



MANAGER Diana Meltzer of the new Rainbow Records shop checks out some of her stock.—Dave Perry photo

## Finally, A Record Shop

by DAVE PERRY

Vinyl junkies, relief is here.

Record collectors and consumers of discs of all shapes, sizes and musical categories will have a place to go in Ridgefield when Rainbow Records opens its doors tomorrow (Friday).

Rainbow, at 88 Danbury Road, will have its grand opening on Friday and Saturday, Oct. 12 and 13. A division of Long Island's Titus Oaks Records, Rainbow is owned by Alan and Diana Meltzer of Old Branchville Road. It is their fourth record store.

### First In Some Time

It is the first record store in town in some time. The Gramophone Shop closed its Copps Hill Plaza store years ago, and the most recent attempt at

vinyl success was a store on Main Street, The Listening Post, which closed more than three years ago. Since then, record lovers have had to travel to Danbury and beyond for stores dedicated exclusively to the joys of listening.

It was 13 years ago that Mr. Meltzer opened his first Titus Oaks store in Brooklyn. He's concentrated on offering a wide selection of music since then, he said, and Rainbow is able to store in its racks the fruits of his effort.

"Newsday called us the Macy's of records," he said. "We'll be showing videos all the time, jazz, classical, rock and pop, and we'll have the records and tapes the consumers want when they want them."

### Large Selection

The store will be a lot of everything, the Meltzers say. In stock will be everything from recent releases to rare oldies, imports and "oddball stuff," as Mr. Meltzer calls it. Records, tapes, singles, dance singles, blank tapes, record care units, posters, buttons and other pop paraphernalia. From Springsteen to Bernstein, it's there.

"We love music," said Mrs. Meltzer. "And people who know we have the other stores have been telling us we should open one here for a long time."

"Since we're in the business already and we live here, it's sort of natural," added Mr. Meltzer.

"Not to knock the other stores or anything," he added, "but Titus Oaks is the record store of the past. Ridgefield will be the store of the future."

The name of the new store was picked for the femininity of its manager, say the Meltzers. "More of a girls' name, and a bit more colorful, like me," said Mrs. Meltzer, a sometime model who calls her striking looks "a little exotic."

### No More Mom and Pop

One of the reasons it has probably taken so long for someone to open a record store here, said the Meltzers, is that you can't just open up "a little record store" anymore.

"You can't afford it unless you've got other stores," said Mr. Meltzer. "It's not just a little mom-and-pop business anymore, like it was in the '60's."

Two of the main features of the store, said the couple, will be speed and price. New releases will be shipped directly from record companies to the Rainbow store. Most chains receive a shipment at a warehouse, then distribute copies to each store, said Mr. Meltzer. "We'll get it faster."

### Prices

He said records that list for \$8.98 will sell for a \$6.99 regularly, \$4.99 on sale. Forty-five r.p.m. singles will sell for about \$1.59, he said. Imported records and collector's items will be priced higher.

Mr. Meltzer said the store will carry a large selection of hard-to-find and out-of-print records.

"There's story about that," said Mr. Meltzer. "A fellow from Stockholm went to Capitol Records in Los Angeles looking for one of their old, out-of-print records. They said they didn't have it, but sent him to Titus Oaks in New York to dig it up."

Rainbow Records is open Monday, Tuesday, Thursday and Saturday from 11 a.m. to 6 p.m., 11 to 7 on Friday, and noon to 5 on Sunday. It is closed Wednesday.

Late Picasso... quite free from the sovereign thrift and the flawless overall control of earlier Picasso, the work went its own way. It had its own weight, its own momentum, and its own ambitions. It had a variety that was quite simply prodigious. —John Russell