

# R.P.M.

records • promotion • music

CANADA'S ONLY MUSIC  
INDUSTRY WEEKLY

Vol. 2 No. 5

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Week of Sept. 28, 1964

## BOOKER BOOMING

The Music Industry has many people playing many parts to develop and promote more artists. Fulfilling one of the most important aspects of this is the booking agency that sees that the artist is kept employed. One of the largest and most respected agencies catering to the teen appeal artists is the Scribner Agency located in Willowdale, a suburb of Toronto. Twenty-two year old goateed Ron Scribner has had five years of experience in the "hop" booking business and supplies acts to the many teen dance promoters in Ontario as well as across Canada. His agency organizes entire shows and arranges one night stands throughout Ontario.

Some Forty Acts avail themselves of the services of the Scribner Agency, and Scribner has taken many of his artists from obscurity and developed them into stars. Among these are Robbie Lane, The Counts, Bobby Raye, The Shays, and many others. Established acts like Ronnie Hawkins, Pat Herve, Little Caesar and the Consuls, Shirley Matthews, Ritchie Knight, David Clayton Thomas and Sandy Selsie are booked by Scribner.

Beyond their normal function, the



RON SCRIBNER of the Scribner agency seen with some of his clients at a recent "hop".

agency is very record conscious. Whenever possible they will assist an up-and-coming act in arranging a recording session, and follow through to promote the record after it's made. The entire success of "If" by Little Caesar and the Consuls can be attributed to Scribner's imagination and hard work. Overnight this group became the most sought after in Canada.

"We've Got A Dance And . . . " the voice on the phone says. The requirements are laid out and the agency takes over to supply music, feature acts and an emcee to make the dance a success. Often the agency gets strange requests like a recent call for a dancer for a stag. The agency politely explained that they didn't represent any dancers. Often the calls are for a one night stand for the Beatles or the Dave Clark Five or Presley, but the agency has never booked acts quite as big as these. They have however packaged and booked Roy Orbison, The Orlons, The Supremes, Bobby Goldsboro, and have built Canadian acts around these people and sent the show across Ontario.

This is one of the largest agencies of its kind in Canada, and employs four full time staffers. The staff are all familiar with the music business and the complicated union regulations that must be followed.



LITTLE CAESAR & THE CONSULS. Scribner was behind their hit "If" for Columbia. Duff Roman of CKEY intros the group at the CNE in Toronto.

It all started when the record hops began to look for stars and live music and as a result the small bands who wanted to play the larger halls started to look for a booking agent. Scribner started the agency and immediately put all the bands into the union.

Recently Scribner was given the job of PR for the coming Dave Clark Five Show at Maple Leaf Gardens which will feature a lot of Canadian talent.

Ron feels the future looks very promising and "someday we'll recreate the great success of the British with their groups and artists. This is like the great desire of all of us, and will be a dream come true".

As the music industry grows, the Scribner Agency will grow. Someday we will all be able to look back at the struggle waged and remember the pioneer of the music business in Canada.

### CHART ACTION ACROSS CANADA

1	COME HOME LITTLE GIRL	Bobby Curtola
2	JOLIE JACQUELINE	Lucille Starr
3	UNLESS YOU CARE	Terry Black
4	FANNIE MAE	Robbie Lane

CKCK	Regina	13	COME HOME LITTLE GIRL	Bobby Curtola	Tartan
		24	UNLESS YOU CARE	Terry Black	Arc
		30	YOURS	Lucille Starr	Barry
CKPT	Peterboro	11	FANNIE MAE	Robbie Lane	Hawk
		16	* JOLIE JACQUELINE	Lucille Starr	Barry
		24	UNLESS YOU CARE	Terry Black	Arc
		26	GOT MY MOJO WORKING	Ronnie Hawkins	Hawk
CKSO	Sudbury	4	* JOLIE JACQUELINE	Lucille Starr	Barry
		24	UNLESS YOU CARE	Terry Black	Arc
		29	MANY MOONS GO	Bobby Curtola	Tartan
CJME	Regina	49	UNLESS YOU CARE	Terry Black	Arc
CHOW	Welland	10	* JOLIE JACQUELINE	Lucille Starr	Barry
		12	MANY MOONS AGO	Bobby Curtola	Tartan
		31	CAN'T WE GO SOMEWHERE	Terry Black	Arc
		44	* BITTY BABY	Howard Sisters	Sparton
CHNS	Halifax	13	* COME HOME LITTLE GIRL	Bobby Curtola	Tartan
		58	FEEL SO PRETTY	Shirley Matthews	Tamarac
CMN	Ottawa	3	YOURS	Lucille Starr	Barry
		28	I WILL	Hughie Scott	Tamarac
CKWS	Kingston	33	* COME HOME LITTLE GIRL	Bobby Curtola	Tartan
		48	BOOM BOOM	David C. Thomas	Atca
		58	UNLESS YOU CARE	Terry Black	Arc



Walt says..

WE GET LETTERS from the sublime to the ridiculous. One typical example is the writer who chirps "You should write about HITS. The records you list and talk about aren't hits, and the artists are unknown" and we have to bow to these profound observations, and a few more people who think this way and we would still be listening to Rudy Vallee. Contrasting this was a letter that said simply, "Many thanks for much!" and bore a signature. A very few words that made much more sense. Another letter (written on the back of a scrap of paper said (in part) "Are we going to be subjected to a diet of the things being done by the stations catering to the 12-14 year age group? I can only answer that we are going to report on the scene in proportion to the amount of product that is being originated, and the amount of promotional material we will receive from across Canada. Music, be it Country, Rock and Roll, Rhythm and Blues, or Mantovani, The Toronto Symphony, or Cello Concerti, is music, and we report on music.



Here and There...

The Bonney Sisters from Winnipeg have written a song and released it on Canadian-American. It's called "Ging Gang Gooley". They will be appearing on a new CBC network show Sept. 29, at which time they will do this number.

If we had the room we would reprint an open letter to Ringo Starr by Jack Hutton of the Ottawa Journal entitled "Ringo I Was Wrong". Very cleverly written by a newspaper man who had been called "a tin-eared, lefthanded fuddy-duddy" because he had dared to criticize the Beatles. The one point Jack hit on that I'm sure is a consensus of opinion is the fact that the Beatles "didn't care" what critics were saying. They were enjoying themselves. I think this is the reason many skeptics changed their minds when they finally met the four Britishers.

Hughie Scott's single "I Will" (Tamarac) has been released and given good reviews in his home town, Ottawa. Canadian Music News lists it as No.28.

The Capitol Folks had a reception for Al Martino opening nite at the Barclay. There was a good representation of radio and the trades but very poor on the part of local newspapers. Martino's very easy manner came across well but lack of publicity was probably the answer for poor crowds. John Dolan of CKEY guested Al on his mid-morning show. This is the type of old time exposure rarely used these days . . . too bad.

Quality Records Custom Pressing Division, header Bob Haacke has introduced a new product that looks like a 7x7 greeting card. When opened you will find inside a paper thin vinyl recording at 33-1/3 rpm. This product lends itself to audio promotion mailings. As well, the new Valri series is a talking greeting card featuring such people as Rich Little, Don Francks, The Allan Sisters singing and speaking happy birthday messages, directed by Art Snider. Retail price, about 50¢. Haacke and Coke recently put out such a card with the Coke jingle and Bobby Curtola singing "Fortune Teller" which went out to dealers from coast to coast in Canada.

WHEN WE SAY RPM is read everywhere we mean everywhere. A letter this week from a penal institution gave RPM a strong vote and requested photos of the Beatles. Arrangements were made to send the photos, and possibly RPM may be instrumental in steering a young confused mind back to the path, and possibly into the music business.

MANY OF OUR READERS just wrote to offer encouragement, and to these people we would like to extend our heartfelt gratitude for their vote of confidence. Many commented on the marked improvement of the new format. I must reflect to the old RPM and give credit to the original newsletter format which really made the present RPM possible. We have grown with the industry and the industry has grown fast. This present format is still not the RPM we expect to see in the not too distant future. I make this prediction from a very favorable vantage point in the industry. I only wish that each one of my readers could see the industry developing from this vantage point. If our country was not so geographically vast, I'm sure you would share my enthusiasm of many of the things to come from Canada. The people who believe in the industry are a great inspiration to me, and a guarantee that we have something here, and many have set about to prove it.

ONE OF THE MOST surprising and again encouraging acceptances of RPM was by the many record bars large and small from Yellowknife, Port Alberni, the prairies, south central Ontario, Quebec, both English and French and Eastern Canada. We will therefore be devoting space to merchandising with photos of displays etc. RPM IS TRULY READ EVERYWHERE IN CANADA.

Quality Custom Pressing also press many singles and LPs for Canada's independent record companies.

Little Caesar and The Consuls have just released a new single on Bigland "Don't Make A Fool Of Me". Label proudly boasts 100% Canadian content.

It's Definite Now. Larry Lee's "Big Hoss' Man" is on Columbia.

Mike Doyle of RCA Victor in town this week on his way west found time to say hello and introduce us to Bob Gray and the RCA Victor recording studios, where The Courriers were discovered, by Bob, doing a jingle. This could very well be a big discovery for Victor. Their LP release "From Sea To Sea" is a folk singing masterpiece. An interesting side note from the Victor Sales Meeting; after the presentation of the Fall Plan each salesman made long distance calls to their accounts and were able to secure 10% of the Fall Plan quota.

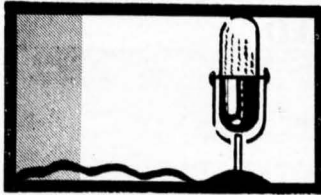
Club 888 in Toronto is negotiating to bring The Animals to Toronto. They may need a larger hall.

**R.P.M.**

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ON THE  
AIR

**TV for Teens:** The ABC Network debuted its new teen show "Shin-Dig" on Wednesday, Sept. 16 and from this observers viewpoint it was a smash, but I am wondering how much the ABC network was influenced by our own CBC-TV show "Music Hop". There had been talk of this show being shown on the ABC network this fall but because of difficulties with the number of commercials allowed in this country apparently the Americans cooled to the idea. "Shin-Dig" is a top notch teen draw and you will probably see the other US networks jump on the bandwagon. Our own producers could well learn a few pointers from this show with a view to appealing to the younger set. The bang, bang presentation of artists, the up-tempo excitement of the numbers and the fantastic camera shots were all a credit to the ingenuity of Britisher Jack Good who produces the show.

**Chuck Camroux**, PD at CHSJ Saint John dropped a note to inform us of the huge success of the Atlantic National Exhibition, where the station and Pepsi Cola teamed up for an outside dance. They also carried the "Robbert Show" live from this "Teen Town". CHSJ-TV "House Party" starts a new season this week and plans are being made for many artists especially Canadian to be featured. CHSJ is now featuring Canadian discs from sign-on to 10 PM each weekday and all day Saturday and Sunday with suitable introductory promos.

**John Pozer** of CJOH-TV Ottawa has just returned from a trip to New York and Montreal where he interviewed top names in the recording industry for use on his new TV show "Saturday Date". Canadians lined up for live appearances are Hughie Scott, The Esquires, and Pierre Lalonde while filmed interviews include the Beatles, Animals, Dusty Springfield, Shangri-las and many others.

**CHUM** in Toronto having gone 50,000 watts are getting close to this figure in increased mail. Al Slight PD tells me that one contest where they are giving away an hour of taped interviews etc. of the recent Beatle visit plus a tape recorder has drawn over 20,000 entries in just three days. A good percentage from out of town.

**An Auto Accident** sent Glenn (Big G) Walters of CKEY to hospital with painful injuries this past week. Get well cards to Big G have literally swamped the station. Our best wishes for a speedy recovery.

**The Seal Slaughter:** From the number of telephone calls and letters received here on our recent mention of George Wilson's battle to inform the public of the inhumane manner of removing skins from young seals, it would appear that George has acquired a great deal of support.

**Let us know** what's happening around your radio or TV station and send action photos. We would like to see what you look like . . . IN RPM.



Back Issues and Extra Copies of RPM are available at 50¢ per copy. Quantity prices on request.

3

## Story of a STAR Howard Sisters



**The Howard Sisters**, Isabel, Marie, Kathy, Doris, have been singing since they can remember. First radio show was from *CHOK Sarnia* where they sang regularly for a year. *CKNX* offered the girls a steady job with the *Barn Dance* which they accepted and travelled with this show for five years and when *CKNX* opened their TV station the girls became a featured act on the "Western Roundup" for two years. Three of the sisters are married to brothers. The youngest, Kathy goes to school in Sarnia. Isabel and Marie write much of their own material although none of the girls have had any formal music training. The biggest problem the girls seem to have is picking the clothes they can all agree on. At present the girls are banking their hopes on two records to make it for them. One on Columbia "I'm Tired Of Your Lies" and a song written by Pat Bestall of London "Bitty Baby" on Sparton's Do Ra Me label. "Bitty Baby" has already been picked by RPM and is already showing up on charts across Canada.



THE CKY GOOD GUYS interview the Beatles. In the foreground, white shirts Frank Roberts (left) and Mike Hopkins (right).

# MAN of the WEEK

## Ralph Harding



Ralph Harding has been in the record business since 1949 and was one of the first record salesmen in Canada. Ralph started out with Quality Records of Canada where he spent 6 years. He started as salesman and worked his way up to Ontario sales manager and finally National distribution manager.

Gaining many friends throughout his tenure with Quality and a vast knowledge of the industry, Ralph was asked to help form Raleigh Record Sales, and did so as their General Manager.

Always looking for more ways and means of increasing his knowledge of the music industry, Ralph's next move was to B.M.I. (Canada) as head of the Publication Department which he held for two years. While with B.M.I. Ralph came up with the first international hits to originate in Canada in many years. They were "Steelmen" written by Dave Martins and sung by Jimmy Dean, followed closely by "Our Winter Love" written by Johnny Cowell and played by Bill Purcell. Both records sold well over half a million copies. Ralph has now formed his own label, CAL records and also produces and arranges for concerts and one-nighters across Canada.

OTTAWA  
MONTREAL  
MONCTON  
FREDERICTON  
SYDNEY  
SAINT JOHN  
HALIFAX  
NEW GLASGOW  
CORNWALL  
PETERBOROUGH  
BROCKVILLE  
ORILLIA  
TORONTO  
KITCHENER  
HAMILTON  
LONDON  
NIAGARA FALLS  
WINDSOR  
CHATHAM  
SARNIA  
SAULT STE MARIE  
FORT WILLIAM  
WINNIPEG  
REGINA  
CALGARY  
EDMONTON  
VICTORIA  
VANCOUVER

## DIRECT from SCOTLAND



## CANADIAN CONTENT

\* PICKED

### BIG HOSS' MAN

LARRY LEE & THE LEESURES  
COLUMBIA C4-2649

### CURRENT CANADIAN CONTENT SINGLES

UNLESS YOU CARE	- Terry Black	- Arc	1074
GOT MY MOJO WORKING	- Ronnie Hawkins	- Hawk	002
SHAKE HANDS	- Rockatones	- Melbourne	3189
IF LOVING YOU DID THIS TO ME	- Ruthie Maclean	- London	17326
TAKE IT SLOW AND EASY	- Fernwood Trio	- Sparton	4-1279
BALLAD OF NOVA SCOTIA	- Michael Stanbury	- Maritime	1002
I WILL	- Hughie Scott	- Tamarac	TTM602
BITTY BABY	- Howard Sisters	- Sparton	1443
FEEL SO PRETTY	- Shirley Matthews	- Tamarac	TTM608
WALK AWAY GIRL	- Sandy Selsie	- Columbia	4-43089
AMELIA	- Greg Hamon	- Bigland	BGL201
SNEAKIN' AROUND	- Strato-Tones	- Hawk	003
MONSOON	- Canadian VIP's	- Aragon	401
FANNIE MAE	- Robbie Lane	- Hawk	001
BIG HOSS' MAN	- Larry Lee	- Columbia	C4-2649
SOUL BROTHERS	- Moe Koffman	- Jubilee	5485

### CURRENT CANADIAN CONTENT LP'S

THE TRAVELLERS	- The Travellers	- London	FL310
BIG MUDDY'S	- Larry Dubin	- Capitol	T6074
COUNTRY SOUND	- Carl Ellis	- Banff	RB51198
THE ESQUIRES	- The Esquires	- Capitol	T6075
FROM SEA TO SEA	- The Courriers	- RCA	LCP1079

### ★ JIMMY FLETCHER

... "Renowned Scottish comedian."

### ★ DENNIS CLANCY

... "A man, — a voice,  
— you will love and remember."

### ★ JOE GORDON FOLK FOUR

... "Popular recording stars ...  
gifted, professional, entertaining."

### ★ NICOL BROWN

... "Brings the accordion to 'life'  
on record and radio ...  
now — in person!"

### ★ SANDRA BALD

... "World champion Highland dancer."

### ★ KATHIE MCBAIN

... "World beloved soprano."





## C & W

## ROUND UP

**The Club Kingsway** will again this year run Country shows but this year we understand they will be using more if not all Canadian talent.

**More Downtown Niteries** are using Country talent. The Edison in Toronto was so satisfied with the crowds Orville Prophet drew they asked him to stay on for a longer engagement. Also slated for appearances at the Edison are Dusty King and Gary Buck.

**Chuck Camroux**, PD at CHSJ informs us that they will be starting a Country program very shortly and requests that all discs and LPs be sent to his attention.

### TOP FIVE COUNTRY

- |                             |                  |
|-----------------------------|------------------|
| 1 I Don't Love You Any More | — Charlie Louvin |
| 2 I Guess I'm Crazy         | — Jim Reeves     |
| 3 Dang Me                   | — Roger Miller   |
| 4 Sam Hill                  | — Claude King    |
| 5 Bad News                  | — Johnny Cash    |

**Ronnie Ryder** who writes "Roundup" for the Ottawa Journal, tags as watchable "Give Me 40 Acres" by the Willis Brothers and "Tears and Roses" by George Morgan. Ronnie also recommends the new Marty Robbins LP "R.F.D."



THE CANADIAN V.I.P.'s — a very popular Vancouver based group who have just released their single on Aragon "Monsoon".

# GMP

Dave Amer of CHFI Toronto reports good listener reaction to the sound track of "Fade In Fade Out" (ABC-Paramount) with Carol Burnette also the new Columbia release "Amore" with Eydie Gorme and the Trio Los Tanchos. Having good possibilities are "Touch of Latin" with Aker Bilk and the new Allan Sherman single on Victor "End of a Symphony" Classical-wise Dave recommends an LP that has been around for sometime and one they get very good response with "Grand Tarantelle For Piano and Orchestra" (Vanguard) a very lively light Classic with Reid Nibley at the piano, and the Utah Symphony Orchestra. Written by Louis Gottschalk.

CHUM-FM celebrated its first anniversary this week. The second year, all programming will be in stereo and they will issue a monthly listeners guide. Subscriptions for this guide at \$3 per year are already very promising. The FM outlet of CHUM is in complete contrast to their AM policy. Advertisers are urged to take yearly contracts and they must also adhere to rules against commercials that could be irritating. What they are trying to end up with is "restrained voice only messages throughout. No jingles or gimmicks". One of

6 the nice people at CHUM-FM is Helen Hatten who looks after the library and has a wealth of knowledge of classical music and spoken word.

Another of the Hot Rockers joins the better listening group (the songs they sang, that is) "The Beach Boys Song Book" by The Hollyridge Strings on Capitol. You will probably see more of this type of LP. I wouldn't be too surprised to see a Four Seasons Song Book. Orchestras such as the Boston Pops have been known to make even "Three Blind Mice" listenable. Al Hirt has teamed up with the Boston Pops on RCA and comes out with a winner "Pops Goes The Trumpet".

Johnny Mathis never misses and his new LP is no exception "This Is Love" is another fine collection of ballads that should keep stations "Mathis happy" until his next release.

Paul Brodie, now an established name in the classical recording field and still climbing has been asked to write for several music periodicals.

The Courriers, don't forget them. They are Canadian and I think you may see their LP "From Sea To Sea" (RCA) released for the US market. One of the best cuts is a song written by Russel Kronick, one of the Courriers "Cherry Bough". Give it a listen.

The French Canadian Market has many great and wonderful LPs but unfortunately the liner notes are written in French only.



## THE EXCITING SOUND of THE ESQUIRES

on





# TOP 40-5s

\*\*\*\*\*

THIS LAST  
WEEK WEEK

- |    |     |                                  |                         |
|----|-----|----------------------------------|-------------------------|
| 1  | 6   | PRETTY WOMAN                     | - Roy Orbison           |
| 2  | 13  | * REMEMBER                       | - Shangri-las           |
| 3  | 1   | * SAVE IT FOR ME                 | - Four Seasons          |
| 4  | 3   | HOUSE OF THE RISING SUN          | - Animals               |
| 5  | 5   | SELFISH ONE                      | - Jackie Ross           |
| 6  | 2   | BREAD AND BUTTER                 | - Newbeats              |
| 7  | 17  | G.T.O.                           | - Ronnie & Daytonas     |
| 8  | 7   | BABY I NEED YOUR LIVIN'          | - Four Tops             |
| 9  | 8   | IT HURTS TO BE IN LOVE           | - Gene Pitney           |
| 10 | 25  | DO WAH DIDDY DIDDY               | - Manfred Mann          |
| 11 | 4   | C'MON AND SWIM                   | - Bobby Freeman         |
| 12 | 29  | * DANCING IN THE STREET          | - Marth & The Vandellas |
| 13 | 23  | WE'LL SING IN THE SUNSHINE       | - Gale Garnett          |
| 14 | 9   | MAYBELLINE                       | - Johnny Rivers         |
| 15 | 11  | CLINGING VINE                    | - Bobby Vinton          |
| 16 | 14  | YOU NEVER CAN TELL               | - Chuck Berry           |
| 17 | 10  | EVERYBODY LOVES SOMEBODY         | - Dean Martin           |
| 18 | 24  | * I'M ON THE OUTSIDE LOOKING IN  | - Little Anthony        |
| 19 | 20  | HAUNTED HOUSE                    | - Gene Simmons          |
| 20 | 28  | HOLD ME                          | - P.J. Proby            |
| 21 | 22  | HEY GIRL DON'T BOTHER ME         | - Tams                  |
| 22 | 33  | x HE'S IN TOWN                   | - Tokens                |
| 23 | 27  | x SOMEDAY WE'RE GONNA LOVE AGAIN | - Searchers             |
| 24 | 30  | x RHYTHM                         | - Major Lance           |
| 25 | 35  | * MATCHBOX                       | - Beatles               |
| 26 | new | UNLESS YOU CARE                  | - Terry Black           |
| 27 | 31  | * JOLIE JACQUELINE               | - Lucille Starr         |
| 28 | new | LET IT BE ME                     | - Everett & Butler      |
| 29 | 26  | * COME HOME LITTLE GIRL          | - Bobby Curtola         |
| 30 | 36  | YOU'LL NEVER GET TO HEAVEN       | - Dionne Warwick        |
| 31 | 32  | * FUNNY                          | - Joe Hinton            |
| 32 | 37  | * NO TIME TO LOSE                | - Carla Thomas          |
| 33 | new | x WHEN I GROW UP TO BE A MAN     | - Beach Boys            |
| 34 | new | YOU MUST BELIEVE ME              | - Impressions           |
| 35 | 34  | * IT'S FOR YOU                   | - Cilla Black           |
| 36 | 39  | x SOCIETY GIRL                   | - Rag Dolls             |
| 37 | 38  | * GATOR TAILS AND MONKEY RIBS    | - Spats                 |
| 38 | 40  | * KNOCK KNOCK                    | - Orlons                |
| 39 | new | TOBACCO ROAD                     | - Nashville Teens       |
| 40 | new | * 20-75                          | - Willie Mitchell       |

plus 5...

- |       |                               |               |
|-------|-------------------------------|---------------|
| EXTRA | WHY YOU WANNA MAKE ME BLUE    | - Temptations |
| EXTRA | HENPECKED GUY                 | - Reflections |
| EXTRA | BABY BE MINE                  | - Jelly Beans |
| EXTRA | GONNA SEND YOU BACK TO WALKER | - Animals     |
| EXTRA | HAVE I THE RIGHT              | - Honeycombs  |

## International Report

Sure... DO YOU WANNA DANCE — Del Shannon  
Should... COME A LITTLE BIT CLOSER — Jay & Americans  
Could THAT'S WHAT LOVE IS MADE OF — Miracles  
Maybe... SCRATCHY — Travis Wambeck

### INTERNATIONAL REPORT

#### An Open Letter to the American Industry

WE HAVE EMPHASIZED in RPM that this weekly is dedicated to the Canadian industry. In RPM we try also to report on the international scene, and keep our stateside readers informed on the movement of Canadian releases of US product. We do not in anyway try to take the place of the American trades and in fact are ardent readers of all five US music trade mags. It is our hope at RPM that we are being of service to the American companies, and that our editorial content does not give the impression that we advocate a "Canada first" policy. Our chief aim is to report on Canada from Canada, and to develop a "Canada ALSO" feeling among Canadians. We can as well bring a great deal of attention to the industry as a whole, and increase the Canadian sales volume of records regardless of origin. Any thinking American know that our sales volume of US product is muchly dependent on the economic status of our country in the world picture. As we become bigger and wealthier our volume of US product will increase, as will royalties to you. Canada is a young country on the world scene and in many ways not as professional in our artistic approach as our neighbours to the south. If anything, it would be to the GREAT advantage of the US to help and encourage Canada in any way they can to enter the international music picture.

TODAY THE WORLD IS SMALLER. As the world gets even smaller, the music picture must change. With the exception of US product, and the volume increase will have to come an international hit parade representing all the countries that are buyers. Each one is then potentially a seller. The US alone is responsible for exciting the world about "pop" music. The by-product of this excitement that has created universal acceptance will now create universal competition. This cannot be anything but the HEALTHIEST situation.

MANY OF YOU ARE FAMILIAR with the position of the Canadian music industry, and I feel sure that many of you are reading between my lines. While other countries solve their cultural problems in many strange and novel ways, it is the hope of RPM that Canada will solve its problem in a sensible way that will endear strong competition from the south, while strong cooperation exists between our two industries. It is time for a meeting of minds. And if we can in the next six months or year create a condition that will make the border between our two countries seem to vanish, we will have created one of the strongest continental unions of music ever in the history of the world. Look not to Canada to see what your record is doing. Look to Canada to see what a Canadian record can do for you.

Internationally,

*Walt Grealis*

WALT GREALIS



*Now...*

*Little  
Caesar  
& the  
Consul*



# DON'T MAKE A FOOL OF ME

A  
BIGLAND

RELEASE

b/w LITTLE  
HEARTBREAKER  
(the "If" sound of  
Little Caesar)

DISTRIBUTED NATIONALLY BY

*Raleigh Record Sales Ltd.*

INDEPENDENT RECORD DISTRIBUTORS,

*Now National distributors for the HAWK label*

*Congratulations Hawk Records on your first TWO releases, BOTH of which have made the charts*

HR001 - FANNIE MAE - Robbie Lane

HR002 - GOT MY MOJO WORKING - Ronnie Hawkins

SHIRLEY HAS ANOTHER HIT - TTM608 - "He Makes Me Feel So Pretty" - Shirley Matthews

LATEST HIT BY THE GIRLFRIENDS - STARS OF TV's "MUSIC HOP" - CAL713 - "I WILL"

## FIESTA INTERNATIONAL SERIES

## NEW RELEASES

FLP1403 - Rudi Schuricke

Singt Romantische Lieder

FLP1401 - Jimmy Makulis

Singt Von Liebe Und Madchen

FLP1400 - Schlagerrallye

FLP1398 - Polskie Polki, Oberki

Mazurki I Marsze

FLP1397 - Hungarian Folk Songs and Csardases

GR 302 - More of the Fabulous Trio Bel Canto

*Ontario Distributors for Walco Needles and Accessories*

RALEIGH RECORDS, 108 WELLINGTON ST. W., TORONTO

ARAGON RECORDS, 2166 WEST 4TH STREET, VANCOUVER

KANAPHONE LTD., 4824 COTES DES NAIGES RD., MONTREAL

LAUREL RECORDS, 1299 STRATHCONA AVENUE, WINNIPEG