



The Deluxe entrance to TK Productions from which come the many funky sounds.

# Pioneer

## MILT OSHINS LOOKS BACK

Milt Oshins is a charter member of Tone Dist. and TK Records and was one of the original owners of both companies before he left to go into the retailing business with his Happy Note Record Stores.

Milt Oshins first remembers Henry Stone as one of the only record promoters to bring free records (the station bought most of them) while he was pd at WGGG and a student of the University of Florida in Jacksonville. Stone was with Pan Am Distributors at the time.



The TK conference room. When the Miami sun is high in the sky the TK brass will often congregate on the car fenders to plan future growth and development.

Oshins subsequently was with WFEC and WMBM in Miami, finally becoming "Mr. Rock 'n' Roll" at WKAT, where he was noted for playing Little Richard and Elvis in an era of decidedly softer pop sounds. At this time, about 1955, he began his 20 year association with Tone Distributors and Henry Stone.

Oshins began promoting all the major labels distributed by Tone; he remembers Stone's early recording sessions.

"The funny thing was, the studio was also our warehouse for record distributing. At five o'clock, we'd end distributing and go into the studio!"

Oshins describes Stone as "always ahead of his time. He was cutting records as good as any made at the time, but with the 16% black population in Miami, local hits could not make the amount of money they would in New York or Chicago." Keeping things going in Miami, therefore, was a 24 hour a day occupation. Oshins left T.K. Productions, ironically, just before "Rock Your Baby" broke. He emphasizes there was no working difficulty with Stone, but "I just couldn't keep up with him. Staying with it constantly for 15 years... I don't think there's another man in the world who deserves the success Henry Stone has earned."

As the major labels got into their own branch distribution the T.K. labels became more important. Oshins took over sales and production for the record company. Although Stone had national hits like "Clean-Up Woman" and "Funky Nassau," the time came when it seemed distribution as a corporate affiliate did not fit the small, down to earth image of Stone's production company and the type of music its artists were creating. When Timmy Thomas' "Why Can't We Live Together" began gaining national recognition, T.K. went it alone for the first time. With striking pressing plants at the difficult holiday season, and the challenge of lining up solid r&b distribution while the indies generally seemed to be at their worst, Oshins worked long and hectic hours coordinating sales, production and distribution.

Oshins feels to this day that T.K.'s ultimate success lies in the honesty and simplicity of its approach toward music, an attitude which Stone maintains, even with success:

"He hasn't changed a bit. He just has so much soul. I consider him a genius, and I mean it."

## THE STORY

(continued fr. TK-3)

"I Want You To Love Me." From here Alaimo's band went on to become backup group for the marathon Dick Clark tours with Alaimo appearing in Dick Clark films and the TV production "Where The Action Is."

The action for Alaimo now is T.K. Productions.

### Family

Clarence Reid is another member of the T.K. family with long roots. Now Reid is an artist, writer, producer and talent scout for the Stone operation, but his previous commitments to the organization included making out the order forms and sweeping up the warehouse. That was before his recording talents were recognized via Joe Tex, Big Mabelle and other artists. In 1969, after he returned to the Stone fold, Reid recorded a national r&b hit "Nobody But You Babe" on Alston Records, distributed by Atlantic. It was also the first hit to come out of Reid's second home, the upstairs 'attic' studio at T.K. that has led to Reid's string of writer-producer hits on the national charts, more often than not teamed with writer/producer Willie Clarke.

Clarke is also manager of Betty Wright.

(continued on pg. TK 25)

It's great to be with  
a winning team.

Our best to  
**Henry Stone**  
and the great  
**TK Records team.**

**Shelley Products, Ltd.**  
220 Broadway, Huntington Station, N.Y. 11746