circle
 West Melbourne, FL 32904
P: (321) 724-1477
E: gregk@mid-east.com
W: www.mid-east.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Woodwinds
Bowed Instruments
Percussion Instruments
Traditional Folk Instruments

Midwest Musical Imports
 2021 E Hennepin Ave
 Ste 374
 MINNEAPOLIS, 55413
E: mmi@mminports.com
W: www.mminports.com
Business Type: Wholesaler/Distributor, Other
Woodwinds

Mighty Bright
 650 Ward Drive
 Santa Barbara, CA 93111
P: (805) 683-9000
E: mhaas@mightybright.com
W: www.mightybright.com
Business Type: Manufacturer

Mighty Mite
 3451 Commercial Ave.
 Northbrook, IL 60062
Contact: Jeff Kylooe,
 Product Manager
P: (847) 498-6483
F: (847) 498-9850
F: (847) 498-5370
E: sales@mightymite.com
W: www.mightymite.com
Business Type: Manufacturer
Accessories

Mike Balter Mallets
 15 E. Palatine Rd., Ste. 116
 Prospect Heights, IL 60070
E: info@mikebalter.com
W: mikebalter.com
Business Type: Manufacturer
Marching Percussion
Percussion Instruments

Milbert Amplifiers
 8501C Citation Dr.
 Gaithersburg, MD 20877
P: (301) 963-9355
E: info@milbert.com
W: milbert.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Amplifiers
Effects & Pedals

MJC Ironworks
 140 Mountain Spring Dr
 Carbondale, PA 95136
P: (973) 280-2081
E: mike@mjcironworks.com
W: www.mjcironworks.com
Business Type: Manufacturer
Accessories

MJP Sales Inc.
 1732 Aviation Blvd
 312
 Redondo Beach, CA 90278
P: (818) 943-2939
E: info@mjpsalesinc.com
W: www.mjpsalesinc.com
Business Type: Wholesaler/Distributor
Accessories
Percussion Instruments
Effects & Pedals

Mod Kits Diy
 6221 South Maple Ave
 Tempe, AZ 85283
P: (480) 820-5411
E: info@modkitsdiy.com
W: www.modkitsdiy.com
Business Type: Manufacturer
Accessories

Mogami Cable
 1910 E. Maple Ave
 El Segundo, CA 90245
P: (800) 800-6608
P: (310) 333-0606
E: sales@mogamicable.com
W: www.mogamicable.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Accessories

Mojave Audio
 2711 W Empire Ave
 Burbank, CA 91504
P: (818) 847-0222
E: cr@audio-import.de
W: www.mojaveaudio.com
Business Type: Manufacturer
Microphones

Mono
 14 East Sir Francis Drake,
 Ste D
 San Francisco, CA 94939
P: (415) 830-5522
E: sales@monocreators.com
W: www.monocreators.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Moog Music, Inc.
 160 Broadway St.
 Asheville, MD 28801
P: (800) 948-1990
E: info@moogmusic.com
W: www.moogmusic.com
Business Type: Manufacturer
Keyboard Instruments
Effects & Pedals

Mooradian Cover Company
 65 Sprague Street
 Boston, MA 02136
W: www.mooradian.com
Business Type: Manufacturer
Accessories
Racks, Cases & Stands

Morley
 100 High Grove Blvd
 Glendale Heights, IL 60139
P: (630) 984-2033
E: bwenzloff@morley-products.com
W: www.morleyproducts.com
Business Type: Manufacturer
Accessories

Morrell Music Co.
 16 23rd Street
 Bristol, TN 37620
W: www.morrellmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Print Music
Accessories

Moses Carbon Graphite USA
 32591 Fox Hollow Road
 Eugene, OR 97405
P: (541) 484-6068
E: orders@mosesgraphite.com
Business Type: Manufacturer
Plucked / Fretted Instruments
Bowed Instruments
Pro Audio / Sound Reinforcement

MottAudio LLC
 10341 Blue Fin Drive
 Indianapolis, IN 46256
P: (317) 407-3241
E: david@mottaudio.com
W: www.mottaudio.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments
Pro Audio / Sound Reinforcement

MTN SHOP
 83 Harcourt Street, Dublin 2, Ireland
 Dublin, Leinster 00353
P: (+353) 3 1-691
E: info@shopmntn.eu
W: Shopmntn.eu
Business Type: Wholesaler/Distributor
DJ & Lighting Equipment
Accessories
Racks, Cases & Stands

Music Dealers Resource Group LLC
 5550 Este Ave
 Cincinnati, OH 45232
P: (001) 513-3781
E: mdrgrusa@fuse.net
W: www.mdrgrstore.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments
Bowed Instruments
Accessories
Racks, Cases & Stands
Percussion Instruments
Amplifiers

Music Factory Direct
 864 North 12th Street
 Niles, MI 49120
P: (888) 943-1452
E: support@musicfactorydirect.com
W: www.musicfactorydirect.com
Business Type: Wholesaler/Distributor
Brass Instruments
Woodwinds
Accessories
Percussion Instruments
Microphones

Music Works Custom Batons
 P O Box 303
 Central City, CO 80427
E: drumteacher@att.net
W: www.musicworkscustombatons.com
Business Type: Manufacturer
Accessories

MUSIC-SEARCH
 P.O. Box 393
 111 S. Poplar St.
 Loda, IL 60948
P: (217) 781-2352
E: sales@musicsearchusa.com
W: www.musicsearchusa.com
Business Type: Manufacturer
Retail Displays & Business Products / Services

Musical Accessories, Unlimited, LLC
 P.O. Box 371
 Crown Point, IN 46307
P: (219) 308-8588
E: jmickmusicalaccessories@gmail.com
W: www.micksicks.com
Business Type: Manufacturer
Accessories

Musical Instrument Reclamation Corp.
 209 Gothic Court Ste 104
 Franklin, TN 37067
P: (800) 573-9865
P: (615) 771-7135
W: www.mircweb.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments

MusicNomad
 746 Broadway
 Sonoma, CA 95476
P: (310) 714-2301
E: rrognien@musicnomad.com
W: www.musicnomad-care.com

Business Type: Manufacturer
Accessories

MusicNomad Equipment Care

746 Broadway
Sonoma, CA 95476
P: (707) 721-2563
E: info@musicnomad.com
W: www.musicnomad-care.com
Business Type: Manufacturer
Accessories

Musicvox LLC

2 Wilderness Way
Cherry Hill, NJ 08003
W: www.musicvox.com
Business Type: Manufacturer
Plucked / Fretted Instruments Amplifiers

Musistic

44 N. Second St.
Memphis, TN 38103
W: www.musistic.com
Business Type: Manufacturer

Mutec, Inc.

7650 Austin Ave
Skokie, IL 60077
P: (847) 983-8675
E: info@mutecmutes.com
W: www.mutecmutes.com
Business Type: Manufacturer
Accessories

MV Pro Audio

1630 Williams Highway
Suite 213
Grants Pass, OR 97527
W: www.mvproaudio.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments Keyboard Instruments Media & Software Pro Audio / Sound Reinforcement Accessories Microphones

MXL Microphones

1910 E. Maple Ave
El Segundo, CA 90245
P: (800) 800-6608
P: (310) 333-0606
E: sales@mxlmics.com
W: www.mxlmics.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Accessories Microphones

Nady Systems

6701 Shellmound St
Emeryville, CA 94608
W: www.nady.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Amplifiers Microphones

Namba Gear

3793 Rosepark Dr
Portland, OR 97068
W: www.NambaGear.com
Business Type: Manufacturer

facturer
Racks, Cases & Stands

NAMM

The National Association of Music Merchants (NAMM), established in 1901, is the not-for-profit association that strengthens the \$17 billion global music, sound and event technology products industry. Our association and trade shows serve as the crossroads for professionals seeking the newest innovations in music, recording technology, sound and stage products. In addition to access to our trade shows, membership also includes the latest industry news and education, opportunities for music advocacy and cost-saving programs to help businesses thrive. All of these activities and programs are designed to promote music making for people of all ages, creating a more musical world.

Each January in sunny Southern California, The NAMM Show unites the music, sound and event technology communities, with more than 115,000 registrants from 130 countries and regions, commanding \$11+ billion in buying power. Exhibitors utilize the show to showcase their brand on a global stage, introduce new products and innovations, connect with an international media base, and train their entire team through hundreds of free education sessions across several tracks.

Summer NAMM, held annually in Nashville, Tennessee, helps to generate sales and power a successful second half of the year. Featuring the industry's A&S Top 100 dealers, this intimate and influential show maintains the momentum generated at The NAMM Show.

*To exhibit at The NAMM Show and/or Summer NAMM, contact Trade Show Sales at tradeshow-sales@namm.org. 5790 Armada Drive Carlsbad, CA 92008
P: (760) 438-8001
P: (800) 767-6266
F: (760) 438-7327
E: info@namm.org
W: www.namm.org
Twitter: https://twitter.com/NAMMShow
Facebook: www.facebook.com/nammorg
YouTube: https://www.youtube.com/user/TheNAMMShowChannel
Instagram: https://www.instagram.com/the-nammshow/
Business Type: Other
Associations / Organizations*

Natal Drums

1000 Corporate Grove Dr.
Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.nataldrums.com
Business Type: Manufacturer
Percussion Instruments

Nektar Technology, Inc

Glendale Plaza 655
North Central Avenue,
17th Floor
Glendale, CA 91203
P: (818) 771-9886
E: sales@nektartech.com
W: www.nektartech.com
Business Type: Manufacturer
Keyboard Instruments

NEMC

1181 Route 22, Box 1130
Mountainside, NJ 07092
P: (908) 232-6700
E: Lgraham@nemc.com
W: www.nemc.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments Marching Percussion Brass Instruments Woodwinds Bowed Instruments Accessories Racks, Cases & Stands Percussion Instruments

Neotech

304 Andrea Drive
Belgrade, MT 59714
P: (406) 388-1377
E: info@neotechstraps.com
W: www.neotechstraps.com
Business Type: Manufacturer
Accessories

New Sensor Corp.

55-01 2nd St
Long Island City, NY 11101
P: (718) 937-8300
E: info@ehx.com
W: www.ehx.com
Business Type: Manufacturer
Accessories Effects & Pedals

Newbasstone, Inc.

1740 H Dell Range Blvd.
#141
Cheney, WY 82009
P: (307) 637-2888
E: clatshaw@newbasstoneinc.com
W: www.newbasstone.com
Business Type: Manufacturer
Amplifiers

Nils Guitars and Mandolins

7 Sherman St.
4F
Boston, MA 02129
P: (413) 768-8221
E: nilsjohnson328@gmail.com
W: www.nilsguitarsandmandolins.com
Business Type: Manufacturer, Other

Plucked / Fretted Instruments

Nomad Drum Cases

2618 Stevensville Road
PO Box 385
Stevensville, ON L0S1S0
P: (905) 382-0140
E: sales@nomadcases.com
W: www.nomadcases.com
Business Type: Manufacturer
Racks, Cases & Stands

NOMAD Stands

12020 Eastgate Blvd
Nashville, TN 37122
P: (615) 773-9900
W: www.jupitemusic.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Accessories

Normandy Guitars LLC

PO Box 3564
Salem, OR 97302
P: (503) 689-1998
E: jim@normandyguitars.com
W: www.normandyguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

North American Music, Inc.

11 Holt Dr.
Stony Point, NY 10980
W: www.namusic.com, www.pianoseats.com
Business Type: Wholesaler/Distributor
Keyboard Instruments Accessories

npc Imaging

1041 Crestview Drive
San Carlos, CA 94070
P: (650) 593-3238
E: nick@npcimaging.com
W: www.npcimaging.com
Business Type: Wholesaler/Distributor, Manufacturer
Media & Software

NS Design

134 Back Meadow Road
Nobleboro, ME 04555
P: (207) 563-7705
E: info@nedsteinberger.com
W: thinkns.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments Bowed Instruments

Nu:Tekt

316 South Service Road
Melville, NY 11747
P: (631) 390-6500
E: sales@korgusa.com
W: www.korg.com/us/products/dj/nts_1
Business Type: Wholesaler/Distributor
Keyboard Instruments

Numark

200 Scenic View Drive
Cumberland, RI 02864
W: www.numark.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment Amplifiers

Nuvo Instrumental LLC

100 Cummings Ctr
Suite 141Q
Boston, MA 01915
P: (978) 530-5070
E: jordan@nuvo-instrumental.com
W: www.nuvo-instrumental.com
Business Type: Wholesaler/Distributor, Other
Woodwinds Accessories Racks, Cases & Stands Retail Displays & Business Products / Services

Ohana Music, Inc.

3350 E. 7th Street, #105
Long Beach, CA 90804
W: www.ohana-music.com
Business Type: Wholesaler/Distributor
Plucked / Fretted Instruments

Ome Banjos

5680 Valmont Road
Boulder, CO 80301
W: www.omebanjos.com
Business Type: Manufacturer
Traditional Folk Instruments

Omega Digital Pianos / Piano Empire, Inc.

3035 E. La Mesa St.
Anaheim, CA 92806
W: www.omegapianos.com
Business Type: Wholesaler/Distributor
Keyboard Instruments

OMG Music

1530 Endeavor Dr STE 800
Noblesville, IN 46060
W: www.omgmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

OmniSistem

6403 South 208th Street
Kent, WA 98032
W: www.omnisistem.com
Business Type: Wholesaler/Distributor, Manufacturer
DJ & Lighting Equipment Pro Audio / Sound Reinforcement Accessories Racks, Cases & Stands Amplifiers

On-Stage

154 Woodlawn Rd.
Suite C
Berlin, CT 06037
W: On-Stage.com
Business Type: Manufacturer
Accessories Racks, Cases & Stands

OnBoard Research Corporation

2309 Springlake Rd
Suite 630
Farmers Branch, TX 75234
P: (214) 239-4005
E: hello@onboardresearch.com
W: www.OnBoardResearch.com
Business Type: Manufacturer
Accessories

Onori Guitar Straps

700 West Pete Rose Way
Building B #155-159
Cincinnati, OH 45203
P: (866) 817-3822
E: info@onoriintl.com
W: onoriintl.com
Business Type: Manufacturer
Accessories

Optek Music Systems, Inc.

5350 Capital Ct, Suite 108
Reno, NV 89502
P: (775) 636-7300
E: aengesetter@fretlight.com
W: www.fretlight.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Option Knob, Inc.

2200 8th St
Tuscaloosa, AL 35401
P: (800) 398-8501
E: info@optionknob.com
W: www.optionknob.com
Business Type: Manufacturer
Accessories

Osiamo LLC

2753 Broadway Ste 333
New York, NY 10025
P: (212) 678-4751
E: dealers@osiamo.com
W: www.osiamo.com
Business Type: Wholesaler/Distributor
Accessories Amplifiers Effects & Pedals

OZZtosh Guitars

8834 Golf Drive
San Diego, CA 91977
W: www.ozztosh.com
Business Type: Manufacturer
Plucked / Fretted Instruments

PageFlip, Inc.

111 Woodmere Blvd
South
Woodmere, NY 11598
P: (212) 650-6160
E: sales@pageflip.com
W: www.pageflip.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories Effects & Pedals

Paiste America, Inc.

460 Atlas St
Brea, CA 92821
P: (714) 529-2222
P: (310) 488-3066
E: ashreve@paiste.com
W: www.paiste.com
Business Type: Manufacturer

facturer
Percussion Instruments

Pearl Corporation
549 Metroplex Dr
Nashville, TN 37211
P: (615) 833-4477
E: Customer.Service@PearlDrums.com
W: www.pearldrums.com
Business Type: Wholesaler/Distributor, Manufacturer
Marching Percussion Accessories Percussion Instruments

Pearl River Pianos
GW Distribution, LLC
P.O. Box 329
Mahwah, NJ 07430
P: (845) 429-3712
E: info@pearlriverusa.com
W: www.pearlriverusa.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments: Pearl River, Ritmuller, Kayserburg

Peekamoose Custom Guitars, LLC
251 W 30th St.
Ste. 7FM
New York, NY 10001
W: www.peekamoose.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Perry's Music LLC dba ChordBuddy
2868 E. Cottonwood Road
Dothan, AL 36301
P: (334) 699-6188
E: customerservice@chordbuddy.com
W: www.chordbuddy.com
Business Type: Manufacturer
Plucked / Fretted Instruments Accessories

Perzina Pianos / Piano Empire, Inc.
3035 E. La Mesa St.
Anaheim, CA 92806
W: www.perzinapianos.com
Business Type: Wholesaler/Distributor
Keyboard Instruments

Pete Schmidt, LLC
5512 Jeff Davis Ave
AUSTIN, TX 78756
W: www.peteschmidt.com
Business Type: Manufacturer
Accessories

Peterson Electro-Musical Products, Inc.
11601 South Mayfield Ave
Alsip, IL 60803
P: (708) 388-3311
E: mlj@petersonemp.com
W: www.petersonsunters.com
Business Type: Wholesaler/Distributor, Manufacturer
Pro Audio / Sound Reinforcement

Accessories
Effects & Pedals

Petrof America - Piano Royale Prague, LLC
PO Box 1130
Richland, WA 99352
W: www.petrof.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

PG Music Inc.
29 Cadillac Ave
Victoria, BC V8Z 1T3
P: (250) 475-2874
P: (250) 361-1862
E: marketing@pgmusic.com
W: www.pgmusic.com
Business Type: Manufacturer
Media & Software

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E: pjlabiz2@aol.com
W: www.phaetontrumpet.com
Business Type: Manufacturer

Phaeton Professional Trumpets, Flugel horns, Pocket Trumpets, Piccolo Trumpets, FX-Custom Trumpet

Phil Jones Bass
8509 Mid County Industrial Drive
Saint Louis, MO 63114
W: www.pjbworld.com
Business Type: Manufacturer
Amplifiers

Philadelphia Theatrical Supply
229 N 12th Street
Philadelphia, PA 19107
P: (215) 627-1225
E: info@philtheatrical.com
W: shop.ptsonline.biz
Business Type: Wholesaler/Distributor
DJ & Lighting Equipment Accessories Amplifiers

Piano Empire, Inc.
3035 E. La Mesa St.
Anaheim, CA 92806
W: www.perzinapianos.com
Business Type: Wholesaler/Distributor
Keyboard Instruments

Pickett Brass
308 North Ashland Ave
Lexington, KY 40502
P: (661) 772-7277
F: (859) 312-1954
E: info@pickettbrass.com
W: www.pickettbrass.com

Business Type: Manufacturer
Brass Instruments

Pignose Industries
570 West Cheyenne Ave.
Suite 80
North Las Vegas, NV 89030
E: hchatt@aol.com
W: www.pignoseamps.com
Business Type: Manufacturer

Plucked / Fretted Instruments Amplifiers

Pigtronix
200 Wilson St
Unit A3
Port Jefferson Station, NY 11776
P: (631) 331-7447
E: pigtronix@gmail.com
W: pigtronix.com
Business Type: Manufacturer
Effects & Pedals

Pioneer DJ Americas, Inc.
1925 E Dominguez St
Long Beach, CA 90810
P: (310) 952-2000
W: www.pioneerdj.com
Business Type: Manufacturer
DJ & Lighting Equipment

Pipe and Drape Online
1050 Northfield Ct
Suite 300
Atlanta, GA 30076
P: (770) 442-8777
E: sales@pipeanddrape-online.com
W: www.pipeanddrape-online.com
Business Type: Other
Accessories Retail Displays & Business Products / Services

Pirastro GmbH
Senefelderstrasse 80
Offenbach am Main, Hessen 63069
W: www.pirastro.com
Business Type: Manufacturer
Accessories

PJLA Music Sales & Marketing
22159 N Pepper Road,
Unit 1
PO Box 550
Barrington, IL 60010
W: www.pjlamusic.com
Business Type: Manufacturer
Brass Instruments Woodwinds Accessories

Players Music LLC
PO Box 9210
Tempe, AZ 85214
P: (480) 833-2500
E: sales@playersmusic.com
W: www.playersmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Plucked / Fretted Instruments

Marching Percussion Brass Instruments Woodwinds Bowed Instruments Accessories Retail Displays & Business Products / Services

PMC - Percussion Marketing Council
P.O. Box 33252
Cleveland, OH 44133
P: (440) 582-7006
E: kbdustman@aol.com
W: PlayDrums.com
Business Type: Other
Associations / Organizations Percussion Instruments

Polytone
9800 Topanga Cyn Blvd
Suite 194D
Chatsworth, CA 91311
P: (818) 760-2300
E: polytone@peoplepc.com
W: www.polytoneamps.com
Business Type: Manufacturer
Amplifiers

Portastand Inc.
P.O. Box 2242
Stillwater, MN 55082
Contact: Bob Evanoff, CEO
P: (651) 337-9331
P: (651) 283-6995
E: info@portastand.com
W: www.portastand.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Positive Grid
3773 Howard Hughes Parkway
South Tower, Suite 500
Las Vegas, NV 89169
E: robert@positivegrid.com
W: www.positivegrid.com
Business Type: Manufacturer
Media & Software Amplifiers Effects & Pedals

POWER Wrist Builders
2903 Mount Royal Drive
Castle Rock, CO 80104
P: (800) 645-6673
E: power@PowerWristBuilders.com
W: www.PowerWristBuilders.com
Business Type: Wholesaler/Distributor, Manufacturer, Other
Marching Percussion Accessories Percussion Instruments

PowerFingers by System5
575 Pine Tree Rd
Jenkintown, PA 19046
W: www.thepowerfingers.com
Business Type: Manufacturer
Accessories

Premier Music International Limited
Kibworth Business Park
Kibworth, Leics LE8 0EX
P: (+44) (0)-116

E: info@premier-percussion.com
W: www.premier-percussion.com
Business Type: Wholesaler/Distributor, Manufacturer
Marching Percussion

Prentice Practice Pads
33815 Golden Lantern st
Dana Point, CA 92629
Contact: Colin Hilborne
P: (714) 296-8870
E: willitlast@cox.net
Business Type: Manufacturer
Accessories Racks, Cases & Stands Percussion Instruments

PreSonus Audio
18011 Grand Bay Court
225.216.7887
Baton Rouge, LA 70809
P: (225) 216-7887
E: info@presonus.com
W: www.presonus.com
Business Type: Manufacturer
Media & Software Pro Audio / Sound Reinforcement

Prestige Guitars
1332 Main St. North
Vancouver
Vancouver, BC V7J 1C3
W: www.prestigeguitars.com
Business Type: Manufacturer
Plucked / Fretted Instruments

QRS Music Technologies, Inc.
269 Quaker Dr
Seneca, PA 16346
P: (800) 247-6557
E: qrsupport@qrsinc.com
W: www.qrsmusic.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments Media & Software Bowed Instruments

QSC Audio, LLC
1675 MacArthur Blvd.
Costa Mesa, CA 92626
P: (714) 754-6175
E: info@qscaudio.com
W: www.qsc.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Amplifiers

Quaystone Music Singapore Pte Ltd
Block 211, 02-06 S. Ave.1
Singapore
Singapore, Singapore 469336
Contact: Bill Ladick, Creative Director
P: (403) -91-8-84
E: contact@lapaxe.com
W: www.lapaxe.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Radial Engineering Ltd.
1845 Kingsway Ave, Unit 1165

Port Coquitlam, BC V3C 1S9

P: (604) 942-1001
E: thisamberis@gmail.com
W: www.radialeng.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement Effects & Pedals

Rain Retail
554 West 1200 North
Provo, UT 84663
Contact: Aubrie Frye, Sales Operations Manager
P: (877) 909-6699
P: (828) 492-2220
E: info@rainpos.com
W: www.rainpos.com
Business Type: Other
Media & Software: Rain Retail

Randall Amplifiers
1000 Corporate Grove Dr.
Buffalo Grove, IL 60089
P: (800) 877-6863
E: usm.info@usmusiccorp.com
W: www.randallamplifiers.com
Business Type: Manufacturer
Amplifiers Effects & Pedals

Rane Corporation
10802 47th Ave West
Mukilteo, WA 98275
W: www.rane.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

RBC Music Company
P.O. Box 29128
San Antonio, TX 78229
P: (800) 548-0917
E: sales@rbcmusic.com
W: rbcmusic.com
Business Type: Wholesaler/Distributor
Print Music

RCF
110 Talmadge Rd.
Edison, NJ 08817
P: (732) 902-6100
E: info@rcf-usa.com
W: www.rcf-usa.com
Business Type: Manufacturer
DJ & Lighting Equipment: RCF
Pro Audio / Sound Reinforcement: RCF
Amplifiers: RCF

ReedGeek, Inc.
P.O. Box 3569
Carson City, NV 89702
W: www.reedgeek.com
Business Type: Manufacturer
Woodwinds Accessories: ReedGeek "Universal" reed tool, woodwind products

Remo, Inc.
28101 Industry Drive
Valencia, CA 91355
P: (661) 294-5600
E: customerservice@remo.com
W: www.remo.com
Business Type: Manu-

facturer
**Marching Percussion
 Accessories
 Percussion Instruments**

Renovo Amp Works
 3507 Wilbur Pl
 Nashville, TN 37204
W: www.renovoamp-works.com
Business Type: Manufacturer
**Accessories
 Amplifiers**

rentMyinstrument.com
 1219 Lydia Ave.
 Kansas City, MO 64106
P: (816) 842-0240
E: sales@rentmyinstrument.com
W: www.rentmyinstrument.com
Business Type: Wholesaler/Distributor
**Brass Instruments
 Woodwinds
 Bowed Instruments**

Retro Instruments, Inc.
 1220 Reno Ave
 Suite F
 Modesto, CA 95351
P: (209) 810-3344
E: info@retroinstruments.com
W: www.retroinstruments.com
Business Type: Manufacturer
**Pro Audio / Sound Reinforcement
 Amplifiers**

Reunion Blues
 3920 Cypress Drive
 Suite B
 Petaluma, CA 94954
P: (800) 950-1095
E: sales@reunionblues.com
W: www.reunionblues.com
Business Type: Manufacturer
Accessories

Revelle
 8 Vernon Valley Rd.
 East Northport, NY 11731
W: www.revellestings.com
Business Type: Manufacturer
**Bowed Instruments
 Accessories:**

Reverb
 3345 N Lincoln Ave
 Chicago, IL 60657
Contact: Reverb Marketing, marketing@reverb.com
P: (888) 726-2728
W: www.reverb.com
Business Type: Other
**Plucked / Fretted Instruments
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Rhythm Band Instruments, LLC / Boomwhackers International
 1316 E. Lancaster Ave
 Fort Worth, TX 76102
E: bfogle@rhythmband.com
W: www.rhythmband.com
Business Type: Wholesaler/Distributor
**Accessories
 Percussion Instruments**

Riversong Guitars
 1305 battle st
 Kamloops, BC V2C2N9
P: (250) 319-5050
E: Mike@riversongguitars.com
W: www.RiversongGuitars.com
Business Type: Wholesaler/Distributor, Manufacturer
**Plucked / Fretted Instruments
 Accessories
 Microphones**

Rock House Method / McCarthy Publishing
 52 Collis St.
 West Haven, CT 06516
P: (203) 934-2501
E: rockhouseschool@gmail.com
W: www.rockhouse-method.com
Business Type: Wholesaler/Distributor, Manufacturer
**Media & Software
 Print Music
 Videos / DVD**

Rock-Tips LLP
 PO Box 145
 640 Intervale Crossroad
 North Conway, NH 03847
P: (603) 356-0117
E: dave@Rock-Tips.com
W: www.Rock-Tips.com
Business Type: Manufacturer
Accessories

Rocklin Guitar LLC
 1248 20th St.N.
 Jacksonville, FL 32250
P: (904) 210-6632
E: rnicklin53@gmail.com
W: www.rocklinguitar.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Roland Corporation U.S.
 5100 S. Eastern Avenue
 Los Angeles, CA 90040
W: www.RolandUS.com
Business Type: Wholesaler/Distributor, Manufacturer
**Plucked / Fretted Instruments
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 864 North 12th Street
 Niles, MI 49120
P: (888) 943-1452
E: support@roybenso-nusa.com
W: www.roybenso-nusa.com
Business Type: Wholesaler/Distributor
**Brass Instruments
 Woodwinds**

RS Berkeley
 PO Box 715
 Scotch Plains, NJ 07076
P: (908) 790-9499
E: info@rsberkeley.com
W: www.rsberkeley.com
Business Type: Wholesaler/Distributor, Manufacturer
**Brass Instruments
 Woodwinds
 Bowed Instruments
 Accessories
 Percussion Instruments**

Rubato Mouthpieces
 18685 Main Street, Ste.
 101-331
 Huntington Beach, CA
 92648
W: www.rubatomouthpieces.com
Business Type: Manufacturer
**Brass Instruments
 Accessories**

SABIAN
 219 Main Street
 Meductic
 Entire Province, NB
 E6H2L5
P: (506) 272-2019
F: (506) 470-4152
E: customerservice@sabian.com
W: www.sabian.com
Business Type: Manufacturer
**Accessories
 Percussion Instruments**

Sadowsky Guitars
 2107 41 Ave FL4
 Long Island City, NY
 11101
P: (718) 433-1990
E: roger@sadowsky.com
W: www.sadowsky.com
Business Type: Manufacturer
**Plucked / Fretted Instruments
 Amplifiers**

Saga Musical Instruments
 137 Utah Ave.
 South San Francisco, CA
 94080
P: (650) 588-5558
E: info@sagamusical.com
W: www.sagamusical.com
Business Type: Wholesaler/Distributor, Manufacturer
**Plucked / Fretted Instruments
 Bowed Instruments
 Accessories
 Traditional Folk Instruments**

Sakae Drums
 316 South Service Road
 Melville, NY 11747
P: (631) 390-6500
E: sales@korgusa.com
W: sakae-drums.com/en
Business Type: Wholesaler/Distributor
Percussion Instruments

Sauter Piano Company - America
 PO Box 1130
 Richland, WA 99352
W: www.sauterpiano.com
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

Schatten Design Acoustic Pickups
 627 Colby Drive
 Waterloo, ON N2V 1B4
W: www.schattendesign.com
Business Type: Manufacturer
Accessories

Schimmel Piano Corporation
 329 N New Street
 Lititz, PA 17543
W: www.schimmel-piano.de
Business Type: Wholesaler/Distributor, Manufacturer
Keyboard Instruments

Schlagwerk GmbH
 Brueckenstrasse 10
 Gingen an der Fils, BW
 73333
W: www.schlagwerk.com
Business Type: Wholesaler/Distributor, Manufacturer
**Accessories
 Percussion Instruments**

SECA Group/Floyd Rose Audio
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W: www.shakermicrophone.net
Business Type: Manufacturer
Pro Audio / Sound Reinforcement
Microphones

Shane Music Products USA
 3211 Barbara Lane Unit 2
 Fairfax, VA 22031
W: shanemusic.com
Business Type: Manufacturer
Plucked / Fretted Instruments

Sher Music Co.
 P.O.Box 445
 Petaluma, CA 94953
E: shermuse@sonic.net
W: shermusic.com
Business Type: Manufacturer
Print Music

Sherrins Threads
 1354 Foxhollow Way
 Roseville, CA 95747
P: (916) 622-5024
E: sherrin@sherrinsthreads.com
W: www.sherrinsthreads.com
Business Type: Wholesaler/Distributor, Manufacturer
Accessories

Sho-Bud
 PO Box 2468
 Savannah, GA 31402
E: info@gretschgear.com
W: www.sho-bud.com
Business Type: Manufacturer
Plucked / Fretted Instruments: Sho-Bud

Shoreview Distribution
 69 Elm Street
 Foxboro, MA 02035
P: (800) 558-3877
E: info@shoreview.biz
W: www.shoreviewdistribution.com
Business Type: Wholesaler/Distributor
DJ & Lighting Equipment
Pro Audio / Sound Reinforcement
Accessories
Racks, Cases & Stands
Microphones

Shubb Capos
 578 Martin Ave.
 Rohnert Park, CA 94928
P: (707) 843-4068
E: shubb@shubb.com
W: www.shubb.com
Business Type: Manufacturer
Accessories

Shure Inc.
 5800 W. Touhy Ave.
 Niles, IL 60714
W: www.shure.com
Business Type: Manufacturer

Singular Sound
 4141 Nautilus Drive,
 Suite 2E
 Miami Beach, FL 33140
E: dpackouz@gmail.com
W: www.myBeatBuddy.com
Business Type: Manufacturer
Effects & Pedals

SKB Corporation
 1633 N. Leslie Way
 Orange, CA 92867
Contact: Jerry Andreas, Sr.
 V.P. Music Pro AV Division
P: (714) 637-1252
F: (714) 283-0425
E: questions@skbcases.com
W: www.skbcases.com/music
Business Type: Manufacturer
Racks, Cases & Stands

Small World MUSIC-FOLDER.com Inc.
 Box 60582 RPO Granville
 Park
 Vancouver, BC V6H 4B9
Contact: Ian Bullen,
 President
P: (604) 733-3995
P: (877) 246-7253
E: sales@musicfolder.com
W: www.MusicFolder.com
Business Type: Wholesaler/Distributor, Manufacturer
Print Music
Accessories
Racks, Cases & Stands

Sonor Drums
 12020 Eastgate Blvd.
 Mt. Juliet, TN 37122
P: (615) 773-9900
E: info@sonorusa.com
W: us.sonor.com
Business Type: Manufacturer
Percussion Instruments

Sound Projections
 1815 W. 205th St. # 103
 Torrance, CA 90501
P: (888) 291-1288
E: info_sp@soundprojections.com
W: www.soundprojections.com
Business Type: Manufacturer
Pro Audio / Sound Reinforcement

Sound Synergies
 3404 84th St. E.
 Tacoma, WA 98446
Contact: Russell Reed,
 CEO
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The Spark File A Great Creative Hack



By Menzie Pittman

There is a new buzz in business town! What's the buzz? It's a recycling of a creative hack currently known as a "spark file." In this instance "hack" means a short-cut or a trick – a novel method that increases efficiency. Throughout the years,

the phrase "spark file" has masqueraded as everything from A to Z, including the kitchen sink or the desk drawer. Basically, a "spark file" is a catch-all digital file location for those fast moments when creativity is kind enough to pay us an impromptu visit and we want to reference the idea later when we have the proper time to dedicate to its expansion and development.

Stephen Johnson, an author of *Where Good Ideas Come From*, has spent his career researching and investigating the subject of where ideas come from and how we can make the most of them. Actually he has defined the "spark file" as a document where you can keep all your creative goodness – a place where you can place all your concepts in one file. Most creative individuals I know have committed to this method because they are overflowing with spontaneous ideas and they have a learned appreciation for the value and future potential of those thoughts. Truly, instead of trusting that they can remember the concepts, they keep a running file with small word promptings that gives them enough reference to the idea, so that when they return to it, the creative thoughts can be reactivated and developed.

My personal version of this hack is to use the notes app on my phone, which I have access to on all devices. I also use one side-trick: If I'm stuck with no ability to type, I will dictate key words in my phone as an appointment. Then at a later time, when I have the chance to advance the idea to my app or a running word file, I do so.

Here are a few tricks you can use in developing this creative hack:

First: Make this a working habit. The trick is to make the "spark file entry" a reflex when creative ideas visit. As soon as you have the thought, immediately put it into your spark file

Second: Give credence to your ideas. Embrace the fact that if something quirky pops into your head, maybe there is merit or a reason. Have the courage to act, own it. In other words, think like a songwriter.

Lastly, and importantly: A quick follow-up is the key to success. You don't have to finish the idea, but a quick second visit to solidify your spark moment may make the difference in bringing your initial thought to life.

So how important is the idea of capturing impromptu creativity? Let's ask Dave

Dave Cobb is the resident producer at RCA Studio A in Nashville. A few years back, Studio A was slated to be demolished for business condos, but the attempt was thwarted in 2014 when a group of influential Nashville music businessmen – spearheaded by Mike Curb and Aubrey Preston – were able to head off the horrendous idea and save the historic studio on Music Row. You may ask, "How does that tie into the idea of a 'spark file'?" Well, if you are going to steal an idea, steal from the best. You see, Cobb has a "not so secret" secret. He always runs tape from the second

one of his sessions begins, and he keeps running tape the entire time no matter what is going on. The reason for this is simple: Cobb wants all ideas, impromptu and otherwise, captured. Running tape is his very fancy version of a "spark file." By using this "studio hack" all Cobb has to do is mark the spots where he thinks genius has come to life, and presto! The moment is already captured and can be recalled and revisited.

What's the business play on this technique?

First, let's start with an honest observation. People involved in creative fields are better at comprehending the value of spontaneous thoughts or "sparks" that pop into their heads. They are wired to respect the potential of those magic moments. For them to catalog these moments in a running file is a natural approach. Business leaders, on the other hand, are generally better at organization and favor a more statistical and analytical approach and although a spark file seems like a natural fit, business leaders probably give less credence to impromptu thinking.

“Whether you live in the world of business or the world of the creativity – or, like most folks in the music business, a blend of both – a spark file is a very effective tool.”

Think of it as a right-brain, left-brain comparison

If you are a right brainer, congratulations – your work-world needs a "spark file" because your mind works like a popcorn machine at a movie theater on a Friday night. But if you are a left brainer, you are organizationally based, and files are "your thing." However, as a left brainer your reality is that you make a file, but don't always recognize the value of spontaneity and often overlook ideas that could be put aside for later review.

The Takeaway

Whether you live in the world of business or the world of the creativity – or, like most folks in the music business, a blend of both – a spark file is a very effective tool. It does the remembering for you and celebrates an opportunity for the impromptu. A spark file allows you the opportunity to capture the impact of the moment and it preserves the "real-time" magic.

Every successful person I know uses some version of this technique. Today's new business leaders are smart enough to recognize that they are well-served to take a cue from the creative clan, and thus, there's a new buzz in business town. 

Menzie Pittman is the owner and director of education at Contemporary Music Center in Virginia (CMC). Following a performance and teaching career spanning more than 32 years, he founded CMC in 1989 and continues to perform, teach, and oversee daily operations. He has 50 years of musical experience as a drummer and drum instructor. Menzie is a frequent speaker at NAMM's Idea Center, and a freelance writer for MMR's "Small Business Matters".

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