

Woodland Studio Opening Highlights Nashboro's 'Total Music' Emergence

NASHVILLE—Opening of the newest studio facilities in Nashville last week highlighted a series of moves by the Nashboro labels to expand into a "total music" picture.

Staff growth and expansion of activities by the Nashboro, Excello, A-Bet and Crescent companies and the newly formed Sound City Records led to the project of creating the Woodland Sound Studio which was officially inaugurated early this month.

Grand Opening Affair

Nashboro staged a national sales meeting for distributors to visit Nashville at the time of the studio inspection, and a series of special activities were also prepared. The weekend affair featured tours and live entertainment topped off by a live one-hour radio broadcast from the new studios. WCAL transmitted the show which had a bill headlined by many of Nashboro's leading acts. Slim Harpo, the Avons, Kip Anderson, Stacey Lane, Brother Joe May as well as Freddie North and the Skylarks were among the stars on the show.

The studio itself was built on the site of the old Woodland Theatre, and was designed for performers with "the Nashville sound," and to provide a home base for r&b performers in Nashville.

The studio has approximately 28,800 cubic feet of space planned with sound isolation and construction in mind.

FRONT COVER:



Been a long time coming, as the song says, but after eight months in release Paul Mauriat's "Love Is Blue" became an "overnight" smash. The instrumental, easy listening tune by a group with no American reputation and very little publicity, has rocketed to the number one slot on best selling lists across the country and stayed at the top for more than a month spurring sales on his "Blooming Hits" LP which has also become the best selling album in the nation. Both have been certified million sellers by RIAA pulling a switch on the usual gold to green trick by changing "Blue" to gold.

Now in France working on a new LP, Mauriat is currently making arrangements for an American concert tour.

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The walls are so designed that no parallel surfaces exist. The control room wall is curved and built on the same foundation as the front of the stage of the old Woodland Theatre.

Among the electronic features are a console, built by Electronic Equipment of Atlanta, under the supervision of Glenn Snoddy. It has 16 mike channels, simultaneous four track, three track, two track and mono feeds, with ready expansion to eight track for the future. Echo chambers manufactured in West Germany by "FMT" were specially ordered for this installation.

All new tape equipment consists of four track, three track, two track and monaural recorders.

Since the studio became operational in January 1968, a variety of sessions, spiritual, r&b, pop and country have been recorded. Much of the new product being released soon by Nashboro has been recorded in this studio and the feeling of label execs is that Woodland is very capable of bringing a "truly great" R&B sound to Nashville.

Nashboro Growth

Dedication and official opening of the studio highlighted the emergence of the label family as a complex of interests. The national meeting and celebrations pointed up a sizeable growth over the last year that has seen a boom in artist and executive growth at the companies. Financially, in the first half of the current fiscal year, Nashboro realized a 100% increase in dollar sales and appointed four new distributors to keep the momentum working.

Covering the Philadelphia market, Universal was named the area distributor; and others recently appointed were Sound Sales in Cleveland, Fidelity Electric in the northwest and Action Record Distributors in the Rocky Mountain territory.

Nashboro Records was incorporated in 1951. Recognized as a leader in spiritual music, it later took on the added facet of rhythm and blues when Crescent purchased Nashboro. Dorothy Keaton, the corporate secretary, was joined immediately by Shannon Williams of Ernie's Record Mart, an affiliate of Nashboro Records, who was named vice president in charge of production and A&R for Nashboro.

In November, 1966, Bob Holmes was added to the production and promotion staff. Six months later, Bud (Continued on page 72)

Syd Nathan, Disk Pioneer, Dies At Sixty-Four

MIAMI—Syd Nathan, colorful record industry pioneer who founded King Records and its subsidiary companies, Lois Music and Royal Plastics, died here on March 5 of a heart ailment and other complications.

Nathan, who would have been 65 on April 27th, remained active in the administration of his business till the end, despite the fact that he had been in failing health continually for the past eight years. Funeral services were held on Thursday (7) in Cincinnati.

Nathan founded King Records in the early forties and most of his original artists came to him through the two big country and western shows emanating from Cincinnati. The label's first two records, "It's Raining Here This Morning" by Grandpa Jones and "Filipino Baby" by Cowboy Copas, both were hits. Among the 619 records and artists in the early days of King were the Delmore Bros. ("Blues Stay Away From Me"), Moon Mullican ("I'll Sail My Ship Alone," "Sweeter Than A Flower," "New Jolie Blond"), Wayne Raney ("Why Don't You Haul Off and Love Me"), the Carlisle Bros. ("Rainbow At Midnight"), Jimmy

**EMI Sales Up
RCA Latin Meet
See Int'l News Report**

Otis Redding: Smash Product Molds A Living Memorial

NEW YORK—Otis Redding, the late soul singer who recorded for Atlantic Records' Volt label, was one of the most popular R&B artists in the world before his death, and now, slightly more than two months after the tragic plane crash that took his life, his popularity has climbed to new heights.

3 Big Disks

The last single that Redding recorded, "Dock of The Bay," is currently #3 on the Top 100, and the newly released LP which bears the title of the single, has just hit the Top 100 Albums at #75 with a bullet.

The album "History Of Otis Redding," which was released in November and has been on the charts for quite a while, has experienced a new burst of sales action and has climbed to #13 with a bullet.

Atlantic also reports that "Otis Blues," an LP which has been on the market for two years, is selling with fresh vitality.

Numerous tributes to Redding and studies and assessments of his achievement have appeared in newspapers and magazines across the

Handleman Earnings Up

DETROIT—The Handleman Company of Detroit, has reported net income for the first nine months ended Jan. 31, 1968 of \$2,672,880 (or \$1.71 per share) as compared with \$2,261,898 (or \$1.45 per share) a year ago. Earnings per share adjusted to a 2-for-1 split of the common announced Feb. 5, 1968 were \$.86 for 1968 as against \$.72 for 1967. Sales for the nine-month-period were \$48,093,511 up from \$43,023,229 last year.

David Handleman, president, stated that Jan. is historically one of the best selling months of the year for the phonograph record industry. He said, however, that Jan., 1968 was a very slow month for the entire industry "which is extremely unusual." Handleman stated that Feb. sales were very much improved and, "We expect to end our fiscal year April 30, 1968 in a very strong position."

Handleman common stock now traded on the New York Stock Exchange, was split 2-for-1 effective Feb. 21, 1968. There are now 3,122,130 shares of common stock outstanding.

Osborne ("Death of Little Kathy Fiscus"), Hank Penny ("Bloodshot Eyes"), Homer and Jethro, Clyde Moody ("Shenandoah Waltz") and the aforementioned Cowboy Copas ("Signed, Sealed and Delivered," "Kentucky Waltz," "Tennessee Waltz," "Tragic Romance"), Grandpa Jones ("Mountain Dew," "Old Rattler"), Hawkshaw Hawkins ("Slow Poke," "Sunny Side of the Mountain").

In the mid-forties, Nathan branched out successfully into the rhythm and blues field with artists and hits like Bullmoose Jackson ("I Love You, Yes I Do"), Sonny Thompson ("Long Gone"), Ivory Joe Hunter ("Guess Who"), Billy Ward and the Dominoes ("Have Mercy, Man," "Sixty Minute Baby"), Lonnie Johnson ("Tomorrow (Continued on page 68)

'Darling' & 'Belong' Close, But 'Darling' Caster Due

NEW YORK—Two Broadway musicals, the total capitalization of which came to more than \$1,000,000, have ended their run on Broadway. However, it is understood that one of them "Darling of the Day" will see the light of day as an original cast LP on RCA Victor Records. The other musical, "Here's Where I Belong," which closed after one performance last week, will not be, as originally intended, a cast LP on UA Records.

country, and the general consensus is that Redding was an artist of the utmost importance.

New LP

Volt Records has in its possession a number of unreleased recordings which Redding made before his death, and although a final decision has not been reached, the label feels that there are probably enough quality cuts to make an album of material which has never been heard before.

Robert Mellin Puts Companies On Block

NEW YORK — Robert Mellin last week indicated that he has put his publishing firms on the block by reporting an offer of \$1,600,000 from "a major music and entertainment complex." Mellin, who was an executive at BMI before starting his firms in 1947, has built one of the largest independent publishing operations in the U.S.

For the past several years Mellin has had success in the acquisition of music and sound track rights to foreign films in English speaking countries, and has acquired the exclusive rights to all films coming out of Czechoslovakia and Rumania. Recent and current movie product handled by Mellin's firms include the music from "Closely Watched Trains" (Czechoslovakia), "We Still Kill In The Same Old Way" (Italy), "Fist Full Of Dollars" (Italy) and "La Mandragola" (Italy).

The Mellin firms include: Robert Mellin Inc. (BMI), Mellin Music Inc. (BMI), Algonquin Music Inc. (BMI), Sherwin Music Inc. (ASCAP), Robert Music Corp. (ASCAP), Elmwin Music Inc. (BMI).

The firms' important copyrights include "You, You, You," "Here In My Heart," "Man With A Banjo," "My One and Only Love," "It's No Sin," "I'm Yours," "Stranger On The Shore," "If I Knew You Were Coming I'd Have Baked A Cake" and "We'll Build A Bungalow." More recently the firms have been successful with such contemporary songs as "Twist and Shout," "Little Bit Of Soap," "Hang On Sloopy," "Black Is Black," "Tell Him," "Cry Baby," "Don't Let The Rain Come Down," "Leader Of The Pack," "Remember" and "Sweet Talking Guy."

Fillmore East Opened By Bill Graham In NY

NEW YORK—Bill Graham, owner of the Fillmore Auditorium and Winterland in San Francisco, has opened his latest venture on the site of the old Village Theatre on 2nd Ave. and 6th St. It's called the Fillmore East.

The opening night (Fri., Mar. 8th) bill at the new entertainment mecca included Tim Buckley, Big Brother & the Holding Company, and Albert King. Graham plans to use new talent as well as 'names' in the house.

At the Fillmore, Graham has billed Voznesensky with the Jefferson Airplane; "The Dutchman," by Leroy Jones, with the Byrds in concert; the Count Basie Orchestra with the Charles Lloyd Quartet. He has been instrumental in the art nouveau revival or poster art, wide spread use of light shows, and is producer and business manager for the Jefferson Airplane.

Chet Atkins Named RCA VP

See
Country Music Report