

record world

Dedicated To
Serving The
Needs Of The
Music & Record
Industry



Vol. 22, No. 1053

August 12, 1967

IN THIS ISSUE

R & B

from

A to Z

1967

IN CONJUNCTION WITH
THE 12th ANNUAL

NARA

CONVENTION

Regency Hyatt House

Atlanta, Georgia

August 9-13

In the opinion of the editors, this week the following records are the

SINGLE PICKS OF THE WEEK



Diana Ross, now solo billed, and the Supremes have a new Holland-Dozier-Holland tune, "Reflections" (Jobete, BMI), and it's a dazzler (Motown 1111).



A slightly more electronic bag for Paul Revere and the Raiders, featuring pony-tailed Mark Lindsay. It's "I Had a Dream" (Daywin, BMI) (Columbia 4-44277).



Some mighty fine singing here on a Bert Berns-Jerry Ragovoy song, "Heart Be Still" (Ragmar-Web IV, BMI) by Lorraine Ellison and what a smasher (Loma 2074).

SLEEPERS OF THE WEEK



Robert Knight chants a meaningful rockaballad, "Everlasting Love" (Rising Sons, BMI), the teens will like. The beat is there and so is the lyric (Rising Sons 705).



"Do Something to Me" (Cordell Gentry - Patricia, BMI) will do something to youngsters — make them buy. ? and the Mysterians are really in the groove. (Cameo 496).



Swingy "I'm a Fool for You" (Rise-Aim, BMI) is done with good-time fun by James Carr. The side jumps and the dancing set will like it like that (Goldwax 328).



Helena Ferguson, a new-comer, asks a potent R&B question on "Where is the Party?" (Frabob-Palo Alto, BMI) and coin will be the answer (Compass 7009).

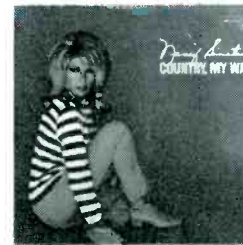
ALBUMS OF THE WEEK



First Garbo laughed. And now Bill Cosby sings. On his "Silver Throat" album. The multi-gold record winner goes for another with this batch of soul songs (Warner Bros. W/WS 1709).



"Aretha Arrives" calls attention to the dominant position attained within a few short months by Aretha Franklin on charts. Here's another chart-topper (Atlantic 8150: SD 8150).



Nancy Sinatra travels to Nashville on "Country, My Way" and Lee Hazlewood joins her for two track treks, "Jackson" being one. Tough sides (Reprise R/R 6251).



The biggest of the Sonny and Cher singles are collected on this bargain hunters delight of a package. The young marrieds have a big album here (Atco 219; SD 219).

SOUL

begins with...



ARTISTS: Lee Dorsey • Mitch Ryder • Clyde McPhatter
The Van Dykes • The Emperors • James & Bobby Purify
The Attractions • Oscar Toney Jr. • The Incredibles
Mr. Bo & His Blues Boys • Lou Johnson • Clifford Curry
James Carr • The Ovations • Spencer Wiggins • Percy Milem
Mighty Sam • Betty Harris • Diamond Joe • Eldridge Holmes
Billie Dearborn

PRODUCERS: Allen Toussaint • Marshall E. Sehorn
Bob Crewe • Don Schroeder • Charles Stewart • Madelon Baker
Jim Riley • Buzz Cason • Bobby Russell • Quinton Claunch
Rudolph Russell • Charles Green & Brian Stone

LABELS: AMY • MALA • BELL • AUDIO ARTS • BIG D
BIG TOP • DYNOVOICE • ELF • FLASHBACK • GOLDWAX
SPHERE SOUND • NEW VOICE • SANSU • TAURUS • PALA

Bell Records 1776 Broadway, New York, N.Y. 10019

London Completes Fall Sales Presentations

The London Records sales caravan, introducing the company's annual fall program under the tag "Fabulous 25 for the Fabulous Fall '67," last week completed its nation-wide series of meetings.

The four "down to brass tacks" sessions, held in Los Angeles, Chicago, Atlanta and New York successively, scored record-breaking attendance by distributors and sales personnel, as well as peak orders, in each area. The two-week period was further highlighted by the presentation of an immediately forthcoming album from the sensational, chart-smashing Procol Harum.

Surprise announcement of the Procol Harum LP was made by London's sales execs to the capacity crowds of distributor and sales personnel in attendance at both the Hollywood and Chicago meetings. Over 65 persons, repping distribution outlets in Chicago itself, Minneapolis, Detroit, Cleveland, Cincinnati, St. Louis, and Buffalo, were present at the Windy City affair, which featured dinner at the swank Sage's East Restaurant and an all-day meeting at the Continental Plaza Hotel. The attendance set an all-time Midwest record for a London event.

Moved to Regency Hyatt

The sales caravan, consisting of Herb Goldfarb, National Sales and Distribution Man-

ager; Walt Maguire, National Singles Sales and A&R Manager; Marty Wargo, Director of Administration; and Terry McEwen, Classical Sales Manager, moved to Atlanta's Regency Hyatt House Motor Inn on Monday (31) for an opening cocktail and dinner affair for the southern distributor fraternity from Dallas, Hous-

(Continued on page 4)

Workshop Programs Set For NARM Mid-Year Meet

PHILADELPHIA, Pa.—The plans for the Workshop sessions, which will highlight the Mid Year Meeting of the National Association of Record Merchandisers, Inc. (NARM), have been announced by the workshop leaders, on the subjects of warehouse security, tape cartridges, and electronic data processing. The NARM Mid Year will convene at Host Farm, Lancaster, Pa., from Sept. 5 through Sept. 8.

James Schwartz (Schwartz Bros. and District Records; Washington, D. C.), leader of the workshop on "Warehouse Security," will do a complete survey of methods successfully in operation now in this area. Working with him will be Jack Tettlebaum of Schwartz Brothers. The workshop on "Warehouse Security" will be held Wednesday, Sept. 6.

The Tape Cartridge Workshop, under the chairmanship of Jack Geldbart (L and F Record Service, Atlanta, Ga.), will feature a panel of NARM members. After an opening report by Geldhart, generally reviewing the tape cartridge situation as it has changed since the NARM Mid Year in 1966, each of four panelists will discuss four different subjects regarding tape cartridges. Merritt Kirk (Calectron, Inc., San Francisco, Cal.) will speak on "How to Merchandise the Tape Cartridge." James Levitus (Car Tapes, Inc., Chicago, Ill.) will speak on the subject "Where Are the Profits in the Cartridge Business?" Stanley Jaffe (Consolidated Distributors, Inc., Seattle, Wash.) will speak on the subject "Fixturing and Inventorying the Multiple Configuration." James Tiedjens (Midwestern Tape Distributors, Inc., Milwaukee, Wis.)

(Continued on page 4)

Klein & Butler Buy 56% Of Cameo/Parkway Shares

PHILADELPHIA — Alfred Rosenthal, President of Cameo-Parkway Records, Inc. (American Stock Exchange), of Philadelphia, has announced that Allen Klein and Abbey Butler purchased 347,000 shares, representing 56% of the outstanding shares of Cameo-Parkway.

The sale was made by William H. Bowen (of Texas), chairman of the board of

Cameo-Parkway, who held the stock in Camway, Inc., and Vending Corporation. The purchase by Klein and Butler was made in their nominee corporations.

The purchase price was substantially below the present market price. Of the 347,000 shares, Klein purchased 297,000 shares and Butler bought 50,000.

Kapp Sales Soar

NEW YORK—Kapp Records has just closed its fiscal books on one of the most successful years in the firm's history, with net sales for the period just ended topping the previous year's figure by 60%, according to a report by Sid Schaffer, VP in Charge of Sales.

Just returned from a cross-country sale tour, Schaffer noted that for most of the year right up to this date, Kapp has had four or five LPs on the charts consistently, and the label is now more than ever before in the teen market, with a top chart single by the Critters, "Don't Let the Rain Fall Down on Me," and others bidding for attention.

(Continued on page 4)

Ladies to NARM

PHILADELPHIA, Pa.—As a result of requests from NARM members, the Board of Directors has reviewed its decision that the Mid Year Meeting (Host Farm, Lancaster, Pa., Sept. 5-8) be "for men only."

Although there will be no planned activities for the ladies, any NARM member who wishes to bring his wife may do so. There will be no registration fee for wives, and no activities planned for them. However, they may take full advantage of all Host Farm recreational facilities.

Col Execs at Convention



Columbia executives are shown during convention addresses at the label's national sales meet in Hollywood, Fla., recently. Above, from left: Clive J. Davis, VP, General Manager, CBS Records; Goddard Lieberman, President, CBS/Columbia Group; Bill Farr, VP, Marketing, CBS Records; William P. Gallagher, VP, Columbia A&R and Special Projects; Tom Noonan, Director, Columbia Label National Promotion; and Don England, Director, Columbia Label Sales.

Producers Of This Week's Front Cover Picks

Holland, Dozier

"Reflections"

Terry Melcher

"I Had a Dream"

Jerry Ragovoy

"Heart Be Still"

Buzz Cason, Mac Gayden

"Everlasting Love"

Gentry-Cordell

"Do Something to Me"

Quinton M. Claunch-Rudolph V. Russell

"I'm a Fool for You"

Dakar Production

"Where is the Party"

Barbra Renews With Columbia

Barbra Streisand has renewed her association with Columbia Records and will continue to record for the label on a long-term basis. The announcement was made by Goddard Lieberman, President, CBS/Columbia Group, at the awards banquet which concluded Columbia Records' recent National Sales Convention on Saturday, July 29.

Clive J. Davis, Vice President, General Manager, CBS Records, in commenting on Miss Streisand's future with Columbia, said: "Barbra Streisand stands unchallenged as the most exciting female entertainer of this decade. Her outstanding talents, her individuality and her uniqueness have brought her fame not only as a performer, but as a personality whose impact on the public and the entertainment world is immeasurable. We look forward with great pride to the continuation of Barbra's phenomenal success on Columbia Records."

Earlier in the Convention, Davis announced that Columbia had secured the rights to the sound track recording of Miss Streisand's first motion picture, the Columbia Pictures production of "Funny Girl," in which Miss Streisand will recreate the role of Fanny Brice, for which she was so celebrated on Broadway.

Heard 'Wholesale'

Barbra Streisand was first heard on records on Columbia's original Broadway cast recording of "I Can Get It for You Wholesale." Since then, seven of Miss Streisand's solo LP's on Columbia have won Gold Records for individual album sales of over 1,000,000: "The Barbra Streisand Album," "The Second Barbra Streisand Album," "Barbra Streisand/The Third Album," "People," "My Name Is Barbra," "My Name Is Barbra, Two . . ." and "Color Me Barbra."

Moreover, Miss Streisand has received a number of Grammy Awards from the National Academy of Recording Arts and Sciences for her recorded performances. In 1963, "The Barbra Streisand Album" brought the star two Grammys, one for "Album of the Year" and another for "Best Solo Vocal Performance—Female." The following year, she again received a Grammy for "Best Solo Vocal Performance—Female" merited by her LP "People," and she was honored with the same award in 1965 for "My Name Is Barbra."

Command Cuts Benny Goodman

NEW YORK—Loren Becker, VP and General Manager of Command Records, has announced the signing of Benny Goodman.



Pictured: Loren Becker, Vice President and General Manager for Command Records, Benny Goodman and Robert Byrne, Director of A & R for Command.

Recording sessions took place during June and early July. Plans are set for the album to be released sometime in the latter part of September. Distributors heard cuts from the album at the regional sales meeting in Los Angeles on Aug. 4, in Chicago on Aug. 7 and in New York on Aug. 9.

Becker stated that Goodman "will be presented as he has never been heard before." With the perfection of recording techniques in recent years, and in particular those forward strides made by Command, the wedding of Goodman's unique artistic talent and Command's superior recording ability should create a notable album.

This first Goodman project with Command features him within the musical framework of a septet.

NARM Workshops

(Continued from page 3)

will speak on the subject "What Can NARM Do for the Cartridge Industry?" Ample time will be allotted for extensive discussion and an exchange of ideas among the members in attendance. The Tape Cartridge Workshop will be held Thursday morning, Sept. 7.

On Friday morning, Sept. 8, Cecil H. Steen (Recordwagon, Inc., Woburn, Mass.) will conduct a workshop on Electronic Data Processing. For the first time, actual systems now in operation at four NARM member companies will be explained in detail. In addition to Steen's own system, in operation at Recordwagon, electronic data processing systems in operation at J. L. Marsh Company (Heilicher Brothers), Minneapolis, Minn.; District Records (Schwartz Brothers), Washington, D. C.; and Music Merchandisers of America, Los Angeles, Calif., will be utilized. The

London Sales

(Continued from page 3)

ton, New Orleans, Memphis, Atlanta, Miami and Charlotte. An all-day sales session followed on Tuesday (1).

The series was climaxed by a two-day affair at New York's Summit Hotel on Wednesday and Thursday (2 and 3). The successful presentation was attended by D. H. Toller-Bond, President of London Records; John Stricker, Treasurer; and a host of home office personnel, in addition to the touring company's star performers.

Goldfarb announced that the fall '67 splurge of star disk material will be backed up by a record amount of consumer and trade advertising. He added that initial sales of the Procol Harum album were expected to exceed 100,000 with orders written during the earlier stages of the meetings solely on the basis of the LP's jacket. Immediate delivery of the disk is scheduled.

Mary Coordinates

Mary Mason, News Director of WHAT, has been named Coordinator for the 1967 convention of the National Association of Radio and Television Announcers to be held Aug. 9 through 13 in Atlanta, Ga.

systems will be viewed as applicable to rack jobbing, distribution, and the one-stop.

Chairman for the opening workshop on Wednesday, Sept. 6, Amos Heilicher, whose workshop will deal with the problem "Your Business in Today's Economy," will announce the panelists who will be working with him on this important presentation within the next week.

Although the workshop sessions are particularly geared to the needs of the NARM wholesaler members (Regular Members), advance registration from the NARM Associate Members (manufacturers) has been excellent. Manufacturers will have ample opportunity to meet with their customers following the workshop sessions, both in the afternoon and the evenings of Wednesday and Thursday, Sept. 6 and 7. A special area will be set up on the convention level of the hotel, where conference tables will be set up for manufacturers to meet with their customers. Associate Members are also invited to attend sessions.

Kapp Sales

(Continued from page 3)

"Kapp's Country and Western product is stronger than ever; Roger Williams has had one of his best years and is still scoring heavily for us, as is Jack Jones. We have continued in our original cast album tradition with 'Man of La Mancha,' which just hit the million mark, and our international label, 4 Corners, continues to reach new levels of activity for us. Our policy of greater emphasis in the singles market, while maintaining our high level of quality LP production is paying off handsomely!" said Schaffer.



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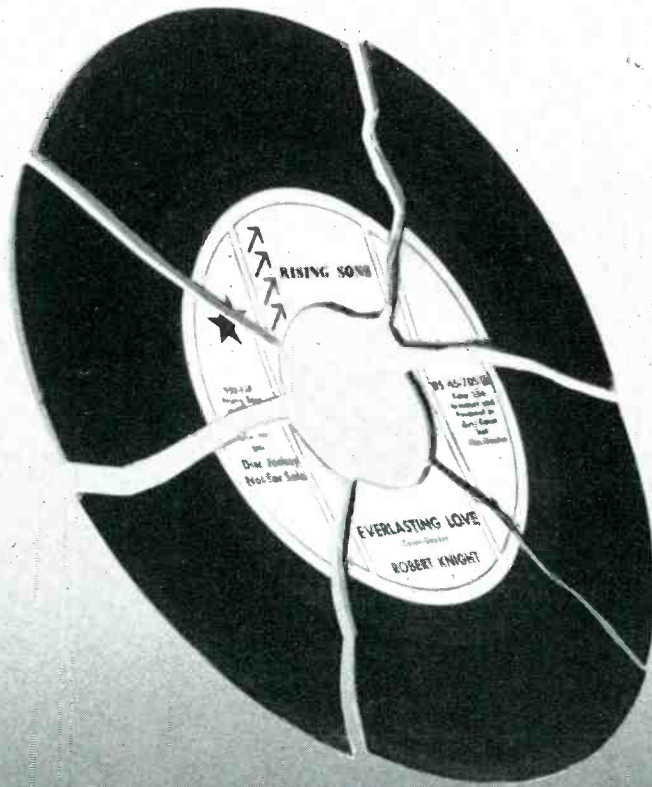
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INTRO PUBLISHING CO., INC.


WE KNOW THIS IS A HIT RECORD!



this record is breaking!



in the "NOW" BAG... cracking POP & R & B markets coast to coast

R  **OBERT**
KNIGHT

"Everlasting Love"

RISING SONS 45-705

RISING SONS RECORDS
A DIVISION OF MONUMENT RECORDS
NASHVILLE/HOLLYWOOD

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**Record
World
salutes
NARA**

Record World is proud to salute NARA on its 12th Anniversary. We're proud, for one reason, because the field which NARA primarily covers, R&B, is a field which Record World, alone among the trade papers, examines in depth and exhaustively in each and every issue. We're proud also because it is a heartening sight to watch an organization grow the way NARA has done to the point where its conventions are now a major event of the record year and are attended by all segments of the recording industry. The acceptance of the organization, its growth and maturity, are eloquent evidence of the devotion and skill of the men and women who belong to it and lead it.

In honor of NARA's 12th convention, Record World is this week issuing its annual report, R&B From A to Z. In this issue we examine R&B from its historical background to its latest developments, stopping along the way to study several of the companies and artists that have brought it to its current high state. For R&B has reached such heights that the buyer of pop single records today is, to a large extent, buying the results of years of R&B experience.

To the members and officers of NARA, who individually and collectively have every reason to be proud of what R&B has accomplished and what NARA as an organization is achieving, a salute from Record World.

record world

Special Achievement Award (Outstanding Artist)

Jackie Wilson (Brunswick)



Special Achievement Award (Outstanding Producer)

Jim Stewart (Stax-Volt)

Most Promising Male Vocalist



1. { **Arthur Conley** (Atlantic)
Oscar Toney, Jr. (Bell)
2. **Aaron Neville** (Parlo)
3. **Freddy Scott** (Shout)
4. **Darrell Banks** (Revilot)
5. **Joe Simon** (Sound Stage 7)
6. **Jimmy Holiday** (Minit)
7. **Howard Tate** (Verve)
8. **James Carr** (Goldwax)
9. **J. J. Barnes** (Ric Tic)
10. **Jimmy Ruffin** (Soul)

Top Record



1. **Respect** — **Aretha Franklin** (Atlantic)
2. **I Never Loved A Man** — **Aretha Franklin** (Atlantic)
3. { **Tell It Like It Is** — **Aaron Neville** (Parlo)
Are You Lonely For Me — **Freddy Scott** (Shout)

Top Male Vocalist



1. { **James Brown** (King/Smash)
Wilson Pickett (Atlantic)
2. **Otis Redding** (Volt)
3. **Stevie Wonder** (Tamla)
4. { **Percy Sledge** (Atlantic)
Lou Rawls (Capitol)
5. **Joe Tex** (Dial)
6. **Ray Charles** (ABC)
7. **Marvin Gaye** (Tamla)
8. **Solomon Burke** (Atlantic)
9. **Chuck Jackson** (Wand)
10. **Walter Jackson** (Okeh)

Top Male Vocal Group

1. **Temptations** (Gordy)
2. **Four Tops** (Motown)
3. **Miracles** (Tamla)
4. **Mad Lads** (Volt)



Most Promising Male Vocal Group



1. **Artistics** (Brunswick)
2. **Fantastic Four** (Ric Tic)
3. **Dyke & Blazers** (Original Sound)
4. **Intruders** (Gamble)
5. **Manhattans** (Carnival)

The No. 1 Talents Are In The ABC Family

Record World Annual R & B DJ Poll



THE RAELETS

#1 Most Promising Female Vocal Group

Their latest single

"INTO SOMETHING FINE"

TRC 976

Produced by Ray Charles



A Tangerine Production.

B. B. KING

#1 Top Blues Singer

His latest single

"WORRIED DREAM"

BL 61007



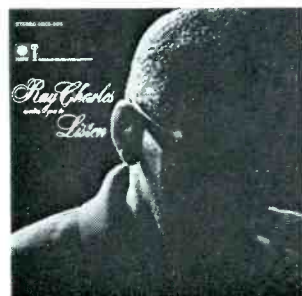
His Newest Album



B. B. KING
BLUES IS KING BL 6001

A PRODUCT OF ABC RECORDS, INC.
A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.

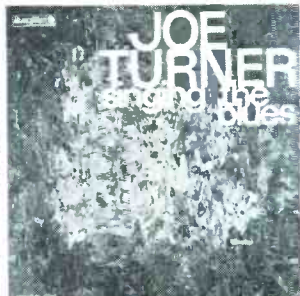
The Great Big Hit Album



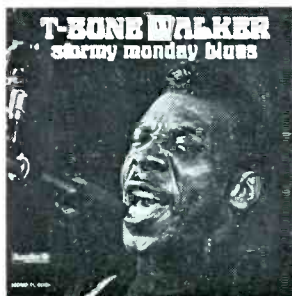
RAY CHARLES
LISTEN

ABC 595

BluesWay New Releases

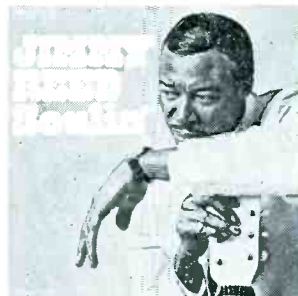


JOE TURNER
SINGING THE BLUES BL 6006



T-BONE WALKER
STORMY MONDAY BLUES

BL 6008



JIMMY REED
SOULIN'

BL 6009

Available R & B Standards

(Continued from page 36)

Heart	Wand	LABELLE, PATTI AND THE BLUE BELLES	LYNN, BARBARA	Heaven And Paradise	Dooto	PICKETT, WILSON	
I Don't Want To Cry	Wand	You'll Never Walk Alone	You'll Lose A Good Thing	This Must Be Paradise	Dooto	Don't Fight It Baby	Atlantic
I Keep Forgettin'	Wand			MELLOKINGS		In The Midnight Hour	
I Need You	Wand	New Town	MABON, WILLIE	Tonight, Tonight	Flashback	Land Of 1000 Dances	
I Wake Up Crying	Wand	Down The Aisle	I Don't Know	MIDNIGHTERS		Mustang Sally	
Since I Don't Have You	Wand	I Believe	MAD LADS	Land Of 1,000 Dances	Chatahoochee	634-5789	
Something You Got	Wand	LANCE, MAJOR	Don't Have To Shop Around	Mighty Hannibal		For Better Or Worse	
Tell Him I'm Not Home	Wand	Ain't It A Shame	MAGNIFICENT MEN	Jerkin' The Dog	Decca	If You Need Me	Double L
JACKSON, DEON		Hey Little Girl	Stormy Weather	MIMMS, GARNETT		It's Too Late	
Love Makes The World Go Round	Carla	I'm So Lost	You Changed My Life	Cry Baby	U.A.	Come Home Baby	Atlantic
JACKSON, WALTER		Monkey Time/Um, Um, Um, Um	MAJORETTES	For Your Precious Love	U.A.	Funky Broadway	
It's All Over	Okeh	Rhythm	White Levis	MIRACLES		PLATTERS	
Welcome Home	Okeh	Come See	MARCELS	A Love She Can Count On	Tamia	Great Pretender	Mercury
Speak Her Name		Too Hot To Hold	Blue Moon	On		Harbor Lights/Smoke Gets In Your Eyes	
JAGUARS		The Matador	MARESCA, ERNIE	Broken Hearted		I Love You 1,000 Times	
Way You Look Tonight	Era	LAZY LESTER	Shout Shout (Knock Yourself Out)	Come On Do The Jerk		Love Me Tender	
JAMES, ELMORE		Lazy Lester	MARKEYS	Everybody Gotta Pay Some Dues		My Prayer	
The Sky is Crying	Flashback	I'm A Love, Not A Fighter	Last Night	I Gotta Dance To Keep From Crying		Remember When	
JAMES, ETTA		They Call Me Lazy	Morning After	I Like It Like That		Sincerely/P.S. I Love You	
All I Could Do Was Cry	Cadet	LEE, JACKIE	Philly Dog	I'll Try Something New		Twilight Time	
JAY HAWKS		The Duck	Popeye Stroll	Mickey's Monkey		With This Ring	Musicor
Stranded In The Jungle	V.J. Oldies	LEWIS, BARBARA	MARTHA & THE VANDELLAS	Ooo Baby Baby		I Love You 1000 Ways	
JAYNETTES		Baby I'm Yours	Come And Get These Memories	Shoo Around		PRICE, LLOYD	
Sally Go 'Round The Roses	Tuff	Hello Stranger	Dancing In The Street	That's What Love Is Made Of		Amen	Monument
JOHNNY & THE EXPRESSIONS		I'll Make Him Love Me	Heat Wave	You Can't Let The Boy Over Power The Man		I'm Gonna Get Married	ABC
Something I Want To Tell You	Josie	LEWIS, BOBBY	I'll Have To Let Him Go	In You		Just Because/Why	
JOHNSON, BUBBER		Tossin' And Turnin'	In My Lonely Room	You Really Got A Hold On Me		Lawdy Miss Clawdy	Specialty
Come Home	King	LITTLE BUSTER	Live Wire	On Me		Personality	ABC
JOHNSON, LONNIE		Looking For A Home	Nowhere To Run	Rad Girl		Stagger Lee	
Tomorrow Night	King	LITTLE CAESAR	Quicksand	Tracks Of My Tears		PRYSOCK, ARTHUR	
JOHNSON, JOE		My Girl Sloopy	Wild One	Depend On Me		There Goes The Maitman	Peacock
Dirty Woman Blues	A-Bet	Those Oldies But Goodies	You've Been in Love Too Long	Happy Landing		Bye Bye Baby	
JOHNSON, MARV		Remind Me Of You	MARVELETTES	Who's Lovin' You		PURIFY, JAMES & BOBBY	
You Got What It Takes	U.A.	LITTLE EVA	As Long As I Know	MIRACLES		Shake A Tail Feather	Bell
K-DOE, ERNIE		Loco-Motion	He's Mine	Bad Girl	Chess	I'm Your Puppet	
Mother-in-Law	Minit or Imp.	LITTLE JOHNNY TAYLOR	Beechwood 4-5789	MOJO MEN		RADIANTS	
THEOLA KILGORE		I Smell Trouble	He's A Good Guy	Dance With Me	Autumn	Ain't No Big Thing	Chess
This Is My Prayer	Serock	Part Time Love	Locking Up My Heart	Legend Of Sleepy Hollow		Voice Your Choice	
The Love Of My Man		Since I Found A New Somebody's Got To Pay	Playboy	MONOTONES		Father Knows Best	
KENDRICK, NAT		LITTLE MILTON	Please Mr. Postman	Book Of Love	Cadet	THE RAELETS	
Mashed Potatoes	Dade	Blind Man	Your Daddy Knows Best	Legend Of Sleepy Hollow		One Hurt Deserves Another	Tangerine
KENNER, CHRIS		We're Gonna Make It	You're My Remedy	MOODY BLUES	London	RAWLS, LOU	
I Got Loaded	Imperial	LITTLE RICHARD	Strange I Know	Go Now		Three O'Clock In The Morning/Stormy Monday	Capitol
I Like It Like That	Exodus	Baby Face	Someday Someway	MUDDY WATERS		LOU RAWLS	
Land Of 1000 Dances	Instant	Good Golly Miss Molly	Danger Heartbreak Ahead	I'm Your Hoachie		Tobacco Road	Capitol
KILGORE, THEOLA		Jenny, Jenny	I'll Keep Holding On	Coochie Man	Chess	The Shadow Of Your Smile	
The Love Of My Man	Scepter	Keep A Knockin'	MARVELOWS	Just Make Love To Me	Chess	Love Is A Hurtin' Thing	
KING, ALBERT		Long Tall Sally	I Do/My Heart	Got My Mojo Workin'	Chess	You Can Bring Me All Your Heartaches	
Don't Throw Your Love On Me So Strong	King	Lucille	You've Been Going With Sally	ORIGINAL CASUALS		Trouble Down Here Below	
KING, B. B.		Ooh! My Soul	MASON, BARBARA	So Tough	Backbeat	Three O'Clock In The Morning	
Baby Look At You	Kent	Rip It Up	Sad, Said Girl	ORIOLES		Dead End Street	
Beautician's Blues		She's Got It	Yes, I'm Ready	Crying In The Chapel	Jubilee	Show Business	
Blue Shadows		Slippin' And Slidin'	MAYFIELD, PERCY	ORLONS		REDDING, OTIS	
Got 'Em Bad		Tutti Frutti	Please Send Me Someone To Love	South Street	Cameo	Chained And Bound	Volt
Help The Poor	ABC	Don't Deceive Me	We Both Must Cry	Wah-Watusi		Fa-Fa-Fa-Fa	
It's My Own Fault		LITTLE WALTER	My Bottle Is My Companion	OTIS, JOHNNY		Mr. Pitiful	
Just A Dream	Kent	Crazy Legs	Long As You're Mine	Willie And The Hand Jive	Capitol	Pain In My Heart	
Please Send Me Someone	ABC	My Babe	MCCAIN, JERRY	OWENS, DONNIE		Respect	
Rock Me Eaby	Kent	LITTLE WILLIE JOHN	She's Crazy About Entertainers	Need You	V.J. Oldies	Satisfaction	
3:00 Blues		All Around The World	Honky Tonk	PACKERS		Security	
Tomorrow Night	ABC	Big Blue Diamonds	Nothing Takes The Place Of You	Hole In The Wall	Pure Soul	That's What My Heart Needs	
Whole Lotta Livin'		Fever	MCDANIELS, GENE	PARAGONS		These Arms Of Mine	
You're Gonna Miss Me	Kent	Heartbreak (It's Hurtin' Me)	One Hundred Pounds Of Clay	Florence	V.J. Oldies	REED, JIMMY	
KING, BEN E.		Leave My Kitten Alone	Point Of No Return/Chip Chip	Let's Start All Over Again	V.J. Oldies	Ain't That Lovin' You	
Don't Play That Song I (Who Have Nothing)	Atco	Let Them Talk	MCPHATTER, CLYDE	PARKER, JUNIOR		Baby	Exodus
Seven Letters		Person To Person	A Lover's Question	That's Airtight	Duke	Baby What You Want Me To Do	V.J.
Spanish Harlem		Sleep	Lover Please	Annie Get Your Yo-Yo		To Do	
Stand By Me		Take My Love	Treasure Of Love	Five Long Years		Big Boss Man	Exodus
Cry No More		Talk To Me	MEADOW LARKS	Driving Wheel		Bright Lights, Big City	Exodus
The Record		Talk To Me, Talk To Me	Always & Always	Sweet Home Chicago		Hush Hush	V.J.
It's All Over		Walk Slow		Need Time You See Me		I'll Change My Style	V.J.
KING, EARL "CONNELLY"		You're A Sweetheart		PARKER, SONNY		Two Ways To Skin (A Cat)	ABC
Big Blue Diamonds	King	LITTLE WOO-WOO		Worried Life Blues	Peacock	Take Out Some Insurance	V.J.
Don't Take It So Hard	King	This Wonderful Girl Of Mine		Diseasted Blues		I'm The Man Down There	V.J.
KNIGHT, GLADYS & THE PIPS		LOVE, DARLENE		PASTEL SIX		Shame, Shame, Shame	V.J.
Every Beat Of My Heart	Exodus	The Boy I'm Gonna Marry		Cinnamon Cinder	Era		
Operator	Exodus	LYDELLES		Blue Suede Shoes	Sun		
Either Way I Lose	Maxx	There Goes The Boy		PERRYMAN, PAUL			
Who Knows				Just To Hold My Hand	Duke		
If I Should Fall In Love							

(Continued on page 40)

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Atlanta, Georgia



Available R & B Standards

(Continued from page 38)

Take Out Some Insurance Exodus
REVELS
 Church Key Impact
RIGHTEOUS BROTHERS
 Ebb Tide Phyllis
 Fanny Mae Moonglow
 For Your Love
 Go Ahead And Cry Verve
 He
 I Still Love You Moonglow
 Just Once In My Life Phyllis
 Koko Joe Moonglow
 Little Latin Lupe Lu
 My Babe
 Soul And Inspiration Verve
 This Little Girl
 Of Mine Moonglow
 Unchained Melody Phyllis
 You Can Have Her Moonglow
 You've Lost That Lovin'
 Feeling Phyllis
RIVIERAS
 California Sun Riviera
 Rockin' Robin Riviera
RIVINGTONS
 Papa-Cow-Mow-Mow Liberty
ROB ROY
 Tell Me Why Backbeat
 Audry
ROBERT & JOHNNY
 We Belong Together Old Town
ROBIN, ROUND
 Land Of 1,000 Dances Domain
ROBINS
 Smokey Joe's Cafe Atco
RONETES
 Be My Baby Phyllis
 Breaking Up
 Walkin' In The Rain
ROSS, JACKIE
 Selfish One Chess
ROYAL TONES
 Poor Boy Jubilee
 Seesaw Jubilee
SAM & DAVE
 Hold On I'm Comin' Stax
THE SAPPHIRES
 The Slow Fizz ABC
SCOTT, FREDDIE
 Hey Girl Colpix
 I Got A Woman Colpix
SENSATIONS
 Let Me In Cadet (Argo)
 Please Mr. Disc Jockey Atco
 Yes Sir That's My Baby
SHARP, DEE DEE
 Mashed Potatoes Time Cameo
SHAW, TIMMY
 Gonna Send You Back
 To Georgia Wand
SH-BOOMS
 Sh-Boom Atco
SHIRELLES
 Baby, It's You Scepter
 Dedicated To The One
 I Love
 Don't Say Goodnight And
 Mean Goodbye
 Foolish Little Girl
 I Met Him On A Sunday Decca
 Mama Said Scepter
 Sha-La-La
 Soldier Boy
 Tonight's The Night
 Will You Love Me
 Tomorrow
SHIRLEY & LEE
 Let The Good Times
 Roll Imperial
SLEDGE, PERCY
 It Tears Me Up Atlantic
 Warm And Tender Love
 When A Man Loves
 A Woman
JIMMY SMITH
 The Cat Verve
 The Sermon Blue Note

Red Top
 Midnight Special
 Hobo Flats Verve
 Pork Chop Blue Note
 One O'Clock Jump
 Can Heat
 Ol' Man River Verve
 Bashin'
 See See Rider Blue Note
 Prayer Meetin'
 Matilda, Matilda
 Walk On The Wild Side Verve
 Who's Afraid Of
 Virginia Wolf?
 When My Dreamboat
 Comes Home Blue Note
 Mack The Knife
 Minor Chant
 Goldfinger Verve
 Back At The Chicken
 Shack Blue Note
 Organ Grinder's Swing Verve
SOUL, JIMMY
 If You Wanna Be Happy SPQR
SOUL-MATES
 I Want A Boy Friend
 (Girl Friend) Era
SPANIELS
 Goodnight Sweetheart Exodus
 Stormy Weather
 You Painted Pictures
SPARKLETONES
 Boys Do Cry G.G.
STAPLE SINGERS
 Hammer & Nails Epic
STARR, EDWIN
 Agent Double-O-Soul Ric Tic
STEWART, BILLY
 Billy's Blues Chess
 Reap What You Sow
 I Do Love You
 Strange Feeling
 Sitting In The Park
 How Nice It Is
SUPERBS
 Baby, Baby All The Time Dore
SUPERIORS
 Lost Love Atco
SUPREMES
 Baby Love Motown
 Breath Taking Guy
 Buttered Popcorn Tamla
 Come See About Me Motown
 I Want A Guy Tamla
 Let Me Go The Right
 Way Motown
 Lovelight Shining In
 His Eyes
 My Heart Can't Take It
 No More
 Run Run Run
 Stop! In The Name
 Of Love
 Where Did Our Love Go
 Your Heart Belongs
 To Me
 Back In My Arms Again
 My World Is Empty
 Without You
 You Can't Hurry Love
 You Keep Me Hangin' On
 Love Is Here And Now
 You're Gone
 The Happening
 I Hear A Smokey
 Nothing But Heartaches
SWALLOWS
 Beside You Federal
SWINGING BLUE JEANS
 Happy Hippy Shake Imperial
TAMS
 Hey Girl Don't Bother me ABC
 What Kind Of Fool
 Riding For A Fall
 It's Better To Have Loved
 A Little
 Shelter
 Breaking Up
 Mary, Mary, Row Your Boat

TASSELS
 To A Soldier Boy Amy
TAYLOR, LITTLE JOHNNY
 Part Time Love Galaxy
 Since I Found A New Love
 Somebody's Got To Pay
 I Smell Trouble
TAYLOR, TED
 Be Ever Wonderful Epic
 Daddy's Baby
 Be Ever Wonderful Duke
TEARDROPS
 Stars Are Out Tonight Port
TECHNIQUES
 Hey Little Girl G.G.
TEMPTATIONS
 Dream Come True Gordy
 Farewell My Love
 It's Growing
 I Want A Love I Can See
 My Girl
 Paradise
 The Way You Do The
 Things You Do
 Why You Wanna Make
 Me Blue
 Since I Lost My Baby
 Girls Alright With Me
TEX, JOE
 All I Could Do Was
 Cry Checker
 A Woman Can Change
 A Man Dial
 Hold On To What
 You've Got
 Say Thank You
 One Monkey Don't Stop
 No Show
 I Want To
 I Had A Good Home
 But I Left
 Show Me
 The Love You Save
THOMAS, B. J.
 I'm So Lonesome Scepter
 I Could Cry
THOMAS, CARLA
 B-A-B-Y Stax
 Gee Whiz Atlantic
 I'll Bring It Home To You
 A Woman's Love
 I've Got No Time
 To Lose
 How Do You Quit
 Stun! Look What You're
 Doing Stax
THOMAS, IRMA
 Girl Needs Boys Imperial
 He's My Guy
 It's Raining
 Take A Look
THOMAS, RUFUS
 Can Your Monkey Do
 The Dog Stax
 The Dog
 Walking The Dog
THORNTON, WILLIE MAE
 Let Your Tears Fall Peacock
 Hound Dog
 I Smell A Rat
 They Call Me Big Mama
THUNDER, JOHNNY
 Loop De Loop Diamond
TILL, SONNY & THE ORIOLES
 Crying In The Chapel G.G.
TINY TIM & THE HITS
 Wedding Bells G.G.
TOWNSEND, ED
 For Your Love Capitol
THE TRENDS
 Gonna Have To Show You ABC
 That's How I Like It
 Check My Tears
TROY, DORIS
 Just One Look Atlantic
TURNER, IKE & TINA
 A Fool In Love Sue

I Idolize You Sue 735
 It's Gonna Work Out Fine Sue
 Somebody Needs You Loma
 Two Is A Couple Sue
 Mountain High—
 Valley Deep Phyllis
 Tell Her I'm Not Home
 He's The One
 A Fool In Love
TURNER, JOE
 Shake, Rattle, And Roll Atlantic
TYPES
 Somewhere Parkway
UPCHURCH, PHIL
 You Can't Sit Down U.A.
UPTONES
 No More Era
VALENTINES
 Don't Say Goodnight G.G.
 Lily May Belle
 Nature's Creation
VAN DYKES
 No Man Is An Island Mala
VELVELETES
 He Was Really Sayin'
 Something V.I.P.
 Needle In A Haystack
VERDELL, JACKIE
 Why Not Give A Chance Peacock
VISCOUNTS
 Harlem Nocturne Amy
VOLUMES
 Come Back Into My Heart Chex
 I Love You
WAILERS
 Tall Cool One Golden Crest
WALKER, JR. & ALLSTARS
 Shotgun Soul
 Hot Cha
 Roomerang
 Tune Up
 Shake And Fingerpop
 Cleo's Back
WALLACE BROTHERS
 Faith Sims
 I'll Step Aside
 Lovers' Prayer
 No More
 Precious Words
WALLACE, JERRY
 Even The Bad Times Challenge
 How The Time Flies
 In The Misty Moonlight
 King Of The Mountain
 Primrose Lane
 Shutters And Boards
WARD, BILLY
 Deep Purple/Stardust Liberty
WARD, BILLY & THE DOMINOES
 Do Something To Me Federal
 Have Mercy Baby
 No Sava My Heart
 Sixty Minute Man
WARWICK, DIONNE
 Anyone Who Had A
 Heart Scepter
 Are You There
 Walk On By
 A House Is Not A Home
 Reach Out For Me
 Who Can I Turn To
 Message To Michael
 Trains & Boats & Planes
 Alfie
 The Windows Of The World
 Don't Make Me Over
 Wishin' and Hopin'
 Make The Music Play
 Here I Am
WASHINGTON, DINAH
 Baby, You've Got What
 It Takes Mercury
 This Bitter Earth
 Unforgettable
 What A Difference A Day
 Makes
 Where Are You Roulette

WELCH, LENNY
 A Taste Of Honey Columbia
 Ebb Tide Cadence
 Since I Fell For You Columbia
 Two Different Worlds Kapp
WELLS, MARY
 He's A Lover 20th Cent. Fox
 Bye Bye Baby Motown
 I Don't Want To Take
 A Chance Mowtown
 Laughing Boy Motown
 My Guy Motown
 One Who Really Loves
 You Motown
 You Beat Me To The
 Punch Motown
 You Lost The Sweetest Boy/
 What's Easy For Two Motown
 Strange Love Motown
 Your Old Standby Motown
 Two Lovers Motown
WESTON, KIM
 A Thrill A Moment Gordy
 Love Me All The Way Tamla
WHIRLERS
 Magic Mirror Port
WIGGINS, JAY
 Sad Girl Amy or I.P.G.
 Forgive Then Forget
WHISPERS
 Shake It, Shake It Dore
WILLIAMS, JOE
 A Man Ain't Supposed
 To Cry G.G.
 Hallelujah, I Love Her So
WILLIAMS, LARRY
 Bonie Moronie Specialty
 Dizzy Miss Lizzy
 Just Because
 Short Fat Fannie
WILLIAMS, MAURICE & ZODIACS
 Stax Flashback
WILLIAMS, OTIS & THE CHARMS
 Gum Drop Deluxe
 Hearts Of Stone
 Ivory Tower
 That's Your Mistake
 Two Hearts
WILLIS, CHUCK
 Betty And Dupree Atlantic
 C C Rider
 Hang Up My Rock
 N Roll Shoes
 It's Too Late
WILSON, JACKIE
 All My Love Brunswick
 Come Back To Me
 I'll Be Satisfied
 Lonely Teardrops
 Night/Doggin' Around
 Baby Workout
 Big Boss Line
 Squeeze Her—Tease Her
 She's All Right
 Danny Boy
 No Pity
 I Believe I'll Love On
 Brand New Thing
 Whispers (Gettin' Louder)
 Just Be Sincere
WRIGHT, O. V.
 You're Gonna Make Me
 Cry Backbeat
WONDER, STEVIE
 Castle In The Sand Tamla
 Contract On Love
 Fingertips Pt. 1
 Hey Harmonica Man
 I Call It Pretty Music
 Workout Stevie Workout
 I Was Made To Love Her
YOUNG RASCALS
 Good Lovin' Atlantic
 I Ain't Gonna Eat Out My
 Heart Any More
 Grovin'

Sincere Appreciation
to the

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Members and

ALL D.J.'S

Everywhere

Whose Votes Made It Possible For Our Artists
To Receive The Numerous Awards In All Categories
In record world's Annual R & B D J Poll, 1967

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The Sound of Young America[®]

New Breed Of Nashville Cat

By BUZZ CASON

A new breed of "Nashville Cat" is emerging on the record scene here in the Music City. Rhythm and Blues music is definitely being pursued by a small but active group of producers and companies amid the usual "Nashville (C&W) Sound."

R&B has always shared the musical spotlight locally in one form or another, and some of the biggest stars in the business "cut their teeth" at Nashville R&B night clubs, going as far back as Little Richard and Ray Charles and as recent as England's current idol, Jimi Hendrix. In those years, R&B recording was confined mainly to Ernie Young's Excello label with its "down home blues" artists like Slim Harpo or an occasional "mid-fifties" sounding group like the Gladiolas.

Creating Own Super Stars

The field has come a long way since those days and Nashville is now attempting to stay on top of the "soul sound" and create its own R&B super-stars. For instance, the Excello-Nashboro operation has now moved on to greater heights with new artists, new labels and a beautiful new studio. Buddy Killen's Dial Records has met phenomenal success and its brightest star is Joe Tex. This team's track records speaks for itself. Out Monument way the "stage is set" for R&B where John R. is swinging with the Sound Stage Seven label. Joe Simon is his top artist so far.

Other indie producers tossing their hats into the ring are Bill "Hoss" Allen producing recently for the Hollywood label and Jerry Crutchfield turning out



Buzz Cason

soul sounds for Coral and Atlantic.

Our firm, Russell-Cason Productions, has opened the door with "She Shot a Hole in My Soul" by Clifford Curry on Elf, and currently the new Robert Knight disk, "Everlasting Love," on Rising Sons. Like the aforementioned group of producers, we're on the look-out day and night for new R&B artists and writers.

More Labels on Horizon

On the horizon are plans for several new R&B labels and studios which include Chart Records' (one of Nashville's most successful independents) entry into the field. Norris Wilson and John Scoggins along with engineer Neil Wilburn have tailored their new studios, Exit Recorders, to specialize in the current R&B Sound.

To the west of Music City is the great "Memphis Sound" and to the South of us the soulful Florence-Sheffield happenings, but keep an eye on the new soul breed of Nashville Cat!

Latin Soul

By TOMAS FUNDORA

A wild and newly exciting dimension in rhythm has arrived! From Argentina to Canada . . . from Mexico to Santo Domingo . . . from Brazil to Panama . . . It's all over! . . . It is called "Latin Soul."

It all began in New York City. Latin musicians, most of them Puerto Ricans, had been working for a long time trying to create a new sound. They blended a combination of Rhythm & Blues soul music with exciting Latin tempos, rehearsing day and night, hour upon hour, till Latin Soul was born.

Several adjectives have been used to express feelings about this new musical phenomenon that is sweeping the country: "Explosive," "swinging," "wild," "terrific," etc. But it goes beyond all of them!

Surpassed Expectations

The Joe Cuba Sextet smashed with their "Oh Yeah!" Hector Rivera sold by the thousands "At the Party." Then came, "Hey Leroy, Your Mama Is Calling You" by Jimmy Castor; "Pete's Boogaloo" by Pete Rodriguez; "Fat Mama" by Tito Puente. From then on all the Latin musicians who were expecting their opportunity started to produce, direct or create new songs and interpretations that surpassed all expectations.

Credit for all this has to be given to Joe Quijano, Ray Barreto, Richardo Ray, Joe Pastrano ("Let's Ball"), Johnny Zamot and his Latinos, Ray Terrace, Orchestra Harlow, Manny Corchado, Al Santiago, Gilberto Sextet, Roberto Roena, Bobby Valentin, Ozzie Torrens, Johnny Colon, Louie Ramirez, Al

Abreu, Pancho Cristal, Gran Combo, Johnny Pacheco, Richard Marin, Julio Gutierrez and his Guajiros, Eddie and Charlie Palmieri, Lou Perez and hundreds of Latin musicians who had been praying for this opportunity.

Considered "ethnic music" by the pop radio stations in the States for a long time, R&B stations are giving a very heavy airplay to this new sound and have forced the pop stations to play Latin Soul. Latin Soul musicians are so grateful to the R&B djs that their heartfelt thanks go out to all R&B people.

Meanwhile, in Latin America

Now, what has been happening in South America from the time Latin Soul first became a success in the States?

All Latin musicians heard about the new phenomenon and received the message from their fellow musicians and started to play and record Latin Soul music. Sales in Latin Soul are expected to go into the millions this year and are increasing constantly.

The American market is prospering with the success of the "Latin boogaloo," and more and more recordings are being released by most of the important American record companies.

Everybody is going Latin, and it looks like they will stay that way for a long time.

This perfect blend of Rhythm & Blues soul music with the exciting sound of Latin tempos is young, alive and swinging! And it's now!

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Joe Cuba



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*And you, the DJ's with your
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Peaches and Herb

"Sweethearts of Soul"

(and winners of all DJ polls as "Best Duo of the Year")

The Glories

("Most Promising Female Group of the Year"

—Record World)



The Coasters

The Spellbinders

Johnny Moore

A Six-Month Old Dynamo

NEW YORK — Dynamo Records, an indie disk firm founded barely six months ago, has rapidly taken its place as one of the year's most important new voices in the soul market, and the R&B representation for Musicor Records, which nationally distributes the Dynamo line.

Music President Art Talmadge, in arranging the Dynamo distribution deal, simply continued his already highly successful diversification policy, which made his Musicor complex an indie power in pop, country, international and Latin American fields, before moving into R&B.

The label has employed the talents of three men, writer-producers Charlie Foxx and Richard "Popcorn" Wylie and national sales and promo chief Danny ("Out of Sight") Fortunato to get things off the ground. The trio of operatives has found a generous measure of early success with a lot more anticipated in the months to come.

Foxxes Initial Artists

Initial artists on Dynamo

Musicor Distributes Swinging Soul Label

were the famed brother-sister duo Inez and Charlie Foxx, who moved onto Dynamo immediately following a Musicor single hit late last year, "Come By Here." An LP of that ever since. More recently, the pair have enjoyed good chart action with "You Are the Man," and a new album is also due almost immediately.

Singer Tommy Hunt, one of the most powerful soul voices on the scene today, has found Dynamo to be the home of hits for himself, starting early this year with "The Biggest Man," and carrying through to what now appears to be a two-sider in "The Complete Man" and "Searching for Home." Hunt, one of the all-time Apollo Theater favorites, has also been scheduled for a live concert LP, to be recorded at the theater. Inez and Charlie Foxx have a similar album in the Dynamo catalog.

Dynamo will project a multi-

city influence in terms of overall sound, with releases sliced in Detroit, Memphis and New York as well as other good sources of material as they may develop. "Popcorn" Wylie, who recently signed a producing agreement with Dynamo, expects to center his operations in his home area of Detroit, where he will find and sign new talent for exclusive release on Dynamo.

Wylie is the writer of the two most recent Platters releases, "With This Ring" and "Washed Ashore," and also produced the latter of these two.

Skilled Producer

Charlie Foxx, the guitar-playing half of the Foxx duo, has turned into a highly skilled producer. He has produced the most recent hits for his sister and himself, notably, "I Stand Accused" and "You Are the Man." He is also the producer of a forthcoming new release by the recently signed girl duo,



Charlie Foxx & Tommy Hunt

Barbara and Brenda. The girls first scored on Dynamo with "If I'm Hurt, You'll Feel the Pain." Foxx' most recent producing efforts have been undertaken in Memphis.

And the pot continues bubbling at Dynamo. New acts recently signed include the Daydreams, a girl group from North Carolina signed by Charlie Foxx; and Kenny Ballard and his Soul Brothers Band. Others are currently the subject of negotiations with announcements expected shortly.

The Dynamo staff looks to a

(Continued on page 46)

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TO:

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Rev. Edmond Blair

CRESENT

The Swanee Quintet
The Johnson Specials
Wisconsin State Choir
Traveling Kings
St. Paul Choir Of Detroit

EXCELLO

Slim Harpo
Kelly Brothers
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Kip Anderson
Tiny Watkins

A-BET

Butch Davis & Capris
Little Johnny Truitt
The Avons
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Greg Moses:

James Brown Productions Exec Sets High Business Example

NEW YORK — Greg Moses, who calls himself financial manager of the James Brown Production Company ("I really haven't figured out a good title yet"), is a soft-spoken, out-spoken man who feels that his high echelon administrative position as a Negro in a big operation is echoed only too rarely in the music trade currently.

In fact, talking to him, one gets the impression that he feels Negro appointments to executive and business posts have barely passed the token stage. One also gets the impression that he hopes by example and action to change the situation. He levels his criticism at whites and Negroes alike and does not hesitate to say so.

For instance, in talking to Record World, he said, "Once Negroes discontinue their distrust of each other, more Negro lawyers and accountants will come into the business. This will certainly be helpful to the artist. It will also help to open up more jobs and will create a more wholesome attitude in the business."

New Brown Directions

Moses, who also handles CPA duties for NARA now, is getting into every area of activity James Brown is in and suggesting a few new directions. His domain ranges from record overseeing to radio station scouting to stock investments (Moses was, prior to joining Brown, a Wall Street man) to real estate investments to publishing and back again.

He works out of the new James Brown Productions office at 850 Seventh Avenue, a flamboyant clearing house-coordination center for James Brown projects. Not the least important of the new projects is the James Brown "Don't Be a Drop-Out" campaign, which has become a major factor in the establishment of the new James Brown fan club.

Already 500 Members

The club, started about a month ago, already has 500 members. For the two-dollar membership fee, fans receive a copy of Brown's "Don't Be a Drop-Out" single, book covers

emblazoned with the "Don't Be a Drop-Out" logo and a monthly newsletter from Brown in which the clearly concerned performer will constantly encourage fans to stay in school, while chatting about other topics.

James Brown Productions has also just ventured into another area of the business — purchasing masters. Just last week the firm picked up its first master Don Gardner's "Let's Party" on the TNT label.

Moses travels out to meet Brown on the road about once every month or so, he said, when the pile of things that have to be signed gets too big. He noted, however, that Brown's traveling has been cut down recently since he has begun to play more and more club dates for two-to-three week stands.

The current Las Vegas Flamingo stint, Brown's first there and the first in Vegas to meet his precise terms, is an example of this kind of new Brown booking.

Mastery of His Firm

What Moses admires most about Brown is his mastery of his own production firm and his recognition of people who can support him in his work, especially in Moses' area of financial affairs.

Moses said, and implicitly he aimed this remark at other artists, "In this day, when the success of an artist will depend so much on his financial structure and with the demands of the government, who keep constant surveillance on the artist's income, it is almost mandatory that he place his affairs in the hands of someone capable."

He referred obliquely to his own background, which extended to a teaching post with ICBO, the International Council for Business Opportunity, which assists Negroes planning to go into business.

"With James' talent and my experience," Moses continued, "we make a good team."

This was not a boast; it was a statement of fact.

—Dave Finkle.

'We Make Good Team'



Greg Moses

Dynamo Story

(Continued from page 44)

most active period as it heads into its second six months of operation. Exec Danny Fortunato, who recently concluded a lengthy tour of key market distributors, reported the outlook as being extremely favorable at both the radio and retail level, particularly in view of the strength of the artist roster and the ability of the product so far released to hit charts in a sustained manner.

The aim, according to Fortunato, will be to continue the solid R&B chart impact, while at the same time maintaining a steady effort to obtain heavy pop play and sale as well. This will be the chief goal of the headquarters staff in New York, as well as producing operations in other centers as well.



Inez & Charlie Foxx

The Hollywood Label Story

Nashville Expected to Become A Rhythm & Blues Center

Don Pierce, a pioneer in country music, has, although unknown to many, an early history and background in Rhythm and Blues.

From Seattle, Wash., and a graduate of the University of Washington, Don served as a Captain in the Army during World War II. His first exposure to the music business was when he became associated with the Four Star-Gilt Edge Record and Publishing con-

cerns in Los Angeles. In 1946, Gilt Edge had a smash "race" hit in Cecil Gant's "I Wonder," and this put the firms and Pierce into the Rhythm and Blues scene. Pierce continued to release Gant sides, adding to the firms R&B catalog with the purchase of the Ivory Joe Hunter hit master, "Pretty Mama Blues," from the defunct Pacific label.

Upon leaving Four Star in 1952, Pierce started the Starday label with Pappy Daily and simultaneously formed the Hollywood label in association with the late John Dolphin who was a fixture in R&B with hits by Little Caesar and others.

The first R&B hit on Hollywood was a Linda Hayes record entitled "Take Me Back." Several releases by Johnny Moore's Blazers, the Hollywood Flames, Red Callendar, Johnny Fuller, Jessie Belvin, Lloyd Glenn, Lowell Fulson and others es-



Don Pierce

tablished Hollywood as a permanent part of the R&B scene from California.

Notable Acquisition

Don made a notable acquisition to the Hollywood catalog when he purchased from Jack Lauderdale's defunct Swingtime label the original hit recordings of "Merry Christmas Baby" by Charles Brown, "Sleigh Ride" by Lloyd Glenn and "Lonsome Christmas" by Lowell Fulson. These Christmas records continue to sell every year in both singles and album form and have been in continuous release ever since.

Pierce moved his operations from Los Angeles to Nashville

in 1957 and concentrated pretty much on building a country catalog.

In 1964 he augmented his Starday staff with Hal Neely and in 1965 Jim Wilson joined the firm. With the addition of these two record executives, both with long and successful experience in Rhythm and Blues, Pierce had the power base to move, once again, into R&B and to expand his record and music publishing activities in that direction. R&B standards in the Starday Publishing group include "Everyday I Have The Blues," "Why Don't You Write Me," "Sea of Love" and others.

Had Been with King

Hal Neely joined Pierce's operation in October of 1964 as Vice President and General Manager after seven years in the same capacity with Syd Nathan's King Records/Lois Publishing complex. Neely, a 25-year veteran in the business, is a former band leader and graduate of the University of Southern California. He joined King in 1958 after nine years with Allied/Urania where he did classical, pop and jazz production. At King, Neely became deeply involved in R&B, at various times guiding and pro-

(Continued on page 50)



Hal Neely

Jim Wilson

MOST PROMISING FEMALE VOCAL GROUP OF 1967

Record World Annual R&B DJ Poll



Thank You All For Making It Possible

The Raelets

Personal Management: Joe Adams, Roy Charles Enterprises, Inc.

Chess Records, R&B Innovators

By MARSHALL CHESS

Twelve years have passed since I first heard the words Rhythm and Blues.

Twelve years have passed since I first heard the word soul. Those were the days of Muddy Waters, Sonny Boy Williamson, Howlin' Wolf, three of the first breed of American soul singers. I used to hear my father, Leonard Chess, and uncle, Phil Chess, talking about singers who sang a song with such feeling that it would make them break up in shivers. This was and still is real soul music.

My father and uncle came to America in 1928 where they settled on Chicago's south side. Their first experience with Rhythm and Blues and soul music was when they owned a night club called the Macomba on the south side of Chicago. The Macomba reached its peak in 1946. At that time it was not uncommon to see Lionel Hampton, Billy Eckstine, Gene Ammons, Charley Ventura and Ella Fitzgerald having a jam session at the Macomba. I guess there used to be a lot of talk about recording going on in the club so Phil and my father decided to start a label, record artists and release records.

Our first label was called Aristocrat and our office was a vacant store. For two years Aristocrat Records was not too successful although they had a small number of good selling blues records, i.e. Muddy Waters singing "I Can't Be Satisfied," Robert Nighthawk singing "Little Black Angel."

Dixon Joined Firm

It was also at this time that Willie Dixon became actively involved with my father and uncle. Willie is still working for us now and still producing some of the best blues records around.

In 1948, Chess Records was founded. It seemed that from the day the name was changed from Aristocrat to Chess our luck also changed. Singers started looking us up. Such greats as Chuck Berry, Bo Diddley and Sonny Boy Williamson walked in our front door and asked if they could record a record.

The story of Chuck Berry is in itself a phenomenon. Chuck came in the Chess office with a wire recorder and played a country and blues song called "Ida Red." Chuck had been to a couple of other labels with the song but had been turned down. Whether it was luck or

skill is unknown, but my father and uncle took Chuck into our small, two-microphone studio which was in back of their office, and recorded Chess Records' first big nation-wide hit, "Maybellene."

These were the early days when my father and Phil were the engineers, the producers, the stockroom shippers, the salesmen and the executives. They knew they had cut a good record, but at that time getting nation-wide airplay on a Negro artist was very difficult. My father happened to be taking a trip to New York and when he was there gave a dub of Maybellene to Alan Freed who was then the only big rock and roll disk jockey in America.

By the time my father returned to Chicago our office was being besieged with orders. It was our first big hit and it opened the door for many many more.

Echo Experimentors

To this day, it amazes me to hear stories about the innovations my father and Phil participated in. We were one of the first recording companies to experiment with echo. My father was cutting Gene Ammons on an instrumental version of the Billy Eckstine hit, "My Foolish Heart," and he and my uncle decided to hang a microphone in the wash room of the studio to give a different sound to the record. I believe that was one of the first echo chambers used on a commercial recording. They later tried echo effects, controlled distortion and believe it or not hung different

lengths of sewer pipe from the ceiling to give different echo delays.

During the period of the early '50s blues was becoming a major musical medium throughout the south and northern urban and rural areas. My father used to drive five thousand miles at a time through the south getting his blues records played, recording and signing new artists. There were many times when he would drive his car out into the fields, pull out his tape recorder from the trunk, hook it up to the plantation house and record blues singers. It was in this way that he recorded the famous folk blues singer Arthur Crudup. On one of his trips to the south he signed Chester Burnett, who has become a living blues legend singing under the name Howlin' Wolf. As time has progressed so did the style of music.

In the '50s the groups came and Chess was right there with some of the best Rhythm and Blues Groups of that time. We had some big hits with the Moonglows ("Sincerely"), the Flamingoes ("I'll Be Home") and the Monotones ("Book of Love").

Responsible for Rhythms

The 1950s was also a great period of innovation. I strongly feel that my father and Phil are responsible for some of the most copied rhythmic patterns in blues music. The Bo Diddley beat is a classic example of this. Two years ago, I felt that Rhythm and Blues and soul music was finally evolving to a point that it could be sold to

the white market. At this time I began putting together a real folk blues series, using some of the old sides and some of the new sides of the blues greats in the Chess catalog. Muddy Waters, Howlin' Wolf, John Lee Hooker, Sonny Boy Williamson and various others are represented in this series. It was at this time that I really began to become amazed as I discovered some of the songs I was hearing on the records of the great pop music groups of today.

I was extremely delighted when groups such as the Beatles, Rolling Stones, Beach Boys and the Animals started recording some of the old Chess tunes. Sometimes I say to myself, "What does all this mean?"

I guess what I am trying to express is that soul and all types of music has been here for many many years and will probably progress for many years into the future. I have been told by people that some of the white pop groups have no soul. The people who say this are usually the ones who do not know what soul really is. You see, as music styles have progressed during the last 20 years so has the meaning of soul.

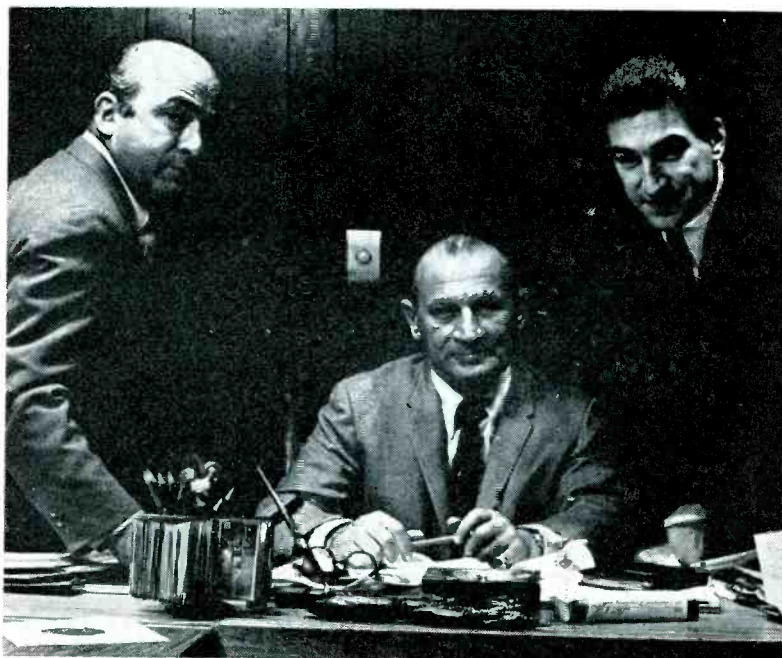
What Soul Means To Me

Soul to me is a singer singing a song about something that he personally has felt and in a way it is a way for him to express his true feelings on a subject. I believe that the Rolling Stones and the Beatles, the Animals and many of the other pop groups have as much soul as any of the great old blues singers for they sing about things that they can relate to themselves. Muddy Waters can sing a song about things that he has experienced and he is singing it with soul and so can a modern group. I feel that the greatest lesson that can be learned from soul music is the beautiful message that other people are experiencing — the same kind of highs and the same kind of lows as you are.

No matter one's race—he can have soul. Soul is really only a state of mind. When a singer sings with soul, he is usually expressing truth.

The next 20 years of music will probably be more exciting than any period in the past, for today many people are religiously involving themselves in music. No longer is the pop music of today considered as

(Continued on page 67)



Phil Chess, Leonard Chess, Marshall Chess

THE ORIGINAL BOOK OF

SOUL



by:

CHESS-CHECKER-CADET

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Duke—Peacock's Dave Clark Discusses

R&B Promotion: Where It Was And Where It's At Now

By TED WILLIAMS

The blues is probably the most important song form that America can lay claim to today. From the beginnings of the "modern," i.e. recorded blues of Big Bill Broonzy, Champion Jack Dupree, Bessie Smith, Meade Lux Lewis, Ma Rainey and the rest, too numerous to list here, of course, to today's Wilson Pickett, Otis Redding, James Brown, etc., there have always been persons, possibly not performers themselves, who went around "spreading the word."

These word-spreaders were, and are now, one of the main contributing factors in bringing the blues out from the back streets. The best singers and musicians went from being local heroes to artists whose talent became known and respected many miles away from their home towns. They began being recorded.

Now there was product to

sell, money to be made, spreading the word became an inherent part of this business. The promotion man was born.

It is generally conceded that the first Negro professional promotion man in the Rhythm & Blues field was Dave Clark. Dave is still promoting records for Don Robey's Duke-Peacock labels.

In a reflective mood, Dave recently took us back to his early days in the business.

Had Dance Band

"I had a school dance band with Ray Nance called the Hoo-Doo Men. That was around the time of the first live Negro radio show on WTJS in Jackson, Miss., about 1935. I left to do some research for Down East magazine on the History of Jazz when I met Jimmy Lunceford and Harold Oxley and began doing promotion for the band."

During this period it was not uncommon for the promotion man/salesman to have to go door-to-door selling records. Dave recalls, "I'd hit the juke boxes and furniture stores. Furniture stores were the only place you could buy records then. Then I started to pick up accounts. I started working for Louis Jordan about then."

Paradoxically, considering today's music scene, there was a time when disk jockeys had to purchase their own records to play on the air. It seems that record companies felt that if the potential record buyer had only to turn his radio on to hear the latest recordings, this would lessen the possibility of their buying the records. Consequently, there was no servicing of radio stations!

Dave Clark recalled how "Pullman Porters used to sell records on trains, sometimes for as much as \$4.00 because they were so hard to get." Dave continued to remember, events falling not necessarily in chronological order, but always breathing new life into the early days of promotion. He talked about Jack L. Cooper, the first Negro to own a radio station, about the first Negro R&B stations, among which were WERD in Atlanta and WDIA in Memphis, and about WLAC in Nashville being the only station to program "race" records during that time, and white WLAC deejay Steve No-

ble playing the records. There were the first Negro R&B deejays that included Jack Gibson, Ken Knight and Al Benson.

Others Remembered

There are so many people and events to be remembered that it can't possibly all be covered here; the Chess Brothers helping to open the door to R&B promotion, the labels that helped start it all, Apollo, Modern, National, Savoy, Deluxe (which later became King). The point is that blues and then R&B did happen and grow into a legitimate and now respected music form. And promotion and promotion men played and still play an immeasurably important role in its growth.

Today, the seasoned masters of the field, Clark, Joe Medlin, Effie Smith and others, are around to offer the proper guidance and direction to the young, new breed of promotion men in the business. Today, because of its accepted legitimacy as a respected position in the music business, R&B promotion is attracting young, hip, educated men to fill its ranks.



Dave Clark
Veteran Promo Man

We're probably all familiar with the young, aware men breaking into R&B promotion because most of them have already made the field aware of their presence. I speak of Buzzy Willis (Compass), Otis Smith (Riverside), Cecil Holmes and Marty Thau (Cameo/Parkway), Ronnie Moseley (Warner Brothers/Loma), Dave Carrico and Gordon Bossin (Amy/Mala) and so many others. There are the field men, the distributor promotion men. They are all bringing new blood and ideas into the game. They are all taking care of business, which explains why Rhythm and Blues has become a fiercely

(Continued on page 54)

From The Other
Hot Label
In Memphis

Best Regards To

NARA

Just Released

**"I'M A FOOL
FOR YOU"**

b/w

**"GONNA SEND
YOU BACK
TO GEORGIA"**

James Carr
Goldwax #328

Quinton Claunch
Rudolph Russell

Goldwax Records

2445 Chelsea Ave.
Memphis, Tenn.
a/c 901-275-1760

Hollywood Label

(Continued from page 47)

ducing James Brown, Bill Doggett, Earl Bostic, Hank Ballard, Little Willie John, Freddie King and others.

Jim Wilson, a 15-year veteran with the King organization as Detroit and Midwest manager, has a long history in R&B. He entered directly into the record business from Wayne University in Detroit and did stints with Columbia and King and as an independent distrib before joining Starday in 1965. He is known for his work in breaking such acts as Hank Ballard and the Midnighters, the Five Royales, Little Willie John, Otis Williams and the Charms, to name a few. As VP of Marketing, Jim is responsible for all merchandising and promotional activity. Working closely with the 34 Hollywood distributors he also utilizes independent promotion men.

The most recent acquisition to the label has been the signing of Earl Gaines to an exclusive contract. Earl hit it big with "Best of Luck to You" on the Hanna Barbera label. His first release on Hollywood, "My

Woman," penned for Gallico Music by Merle Kilgore, is currently in the charts. Gaines is produced for Hollywood by Bill "Hoss" Allen, a top R&B dj at WLAC, through a production deal with Allen's Rogana Productions Company which also includes Hal Hardy and Johnny Jones.

Others on Label

In addition to local production, Hollywood is recording in Memphis, Albuquerque and Atlanta. Other artists on the label are Freddy Williams, LH and the Memphis Sounds, the PacKeys, Baby Dolls, Tommy G. and Gene Evans.

Neely feels the trend to R&B-oriented material and sound is the most dominant factor in the industry today and predicts that Nashville, long a top center for country and pop product, will soon emerge as a top R&B production outlet. Starday has rebuilt its recording studio facilities to capture a "new" R&B sound and is currently searching to enlarge its production, writing and promo staff for the R&B bag.

Congratulations
from Epic and Okeh

The Aubrey Twins

The Autographs

Godfrey Cambridge

Damita Jo

Cookie Jackson

Walter Jackson

Little Richard

Major Lance

Dorothy Lovecoats

Nichelle Nichols

The Seven Souls

The Staple Singers

The Triumphs

The Vibrations

Johnny Watson

Larry Williams

Marion Williams



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The Young Rascals: Blue-Eyed Soul Winners

NEW YORK—Success in the record business can be very nice. Among other things, it means that performers who were too busy getting there to catch their breath can slow down and take more time at what interests them most.

Take the case of Atlantic's Young Rascals, who last week picked up a gold record for their unique "Groovin'" and this week win **Record World's** Top Blue-Eyed Soul Group Award. Last year the group was out doing club dates and one-nighters most of the year and their singles and albums—good as they were and as commercially successful as they were—were sandwiched into between-engagements sessions.

Three Young Rascals—Eddie Brigati, Felix Cavaliere and Gene Cornish (the fourth Rascal Dino Danelli was indisposed)—told **Record World** last week that the next album will be done over a long period of interrupted time—perhaps the full month of September.

Growing Trend

This intent is in line with the growing trend (noted in these pages a few weeks back) among groups who can afford the time under tasteful administrators like Atlantic's Ertegun to treat albums as they would singles—making each moment, each band count.

And the album will be an experiment in many musical directions, according to the group. They're interested in a little bit of everything, e.g. electronics.

And a lot of the current love trend. The fellows, each wearing colorful shirts and beads reflective of love cult tastes, said that they feel there is a significant movement among contemporary musicmakers to preach peace as effectively as possible through their music.

The fellows, without pushing the point, feel that their position enables them to reach people at a time when people need reaching. Their reference was obviously, among other things, to the increasing instances of racial conflicts.

(The fellows seem too intelligent to believe that "love" is the complete answer, but they also seem serious enough to believe that it is a good partial response. Increasingly a reporter finds this awareness among the more imaginative

groups.)

But the boys also have, most immediately, a regard for their music and for their fans, which means that they still have a long list of dates to fill—a third visit to Hawaii, for instance.

While there they will film a 20-minute segment on pop music for an untitled NBC-TV special to be aired on Thanksgiving.

One of the problems of doing live concerts now that studio recording techniques and larger instrumentation have affected and complicated the sound of records is reproducing the record sound accurately in live concerts.

Dino said that while this is a problem, it's not an unsurmountable one. "We try to duplicate the record as closely as possible, but, of course, we can't always. The audiences seem to understand, however, and we try to compensate for a lost sound with what we do visually."

To Film World Tour

In addition to their upcoming album, the boys are mulling some sort of filmed version of a prospective round the world tour. They see themselves groovin' in many parts of the world, stressing the likenesses rather than the differences between people all over.

This trip would take them a long way from where they started—The Barge in South Hampton. It was to that music spot that entrepreneur Sid Bernstein came one night and took a liking to the boys. And since then, good lovin'.

Felix said of their discovery at the Barge, "It was one of those beautiful places. It isn't as good now. But all good things come to an end."

But obviously, he and the rest of the Rascals don't like to believe it, for as Felix wrote in his song, "Life would be ecstasy, / You and me endlessly."

Maybe not endlessly, but for a long time to come.

—Dave Finkle.

Rollins of Veep's Office at NARA

J. W. Rollins of Vice President Hubert H. Humphrey's office will address the NARA convention. In addition to his talk, he will play a recorded message from the Vice President.

At Kent-Modern-Crown

R & B — What Direction?

By SAUL BIHARI

Back in 1944 the Modern, Kent and Crown labels were formed to fill a programming gap on several juke boxes located in predominantly Negro neighborhoods in the greater Los Angeles area.

At that time, these recordings were misnamed "race" records, but they did fill a need and started a new phase of the record business that eventually became the Rhythm and Blues field. At first a specialized field, we gradually saw Rhythm and Blues evolve into "soul" and become an integral part of the pop music scene.

Most Important Influence

The development of this field, from the early artists and records, has probably been the most important single influence on popular music in the past 10 years as evidenced by the artists who had their musical origins in this field who today are represented on the top pop record charts.

We at Kent-Modern have always pretty much specialized in the R&B field, and it has been gratifying to see artists such as B. B. King, Lowell Fulson and Z. Z. Hill come up with records over the years that have become big pop hits.

We feel that the immediate future will see a finer line being drawn between so-called R&B product and pop. Moreover,



Saul Bihari

Kent-Modern-Crown President

there will still be a strong demand for original blues performances. This was recently called to our attention by several distributors who requested albums of folk-blues originals that were single hits but never released in LP form. We answered these requests with a series of five albums by Elmore James, Lightning Hopkins, Smokey Hogg, John Lee Hooker and Howlin' Wolf.

Still a Ready Market

The ensuing sales proved that there is still a ready market for this type of material.

Kent-Modern intends to continue producing fine R&B product that will integrate in the pop field, without losing sight of the original feeling that made our earliest efforts successful.

Laurie-Guida in Major R&B Drive Announce Peanut Country Label

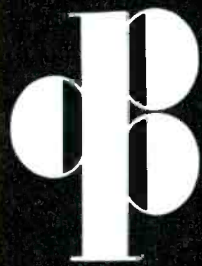
NEW YORK—Bob Schwartz, President of Laurie Records, announces that Laurie and Frank Guida have embarked on a major joint venture aimed at the R&B market via a new label, Peanut Country Records.

Frank Guida and Laurie have had a very successful relationship in the past in the pop field with Laurie distributing Guida's La Grande label. Some notable Laurie-La Grande hits were "A Quarter to Three," "New Orleans" and "School Is Out," all by Gary U.S. Bonds. Frank Guida also produced the Jimmy Soul hit on SPOR, "If

You Want to Be Happy for the Rest of Your Life."

In the Peanut Country association, Guida will maintain complete production control with Laurie having exclusive distribution rights throughout the world.

Laurie, who has been running hot this year, will be making their first major drive into the R&B field and plan additional promotion and marketing facilities. The first Peanut Country release will be "You Told Me That You Loved Me" b/w "I'm Minnie" by Samantha Lee.



**Papa Don Productions
Thanks**

**Record World Annual
R&B, D.J. Awards**

for Selecting

**James & Bobby Purify
#1 Top Duo**

**Oscar Toney Jr.
#1 Most Promising
Male Vocalist**

Exclusively on  **Records**

Sound Stage 7—Label In a Hurry

By JOHN RICHBOURG
JR Enterprises, Inc.

Sound Stage 7, a subsidiary of Monument Records and based in Hendersonville, Tenn., just outside of Nashville, came on the R&B scene a little over a year ago and is growing up fast.

Growing pains get pretty severe at times, but we have a lot of perseverance, constantly expanding know-how, a hard-working staff including Mike Shepherd, promo boss who recently joined the Monument-Sound Stage 7 labels from the West Coast; Allen Orange, who takes his National R&B promo job seriously; Bob Rudolph, who handles the Chicago, Cleveland, Detroit area; and Bill O'Brien and Herb Rosen in New York, and Philadelphia and surrounding areas, plus, of course, a tip top artist roster.

On Fast Track

We are finding our groove on

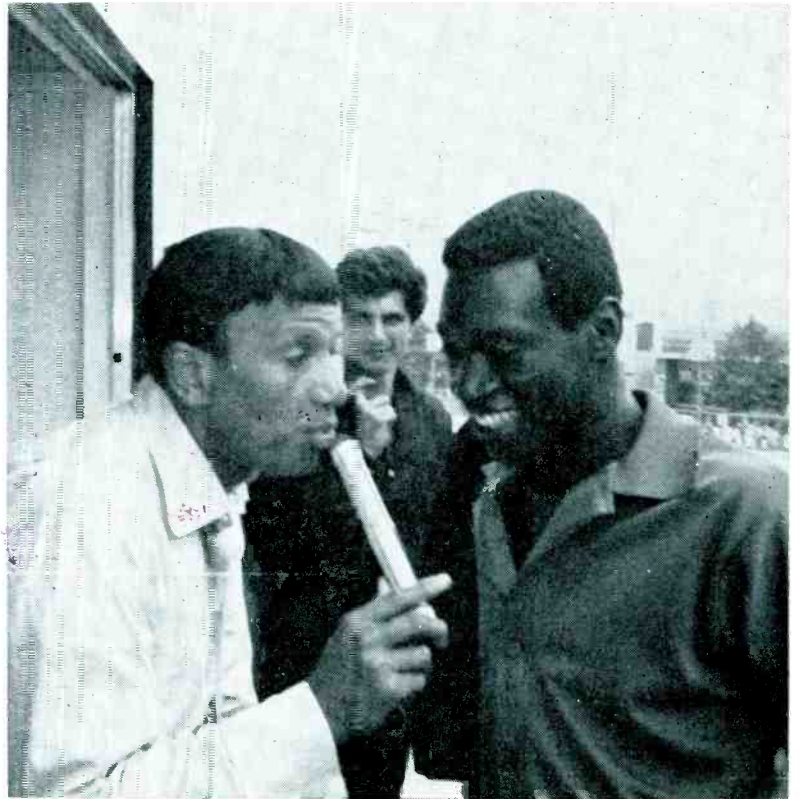
a real fast track that's pretty doggone crowded these days. But how can you miss with artists such as Joe Simon, Sam Baker, Lattimore Brown, Roscoe Shelton, Jamo Thomas? And these recent additions to the ever-growing SS7 family, the Ambassadors, Roscoe Robinson, Dee and Lola and Ted Ford—all with that any-day-now, break-out potential.

Label Going Places After Only a Year

Of course, we're no Atlantic; but give us time, we've only been at it a little over a year. Keep your eye on SS7 because we're going places—in a hurry.

By the way, I produce the stuff with the invaluable help of Memphis experts "Chips" Moman, Dan Penn, Tommy Cogbill, Aaron Varnell, Charley Chalmers and others.

New Star Over Palisades



Chris Bartley, currently climbing the charts with his Vando Records single of "The Sweetest Thing This Side of Heaven," is shown with deejay Hal Jackson, the first jockey to play Bartley's disk in the New York area. Hal is interviewing Chris at Palisades Park, N. J., over WNJR. The songster, on a promo tour, appeared on the Jackson-Clay Cole Park show. Chris is currently recording his first LP, which will have the same title as his single. Vando is distributed by Cameo-Parkway Records.

*You Don't Mind Paying The
Price For A Smash Record*

But

**"YOU GOTTA PAY
THE PRICE"**

Al Kent

Ric Tic #127

A Nationally Charted

BLOCKBUSTER

That Everyone Wants!

Ed Wingate

RIC-TIC RECORDS

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ESP Action

NEW YORK—ESP Disks has been making films of as many pacted acts as possible in order to supplement appearances by the acts in avant garde music cellars like Pittsburgh's Bags End, Detroit's Mixed Media and New York's Cafe Wha?

Company notes this film activity as part of the "total" concept they are striving after.

Also at the diskery new acts have been signed, notably the

Devilaires, label's first R&B group.

Jazz artists who have been signed pursuing "the new music" include Karl Berger, Gunter Hampel, Marzette Watts, Alan Sondheim, Gato Barbieri, James Zitro, Peter Lemer, Steve Lacy and Jacques Coursil.

Hugh Romney will bow on label's new subsid, CIA.

Duke's Dave

(Continued from page 50)
competitive field in music.

You see, it's all very healthy. The seasoned men who began it all offering their experience to (sometimes practically adopting) the young, eager minds that are determined to bring new excitement and vigor into the field.

Labels Must Be Current

Nothing, of course, is, or can be taken away from an exciting artist or an inventive producer. The recording companies must be current in their thinking, ready to maintain a high level of recording in the industry. The disk jockey, of course, has become one of the most important aspects in the business.

But we must all remember that no matter how great the finished product is, someone has to spread the word. Promotion, that's where it's at.

Dion Doings



Six-year-old Little Dion, who debuted this week on the RCA Victor Record label with his first single, "Lonely Tear Drops" b/w "Ten Feet Tall," will be a guest performer in Atlanta, Ga. this week at the NARA meet.

annual r&b awards

Top Female Vocalist

1. Aretha Franklin (Atlantic)
2. Carla Thomas (Stax)
3. Dionne Warwick (Scepter)
4. Brenda Holloway (Tamla)
5. Barbara Lewis (Atlantic)



Top Combination Vocal Group

1. Platters (Musicor)
2. Five Stairsteps (Windy C)
3. Brenda & Tabulations (Dionn)
4. Gladys Knight & Pips (Soul)



Most Promising Female Vocalist

1. Bettye Swann (Money)
2. Ruby Winters (Diamond)
3. Mabel John (Stax)
4. Clydie King (Minit)
5. Lorraine Ellison (Loma)



Top Duo

1. { Sam & Dave (Stax)
James & Bobby Purify (Bell)
2. Marvin Gaye & Tammi Terrell (Motown)
3. Inez & Charlie Foxx (Dynamo)
4. Sam & Bill (Decca)



Top Female Vocal Group

1. Diana Ross and The Supremes (Motown)
2. Martha & Vandellas (Gordy)
3. Marvelettes (Tamla)

Most Promising Duo

1. Peaches & Herb (Date)
2. Jimmy Holiday & Clydie King (Minit)



Most Promising Female Vocal Group



1. { Glories (Date)
Raelets (Tangerine)
2. Sweet Inspirations (Atlantic)
3. Fascinations (Mayfield)



Top Instrumental Combo

1. Jr. Walker & All Stars (Soul)
2. Booker T. & MG's (Stax)

Top Instrumentalist

1. Ramsey Lewis (Cadet)
2. Cannonball Adderly (Capitol)
3. King Curtis (Atco)



Most Promising Instrumental Combo

1. Young-Holt Trio (Brunswick)
2. Bar-Kays (Atco)



Top Blues Singer

1. B. B. King (ABC)
2. Bobby Bland (Duke)
3. O. V. Wright (Back Beat)
4. Little Milton (Checker)



Top Blue Eyed Soul Group

1. Young Rascals (Atlantic)





thanks the
R&B Disc Jockeys and
Congratulates Our Artists

*The Special
Achievement Award for
The Outstanding
Artist of the Year...*



Jackie Wilson

No.1
*The Most Promising
New
Instrumental Combo...*



**Young Holt
Unlimited**

No.1
*The Most Promising
New Male
Vocal Group...*



**The
Artistics**

Produced by CARL DAVIS

*Thank
You*

R&B DISC JOCKEYS

For Voting Me
The Special
Achievement
Award for

ARTIST OF
THE YEAR



JACKIE
WILSON



Produced by CARL DAVIS

Thank
You
R & B DISC JOCKEYS

For Voting Us No.1 ---
THE MOST
PROMISING
NEW MALE
VOCAL GROUP



THE
ARTISTICS



Produced by CARL DAVIS

Thank You

R&B DISC JOCKEYS

For Voting Us No.1---
THE MOST PROMISING
NEW INSTRUMENTAL
COMBO



Young Holt



Unlimited



Produced by CARL DAVIS

The Soul of America is at Stake

By DEL SHIELDS
Executive VP, NARA

The recent "Black Power" conference in Newark, N. J., proved convincingly that there are no real leaders or spokesmen for the American Negro.

However, the conference received world-wide publicity. And the results of the conclave leave little doubt in anyone's mind that the meeting was far from a constructive one.

The National Association of Radio Announcers — whose membership is made up of 500 leading Negro disk jockeys across the country who talk to more than 10 million Negroes daily—invited leaders of the national political scene to address our convention. And in each instance we were turned down by a variety of excuses from "previous commitments" to "heavy load of business on Capitol Hill." The sum total is that we are not important enough for a national figure to include our meeting on his schedule.

Could Have Offered Hope

If the persons invited had accepted our invitation, we could have offered to them some hope. We first would have suggested that the President need not spend millions of dollars for a fact-finding committee to conduct another study. We would have suggested that a 20-cent bus ride through any black ghetto of America with the window open would give any Congressman, Senator, Aide or Social Scientist, all of the evidence he would need to find out why the riots came and why they will continue.

We would also have offered them the opportunity to talk directly to men who are in daily contact with the masses. And an appeal to these men and women to lend their energies and talents to working in their communities to talk responsibility might possibly effect a spark that will lead us out of the terrible dilemma the cities now find themselves in.

Pleas Fell on Deaf Ears

But because we do not subscribe to sensationalism and attempt to formulate programs within a democratic structure, our pleas fall on deaf ears.

Had NARA promoted a program that called for all out anarchy that would develop chaos in black communities across the nation, the Presi-

dent would have dispatched a special assistant and flown him in on "Air Force One."

This is not an attempt at limp humor. I am merely pointing out the tremendous task that lies before us in trying to make our voices heard through the wall of confusion and unconcern that plagues this entire period of social eruption.

NARA, its regular members and associates, has the tools to help correct a situation that touches each of us.

From the station managers and program directors who have been suspicious of NARA, to the recording company executives who have filled the indus-

try with rumors that NARA would never happen, to the disk jockey members who continue to ask, "What is NARA doing for me?," we serve notice that the future of your industry is now at the crossroads.

Cooperation Necessary

Not one of us can succeed any longer alone. The future course of the industry will depend on concerted action and a program of collective cooperation with Negroes functioning and participating on all levels.

We have reached a point where it is no longer a white man's world with the black attempting to crash the private circle. It must become a world



of people who are concerned with each other.

For until we do this, the flames will sweep across America, and we will produce generations of young people who will never know what law and order is nor will they ever strive to become a part of the American Dream.

For indeed the "soul" of America is at stake!

NARA Convention Schedule Regency Hyatt House Atlanta, Ga. Aug. 9-13

TUESDAY, AUGUST 8th

GOLF TOURNAMENT
East Lake Country Club
Qualifying Round, 9 AM

WEDNESDAY, AUGUST 9th

Official Registration Opens, 9:00 AM - 5:00 PM
Finals of Golf Tournament
ALL-NITE BAR-B-QUE
Otis Redding's Ranch, Macon, Georgia

THURSDAY, AUGUST 10th

Morning TO BE ANNOUNCED
Luncheon 12:30 - 2:00 PM, Warner Brothers Records
General Business 2 PM - 5:00 PM
Cocktail Reception 6:00 PM - 7 PM, ABC Records
Dinner 7:00 PM, Decca Brunswick Records
Address: Sen. Leroy Johnson
Show 8:00 PM, THE OTIS REDDING SHOW
Municipal Auditorium
Public Invited

FRIDAY, AUGUST 11th

Buffet Breakfast Duke-Peacock Records
Luncheon 12:30 PM - 2:00 PM, Atlantic Records
General Business 2:00 PM - 5:00 PM
Cocktail Reception 6:00 PM - 7:00 PM, Chess Records
Dinner 7:00 PM, RCA Victor Records
Speaker: Dr. Martin Luther King
Show 8:30 PM, ALL STAR VARIETY SHOW
Paladium Ballroom
Public Invited

SATURDAY, AUGUST 12th

Morning Luncheon TO BE ANNOUNCED
General Business 12:30 - 2:00 PM, MGM Records
2:00 PM - 5:00 PM
ELECTION OF NEW OFFICERS
Cocktail Reception 6:00 PM - 7:00 PM, Capitol Records
Dinner 7:30 PM, SECOND ANNUAL NARA AWARD'S DINNER
Black Tie
Bill Cosby, M.C.

SUNDAY, AUGUST 13th

Morning Luncheon TO BE ANNOUNCED
1:00 PM - 2:30 PM, Columbia Records
PRESIDENT LUNCHEON
Address: Dr. William Holmes Border
Cocktail Reception 2:30 PM, Motown Records
RECEPTION FOR NEW OFFICERS
Show 3:30 PM, NARA GOSPEL CARAVAN
Municipal Auditorium
Public Invited

Registration Daily 10:00 AM - 5:00 PM

Exhibits Open Daily 10:00 AM

Hospitality Suites open daily only after Business Sessions 6 PM

***Thanks for
a great year...***



Brunswick's Tarnopol: R & B More Businesslike

Label Scoring Major Soul Success

NEW YORK — Rhythm and Blues has grown by leaps and boogaloos in the past year; and so has Brunswick Records, becoming a major factor in the R&B field.

Some changes in R&B have been taking place, too, according to Nat Tarnopol, Brunswick's Executive Vice President.

"We notice that it isn't as easy to get play on the R&B stations, for one thing," Tarnopol relates. "They are becoming more like the Top 40 stations. No more does the old flim-flam way go. Everything is done now in a more businesslike manner."

'Our Way Good Product'

He said Brunswick has no problems in this changing scene because "Our way is good product. As long as we concentrate on this, we'll get play.

"We have a top promotion staff, headed by Joe Medlin, our National Promotion Director; with Jack Gibson, Division Promotion Manager, covering the Midwest and Warren Lanier, Western Division Manager, covering the South and West. We also have Melvin Moore who follows up the three men out there from here in New York."

Kudos, too, went to Carl Davis, label's A&R Director based at Brunswick's Chicago offices, where the label gets most of its "sound."



Nat Tarnopol

Executive VP, Brunswick

Growth Potential Unlimited

Continued Tarnopol: "The growth potential for R&B is unlimited. The surface hasn't even been scratched, especially with Rhythm and Blues going more and more pop.

"Brunswick is not only building the artists we have—like Jackie Wilson, who has been with us 10 years and is now a Super Star—but we're going after new, young talent like the Young Holt Unlimited, the Artistics, the Cooperettes and Otis Leavill. Plus, well known acts like Gene Chandler, Jackie Ross, the Emperors and Lavern



Joe Medlin

Nat'l Promo Dir., Brunswick



Carl Davis

A&R Director, Brunswick

Baker, all of whom we've signed within the past year."

Cutting Basie in R&B

Tarnopol will be on the West Coast the middle of August recording Count Basie solo in an R&B bag for an album and also Basie with Jackie Wilson for an R&B package. Another Louie Armstrong single and LP are on the way as well.

Brunswick also is preparing to make some important "name" artist acquisitions known in coming months. With Tarnopol, Medlin and Davis at the helm, they should be big months indeed.

—Doug McClelland.



Jackie Wilson



The Young Holt Unlimited



The Artistics



Gene Chandler



Louie Armstrong



Lavern Baker



Count Basie

THE SOUL SOUND

IS ON ATLANTIC-ATCO

ARETHA FRANKLIN

Baby I Love You

ATLANTIC #2427

SOLOMON BURKE

Take Me (Just As I Am)

ATLANTIC #2416

SWEET INSPIRATIONS

Let It Be Me

ATLANTIC #2418

THE DRIFTERS

Ain't It The Truth

ATLANTIC #2426

SOUL BROTHERS SIX

Some Kind Of Wonderful

ATLANTIC #2406

THE DELACARDOS

They Put A Spell On You

ATLANTIC #2419

WILSON PICKETT

Funky Broadway

ATLANTIC #2430

PERCY SLEDGE

Just Out Of Reach

ATLANTIC #2434

KING CURTIS

Memphis Soul Stew

ATCO #6511

JIMMY HUGHES

High Heel Sneakers

FAME #1015

DON VARNER

Home For The Summer

SOUTH CAMP #7005

JIMMY DELPHS

Almost

CARLA #2535

SONDRA WILLIAMS

God Bless The Child

ATLANTIC #2432



The Soul of Motown: New R & B Dimension

By **BARNEY ALES**
*Vice President,
Motown Record Corporation*

The Rhythm and Blues scene before the advent of label chief Berry Gordy, Jr., and the Motown Sound was stereotyped and generally anemic because of artist and listener isolation.

Here at Motown in Detroit we have sought to give the R&B world new dimensions and a universality of acceptance. We do not assume that we have been totally responsible for the recent acceptance of R&B, but we do appreciate music critics giving us a fair share of the credit.

Those of us close to the R&B scene also cannot help but realize the vast popularity wave created by British rock groups playing and singing the music that many of our artists had been performing. This proved beyond a doubt that our industry badly needed to reassess the value of R&B on a commercial level.

Polished Soul Music

Essentially, the Motown Sound, "The Sound of Young America," is a softspoken, refined, polished soul music that speaks through our artists to all ages.

In a recent interview, Mr. Gordy, the President of Motown Record Corporation, defined the Motown Sound as being basically what critics say it is, "The Sound of Young America."



Martha and the Vandellas



Barney Ales and Berry Gordy Jr.



The Four Tops



Tammi Terrell

"Chief ingredients of the Motown Sound," Mr. Gordy said, "are strong rhythm and sensitive lyrics that convey a message. As an art form, of course, these lyrics have a special meaning for each person."

"More succinctly," he added, "it's the sound of happy people working together."

Young Adults Are Committed

Naturally, I have nothing to add to this fine definition, but I would like to say that our artists and their music have come closest to creating the most accepted music of a vibrant emerging and culturally integrated class, to which the vast majority of our teenagers and young adults are committed.

By all standards, the Motown Sound encompasses the whole pop-folk-jazz-rhythm-and-blues bag, and it greatly pleases us that we at Motown have played a major role in the popularization of R&B, and also that we enjoy the popularity of having created a "new" music that the public enjoys calling its own.

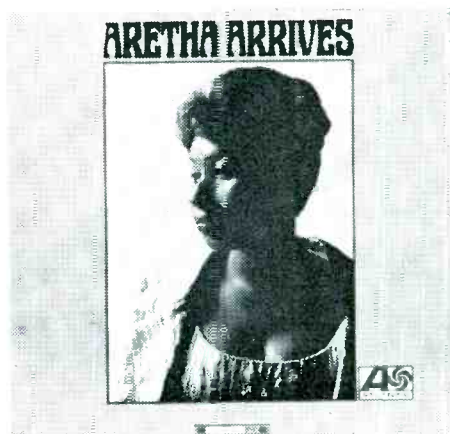


Stevie Wonder

Temptations At Copa

Motown's the Temptations open at the Copacabana in New York on Aug. 10 through Aug. 23.

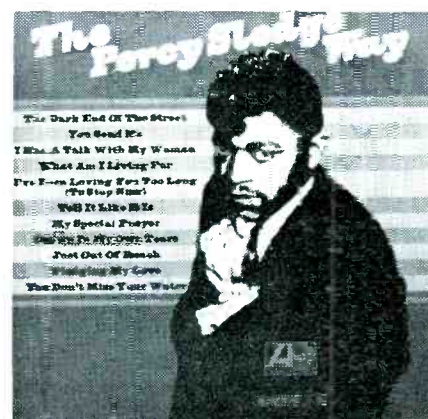
THE SOUL SOUND IS ON ATLANTIC-ATCO



ARETHA ARRIVES
Aretha Franklin
Atlantic 8150/SD8150



THE SOUND OF WILSON PICKETT
Atlantic 8145/SD8145



THE PERCY SLEDGE WAY
Atlantic 8146/SD8146



SHAKE RATTLE & ROLL
Arthur Conley
Atco 33-220/SD33-220



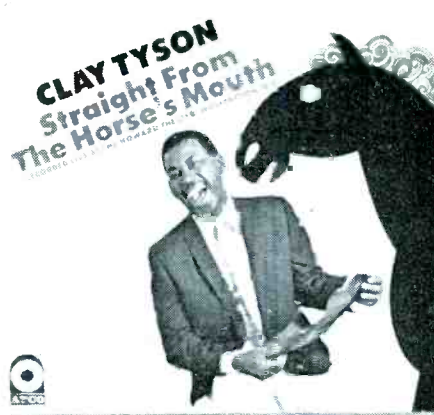
COWBOYS & COLORED PEOPLE
Flip Wilson
Atlantic 8149/SD8149



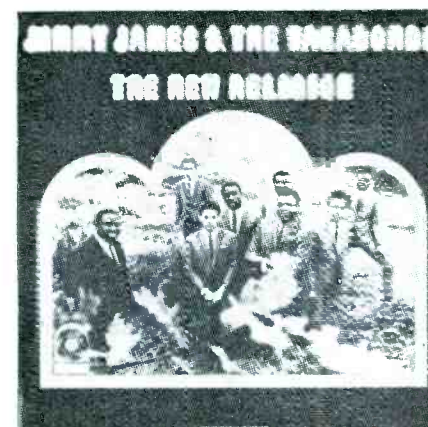
DARRELL BANKS IS HERE
Atco 33-216/SD33-216



DREAMER
Patti LaBelle & The Bluebelles
Atlantic 8147/SD8147



STRAIGHT FROM THE HORSE'S MOUTH
Clay Tyson
Atco 33-213/SD33-213



THE NEW RELIGION
Jimmy James & The Vagabonds
Atco 33-222/SD33-222

A Look at The 'Motown Sound'

By DAVE FINKLE

FOREST HILLS, N.Y.—The sell-out crowd cheered, of course, throughout last week's Supremes-Four Tops concert here; but what the enthusiasts may not have realized was that in addition to the big name Motown Record Corp. acts, they were also cheering a song-writing team (just about every song sung was by the Holland-Dozier-Holland triad) and a specialized form of Rhythm and Blues.

The Supremes and the Four Tops have both accumulated lengthy lists of hits and both acts decided that the way to please the Forest Hills gathering was to sing hits almost exclusively. The Tops only deviated from this formula with their opening number, a harmoniously-arranged "In the Still of the Night." The Supremes included "Yesterday," "Mores," "Somewhere" and their customary encore tribute to Sam Cooke.

Holland-Dozier Evening

And so it was a Holland-Dozier-Holland-Jobete pubbery evening. The song-writing trio have refined and then refined further their Rhythm and Blues writing through the series of songs they have written for their two top singing acts. And, it is interesting to note, that a case might even be made for their having perfected two distinct r/b variations—female R & B and male R & B. For certainly the songs they write for the Supremes are subtly different from those they write for the Tops.

The difference is basically the difference between the sexes. The sound they create for the Supremes has a much more wily, feminine sway—usually more sinuous, something Diana Ross, the Holland-Dozier-Holland main solo instrument can meow around. The sliding, sweet "Oo-oo-oooh, Baby Love" is probably the essence of this approach vocally.

In recent records, like "You Keep Me Hangin' On" and "Love is Here and Now You're Gone," an increasing emphasis on an instrumental gimmick has crystalized. Something clever, cunning, coy—feminine.

Girls More at Ease

And, of course, Diana Ross

(now officially billed by name in what might be the first step in a move to extricate her from the group for solo purposes) and the Supremes are equipped to handle the material. Last week the girls were as at ease as this reviewer has yet seen them. They performed with the skill and nonchalance of three girls who have made it. This new level of performing acumen has both its advantages and disadvantages, however.

On the plus side is the fact that most of the strict choreography has now been relaxed so that the girls can move (within certain prescribed measures) pretty much as they see fit. This situation was probably fostered by increased appearances before night club crowds, who found the tight blocking cute but not sophisticated.

On the minus side is the fact that nonchalance can sometimes dip into sloppiness. And the girls were just the least bit ragged on a couple numbers, notably "The Happening," in which there seemed to be a slight tug-of-war between Diana and the orchestra with the melody serving as the rope.

Another criticism of the singing minor now, but threatening

to worsen unless checked is that Diana has developed the use of a catch in her voice (obviously an outgrowth of her gleeful attitude toward performing) at the beginning too many musical phrases. This hiccup stylization may be unintentional, but it certainly is not ingratiating.

4 Tops Music Muscular

The Holland-Dozier-Holland music for the Four Tops is almost always rough-hewn and muscular and closer to the conventions of R&B. The beat is usually extremely simple. The melodies are usually slight, enabling lead singer Levi Stubbs to shout-narrate his feelings, his soul before swinging into a heavy beat short refrain. It's the refrain that the audience waits for and usually sings along with. Phrases like "Reach out, reach out" and "Baby, I need your lovin' . . . GOT to have all your lovin'" are sturdy and basic stone

foundations H-D-H build hits on.

And again, the group can swing it. The Tops all perform with a tough manly grace, and like the Supremes, move constantly through each song.

Last week they danced only too little, as the crowd reaction attested. They performed tightly, however. No complaints at all.

There might be a complaint lodged at the Forest Hills sound system. Reproduction was sometimes muffled. The Motown band, who always create a noteworthy facsimile of the Motown disks, deserved better.

But with all the plaudits thrown to the Supremes and the Four Tops, certainly an extra bouquet should be tossed to the songwriters who have worked the R&B idiom into something a little different and exciting. They have created their own stamp, and that sign of individuality is always worthy of applause.

Diana Ross & Supremes At Work



Above, Motown's smash Supremes—Florence Ballard, Mary Wilson and Diana Ross—and Gil Askey, their musical director, Lamont Dozier and (behind cameraman) Eddie Holland, filming and recording a documentary in Detroit.

THE SOUL SOUND IS ON STAX-VOLT



OTIS REDDING
The Glory Of Love
VOLT #152

OTIS & CARLA
Knock On Wood
STAX #228

SAM & DAVE
Soothe Me
STAX #218

WILLIAM BELL
Eloise
STAX #227

JUDY CLAY
You Can't Run Away
From Your Heart
STAX #230

C. L. BLAST
I'm Glad To Do It
STAX #229

THE BAR-KAYS
Soul Finger
VOLT #148

BOOKER T. & THE MG'S
Groovin'
STAX #224

EDDIE FLOYD
Love Is A Doggone Good Thing
STAX #223

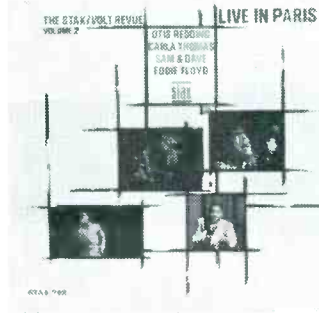
JOHNNIE TAYLOR
You Can't Get Away From It
STAX #226

MABLE JOHN
I'm A Big Girl Now
STAX #225

JEAN & THE DARLINGS
How Can You Mistreat
The One You Love
VOLT #151



LIVE IN LONDON
The Stax/Volt Revue—Vol. 1
Stax 721/S721



LIVE IN PARIS
The Stax/Volt Revue—Vol. 2
Stax 722/S722



OTIS REDDING LIVE IN EUROPE
Volt 416/S416



BACK TO BACK
The Mar-Keys & Booker T. & The MG'S
Stax 720/S720



SOUL FINGER
Bar-Kays
Volt 417/S417

STAX '67 - The Sounds Of The Year!

Soul Strides in '67

R&B Makes Itself Felt in Many Areas

Most R&B stations went into a tight format in the past year.

A tremendous number of R&B records became big pop hits.

The white audience wanted to hear these records before they became "pop" hits, so they started listening to the R&B stations in even greater numbers.

As a result, many R&B stations made tremendous inroads into general market ratings. The rate cards at the R&B stations for advertising have been going up and up. Salaries at some big Northern stations have also improved dramatically. However, salaries at most Southern stations and some Northern stations for deejays are still disgracefully low. Job security is almost non-existent. Deejays are being asked to sign contracts that forbid them to work at another station in the same city for long periods of time.

NARA's Work Tremendous

NARA has made tremendous

strides. They set up a tremendous term insurance plan for its members. By opening and maintaining a permanent office in New York, members have a place to make contact and obtain important information such as job openings. NARA has done tremendous work in co-operation with the Federal Government in regard to the program to keep students in school until they graduate.

A number of well known deejays and program directors lost their jobs, and some are still out of work. This year saw more deejays switching stations and markets than in almost any previous year.

More Negro Executives

It saw the rise of Henry Allen to the position of Vice President of Atlantic Records, which is a good indication in the movement of Negroes into executive positions in the music industry. Capitol Records has stated that they are hopeful they will be able to move a Negro into executive ranks.

Of course, Eddie Ray has held a key position with Tower for some years. Abner and Larry Maxwell joined Berry Gordy Jr. at Tamla-Motown in key executive positions. Al Bell holds a top position at Stax-Volt. Joe Medlin holds a key position at Decca-Brunswick, etc.

According to the Time Magazine's recent article on Ahmet and Nesuhi Ertegun and Jerry Wexler of Atlantic Records, the "Soul Sound" is the "most pervasive pop-music tide in years." Soul has increasingly influenced the work of white performers. The authentic soul sound has truly come into its own in the white, teen-dominated market.

Wexler stated in Time, "It satisfies a thirst for the idiomatic, the untrammelled, the pure. After all that farina and honey, the audience wants some cornbread and butter."

Soul Ingredients

The success in the music

market-place of this "soul music" is due to the fact that it combines searing emotional conviction, a surging rhythmic pulse and earthy-poetic lyrics in updated variations on the Negro blues tradition.

Foreign Sales Sparked by R&B

Foreign sales, sparked by a great enthusiasm for Negro blues in Europe, have gone from practically nothing two years ago to a quarter of the volume of the big R&B labels. Ahmet Ertegun commented, "Blues music is so simple, sincere and beautiful that it has a universal audience. It's the only interesting pop music in the world."

There is a tremendous need for new writers of R&B songs. A fortune is awaiting the kids who decide to sit down and write a flood of hit material. All the labels need you!

TO
NARA
Our Fondest Wishes
Freddie Scott
Erma Franklin
Donald Height
Jerryo

Bert Berns



THE SOUL SOUND IS ON DIAL



A WOMAN'S HANDS Joe Tex

Dial 4060

DIAL RECORDS
Distributed by Atlantic Records

THE BEST OF JOE TEX

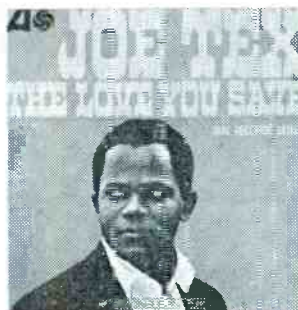


THE BEST OF JOE TEX
Atlantic 8144/SD8144

JOE TEX! I'VE GOT TO DO A LITTLE BIT BETTER

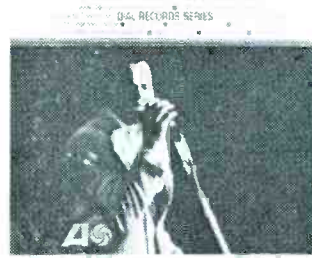


I'VE GOT TO DO A LITTLE BIT BETTER
Joe Tex
Atlantic 8133/SD8133

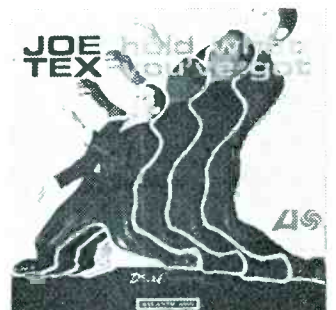


THE LOVE YOU SAVE
Joe Tex
Atlantic 8124/SD8124

JOE TEX/THE NEW BOSS



THE NEW BOSS
Joe Tex
Atlantic 8115/SD8115



HOLD WHAT YOU GOT
Joe Tex
Atlantic 8106/SD8106

The Renaissance of Rhythm & Blues Gut-Bucket Rubs Elbows with Psychedelics

By JIM STEWART

President, Stax Record Co.

MEMPHIS, TENN. — In recent months much has been said about the renaissance of Rhythm and Blues.

The experts have expounded such wisdoms as "exciting rhythms," "melodic horn lines," "arrangements," etc., as being entirely responsible for this sudden quest for soul music. Even we, as exponents of the "Stax/Volt Sound," have been given credit by many (naturally, we are flattered) for the rebirth and popular acceptance of Rhythm and Blues in the world of music today.

Of course, we do not, and cannot honestly take credit as the above factors are merely ingredients of Rhythm and Blues music, and we believe their importance is of a secondary nature. In order to ascertain the real truth behind this renaissance, we must find the primary or motivating force,



Al Bell

National Promo Director,
Stax/Volt Records

and we believe that force is "people." A people or a society, if you prefer, in search of reality.

Rosy Color Too Long

Far too long have we been painting our society and its conditions a rosy color for our youth. We have warned them of the bad, but have shown them very little good, and now they are aware of the chaos and corruption that exist in the world today. They are aware that reality does exist, and in life, and its every emotion, most certainly in the expressing of the universal language of music.

How does this relate to Rhythm and Blues? For many decades R&B has been like a virgin stream, dormant far beneath the earth's surface. It trickled along unnoticed, pure, and in its most simple form, composed only of nature's ingredients. One day man in his thirst for reality discovered this stream of "soul" and drank from it; and, of course, the news of the great discovery spread.

We at Stax/Volt did not drill the pure form of Rhythm and Blues from its resting place to alter, contaminate or damage it in any way. Instead, we merely chose to make the simplicity of reality attractive to the masses of record buying people. This is where our sometimes unorthodox rhythm patterns, me-



Jim Stewart

President, Stax/Volt Records

lodie horn lines, concept of lyrics and our musician's sense of communication have as our genuine ingredients been blended with this natural source, from which emanated our sound.

Victims of Reality

Now, gut-bucket rubs elbows with the psychedelics, and rightfully so, as mendacity, false coloring and fabrication

become the victims of reality.

What about the future of Rhythm and Blues? We at Stax/Volt feel it is the music of tomorrow. The renaissance period has just begun, and if the makers of Rhythm and Blues continue to cultivate, develop and improve, but in no way damage the roots of soul music, it will most certainly hold down the No. 1 position in the universal chart for years to come.

R&B Changing Times

By IRV BIEGEL

Sales Manager,
Bell Records, Inc.

Less than five years ago Sam Cooke wrote a song called "A Change is Going to Come." Today, local and national pop charts and programming reflect the definite influence of Rhythm and Blues artists as never before. For instance, the Aug. 5 *Record World* Top 100 listed 36 songs that are "so-called" R&B records.

The segregation of music, like the people involved, is coming to an end.

In the past, it has been R&B stations that have forced, through consumer sales, Top 40 stations to program artists like James Brown, Aretha Franklin, Otis Redding, etc. These artists have been around for a long time and only recently have they achieved the simultaneous recognition and

acceptance as artists in both markets.

Tells It Like It Is

So now, what is an R&B record? If you trace it down, the kids will tell you it's "soul." Something that's pulled out of suffering and suppression and "tells it like it is." It goes further than that and becomes a universal extension of expression. The roots of Rhythm and Blues, transplanted from the deep south to the Negro ghettos of New York, Detroit, Chicago, etc., etc., etc., and to the world have erased color from acceptance. Music has no prejudice, only pure pleasure.

The thread of differentiation between pop and R&B records no longer exists, and we are now in a position to re-evaluate our so-called R&B artists as ARTISTS!



THE MAR-KEYS AND BOOKER T. AND THE MG'S: Andrew Love, Wayne Jackson, Joe Arnold, Donald Dunn, Steve Cropper, Al Jackson Jr. and Booker T. Jones.

THANKS

THE YOUNG RASCALS



Management: Sid Bernstein



R & B: Recipe For Hits

By FLORENCE GREENBERG
President, Scepter/Wand Records

Rhythm and Blues, by the very nature of its title, describes the present-day amalgamation of the traditional blues with the popular rhythms of our day.

The rock 'n' roll sound of the '50s has steadily borrowed from gospel, Negro folk and blues music until contemporary music has a sound of its own, known in our trade as Rhythm and Blues.

I believe this music is the true sound of the youth of today and will live forever as part of the American culture. Although the Rhythm and Blues sound is wholly American in origin, the trend is not unique to the States.

If you study the English music movement, it has followed exactly the same pattern; however, behind us by five or six years. The highly successful English artists such as the Searchers, the Rolling Stones,

the Animals typify the influence of Rhythm and Blues music in England.

R&B Invades Jazz

Rhythm and Blues has also invaded the jazz field, and you find the same melodic figures and rhythms typical of the blues in jazz. For example "The Work Song" by Oscar Brown and "Misty" by Erroll Garner. That Rhythm and Blues is here to stay is a proven fact. When you look back at the Billie Hollidays, the Dinah Washingtons, the Chuck Berrys, the Little Richards, you know how long it has been with us.

The success of artists such as Dionne Warwick, Nancy Wilson, the Supremes, Ray Charles, the Shirelles and Chuck Jackson demonstrates the success of the Rhythm and Blues influence on the pop field and proves the ac-



Florence Greenberg

ceptance of this art form even by the most sophisticated audiences.

If anybody has a recipe for a hit record, it would be the miracle of our time; but one of the ingredients has to be the flavor of Rhythm and Blues. That we are sure of today.

Soulful Spencers



Shown above is the Spencer Davis Group, one of the leading exponents of what has come to be known as (British) Blue-Eyed Soul. Their singles and LPs for United Artists Records have consistently crossed from pop into the R&B market.

Invincible Inks

NEW YORK—Marilyn Atkinson, Yvette Williams and Deborah Bullock, all of Queens, who were formerly with Ru Val Records, have been signed to an exclusive personal management and recording contract with Invincible Recording Company, announces label President Leon Brazelton Jones.

The trio will record their first side, "Another Guy", due out in three weeks, under the name of the La Fons. Also, the Intimates, Donna Smith, Verbery Russell, Denise Russell and Juanita Moody, all of Brooklyn, will be launched on Intimate Records, subsidiary of Invincible Recording Company which will be formed in early November. Both group sessions will be produced and directed by Jones and Jeanne Wheaton, assistant manager of the label.

Divine Dionne

In a recent Time magazine article, Scepter Records thrush Dionne Warwick, 26, was hailed as "the best new female pop-jazz - gospel - rhythm-and-blues singer performing today."

The piece went on to note that for years singers like Dionne had been relegated to the R&B bag; while the countless British groups that descended upon the states merely imitated the music "that the Negro blues merchants had been performing with more style, heart and verve for decades. Now U.S. audiences have belatedly discovered singers like Dionne, Aretha Franklin and Lou Rawls and hoisted them to the top of the bestseller charts."

The piece covered Dionne's career from choir singing in Newark, N.J., to discovery by composer Burt Bacharach Jr. to her acclaim as the toast of Paris, where critics crowned her "Paris' Black Pearl."



Dionne Warwick

Smash Scepter Soul Songbird

To All
NARA Members
Have A
Wonderful
Time
We'll Be Back!



Thank You Otis Redding



Personal Management
PHIL WALDEN ARTISTS & PROMOTIONS
Macon, Georgia

STAX '67 - The Sounds Of The Year!

There's Equality in Music

Observes Epic-Okeh VP Len Levy

By DOUG McCLELLAND

NEW YORK — Opined Leonard S. Levy in an interview with *Record World* last week: "The Negro people have always had more equality in the entertainment field than anywhere else."

Now more than ever, added the Vice President, Sales and Distribution, for Epic Records and its vulnerable R&B subsidiary, Okeh.

"In my estimation, the Rhythm and Blues record business is comparable to what has happened in Country and Western music. In both instances, the tags put on them no longer ring true. R&B cannot be cubby-holed or narrowed down to one specific label any more. There is a complete crossover today into what has always been termed the mainstream of pop music.

"Radio stations—particularly Top 40—are playing a wider

variety of music, and a vast majority of the so-called pop Top 40 records are based on R&B themes—the many groups, British and otherwise, have been seeing to this."

"As a result," continued Levy, "it's my feeling that the teenagers who make up the Top 40 audience have become more attuned to this music and are accepting for the first time their own basic American music."

Bridging the Gap

Furthering this acceptance, Okeh, Levy went on, "has tried, and will continue to try, in our product to bridge the gap. For instance, the hit 'Mercy, Mercy, Mercy' by Johnny Watson and Larry Williams started out as a straight blues but wound up strong in pop as well. Another major factor has been Walter Jackson, who today gets as much pop radio play as R&B."

The two areas are now almost one, Levy says, with the exception of the hard blues or jazz-oriented blues.

Okeh's growth plans will be to expand from artist acquisition—"We're after 'name' people and new people and we want to develop those already on the label," the Vice President stated.

Among the Okeh mainstays are Walter Jackson, Major Lance, the Vibrations, Little Richard, Johnny Watson and Larry Williams. The latter was a very successful artist and songwriter some years back when he and Little Richard were "name" artists on the Specialty Records label. He brought Little Richard to Okeh about a year ago and is producing him. And Williams has an LP about to come out: "Larry Williams' Greatest Hits." (Williams, who heads up the Okeh production staff on the West Coast, joins an A&R roster presided over by Dave Kapralik, and including Ted Cooper and Manny Kellem.)

Good Groups

There are also some interesting new groups, namely the Seven Souls, "an exceptionally good West Coast in-person act—now we must capture that excitement on record"; and the Autographs, currently heard on "I'm Gonna Show You How to Love Me."

Epic has been very successful with the Staple Singers, a gospel-type group which through college concerts and such has gained a greater acceptance than ever before.

"We're open, too, to masters and independent producers. We're always looking."

Vintage Type Series Coming

Early in 1968, it was revealed, there will begin some interesting Epic-Okeh releases in the vintage vein from the vast blues catalog at their disposal. "Johnnie Ray's 'Cry' was originally on Okeh, you know, and then was transferred to Columbia. Johnnie was then looked upon as a blues singer, so it wound up on Okeh," Levy reminded.

As to the R&B "sounds" emanating from various parts of the country (and even overseas), Levy said: "There was



Leonard S. Levy
On R&B 'Crossover'

a time not long ago when the focal point was Detroit—if you wanted success, you had to get the Detroit Sound. Then came Memphis. It could be California next, or it could revert back to New Orleans.

"Sounds" are usually developed around a producer who gets what he feels is a variation on a basic theme. Then everyone rallies around him for the word. This is also true in the pop field. It can happen any place where there's a young, aggressive producer.

"The one big city lacking drastically from an R&B standpoint is New York City. I think this is because there is more spontaneity in other locations where the people making records are left alone more to their own devices."

Mills Tributes The 'Duke' In Wire

NEW YORK — Joining in the salute to Duke Ellington's opening on July 31 in the Rainbow Room was Richard L. Rosenthal, President of Mills Music, a major publisher of Ellington material since the 1920s. The telegraphed message read:

"The timeless, perennially-youthful creativity and sophisticated musicianship of Duke Ellington belie the allegation that it is now 50 years that you have been creating songs for the hearts, lips and dancing feet of the world. Mills Music is proud to be the publisher of hundreds of your works. With much affection we send these congratulations to a distinguished gentleman of the arts, whose unforgettable compositions and performances are a continuing inspiration to all of his many admirers and to the entire entertainment world."



From above, Okeh-Epic artists: the Seven Souls, the Staple Singers, Little Richard, Walter Jackson, Major Lance, Larry Williams and Johnny Watson.

Thank You Sam & Dave



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Macon, Georgia

STAX '67 - The Sounds Of The Year!

The ABCs of R&B

Confessions of a Promo Man

By MOE PRESKELL

ABC has always been committed to the field of R&B.

Many of ABC's first recordings were successful R&B hits, and as the company grew older it constantly added R&B records to its catalog. Through the years, a number of top artists in the field added their names to the continually growing roster of the ABC R&B product.

Having been in the record promotion field for a considerable time, certain trends are apparent to me and to those of us at ABC Records who deal in R&B product.

Generally speaking, there is a most favorable trend that has seen R&B music break out of the narrow areas to which it was once severely limited. The public taste is now encompassing every type of record with much less restriction to geography and station format. Needless to say, we at ABC are happy about this development and, I am sure, so is the entire record industry.

Following Pop Pattern

Rhythm and Blues records are now following the commercial pattern first established by popular music. Because of tight station formats, which must include so many records each week, it is very difficult to create a break-out record at the top stations in any given area. For this reason, it is much easier to concentrate on the secondary stations which have been calling attention to so many records recently that have gone on to become hits. The demand created here carries into the top 40s in the market,

which check the calls at the dealer level created by the outlying stations.

This situation is becoming increasingly true in the R&B market, which is a very healthy sign for the success of an increasing number of new R&B records. An outstanding example is "Believe in Me Baby" by Jesse James on the 20th Century-Fox label, which ABC distributes. This is a fantastic R&B sound and it looks like 20th's biggest single hit in a long time. The record originally started in San Francisco, at KSOL and KDIA, then to Richmond, Va., at WENZ and WANT with strong sales from initial air play. It spread immediately to other stations. Also, Seattle, Wash. with only one R&B station—KYAC—has built the Jesse James single into a giant in that territory.

More and more Rhythm and Blues product is being developed because—even though it is still relatively difficult to start a record—once it has caught on in the smaller station areas, it does flow into the Top 40 market much more easily than in past years. Consequently, more R&B records are finding their way into the Top 40 playlists. This is a much more common situation now than in the past.

The scope of R&B has widened greatly, due to the inquiring attitudes of young people today who are constantly searching for new ideas and new sounds. They have discovered the soul-satisfying sound of Rhythm & Blues,

which has always been around, but unfortunately never really gained wide favor until recent years.

Tangerine's Raelets Score Solo

An interesting record was the first single by the Raelets—"One Hurt Deserves Another"—on the Tangerine label, distributed by ABC Records. This excellent record, produced by Ray Charles, had a gospel-flavored sound and this sound combined with its message started, typically, on R&B stations, but went on to become a big hit in the top pop market. Their second record, "Into Something Fine," as a result, looks as though it will be even bigger.

These days, the Top 40 stations, rather than always waiting to see if a particular record will happen at the R&B level first, are much more receptive to programming R&B records on their own. For a long time, our single releases by Ray Charles were created first at R&B stations. However, this picture has changed greatly, and Ray's latest hit, "Here We Go Again," which has become one of the big records of this year, was started at the Top 40 level.

Another record which illustrates this point very well is the current ABC release by the Tams, "Mary, Mary Row Your Boat." Until this record, the Tams were always strong in the R&B stations in the Carolinas, but it was somewhat of a problem to spread their records throughout the country. For the first time, with "Mary," the

record began to happen at Top 40 stations in the South but outside the Carolinas.

A tremendous amount of today's acceptance of Rhythm & Blues can be attributed to Ray Charles, who is universally considered one of the first and most successful of the real "soul singers."

R&B Radio Changes

Rhythm & Blues radio station procedures have changed in another way so that the programming of R&B records has been made somewhat easier.

Whereas in the past, meetings were held weekly by radio station personnel to determine their playlists, the selection of records in a great many instances is now left up to the music and program director. They have been given the authority to put records on their playlists, and it now has become the responsibility of the record company promotion man to see that each disk jockey at a particular station is aware that a certain record is on his list.

A national promotion man can go into an area and do a fantastic job of getting a record on a list; but the most important part of his job is his followup with the local distributor's promotion man and that promotion man's relationship with the local station personnel, to ensure continued air play.

Without the proper followup and relationship, any record can be listed and die, even though it can be one of the most potentially popular hits from any record company.



Ray Charles



The Raelets



Jesse James



The Tams

Soul Greats

George Benson

Diahann Carroll

The Chambers Brothers

Len Chandler

Norman Charles

Dee Clark

Lee David

Miles Davis

Eddie and Ernie

Shirley Ellis

Art Farmer

Aretha Franklin

Gigi and The Charmaines

Guitar Crusher

John Handy

Hines, Hines and Dad

Rheta Hughes and
Tennyson Stephens

Mahalia Jackson

Curtis King

Donna Lee

Jon Lucien

Taj Mahal

Johnny Mathis

The Roy Meriwether Trio

Thelonious Monk

Mattie Moultrie

The Rayettes

Willie Ruff

Mongo Santamaria

Columbus Smith

Lonnie Smith

O. C. Smith

Stormy Winters

On COLUMBIA RECORDS 

**Congratulations to NARA
and best wishes for a great convention.
We'll be there in full strength.**

King Records 25th Anniversary

Nathan Crowned King of King At Surprise Birthday Party

CINCINNATI — Late last month, employees and friends of King Records, Inc., and its President Sydney Nathan gave a surprise party for Nathan on the occasion of the diskery's 25th anniversary.

Originally intended as a private affair, things got somewhat out of hand and when Nathan arrived home from work, there were about 75 there to greet him.

According to Jerry Blair, who came to work for Nathan a quarter of a century ago as a porter and remained to take charge of the pressing machinery, "He's a grand man. He tells the truth. He hates a liar and a rogue."

Also queried, Max Frank, 69, who once had Frank's Radio here, said, "I gave Syd a job in 1932 and he started rolling from there. He always had a special genius. He could look ahead and tell you how business would be a year away."

Didn't Come Easily

Nevertheless, Syd's success didn't come easily. He was a high school dropout (with poor eyesight, he couldn't see the books) and he tried lots of things — pawn shop, jewelry salesman, a park concession, shooting gallery, promoting wrestling matches. What he really wanted to be was the drummer in a big dance band, but he wasn't quite good enough for that either.

A \$6 debt changed his life. Nathan had a little record shop on West Fifth in 1938 and a juke box operator owed the \$6. The man offered to pay off with 300 used country, western and Negro records. He figured Syd could sell enough at a dime each to get his \$6 back. Syd made \$18 the first afternoon, and he became intensely interested in what has been called "the music of the little people."

This is still Nathan's forte.

"I was talking to a band leader, Elliot Lawrence, about 4 a.m. in a downtown hotel and told him he wrote good music

but it wasn't commercial enough," remembers Syd. "So he gave me an old Jewish tune —and in four minutes I wrote new words and a title, 'The Hope of a Broken Heart.' The late Cowboy Copas recorded it and it sold 70,000 copies."

Also Songwriter

Nathan also wrote a song for his wife. "'Lucky Dreamer' is the title," he related. "It's easily the best song ever written—it sold six copies."

What is the King Records secret for getting a hit record?

Colman Lowry, King salesman, said "sometimes it's just a new sound. Once I was in some tiny place south of Strawberry Plains, Tenn., and heard a guitar player who sounded unusual. I brought him to Cincinnati and his first record was a hit, but he never could repeat. I guess he's back south of Strawberry Plains."

Running such a business requires shrewd bargaining powers. Forest Bradford, who once had a big dance band and who has known Syd 40 years,

told how Nathan trained himself.

"He would go into a pawn shop and pretend interest in some item," said Forest. "He had no intention of buying it. He just wanted to pit his skill against that of the pawnbroker to see how good a price he could get."

'Had the Right People'

Syd was crowned "King of King" with a cardboard and purple velvet crown, and he took the cigar out of his mouth long enough to level those thick glasses on the faces around the room, and he said, "I've had the right people with me."

Hal Neely, an old friend and record executive from Nashville, then put in a claim to being the unsung hero of the surprise party. It had been Hal's job to keep Syd at the plant late.

"I made him sit there and listen to records he didn't want to hear," said Hal. Nathan was laughing—King had shipped 100,000 copies of James Brown's "Cold Sweat" that day. When you've got a song that hot, you can afford to listen to some others that aren't.

Fortunately for King Records and R&B, there have been plenty of hot records; and the next 25 years will no doubt see many more.

On TVer



Last week Valise Records' Frank Dell (above, left) climaxed a successful promo trip to Baltimore, Md. He was guest artist on "The Kirby Scott TV Show." He also sang his recording, "Baby You've Got It," at hops for Al Jefferson, WWIN, Les Alexander, WCAO, and Hot Rod of WWIN.

Hope Praised For JET Work

Bob Hope was singled out for praise last week by Dr. Allan H. Bush, Executive Director of the Buffalo (N. Y.) Opportunities Development Corporation, for his work in promoting Project JET.

"Mr. Hope took time out from a busy tour of the South to tape TV promos and cut radio spots for Project JET," Dr. Bush said. "His intense personal appeal makes him an ideal person to reach a large number of people with a message that may change their lives—and the lives of the generations that follow them."

Purpose of Project JET, a plan originated by the Opportunities Development Corporation, is to provide jobs—education—training for unemployed heads of households. The trainee receives tutoring in basic educational requirements while he's on the job, earning a paycheck. The employer is reimbursed by the federal government for up to \$30 per week per trainee.

Aim of the program is to take people off the public assistance rolls and make them tax-paying citizens.

Buffalo's Opportunities Development Corporation is acting a consultant capacity nationally for the program.

Hope filmed and cut the public service announcements while in Montgomery, Ala., using the facilities of station WCOV-TV.

In preparing them, he said, "I'm very pleased to do my part to encourage those who missed out on their education and job training to take the necessary steps to catch up. I think the Project JET idea is a great one and I'm glad to see it catching on all over the country."

The spots will be mailed to stations throughout the country within the next two weeks.

Booker Awarded



Bandleaders Count Basie (left) and Carmen Cavallaro (right) look on as Max Arons, President of Local #02 of the American Federation of Musicians, presents a plaque to veteran band booker Willard Alexander for his efforts in presenting live music through name bands at the Riverboat in New York.

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Available R & B Standards

THE ACCENTS New Girl Vapac	It's Just A Matter Of Time Mercury	Every Beat Of My Heart/ Like A Baby Mercury	CANNIBAL & THE HEADHUNTERS Land of 1,000 Dances Rampart	That Lucky Old Sun Atlantic
ACE, JOHNNY Piedgin' My Love Duke	Kiddio Mercury	Have Mercy Baby Mercury	CAPITOLS Cool Jerk Karen	The Right Time ABC
My Song	Lumberjack Mercury	How Long Darling Mercury	CAPRIS There's A Moon Out Tonight Exodus	Together Again ABC
Never Let Me Go The Clock	Walk On The Wild Side Mercury	I Don't Care Mercury	CARDINALS Offshore Atlantic	Unchain My Heart Atlantic
Angel	Where There's A Will Mercury	I Don't Mind Mercury	Wheel Of Fortune Atlantic	What'd I Say Atlantic
Saving My Love For You	BERRY, CHUCK Johnny B. Goode Chess	I Got You Mercury	CARR, JAMES You've Got My Mind Messed Up Goldwax	Without Love/No One ABC
ADAMS, FAYE Shake A Hand Flashback	Maybelline Chess	It's A Man's World Mercury	CASH, ALVIN & NIGHTCRAWLERS Barracuda Mar V Lus	You Are My Sunshine ABC
ADAMS, MARIE I'm Going to Play the Honky Tonks Peacock	Memphis Chess	Lost Someone Mercury	Twine Time Mar V Lus	You Don't Know Me ABC
AD LIBS The Boy from New York City	Rock And Roll Music Chess	Night Train Mercury	CASUALS So Tough Backbeat	You Don't Know Me ABC
ADDERLEY, JULIAN "CANNON-BALL" The Sticks Capitol	Roll Over Beethoven Chess	Oh Baby Don't You Weep Mercury	CHAMPION JACK DUPREE Me And My Mule King	You Are My Sunshine ABC
Mercy, Mercy, Mercy	School Days/Deep Feeling Chess	Papa's Got A Brand New Bag Mercury	CHAMPS Limbo Rock Challenge	I Don't No Doctor Atlantic
Why? (Am I Treated So Bad)	Thirty Days Chess	Papa's Got A Brand New Bag/ Try Me (Instrumentals) Smash	Only The Young Challenge	Something Inside Me Atlantic
Walk Tall (Baby, That's What I Need)	You Never Can Tell Chess	Please, Please, Please Federal	Tequilla Challenge	Here We Go Again Atlantic
AKENS, JEWEL The Birds And The Bees ERA	BIG BOPPER Chantilly Lace Mercury	Bewildered Mercury	Too Much Tequilla Challenge	I Chose to Sing the Blues Atlantic
ALLEN, LEE Walkin' With Mr. Lee Flashback	BILLIE & LILLIE Lah Dee Dah Swan	This Old Heart Mercury	CHANDLER, GENE Duke Of Earl Exodus	CHARLIE & RAY I Love You Madly Flashback
ANDREWS, LEE & THE HEARTS I'm Sorry, Pillow Parkway	BLIND BOBBY Ain't Doing Too Bad Duke	Prisoner Of Love King	London Town Constellation	CHECKER, CHUBBY Birdland Parkway
Long Lonely Nights Chess	Ain't Nothing You Can Do Duke	Shout And Shimmy King	Rainbow Exodus	Hey Bobba Needle Parkway
Teardrops Chess	Blind Man/Black Night Duke	Signed, Sealed, & Delivered King	Rainbow '65 Constellation	Hooka Tooka Parkway
Try The Impossible U.A.	Call On Me/ That's The Way Love Is Duke	The Bells King	Soul Hootenanny Exodus	Lazy Elsie Molly Parkway
ANTHONY & IMPERIALS Going Out Of My Head DCP	Don't Cry No More Duke	These Foolish Things King	The Big Life Exodus	Let's Twist Again Parkway
Hurt So Bad DCP	Dust Got In Daddy's Eye Duke	Try Me/Think King	Good Times Exodus	Limbo Rock/Popeye Parkway
I Miss You So DCP	Farther Up The Road Duke	It Was You King	Nothin' Can Stop Me Exodus	Slow Twistin' Parkway
I'm On The Outside DCP	I'll Take Care Of You Duke	I'll Go Crazy Smash	Just Be True Exodus	The Twist/ Twistin' U.S.A. Parkway
Looking In G.G.	Jelly, Jelly, Jelly Duke	Devil's Hideaway Smash	God Bless Our Love Exodus	CHECKERS Over The Rainbow King
Shimmy Shimmy Ko Ko Bop G.G.	Share Your Love With Me Duke	Good, Good Lovin' Smash	What Now Exodus	White Cliffs Of Dover King
Take Me Back DCP	Stormy Monday Blues Duke	Money Won't Change You Smash	You Can't Hurt Me No More Exodus	THE CHECKMATES LTD. Please Don't Take My World Away Capitol
Tears On My Pillow G.G.	These Hands (Small But Mighty) Duke	Christmas Song Smash	Here Come The Tears Exodus	Checker Dots Peacock
The Diary G.G.	Too Far Gone To Turn Around Duke	Let's Make Christmas Smash	The Girl Don't Care Brunswick	All I Hear Peacock
Two People In The World G.G.	You've Got Bad Intentions Duke	Bring It Up Smash	CHANNELS Closer You Are Flashback	CHUBBY AND THE TURNPIKES I Know The Inside Capitol
When You Wish Upon A Star G.G.	I Learned My Lesson Duke	Kansas City Smash	Flames In My Heart Port	CLARK, DEE Hey Little Girl Exodus
THE ARTISTICIS Girl I Need You Brunswick	Don't Want No Woman Duke	Let Yourself Go Smash	Gleam In Your Eye Port	Raindrops Exodus
I'm Gonna Miss You Brunswick	I Smell Trouble Duke	I Loves You Porgy Smash	I Really Love You Port	CLARKE, TONY The Entertainer Chess
AVONS Talk To Me A-Bet	I'll Take Care Of You Duke	Cold Sweat Smash	My Love Will Never Die V.J. Oldies	CLAY, OTIS I'm Satisfied One-Derful
BAKER, LAVERN I Cried A Tear Atlantic	That's The Way Love Is Duke	BROWN, MAXINE Funny Exodus	That's My Desire G.G.	CLEFTONES For Sentimental Reasons G.G.
Jim Dandy Atlantic	Lead Me On Duke	Not My Baby/ You Upset My Soul Wand	CHANTELS Every Night G.G.	Heart And Soul Exodus
Tweedle Dee Atlantic	Lead Me On Duke	One Step At A Time Wand	Goodbye To Love G.G.	Little Girl Of Mine G.G.
BAKER, SAM Someone (Bigger Than You and Me) Sound Stage 7	Lead Me On Duke	Something You Got Wand	He's Gone G.G.	You Baby You G.G.
BALLARD, HANK Annie Had A Baby Federal	Lead Me On Duke	Hold On, I'm Coming Wand	I Love You So G.G.	Why Do You Do Me Like You Do G.G.
Coffee Grind King King	Lead Me On Duke	Got To Get You Off Atlantic	Look In My Eyes Exodus	Can't We Be Sweethearts G.G.
Continental Walk King	Lead Me On Duke	My Mind Atlantic	Maybe G.G.	CLOVERS Blue Velvet Atlantic
Every Beat Of My Heart Federal	Lead Me On Duke	If You Need Me Atlantic	Well I Told You V.J. Oldies	Devil Or Angel Atlantic
Finger Poppin' Time King	Lead Me On Duke	Just Out Of Reach Atlantic	CHANTERS Five Little Kisses Deluxe	Love, Love, Love Atlantic
Get It Federal	Lead Me On Duke	Home In My Heart Atlantic	My My Darling Deluxe	Love Potion Number Nine U.A.
Hoochie Coochie Coo King	Lead Me On Duke	The Price Atlantic	No No No Deluxe	COASTERS Along Came Jones Atco
Kansas City King	Lead Me On Duke	He'll Have To Go Atlantic	Row Row Row Your Boat Deluxe	Charlie Brown Atco
Let's Go Again King	Lead Me On Duke	Burnette, Dorsey Atlantic	Do Something Baby Jewel	Down In Mexico Atco
Let's Go, Let's Go, Let's Go King	Lead Me On Duke	Hey Little One/ Tall Oak Tree Era	BUTLER, BILLY Help Yourself Brunswick	Little Egypt Atco
Moonrise Federal	Lead Me On Duke	BROWN, MAXINE & CHUCK JACKSON Something You Got Wand	BUTLER, GEORGE "WILD CHILD" Do Something Baby Jewel	Poison Ivy Atco
Sexy Ways Federal	Lead Me On Duke	Hold On, I'm Coming Wand	BUTLER, JERRY For Your Precious Love Exodus	Searchin'/Young Blood Atco
Twist/Teardrops On Your Letter King	Lead Me On Duke	Got To Find A Way M-Pac	Let It Be Me Exodus	Shoppin' For Clothes Atco
Work With Me Annie Federal	Lead Me On Duke	Master Key M-Pac	Love Is Strange V.J. Oldies	Yakety Yak Atco
BANKS, DARRELL Here Come The Tears Atco	Lead Me On Duke	BUTLER, BILLY Help Yourself Brunswick	Moon River Exodus	C.O.D.'s Michael Kellmac
BARNES, J. J. Baby Please Come Back Home Groovesville	Lead Me On Duke	BUTLER, GEORGE "WILD CHILD" Do Something Baby Jewel	I Dig You Baby Mercury	COCHRAN, WAYNE Goin' Back To Miami Mercury
BELL, WILLIAM You Don't Miss Your Water Stax	Lead Me On Duke	BUTLER, JERRY For Your Precious Love Exodus	You Make Me Feel Like Someone Atlantic	COLE, COZY Topsy II Coral
BELVIN, JESSIE Goodnight My Love Jamie or Exodus	Lead Me On Duke	Let It Be Me Exodus	CADETS Stranded In The Jungle V.J. Oldies	Ol' Man Mose Gordy
Sentimental Reasons Exodus	Lead Me On Duke	Love Is Strange V.J. Oldies	Dirty Work At The Crossroad U.A.	COLLIER, MITTY No Faith No Love Chess
BENTON, BROOK A Rockin' Good Way/ Baby You	Lead Me On Duke	Moon River Exodus	Guns Of Navarone U.A.	I Had A Talk With My Man Atlantic
Got What It Takes Mercury	Lead Me On Duke	I Dig You Baby Mercury	Peck-A-Boo Josie	CONLEY, ARTHUR Sweet Soul Music Atco
Endlessly/ So Many Ways Mercury	Lead Me On Duke	You Make Me Feel Like Someone Atlantic	Romeo Josie	CONTOURS Can You Do It Gordy
Going Going Gone Mercury	Lead Me On Duke	CADETS Stranded In The Jungle V.J. Oldies	Rudolph The Red Nosed Reindeer Josie	Can You Jerk Like Me Gordy
House Is Not A Home Mercury	Lead Me On Duke	Down The Road Josie	Speedoo Josie	Don't Let Her Be Your Baby Gordy
	Lead Me On Duke	Gloria Josie	Zoom Josie	Do You Love Me Shake Sherry Gordy
	Lead Me On Duke	Hit The Road Jack ABC	CANDY & THE KISSES Keep On Searching Scepter	You Get Ugly RCA
	Lead Me On Duke	I Got A Woman Atlantic	The 81 Cameo	COOKE, SAM Another Saturday Night RCA
	Lead Me On Duke	I'm A Fool To Care Atlantic	Soldier Baby (Of Mine) ABC	Another Saturday Night RCA (EPA)
	Lead Me On Duke	I'm Moving On Atlantic		(Continued on page 36)
	Lead Me On Duke	Let's Go Get Stoned ABC		
	Lead Me On Duke	No Letter Today Impulse		
	Lead Me On Duke	One Mint Julep Atlantic		
	Lead Me On Duke	Ruby/Hard Hearted Hannah ABC		
	Lead Me On Duke	Sticks And Stones Atlantic		
	Lead Me On Duke	Sweet 16 Bars Atlantic		
	Lead Me On Duke	Teardrops From My Eyes ABC		

Billy Preston
H. B. Barnum
Patrice Holloway
Round Robin
Cannonball Adderley
Lou Rawls
Verdelle Smith
Willie Hightower
The Magnificent Men
Patti Drew
The Checkmates
Nancy Wilson



Soul spoken here

Available R & B Standards

(Continued from page 34)

Chain Gang
For Sentimental Reasons
Frankie And Johnny
Having A Party
I'll Come Running Back
To You/Forever Specialty
Little Red Rooster/
Ain't That Good News RCA
Shake/Cousin Of Mine
Sugar Dumpling
Twistin' The Night Away/
You Send Me
Wonderful World
A Change Is Gonna Come
When A Boy Falls In Love
Nothing Can Change This Love
Summertime
You Send Me Capitol
Everybody Loves To Cha Cha
Cousin Of Mine
Bring It On Home To Me
Cupid
Send Me Some Lovin'
CONTINENTALS
You're An Angel G.G.
COOKIES
Don't Say Nothing Bad
About My Baby Dimension
COOLEY, EDDIE
Priscilla V.J. Oldies
COOPER, LES
Wiggle Wobble Everlast
CORTEZ, DAVE "BABY"
Happy Organ Clock
Rinky Dink Chess
COVAY, DON
Mercy, Mercy Rosemart
Seesaw Atlantic
Please Do Something
Take This Hurt Off Me Rosemart
CRESCENDOS
Oh, Julie Nasco
CRESCENTS
Pink Dominoes ERA
CRESTS
Angels Listened In Coed
Sixteen Candles Coed
CROWS
Gee/Baby G.G.
KING CURTIS
Soul Twist Capitol
Pot and Pans Atco
Something On Your Mind
DANLEERS
One Summer Night Mercury
DAVIS, BILLY & THE ESSENTIALS
Spunky Onions Peacock
DAY, BOBBY
Rockin' Robin Exodus
DEMENSIONS
Over The Rainbow Coral
DIDDLEY, BO
Bo Diddley Checker
Hey Bo Diddley
Say Man
You Can't Judge A Book
By Its Cover
DIXIE DRIFTER
Soul Heaven Roulette
DOGGETT, BILL
Hold It King
Honky Tonk
Leaps & Bounds
Moon Dust
Ram-Bunk-Shush
Slow Walk
Smokie
DOMINO, FATS
Ain't It A Shame Imperial
Blueberry Hill/
I'm Walkin' Imperial
Going Home/Fat Man
I Hear You Knocking
I'm In Love Again/
Blue Monday
I Want To Walk You Home
Rosemary
Jambalaya/You Always
Hurt The One You Love

Let The Four Winds Blow/
Valley Of Tears
My Blue Heaven/
Country Boy
One Night/Isle Of Capri
Please Don't Leave Me/
Walkin' To New Orleans
Whole Lotta Livin'/
Bo Weevil
Your Cheatin Heart/
Three Nights A Week
I'm Livin' Right
DOMINOES
Sixty Minute Man Federal
DON & DEWEY
Big Boy Pete Specialty
Leavin' All Up To You Specialty
The Letter Specialty
DON & JUAN
What's Your Name Big Top
DOOTONES
Teller Of Fortunes Dooto
DORSEY, LEE
Get Out Of My Life,
Woman Amy
Ride Your Pony Amy
Ya Ya Flashback
Ya Ya G.G.
workin' In A Coal Mine Amy
DUVELLS
You Can't Sit Down Parkway
DUKIFTERS
Dance With Me Atlantic
roots Fall In Love
noney Love
Money Honey
on Broadway
Please Stay
saturday night At The
Movies
Save The Last Dance
For Me
Some Kind Of Wonderful
Sweets For My Sweet
This Magic Moment
There Goes My Baby
Under The Boardwalk
Up On The Roof
What'cha Gonna Do
I Count The Tears
DUBS
could This Be Magic G.G.
Don't Ask Me To Be Lonely G.G.
DUETTES
Please Forgive Me One-derful
DUPTRES
You Belong To Me Coed
DU TONES
Shake A Tail Feather One-derful
DYKE AND THE BLAZERS
Funky Broadway Original Sound
EDUC & ERNIE
I'm A Young Man Eastern
Time Waits For No One
I'm Goin' For Myself
ELLIS, SHIRLEY
Clapping Song Congress
Name Game Kapp
Nitty Gritty Kapp
Puzzle Song Congress
ESSEX
A Walkin' Miracle G.G.
Easier Said Than Done G.G.
EVERETT, BETTY
Shoop Shoop Song Exodus
You're No Good Exodus
Your Love Is Important
To Me One-Derful
People Around Me ABC
EXCITERS
Tell Him U.A.
Number One Shout
FALCONS
I Found A Love Lupine
You're So Fine U.A.
FIVE KEYS
Glory Of Love Imperial
FIVE ROYALS
Dedicated To The One

I Love King
Think King
FIVE SATINS
In The Still Of The
Night Flashback
FIVE STAIRSTEPS
Ain't Gonna Rest Windy C
Come Back
Danger! She's A Stranger
Don't Waste Your Time
World Of Fantasy
FLAMINGOS
I'll Shed A Tear At Your
Wedding G.G.
I Only Have Eyes For
You Exodus
Lovers Never Say
Goodbye Exodus
FLARES
Foot Stompin' Felsted
FLOYD, EDDIE
Knock On Wood Atlantic
Raise Your Hand
FONTELLA BASS
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Rescue Me Checker
FOREST, JIMMY
Night Train U.A.
THE FOUR PENNIES
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You Love Motown
I Can't Help Myself
It's The Same Old Song
Shake Me Wake Me
Reach Out—I'll Be There
Seven Rooms Of Gloom
Bernadette
Standing In The Shadow
Of Love
FOUR TUNES
Marie Jubilee
FOXX, INEZ
Mockingbird Symbol
FRANKLIN, ARETHA
Skylark, Won't Be
Long Columbia
I Never Loved A Man Atlantic
Respect
Baby I Love You
FREEMAN, BOBBY
Betty Lou Got A New
Pair Of Shoes Josie
Do You Want To Dance Josie
Ebb Tide Josie
Shimmy Shimmy King
S-W-I-M/
C'mon And Swim Exodus
The Mess Around Josie
FREEMAN, ERNIE
Raunchy Imperial
FULSON, LOWELL
Reconsider Baby Checker
Tramp Kent
Everyday I Have The
Blues Hollywood
Lonesome Christmas
GABRIEL & THE ANGELS
That's Life Swan
GALAHADS, THE
The Fool Jubilee
GAYE, MARVIN
Baby Don't Do It Tamla
Can I Get A Witness Tamla
Hitch Hike Tamla
How Sweet It Is Tamla
I'll Be Doggone Tamla
Let Your Conscience Be
Your Guide Tamla
Pride And Joy Tamla
Stubborn Kind Of Fellow Tamla
Take This Heart Of Mine Tamla
Try It Baby Tamla
You're A Wonderful One Tamla

Ain't That Peculiar
Little Darling (I Need You)
One More Heartache
GAYE, MARVIN & KIM WESTON
It Takes Two Tamla
What Good Am I Without You
G-CLEFS
Cause You're Mine G.G.
I Understand Terrace
GEORGE, BARBARA
I Know AFO
GILES, EDDY
Losin' Boy Murco
GLADIOLAS
Beyond The Reef Decca
Black Coffee Decca
Just One More Time Decca
Little Darlin' Exello
Mediation Decca
More Decca
Sweet Sixteen Bars Decca
GRANT, EARL
Ebb Tide Decca
House of Bamboo Decca
The End/Ol' Man River
Hide Nor Hair
Sweet Sixteen Bars
Caravan
Black Coffee
Ol' Man River
After Hours
The Lonesome Road
Yes Sirree!!
I'll Drownin My Tears
HARPO, SLIM
Baby Scratch My Back Exello
I'm A King Bee
I'm Your Bread Maker
Baby
Rainin' In My Heart
HARPONES
The Masquerade Is Over G.G.
HARRIS, BETTY
Cry To Me Jubilee
HARRIS, BOBBY
Sticky, Sticky Shout
HARRIS, THURSTON
Little Bitty Pretty One Imperial
HARRIS, WYNONIE
All She Wants To Do
Is Rock King
Blood Shot Eyes King
Good Rockin' Tonight King
Lovin' Machine King
HARRISON, WILBERT
Sentimental Journey Deesu
HAWKINS, RONNIE
Forty Days G.G.
HAWKINS, SCREAMIN' JAY
I Put A Spell On You Epic
All Night Decca
I Put A Spell On You
HAWLEY, DEAN
Look For A Star Dore
HEAD, ROY
Treat Her Right Backbeat
HEARTBEATS
After New Year's Eve G.G.
A Thousand Miles Away G.G.
Darling, How Long G.G.
I Won't Be The Fool
Any More G.G.
One Day Next Year G.G.
HEIGHT, DONALD
My Baby's Gone Shout
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Sixty-Five Days
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HENDERSON, JOE
Snap Your Fingers Todd
HENDRICKS, BOBBY
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Ain't Got No Home Cadet
WILLIE HIGHTOWER
For Sentimental Reasons Capitol
HILL, JESSIE
Oop Poo Pa Doo Imperial

HINGTON, JOE
Funny Backbeat
Pledging My Love Backbeat
You Know It Ain't Right
HOLIDAY, JIMMY
Baby, I Love You Minit
Everybody Needs Help
Turning Point
HOLLAND, EDDIE
Babysshake Motown
Candy To Me
Jamie
Just Ain't Enough
Leaving Here
HOLLOWAY, BRENDA
Every Little Bit Hurts Tamla
I'll Always Love You
When I'm Gone
Sad Song
I'll Be Available
Operator
HOPKINS, LIGHTNIN'
T. Model Blues Prestige
Let's Go Sit On The Lawn
Flash Lightnin' Imperial
Feel So Bad Herald
Automobile Blues Prestige
HUGHES, JIMMY
Neighbor Neighbor Fame
Why Not Tonight
HUNT, TOMMY
Human Scepter
HUNTER, "IVORY" JOE
Guess Who King
Jealous Heart King
Since I Met You Baby Atlantic
HURRICANES
Dear Mother King
IKETTES
I'm Blue Atco
Peaches 'N Cream Modern
IMPRESSIONS
Amen ABC
Gypsy Woman
I'm So Proud
I Need You
It's All Right
Just One Kiss From You
Keep On Pushing
Meeting Over Yonder
Never Let Me Go/
Little Young Lover
People Get Ready
Sad, Sad Girl And Boy
Talking About My Baby
Too Slow
Woman's Got Soul
You Must Believe Me
You've Been Cheating
You've Come Home/
Minstrel And Queen
Can't Satisfy
Love's A-Comin'
You Always Hurt Me
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IRWIN, BIG DEE
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Shout RCA
This Old Heart Of Mine Tamla
Twist And Shout Wand
I Guess I'll Always
Love You Tamla
Starting The Hurt
All Over Again
Take Some Time Out For Love
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I Love You, Yes I Do King
I Want A Bowlegged
Woman King
Little Girl Don't Cry King
JACKSON, CHUCK
Any Day Now/
The Prophet Wand
Beg Me/ This Broken
(Continued on page 38)

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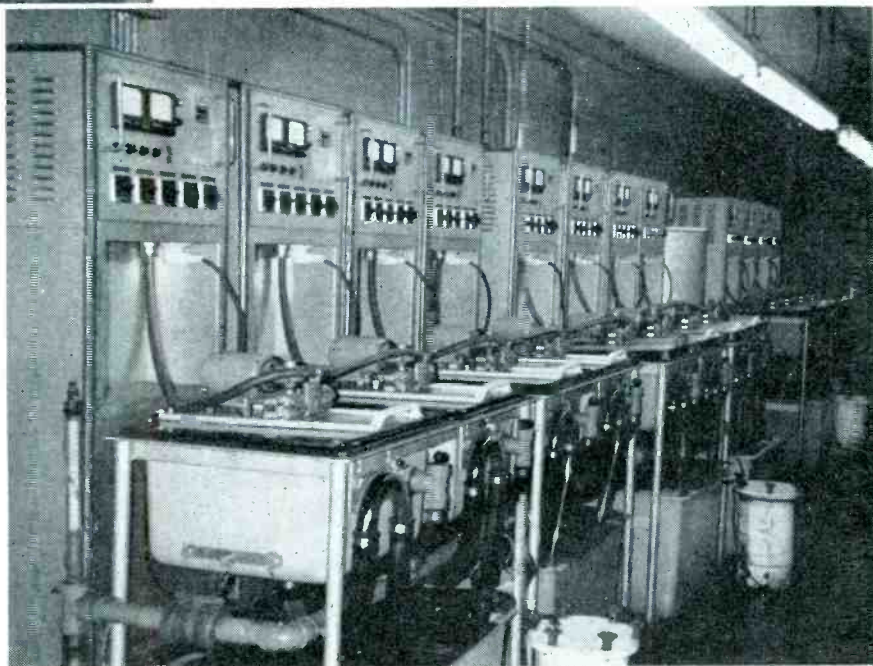
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RESPONSIBILITY

By ED WRIGHT

Minit Records

As a past president of NARA, I am totally familiar with the difficulties an organization can encounter while trying to establish itself firmly in the music business. Now, representing Minit Records, I want to pledge the support of our company and to urge the rest of the industry do likewise.

I think that we can all help, each in our own way, manufacturers, trade press, performers and, of course, the radio industry and members of NARA themselves, to help follow through with all the programs that have been started by past administrations. Rhythm and Blues music is gaining greater and greater acceptance almost daily, as evidenced by the number of R&B artists reaching the top of the pop charts. Newer artists, our own Minit talent, Jimmy Holiday, Clydie King, Jimmy McCracklin, etc., are now receiving pop air play from the moment their records are released. This growth has taken place over just a few short years; so should NARA grow.

This year's convention will turn out to be the organization's most important so far. A new president will be elected. To the new president will come the responsibility of giving direction to the energy stored within NARA. Strength must be given to the regional concepts of the organization, giving the membership a better understanding as to what they are trying to do. Exploring and establishing a job placement program and a compensation program for the members is all important. Atlanta will have to

be the beginning of an even newer "New Breed" ideology. It should be a "How can we help ourselves and how can we help our industry" concept. Both the radio and the record industries should have a vested interest in the growth of NARA because of the added dignity a successful NARA can bring to our business.

The current racial turmoil experienced in our nation's major cities is a condition that the members of NARA can help in alleviating. With an awareness and an interest in his community, the radio announcer can be, and in most cases is, of immeasurable help in alleviating the emotional aspect of these conditions. With the help of city, state and government factions, and the help of his industry, the announcer could be the liaison needed to communicate with the people in the Negro communities. NARA is in a position to start the ball rolling in this area.

Needless to say, NARA can also be instrumental in creating a better rapport between the manufacturer and the announcer himself in the music business, in the R&B, jazz and pop fields.

We all know that mistakes have been, and will be, made; but if the officers of NARA view them from the proper perspective, these mistakes can be utilized to strengthen the operations of the organization in the future.

These are just a few of the reasons why I feel that it will be to the benefit of all to SUPPORT NARA.

Take a Look Project Grows

NEW YORK — The "Take a Look—1967" project, which began as an individual effort by Clyde Otis a few weeks ago, has developed into a much larger program. A Take a Look Foundation has been formed with Otis, Clarence Avant, Del Shields, Bennett R. Rosner and Howard Cook as directors.

Legal counsels for the foundation have already taken the necessary measures to petition a New York state charter for the non-profit organization. The primary aim of the foundation is to help curb and prevent further racial violence from

erupting in cities in the United States.

Public Service

Records, whose lyric content are related to the "Take a Look" theme, have been released as public service features by Columbia, Decca and Mercury. It is hoped that these records will be programmed heavily by radio station program directors across the country. ABC, Liberty and RCA Victor will issue future disks. Several diskeries have been approached for financial contributions to the foundation. Otis states that "early responses have been encouraging." Funds received by the foundation will go toward expansion of the "Take a Look" theme and general operating expenses.

(Continued on page 67)

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Jerry Wexler: A Great Year for R&B

The past year has been a great one for Rhythm and Blues artists and records.

Rhythm and Blues has swept the entire music business, riding a crest of popularity that has raised sales of R&B disks to new heights. Our own Aretha Franklin has had two consecutive No. 1 records on Atlantic, "I Never Loved a Man (The Way I Love You)" and "Respect," both of which sold over a million. Wilson Pickett, Otis Redding, Joe Tex, Percy Sledge and Solomon Burke have also been high on the charts with their singles, as well as the Capitols, Barbara Lewis, the Bar-Kays, Eddie Floyd, Carla Thomas, Booker T. and the M.G.'s and Jimmy Hughes. Other record companies deeply involved in the R&B scene have also experienced strong sales.

International Aretha

Throughout the world R&B records are big-sellers, and most of our top R&B names are powerful overseas as well. The impact of Rhythm and Blues on the international music scene has been stunning.

By JERRY WEXLER



Jerry Wexler
Atlantic Records VP

In just six months Aretha Franklin has emerged as an international hitmaker, with her records selling solidly in many foreign lands, especially Eng-

land. And the same is true for many other exciting Atlantic-Atco R&B artists.

The enthusiastic reception accorded the Stax-Volt Revue

Aretha Franklin Scoring

both in England and Europe last spring is another indication of the strength of R&B on the world-wide music market.

The Stax-Volt Revue, featuring such great artists as Otis Redding, Sam & Dave, Carla Thomas, Eddie Floyd, Arthur Conley, the Mar-Keys and Booker T. & the M.G.'s, was the hottest package to play London and Paris in years. Standing room only audiences greeted the show wherever it appeared and tickets for the Stax-Volt concert were snapped up like they were going out of style.

Earlier this year, Percy Sledge played to 7,000 people in Paris at a tremendous outdoor concert at the Festival Des Muguets at Chaville.

Deejays' Hard Jobs

It's still true that Rhythm and Blues stations and deejays
(Continued on page 59)

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— And the Atlantic Records Label

do the hard job of getting new R&B disks off the ground, but it is also true that Top 40 stations now jump on R&B disks as soon as they start taking off. A few years ago few Top 40 stations played R&B records. Charts are beginning to reflect the true sales of R&B disks and it is no longer unusual to find



WFUN Radio Program Director and air personality Dick Starr receives an advance pressing of the new Joe Tex single, "A Woman's Hands," from Henry Allen, Atlantic Records Vice President, and Joe Tex at the recent Atlantic convention in Miami.

R&B records in the Top 10 of the pop charts.

All of this indicates that Rhythm and Blues is the most powerful single influence on the pop scene today, not only in this country but world-wide. R&B artists and records lead the way in creating new styles, new musical ideas and new song material for today's pop market. They are the innovators who are imitated by pop singers and pop groups from California to New York and from England to Japan.

From the Rhythm and Blues field have emerged many of our pop super-stars, artists who can sell a million records and score sensational grosses in their live appearances.

Brown Packs Garden, Etc.

James Brown packs Madison Square Garden every year on a one-nighter engagement, a record topped only by the Beatles at New York's Shea Stadium. Otis Redding's two month one-nighter tour this summer will gross over \$500,000, a mark for

other artists to shoot at. Aretha Franklin is the only girl singer on today's music scene who has garnered three gold records in a row, two for her best-selling singles and one for her \$1 million worth of sales on her first Atlantic album.

The vitality and the genuineness of Rhythm and Blues is the key to its success through-

Powerful Overseas As Well

out the world. Basic honesty and soulfulness are the ingredients that will maintain the great influence of Rhythm and Blues in the world of pop music for many years to come.



Aretha Franklin



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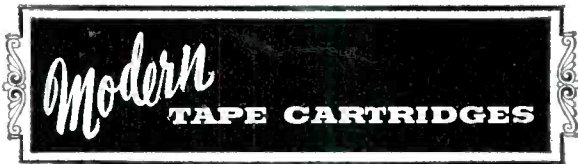
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_____	MT-15,004	THE SOUL STIRRING Z. Z. HILL
_____	MT-15,005	PURE SOUL WITH B. B. KING, LOWELL FULSOM, ELMORE JAMES, LITTLE RICHARD, Z. Z. HILL, VERNON & JEWELL
_____	MT-15,006	ON STAGE B. B. KING LIVE
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_____	MT-15,010	ETTA JAMES SINGS
_____	MT-15,011	LIGHTNING HOPKINS SINGS THE BLUES
_____	MT-15,012	THE SOUL OF B. B. KING
_____	MT-15,013	THE BLUES IN MY HEART
_____	MT-15,014	THE RHYTHM IN MY SOUL—ELMORE JAMES LITTLE RICHARD SINGS HIS GREATEST HITS (Recorded Live)
_____	MT-15,015	BIG CITY BLUES—HOWLING WOLF
_____	MT-15,016	BUT NOT FORGOTTEN—JESSE BELVIN
_____	MT-15,017	MY KIND OF BLUES—B. B. KING
_____	MT-15,018	THE BLUES—JOHN LEE HOOKER
_____	MT-15,019	ORIGINAL ARTIST HITS VOL. II
_____	MT-15,020	BLUES FOR ME—B. B. KING
_____	MT-15,021	DRIFTIN' THRU THE BLUES—JOHN LEE HOOKER
_____	MT-15,022	I LOVE YOU SO—B. B. KING
_____	MT-15,023	THE BEST OF THE BIGGEST—Various Artists
_____	MT-15,024	SINGING THE BLUES—B. B. KING
_____	MT-15,025	THE BEST OF ETTA JAMES
_____	MT-15,026	THE GREAT B. B. KING
_____	MT-15,027	FOLK BLUES—JOHN HOOKER
_____	MT-15,028	KING OF THE BLUES—B. B. KING
_____	MT-15,029	THE BLUES—B. B. KING
_____	MT-15,030	ROCK ME BABY—B. B. KING
_____	MT-15,031	IKE & TINA TURNER REVUE LIVE
_____	MT-15,032	LET ME LOVE YOU—B. B. KING
_____	MT-15,033	EASY LISTENING BLUES—B. B. KING
_____	MT-15,034	ORIGINAL FOLK BLUES—ELMORE JAMES
_____	MT-15,035	ORIGINAL FOLK BLUES—LIGHTNING HOPKINS
_____	MT-15,036	ORIGINAL FOLK BLUES—SMOKEY HOGG
_____	MT-15,037	ORIGINAL FOLK BLUES—JOHN LEE HOOKER
_____	MT-15,038	ORIGINAL FOLK BLUES—HOWLING WOLF
_____	MT-15,039	A HEART FULL OF BLUES—B. B. KING
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On the Move

In R & B

Dept.

NASHVILLE — Nashboro Record Company has always been recognized as one of the leading spiritual labels in the country, with such leading artists as: the Consolers, Brother Joe May, Mme. Edna Cooke, the Swanee Quintet, Angelic Gospel Singers and others. But it was only recently that Nashboro took a big step forward in the R&B field.

Since the purchase of Nashboro in July of 1966 by the Crescent Company of Nashville, Nashboro's Excello label has been losing the image of a strictly Delta-type blues label and is now moving rapidly into all phases of R&B music.

John R. Funk, President of Nashboro and Vice President of the Crescent Company, recently relocated the entire operation of Nashboro into their newly remodeled building at 1011 Woodland Street. According to Funk, this move was necessary to provide Nashboro with the added space it needs for expansion. A new recording studio is also being constructed on the site and will be in operation within a few weeks.

New Labels Introduced

Two new labels, Crescent and A-Bet, have been introduced, bringing to four the number of labels now being marketed. Spirituals are being issued on Nashboro and Crescent, while all R&B releases are being produced on Excello and A-Bet. Jack Funk, label head, said the new labels were necessary to take care of increasing amount of product being released and marketed.

All production, artist and releases are handled by Shannon Williams, label Vice President. Williams informs **Record World** that several top spiritual acts have signed contracts with Nashboro, including Prof. Alex Bradford, Rev. Edmond Blair, the Cheatham Spiritual Singers, the Tyler Trio and the Wisconsin State Church of God in Christ Choir, plus the Johnson Specials of Milwaukee. Signing

recently with Excello and A-Bet were the Kelly Brothers, Butch Davis & the Capris, the Exotics and the Avons.

Slim Harpo, who heretofore has been produced by an independent producer, recently signed a new, long-term agreement with Excello. His most recent release, "Tip on In," has already gone over 100,000 copies.

Williams also announced that he has just completed negotiations with Charles Derrick, head of Charlie Dee Productions and Program Director for WOIC, Columbia, S. C., whereby popular R&B singer Kip Anderson will record for the label. According to Williams, deals are in the making which will bring many top name talents to the label.

Appoints New Distributions

Nashboro's sales and promotion organization is headed by Vice President Buddy Howell. Howell has recently appointed several new distributors in areas in which Nashboro was previously not represented. Howell is currently on a nationwide tour visiting all of Nashboro's distributors and making them more aware of Nashboro's growth. Working closely with Howell in promotion and Williams in production is Bob Holmes, who joined Nashboro after being associated with Bill Justis Enterprises.

In addition to Nashboro, the Crescent Company purchased Ernie's Record Mart from Ernie Young. Ernie's one of the largest mail order record companies in the U.S., specializes in R&B and spiritual music. Ernie's radio shows have been heard on WLAC radio nightly for 20 years. WLAC, the powerful 50,000 watt, is said to reach 67% of the nation's Negro population.

Mrs. Janet Tabor, formerly with Southern Plastics, is general manager of Ernie's. Mrs. Tabor also programs the radio shows, which are broadcast by popular R&B disk jockey John Richbourg on WLAC.

The Walden Way

In 1960 Phil Walden Artists & Promotions was founded in an 8 x 10 office in Macon, Ga. Phil Walden was the complete staff, i.e., President, agent and secretary. The stable of artists included two small combos, Johnny Jenkins and the Pine-toppers and the Rollercoasters. Neither group is of any particular significance but the vocalist for the Pinetoppers currently ranks among the top performers of the world today—Otis Redding.

Walden, who was 20 years old at the time, was attending Mercer University and operating the office according to his class schedule.

Anxious to record one of the group, Walden and Johnny Jenkins rented a recording studio in Atlanta one night. The result was an instrumental titled "Love Twist." The single created strong regional action and was spotted by Atlantic Records field representative, Joe Galkin. Galkin purchased the master but it failed to spread from the south.

Galkin arranged the next session at Jim Stewart's Stax studio for Jenkins, Otis Redding drove the car to Memphis, home base of Stax. At the conclusion of the recording session, Redding requested a few minutes to tape a couple of his tunes. The result was Otis' first hit, "These Arms of Mine." He hasn't stopped since 1962,

and now has a record of 17 consecutive chart singles and five consecutive chart albums.

Housed in Own Building

The Walden organization is no longer located in the 8x10 office but is housed in their own building, the Redwal Music Building, in Macon. The staff now includes 15 persons including Alan Walden, brother of Phil Walden; Shelly Stewart, national public relation representative; Otis Redding, record production; Alex Hodges, office manager; and Carolyn Spikes, music publishing.

The activities include booking and management of some of the top artists in the R&B and pop world: Otis Redding, Sam and Dave, Arthur Conley, Percy Sledge, Johnnie Taylor, Jimmy Hughes, Irma Thomas, Eddie Floyd, James Carr, Otis Clay, Clarence Carter, and others.

The publishing firm of Redwal Music Co., Inc., is only one year old and has such titles in its catalogue as "Respect" which was number one in the nation and "Sweet Soul Music," also a million seller. The firm has approximately 12 chart items to its credit. Redwal writers include Otis Redding, Arthur Conley, Ronnie Grier, Christ Harris, Moses Dillard and Billy Young.

Redwal Productions, headed

up by Otis Redding, has increased its activities and currently has singles by Arthur Conley, Billy Young and the Delacardos as well as two LPs by Conley on the market.

Added Tom Porter

The production company recently added Tom Porter to its staff and Porter has produced a forthcoming single on the Cranks, a pop group. Tandem Publications will publish all pop material recorded through the production company. Carolyn Spikes co-ordinates all publishing activities for both Redwal and Tandem.

The booking office is handled up by Alan Walden, 24-year-old brother of Phil Walden. The company was once limited to the southern R&B circuit but expansion of its artists roster and operations now include the entire U.S. as well as the ever increasing European market. The Walden office packaged the very successful Stax Volt Revue for Europe and has just completed negotiations for an extensive tour in October. This tour includes England, France, Germany, Holland, Finland, Denmark, and Sweden.

The Redwal firm will also act as the exclusive packager for all road shows starring Otis Redding. The Redding shows have been tremendous box office successes over the past three years. C. B. Walden heads up the road show organization. He is the father of Phil Walden and joined the firm three years ago.

The Walden entertainment complex has grown tremendously over its seven-year history but the youthful organization has plans for continued growth and expansion into other areas of the entertainment world including television production.

R&B Response 'Fantastic'

Phil Walden credits the success of their organization to the "fantastic response of the public to R&B product. Deejays throughout the nation have stuck besides such artists as Otis Redding and Sam and Dave through the years when they were new voices to the public. I think the worldwide acceptance of such R&B talents is a tribute to every RB disk jockey in the U.S. It was the

(Continued on page 62)



Pictured outside the Phil Walden Offices in Macon, Ga., are, from left: Phil Walden, Alan Walden, Percy Sledge, Jimmy Hughes and producer Quin Ivy. Building houses the Walden Agency, Redwal Music Co., Inc., the publishing firm, Otis Redding Enterprises and Redwal Productions.

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Best-Selling R&B Records for 1967

Mutual Admiration



Funnypeople Joan Rivers and Flip Wilson, great admirers of each other's work, take time out from comedic chores to bowl a few games. Flip, one of the best bowlers in show business, has just come out with his first Atlantic comedy LP, "Cowboys & Colored People." Joan has an even more special release slated for January—she's expecting her first baby then. She can be heard on the Warner Brothers LP, "Mr. Phyllis & Other Funny Stories."

Walden Story

(Continued from page 61)

R&B jock that believed in an Otis Redding before it became 'hip' to listen to him. Their importance has been underestimated for too many years but with the ever expanding acceptance of 'soul' music I believe the R&B jocks will reap the benefits of the years of labor."

Others in the industry are due credit, explains Walden. He names such producers as Jim Stewart, Rick Hall, Jerry Wexler, Quin Ivy and Quinton Claunch. Joe Galkin, independent promotion man, has worked very closely with the Walden office and has been very helpful throughout the years.



Otis Redding presents Arthur Conley with a copy of Arthur's debut album on Atco Records, "Sweet Soul Music." It also marks Redding's first LP as a producer. Looking on is Phil Walden, personal manager of Redding and Conley.

ABC-PARAMOUNT

"Let's Go Get Stoned"—Ray Charles—ABC
"Don't Answer The Door"—B. B. King—ABC

AMY

"Workin' In The Coal Mine"—Lee Dorsey—Amy

ATCO

"Sweet Soul Music"—Arthur Conley—Atco

ATLANTIC

"Ninety-Nine And A Half"—Wilson Pickett—Atlantic
"Warm And Tender Love"—Percy Sledge—Atlantic
"Land Of 1,000 Dances"—Wilson Pickett—Atlantic
"Mustang Sally"—Wilson Pickett—Atlantic
"Everybody Needs Somebody"—Wilson Pickett—Atlantic
"I Never Loved A Man"—Aretha Franklin—Atlantic
"I Found A Love"—Wilson Pickett—Atlantic
"Groovin'"—Young Rascals—Atlantic
"Respect"—Aretha Franklin—Atlantic
"Baby I Love You"—Aretha Franklin—Atlantic

BACK BEAT

"Eight Men—Four Women"—O. V. Wright—Back Beat

BELL

"I'm Your Puppet"—James & Bobby Purify—Bell
"Wish You Didn't Have To Go"—James & Bobby Purify—Bell
"Shake A Tail Feather"—James & Bobby Purify—Bell
"For Your Precious Love"—Oscar Toney, Jr.—Bell

BRUNSWICK

"Whispers"—Jackie Wilson—Brunswick
"I'm Gonna Miss You"—Artistics—Brunswick
"Wack Wack"—Young-Holt Trio—Brunswick
"I Don't Want To Lose You"—Jackie Wilson—Brunswick
"The Girl Don't Care"—Gene Chandler—Brunswick

CALLA

"But It's Alright"—J. J. Jackson—Calla
"4 Walls"—J. J. Jackson—Calla

CAPITOL

"Love Is A Hurtin' Thing"—Lou Rawls—Capitol
"Mercy Mercy"—Cannonball Adderley—Capitol
"Dead End Street"—Lou Rawls—Capitol

CARNIVAL

"Can I"—Manhattans—Carnival

CHECKER

"Dirty Work Goin' On"—Little Joe Blue—Checker
"I Fooled You This Time"—Gene Chandler—Checker
"Ooh Baby"—Bo Diddley—Checker
"Feel So Bad"—Little Milton—Checker
"To Be A Lover"—Gene Chandler—Checker

CADET

"Wade In The Water"—Ramsey Lewis—Cadet

CHESS

"Summertime"—Billy Stewart—Chess
"Secret Love"—Billy Stewart—Chess

DATE

"Let's Fall In Love"—Peaches & Herb—Date
"Close Your Eyes"—Peaches & Herb—Date
"For Your Love"—Peaches & Herb—Date

DIAL

"I Believe I'm Gonna Make It"—Joe Tex—Dial
"I've Got To Do A Little Bit

Better"—Joe Tex—Dial
"Papa Was Too"—Joe Tex—Dial

DIAMOND

"Make Love To Me"—Johnny Thunder & Ruby Winters—Diamond

DIONN

"Dry Your Eyes"—Brenda & Tabulations—Dionn

DUKE

"Good Time Charlie"—Bobby Bland—Duke

FAME

"Neighbor Neighbor"—Jimmy Hughes—Fame
"Why Not Tonight"—Jimmy Hughes—Fame

GAMBLE

"United"—Intruders—Gamble
"Together"—Intruders—Gamble

GORDY

"Ain't Too Proud To Beg"—Temptations—Gordy
"Beauty Is Only Skin Deep"—Temptations—Gordy
"I'm Ready For Love"—Martha & Vandellas—Gordy
"I Know (I'm Losing You)"—Temptations—Gordy
"Jimmy Mack"—Martha & Vandellas—Gordy
"All I Need"—Temptations—Gordy

IMPERIAL

"Stand In For Love"—O'Jays—Imperial

KENT

"The Tramp"—Lowell Fulson—Kent

KING

"Don't Be A Dropout"—James Brown—King
"Let Yourself Go"—James Brown—King
"Cold Sweat"—James Brown—King

LOMA

"Hypnotized"—Linda Jones—Loma

MAR-V-LUS

"Philly Freeze"—Alvin Cash—Mar-V-Lus

MGM

"Stand By Me"—Spyder Turner—MGM

MIRWOOD

"Philly Dog"—Olympics—Mirwood

MONEY

"Make Me Yours"—Bettye Swann—Money

MOTOWN

"You Can't Hurry Love"—Supremes—Motown
"Reach Out, I'll Be There"—Four Tops—Motown
"You Keep Me Hangin' On"—Supremes—Motown
"Standing In The Shadows"—Four Tops—Motown
"Love Is Here And Now You're Gone"—Supremes—Motown
"Bernadette"—Four Tops—Motown

MUSICOR

"I Love You 1,000 Times"—Platters—Musicor
"With This Ring"—Platters—Musicor

NOLA

"Barefootin'"—Robert Parker—Nola

PARLO

"Tell It Like It Is"—Aaron Neville—Parlo

PHILIPS

"Sunny"—Bobby Hebb—Philips
"Ten Commandments"—Prince Buster—Philips

REPRISE

"That's Life"—Frank Sinatra—Reprise

REVILOT

"Open The Door"—Darrell Banks—Reviolot
"I Wanna Testify"—Parliaments—Reviolot

RIC TIC

"The Whole World Is A Stage"—Fantastics—Ric Tic
"You Gave Me Something"—Fantastic Four—Ric Tic

RONN

"Nothing Takes The Place Of You"—Toussaint McCall—Ron

SCEPTER

"Go Go Train"—Jackie Paine—Scepter
"Alie"—Dionne Warwick—Scepter

SHOUT

"Are You Lonely For Me"—Freddie Scott—Shout

SMASH

"Hey Leroy (Your Mama's Calling You)—Jimmy Castor—Smash

SOUL

"How Sweet It Is"—Jr. Walker & All Stars—Soul
"What Becomes Of The Broken Hearted"—Jimmy Ruffin—Soul
"I've Passed This Way Before"—Jimmy Ruffin—Soul

SOUND STAGE SEVEN

"My Special Prayer"—Joe Simon—S.S. 7

ST. LAWRENCE

"Daytripper"—Vontastics—St. Lawrence

STAX

"Hold On I'm Comin'"—Sam & Dave—Stax
"A Good Thing Is About To End"—Mabel John—Stax
"B-A-B-Y"—Carla Thomas—Stax
"Knock On Wood"—Eddie Floyd—Stax
"When Something Is Wrong With My Baby"—Sam & Dave—Stax

TAMLA

"With A Child's Heart"—Stevie Wonder—Tamla
"Blowin' In The Wind"—Stevie Wonder—Tamla
"Come Around Here (I'm The One You Need)"—Miracles—Tamla
"The Hunter Gets By The Game"—Marvelettes—Tamla
"It Takes Two"—Kim Weston & Marvin Gaye—Tamla
"Hey Love"—Stevie Wonder—Tamla
"I Was Made To Love Her"—Stevie Wonder—Tamla
"More Love"—Miracles—Tamla
"Ain't No Mountain High Enough"—Marvin Gaye & Tammi Terrell—Tamla
"Your Unchanging Love"—Marvin Gaye—Tamla

TANGERINE

"One Hurt Deserves Another"—Raeletts—Tangerine

THOMAS

"When You Wake Up"—Cash McCall—Thomas

VERVE

"Ain't Nobody Home"—Howard Tate—Verve

VOLT

"My Lover's Prayer"—Otis Redding—Volt
"Fa-Fa-Fa-Fa-Fa" (Sad Song)—Otis Redding—Volt
"Try A Little Tenderness"—Otis Redding—Volt
"Shake"—Otis Redding—Volt
"Soul Finger"—Bar-Kays—Volt

WARNER BROS.

"Stay With Me"—Lorraine Ellison—Warner Bros.

WINDY C

"World of Fantasy"—Five Steps—Windy C
"Come Back"—Five Steps—Windy C

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Mitch Ryder Show
The Casinos
? & The Mysterians
Magnificent Men
Mandala
Lenny Welch
Bobby Freeman
Sammy Turner

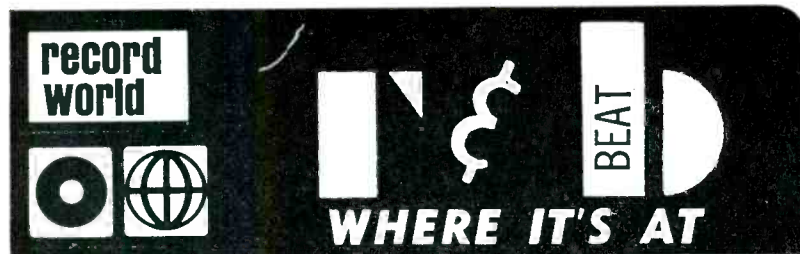
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Mighty Sam
Fabulous Impressions
Marvelettes
Joe Cuba & Orch.
Brenda & The Tabulations
Peaches & Herb
Lee Dorsey
Contours
Vibrations
Kim Weston
Intruders
Dyke & The Blazers
Toussaint McCall
Showstoppers
Five Stairsteps
Walter Jackson
Jean Wells
J. J. Barnes
Romeos
Jackie Ross
Gladys Tyler
Fether Phillips
The Choir
Soul Brothers Six
Irene Reid
Brenda Holloway
Spyder Turner
Big Maybelle
Mad Lads
Ruby & The Romantics
Major Lance
Lorraine Ellison
Magnificent Men
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Billy Butler
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Barbara Mason
Darrell Banks
Johnny Moore

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Clarence "Gatemouth" Brown
Terri Bryant
Charles Burns
Casualeers
Billy Clark
Coasters
Joanne Courcy
Clifford Curry
The Dells
Bo Diddley
Dixie Cups
Bill Doggett
Fats Domino
Drifters
James Dudley &
The Dee Jays Band
James Duncan
Jean Dushon
E. J. & The Echoes
Embraceables
Little Eva
Betty Everett
Exciters
Foundations Band

(Continued on page 64)



Hot: Jackie Wilson.

Many people who have heard the new Aretha Franklin LP have almost required "medical attention" because they fell out so bad. The lead cut in the LP is "Satisfaction" which should leap right out. Aretha does "You Are My Sunshine" which is a 5 minute "blues opera." Jerry Wexler's favorite cut is "I Wonder (My Darling Where Can She Be Tonight)". Old Heads may remember this from 1948 by Private Cecil Gant when with just a piano backing, it sold 2½ million records. Bobby Robinson often talks about the original. This Aretha Franklin treatment should soon be rated as one of the greatest soul records ever cut.

Also powerful: "96 Tears"; "Prove It"; "Never Let Me Go." Aretha's version of "That's Life" adds an entirely new dimension to the song. She does "Night Life" in a way that will set a whole new standard for the blues. This LP is a landmark.

Sonny Woods, WHYZ, Greenville, Tip: Ronnie Dove—Strong! Smash: "Funky Broadway," Wilson Pickett. Off to the races! Giant Sales: "That Did It," Bobby Bland. Fantastic sales! Hot Shot: "Casanova," Ruby Andrews, Zodiac. Making it big!

RECORDS COMING ON STRONG

1. "Karate Boogaloo," Jerryo, Shout—Exploded to top 5 at WVON, Chicago and at WAMO, Pittsburgh, broke at WDAS, Philadelphia.

2. "Tell Him," Patti Drew, Capitol—Former Chicago giant, is a stone giant in Philly, broke big with Mike Payne, WABQ and WJMO, Cleveland, going in Baltimore and Pittsburgh.

3. "Heartaches, Heartaches," O. V. Wright, is top 10 in S. F. and has a tremendous spread of sales in many markets.

4. "Higher & Higher," Jackie Wilson—Sales are fantastic, it is the High Riser in Cleveland—Will be one of his biggest!

5. "Get On Up," Esquires, Bunky—Top 10 in Chicago, Cleveland, Detroit, Milwaukee, this is a big record.

6. "Groovin'," Booker T.—Fantastic sales.

7. Chicago Giant: "The Charge," Alvin Cash. Good sales.

8. Chicago Breakout: "Sock Boogaloo," Bobby Rush, Chess.

9. "There Is Nothing I Can Do About It," Mike & Censations—Giant in S. F. and broke big in Philly.

10. "Got To Be Mellow," Leon Haywood, Decca—Big in S.F., L.A. and much airplay around the nation.

11. "How Can You Mistreat the One You Love," Jean & Darlings, Volt, is a giant in the mid-West and many markets.

12. "Love Is," Eddie Floyd—Sales are coming on very strong. Everyone feels that it will be very big.

13. Eastern Breakout: "Once In a Lifetime," Brenda & Tabulations—Big NYC & Philadelphia sales.

14. "Dirty Man," Laura Lee, Chess—Fantastic authentic blues.

15. "I Need You So Girl," Cruisers, Gamble—Hit in Washington, Baltimore, Cleveland, Pittsburgh.

16. "Really Really Love You," Ronnie Walker, hit in Philly.

17. "Hi Heel Sneakers," Jimmy Hughes, Fame—Fast reaction.

18. "Searchin' for Love," Tommy Hunt—His greatest since "Human."

19. "Locked In Your Love," Dee Dee Warwick—Sure hit.

20. "East Side," Hank Jacobs, Call Me—L.A. Smash.

21. "Letter To a Buddy, Joe Medwick, East West—Breaking off juke-box plays and one-stop word-of-mouth.

22. "Big Boss Man," Erma Franklin, Shout—Fabulous reaction.
23. "Expressway To Your Heart," Soul Survivors, Crimson—Solid hit in Philadelphia.

24. "36-21-40," Jimmy Jones, Bell—Great reaction.

25. "Send You Back To Georgia"/"I'm a Fool For You," James Carr—Strong reaction.

26. "Under the Street Lamp," Exits, Gemini—Hit sales.

"She's My Woman, She's My Girl," Archie Bell & Drells, is taking off fast as a hit. Master from Skipper Lee of KCOH, Houston . . . The new Gene Chandler is "There Goes the Lover."

Funky Broadway Dance Is Biggest Since Twist

Jimmy Bishop of WDAS reports the "Funky Broadway" dance is like a "disease!" Kids at the hops do it for an hour straight

(Continued on page 64)

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R & B Beat

(Continued from page 63)

and come all unglued! Processes disappear, sweat pours, they are in another world! We predict that the **Wilson Pickett** record will have as big a giant as **Chubby Checker** had with "The Twist," and we predict that adult America will pick it up from the teens. History will repeat itself!

Giants: **Gladys Knight**; **Syl Johnson**. **Supremes** looks very big!

Steve Byrd, KXLW, St. Louis, reports **Soul Brothers 6** is selling, and "Tell Him," **Patti Drew**, broke open.

Lester "Wild Child" Foster left WLLC, Raleigh . . . **Wes Dickinson** left WOOK, Washington, and joined WABQ, Cleveland . . . **Larry Daly**, Production Manager of WDAS, Philadelphia, got some great contests going . . . The new **Bobby Powell** is "Our Love." New **Eddie Giles**: "Go Go Train."

New Intruders: "Baby I'm So Lonely," looks strong. The "B" side is just as tough, "A Love That's Real."

Otis & Carla have a hit for sure in "Knock on Wood."

O. C. White, PD, WAWA, Milwaukee, reports that hometown group, the **Esquires**, have a national hit for **Bunky Sheppard**.

Hot LP Cuts From Al Perkins, WLOK

Al Perkins is high on "I Got You Boy," **Carla Thomas LP**; "Pledging My Love," **Percy Sledge**; "Let Nothing Separate Us," **Arthur Conley LP**. Stone Giant: "Funky Broadway," **Wilson Pickett**.

"I Need You," **Curtis Blandon**, Tower, sounds very strong . . . "Yes, I Do," **Marvellos**, WB, is getting a great shot (Cleveland).

Lorraine Ellison: This isn't a record: it's an emotional experience from the genius of **James Cleveland**—called "Heart Be Still." Producer **Jerry Ragavoy** is all out!

Blind DeeJay Appointed Music Director, WHAT

Lee Garrett, age 24, has been appointed Music Director of WHAT, Philadelphia by **George Wilson**, his mentor and discoverer. Lee is one of 27 children, and he left his crowded home in Friar's Point, Miss., at age 14. He attended the Missouri School For the Blind in St. Louis. He worked in Kansas City as a singer. He hitch-hiked to Philly in 1963. It took him 2½ weeks, because "I kept getting lost." **Sonny Hopson** taught Lee the board. WHAT has all tunes on cartridge, which Lee has numbered in braille. Oldies are stacked in order of play. You must watch him when you come to Philly. It's fantastic!

RCA All Out in the R&B Field

Paul Robinson has produced an exciting side called "A Kiss to Build a Dream On," **Benny Gordon**. There is great acceptance around the country. Benny has come close a couple of times. Then **Gerald Purcell** and Robinson decided it was time to cut the pride of New Orleans, **Al Hirt**, in a funky, soul bag—a group of top R&B deejays (**Ernie Durham**, **Martha Jean the Queen**, **Ken Hawkins**, **Mike Payne**, **Herb Campbell**, **Tony Quinn**, etc.) selected a choice side from his next LP called "Honey Pot." We feel that "Honey Pot" is a sure top 3 R&B winner!

The new **Lee Moses** sounds like this is the one to do it, "I'm Sad About It" . . . **Freddy Scott** is selling well in NYC, Buffalo, Florida, Cleveland . . . **Jerryo** is big in Chicago, Florida, Atlanta, Cleveland, St. Louis, Philadelphia, Pittsburgh.

Erma Franklin picked in Greenville, WDIA, Memphis; "Exclusive" WCHB, Detroit; WAME, Miami . . . **Gary Edwards** joined WGIV, Charlotte . . . "Give Me My Freedom," **Glories**, Date, should be a very big one.

"Shout Bama Lama," **Mickey Murray**, SSS International looks like another big winner for **Shelby Singleton** on top of "The Train," **John Hamilton**. A great many stations have gone with this **Otis Redding** composition. Otis once had it out on King.

WDAS, Philadelphia station Pick: "Almost," **Jimmy Delph** . . . "Karate Boogaloo," **Emperors**, selling in Philly.

Al Jefferson, WWIN, Baltimore, reports "Too Far Gone," **Irene Reid**, Verve, is a smash. Giants: **Ruby Andrews**; **Syl Johnson** . . . WWIN Chart: **Shirelles**; **Jive 5**; **Exits**; **Raelets**; **Jackie Wilson**; **Supremes**; **O. V. Wright**; **Bill Cosby**. WWIN Pick: **Enchantments**. Too Hot: **Eddie Floyd** . . . **Dr. Fat Daddy** is high on "A Kiss To Build a Dream On," **Benny Gordon**, RCA, and **Otis & Carla**; **Erma Franklin**; **Jimmy Jones**; **Willie West**; **Jimmy Hughes**; **Timmy Thomas**; **James Carr**; **Irma Thomas**. Hit Sales: **Drifters**.

WWRL, NYC, New: "Nothing I Can Do About It," **Mike & Censations**; **Otis & Carla**; **Jean & Darlings**; "Dear John Letter,"

(Continued on page 66)

R&B Agencies

(Continued from page 63)

Inez & Charlie Foxe
Geminis
Glories
Fats Gonder
Ronnie Goodson
Beeny Gordon
Bobby Hebb
Prince Harold
Screaming Jay Hawkins
Margie Hendrix
Jim Holiday
John Lee Hooker
Tommy Hunt
Ivory Joe Hunter
Chuck Jackson
Jerry Jackson
Abner Jay
Jive Five
Jimmy Jules & The Diamonds
Ernie K-Doe
Albert Kind
B. B. King
Ben E. King
Freddie King
Gladys Knight & The Pips
Oscar Mack
Manhattans
Little Milton
Ronnie Mitchell
Bobby Moore &
The Rhythm Aces
Cash McCall
Clyde McPhatter
Aaron Neville
O'Jays
Junior Parker
Pitter Pats
Wilson Pickett
Poets
Precisions
Jimmy Reed
Otis Redding
Jonny Rome
Little Royal
Shallmars
Shirelles
Soul Sisters
Edwin Starr
Marian Stewart
Carla Thomas
Irma Thomas
Joe Thomas
Jon Thomas
Tiffanies
Mr. Al & J. Tucker
Joe Turner
Vibrations
Wallace Brothers
Clara Ward
Baby Washington
Lovelace Watkins
Bill Watts
Larry Williams

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William Bell
Chuck Berry
James Brown
Lattimore Brown
Solomon Burke
George (Wild Child) Butler
James Carr
Lou Courtney
Ernie K. Doe
Slim Harpo
Clarence "Frogman" Henry
J. J. Jackson
Syl Johnson
Toussaint McCall
Bobby Marchan
Mighty Sam
Garnet Mimms
Pic & Bill
Wilson Pickett
Jimmy Soul
Benny Spellman
Billy Stewart
Ted Taylor
Joe Tex
Rufus Thomas
Johnny Thunder
Jr. Walker
Danny White
Fontella Bass
Mitty Collier
Betty Harris
Etta James
Thelma Jones
Barbara Lynn
Marion Stewart
Carla Thomas
Irma Thomas
Doris Troy
T.V. Mama
Dee Dee Warwick
The Ambassadors
Bar Kays
Russell Bell and The Belltones
Booker T and the Mg's
James Brown and His Famous
Flames, Revue & Orchestra
Count Rockin' Sydney with
The Dukes
King Curtis
J. J. Jackson & The Greatest
Little Soul Band in the Land
Marques
Mr. Bo & The Blues Boys

(Continued on page 66)

EVERY
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JIMMY LEWIS
LOS BLUES
JIMMY McCRACKLIN
THE PLAYERS
THE TRENATIONS
BOBBY WOMACK



R & B Beat (Continued from page 64)

Enoch Gregory; Ruby Andrews; "Learned It All the Hard Way," Howard Tate; Inez & Charlie Foxx . . . Top 16 Sales: Solomon Burke; #12—Gladys Knight; Betty Harris. Top 10—Syl Johnson . . . #1—Aretha Franklin.

Judy Clay is now on Stax Records with "You Can't Run Away From Your Heart."

"Smile," Robert Banks, Verve, sounds like it can be a heavy thing with the public. It's from the LP, "The Message." Verve released a strong gospel single by Clara Ward called "It's No Secret" from her LP. Verve has a fabulous new gospel series.

"Small Town Bring Down," Tony Bruno, Buddah, is wow.

"Sweet Soul Medley, Parts 1 and 2," Magnificent Men, Capitol, was forced out of the "Live" LP in Detroit. This group steals the show whenever they appear at the Apollo, Harlem; Uptown, Philadelphia.

Otis Clay is now breaking in L.A. and S.F. Top 20 at WVON.

Chatty Hatty, WGIV, Charlotte, New: Exits; Jimmy Hughes; Rudolph Taylor; Watts 103rd St. Band. Hot: Johnny Taylor.

"I'm Glad To Do It," C. L. Blast, Stax, is STRONG.

"I Learned It All the Hard Way," Howard Tate, is a giant in New Orleans and we predict it will be a Top 3 smash.

Ernie Durham, WJLB, Detroit—Hitting: Precisions; Oscar Tuhy; "Sweet Baby," Steve Mancha; 5 Stairsteps. On: Just Brothers; Bob Segar; Mary Love; Ricky Allen; Fabulous Peps;

"I Gotta Get There," Blues Busters, Capitol; Howard Tate; "Kiss To Build," Benny Gordon & Soul Brothers, RCA; Johnny Watson.

Hit: "Sweet Soul Medley," Magnificent Men, Cap.

R&B Station Listings

Steve Byrd, KXLW, St. Louis, New: Marvellos; "Satisfaction," Aretha Franklin; "Tell Him," Patti Drew. Hit: Jay & Techniques; Joe Medwick; Drifters; Willie Charles Gray; Oscar Toney; Ruby Andrews; "As Long As I Live," Fantastic 4; Laura Lee; Maurice & Mack; Otis & Carla; Soul Brothers 6; Emperors.

Jimmy Bishop, Joe Tamburro, Jocko, Larry Daly, Kae Williams, WDAS, Philadelphia, New: "As Long As I Live," Fantastic 4; Eddie Floyd; William Bell; Intruders; Ruby Andrews; Archie Bell & Drells, Flip Tip Smash; "Knucklehead," Bar-Kays.

Jim Dandy, WLOU, Louisville, Hit: Eddie Floyd; Syl Johnson. On: Ruby Winters; Inez & Charlie.

Hamp Swain, WIBB, Macon, #1—Johnny Adams. Hit: Alvin Cash; Attractions; Witches; W. Collins.

Jo Jo David Samuels, WENZ, Richmond, Smash: Archie Bell & Drells; Syl Johnson; Jackie Wilson.

Hotdog; Johnny Q., WHIH, Norfolk—Hit: Drifters; Witches.

Ronald Ahen, WOKS, Columbus, Hit: Leon Haywood. On: T. Hunt.

Dean McClain, Jerry Thomas, Mad Lad, KNOK, Ft. Worth-Dallas—Picks: Eddie Giles; Percy Mayfield; Shirelles. Top 10: Bobby Bland—Joe Simon. Charted: O. V. Wright; Eddie Floyd; King Curtis; Freddie Scott; Sol Burke.

Larry Hargrove, Sam Moore, Walter Anglin, Johnny McClure, WJLD, Birmingham, #1—Intruders. Hit: Jimmy McCracklin. Climbers: Lee Dorsey; Willie West; Jr. Parker; Billy Young. Pick: Willie Charles Gray; Leon Haywood; Oscar Toney; Joe Tex.

Gary Edwards, WGIV, Charlotte, New: William Bell; Eldridge Holmes; Fantastic 4; Exits; Laura Lee; Irma Thomas; Tempests; Jimmy Hughes; Erma Franklin; Otis & Carla.

George C. Gil Larmar, Jim Murray, WTMP, Tampa, On: Delecardos; William Bell; Purifies; Alvin Cash; Elgins; Eddie Giles; Leon Haywood; Joe Tex; Oscar Toney; Glories; Eddie Floyd.

Ricky Callender, WXOK, Baton Rouge, Pick: Jerryo. New: Wilson Pickett; Dionne Warwick; Aaron Neville; Joe Tex.

Billy Gene, Augusta, Hits: Maurice & Mac; Joe Tex; Jackie Wilson; Johnny Taylor; Booker T.; Alvin Cash; Cruisers.

Larry McKinley, Walt Boatner, Gus Lewis, Ed Teamer, WYLD, New Orleans, On: Jackie Wilson; Joe Tex; Eddie Floyd; Otis Clay; Joe Haywood; Jean & Darlings; Freddie Scott; Robert Parker; Maurice & Mac.

Mal Cook, WAUG, Augusta, On: Tommy Hunt; Eddie Floyd; Brenton Wood; Earl Gaines; Jackie Edwards; Vicki Anderson; Raelets; Betty Harris; Bobby Womack; Inez & Charlie; Maze; Jackie Wilson; Leon Haywood; Purifies; Cruisers; H. Tate.

Ed Hall, WVOL, Nashville, New: Johnny Taylor; Howard Tate; Don Varner; Eddie Floyd; Ruby Andrews; Willie Charles Gray; Hal Hardy; Purifies; Syl Johnson; Intruders. Jimmy Bishop, Joe Tamburro, WDAS, Philadelphia, Hits: Al Kent; Syl Johnson; Platters; Cruisers; Gladys Knight; United 4; "Expressway To Your Heart," Soul Survivors.

Fred Hanna, Nickie Lee, Butterball, Rockin' Rogers, WAME, Miami, Picks: Ruby Andrews; Little Milton; Maurice & Mac; Inez & Charlie; Alvin Cash; Freddie Scott; Eddie Floyd; Otis & Carla; Shirelles; Tams; Witches & Warlock; Oscar Toney; Lee Andrews; Jerryo; Little Milton; Wilson Pickett; Earl Gaines.

Ken Reeth, Hal Brown, WAMO, Pittsburgh, Pick: Otis & Carla; New: "Tell Him," Patti Drew; John Hamilton; Erma Franklin; Fantastic 4. Smashes: Booker T.; Jerryo; Cruisers; Exits; Syl Johnson; Andre Williams.

Mike Payne, King Curtis, WABQ, Cleveland, Pick: Bobby Womack. New: Mabel John; Johnny Taylor; William Bell; Laura Lee; Irma Thomas; Archie Bell & Drells; Inez & Charlie; Freddie Scott; Oscar Toney; Purifies. Smash: Gladys Knight; "Tell Him," Patti Drew; Ruby Andrews; Jean & Darlings.

Ken Hawkins, J. L. Wright, Flip Forrest, Rudy Green, WJMO, Cleveland, Pick: Eddie Floyd. New: Ruby Andrews; Inez & Charlie; Marvellos; William Bell; Oscar Toney; Joe Tex; Supremes; Purifies; Drifters; Erma Franklin; Emperors; Freddie Scott; Jesse James; Fantastic 4; Jay & Techniques; Leon Haywood; Patti Drew; Al Kent. Hit: Jimmy McCracklin; Exits; Andre Williams; Esquires; Maurice & Mac; Otis Clay; Isely Brothers; O. V. Wright. #3—Bobby Bland.

Lucky Cordell, E. Rodney Jones, Herb Kent, Ed Cook, Butterball, WVON, Chicago, Pick: Supremes, T&B; Miracles, Too Hot; June Conquest. Replay: "Come Back Girl," Jackie Edwards. Looks Good: Mabel John; Joe Tex; Archie Bell; Eddie Floyd; Ko Ko Taylor; Fantastic 4; E. Rodney Jones. #3—Gladys Knight. #5—Tommy Tucker. #6—Jerryo. #11—Esquires. #13—Johnny Moore. Hit: Alvin Cash.

Bob McDowell, W.D.A., Memphis, Pick: "Hi Heel Sneakers," Jimmy Hughes. New: John Hamilton; Supremes; Jimmy Jones; "Fool For You," James Carr; Witches & Warlock; Cruisers; William Bell; Ruby Andrews; Erma Franklin; Johnny Taylor; Robert Knight.

KDIA, San Francisco, #4—Syl Johnson. #5—Leon Haywood; #6—Mike & Censations. #11—Bobby Bland. #12—O. V. Wright. #15—Elgins. #16—Jean & Darlings. Charted: Wilson Pickett; Soul Brothers 6; Tommy Tucker; Joe Tex; Jr. Walker; Freddie Scott; Whispers; Laura Lee; Otis Redding. Power Play: "Going Down For The Third Time," Supremes. Picks: Sandpebbles; Bobby Rush; Alvin Cash; Purifies; Cruisers; Jimmy Hughes; Helene Smith; Casanovas; Autographs; Andre Williams; Bonnie & Lee; Bobby Moore.

Rick Darnell, Will Rudd, WLEL, Raleigh, Big: Cruisers; Joe Tex; Bobby Bland; Eddie Floyd; Otis & Carla; Mill Evans ("Trying To Get Home"); Tousse; William Bell; Precisions; O. V. Wright.

R & B Agencies

(Continued from page 64)

Louis Rogers
Ted Taylor & Orchestra
Irma Thomas & Orchestra
Jr. Walker & The All Stars
Maurice Williams and
The Zodiacs
Deacon Witherspoon & Sons
Of Soul
Adventures
Angels
Hank Ballard & Midnighters
Brenda & The Tabulations
The Chiffons
The Classics
Dianne & The Ravenettes
The Dovells
The Duprees
Dyke & The Blazers
Falcons
Five Stairsteps
The Flamingos
The Glories
The Incredibles
The Movements
The Original Drifters
The Orlons
The Ovations
The Petites
Porgy & The Monarchs
The Rivieras
The Tempos
The Van Dykes
Vito & Salutations
The DeVonnes

Phil Walden Artists & Promotion
Redwal Bldg.
535 Cotton Ave.
Macon, Ga. 31201

Otis Redding
Sam & Dave
Arthur Conley
Percy Sledge
Booker T. & The MGs
Carla Thomas
The Bar Kays
Joe Simon
Johnnie Taylor
Eddie Floyd
Jimmy Hughes
James Carr
Sam & Bill
Dyke & The Blazers
Clarence Carter
Kelly Bros.
Mable John
Albert King
Mity Sam
Pic & Bill
Don Barber
Z. Z. Hill
Don Covay
Rosco Shelton
Van Dyke
Eddie Burrell
Homer Banks
Eddie Giles
The Fascinations
Billie Young
Spencer Wiggin
The Spellbinders
Erma Thomas
Maurice & Mac
Hank Ballard & The Midnighters
Doug Clark & The Hot Nuts
Lattimore Brown
Sam Baker
Delacardos
Festivals
L. H. & The Memphis Sounds
Maurice Williams & The Zodiacs

Cosby Sings

LOS ANGELES—Fred Smith, longtime indie hitmaker and now President of his own firm, Keymen Records, Inc., drew the odd assignment of producing "I Spy" star Bill Cosby's new album—a singing album.



Bill Cosby

Already scoring with comedy LPs—five RIAA certified goldies out of five releases—Cosby and his manager, Roy Silver, approached Smith with the singing idea. Smith agreed, and the result is "Silver-throat," a grooving powerhouse that has Warner Brothers prepping for an immediate hit.

"We went in to record a hit record, not the Cosby name," emphasizes Smith. "And I think we've done just that." Evidently Cosby and Silver think so, too. The sound of the session has prompted them to buy into Smith's Keymen Corporation.

Cosby, it has been announced, will produce as well as introduce new acts to the label, whose roster already includes the Soul Runners, the Fi-Dels, Delores Hall and Pat Hodges.

Traffic Signs

OSHAWA, CANADA—Stevie Winwood and the new group Traffic have been inked to a long-term contract by Island Records of London, England. Winwood was previously lead singer with the Spencer Davis Group and was arranger and composer of some of the group's hits including "Gimme Some Loving" and "I'm a Man."

Last week the initial offering by Traffic was rush-released on the Stone label in Canada with side "Paper Sun" coming in for early favorable reaction. Chris Blackwell and Jimmy Miller of Island Records are producers of the session. Caravan Records Ltd., Toronto, are national distributors of Stone and Island product in Canada.

Coronados Ink



The Coronados, who have recorded for RCA Victor and Columbia Records, have signed with Parliament Records, an Amy-Mala subsid. Deal was set through Recording Artists, Inc., and the first release set: "Johnny B. Goode."

Col's Noonan Intros Singles

HOLLYWOOD, FLA.—Columbia Records' Convention singles presentation was highlighted by a preview of four new singles by four of the label's biggest artists: Paul Revere and the Raiders, the Buckingham's, the Pozo-Seco Singers and Lou Christie.

This line-up of singles was enthusiastically received by the 600 people who attended the presentation meeting. Heard for the first time were Paul Revere and the Raiders' "I Had a Dream," a follow-up to their hit "Him or Me—What's It Gonna Be?"; the Buckingham's "Hey Baby," another single in the league with their current chart hit, "Mercy, Mercy, Mercy"; "Louisiana Man" by the Pozo-Seco Singers; and vocalist Lou Christie's "Gina."

Presented Reprise

The new product was introduced by Tom Noonan, Director, Columbia Label National Promotion, who subsequently presented a reprise of current best-selling singles. Among them were Simon and Garfunkel's "Fakin' It," "Penny Arcade" by the Cyrkle, "Moonlight Brings Memories" and "Wonderful Season of Summer" by Ray Conniff, "Lady Friend" by the Byrds, "More and More" by Andy Williams, "Stout-Hearted

Chess Story

(Continued from page 48)

rock and roll trash. Pop music has progressed into a definite art. Examples of the ever increasing knowledge of youth about music can be heard in some of the classical and eastern influences in today's pop music.

Chess Progress

Chess Records has progressed from the original store—front office to an eight-story building containing five recording studios, a record pressing plant and air-conditioned offices, but we have never lost sight of our past history. We here know that the foundation of this company is still and will continue to be soul, and we will treat soul music as a major influence in the records we produce. I hope that in the future there will be other groups that choose their names, like the Rolling Stones did, when they heard the Muddy Waters record of "Rolling Stone," after a Chess record.

Blues expressed musically will always be a part of society as nothing can ever be perfect. There will always be problems and music will always be a way of expressing them.

Men" by Barbra Streisand, the Cryan' Shames' "It Could Be We're in Love" and "My World Fell Down" by Sagittarius.

Noonan cited Columbia's success this year on the best-selling singles charts and indicated that the coming year would be "even more exciting and challenging."

He reviewed the sales patterns of Columbia artists who began to establish themselves significantly within the past year: Jim Nabors, John Davidson, Smokey and His Sister, Moby Grape, Shirley Ellis, the Peanut Butter Conspiracy and Tim Rose.

Outstanding new artists on the Date label include: Peaches and Herb, the Arbors and the Coasters.

C&C's Big Brass Response

C&C Stone Distributors of San Francisco announced an enthusiastic response to their "Tijuana Brass Window Display Contest" in honor of Herb Alpert and the Tijuana Brass Concert held at the San Francisco Civic Auditorium in June.

Eager participation by 25 dealers was reported by John Harper, Sales Manager. Prizes included concert tickets, dinner for four and free albums. First prize went to Music 5—Gene Kelley, store manager, and second prize to La Cor Camera Hi Fi in Millbrae—Don Carville, store manager. A total of 10 prizes were awarded in this most successful promotion.

'Take a Look'

(Continued from page 56)

The foundation's board of directors will meet soon to establish an advisory committee to be composed of personalities from and representative of the entire music industry.

Invited to Submit

Song writers and publishers with songs related to the "Take a Look" program are invited to submit material to Clyde Otis, Take a Look Foundation, 1697 Broadway, New York, N. Y. 10019.

It is requested that songs not have inflammatory lyrics, not be negative in attitude toward brotherhood, have moral implication and be of a contemporary popular nature.

Permanent offices for the Take a Look Foundation are being sought. Temporary telephone number is (212) 581-4490.

COAST CAPERS

record world



by Jack Devaney

Tony Bennett opens a one-week engagement at the Greek Theatre this Monday with David Rose fronting a 42 piece orchestra. After the opening, Columbia Records will host a reception at Michaels-Los Feliz . . . Universal City Records has signed new duo Patrick and Paul to an exclusive recording contract. Duo's writing services have been signed with Duchess Music and their first record, "Love Country," will be released next week . . . Gil Rodin and Mario DeFilippo hosted a cocktail party last week to celebrate the opening of the new Hollywood offices of Decca.



Jack Devaney

Canterbury Records introduce their new group Young Stuff this week with their first release, "Poor Boy" . . . Dunhill's the Mamas and the Papas appear in concert at the Hollywood Bowl, Friday, Aug. 18 . . . Ray Charles headlining the New York Jazz Festival concert on Randall's Island in New York City, Saturday night . . . West Coast finals of the Rock World Music Championship sponsored by the Tea Council of the USA will be held Thursday, Aug. 17, at the Hullabaloo with Record World serving as one of the judges. West Coast champ will be flown to Lambertville, N. J., to be represented in the national finals held on August 25, 26 and 27 . . . Oscar Brown, Jr., current at Doug Weston's Troubadour.

Gibbs at Living Room

Terry Gibbs, featured this summer as music director of the Steve Allen show, currently at the Playboy Club's Living Room . . . Composer-conductor Stu Phillips signed by Colgems Records to produce a comedy album and single for Rich Little, who co-stars in the "Love On A Rooftop" TV series . . . Stu Gardner has been set to headline at the Wheel for next 50 weeks. Gardner accepted deal with proviso he can exit job for concerts and P.A.'s . . . Clive Fox and Lu Fields of MGM hosted a cocktail party at P.J.'s last Thursday to introduce new Verve-Forecast artists the Paupers to the West Coast . . . Wes Montgomery currently on a West Coast tour has



Brenton Wood Jesse James

his first single for A&M, "A Day In the Life," released this week. Tune was written by Lennon and McCartney and session was produced by Creed Taylor . . . KRLA will air "Open Session" a series of documentaries on performers in the pop music field written and produced by Mike Masterson . . . Peter Matz arranging Joel Grey's first album for Columbia set for September release . . . Young San Francisco singer Jesse James signed to a five-year 20th Century-Fox recording contract. His first for the label, "Believe In Me Baby," started here and is now spreading nationally . . . Ike Cole makes his first home-town Chicago appearance in a three week engagement at the College Inn of the Sherman House Hotel . . . The Platters open at the Royal Tahitian this Thursday night.

The "Oogum Boogum" man Brenton Wood, hitting with his follow-up for Double Shot, "Gimmie Little Sign" . . . It appears likely Warner-Reprise's national promo chief Marvin Deane will appear in Bill Cosby's first feature film and the new TV series, "Good Morning, World."

Real Good Moves To New Offices

NEW YORK—Bill and Steve Jerome's independent record production firm, Real Good Productions, has moved to new offices, Room 900, 1697 Broadway. New phone number is (212) 765-3561.

Real Good will record an LP, "Happy," with the Blades of Grass for Jubilee this month. The group is currently clicking with a single of the same title. The firm will also A&R a new single by the Fifth Estate in August. The Emblems have been signed to an exclusive recording contract by the company.

San Francisco Sounds

By ROGER HARTSTONE

'Flower Music'

Bill Graham, a San Franciscan who knows where it's at and is top man at the Fillmore Auditorium, has stated, "This city broke the Jefferson Airplane" (RCA Victor). The Airplane leads the booming San Francisco music scene and are setting the scene for the country.

Along with the Airplane are the Grateful Dead (WB), Moby Grape (Columbia), Big Brother & the Holding Company (Mainstream), and Country Joe & the Fish (Vanguard). Such groups as the Doors (Elektra), Buffalo Springfield (Atco) and the Paul Butterfield Blues Band (Elektra) are being associated with San Francisco even though not actually starting here. There are numerous other unsigned groups that are popular: the Loading Zone, the Quicksilver Messenger Service and a Chicago-originated band called the Steve Miller's Blues Band. Besides playing guitar, Miller grooves on a fantastic electric harmonica.

Most of the groups write their own material which is comprised of great electric sounds and meaningful lyrics.

San Francisco has become the subject matter for a number of national hits by artists from around the world. "San Francisco (Be Sure To Wear Some Flowers In Your Hair)"

by Scott McKenzie (Ode) and "Flower Children" by Marcia Strassman (Uni) describe the scene in San Francisco. Eric Burden & the Animals (MGM) have just released a tune called "San Francisco Nights."

Avalon, Fillmore Outlets

The Avalon Ballroom and Fillmore Auditorium are the two main outlets for pop music in San Francisco. These are halls where local, national and international groups appear on stage. The groups do their thing on stage while hippies, teenyboppers and whoever dance or listen. A continuous light show appears on the walls from opening to closing with multicolored and multishaped objects flashing.

Free outdoor concerts are presented in the Panhandle, a playground in the Haight-Ashbury district, every Sunday and most Saturdays by the Diggers. The stage is an Avis truck. These concerts give the groups, who play for free, a chance to play before an audience. Most of the previously mentioned groups have appeared there; the Airplane a number of times.

San Francisco, truly the city of love, is associated with the "flower," symbolizing beauty and love. Perhaps the San Francisco sound should be referred to as "Flower Music."

Nilsson 'Leak' Brings Single

NEW YORK — Because of a "leak" to KRLA-Los Angeles of one band from the forthcoming Nilsson album, RCA is now rushing that band as the new Nilsson single.



Nilsson

The cut, "You Can't Do That," is a medley of 11 Beatles tunes. KRLA-L. A. and then KYA-San Francisco, when they got hold of the cut, used it for a "guess-the-artist" quiz.

Switchboards lit up requesting info; RCA heard about the response; and the rest is becoming history.

The album won't be out until October.

A&R chief on the package is RCA's Ernie Altshuler.

Bakke Dead

Laif Harold "Hal" Bakke, 46, Promotion Manager of Columbia Records Sales in Dallas, died of a heart attack July 29 in Hollywood, Fla., during the label's National Sales Convention held at the Diplomat Hotel.

Previously, Bakke was Sales Manager of the Columbia Records Division of the Straus-Frank Company in Dallas. Before entering the record business in 1957 as the Columbia Records Sales and Promotion Representative in the San Antonio/Austin area for the Medaris Company in Dallas, he worked in radio.

Suzuki to PDA

Pat Suzuki has been signed to an exclusive recording contract with PDA records.

The newly organized company plans an ambitious promo campaign on Miss Suzuki's first release due next week, "This is How My World is Made" b/w "Look What You Done."

Swingin' To Russia

NEW YORK — The Swingin' Six, who recorded an album and a single for Decca, are off to Russia, under the auspices of the United States Department of Commerce, to participate in an international clothing exposition, "Odezhda," scheduled in Moscow, Aug. 22-Sept. 5.

The four guy-two girl "clean-cut" group will back the US models with four numbers and generally act as hosts at all US functions in association with the fashion show.

They'll travel to Warsaw and Prague after the exposition.

Group's manager Ronn Cummins told Record World last week that the Six are looking forward to giving as many additional concerts in Russia as time and circumstances allow. And they'd like to build some sort of entertainment-educational TV special around their activities. Cummins is in the process of finding the right deal now.

Coincidentally, this jaunt is the second time the group has worked for the Government. The first was a series of TV spot commercials hyping zip code usage.

The Swingin' Six first caught the attention of music business personalities when they had a highly successful run at Julius Monk's Plaza 9-

Cameo Disks See Action

NEW YORK—Cecil Holmes, Marty Thau and Neil Bogart, the staff at Cameo/Parkway, report strong initial reaction to the new ? and the Mysterians' "Do Something to Me" (Cameo); the new Terry Knight "Come Home Baby" (Cameo); Bonnie and Lee's "I Need Ya" (Fairmount); the Five Stairsteps' "The Touch of You" (Windy C); the Ohio Express' "Beg, Borrow and Steal" (Cameo); and Evie Sands' "Angel of the Morning" (Cameo).

The label is currently on the charts with Bunny Sigler's "Let the Good Times Roll—Feel So Good" (Parkway) and "The Sweetest Thing This Side of Heaven" (Vendo).

Smash Soundtrack

CHICAGO — Smash Records has released the original soundtrack recording of "Hell's Angels on Wheels."

Lib Credit Mgr.

LOS ANGELES — Harold Linick, VP of Finance and Administration, Liberty Records, Inc., announces the appointment of Jay Faulkner as the firm's National Credit Manager. Simultaneously, Dorothy Lider, three-year veteran of Liberty's credit department, was upped to Western Regional Credit Manager.

Palisade Stars

PALISADE, N. J.—The following will entertain at Palisades Amusement Park the week-end of Aug. 12-13: Trudy Heller's Hellerbaloo, Rasputin and the Mad Monks, the Daisies, the Stonehenge and the Trudy Heller Dancers.

Chartbuster Production Pacts

WASHINGTON, D.C. Chartbuster Music announced that they have assigned production contracts to the following producers on the following artists, all managed by Chartbuster Music Corp.:

The British Walkers will be produced by Charles Koppelman & Don Rubin, with recordings to be released on Cameo Records; the Chartbusters, by Bobby Poe & Vernon Sandusky, with recordings to be released on Bell Records; Jimmy Jones, by Papa Don Schroeder, with recordings to be released on Bell Records; the Butlers, by Bobby Poe & Vernon Sandusky, with recordings to be released on Parkway.

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From The Upcoming
Broadway Musical

the **BARRY SISTERS**

with Bob Thiele &
The Happy Times Orchestra
ABC 10961

Henry Sweet Henry



b/w "MY KIND
OF PERSON"

The Great Voice Has A Great Hit!

Della Reese "I Heard You Cried Last Night"

b/w "On The South Side Of Chicago"

ABC 10962

From Her New Album
"DELLA ON STRINGS
OF BLUE"
ABC 612



ABC RECORDS, INC.
NEW YORK/BEVERLY HILLS
DIST. IN CANADA BY SPARTON OF CANADA

Six Major Labels Sign On for MOA Convention

Six of the major record companies have signed to exhibit in the 1967 MOA Convention and Trade Show to be held in the Pick Congress Hotel, Chicago, Oct. 27, 28 and 29: Capitol, Columbia, Decca, Epic, MGM and RCA.

Other record companies are expected to swell the exhibitors list for what promises to be one of MOA's biggest conventions.

MOA Executive Vice President Fred Granger said in making the announcement, "We are delighted with this fine representation from the record industry."

He added that "we are going

to do everything possible to make this a productive event for them. We want the record people with us and we intend to express this attitude at the forthcoming convention."

Another subject: The deadline for recommending candidates for the MOA Board of Directors has passed. The closing date for acceptance of recommendations was July 28, 90 days before the elections which take place at the Convention. With the books closed, the Nominating Committee will deliberate the recommendations which were sent in and report at the convention.

Jones Promos At Expo

Thursday, July 27, was "Jack Jones Day" at CFCF, Montreal, Canada, radio station in honor of the Kapp Records star who was appearing at Expo '67 with Jack Benny.

Over 4,000 responded to a "What Label Does Jack Jones Record For?" contest, with five complete home libraries of Jack Jones' LP's on Kapp as prizes.

Gene Armond, Kapp National Promotion Director, and Ted Shapiro, General Manager of Kapp International, flew to Canada to coordinate the special promotion with Hal Ross, Sales Manager of Phonodisc, Ltd., the Kapp affiliate. A gala cocktail party was thrown for Jones on Friday (28) and a flock of radio and TV interviews were set.

Jones' records received a multitude of air plays, and CFCF, for example, keyed in for a Jack Jones record airing every half hour around the clock from 6 a.m. to 6 p.m. all day (27).

Era-Bakersfield Distribution Deal

Era Records' head Herb Newman has negotiated a distribution deal with Gary Paxton and Bob Padilla for their Bakersfield-International label. The first release will be the master "Haagin' On" by the Gosdin Brothers, a top selling C&W disk in the Los Angeles market.

The second release produced by Paxton and Padilla will be "Sweet Suzannah," a Cajun sound by two Louisiana boys, Guilbeau & Parsons.

NCRA Campaign

BEVERLY HILLS—The National Committee for the Recording Rights (NCRA), which is seeking copyright protection for performers, is currently crusading for a membership increase.

Part of the campaign is an extensive information booklet giving info to prospective members on NCRA activity to date. This includes a full report on the March Senate sub-committee hearings in which Stan Kenton, Julie London and others participated.

Also included is a series of suggested actions performers can take to express complaints to proper Congressional authorities.

MGM Repeats Distrib Show

NEW YORK—MGM repeated the recent distrib presentation, "Psychodelia '67, The First Psychodelic Marketing Conference & Light Show," here last week (Aug. 3) at the Park-Sheraton ballroom.

Three showings were skedded for local dealers, salesmen and producers.

Accent of the presentation was on the "now" music, especially teen market "now."

Percy's Gold LP

Percy Faith has received a gold record for his Columbia LP, "Themes for Young Lovers," which was recently certified by the RIAA for sales in excess of one million dollars.

POM Productions Formed in NYC

NEW YORK—Herb Ostrow has set up POM Productions with producers Ernie Malik and Bill Palmer. Releases already negotiated are "The Zoo" on Cameo, "Stix 'n' Stones" on Impex, "The Beepers" on Columbia Canada, Milt Sealey Trio on Spartan.

Cy Merriman has been brought in as associate producer for Ostrow's independent productions. Groups signed for recording sessions are the Penny Bank, the Royal Pages, the Trust Fund and the Jolly Post. Also scheduled for recording sessions: several albums of "coffee house" jazz and a Latin rock album.

John Mical, Clark McClellan and Fred Barovick will do charts for several sessions.

Ostrow will record the groups in Cleveland, Detroit, Philadelphia and Tampa. He has also secured the Italian masters of Shavada and Quando Seitu which will be released in U. S. and Canada.

Ostrow will continue to produce Hebrew and Yiddish albums for Saul Karp's Famous record line, and as U.S. rep for Robert J. Stone Associates Canada, he will listen to dubs from R & R and R & B singers. New offices are at 50 Canal St.

Ad, Promo Post For Cap's Edwards

ONTARIO, CANADA—Taylor Campbell, Vice President and Director of Sales, Capitol Records (Canada) Ltd., announces the appointment of Gordon Edwards to the position of National Advertising and Promotion Manager.

Edwards will retain the position of Manager of all Economy Products distributed by Capitol Records (Canada) Ltd., namely, Pickwick, Movietone, Capitol Children's, and Disney products.

Edwards has been with Capitol for six months and prior to joining the company was with RCA Victor, Toronto, in the capacity of Promotion Manager and Sales Representative for 12 years.

Jones Title

The flip side of Tom Jones' "Sixteen Tons" (Parrot) was incorrectly listed last week. The correct title is "Things I Wanna Do" (MCA, ASCAP).

Col Show Brings Out Stars

HOLLYWOOD, FLA.—The Saturday (29) banquet-show during the recent Columbia Records Convention at the Diplomat Hotel here proved a star-studded affair.

Emceed by disk biz dean Goddard Lieberson, whose one-line asides drew plenty of chuckles, the artists appearing included Paul Revere and the Raiders, featuring Mark Lindsay; composer John Barry, who conducted the orchestra in a medley of his film themes; Peaches and Herb; Ray Conniff; Anita Bryant, in an especially well presented act; Phyllis Diller, who flew in from Puerto Rico where she is making a movie with Bob Hope; Jim Nabors; and Ray Price, who proved perhaps the hit of the evening and drew a standing ovation for his "Danny Boy." (It has also revealed that country-oriented Ray will be performing more and more in a pop bag in months to come.)

Read Wires

Lieberson also read wires of congratulations from Tony Bennett and Barbra Streisand and introduced Percy Faith and Marty Robbins from the audience.

Award-winners were announced between shows. (See separate stories.)

Fredana Pubberies Consolidated

NEW YORK—Fredana Management has consolidated its various publishing firms under the direction of Brian Sennett as part of their major expansion into the publishing field.

The four subsidiary pubberies include: Turn on Music, Inc. (BMI); After Glow Publishing Co., Inc. (BMI), which was originally formed in conjunction with the Bitter End Singers; Serendipity Pub. Co., Inc. (BMI), formed in conjunction with the Serendipity Singers; and Jakolm Publishing Co., Inc. (ASCAP), formed in conjunction with Tower recording artist Jake Holmes, who has also been signed as exclusive writer to the publishing complex. The complex is actively signing writers on an exclusive basis and also songs from free lance writers.

Turn On
Tune In



THE YEAR OF THE

Turn On
Tune In



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A SLEDGE-HAMMER SUCCESSION
OF CHART-PREMISED PRODUCT,
HEAVILY ENDOWED WITH

Turn On
Tune In



THE SOUND, MOOD AND STYLE
OF TODAY'S SALESWORTHY IDEAS

Turn On
Tune In



THIS IS THE YEAR
THE CHART-IMPERATIVES

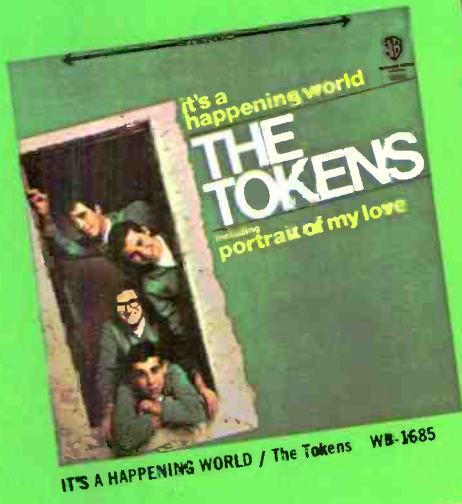
Turn On
Tune In



FOR WARNER BROS.
AND REPRIZE!

Turn On
Tune In

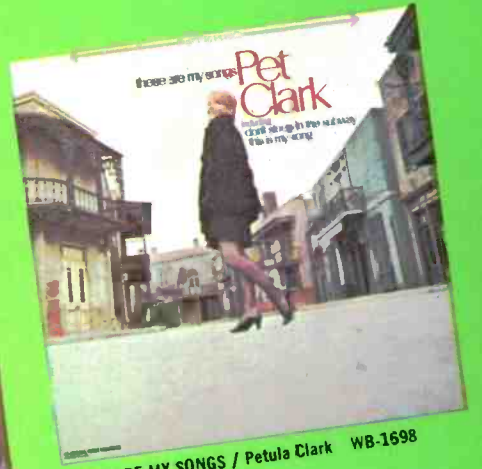




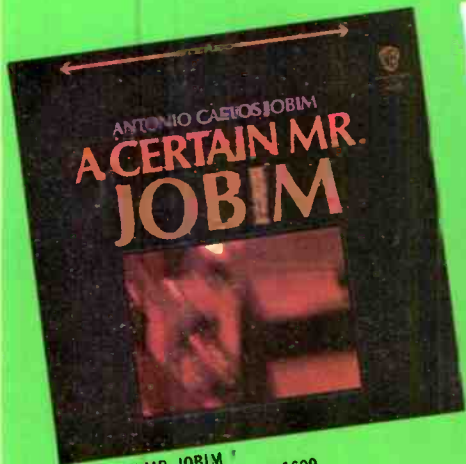
IT'S A HAPPENING WORLD / The Tokens WB-1685



TRIANGLE / The Beau Brummels WB-1692



THESE ARE MY SONGS / Petula Clark WB-1698



A CERTAIN MR. JOBIM / Antonio Carlos Jobim WB-1699



ALBUM 1700 / Peter, Paul & Mary WB-1700



THE EARTH / The San Sebastian Strings WB-1705



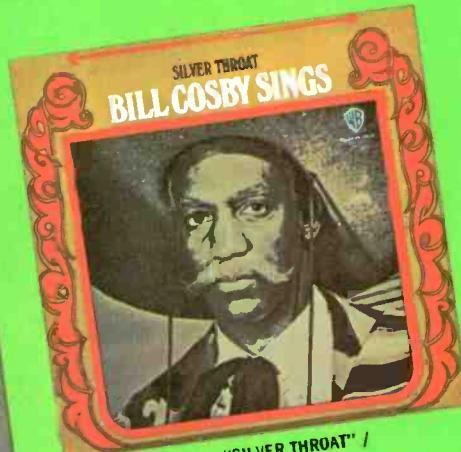
LOVE, A FEELING OF / Chad Mitchell WB-1706



BERT KAEMPFERT TURNS ME ON! / The Anita Kerr Singers WB-1707



THE EVERLY BROTHERS SING / The Everly Brothers WB-1708



BILL COSBY SINGS - "SILVER THROAT" / Bill Cosby WB-1709

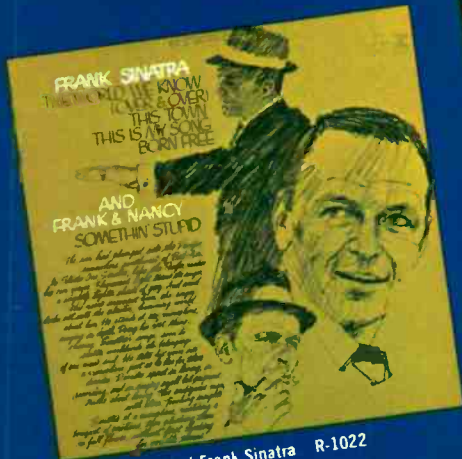
Turn On

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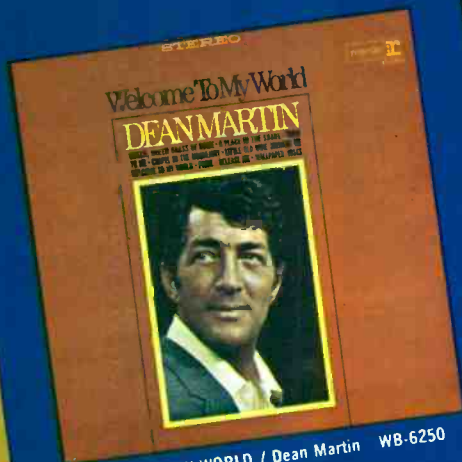




THE BOBO / Motion Picture Sound Track WB-1711



FRANK SINATRA / Frank Sinatra R-1022



WELCOME TO MY WORLD / Dean Martin WB-6250



COUNTRY MY WAY / Nancy Sinatra R-6251



NOW! / Trini Lopez R-6255



THE MITCHELL TRIO - ALIVE! / The Mitchell Trio R-6258

THE YEAR OF THE CHART-IMPERATIVES!



THE LIVE KINKS / The Kinks R-6260



UNDERGROUND / The Electric Prunes R-6262



GARDEN OF JOY / The Jim Kweskin Jug Band R-6266

BUTRESSED BY THE PENETRATING, ALL-OUT, PROMOTION OF A TYPICAL WARNER BROS. EXPLOITATION PUSH!-- INTENSIVE DJ, RADIO, TV EXPOSURE; CONSUMER EXCITATION VIA NEWSPAPER AND MAGAZINE ADS; COUNTER CARDS, WINDOW DISPLAYS, OUTDOOR BILLBOARDS-- AND THE UNCEASING EFFORT OF WB/R PROMOTION PERSONNEL!



ARE YOU EXPERIENCED? / The Jimi Hendrix Experience R-6261



REDD FOXX LIVE - LAS VEGAS! / Redd Foxx L-5906

Pickwick's Biggest Ever Album Release

NEW YORK—Pickwick International Inc., has issued the most massive new release in its history.

"Further," President Cy Leslie stated, "because of our re-issue arrangements with Capitol, Dot, Warner Brothers, ABC, Jubilee, Mercury, etc., we are able to put together the most impressive collection of major names ever assembled on one label.

"In one release we have Lawrence Welk, Nat Cole, Guy Lombardo, Ferrante & Teicher, the Mills Brothers, Judy Garland, Pat Boone, Liberace, Frank Sinatra, Margaret Whiting, Ray Charles, William Steinberg conducting the Pittsburgh Symphony, Antal Dorati conducting the Minneapolis Symphony Orchestra and Rafael Kubelik conducting the Chicago Symphony Orchestra.

"The cost of recording the 18 pop, six country & western and eight classical LPs that make up the new Pickwick/33 release would exceed the budget of virtually any record company in the world. We selected the best of 17 catalogs to assemble so many names of this caliber in one group. Offering them as we at the economy-price level (suggested list price \$1.89) creates a marketing milieu that we believe is a totally new atmosphere in the less than full-price record business. It is our feeling that an entirely new depth of retail penetration will result from the enormous 'impulse' factor inherent in this new release at this price."

Backing up the new material is the heaviest advertising, sales promotion and point-of-purchase campaign ever mounted by the diskery. In addition to heavy trade and consumer advertising, the dealers will be backed with two new displays and a host of point-of-purchase material coupled with a generous co-op budget. The theme for the new program is "Happiness is Pickwick/33."

32 Pickwick/33 Albums

The 32 new albums that comprise the Pickwick/33 release are: "Happiness is a Peanut's Album—Songs from the Off-Broadway Musical, You're a Good Man, Charlie Brown"; Lawrence Welk—"Save the Last Dance for Me"; Nat Cole—"When You're Smiling"; Jo Ann Castle—"Lawrence Welk's

Ragtime Gal"; Guy Lombardo—"Sweet And Heavenly"; "More" of Billy Vaugh & His Orchestra; Stan Kenton & His Orchestra—"Stan Kenton & June Christie"; the Mills Brothers—"14 Karat Gold"; "In Love" with Ferrante & Teicher; Judy Garland—"Over the Rainbow"; Pat Boone—"True Love"; the Fabulous Four Freshmen; Eddie Peabody—"Mr. Banjo's Back in Town"; Six Fat Dutchmen—"Ten Fabulous Hits"; Lawrence Welk Presents the Lennon Sisters—"Our Favorite Songs"; Liberace—"You Made Me Love You"; Bonnie Guitar—"The Country's Favorite Lady of Song"; Frank Sinatra—"Try a Little Tenderness"; George Jones—"You're In My Heart"; Jean Shepard—"Hello Old Broken Heart"; Wynn Stewart—"Above and Beyond The Call of Love"; Claude Gray—"Treasure of Love"; Pete Drake—"Are You Sincere"; Margaret Whiting & Jimmy Wakely—"I'll Never Slip Around Again"; William Steinberg conducting the Pittsburgh Symphony Orchestra—"Beethoven Symphony No. 3 In E Flat, Op. 55—Eroica"; Antal Dorati conducting the London Symphony Orchestra—"Verdi Overtures"; The Pittsburgh Symphony Orchestra conducted by William Steinberg—"Beethoven Concerto In D Major Op. 61 for Violin and Orchestra, Nathan Milstein, Violin"; Rudolf Kempe—Berlin Philharmonic Choir of St. Hedwigs—"Mozart Requiem"; The Pittsburgh Symphony Orchestra conducted by William Steinberg—"Mahler Symphony No. 1 In D Major"; Antal Dorati conducting the Minneapolis Symphony Orchestra—"Berlioz Symphonie Fantastique"; Rafael Kubelik conducting the Chicago Symphony Orchestra—"Mozart: Symphony No. 38—Prague"; and Antal Dorati conducting the Minneapolis Symphony Orchestra—"Strauss: A Hero's Life."

Design, Happy Time LPs

Stressing that the strength of the Pickwick/33 release is coupled with a new emphasis on his budget-priced Design label, Leslie revealed that the following 10 Design LPs and six Happy Time children's albums are also set for immediate release: "Guitars Unlimited"—Songs Made Famous By Eddy Arnold; "Groovy Greats" featuring Chuck Jackson, Johnny Rivers, Lou Christie, etc.; "The Great

Broadway Shows" by the Symphonic Pop Strings; "Gone with the Wind and Other Film Classics"; "Sounds Tijuana" by Trumpets Unlimited; "Love Songs—Now and Then"; "The Wonderful World of the Waltz"; "Nat 'King' Cole Song Book"; "Early Ray Charles"; "Country & Western Bonanza" featuring Bobby Austin, Wilburn Brothers, Del Reeves, etc.; "Peter Pan" In Song and Story; "Songs from Dr. Doolittle and Other Animal Favorites"; "You're a Good Man Charlie Brown—And Other Happiness Songs for Children"; "Kiddie Pops—Tijuana Style"; "Johnny Appleseed/Paul Bunyan" and "Broadway—The Children's Delight."

The 12 stereo tape cartridges, available in both four-track and eight-track, in the new release are: "Gone with the Wind" and tapes of Nat Cole, Jackie Gleason, John Gary, Webley Edwards, the Seekers, Johnny Rivers, Tex Ritter, Patsy Cline, Hank Locklin, "Guitars Unlimited Play the Eddy Arnold Song Book" and "The Surfsiders Sing the Beach Boy Song Book."

A sales conclave at the Summit, the most elaborate in Pickwick's history, was attended by the entire Pickwick U.S. and Canadian sales force. Among the key speakers were Art Director Frank Daniel; Vice Presidents Joe Abend and Ira Moss; Production Head Dave Goldstein; George Fishman, President of Keel Manufacturing, who revealed that the quality control exercised at the pressing plant on all Pickwick product, at every price level, is equal to the most stringent in the entire record industry; Dick Gersh, President of Richard Gersh Associates, Inc., the firm's public relations counsel and Joe Fleischmann of Mitchell-Morrison Inc., Pickwick's advertising representatives.

Donna Cuts 'Clown'

NEW YORK—Columbia artist Donna Lee not only sang Gladys Shelley's song "Clown Town" at her Living Room opening last week, but because of the enthusiastic response to the tune, her label has cut the number with a 30-piece orchestra for her next single release.

Kendall Address

NEW YORK—Ken Kendall, Ltd., unintentionally omitted from the promotion-pr firms listing in Record World's recent directory, is located at 250 W. 57th St.

Lorde MGM Dir., Management

Mort Nasatir, President of MGM Records, announces the appointment of Joseph P. Lorde as Director of Management Information Services, replacing Joel Fischler, who has left the company. Lorde will report to Tom White, Director of Business Affairs.



Joseph P. Lorde

Lorde began his career with MGM working in the International Accounting Department, and from there he rapidly advanced into Film Sales and Distribution. He spent over a year in West Africa and in the Middle East with the MGM Film Division. An expert in research, he conducted feasibility studies throughout Saudi Arabia, Syria, Jordan, Iraq and Iran.

He will be responsible for carrying on special studies and research covering the entire field of the record industry.

Laurie's Singer On Goldies Campaign

NEW YORK—Laurie Vice-President Murray Singer will, in addition to his regular activities, be visiting one-stops, records distributors, rack jobbers and retailers as part of Laurie's big promo push on oldies.

Singer, who has been with Laurie for six years and was also one of the founders of Bethlehem Records, will acquaint these merchandisers with Laurie's vast potential and complete catalog including 63 goldies such as "Run Around Sue" by Dionn, "A Quarter to Three" by Gary U.S. Bonds, "He's So Fine" by the Chiffons, "Hushabye" by the Mystics, "Little Bit of Soul" by the Jarmels, "Don't Let the Sun Catch You Crying" by Gerry and the Pacemakers and "Denise" by Randy and the Rainbows.

Singer also will be working on Laurie's oldie LPs which include "Dionn's Greatest Hits" and "Gerry and the Pacemakers' Greatest Hits."

Garland Great At Palace

NEW YORK — The great Judy Garland—with her children Lorna and Joey and assorted acts—returned to the Palace Theater last week, and earned the following accolades from the New York daily reviewers:

Vincent Canby, the New York Times: "Great."

Jerry Tallmer, the New York Post: "Great."

Lee Silver, the New York Post: "Great."

No other performer in any medium within memory has been so well received by the press. Bert Lahr, the great Cowardly Lion of Miss Garland's great "Wizard of Oz" film, attended the clamorous opening, and noted: "Al Jolson was never a bigger hit than Judy was tonight."

It is ABC Records' great good fortune to have the recording of Miss Garland's latest triumphant comeback, due out this week.

Sunset's 13 August Releases

LOS ANGELES—Sunset Records, economy division of Liberty Records, Inc., has set a 13 LP release for August, under the overall theme, "Portrait of Quality Economy."

The debuting product: albums by Johnny Rivers, Vic Dana ("On the Country Side"), and Johnny Burnette ("Dream-in'"). Jimmy Smith "Plays the Standards" while Chet Baker "Swings Pretty."

Other notable names included in the line-up are Troy Shondell, Charles K. L. Davis, John Duffy, Lester Young, the Invitations, Jimmy Bryant and Glenn Keener, the Agents and a Nelson Eddy-Gale Sherwood package.

Lucas Scores Film

NEW YORK—David Lucas, who produces the Rivals for Scepter Records, has composed, arranged, conducted and scored all the music for the short "Two" which opened July 26 with the film "Luv" at the Coronet and De Mille theaters.

The short, which stars Renée Taylor and Fred Levinson and was written by Miss Taylor, was produced by Wylde Films, and the vocal background features Columbia recording artist Tim Rose with David and Deanna Lucas.



Promo men from 10 midwestern regions presented Date Records' Eddie Mathews with two large U.S. bonds at the recent Columbia Records Convention in Hollywood, Fla., on becoming the father of twins.

Larry Wilcox has just composed and arranged the music for the commercial "Whisper," a new oral mouth spray.

The Peer/Southern copyright "Mamma Mia" was recorded by tenor Franco Corelli in a Capitol LP which has just been released in the U.S. The selection has been provided with English lyrics by Sunny Skylar under the title "My Wonderful Mother."

Victor Wolfson, TV's Emmy-winning writer-producer, and Alexis Lichine, international socialite, author and expert on wine and spirits, have teamed for a unique recording project: an LP album titled "A Wine Evening with Alexis Lichine." Wolfson is producing the two-record album, which he co-authored with Lichine.

Eva Dolin, head of News-makers pr firm, is writing a consumer news column and asks tradesters to send news to her at 952 N. Michigan Ave., Chicago 60611.

Jimmy McHugh and Jack Hoffman's "Navy Swings" song will be used again next year as the Navy Recruiting song. William Voeller Productions does all recording for the Navy programs. The song has been the theme for the last five years.. Bobby Vinton and the Supremes are scheduled to record the song.

Freddie Piro, owner and producer of the Valley Recording Studio and Production Company at 8321 Lankershim Blvd., North Hollywood, announces completion of remodeling and change over to the new Scully Master Recording System.

Grant Robbin, singer and song writer, is in the process of recording two of his songs, "The Artist" and "The Alley Song." David Wilkes Music Corporation will produce the session and is negotiating a record contract with Seville Records.

Bill Loeb, President of the Conference of Personal Managers, West has announced that Sherwin Bash, Arnie Mills, Kal Ross, Mimi Weber and Jerry Levy have been appointed to the organization's 1967-68 membership committee.

Liberty Offers 'Portrait Of Excitement' for August

LOS ANGELES — Under the theme of "Portrait of Excitement," Liberty Records has launched a dealer program revolving around 10 new albums, with terms effective through Aug. 31, on the debuting product as well as the entire Liberty-Dolton back catalog.

Liberty Sales Manager Jack Bratel is extremely confident about the overall program.

Leading off the release is a package from the Ventures, containing "Golden Greats by the Ventures." The Pair Extraordinaire have now come up with their first studio disk, "It's a Wonderful World." Consistent sales leader Martin Denny moves into a unique new bag via "Exotica Classica," while Julie London also has a change of pace "With Body and Soul." Sax star Mike Sharpe proves why he's "The Sharpest Sax" with another entry following on the heels of his success with "Spooky."

Teen-appeal wise, Liberty's

Nitty Gritty Dirt Band is represented with "Ricochet," and P. J. Proby is showcased on "Phenomenon." What could be the "sleeper" of the release is the album debut of the Canned Heat. Purveyors of authentic blues, the group brought down the house at the recent Monterey International Pop Festival. Their current single, "Rollin' and Tumblin'," is included.

Liberty's series of LPs by the Band of Her Majesty's Royal Marines has prompted another, "Both Sides of the Globe." Tommy Garrett's 50 Guitars perform in a Premier Series package, "Six Flags Over Texas."

In addition to trade advertising and a raft of merchandisers, full color posters on Canned Heat, P. J. Proby and the Nitty Gritty Dirt Band are available from Liberty distributors everywhere. A Ventures mobile also will be provided for added in-store exposure.

Mack Upped to Audio Dir.

NEW YORK—Charlie Mack, who has been a member of Peer - Southern's engineering department for three years and previously served on the staff of Regent Sound, has been promoted to Audio Director of P/S's internal recording studios.

The studios were originally designed and built exclusively for the production of demos, but with Mack's skill and flexibility the studios are now being utilized to record masters.

Different Activities

An internal recording studio which engages less than five percent of its facilities for outside projects is involved in quite different activities from those of the external studio. A typical day at the P/S studios would find Mack engaged in such diverse activities as cutting acetates for Lucky Carle to distribute to A&R men, recording song demos and masters with Del Serino of P/S Productions, transferring stereo tapes to monaurals for the Southern Library of Recorded Music, handling international tapes in conjunction with Mario Conti and Pravi Garcia and editing the numerous master tapes which Sunny Skylar obtains in Brazil.



Charlie Mack

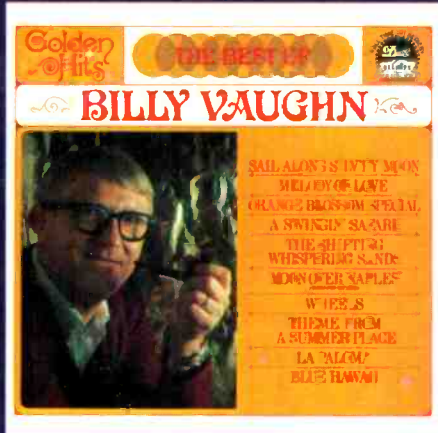
In New Post

One innate advantage of such a studio is that 15 minutes after a song is heard its completed demo can be recorded and sent without delay to the A&R men.

Wynshaw Commended

HOLLYWOOD, FLA.—Columbia Records' Dave Wynshaw was commended at the label's recent conclave here at the Diplomat Hotel for his outstanding efforts at getting over 600 conventioners suitable accommodations and transportation.

6 GREAT NEW GOLDEN HITS ALBUMS FROM



GOLDEN HITS OF BILLY VAUGHN

A choice collection of the sounds that have made Billy one of the world's biggest selling recording artists (over \$50 million in sales!).

Sail Along Silvery Moon; Melody Of Love; Orange Blossom Special; A Swingin' Safari; The Shifting Whispering Sands; Moon Over Naples (Spanish Eyes); Wheels; Theme From A Summer Place; La Paloma; Blue Hawaii.

DLP 25811

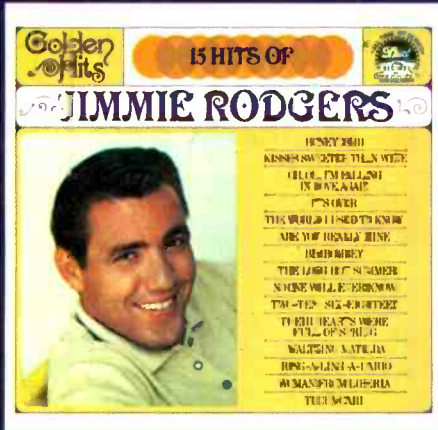


GOLDEN HITS OF LAWRENCE WELK

This album features the top hits of America's favorite maestro including his first million seller ("Calcutta") and his famous theme ("Bubbles In The Wine").

Calcutta; Baby Elephant Walk; Moon River; Last Date; Runaway; Yellow Bird; Scarlett O'Hara; Apples And Bananas; My Three Sons; Bubbles In The Wine.

DLP 25812



15 HITS OF JIMMIE RODGERS

A generous selection of all Jimmie's greatest hits.

Honeycomb; Kisses Sweeter Than Wine; Oh, Oh, I'm Falling In Love Again; It's Over; The World I Used To Know; Are You Really Mine; Bimbo Bomb; The Long, Hot Summer; No One Will Ever Know; Two-Ten Six-Eighteen; Their Hearts Were Full Of Spring; Waltzing Matilda; Ring-A-Ling-A-Lario; Woman From Liberia; Tumbumzi.

DLP 25815



15 HITS OF PAT BOONE

A sampling of Pat's 16 fabulous years of hits with Dot Records.

Moody River; Love Letters In The Sand; Speedy Gonzales; Friendly Persuasion; April Love; Don't Forbid Me; I Almost Lost My Mind; It's Too Soon To Know; Why Baby Why; Twixt Twelve And Twenty; Anastasia; A Wonderful Time Up There; With The Wind And The Rain In Your Hair; Sugar Moon; There's A Gold Mine In The Sky.

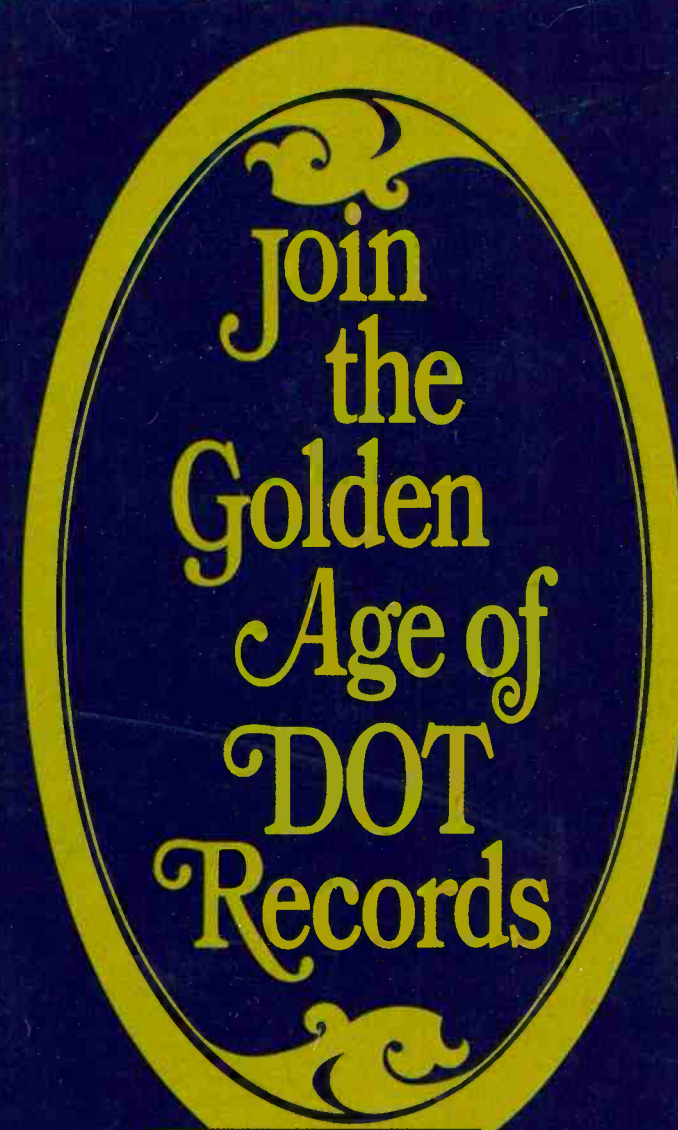
DLP 25814



ALL TIME ORIGINAL HITS - COLLECTOR'S ITEMS

A "Who's Who" of hit makers and their best-selling tracks. Oh, My Papa, EDDIE FISHER / Ballarina, VUGHN MONROE / There's No Tomorrow, TONY MARTIN / Tammy, DEBBIE REYNOLDS / So Rare, JIMMY DORSEY ORCHESTRA & CHORUS / My Blue Heaven, GENE AUSTIN / It Isn't Fair, DON CORNELL / Bei Mir Bist Du Schön, THE ANDREWS SISTERS / Near You, FRANCIS CRAIG / Paper Doll, THE MILLS BROTHERS / Chanson D'Amour, ART & DOTTY TODD / The Crazy Otto, JOHNNY MADDIX.

DLP 25818



Golden Hits



NEW GOLDEN HITS RECORD RACK!

Offers full-cover display for Golden albums. Ask your Dot Records distributor about obtaining this valuable merchandising rack for your store.

They're pure gold! ORDER TODAY!



THE ORIGINAL HITS - GOLDEN INSTRUMENTALS

A host of "young sound" hits by the original artists. Wipe Out, THE SURFARIS / Sleepwalk, SANTO & JOHNNY / Pipeline, THE CHANTAYS / Teen Beat, SANDY NELSON / Hot Pastrami, THE DARTELLS / Memphis, LONNIE MACK / Tequila, THE CHAMPS / Happy Organ, DAVE "BABY" CORTEZ / Red River Rock, JOHNNY & THE HURRICANES / Torquay, THE FIREBALLS / Bongo Rock, PRESTON EPPS / Topsy - Part II, COZY COLE.

DLP 25820