

SPECIAL TAPE ISSUE

RPM Music Weekly

10 CENTS

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Week Ending February 10th. 1968

TAPE TRACKS TREND

The Canadian tape cartridge business is in a mess. Some record dealers, who have reluctantly taken on the sale of cartridges, would like to be rid of the "nuisance". One problem, according to a major dealer, is that customers are taking unfair advantage of the one year guarantee (which is only natural) and returning the cartridges after a few months, most being the worst for wear, and

demanding an exchange. This has created problems for record dealers with regard to exchanges and re-ordering and the added storage problem. Another major dealer complains that they are dealing with a completely different type customer and find it unnecessary to give the personalized service that record buyers demand. What it all seems to boil down to is a complete lack of com-

munication between the supplier, the dealer, and the consumer, of this potentially explosive new consumer toy.

As in most avenues of Canadian business we tend to look to the U.S. for leadership, but in the case of the tape business, even the U.S. has appeared somewhat sluggish in getting its tape whistle-stopping on the move. Insofar as

the tape market is concerned it would appear that we in Canada may have put the cart before the horse. Automobile manufacturers and others have offered a sleek option for on the move listening. The homeowner has been offered a wide range of modern home listening units and the teenager has a special beach, poolroom, bike, or school locker unit to play with. Next comes the acquiring of and the supplying of

TAPE TRACKS TREND continued on page 2

★ MONSTER
★ BOUNDER
◆ BOTH SIDES

THE RPM 100

CANADA'S ONLY OFFICIAL 100 SINGLE SURVEY

Compiled from Record company, record stores and radio personality reports

ALLIED
ARC
CMS
CAPITOL
CARAVAN
COLUMBIA
COMPO
LONDON
PHONODISC
QUALITY
RCA VICTOR
SPARTON
WB/7 Arts

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- 1 2 2 **BABY NOW THAT I'VE FOUND YOU**
Foundations-Pye-827-C
- 2 1 9 **WONDER WHAT SHE'S DOING TONIGHT**
Tommy Boyce & Bobby Hart-A&M-893-M
- 3 5 1 **GREEN TAMBOURINE**
Lemon Pipers-Buddah-23-M
- ★ 4 11 16 **NOBODY BUT ME**
Human Bienz-Capitol-2968-F
- 5 4 1 **ITCHYCOO PARK**
Small Faces-Immediate-500-H
- ★ 6 14 27 **ZABADAK**
Dave Dee, Dozy, Beaky, Mich & Tich
Imperial-66271-K
- 7 9 10 **BEND ME SHAPE ME**
American Breed-Acta-811-C
- ★ 8 15 21 **GOIN' OUT OF MY HEAD/
CAN'T TAKE MY EYES OFF YOU**
Lettermen-Capitol-2054-F
- ★ 9 18 24 **SHE'S A RAINBOW**
The Rolling Stones-London-906-K
- ★ 10 28 53 **SPOOKY**
Classics IV-Imperial-66259-K
- 11 12 13 **BOTTLE OF WINE**
Fireballs-Atco-6491-M
- 12 3 5 **JUDY IN DISGUISE**
John Fred & Playboys-Paula-282-C
- ★ 13 22 30 **TAKE OR LEAVE YOUR LOVING**
Herman's Hermits-MGM-13885-M
- 14 6 6 **WHO WILL ANSWER**
Ed Ames-Rca-9400-N
- 15 17 29 **WE CAN FLY**
Cowbells-MGM-13886-M
- 16 8 3 **NEXT PLANE TO LONDON**
Rose Garden-Atco-6510-M
- ★ 17 29 42 **JUST AS MUCH AS EVER**
Bobby Vinton-Epic-10255-H
- 18 7 4 **CHAIN OF FOOLS**
Aretha Franklin-Atlantic-2464-M
- 19 10 7 **SUSAN**
Buckingham-Columbia-44378-H
- 20 13 15 **DARLIN'**
Beach Boys-Capitol-2968-F
- ★ 21 38 43 **LOVE IS BLUE**
Paul Mauriat-Philips-40495-K
- 22 13 15 **TELL MAMA**
Etta James-Cadet-5578-L
- ★ 23 39 41 **MY BABY MUST BE A MAGICIAN**
Marvellettes-Tamla-54158-L
- ★ 24 40 45 **SUNDAY MORNIN'**
Spanky & Our Gang-Mercury-72765-K
- 25 16 8 **WOMAN WOMAN**
Union Gap-Columbia-44297-H
- ★ 26 42 55 **WORDS**
Bee Gees-Atco-6548-M
- ★ 27 44 56 **STRAWBERRY SHORTCAKE**
Jay & The Techniques-Smash-2142-K
- 28 19 17 **MONTEREY**
Eric Burdon & Animals-MGM-13868-M
- ★ 29 43 52 **MONEY**
Lovin' Spoonful-Kama Sutra-241-M
- 30 32 49 **AM I THAT EASY TO FORGET**
Engelbert Humperdinck-Parrot-40023-K
- ★ 31 45 59 **I WISH IT WOULD RAIN**
Temptations-Gordy-7068-L
- ★ 32 46 47 **TO GIVE (The Reason I Live)**
Frankie Valli-Philips-40510-K
- ★ 33 51 67 **NEW ORLEANS**
Neil Diamond-Bang-554-C
- ★ 34 57 66 **YOU**
Marvin Gaye-Tamla-54160-L
- ★ 35 54 58 **COME SEE ABOUT ME**
Jr. Walker & The All Stars-Soul-3501-L

- ★ 36 55 71 **CARMEN**
Herb Alpert/Tijuana Brass-A&M-890-M
- 37 47 60 **TOMORROW**
Strawberry Alarm Clock-Uni-55046-J
- ★ 38 53 57 **SUNSHINE OF MY LOVE**
The Cream-Polydor-541001-Q
- 39 31 33 **TWO LITTLE KIDS**
Peaches & Herb-Date-1586-H
- 40 50 63 **SKIP A ROPE**
Hanson Cargill-Monument-1041-K
- 41 36 50 **EXPLOSION IN MY SOUL**
Soul Survivors-Crimson-1012-M
- 42 35 46 **I CAN'T STAND MYSELF
(When You Touch Me)**
James Brown-King-6144-L
- 43 49 51 **THE LESSON**
Vikki Carr-Liberty-56012-K
- ★ 44 58 70 **SOME VELVET MORNING**
Sinatra/Hazlewood-Reprise-651-P
- ★ 45 59 69 **DO UNTO ME**
James & Bobby Purify-Bell-700-M
- ★ 46 62 --- **SIMON SAYS**
1910 Fruit Gum Company-Buddah-24-M
- ★ 47 70 84 **VALLEY OF THE DOLLS**
Dionne Warwick-Scepter-12203-M
- ★ 48 63 80 **BORN FREE**
Hesitations-Kapp-878-L
- ★ 49 67 73 **WE'RE A WINNER**
Impressions-Sparton-1656-O
- ★ 50 68 --- **CARPET MAN**
5th Dimension-Soul City-762-K
- ★ 51 72 93 **THANK U VERY MUCH**
Scaffold-Capitol-72524-M
- ★ 52 78 97 **GUITAR MAN**
Elvis Presley-Rca-9425-N
- ★ 53 77 81 **PERSONALITY/CHANTILLY LACE**
Mitch Ryder-Dynovoice-905-M
- 54 33 35 **WINDY**
Wes Montgomery-A&M-883-M
- ★ 55 89 99 **THERE IS**
Dells-Cadet-5574-L
- ★ 56 --- --- **WALK AWAY RENEE**
Four Tops-Motown-1119-L
- 57 52 54 **I'M COMING HOME**
Tom Jones-Parrot-40024-K
- ★ 58 --- --- **JUST DROPPED IN**
First Edition-Reprise-0655-P
- ★ 59 69 77 **MISSION IMPOSSIBLE**
Lalo Schiffrin-Dot-17059-M
- 60 60 62 **HOME FROM THE FOREST**
Ronnie Hawkins-Yorkville-45016-D
- 61 61 65 **BIRD WITHOUT WINGS
COAT OF COLOURS**
3's A Crowd-Rca-4120-N
- 62 64 72 **THE GOOD THE BAD & THE UGLY**
Hugo Montenegro-Rca-9419-N
- 63 73 90 **HEY LITTLE ONE**
Glen Campbell-Capitol-2076-F
- ★ 64 79 83 **MALAYISHA**
Miriam Makeba-Reprise-0654-P
- 65 74 78 **IF THE WHOLE WORLD STOPPED....**
Val Doonican-Pye-829-C
- ★ 66 93 --- **THE DOCK OF THE BAY**
Otis Redding-Volt-157-M
- ★ 67 92 --- **I THANK YOU**
Sam & Dave-Stax-242-M
- ★ 68 80 98 **THERE WAS A TIME**
James Brown-King-6144-L
- ★ 69 95 --- **EVERYTHING THAT TOUCHES YOU**
Association-Warner Bros-7163-P

- 70 71 79 **QUICKSAND**
Youngbloods-Rca-9422-N
- 71 75 96 **SHE SAYS**
49th Parallel-Rca-3447-N
- ★ 72 --- --- **BACK UP TRAIN**
Al Greene-Hot Line-15000-M
- ★ 73 100 --- **HOUDINI**
The Dream Machine-Decca-32205-J
- 74 76 76 **FLOWER GENERATION**
The Fringe-Quality-1899-M
- 75 83 89 **DEEP IN THE NIGHT**
Candymen-Sparton-1654-O
- 76 85 86 **TO EACH HIS OWN**
Frankie Laine-Sparton-1655-O
- 77 65 64 **ALONE IN MY ROOM**
Willie & The Walkers-Capitol-72516-F
- ★ 78 97 99 **LOVE NEVER CHANGES**
Brian Foley-Kapp-885-L
- 79 87 87 **WITHOUT LOVE**
Oscar Toney Jr-Bell-699-M
- 80 90 94 **NEVER EVER**
Peter & Gordon-Capitol-2071-F
- 81 84 85 **A WORKINGMAN'S PRAYER**
Arthur Prysock-Verve-10574-M
- ★ 82 --- --- **OH HOW IT HURTS**
Barbara Mason-Arctic-137-K
- 83 98 --- **GET OUT NOW**
Tommy James & The Shondells
Roulette-7000-C
- 84 91 92 **UP TIGHT GOOD MAN**
Laura Lee-Chess-2030-L
- 85 --- --- **EVERYTHING I AM**
Plastic Penny-Bell-703-M
- 86 94 95 **CROSS MY HEART**
Billy Stewart-Chess-2002-L
- 87 --- --- **TOO MUCH TALK**
Revere/Raiders-Columbia-4-44444-H
- 88 96 --- **1941**
Tom Northcott-Warner Bros-7160-P
- 89 --- --- **A MILLION TO ONE**
Five Steps-Buddah-26-M
- 90 --- --- **A MAN NEEDS A WOMAN**
James Carr-Goldwax-332-M
- 91 99 --- **NO ONE KNOWS**
Every Mothers' Son-MGM-13887-M
- 92 --- --- **WHERE IS MY MIND**
Vanilla Fudge-Atco-6554-M
- 93 --- --- **HERE COMES THE RAIN, BABY**
Eddy Arnold-Rca-9437-N
- 94 --- --- **LOOK, HERE COMES THE SUN**
Sunshine Company-Imperial-66280-K
- 95 --- --- **STOP**
Howard Tate-Verve-10573-M
- 96 --- --- **TRY IT**
Ohio Express-Cameo-2001-M
- 97 --- --- **TOYLAND**
Alan Bown-Music Factory-402-M
- 98 --- --- **IT'S NOT EASY**
Will-O-Bees-Date-1583-H
- 99 --- --- **WE CAN MAKE IT**
Collectors-Warner Bros-7159-P
- 100 --- --- **COLD FEET**
Albert King-Stax-241-M

3M BOWS "CANTATA" 700

London, Ont: The recent introduction by 3M (Minnesota Mining and Manufacturing Of Canada Ltd.) of their "Cantata" 700 Background Music System, is being well received in the province of Ontario and will be offered on a national basis in the not too



distant future. This self-contained on-location music system, which plays 700 musical selections is designed primarily for small business, commercial, industrial and entertainment locations.

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STEREODYNE INC. OPENS OPERATION IN CANADA

Toronto: Stereodyne Inc., has opened offices and a 4 and 8 track Dynapak assembly operation at 20 Belvia Road, Toronto 14 to become Canada's first tape duplicating operation.

Hap Hooker, former general manager of consumer products for Ampex of Canada, and previous to that marketing manager with Polaroid of Canada, has been appointed general manager of the new firm.

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COLUMBIA TAPES ON MOVE

Toronto: In an effort to research the tape industry, Columbia Records of Canada sent sales representative Harry Dunnnette into the field to gather pertinent information and to open, if possible, new tape accounts. The results have been most encouraging. Columbia is now experiencing solid tape sales. On their open end or reel to reel systems they are offering over 350 titles including pop,

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THE RPM 100 IS A HELPFUL GUIDE TO ORDERING THE TOP POTENTIAL SINGLES. THE DISTRIBUTOR CODES WILL GUIDE YOU TO YOUR LOCAL DISTRIBUTOR AND ACCURATE RECORD NUMBERS SIMPLIFY ORDERING. KEEP A COPY OF RPM MUSIC WEEKLY HANDY. THE COMPLETE 100 LIST WILL GIVE YOU AN ADVANCE LOOK AT UP-AND-COMING HITS. YOU CAN RELY ON THE RPM 100.

TAPE TRACKS TREND

TAPE TRACKS TREND continued from page 1

product for the component.

When cartridges were first introduced on the market, record companies were eager to jump on the bandwagon and sign over their rights to reproduce. Laxity on the part of the tape grabbers has caused record companies to have second thoughts. Some are thinking seriously of getting into the manufacturing of cassettes and 8 track systems themselves. Meanwhile the tape industry doddles along, hoping for a breakthrough that seems inevitable.

Canadian record companies have figures to prove that some areas of Canada show anywhere from a 150 to 410% increase in tape sales. These figures could be encouraging but misleading. It has been estimated that there are upwards of 65,000 stereo recorders and over 75,000 cassette players in use in Canada, yet the sales of cassettes, four and eight track cartridges would seem to indicate that most players are gathering dust, or still sitting on the dealers shelf.

Let's take a look at what this rebel industry has to offer. There are three principal systems offered to the consumer: four and eight track and the cassette. The trade prefers to refer to the system as the continuous loop operation, which as the name implies, feeds tape continuously in one direction, winding off the inside of the reel and back on the outside.

The matching stereo programs on the four track cartridge are on the first and third band with the second and fourth band containing another matching stereo program. Upon completion of the first channel program a strip of foil on the tape trips a sensing device in the player, moving the playing head over to channels two and four.

In the eight track system the stereo channels work on one

and five, two and six and so on, and again the foil strip switches the head to the next channel.

One present problem with the four and eight track systems is the limiting of quick selectivity of music. The listener must put up with a complete cut before moving on to the next. Some companies are now featuring a fast forward speed to overcome this inconvenience. To add confusion to the four and eight track systems, there is a war of nerves going on between the two, and it would appear that the eight track system would be winning out. But it should also be noted that eight track isn't getting, that much needed acceptance from the high fidelity buff, possibly because the eight track might lack fidelity, which is so important to the music connoisseur.

One field in which eight track would appear to be well ahead is that of the automobile units. Apparently eight track designers worked very closely with automobile engineers which resulted in thinner playback equipment, a must for an under-the-dash accessory. Eight track would appear to be moving well in portable and home units as well. Both eight and four track systems have overcome many of the bugs that have made them unacceptable by the mass buying public. One major problem would seem to be the attitude of the consumer. He feels he's buying a luxury item and fails to give the same understanding and consideration to his player and tapes that he might have to his record entertainment unit. These tape cartridges require a certain amount of care to keep them in perfect working order. The tape cartridge that is returned as defective, may work perfectly if the player head was clean. Perhaps as the tape industry grows the suppliers will go on a "Be kind to your tape player" kick in an effort to raise the status of this new entertainment unit.

The cassette, is a reel to reel system, that also has some inconvenient limitations. The stereo cassette plays on two bands in one direction and has to be flipped over for bands three and four. Cassette manufacturers are working on a recorder that reverses automatically with hopes of providing up to 120 minutes of continuous music. One plus for cassettes is their size (4" by 2½" and only three-eighths of an inch thick) which allows for easier storage and of course will probably woo the automobile industry.

One system we didn't touch on is Playtape in Canada. It's here, not many people know why or how, or if it will become a part of the industry. It is now being distributed by a company mainly interested in toys. This is a completely new area for the company who's chief product is plastics and plastic toys.

This year the Japanese will probably move into the tape business with a Sony eight track cartridge player with record capability not unlike the cassette.

Ampex is stirring as well. They apparently like the cassette idea but would like to go the route of the four and eight track player with automatic reversing. They just may combine all this in one package. Whatever they have in mind they're not saying too much.

Management of those giants expected to lead the field in Canada would appear to be confused and are therefore reluctant to reveal what their plans are for the future.

1968 seems to be shaping up as another year of trial and error for the tape industry which will only serve to confuse the market further.

Although the record industry is involved, to a degree, many of the record companies are not too interested in releasing music for pre-recorded cassettes, although they have made their libraries available for four and eight track systems.

It's natural to assume that record companies don't want to strengthen record capability product for competitive reasons. Looking into product availability, if the demand for tape cartridges could be compared with the demand for and availability for the pop record, which only lasts for a few weeks, would it be possible for cartridge manufacturers to supply this demand in the same short time that record companies are capable of? Tape again is much more expensive, whereby discs can be put out on a trial basis and scrapped without too much loss, but where does that leave the rather expensive four and eight track and cassette packages. On the other hand perhaps the tape industry will lead us back into the listening to music purely for the sake of listening, and buying for the same reason. We may be entering the era of "relaxed sound". Composers, artists, bands, groups and listeners may become important as a commodity not as a vehicle for the hectic HIT HIT HIT market.

As for distribution. If tapes are here to stay and influence, they belong in the music store. They are part of a highly professional entertainment business and deserve to be given the same consideration as any other entertainment package.

One of the problems the rather backward tape industry will have to overcome is the somewhat inferiority complex many of its representatives have when it comes to husking this potentially powerful new "sound machine". There are many millions of dollars being spent on the promotion of the tape industry, in the U.S., so it's pretty safe to assume that tape cartridges are here to stay.

The public must be sold on the idea but first the industry must create salesmen who believe that what the world needs is a good \$29.95, \$99.95, \$999.95 or what have you tape player. The supplying of sound is easy.

3M continued from page 1

The equipment and music are both offered for outright purchase without the monthly rental charges common to other background music systems, making it available to small locations that couldn't previously afford a leased service and is therefore broadening the use of background music.

A major plus for the 3M system is that it does not depend on a central studio and does not require external phone lines or complex antenna systems. It plays music from its own sound tape library of 700 musical selections. It can be used as a self-contained system, or with up to 32 additional speakers without added amplification. There is also a paging or public address microphone as an option.

3M have researched background music extensively and have programmed their two libraries of music to create a mood or atmosphere rather than a sales vehicle for a record. The "Rhythmic Library" offers up-tempo selections by small combos and the "Melodic Library" has a predom-

inance of lush strings for the restful atmosphere. A "Christmas Library" combines both but inserts a Christmas selection every fifth number. Other libraries are now in production.

The music libraries are stored on quarter inch wide low-noise tape which plays continuously at a very slow speed from one of four monaural sound tracks. According to 3M, top quality sound reproduction, especially music, at an extremely slow playback has only recently become possible. The "Cantata" uses a tape transport concept built around proven reel-to-reel operation. Music playback is continuous and the unit may be turned on or off at any time without affecting the operation.

The system: tape transport, amplifier and controls is an attractive piece of furniture and no larger than the average tape recorder. Its operation is automatic. There is no threading, re-winding or tape handling necessary.

The unit sells for \$595.00 and is for sale only through the 3M company.

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NEW TAPE RELEASES
FROM RCA VICTOR

Montreal: RCA Victor Stereo 8 releases for the month of January include "Silk and Soul" by Nina Simone; "Country Showtime, Vol. 2" with Floyd Cramer, Fannie Flagg, Waylon Jennings and Connie Smith; Peter Nero's "Nero-ing In On The Hits"; "Clambake" by Elvis Presley and the current LP success of the Jefferson Airplane "After Bathing At Baxter's". The release also includes the original cast album "Hair" an American tribal love-rock musical.

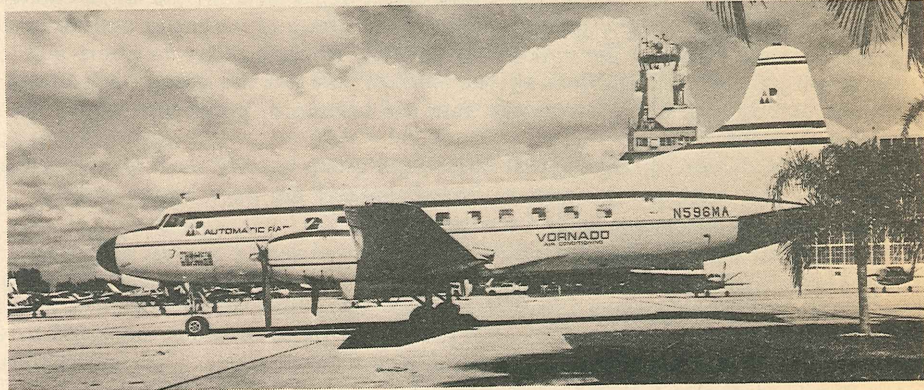
From Colgems comes "The Lewis and Clark Expedition" and "Sally Field, The Flying Nun". Releases from the RCA Classical Red

Seal library include "Mendelssohn Concerto in E Minor and Prokofieff Concerto in G Minor" with Heifetz, Munch and the Boston Symphony; and "Beethoven Piano Concerto No. 3" with Rubinstein and the Boston Symphony Orchestra.

Rca Victor's Stereo 8 sales have shown a tremendous increase over the past few months. Their catalogue now offers over 500 titles.

Automobile accessory stores have become an increasingly popular outlet for the product.

It is expected that RCA Victor will be distributing the Lear Jet Stereo home and auto cartridge playing systems in the near future.



COLUMBIA continued from page 1
classical and shows, as well as spoken word and French Canadian items. Their 8 track offers over 200 titles and the 4 track system 150 titles. The most popular items would appear to be that of their country line.

4 and 8 track are presently being imported but because of the obvious potential of tapes in Canada, it is expected that Columbia will be duplicating for themselves. It is also possible that Columbia will be moving into the cassette field and will probably establish a duplicating operation here as well.

Although cartridge sales in the western provinces are far ahead of other Canadian regions, Columbia is finding more encouraging sales in Ontario and what is more important, a very good repeat business.

QUALITY TO BOW DUPLICATING
OPERATION

Toronto: Quality Records Limited are completing installation of necessary machinery to assemble and create four and eight track cartridges for their growing tape market. The duplicating operation should be in full swing by the end of February. Plans are also underway for cassette duplicating.

This new operation puts Quality in the envious position of being able to duplicate an album release on cartridge just days after the initial release which will close considerably the gap of disc and cartridge releases.

STEREODYNE continued from page 1
Ed LaBuik, formerly with the pre-recorded tape division of Ampex of Canada Ltd., as sales manager and previously with Philips Industries, takes up duties as Canadian marketing manager for Stereodyne.

Total staff including Ontario and Quebec representatives will remain at 25 for the time being. The new firm has arranged for manufacturing agents representatives in Halifax, Winnipeg, Calgary and Vancouver.

The present operation will deal only with the transferring of tape programs from a master tape ("pancake" which contains 20 complete albums) to the cartridges.

Future plans call for the actual molding of the Dynapak cartridge in Canada as well as the use of wholly Canadian masters, which will make the Canadian operation independent from the U.S. manufacturing facilities in their Troy, Michigan, plant.

Stereodyne is also expected to move into the cassette assembly to accomodate this market that is shaping up to have a tremendous potential.

With many thousands of stereo recorders and cassette players already on the market the future could be very rewarding for a firm such as Stereodyne, who besides being completely self contained, will be able to offer an almost overnight service to record companies.

RCA VICTOR SUPPLIES
ADDED SERVICE TO
TAPE DEALERS

Toronto: As an extra service to tape dealers RCA Victor have affixed a directive on each of the Stereo 8 cartridges instructing customers to return defective tapes directly to their Smiths Falls, Ontario factory.

AUTOMATIC RADIO TRADE MISSION
Automatic Radio International (USA) flew into Toronto Jan 24 with their "Flying High" Export Trade Mission - an aircraft outfitted with a complete operating display of Automatic Radio's product. A host of local and provincial government dignitaries attended a hangar reception along with interested trade observers. Mr. George Lyall, marketing manager Automatic Radio, Canada (R) is seen with Mr. D. Housmann, president of Automatic Radio (Int.) The Trade Mission will visit 23 countries.

TAKE
ALONG
AN
ENTERTAINING
CROWD
LIKE

RAY CONNIF

Percy Faith

Barbra Streisand

Andy Williams

PAUL REVERE
& THE RAIDERS

Simon & Garfunkel

THE BYRDS

The Buckingham

JOHNNY CASH

STONEWALL JACKSON

RAY PRICE

Marty Robbins

THESE
TOP ARTISTS
AND
DOZENS MORE
ARE NOW ON
TC4, & TC8
TAPE CARTRIDGES



(They put the joy back in the ride)

Music BIZ

By Guest Columnist Stan Klees



STAN KLEES, noted Canadian record producer and music industry consultant, writes this column each week in RPM directed toward the young musician.

What makes groups change members and break up? Probably a lack of understanding and immaturity. Naturally conflict of character is also a reason, but more easily understood.

Lack of understanding of what they are getting into when they join a group comes from what I call "triflers". Often a young musician is inspired by the fan magazine approach to the record business and having read how easy it was for a certain group decides he will do the same. Get with a group, make a record and viola . . . STARDOM. When it doesn't happen that way, the first thing he can think of is to give it up.

Often immaturity makes it impossible for one member of a group to "give" a little to effect a complete harmony within the group. The lack of leadership and discipline is another reason, and one that I have already covered in a previous column. Four or five temperamental musicians working together and possibly living very closely (for economical reasons) may cause a few little battles that can become a major crisis. A group member is really marrying the other members of the group. It isn't like the sideman big band arrangement when hiring and firing could occur without too much change in the bands image. In the group business, the group is an entity and as such gains power because of the appeal and identity of each of its members and the group as a whole. The loss of one member may set the group back tremendously. You can look back on the past six months to prove that what I am saying is valid.

In the early struggling days of building a group, money isn't too plentiful and many full time group members find that a day gig pays better and the group business isn't dependable enough.

Girlfriends are another hazard. One guy will always come up with a girl that doesn't like the evenings spent away from her, rehearsing, and the week-ends (fun time) spent away from her gigging. Young love usually wins out, and the "in love" musician throws in the towel and becomes a domesticated lover with a day gig and his evenings free.

The best way to keep harmony in the group is to have a working arrangement. Work together, but don't live too closely to one another. You are a group on stage, but stay away from each other when you don't have to cling together. Five very independent group members can go a great deal farther if they look at their group as a business and not a social club. Try to vote on major issues, and make sure the group member that you choose hasn't got a dominating girlfriend somewhere. Set up rules and stick to them. Pay fines to a kitty when you have a "late" to a rehearsal. Remember, the group that fights together, plays together. Good luck!

"Dear Mr. Klees: It is with great interest, that I read your weekly articles in the R.P.M. magazine, and in the current issue, week-ending January 13th, 1968, you have a column, that I felt requires a letter to you.

The answer you gave to the question: 'When should you join the Union?' was answered very clearly. This is the type of information all new members receive when they join this Association. I spend over one hour with all new members twice a week. There is one correction I would like to make, and that is, this Association was organized in 1887 and became affiliated with the American Federation of Musicians of the United States and Canada in 1901. You stated in your article, that prior to the twenties, there was no union. At that time, the union consisted mainly of theatrical musicians but in the twenties when I joined, the dance band business was going quite strong. I agree with you also, that the business changes from time to time and after 30 years as a full-time professional in this business, I think you will agree with me, that I have seen many changes. We are consistently preaching, 'This is the members' union', and each member of the Executive Board only have a two year contract between elections. The members have the right to replace any or all of us at our bi-annual elections.

Again, many thanks for your very fine article, and wishing you continued success and health for the year 1968, I remain, Yours very truly," (signed) Gurney G. Titmarsh, Secretary-Treasurer Toronto Musicians' Association.

RPM'S FOURTH ANNIVERSARY ISSUE COMING

FEBRUARY 24TH. 1968

Advertising deadline - February 12th. 1968

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GROUP NEWS

By Canada Bill

You might be interested in knowing that the recently released Coca-Cola sponsored album "A Wild Pair" was produced at Hallmark Studios in Toronto. There seems to be a lack of communication between some recording studios and the music industry trade. Some studios prefer to keep their activities secret, particularly in the youth field, which they admittedly "aren't a part of", unless there's a giant promotion involved.

There's more happening in Winnipeg then meets the eastern, OR WESTERN, eye, and all it takes is a press release sent to RPM to let the rest of the world know. Peter Stone, who heads up his own Artists Representatives Agency Ltd., has filled us in on some of the activities his groups are presently engaged in. One of the more popular of 'Peg groups is The Matched Set, who are presently negotiating with a major record company, for their first release. Their publicity manager, Ed Neufield, has The Matched Set on a billboard at Winnipeg's busiest intersection. Dave Plante is vocal and bass guitar; Norbert Block on drums; Mark Fisher is lead vocal and rhythm guitar; and Errole Sakalski is on lead guitar and vocal. The Livingstones, who make The Centre in Portage La Prairie, their home base are another hot Manitoba property. Their manager is Peter Swidnicki, who also owns The Centre. P.A.S. also look after the booking and personal management of The Fifth, who recently released "Yesterdays Today Tears" on London, and who will soon be setting out on a tour of the U.S. ending up in Hollywood for a recording session. They bill themselves as "Sound and Soul" and have appeared, quite successfully, on Winnipeg's "Let'd Go" show. Another P.A.S. property is The Luvin Kynd, who have just released, on Stone, "Without Her" and "Missy D.M."

Canada's far north is about to be heard, on record. The Midnight Angels, from The Pas, Manitoba, are set to release their first recording, which was cut at Sound Canada Studios, in Toronto. "I'm Sufferin" and "(I Wish) In the Moonlight" will be released shortly on the Apex label.

Bobby Curtola recently made a good showing on "Up Beat" the Cincinnati teen TVer that's becoming more and more popular in Canada. Bobby's next release will be "Indian Love Call" and "Sandy", on the Tartan label. He'll be releasing "Wildwood Days" on the King label in the U.S. Perhaps you should also be set clear on the Martells, the group usually supplying the back-up for Bobby when he's on tour. There are actually four Martell groups across Canada. This is a group name owned by Bobby and he forms them and disbands them as he sees fit. So if you see different band members every time you see The Martells, now you know why. Tartan Records are now distributed by Century Records, out of Toronto (Eastern Canadian distribution)

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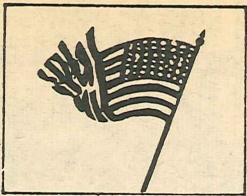
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by **WALT GREGLIS**

90 G's FOR ORBISON ON CANADIAN TOUR

NYC: Roy Orbison is currently taking it easy in his home base of Nashville after picking up \$90,000 for a series of nine one-nighters that took him from Vancouver through to Winnipeg. Vancouver topped the take with \$19,000, while Calgary and Edmonton both gave a return of \$12,000 each. Victoria and Winnipeg handed over more than \$10,000 each. The tour was so successful that return dates have been submitted for confirmation for his 1968 tour.

Before heading for a European tour, the latter part of January and February, Orbison will complete the necessary cuts for another MGM album release expected to be released early this year.

MGM INTRODUCES ULTIMATE SPINACH

NYC: From Morton Wax offices comes news of MGM's newest acquisition, Ultimate Spinach, a product of the Boston Music scene. Their first album is to be released later this month and will feature a unique vertical fold jacket with contemporary art work on the cover.

The group will leave shortly on an MGM sponsored promo tour which will kick off in their native Boston. The cocktail and press parties will precede their engagements in many of the U.S. cities including San Francisco where they will be appearing at The Fillmore Jan 18, 20 and 25th to 27th. The Hullabaloo in Los Angeles Feb 1st through the 4th and 9th through the 11th. In Charlotte, North Carolina they have a college booking convention Feb 14 and they play Chicago's Cellar, Feb 15th to 18th and 21st to the 23rd. They will also make appearances on the Joey Bishop, Woody Woodbury and Pat Boone TVers.

Their album was produced by Alan Lorber Productions. Amphion manages Ultimate Spinach, which is booked by Premier Talent and under the direction of International Career Consultants.

MONTREAL SWINGS ON UNITED STATES RECORD SCENE

NYC: Jimmy Parks brings to light the recent discovery, by the U.S., of the "Montreal Sound", which has become a potent force and the area of one of the hottest recording centres in North America as well as throughout the world.

The city now is in the limelight and is being talked about as the new "Mecca" for recording, throughout the U.S. On the heels of the recognition of Montreal artists, by the U.S., came the announcement by RCA Victor to build a million dollar studio complex in Montreal. This construction is now under way. In addition, Stereo Sound Studios, a major independent, has been expanding its facilities quietly and very shortly will offer the largest studio facilities anywhere on the North American east coast with accommodations for Symphony orchestras ranging up to 150 musicians.

The "Montreal Sound" has come about very quietly. It's invaded the pop market as well as the classical and very important country market, and it just happened casually. Writes Parks, "It wasn't planned that way".

BOBBY CALENDAR SIGNED TO ALAN LORBER PRODUCTIONS

NYC: Alan Lorber has signed Bobby Calendar to his production firm and is expected to bow Calendar's first MGM album, the latter part of February. Calendar will co-produce the LP with Lorber and will introduce an unusual musical quality with a social commentary lyrical content.

"THE BELLS OF SAN FRANCISCO" - AN ATLANTIC HOPEFUL

NYC: Morton Wax breaks the news that Atlantic Records is to rush release "The Bells Of San Francisco" by Carnegie Hall. The session was produced by the team that created "Winchester Cathedral", Geoff Stephens and Peer-Southern Publishing. They also take publishing and writing credits.

BOBBY SCOTT TO ARRANGE PRY SOCK'S LP

NYC: Harriet Wasser has news that Bobby Scott, who has his own vocal album out on Columbia ("My Heart In My Hands") will arrange Arthur Prysock's next album. The outing, on Verve, is to be recorded "live" at New York's Village Gate.

TOM JONES OPENS NORTH AMERICAN TOUR FEB 15

NYC: Tom Jones, Britain's top selling singer of 1967, will open his North American tour with a two week engagement at New York's Copacabana Feb 15. Ren Grevatt, who keeps the press on top of the activities of London Records, notes that London's Parrot label has set up a heavy concentration of radio spot advertising in connection with the current "Tom Jones Live" album as well as a nationwide distribution of empty album covers and assorted display pieces for dealer in-store and window promotions. This promotion will include all of Jones' Parrot catalog of six LP's including his current "Live" entry, which was cut at London's Talk Of The Town Club. This should put Jones in the enviable position of being the talk of the business as he moves across the United States nation. Prior to his Copa opening Jones will tape a Kraft Music Hall TV show on Wednesday Feb 14th. Jones will also make a special guest appearance at the annual formal dinner awards presentation of the National Academy of Recording Arts and Sciences in New York Feb 29. He will then fly to California for several TV guest appearances including the taping on March 6 for the Red Skelton Show to be aired March 12. He will also be taping from the 7th to the 11th of March for the Hollywood Palace Show; and taping from the 13th to the 18th of March for the Jonathan Winters Show.

Jones will conclude his tour with a four week session at the Flamingo Hotel in Las Vegas. Commencing 21 March, this is the first of five scheduled dates at the Flamingo.

NEW ROCK MUSICAL OPENS AT ORPHEUM

NYC: Bob Ganshaw, of Michael F. Goldstein has news of yet another rock musical to influence the great white way. "Your Own Thing", with Marian Mercer portraying a lady discotheque operator who digs younger men, opened at the Orpheum Theatre, 8th and Second. Miss Mercer comes well prepared for the role having appeared in notable B'way successes like "Greenwillow" and "Fiorello" as well as an off B'wayer "Little Mary Sunshine."

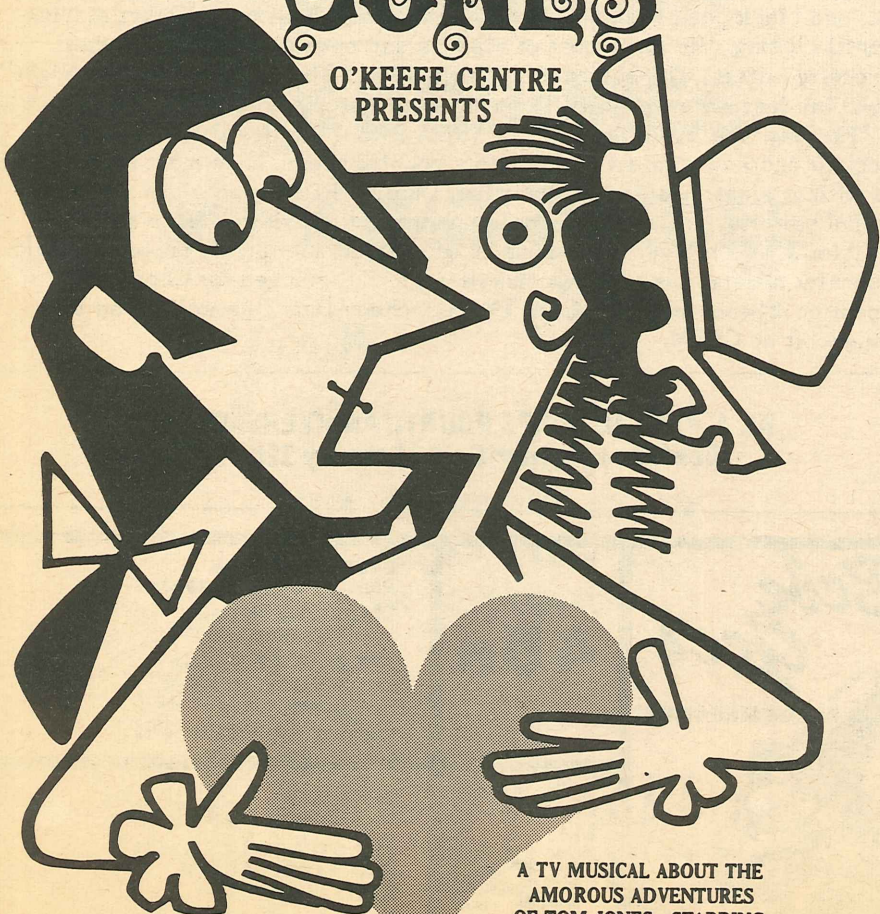
Zev Bufman and Dorothy Love are behind "Thing" which has lyrics by Hal Hester and Danny Apolinar. The book is by Donald Driver, who is also supervising the entire production. Walter Gidaly is associate producer.

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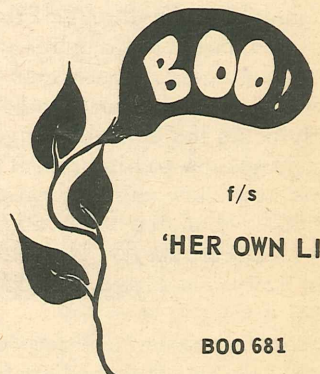
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**WATCH FOR
THE RPM AWARDS ISSUE
FEBRUARY 17TH. 1968**



ELVIRA CAPREESE

The Canadian tape scene has always been a "Let Sam do it!" proposition. The current cassette, 4-track and 8-track influx is suffering from the same thing. Tapes aren't being promoted in Canada. Certain companies are not sure the tape scene will happen at all, and have indicated to RPM that they are sitting and waiting. Meanwhile they aren't ready to lease their tapes to outsiders who are willing to promote their product in their own outlets (in many cases not record stores.) In the U.S. the tape cartridge business has taken on a different picture. Tapes are being sold in stores where records aren't available. As usual, you can sum it up by saying that Canada remains a small, late market because we depend too much in U.S. spillover.///

The Canadian music industry has become a football for a few peiodical writers of late. Ex-columnist on the rock scene in the Toronto Star, Ralph Thomas predicted that the Canadian music industry was shaky because of its own problems. Thomas never wrote about the "problems" which might indicate they weren't newsworthy enough to cover, or so explosive that the Star didn't want to get involved. Telegram's After Four teen supplement (in the Reb's column) says the Canadian music industry will happen in 1968. Possibly they might even be able to tell who it will happen for. Jack Batten in MacLeans magazine says it was all a hype. There really wasn't that much to get excited about. Batten viewed the whole scene from a Toronto standpoint. The article all but ignored the attempts of the rest of Canada. Not one of these critics went into the depths of the problems of programming and with the exception of one very valid comment by Ian Tyson (which might have been the key to the whole problem,) their views are generalizations. So far there hasn't been a good explosive expose of the Toronto music scene. If there were it might lead to a national expose of some pretty fancy double dealing.

Strange how newspapers and radio stations get along and work so closely together./// A shakeup in the news department of Toronto's RUDE RADIO might be the first sign of the wall writing.///

COUNTRY music

BERNIE EARLY MOVES INTO DISC BUSINESS

Newly signed **Columbia** recording artist **Bernie Early** is one of the most unique of Canadian country artists. He started out in the business as a country performer but because of the **Elvis Presley** influence in the late 50's he changed his style and moved into the rock and roll business. He was only 19 when he got a break through **Fat's Domino's** manager, who happened to hear Early in Ottawa and arranged for Bernie to go to New York and record "Bernie's Rock Doll" for **MGM** which became a top ten item across the U.S. nation and resulted in him appearing on the **Dick Clark** "American Band Stand" and a road show with **Brenda Lee**. He became a big item on the night club circuit, fronting a full rock band. His first love however was always a part of him and he slowly moved back into the country field and one of the first people he came across was **Roy Penny**, the house guitarist at Toronto's **Horseshoe Tavern**, who in turn introduced Bernie to **Ben Kerr**, a Toronto specialist in good country music. Kerr supplied Bernie with a few original compositions to use on the road and "Chaser For The Blues" turned out to be such a crowd pleaser that it was used when he appeared on the **CTV** "Country Music Hall". The next break for Early was when he met independent record producer and promoter **Gordon Hill**, who managed the printing department of **Columbia Records Of Canada Ltd.**, for almost 11 years. Hill rushed Bernie into **Sound Canada studios** and along with the best country sidemen available: **Roy Penny**, **Ollie Strong**, **Rick Lamareux**, **Billy Gibbs**, **Wally Dean**, **Roddie LePrieur** and **Rolly Chambers**, cut Bernie's first entry into the country disc business, "Chaser For The Blues" and "Stop Me" (Columbia C4-2786).

COUNTRY MUSIC GETS BOOST IN NORTHWESTERN ONTARIO

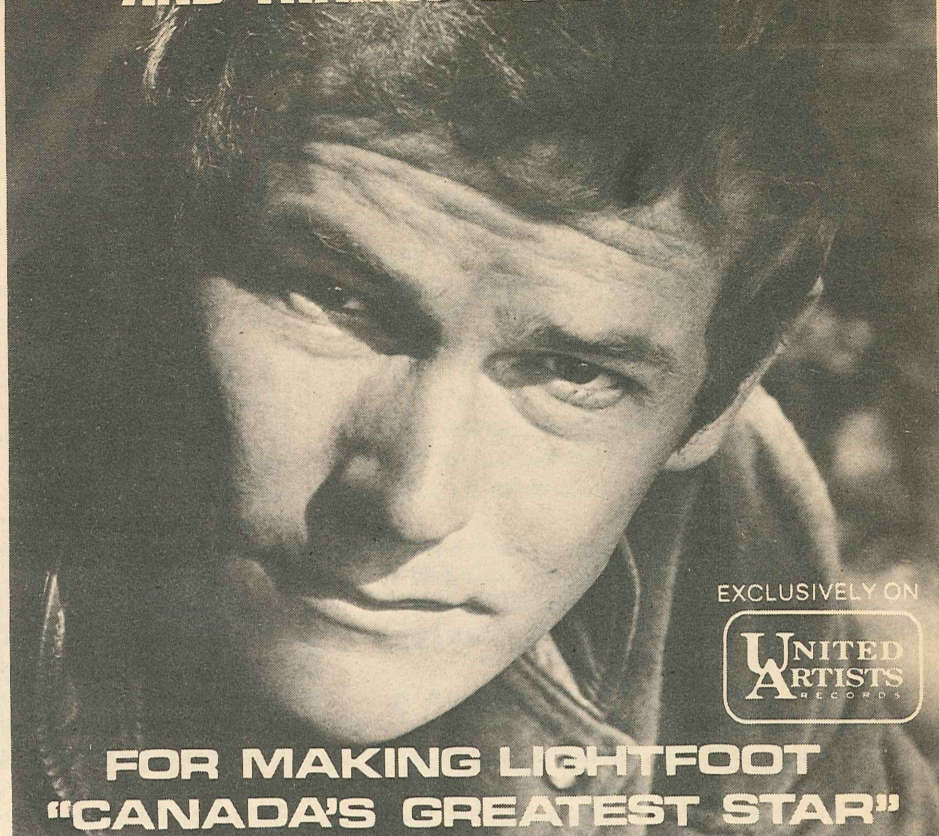
Here's some interesting news from **John Murphy**, program director at **CKPR** in The Lakehead. **CKPR 580** and **FM radio** will debut a brand new country segment on their combined facilities. "Fred King Country" will hit the airwaves Monday, Feb 5th from 2:05 to 3:30 PM and will originate on **CKPR 580** with simulcast broadcast on the **FM facilities**. This will be a daily feature Monday through Friday. Host of the show, **Fred King**, is well known throughout the Canadian country music scene, having been a country entertainer playing dates across the nation as well as recording several sessions with **Myrna Lorrie** in both Nashville, and Los Angeles. King currently hosts the early morning (6-9AM) show on **CKPR** and will add the new country show to his present on-air activities.

This new show will reach a potential audience of well over 125,000 on **CKPR 580** and another 35 to 50,000 listeners through **CKPR FM**. The **FM station** is carried on the **TV Cable Systems** of several large Northwestern Ontario Towns, making **CKPR FM** the only available radio signal in those towns.

Record companies and country artists should take note of this fantastic new exposure medium for their latest singles and albums. Although this **RPM** is dated Feb 10th., many readers will receive it in time to take advantage of the debut program Feb 5th. If you are an artist and would like to contribute to the first show you can call direct to the program Monday through Friday between 2:05 and 3:30 PM EST- (807) 344-7931, or if you would like to send along a pre-taped greeting address it to **Fred King** at 87 North Hill Street, Port Arthur, Ontario, but send it along in a hurry if you want in on the first show.

Fred King will also be taking a live country music group on the road throughout the coverage area. The **CKPR-Kingsmen** will play for dances and shows throughout the Northwestern Ontario area, in cooperation with the station.

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CHARLEY PRIDE ADDS CANADA TO HIS LIST OF ACCOMPLISHMENTS

Charley Pride, to use a well meant description, "is a shade darker, but a shade better than many of today's country artists". On stage he quickly puts his audience at ease with "Well, I guess you all thought I'd sound like Joe Tex", and went on to explain how tough it is nowadays to tell who's who. "I even thought the Righteous Bros. were two of us". It's this type of delivery that has made **Charley Pride** one of the top country artists in the **RCA Victor** roster and one of the biggest draws throughout the south including Atlanta, Georgia, and Galveston, Texas. He just keeps picking up fans, and it's very easy to convert to the **Charley Pride** brand of country. **Charley** comes from Sledge, Mississippi, where his father operates a barber shop and drives a school bus. Like most Southerners he got caught up in the baseball fever and was determined to be a top pro and after two years in the army, he got his chance, with the **Los Angeles Angels** of the minor league. He almost got to the top but apparently **Casey Stengel** put a damper on that dream, which sent **Charley** hurtling into his second love - country music. What was big league baseball's loss has certainly been one of the greatest gains for country music, and here on stage at Toronto's **Horseshoe** this big strapping country talent wearing dinner jacket and black patent leather shoes had the usual half hour drinker staying until closing. He sang most of his hits and several big ones of other country artists. The audience applauded his "The Snakes Crawl At Night" and his just done with hit "Does My Ring Hurt Your Finger" and his latest "The Day The World Stood Still" (RCA 9403). **Charley Pride** brought colour and a fine talent to Toronto's country scene. Like most **RCA Victor** visiting talent, country or otherwise, **Charley Pride**, was given the whirlwind but effective tour of Toronto's radio and television VIP's by **RCA Victor's Ed Preston**, who seems to accomplish the almost impossible with country artists. Like **George Hamilton IV**, **Ed** arranged for **Charley** to appear on **Elwood Glover's** **CBC-TV** "Luncheon Date" as well as an interview bit at **CFGM**.

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Deadline for advertising - February 12th. 1968



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Glen Campbell-Capitol-2076-F

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Elvis Presley-Rca-LSP-3893
THE OTHER MAN'S GRASS
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Three's a Crowd's initial album "Movie Matinee" will cost close to \$30,000. There should be a lot of fine sounds for that money...Aretha Franklin's current Atlantic single "Chain of Fools", has passed the million mark in sales as certified by the RIAA. The record has been the fastest seller ever issued on Atlantic, having passed the million mark less than six weeks after release...Wayne Newton makes his MGM debut with "All The Time", a cut from his upcoming album "Walking On New Grass"...Glen Yarbrough is now signed with Warner Bros. - Seven Arts.

The Columbia "rock machine" display is the newest approach to promotion of LPs through visual effects. This replaces psychedelic posters. Judy Lishinsky Corman rejoined RCA Victor as manager of press and information for popular records...Davy Jones has a damage suit against his former manager, Al Cohen. Davy's asking for \$150,000. In his suit Davy alleges that the contract he signed with Cohen was not valid because he was a minor when the contract was signed...Petula Clark just finished "Finian's Rainbow" for Warner Brothers and she's already signed to star in MGM's musical version of "Goodbye Mr. Chips" along with Peter O'Toole Roy Orbison did all right for himself in Canada, brought in just under \$90,000 for nine dates. Bet Canadians will see him again soon.

Questions unanswered: Is Mama Cass going on her own? Is the rumor that The Doors are breaking up true?

The Rolling Stones formed their own label, known as Mother Earth Records. Mariann Faithful is first artist on the label...Jay and the Techniques recently completed a week-long tour during which they entertained U.S. servicemen waiting to be sent to Viet Nam. Their second album "Love, Lost and Found" will be released shortly...Johnny Crawford, well-known for the five years he spent appearing as Chuck Connor's son in the Rifleman TV series, has just finished a two-year hitch in the Army. He marks his return with "Angelica" (Tower) and an album to follow shortly.

Youngbloods have a hot West-Coast sound in "Quicksand" (RCA Victor). It will undoubtedly catch on in Canada...History repeats itself, Samson and Delilah return with a hard rhythm and blues sound, "Keep Me In Mind" (ABC)...Another ABC winner is "The Marvelous Toy", the old Tom Paxton tune, refreshed by Jane Morgan.

The Seekers present a pleasing rock sound in their new album "Seen in Green". The use of the gentle harpsichord (sounding almost like a honky tonk piano) plus the folk-like voice of Judith Durham make a real swinging arrangement on "All I Can Remember". An unusual combination of sounds are found in "Chase A Rainbow". The deep low sound of the bass clarinet mixed with the high pitched trumpet add a great lift to an already beautiful melody. A sad story plus flute and violins make "If You Go Away" a real tear jerker. Judith adds a touch of feminine sentimentalism, which gives the words true meaning and feeling.

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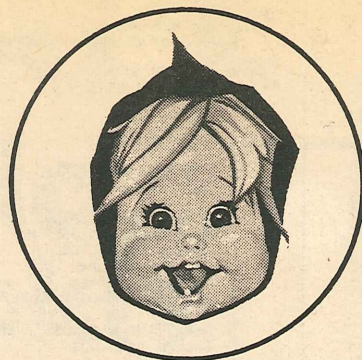
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British NEWS

by EROTICA PINKUMTON

Scott Walker of the Walker brothers may head out on his own to be a solo. His brother Gary might be forming a new group which might mean the end of the Walker Brothers. Charlie Watts of the Rolling Stones has taken over the home which was once a hunting retreat for the Archbishop Of Canterbury. The mansion in Sussex is filled with antiques and historia. The Foundations' new single is "Back On My Feet Again" and could be a great follow-up to their current single which is headed toward no. 1 in Canada. "The Ballad of Bonnie and Clyde" is the no. 1 record in Britain currently. Watch for a new single called "Everlasting Love" by the Love Affair. It is currently in the top ten in England. The Small Faces may have a big one with their new "Tin Soldier" single. "Itchycoo Park" has launched them in Canada, and U.S. action looks inevitable. "Everything I Am" by The Plastic Penny is now definitely HITBOUND (I mentioned it last week.) A new group called The Herd look very good with their current single "Paradise Lost". The BBC's new sound would make you wonder if you were listening to a pirate of the staid old BBC which has revamped its programming. It might be an inspiration to CBC in Canada to go-go radio. (It might take a year for CBC to modernize.) P.J. Proby. You probably liked his hits and are wondering what he is doing. P.J. has just released a new single "It's Your Day Today" and the prediction is that it will be his next chart entry in Canada and possibly the U.S. You may be seeing a series of 12 minute films by the Traffic produced by their manager Chris Blackwell soon on TV. The Traffic may also be recording in the U.S. soon for the U.S. market. George Harrison is recording the Indian music for a film called Wonder Wall. The Beatles will soon start working on their third full length movie. "You're A Good Man Charlie Brown" opens at the Fortune Theatre in London this month. Watch for a new single by a great group called "The Move." It's called "Fire Brigade" and looks like a very HOT item. Freddy and the Dreamers will be coming out with discs featuring them separately in solos. I will keep you posted. British groups are using insignias to promote their image. The idea is about three years old with Canadian groups, but the British are just catching on to the idea of trademarking your name in a Madison avenue way.

QUALITY TAPE SALES FAR EXCEED EXPECTATIONS

Toronto: Ross Ferris, co-ordinator, tape sales division of Quality Records Limited, reports that tape cartridge business in Canada is on its way up and that sales to date have far exceeded their expectations. Sales in Toronto are also improving, but it is still the small towns surrounding Toronto and the western provinces where sales figures are

most impressive. Tape sales in the west would seem to be fully established.

Largest seller for Quality are releases by The Tijuana Brass (all nine of them). Quality's limited country line has also been well received.

The "Zhivago" sound track is showing well as are the Billy Vaughn and Lawrence Welk instrumentals.

RPM COUNTRY CHART

- | | |
|---|--|
| 1 1 BY THE TIME I GET TO PHOENIX
Glen Campbell-Capitol-2015-F | 12 15 HALF A WORLD AWAY
Tommy Hunter-Columbia-4-44367-H |
| 2 2 HEARD FROM A HEARTBREAK
Jim Reeves-Rca-9343-N | 13 8 RIDE RIDE RIDE
Debbie Lori Kaye-Columbia-4-44211-H |
| 3 3 HERE COMES HEAVEN
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George Hamilton IV-Rca-9385-N | 16 17 BLUE DAY
Bob King-Melbourne-3274-K |
| 6 4 TELL ME NOT TO GO
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Jerry Reed-Rca-9334-N |
| 7 10 SING ME BACK HOME
Merle Haggard-Sparton | 18 18 THUNDERATION
Odie Workman-Caledon-205-G |
| 8 9 WHAT LOCKS THE DOOR
Jack Greene-Decca-32190-J | 19 21 TAKE ME AS I AM (Or Let Me Go)
Ray Price-Columbia-44374-H |
| 9 11 FOR LOVING YOU
Bill Anderson & Jan Howard
Decca-32197-J | 20 23 ROSANNA'S GOING WILD
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Myrna Lorrie-Columbia-MU4-1282-H |
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Lynn Jones-Capitol-72508-F | 22 --- DOWN IN THE FLOOD
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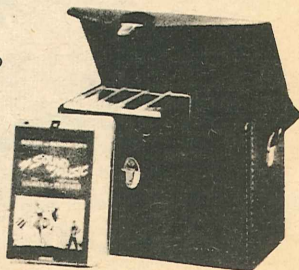
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