

# 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).

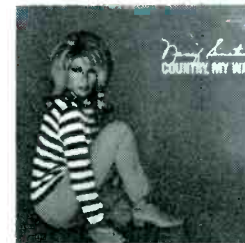
## ALBUMS OF THE WEEK



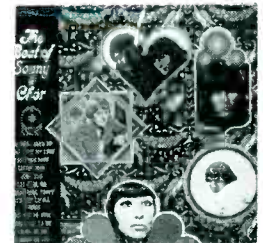
First Garbo laughed. And now Bill Cosby sings. On his "Silver Throat" album. The multi-gold record winner goes for another with this batch of soul songs (Warner Bros. W/WS 1709).



"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/RS 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 • DYNVOICE • 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-

## 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"

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.

## 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.



200 W. 57th St., New York, N. Y. 10019  
Area Code (212) 765-5020

Publisher  
**BOB AUSTIN**

Editor-in-Chief  
**SID PARNES**

<b>Doug McClelland</b>	Editor
<b>Dave Finkle</b>	Associate Editor
<b>Ted Williams</b>	R&B Editor Chart Editor
<b>Del Shields</b>	Jazz Editor
<b>Tomas Fundora</b>	Latin American Editor
<b>Kal Rudman</b>	Contributing Editor
<b>Mort Hillman</b>	Advertising Manager, Eastern Division
<b>Brenda Ballard</b>	Circulation
<b>Goldmine Art Service</b>	Art Direction

West Coast

**Jack Devaney**  
West Coast Manager

**Biff Collie** Country Report  
6290 Sunset Blvd.  
Hollywood, Calif. 90028  
Phone: (213) 465-6179

Nashville

**John Sturdivant**

**Paul Perry** Nashville Report  
806 16th Ave. So.  
Nashville, Tenn. 37203  
Phone: (615) 244-1820

England

**Fraser White**

9 Denmark St., London, W.C. 2  
Phone: 01-240-0196

Germany

**Paul Siegel**

Tauentzienstrasse 16  
1 Berlin 30, Germany  
Phone: 247029

**SUBSCRIPTIONS:** One year (52 issues) U. S. and Canada—\$12; Air Mail—\$30; Foreign—Air Mail \$40. Second class postage paid at New York, New York. **DEADLINE:** Plates and copy must be in New York by 12 noon Friday.

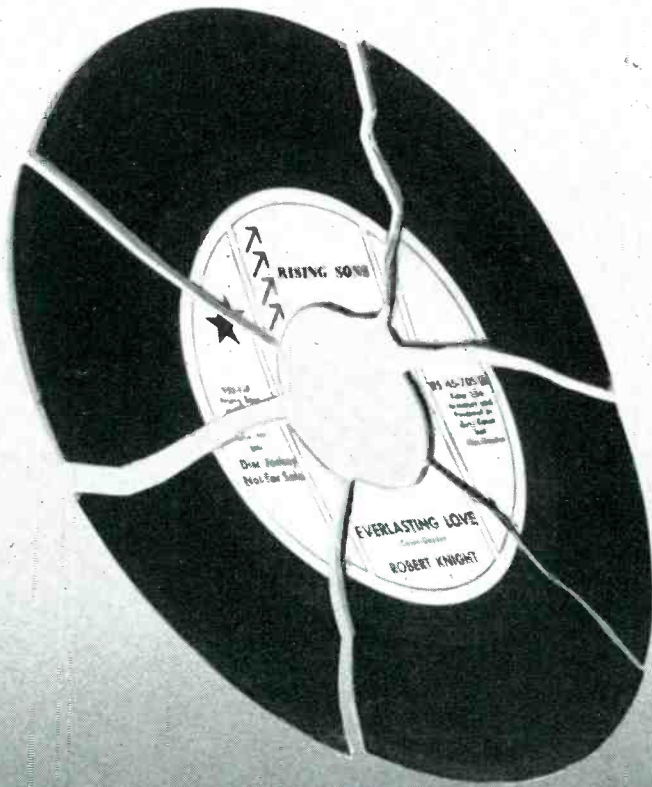
Published Weekly by

**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**  **BERT**  
**KNIGHT**

**"Everlasting Love"**

RISING SONS 45-705

**RISING SONS RECORDS**  
A DIVISION OF MONUMENT RECORDS  
NASHVILLE/HOLLYWOOD

PUBLISHED BY  
**RISING SONS MUSIC, INC.**



**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**

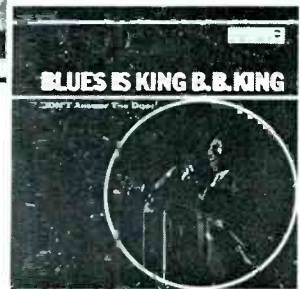
His latest single

# **"WORRIED DREAM"**

BL 61007



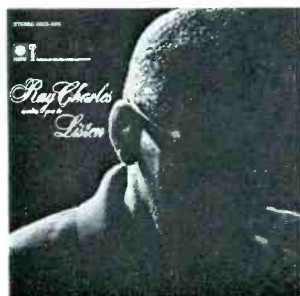
His Newest Album



**B. B. KING**  
BLUES IS KING BL 6001

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

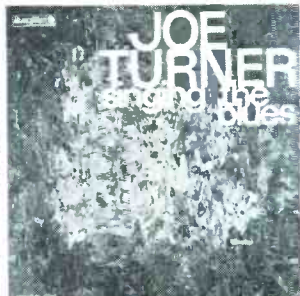
#### The Great Big Hit Album



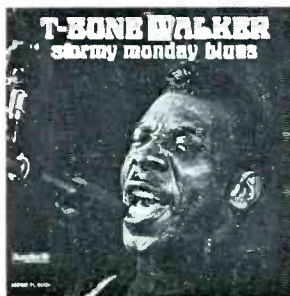
RAY CHARLES  
LISTEN

ABC 595

#### BluesWay New Releases

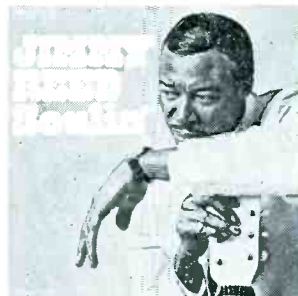


JOE TURNER  
SINGING THE BLUES BL 6006



T-BONE WALKER  
STORMY MONDAY BLUES

BL 6008



JIMMY REED  
SOULIN'

BL 6009

# Available R & B Standards

(Continued from page 36)

Heart	Wand	<b>LABELLE, PATTI AND THE BLUE BELLES</b>	<b>LYNN, BARBARA</b>	Heaven And Paradise	Dooto	<b>PICKETT, WILSON</b>	
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					In The Midnight Hour	
I Need You	Wand	New Town	<b>MABON, WILLIE</b>	<b>MELLOKINGS</b>		Land Of 1000 Dances	
I Wake Up Crying	Wand	Down The Aisle	I Don't Know	Tonight, Tonight	Flashback	Mustang Sally	
Since I Don't Have You	Wand	I Believe	<b>MAD LADS</b>	<b>MIDNIGHTERS</b>		634-5789	
Something You Got	Wand	<b>LANCE, MAJOR</b>	Don't Have To Shop Around	Land Of 1,000 Dances	Chatahoochee	For Better Or Worse	
Tell Him I'm Not Home	Wand	Ain't It A Shame	<b>MAGNIFICENT MEN</b>	Mighty Hannibal		If You Need Me	Double L
<b>JACKSON, DEON</b>		Hey Little Girl	Stormy Weather	Jerkin' The Dog	Decca	It's Too Late	
Love Makes The World Go Round	Carla	I'm So Lost	You Changed My Life	<b>MIMMS, GARNETT</b>		Come Home Baby	Atlantic
<b>JACKSON, WALTER</b>		Monkey Time/Um, Um, Um, Um	<b>MAJORETTES</b>	Cry Baby	U.A.	Funky Broadway	
It's All Over	Okeh	Rhythm	White Levis	For Your Precious Love	U.A.	<b>PLATTERS</b>	
Welcome Home	Okeh	Come See	<b>MARCELS</b>	<b>MIRACLES</b>		Great Pretender	Mercury
Speak Her Name		Too Hot To Hold	Blue Moon	A Love She Can Count On	Tamia	Harbor Lights/Smoke Gets In Your Eyes	
<b>JAGUARS</b>		The Matador	<b>MARESCA, ERNIE</b>	Broken Hearted		I Love You 1,000 Times	
Way You Look Tonight	Era	<b>LAZY LESTER</b>	Shout Shout (Knock Yourself Out)	Come On Do The Jerk		Love Me Tender	
<b>JAMES, ELMORE</b>		Lazy Lester	<b>MARKEYS</b>	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	
<b>JAMES, ETTA</b>		They Call Me Lazy	Morning After	I Like It Like That		Sincerely/P.S. I Love You	
All I Could Do Was Cry	Cadet	<b>LEE, JACKIE</b>	Philly Dog	I'll Try Something New		Twilight Time	
<b>JAY HAWKS</b>		The Duck	Popeye Stroll	Mickey's Monkey		With This Ring	Musicor
Stranded In The Jungle	V.J. Oldies	<b>LEWIS, BARBARA</b>	<b>MARTHA &amp; THE VANDELLAS</b>	Ooo Baby Baby		I Love You 1000 Ways	
<b>JAYNETTES</b>		Baby I'm Yours	Come And Get These Memories	Shoo Around		<b>PRICE, LLOYD</b>	
Sally Go 'Round The Roses	Tuff	Hello Stranger	Dancing In The Street	That's What Love Is Made Of		Amen	Monument
<b>JOHNNY &amp; THE EXPRESSIONS</b>		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	<b>LEWIS, BOBBY</b>	I'll Have To Let Him Go	In My Lonely Room		Just Because/Why Lawdy Miss Clawdy	Specialty
<b>JOHNSON, BUBBER</b>		Tossin' And Turnin'	Live Wire	Nowhere To Run		Personality	ABC
Come Home	King	<b>LITTLE BUSTER</b>	Quicksand	Wild One		Stagger Lee	
<b>JOHNSON, LONNIE</b>		Looking For A Home	Wild One	You've Been in Love Too Long		<b>PRYSOCK, ARTHUR</b>	
Tomorrow Night	King	<b>LITTLE CAESAR</b>	<b>MARVELETTES</b>	As Long As I Know He's Mine	Tamla	There Goes The Mailman	Peacock
<b>JOHNSON, JOE</b>		My Girl Sloopy	As Long As I Know He's Mine	Beechwood 4-5789		Bye Bye Baby	
Dirty Woman Blues	A-Bet	Those Oldies But Goodies	Beechwood 4-5789	He's A Good Guy		<b>PURIFY, JAMES &amp; BOBBY</b>	
<b>JOHNSON, MARY</b>		Remind Me Of You	Locking Up My Heart	Locking Up My Heart		Shake A Tail Feather	Bell
You Got What It Takes	U.A.	<b>LITTLE EVA</b>	Playboy	Playboy		I'm Your Puppet	
<b>K-DOE, ERNIE</b>		Loco-Motion	Please Mr. Postman	Please Mr. Postman		<b>RADIANTS</b>	
Mother-in-Law	Minit or Imp.	<b>LITTLE JOHNNY TAYLOR</b>	Too Many Fish In The Sea	Too Many Fish In The Sea		Ain't No Big Thing	Chess
<b>THEOLA KILGORE</b>		I Smell Trouble	Twistin' Postman	Twistin' Postman		Voice Your Choice	
This Is My Prayer	Serock	Part Time Love	Your Daddy Knows Best	Your Daddy Knows Best		Father Knows Best	
The Love Of My Man		Since I Found A New Somebody's Got To Pay	You're My Remedy	You're My Remedy		<b>THE RAELETS</b>	
<b>KENDRICK, NAT</b>		<b>LITTLE MILTON</b>	Strange I Know	Strange I Know		One Hurt Deserves Another	Tangerine
Mashed Potatoes	Dade	Blind Man	Someday Someway	Someday Someway		<b>RAWLS, LOU</b>	
<b>KENNER, CHRIS</b>		We're Gonna Make It	Danger Heartbreak Ahead	Danger Heartbreak Ahead		Three O'Clock In The Morning/Stormy Monday	Capitol
I Got Loaded	Imperial	<b>LITTLE RICHARD</b>	I'll Keep Holding On	I'll Keep Holding On		<b>LOU RAWLS</b>	
I Like It Like That	Exodus	Baby Face	<b>MARVELOWS</b>	I Do/My Heart	ABC	Tobacco Road	Capitol
Land Of 1000 Dances	Instant	Girl Can't Help It	I Do/My Heart	You've Been Going With Sally		The Shadow Of Your Smile	
<b>KILGORE, THEOLA</b>		Good Golly Miss Molly	You've Been Going With Sally	With Sally		Love Is A Hurtin' Thing	
The Love Of My Man	Scepter	Jenny, Jenny	<b>MASON, BARBARA</b>	Sad, Said Girl	Arctic	You Can Bring Me All Your Heartaches	
<b>KING, ALBERT</b>		Keep A Knockin'	Sad, Said Girl	Yes, I'm Ready		Trouble Down Here Below	
Don't Throw Your Love On Me So Strong	King	Long Tall Sally	<b>MAYFIELD, PERCY</b>	<b>MAYFIELD, PERCY</b>		Three O'Clock In The Morning	
<b>KING, B. B.</b>		Lucille	Please Send Me Someone To Love	Please Send Me Someone To Love		Dead End Street	
Baby Look At You	Kent	Ooh! My Soul	We Both Must Cry	We Both Must Cry		Show Business	
Beautician's Blues		Rip It Up	My Bottle Is My Companion	My Bottle Is My Companion		<b>REDDING, OTIS</b>	
Blue Shadows		She's Got It	Long As You're Mine	Long As You're Mine		Chained And Bound	Volt
Got 'Em Bad		Slippin' And Slidin'	<b>MCCAIN, JERRY</b>	<b>MCCAIN, JERRY</b>		Fa-Fa-Fa-Fa	
Help The Poor	ABC	Tutti Frutti	She's Crazy About Entertainers	She's Crazy About Entertainers	Jewel	Mr. Pitiful	
It's My Own Fault		Don't Deceive Me	Honky Tonk	Honky Tonk		Pain In My Heart	
Just A Dream	Kent	<b>LITTLE WALTER</b>	<b>McCALL, TOUSSAINT</b>	<b>McCALL, TOUSSAINT</b>		Respect	
Please Send Me Someone	ABC	Crazy Legs	Nothing Takes The Place Of You	Nothing Takes The Place Of You	Ronn	Satisfaction	
Rock Me Easy	Kent	My Babe	<b>MCDANIELS, GENE</b>	<b>MCDANIELS, GENE</b>		Security	
3:00 Blues		<b>LITTLE WILLIE JOHN</b>	One Hundred Pounds Of Clay	One Hundred Pounds Of Clay	Liberty	That's What My Heart Needs	
Tomorrow Night	ABC	All Around The World	Point Of No Return/Chip Chip	Point Of No Return/Chip Chip	Liberty	These Arms Of Mine	
Whole Lotta Livin'		Big Blue Diamonds	<b>McPHATTER, CLYDE</b>	<b>McPHATTER, CLYDE</b>		<b>REED, JIMMY</b>	
You're Gonna Miss Me	Kent	Fever	A Lover's Question	A Lover's Question	Atlantic	Ain't That Lovin' You	Exodus
<b>KING, BEN E.</b>		Heartbreak (It's Hurtin' Me)	Lover Please	Lover Please	Mercury	Baby	
Don't Play That Song I (Who Have Nothing)	Atco	Leave My Kitten Alone	Treasure Of Love	Treasure Of Love	Atlantic	Baby What You Want Me To Do	V.J.
Seven Letters		Let Them Talk	<b>MEADOW LARKS</b>	<b>MEADOW LARKS</b>		To Do	
Spanish Harlem		Person To Person	Always & Always	Always & Always	Dooto	Big Boss Man	Exodus
Stand By Me		Sleep				Bright Lights, Big City	Exodus
Cry No More		Take My Love				Hush Hush	V.J.
The Record		Talk To Me				I'll Change My Style	V.J.
It's All Over		Talk To Me, Talk To Me				Two Ways To Skin (A Cat)	ABC
<b>KING, EARL "CONNELLY"</b>		Walk Slow				Take Out Some Insurance	V.J.
Big Blue Diamonds	King	You're A Sweetheart				I'm The Man Down There	V.J.
Don't Take It So Hard	King	<b>LITTLE WOO-WOO</b>				Shame, Shame, Shame	V.J.
<b>KNIGHT, GLADYS &amp; THE PIPS</b>		This Wonderful Girl Of Mine				(Continued on page 40)	
Every Beat Of My Heart	Exodus	<b>LOVE, DARLENE</b>					
Operator	Exodus	The Boy I'm Gonna Marry					
Either Way I Lose	Maxx	<b>LYDELLS</b>					
Who Knows		There Goes The Boy					
If I Should Fall In Love							

# THE DECCA FAMILY

Salutes **NARA**

on their 12th Annual  
Convention

Be sure to stop by  
and visit us  
in our hospitality suite  
at the  
Regency Hyatt House  
Atlanta, Georgia



# Available R & B Standards

(Continued from page 38)

Take Out Some Insurance Exodus  
**REVELS**  
 Church Key Impact  
**RIGHTEOUS BROTHERS**  
 Ebb Tide Philles  
 Fanny Mae Moonglow  
 For Your Love  
 Go Ahead And Cry Verve  
 He  
 I Still Love You Moonglow  
 Just Once In My Life Philles  
 Koko Joe Moonglow  
 Little Latin Lupe Lu  
 My Babe  
 Soul And Inspiration Verve  
 This Little Girl  
 Of Mine Moonglow  
 Unchained Melody Philles  
 You Can Have Her Moonglow  
 You've Lost That Lovin' Feeling Philles  
**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 Philles  
 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 Smohony  
 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  
 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  
 Stnn! 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 Philles  
 Tell Her I'm Not Home  
 He's The One  
 A Fool In Love  
**TURNER, JOE**  
 Shake, Rattle, And Roll Atlantic  
**TYMES**  
 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 Diference 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

**NARA**

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

**MOTOWN  
RECORD CORP.**

*The Sound of Young America<sup>®</sup>*

# 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!

*From Tape To Record*



Area Code 615-244-1867

RECORD PRESSING COMPANY, Inc.

*Your Standard of Comparison.*

415 FOURTH AVE., SO.

NASHVILLE, TENN. 37207

call Jimmy Tyner



Joe Quijano



Joe Cuba



H. Rivera



Julio Gutierrez



Johnny Zamot

**date**

*is proud of its progress in just one year.*

*It's the stars who made us what we are.*

*And you, the DJ's with your  
tremendous cooperation and assistance  
in establishing the label with...*

**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)

**THANKS**

TO:

**N A R A**

FOR HELPING BUILD THE  
OLDEST SOUL LABELS GOING!

TO:

OUR ARTISTS WHO HELP US PRODUCE

THE BEST IN

## SPIRITUAL

### NASHBORO

Consolers  
Brother Joe May  
Angelic Gospel Singers  
Prof. Alex Bradford  
Mme. Edna G. Cooke  
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  
Exotics  
Kip Anderson  
Tiny Watkins

### A-BET

Butch Davis & Capris  
Little Johnny Truitt  
The Avons  
Freddie North  
Katie Webster  
The Hy-Tones



1011 WOODLAND ST.

**NASHBORO RECORD CO., Inc.**  
(615) 227-5081

NASHVILLE, TENNESSEE 37206



for the  
**second**  
year  
in a  
row

# JAMES BROWN

has been voted No. 1 Top  
Male Vocalist in the  
Annual Record World  
R & B D.J. Poll

Thanks to all for making  
it possible

destined to be his greatest hit . . . . .

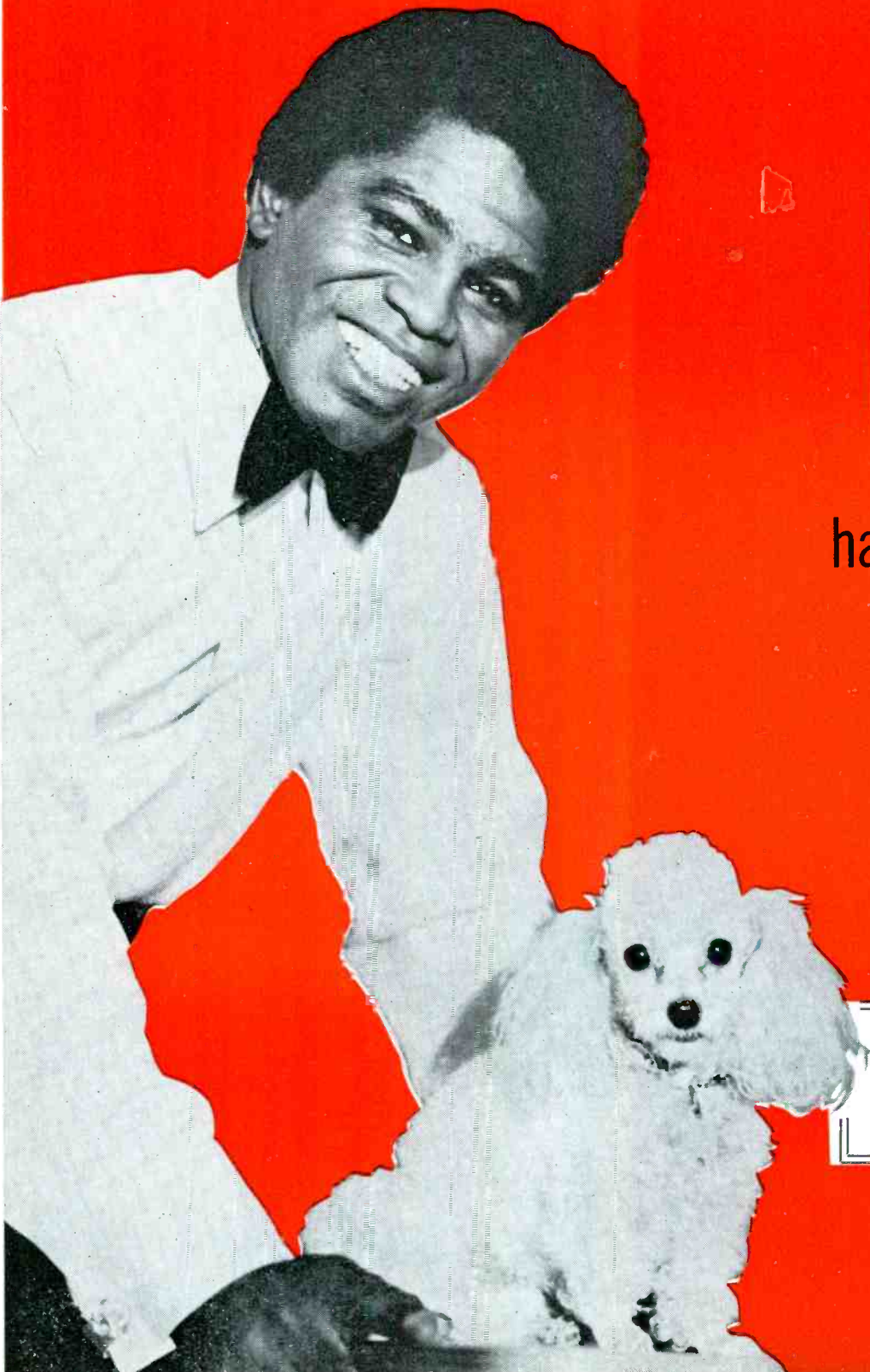
**COLD SWEAT**

King 6110

Record World #20—Billboard #20—Cash Box #21

KING  
RECORDS, INC.

Bookings:  
UNIVERSAL  
ATTRACTIONS, INC.





# HI RECORDS

Home of the  
Memphis Sound

**BILL BLACK'S  
COMBO**

**WILLIE MITCHELL**

**DON BRYANT**

**NORM WEST**

**ACE CANNON**

**JERRY JAYE**

**NARVEL FELTS**

**CHARLIE RICH**

HI RECORDS

Distributed by

London Records

New York City

These artists booked through:  
National Artists Attractions  
6 So. Danny Thomas Blvd.  
Memphis, Tennessee



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

established 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

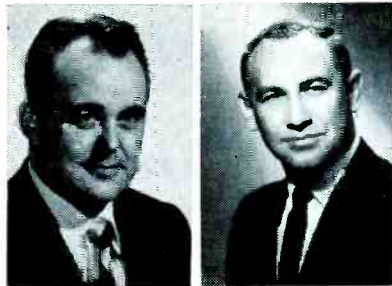
in 1957 and concentrated pretty much on building a country catalog.

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.

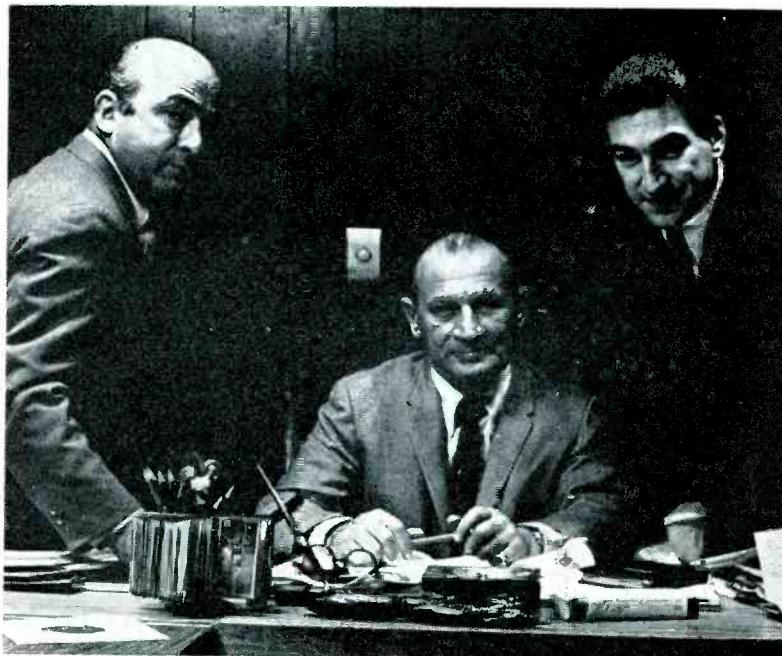
## What Soul Means To Me

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**

COPYRIGHT© 1945 (IN PRODUCTION VOLUME 23)

# 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



© "EPIC", Marca Reg. T.M. PRINTED IN U.S.A. © "Okeh", Marca Reg. T.M. Printed in U. S. A.

# 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.

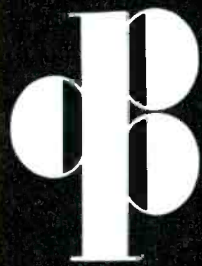
Frank Guida and Laurie have had a very successful relationship in the past in the pop field with Laurie distributing Guida's La Grande label. Some notable Laurie-La Grande hits were "A Quarter to Three," "New Orleans" and "School Is Out," all by Gary U.S. Bonds. Frank Guida also produced the Jimmy Soul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

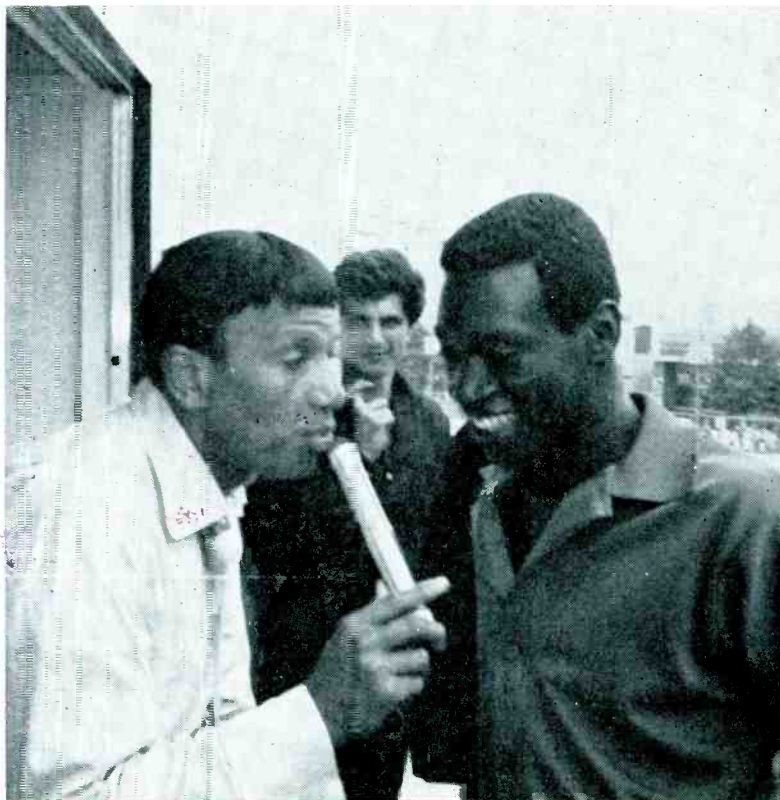
a real fast track that's pretty doggone crowded these days. But how can you miss with artists such as Joe Simon, Sam Baker, Lattimore Brown, Roscoe Shelton, Jamo Thomas? And these recent additions to the ever-growing SS7 family, the Ambassadors, Roscoe Robinson, Dee and Lola and Ted Ford—all with that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

2307 Edison, Detroit, Michigan

(313) TO 9-2336

## 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** TO BE ANNOUNCED  
**Luncheon** 12:30 - 2:00 PM, MGM Records  
**General**  
**Business** 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** TO BE ANNOUNCED  
**Luncheon** 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."



Joe Medlin

Nat'l Promo Dir., Brunswick



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



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.

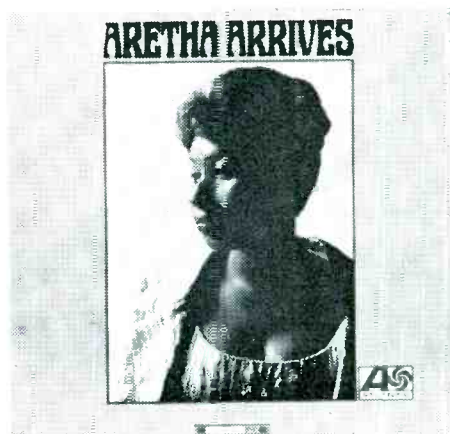


Stevie Wonder

## Temptations At Copa

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

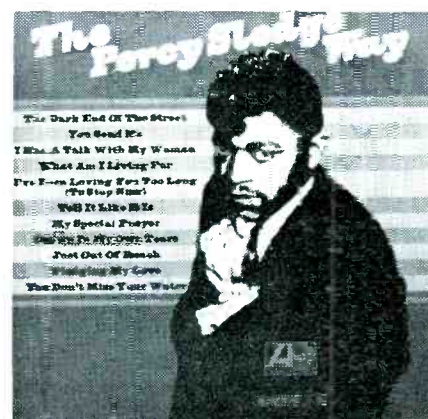
# THE SOUL SOUND IS ON ATLANTIC-ATCO



**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



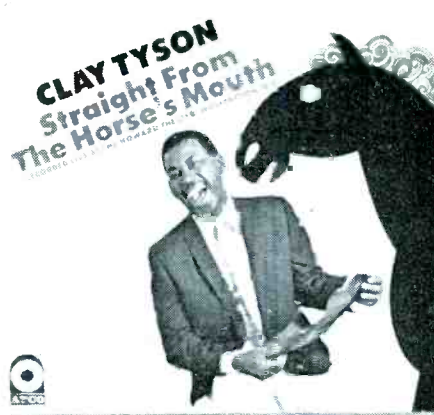
**COWBOYS & COLORED PEOPLE**  
Flip Wilson  
Atlantic 8149/SD8149



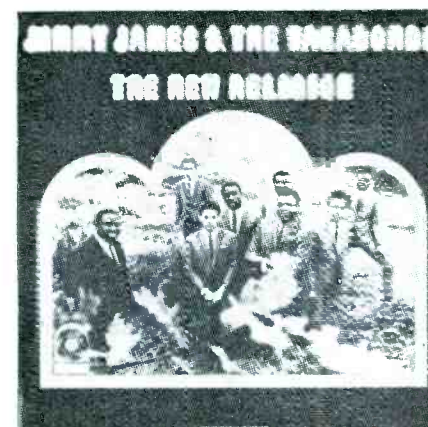
**DARRELL BANKS IS HERE!**  
Atco 33-216/SD33-216



**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

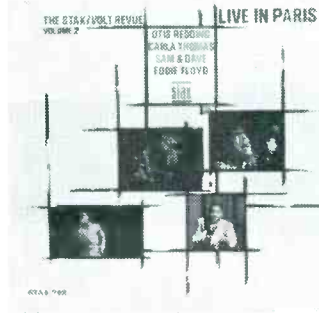
JOHNNIE TAYLOR  
You Can't Get Away From It  
STAX #226

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**

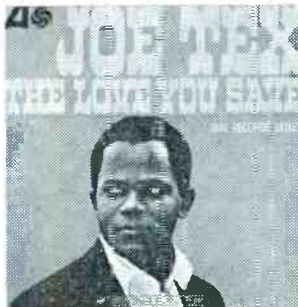


THE BEST OF JOE TEX  
Atlantic 8144/SD8144

**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

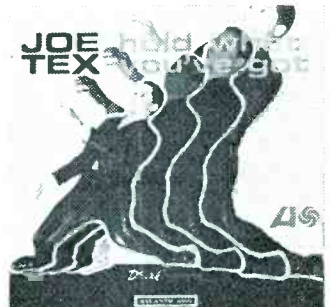


THE LOVE YOU SAVE  
Joe Tex  
Atlantic 8124/SD8124

**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.

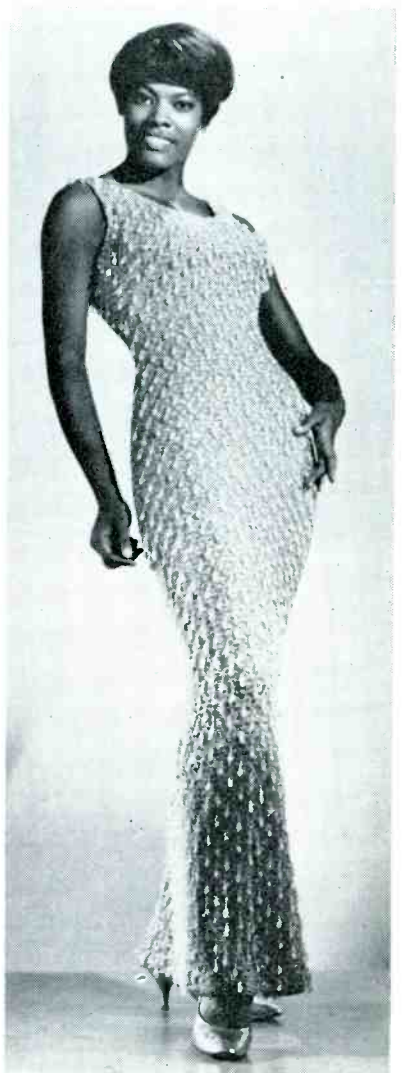
The trio will record their first side, "Another Guy", due out in three weeks, under the name of the La Fons. Also, the Intimates, Donna Smith, Verbery Russell, Denise Russell and Juanita Moody, all of Brooklyn, will be launched on Intimate Records, subsidiary of Invincible Recording Company which will 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



*Personal Management*  
**PHIL WALDEN ARTISTS & PROMOTIONS**  
*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.

# SCEPTER WAND is in the R&B GROOVE

**Dig the great sound  
of these top  
R&B artists**

**DIONNE WARWICK**  
The world's No. 1 R&B recording artist.

**CHUCK JACKSON**  
"Mr. Dynamite" of the R&B world.

**MAXINE BROWN**  
"In Person" . . . just the most.

**THE SHIRELLES**  
The "Out Front" group that started it all.

**ROSCOE ROBINSON**  
A tremendous R&B artist.

*Thanks to all the D.J.'s  
who help keep these great  
artists on top . . .*

*Florence Greenberg*

For that "live" R&B performance . . .  
For the best in "live" R&B entertainment . . .

CONTACT  
**PAUL CANTOR**  
**WAND MANAGEMENT**  
(212) CI 5-2170

**SCEPTER WAND**  
for the swinging sound of R & B

254 West 54th Street, N.Y. 10019 • Cable: SCEPTERMUS

# Available R & B Standards

<b>THE ACCENTS</b>		It's Just A Matter		Every Beat Of My Heart/ Like A Baby		<b>CANNIBAL &amp; THE HEADHUNTERS</b>	That Lucky Old Sun	
New Girl	Vapac	Of Time	Mercury	Have Mercy Baby		Land of 1,000 Dances	The Right Time	Atlantic
<b>ACE, JOHNNY</b>		Kiddio	Mercury	How Long Darling		<b>CAPITOLS</b>	Together Again	ABC
Piedgin' My Love	Duke	Lumberjack	Mercury	I Don't Care		Cool Jerk	Unchain My Heart	
My Song		Walk On The Wild Side	Mercury	I Don't Mind		<b>CAPRIS</b>	What'd I Say	Atlantic
Never Let Me Go		Where There's A Will	Mercury	I Got You		There's A Moon Out	Without Love/No One	ABC
The Clock		<b>BERRY, CHUCK</b>		It's A Man's World		Tonight	You Are My Sunshine	
Angel		Johnny B. Goode	Chess	Lost Someone		<b>CARDINALS</b>	You Don't Know Me	
Saving My Love For You		Maybelline	Chess	Night Train		Offshore	I Don't No Doctor	
<b>ADAMS, FAYE</b>		Memphis	Chess	Oh Baby Don't You Weep		Wheel Of Fortune	Something Inside Me	
Shake A Hand	Flashback	Rock And Roll Music	Chess	Papa's Got A Brand New Bag		<b>CARR, JAMES</b>	Here We Go Again	
<b>ADAMS, MARIE</b>		Roll Over Beethoven	Chess	Papa's Got A Brand New Bag/ Try Me (Instrumentals) Smash		You've Got My Mind	I Chose to Sing the Blues	
I'm Going to Play the Honky Tonks	Peacock	School Days/Deep Feeling	Chess	Please, Please, Please Federal		Messed Up	<b>CHARLIE &amp; RAY</b>	
He's My Man		Thirty Days	Chess	Bewildered		<b>CASH, ALVIN &amp; NIGHTCRAWLERS</b>	I Love You Madly	Flashback
<b>AD LIBS</b>		You Never Can Tell	Chess	This Old Heart		Barracuda	<b>CHECKER, CHUBBY</b>	
The Boy from New York City		<b>BIG BOPPER</b>		Prisoner Of Love	King	Twine Time	Birdland	Parkway
<b>ADDERLEY, JULIAN "CANNON- BALL"</b>		Chantilly Lace	Mercury	Shout And Shimmy		<b>CASUALS</b>	Hey Bobba Needle	Parkway
The Sticks	Capitol	Lah Dee Dah	Swan	Signed, Sealed, & Delivered		So Tough	Hooka Tooka	Parkway
Mercy, Mercy, Mercy		<b>BLAND, BOBBY</b>		The Bells		<b>CHAMPION JACK DUPREE</b>	Lazy Elsie Molly	Parkway
Why? (Am I Treated So Bad)		Ain't Doing Too Bad	Duke	These Foolish Things		Me And My Mule	Let's Twist Again	Parkway
Walk Tall (Baby, That's What I Need)		Ain't Nothing You Can Do		Try Me/Think		<b>CHAMPS</b>	Limbo Rock/Popeye	Parkway
<b>AKENS, JEWEL</b>		Blind Man/Black Night		It Was You		Limbo Rock	Stow Twistin'	Parkway
The Birds And The Bees	ERA	Call On Me/ That's The Way Love Is		I'll Go Crazy		Only The Young	The Twist/ Twistin' U.S.A.	Parkway
<b>ALLEN, LEE</b>		Don't Cry No More		Devil's Hideaway	Smash	Tequilla	<b>CHECKERS</b>	
Walkin' With Mr. Lee	Flashback	Dust Got In Daddy's Eye		Good, Good Lovin'		Too Much Tequilla	Over The Rainbow	King
<b>ANDREWS, LEE &amp; THE HEARTS</b>		Farther Up The Road		Money Won't Change You		<b>CHANDLER, GENE</b>	White Cliffs Of Dover	King
I'm Sorry, Pillow	Parkway	I'll Take Care Of You		Christmas Song		Duke Of Earl	<b>THE CHECKMATES LTD.</b>	
Long Lonely Nights	Chess	Jelly, Jelly, Jelly		Let's Make Christmas		If You Can't Be	Please Don't Take My	
Teardrops	Chess	Share Your Love With Me		Bring It Up		True	World Away	Capitol
Try The Impossible	U.A.	Stormy Monday Blues		Kansas City		London Town	Walk In The Sunlight	
<b>ANTHONY &amp; IMPERIALS</b>		These Hands (Small But Mighty)		Let Yourself Go		Rainbow	Checker Dots	
Going Out Of My Head	DCP	Too Far Gone To Turn Around		I Loves You Porgy		Rainbow '65	All I Hear	Peacock
Hurt So Bad		You've Got Bad Intentions		Cold Sweat		Soul Hootenanny	<b>CHUBBY AND THE TURNPIKES</b>	
I Miss You So		I Learned My Lesson		<b>BROWN, MAXINE</b>		The Big Life	I Know The Inside	
I'm On The Outside		Don't Want No Woman		Funny	Exodus	Good Times	Story	Capitol
Looking In		I Smell Trouble		Not My Baby/ You Upset My Soul	Wand	Nothin' Can Stop Me	<b>CLARK, DEE</b>	
Shimmy Shimmy Ko Ko Bop	G.G.	I'll Take Care Of You		One Step At A Time		Just Be True	Hey Little Girl	Exodus
Take Me Back	DCP	Don't Cry No More		Something You Got		God Bless Our Love	Raindrops	Exodus
Tears On My Pillow	G.G.	Turn On Your Love Light		You Do Something To Me		What Now	<b>CLARKE, TONY</b>	
The Diary		That's The Way Love Is		All In My Mind		You Can't Hurt Me No More	The Entertainer	Chess
Two People In The World		Lead Me On		It's Gonna Be All Right		Here Come The Tears	<b>CLAY, OTIS</b>	
When You Wish Upon A Star		Cry, Cry, Cry		<b>BROWN, MAXINE &amp; CHUCK JACKSON</b>		The Girl Don't Care	I'm Satisfied	One-Derful
<b>THE ARTISTICS</b>		Sometimes Tomorrow		Something You Got	Wand	<b>CHANNELS</b>	<b>CLEFTONES</b>	
Girl I Need You	Brunswick	I'm Not Ashamed		Hold On, I'm Coming		Closer You Are	For Sentimental Reasons	G.G.
I'm Gonna Miss You		I'm Too Far Gone		<b>BURKE, SOLOMON</b>		Flames In My Heart	Heart And Soul	Exodus
<b>AVONS</b>		Farther Up The Road		Got To Get You Off		Gleam In Your Eye	Little Girl Of Mine	G.G.
Talk To Me	A-Bet	<b>BOB-B-SOX AND THE BLUE JEANS</b>		My Mind	Atlantic	I Really Love You	You Baby You	G.G.
<b>BAKER, LAVERN</b>		Zip-A-Dee-Doo-Dah	Phillies	If You Need Me	Atlantic	My Love Will Never Die	Why Do You Do Me Like You Do	G.G.
I Cried A Tear	Atlantic	<b>BONDS, GARY U.S.</b>		Just Out Of Reach	Atlantic	That's My Desire	Can't We Be Sweethearts	G.G.
Jim Dandy	Atlantic	Dear Lady Twist	Legrand	Home In My Heart		<b>CHANTELS</b>	<b>CLOVERS</b>	
Tweedle Dee		New Orleans	Legrand	The Price		Every Night	Blue Velvet	Atlantic
<b>BAKER, SAM</b>		Quarter To Three/ School Is Out	Legrand	He'll Have To Go		Goodbye To Love	Devil Or Angel	Atlantic
Someone (Bigger Than You and Me)	Sound Stage 7	School Is In	Legrand	<b>BURNETTE, DORSEY</b>		He's Gone	Love, Love, Love	Atlantic
<b>BALLARD, HANK</b>		Twist, Twist Senora	Legrand	Hey Little One/ Tall Oak Tree	Era	I Love You So	Love Potion Number Nine	U.A.
Annie Had A Baby	Federal	<b>BOOKER, JAMES</b>		<b>BURRAGE, HAROLD</b>		Look In My Eyes	<b>COASTERS</b>	
Coffee Grind King	King	Gonzo	Peacock	Got To Find A Way	M-Pac	Maybe	Along Came Jones	Atco
Continental Walk	King	<b>BOOKER T. &amp; THE MG'S</b>		Master Key	M-Pac	Well I Told You	Charlie Brown	Atco
Every Beat Of My Heart	Federal	Green Onions	Stax	<b>BUTLER, BILLY</b>		<b>CHANTERS</b>	Down In Mexico	Atco
Finger Poppin' Time	King	Mo' Onions	Stax	Help Yourself	Brunswick	Five Little Kisses	Little Egypt	Atco
Get It	Federal	My Sweet Potato	Stax	<b>BUTLER, GEORGE "WILD CHILD"</b>		My My Darling	Poison Ivy	Atco
Hoochie Coochie Coo	King	Soul Dressing	Stax	Do Something Baby	Jewel	No No No	Searchin'/Young Blood	Atco
Kansas City	King	Hip Hug-Her		<b>BUTLER, JERRY</b>		Row Row Row Your Boat	Shoppin' For Clothes	Atco
Let's Go Again	King	<b>BOBBETTES</b>		For Your Precious Love	Exodus	<b>CHAPERONES</b>	Yakety Yak	Atco
Let's Go, Let's Go, Let's Go	King	Mr. Lee	Atlantic	Let It Be Me	Exodus	Cruise To The Moon	<b>C.O.D.'s</b>	
Moonrise	Federal	<b>BROOKS, DONNIE</b>		Love Is Strange	V.J. Oldies	<b>CHARLES, JIMMY</b>	Michael	Kellmac
Sexy Ways	Federal	Mission Bell	Era	Moon River	Exodus	A Million To One	<b>COCHRAN, WAYNE</b>	
Twist/Teardrops On Your Letter	King	<b>BROWN, BUSTER</b>		I Dig You Baby	Mercury	<b>CHARLES RAY</b>	Goin' Back To Miami	Mercury
Work With Me Annie	Federal	Fanny Mae	G.G.	You Make Me Feel Like Someone		At The Club/Hide Nor Hair	<b>COLE, COZY</b>	
<b>BANKS, DARRELL</b>		<b>BROWN, CHARLES</b>		<b>CADETS</b>		Baby Don't You Cry	Topsy II	Coral
Here Come The Tears	Atco	Please Come Home For Christmas	King	Stranded In The Jungle	V.J. Oldies	Born To Lose/ I Can't Stop Loving You	Ol' Man Mose	
<b>BARNES, J. J.</b>		<b>BROWN, GATEMOUTH</b>		Dirty Work At The Crossroad		Busted	<b>COLLIER, MITTY</b>	
Baby Please Come Back Home	Groovesville	Gate Walks To Board	Peacock	Gloria	Josie	Crying Time	No Faith No Love	Chess
<b>BELL, WILLIAM</b>		Midnight Hour		Guns Of Navarone	U.A.	Don't Set Me Free	I Had A Talk With My Man	
You Don't Miss Your Water	Stax	Depression Hour		Peck-A-Boo	Josie	Georgia On My Mind	<b>CONLEY, ARTHUR</b>	
<b>BELVIN, JESSIE</b>		Okie Dokie Stomp		Romeo	Josie	Hallelujah I Love Her So	Sweet Soul Music	Atco
Goodnight My Love	Jamie or Exodus	<b>BROWN, SIR LATTIMORE</b>		Rudolph The Red Nosed Reindeer	Josie	Hit The Road Jack	<b>CONTOURS</b>	
Sentimental Reasons	Exodus	It's Such A Sad, Sad World	Sound Stage 7	Speedoo	Josie	I Got A Woman	Can You Do It	Gordy
<b>BENTON, BROOK</b>		<b>BROWN, JAMES &amp; FAMOUS FLAMES</b>		Zoom	Josie	I'm A Fool To Care	Can You Jerk Like Me	Gordy
A Rockin' Good Way/ Got What It Takes	Baby You Mercury	Ain't That A Groove	King	<b>CANDY &amp; THE KISSES</b>		I'm Moving On	Don't Let Her Be Your Baby	Gordy
Endlessly/ So Many Ways	Mercury	Dancing Little Thing/ So Long		Keep On Searching	Scepter	Let's Go Get Stoned	Do You Love Me	Gordy
Going Going Gone	Mercury			The 81	Cameo	ABC	Shake Sherry	
House Is Not A Home	Mercury			Soldier Baby (Of Mine)		One Letter Today	You Get Ugly	
						One Mint Julep	<b>COOKE, SAM</b>	
						Ruby/Hard Hearted Hannah	Another Saturday Night	RCA
						Sticks And Stones	Another Saturday Night	RCA (EPA)
						Sweet 16 Bars	(Continued on page 36)	
						Teardrops From My Eyes		

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  
**DRIFTERS**  
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  
**DUPREES**  
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**  
Recovery Checker  
Rescue Me Checker  
**FOREST, JIMMY**  
Night Train U.A.  
**THE FOUR PENNIES**  
You Have No Time  
To Lose Brunswick  
**FOUR TOPS**  
Ask The Lonely Motown  
Baby I Need Your  
Loving Motown  
Without The One  
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  
Three Hundred And  
Sixty-Five Days  
We Got To Make Up  
**HENDERSON, JOE**  
Snap Your Fingers Todd  
**HENDRICKS, BOBBY**  
Dreamy Eyes Sue  
Itchy Twitchy Feeling Sue  
**HENRY, CLARENCE "FROGMAN"**  
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  
You've Got Me Runnin'  
**IRWIN, BIG DEE**  
Swinging On A Star Dimension  
**ISLEY BROTHERS**  
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  
**JACKSON, BULL MOOSE**  
All My Love Belongs  
To You King  
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)

METAL MASTERS  
METAL MOTHERS

**ALL  
SIZES  
AND  
SPEEDS**

METAL STAMPERS  
STRIKE-OFFS

# **NASHVILLE PHONO MATRIX, INC.**

310 Chesnut St.

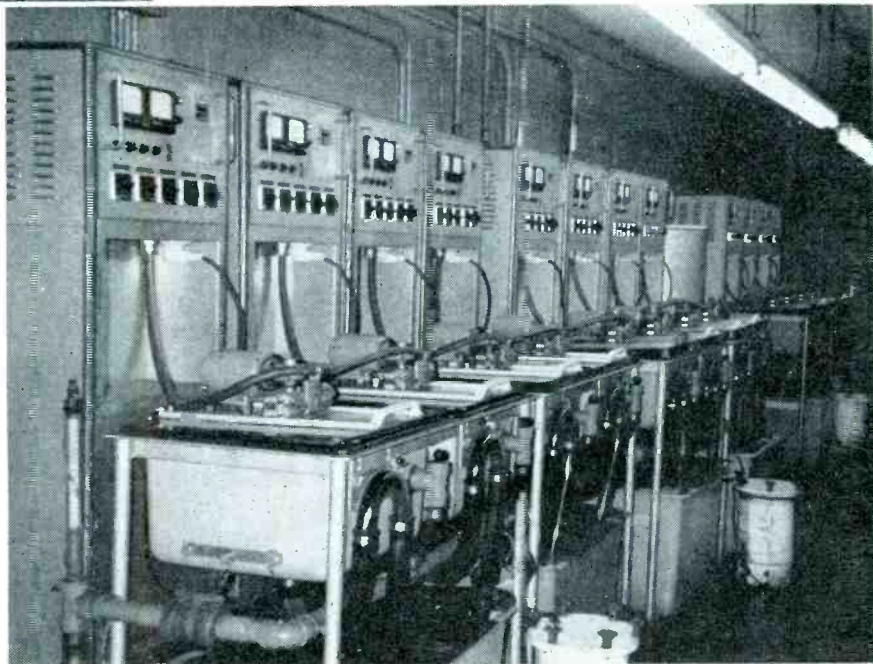
Phone: 244-2405, 2406

Nashville, Tenn. 37210



From the first step, preparing the acetate  
for metal mastering . . . . .

To complete processing of all metal  
parts . . . . .



We service the nation with the fastest plating process in the South  
and our personal guarantee on each and every metal part

# **NASHVILLE PHONO MATRIX, INC.**

Henry Kemp

Ray Allen

# Duke Peacock Salutes NARA

And Grateful To All For  
The Play Of Our  
Soul And Religious Artists

Look Forward To Meeting  
And Greeting You At Our  
Breakfast Friday Morning...  
In Our Booth...  
And Hospitality Suite  
**DON ROBEY**



**Duke Peacock Records, Inc.**  
2609 Erastus Street      Houston, Texas 77026  
ORchard 3-2611      ORchard 3-1225

# 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)*



Congratulations  
To The Winners Of The  
**RECORD WORLD ANNUAL R&B D.J. POLL 1967**  
Represented By

# QUEEN BOOKING CORPORATION

**ARETHA FRANKLIN  
KING CURTIS & ORCH.  
THE ARTISTICS  
THE FANTASTIC FOUR  
JAMES & BOBBY PURIFY  
GLORIES  
OSCAR TONEY, JR.  
MARVELETTES  
BRENDA & THE TABULATIONS  
PEACHES & HERB  
DYKE & THE BLAZERS  
YOUNG HOLT TRIO**

Top Female Vocalist #1    Top Record # 1 & 2  
Top Instrumentalist # 1  
Most Promising Male Vocal Group # 1  
Most Promising Male Vocal Group # 2  
Top Duo # 1  
Most Promising Female Vocal Group # 1  
Most Promising Male Vocalist # 1  
Top Female Group # 3  
Top Combination Vocal Group # 3  
Most Promising Duo # 1  
Most Promising Male Vocal Group # 2  
Most Promising Instrumental Combo # 1

Check NARA Program Book For Complete List of Attractions

Others May Be # 2 Trying For # 1 But—

**WE ARE # 1 IN THE R&B BOOKING FIELD**



**QUEEN BOOKING CORPORATION**

1650 BROADWAY — SUITE 1410  
NEW YORK, NEW YORK 10019  
A/C 212-265-3350-

**RUTH BOWEN**—Pres.

**EDDIE HARRIS**—Assistant To Pres.

**JAMES ARNOLD**—Vice Pres.

**MURRY SWARTZ**—TV Department

# 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)*

# HERMITAGE MUSIC CO.

ONE OF THE SOUTH'S  
LARGEST  
ONE STOP RECORDS  
SUPPLIERS

469 Chestnut Street  
Nashville, Tennessee  
615/244-1790

1631 First Avenue North  
Birmingham, Alabama  
205/322-2639

# — 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



OUR SPECIALTY: **CUSTOM PRESSING FROM TAPE TO COMPLETED PRODUCT LABELS . . . DROP SHIPPING . . . WAREHOUSING!**

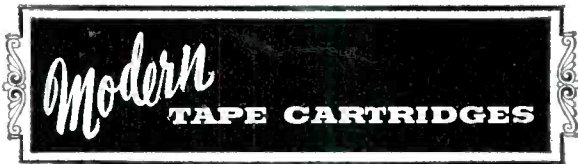
NO ONE CAN EQUAL OUR SERVICE FOR THE SOUTH

**SOUTHERN PLASTICS, INC.**

453 CHESTNUT STREET, NASHVILLE, TENNESSEE (615) 244-1293

# THE BEST OF RHYTHM AND BLUES

now available on



Continuous Play

# 4 TRACK STEREO

# 8 TRACK STEREO

Featuring These Great R&B Artists

QUAN.	TAPE NO.	ARTIST
_____	MT-15,001	JUNGLE—B. B. KING
_____	MT-15,002	TRAMP—LOWELL FULSOM
_____	MT-15,003	THE SOUL OF IKE AND TINA
_____	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
_____	MT-15,007	THE GREAT BLUES SOUND OF JOHN LEE HOOKER
_____	MT-15,008	THE IKETTES SOUL THE HITS
_____	MT-15,009	ORIGINAL ARTIST HITS VOL. I
_____	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
_____	MT-15,040	A SPOONFUL OF BLUES—JIMMY WITHERSPOON
_____	MT-15,041	SOUL—LOWELL FULSOM
_____	MT-15,042	20 GREATEST BLUES HITS—ORIGINAL ARTISTS

For The Nearest Distributor In Your Area:  
Write, Wire or Call:



5810 Normandie  
Los Angeles, Calif. 90044  
Phone: 753-2481

# Nashboro Record Co.

## 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.

## SUCCESS IN THE COMING YEAR

from the

## PRESTIGE RECORDS

### STAFF & ARTISTS

**BOB WEINSTOCK**  
PRESIDENT

**JOE FIELDS**  
V. PRESIDENT

**JERRY FIELDS**  
NAT'L PROMOTION DIRECTOR

**CAL LAMPLEY**  
**DON SCHLITTEN**

### ARTISTS

**GENE AMMONS**

**GEORGE BRAITH**

**JAKI BYARD**

**SONNY CRISS**

**TEDDY EDWARDS**

**FRANK FOSTER**

**BYRDIE GREEN**

**BARRY HARRIS**

**BILLY HAWKES**

**RICHARD "GROOVE"**

**HOLMES**

**WILLIS JACKSON**

**ERIC KLOSS**

**FREDDIE McCOY**

**CHARLES**

**McPHERSON**

**MORRIS NANTON**

**DON PATTERSON**

**HOUSTON PERSON**

**TRUDY PITTS**

**PUCHO**

**FREDDIE ROACH**

**JOHNNY**

**"HAMMOND" SMITH**

**SYLVIA SYMS**

**BUDDY TERRY**

**BOBBY TIMMONS**

**Prestige Records Inc.**

203 So. Washington Ave.  
Bergenfield, N. J. 07621



# Best-Selling R&B Records for 1967

## 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—Ronn

## SCEPTER

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

## SHOUT

"Are You Lonely For Me"—Freddy 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"—Raelets—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

## 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 Galvin, 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.

# R&B Artists' Booking Agencies

General Artists Corp.  
600 Madison Ave.  
New York, N. Y.

The Supremes  
Christine Cooper  
Eddie Holman

Premier Talent Associates Inc.  
200 W. 57th Street  
New York, N. Y.

Spencer Davis Group  
Jimi Hendrix Experience  
Terry Knight Show  
Staple Singers  
Crystals  
Shirelles  
Ruby & The Romantics  
Exciters  
Mitch Ryder Show  
The Casinos  
? & The Mysterians  
Magnificent Men  
Mandala  
Lenny Welch  
Bobby Freeman  
Sammy Turner

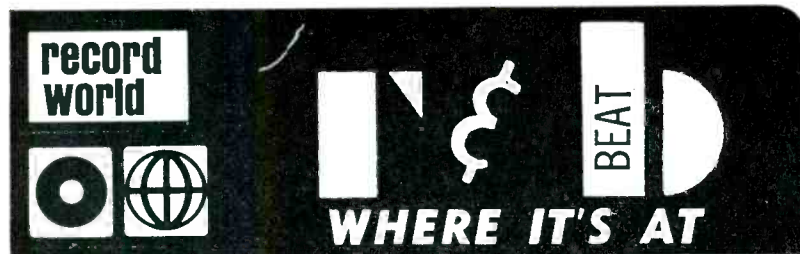
Queen Booking Corp.  
1650 Broadway  
New York, N. Y.

Aretha Franklin  
King Curtis & Orch.  
James & Bobby Purify  
The Artistics  
The Fantastic Four  
Gene Chandler  
Oscar Toney, Jr.  
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  
Lou Courtney  
Billy Butler  
Joe Simon  
Barbara Mason  
Darrell Banks  
Johnny Moore

Shaw Artists Corporation  
565 Fifth Ave.  
New York, N. Y. 10017

Jon Bartel & The Soul Masters  
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)

Congratulations To

# NARA

And Thanks!

## Current Singles!

### "WHEN WE'RE MADE AS ONE"

Manhattans

Carnival #529

Soulful Ballad!

### "NEED SOMEONE TO LOVE"

Norma Jenkins

Carnival #528

New Releases!

### "I NEED A GUY"

c/w

### "I'M AFRAID"

The Lovettes

Carnival #530

### "I CAN TELL"

Little Royal

Carnival #531

CARNIVAL/CHADWICK  
RECORD  
CORPORATION

24 Branford Place, Newark, New Jersey

(201) 623-3328

# JEWEL PAULA RONN RECORDS

Extend Greetings  
And Thanks To  
The Entire

# NARA

Organization

For Their Efforts  
In Behalf Of All  
Our R&B and  
Spiritual Artists

## GENE KENT

will be seeing  
you in Atlanta  
at the Convention  
to greet you in  
person

## STAN LEWIS

# JEWEL PAULA RONN RECORDS

728 Texas Street  
Shreveport, Louisiana

## 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

### Universal Attractions 200 West 57th St. New York, N. Y. 10019

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**  
**MINT**  
**COUNTS**

HOMER BANKS  
GENE DOZIER & THE BROTHERHOOD  
JIMMY HOLIDAY  
CLYDIE KING  
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 Aiden, 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 Orions  
The Ovations  
The Petites  
Porgy & The Monarchs  
The Rivieras  
The Tempos  
The Van Dykes  
Vito & Salutations  
The DeVonnas

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, 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."

### 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.

### 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."

# Forecast from ABC...it's two hot!

The First Big Single  
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 



**CHART IMPERATIVES!**  
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

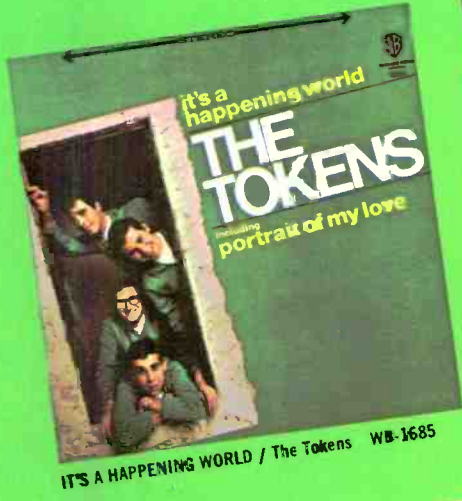
Turn On   
Tune In 

**THIS IS THE YEAR OF  
THE CHART-IMPERATIVES**

Turn On   
Tune In 

**FOR WARNER BROS.  
AND REPRISE!**

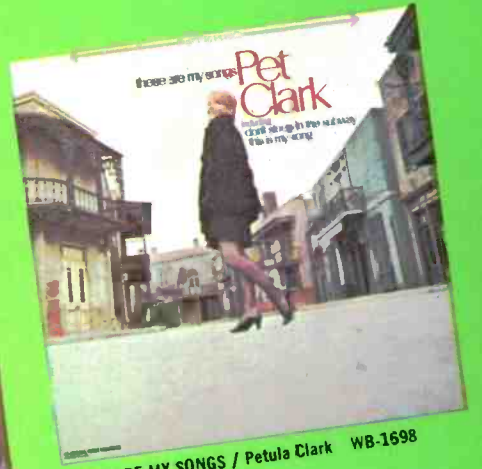
Turn On   
Tune In 



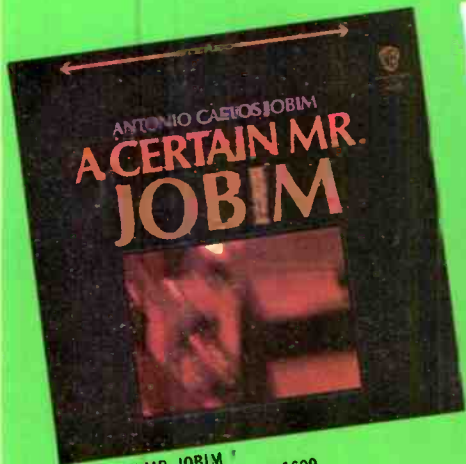
IT'S A HAPPENING WORLD / The Tokens WB-1685



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



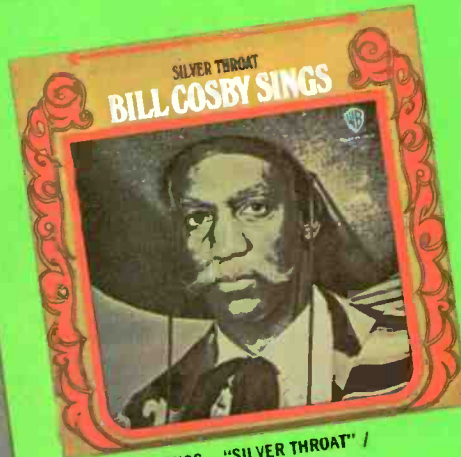
LOVE, A FEELING OF / Chad Mitchell WB-1706



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**

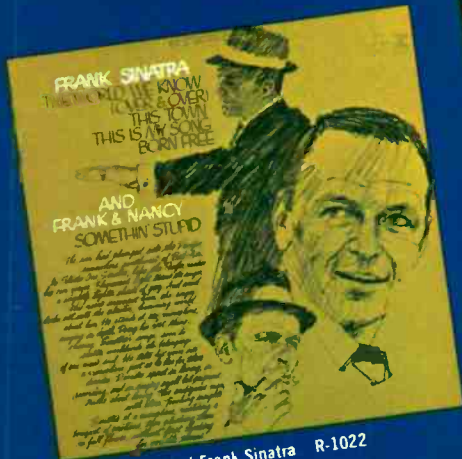
**Tune In**



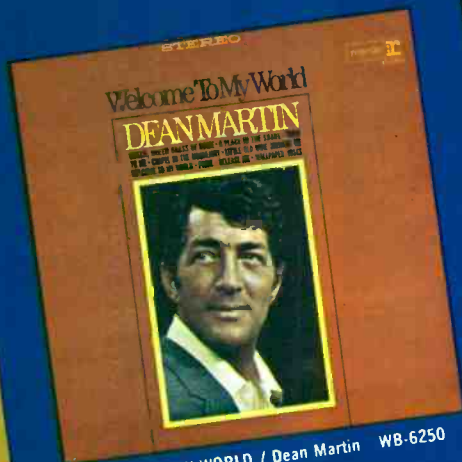


THE BOBO / Motion Picture Sound Track WB-1711





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 FOX 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

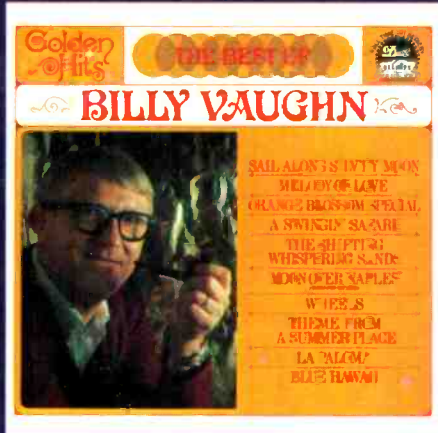
In New Post

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

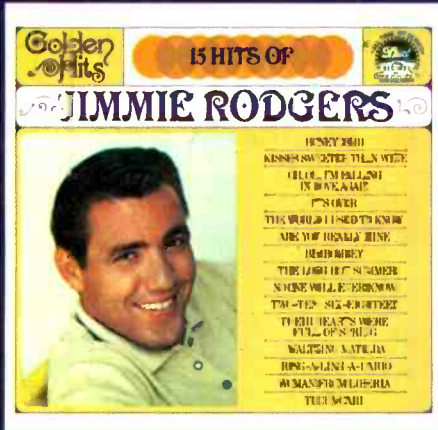


## GOLDEN HITS OF LAWRENCE WELK

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 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.

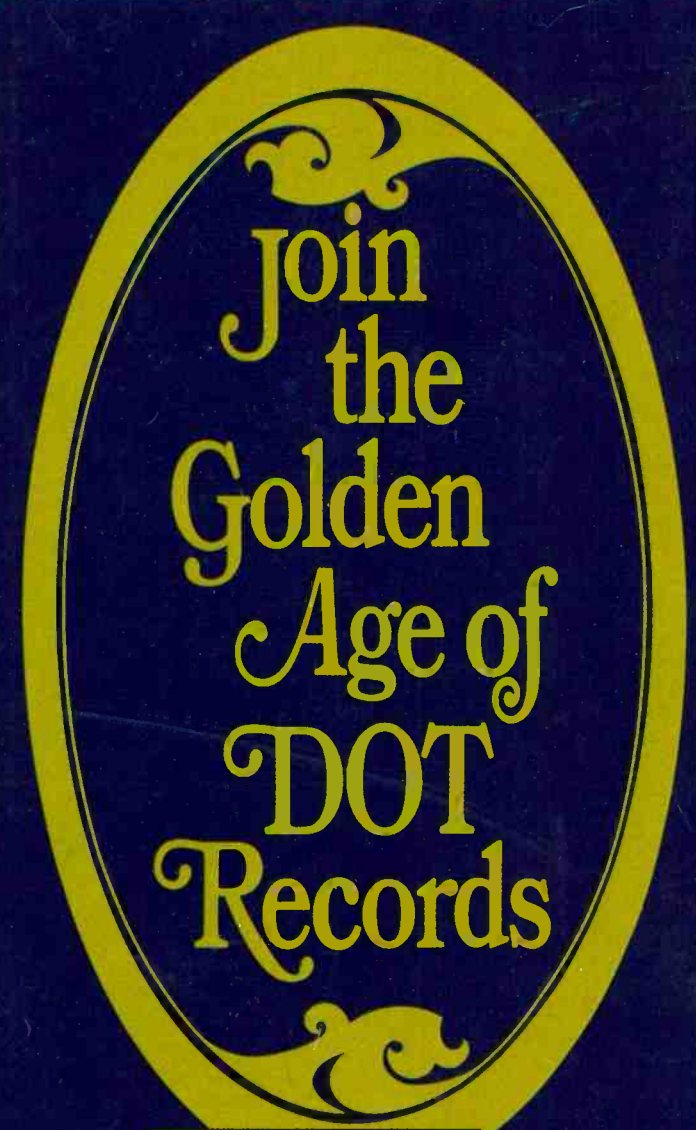
DLP 25814



## ALL TIME ORIGINAL HITS - COLLECTOR'S ITEMS

A "Who's Who" of hit makers and their best-selling tracks. Oh, My Papa, EDDIE FISHER / Ballerina, 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

Join the Golden Age of DOT Records



## 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