

## Don Francks

I first became aware of the name DON FRANCKS about three months ago. What I had heard was that he was a Canadian and that he was destined to brighten up Broadway in a big, rousing, musical called "Kelly". Today, Don does not care to discuss his experience on Broadway as far as "Kelly" is concerned, but he is pleased with the recognition he's received as a direct result of having been chosen to play the lead after almost four hundred actors auditioned for the part.

It was after I had listened to his Kapp LP, "Lost . . . and Alone", that I decided I wanted to meet Don. It was not so much because he was a Canadian, but because I wanted to find out if the man behind the voice was as believable as his songs. It had been a long time since I was so genuinely moved by a vocal performance and I was curious.

I had the pleasure of meeting Don at his manager's office. He greeted me as though we were old friends, but once we became involved in conversation my questions were answered in an unexpected manner. Asking him about what I was sure was his first Kapp LP, he told me it was actually his second. It was then that I found out that he recorded his first album "live" at The Village Vanguard. When I asked him if he was interested in playing a large New York night club, he surprised me by telling me he would like to concentrate on concerts and small rooms. He spoke about his success in Canada and the great training he has had working in Toronto. Specifically we discussed what he hopes to do in the future. He explained that more important than money is being able to perform for art's sake. He considers himself first an actor, even when it comes to his singing and he looks forward to spending more time writing and producing for all mediums of the entertainment field. In the immediate future, he will start looking for songs for his next album, which he says will set a different pace than his last one. You can expect at least one of the songs to be associated with the late Buddy Clark, who happens to be a favorite of Don's. Then, there will no doubt be a few unfamiliar songs with meaningful melodies and lyrics.

Don's records are getting a lot of exposure in the U.S. There are upcoming television guest appearances with the "Tonight" show being first in line. Don is hoping to build his following by simply doing the things that satisfy his creative needs — and so far his prospects look great.

Just before saying goodbye to Don, he handed me a copy of his first Kapp album, "No One In This World Is Like Don Francks". On the back he wrote, "Harriet — it has been enlightening listening . . ." I think this is the key to Don's whole personality.

— Harriett Wasser

CROSS CANADA  
CHART ACTION

IS YOUR WEEKLY  
GUIDE

TO CANADIAN  
PROGRAMMING



**Dateline Halifax:** Stephen Kimber signs in with notes of interest from the recent PA of Chubby Checker. Apparently Checker makes no bones about his dislike of US DJ's who play only English discs no matter what their quality. On the English sound, he was asked if he thought it was a new sound. His answer, 'You call Twist & Shout new?' (Sounds like sour grapes.) The Maritimes flipped over the "Hullabaloo" appearance of D.C. Thomas, which should give an extra push to sales. Bobby Curtola made a return visit to Halifax and as usual packed them in. Stephen notes that one of the reasons for Curtola's success is the fact that he makes a point of covering Canada from coast to coast. "Perhaps", adds Stephen, "other Canadian artists could enjoy the same success if they would make a tour of Canada." Still in keeping with his dogged effort of boosting Canadian talent Stephen has just finished a couple of articles for the Halifax Mirror on Brian Ahern and the Offbeats, a popular east coast group and The Windmill Trio, a folk group made up of Kathie Kent, Hetty Van Gorp and Sharon Meadows.

**Dateline Denver:** The 1966 Edition of the Country Music Who's Who is now in preparation. This impressive and colourful-looking Directory listing artists, publishers, record companies radio stations and other important information on the country scene is published by Heather Publications, 3285 South Wadsworth Blvd., Denver, Colorado 80227. We will review this directory in a later edition.

**Dateline Ottawa:** Sandy Gardiner received a couple of exclusives that he tabs hit material. "Back In Your Arms Again" by the Supremes and Van Trevor's newest "Girl From The Main Street Diner". From the Canadian scene Sandy gives the nod to "Hum Drum" by Derek and Ed.

One of the biggest attractions to hit the nation's capital in some time was the Rolling Stones. The press welcomed this popular English group and unlike the "chip on the shoulder" attitude of hogtown reporters, a fair and true picture of the Stones appearance was forthcoming.

**Dateline San Francisco:** Many of the industry folks will remember the popular Upper Canada promotion man Bud Hayden. Seems Bud made a trek to the west and couldn't be happier. He is presently Promotion Manager for MGM and Verve working the northern California area. Bud would like to hear from any of his old acquaintances. Address all mail to Eric Mainland Distributing Co., 1251 Folsom St., San Francisco, California 94103.

**Dateline Waterloo:** Gil Craft, one of the members of the Ontario Troubadors, sends news that his group is available for bookings in and around the Hamilton-Toronto area. Anyone interested in this country group please drop Gil a line at 161 Ahrens St. W., Apt. 8, Kitchener, Ont.

**Dateline Toronto:** Wolff Records makes it easier for the customers to see what they are buying. A beautiful colour photo of Rita Curtis adorns the jacket of her release "Springrains". Three Star Publications issues its first volume of a monthly fan club mag on Dee and the Yeomen. A very impressive publication on a very impres-

sive group who, we hope, are ready to release a follow-up to "Say Baby".

**Dateline St. Catharines:** Maurice Rainville notes that The Yearlings are appearing at the Atlas Hotel in Welland while The Queensway has Ron McLeod and his Lincoln County Boys. The Castle (a new teenage night club) has opened in St. Kitts and looks like they are on their way to success. The Sting Rays have released their first on Hitt Records called "Run On Home" featuring Brian Dorsey as vocal. This Welland group's popularity throughout the Niagara Peninsula should guarantee good sales.

The Castle, the Niagara peninsula's first teenage night club, is shaping up to be a wallowing success. Judy Brandow, PR of The Castle, sends news that some 40,000 teenagers in the peninsula will have the benefit of witnessing live the best in Canadian and American talent. The Court Jesters, a popular local group, will be the house band for the Friday, Saturday and Sunday bashes. Admission \$1.25 to members. Membership cards available for \$1.00.

**Dateline New York:** Jack Fine of World Artists sends news of winners in his camp. "Tommy" by Reparata & The Delrons has been given the nod by all the trades (including RPM) as has Chad & Jeremy's newest "What Do You Want With Me". Hitting the charts and coming on strong is "I Adore You" the debut of r&b chanter Tommy Regan. One to keep your ear on, says Jack, is "Stop The Wedding" by The Charmettes.



On a recent PA at the Lakehead, Jerry Palmer, popular young Gaiety recording artist, took time out for a TV appearance on Dick Wilson's CKPR-TV show. Jerry's "That'll Be The Day" is a popular item in the Lakehead.

**Dateline Montreal:** Carl Schmidt sends along a couple of new Danco discoveries. "Hypnotized" is done up well by 15 year old Pepi who promises to be a big entry from the Bi-Bi town. "Why Don't You Love Me No More" is the debut single for the Canadians. Both these releases are on the Prism label.

Gilles Aubin sends along the new release of "I Tried To Tell Her" by The Jury. This Winnipeg-based group made a name for themselves with "I Do", and could click with this strong follow-up.

**Dateline Burbank:** The Everly Brothers, making a fast comeback, have set out on a European tour. A recording session has been set up in Germany to be produced by Gerhardt Mendelson. TV appearances have been arranged for their Italian stopover where they will also attend Warner Bros. Licensee convention. A recording session has also been set up in England with Tony Hatch producing.

**Record Jottings:** RCA Victor will be gearing themselves for a rush of sales on Belafonte LP's with the confirmation of this popular entertainer's tour of North America. The Montreal Place des Arts opens the tour, May 10 through 23 - Toronto O'Keefe Centre May 31 to June 19 and Vancouver's Queen Elizabeth Theatre July 26-31. "The Roar Of The Greasepaint" is shaping up to be one of the big ones, along with "Mary Poppins" and "The Sound of Music". The Courriers come up with what could be their hit single. "Until It's Time For You To Go" gives Pam Fernie the opportunity to show off her talent with this beautiful haunting melody.

Big news from Capitol is the fantastic reaction to "Help Me Rhonda" by The Beachboys. Another US entry heading for the top is "Queen Of The House" by Jody Miller. From across the pond and hitting like the rest of their top sellers comes "Reelin' and Rockin'" by the Dave Clark Five. Freddie and The Dreamers, fresh from a Sullivan appearance, are having a ball on this side of the world as is their new release "You Were Made For Me". From Canada comes "Small Town Girl" by the Ottawa-based Staccatos. Still gaining momentum and almost a certainty for US release is the Jack London LP release.

From Columbia comes news of Damita Jo's newest LP "This Is Damita Jo" now available and showing up as a big seller. Her first Epic single is now also available and a must for GMP programming. "Tomorrow Night" could even make it to the top forty stations. David Houston's "Ballad of the Fool Killer" is coming on strong as is "Subterranean Homesick Blues" by Bob Dylan. The Success story still belongs to Andy Williams. His single "And Roses And Roses" is making most charts and his LP "Dear Heart" is selling like a single.

**R.P.M.**

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# CANADIAN RECORD PRODUCERS

## AREN'T

## MAKING MONEY!



One goes into business to "provide a service" and if that service is needed, wanted or bought by enough people you will experience a profit. The means of bringing the product to the attention of the public are all part of this, and to continue your service you must make money.

Canadian Record producers (be they companies or indies) can't be making money. This week we study the hit and the money it can return.

### CUT IN CANADA

Let's suppose that Progressive Records a long established Canadian record company subleasing masters from all over the world, decides to enter the business of producing records in Canada. One morning, the firm's A&R man discovers the GREAT Canadian talent. The next step is to put out a single.

The session is arranged, and a top notch Canadian producer steps into the studio to "Make a hit".

Four hours and four sides later the hit is cut. It hits the market, climbs the charts, and sells. IT'S A CANADIAN HIT.

### SOLD IN CANADA

Now. What will it sell? What did it cost? What will it make?

Experts tell us there aren't TOO MANY BIG Canadian hits. The sale of a chart climber in Canada will be 10,000, 20,000 and can make it to 40,000, but that's it for an English language hit. Taking a typical situation with either a company or an indie, the profit (before overhead and taxes) will be roughly 10¢ per single. The commonest sales figure would be 10,000. Hypothetically let us take these figures. The total profit would be \$1,000.00. Now let's remove the session and promotion costs. Let's make it roughly \$1000.00 for the session, or \$500.00 per single. Let's take away the promotion costs, Moderately \$500???? Profit - NIL.

### WHY BOTHER?

Why do they continue to fight against these odds? Because they're BUILDING, and they feel that the record business is a little more than distributing pre-established hits. They have experienced the thrill and adventure of business that is creative from the very discovery of the artist to the first chart listing to the last sale. They are interested in employing our musicians, using our studios, helping Canada's economy and creating something Canadian.

### NOT NEWS

The "hit loss factor" has been known to many in the industry, and, as pitiful as it is, RPM has continued to encourage Canadian hit makers.

What can be done to reward these people for their courage and return their losses?

How long will these people continue to fight? Possibly this is the high point of Canada's music industry and nothing should be done, said or written that would discourage or reflect on this handful of people. Now is the time for Canadians to assist Canadians in the fight to BUILD, CREATE & ENCOURAGE a small music industry for Canada.

### REGIONAL BREAKOUTS

Far too few records have been coast to coast hits. Far too few records have experienced their full sales potential. It is the time to try for solidly established hits. These should be played by every radio station in the nation, and be listed by every station that prints a chart.

### WINNIPEG HIT

Recently the eyes of Canada turned on Winnipeg for a hit. A record that not only crossed Canada as a hit, but has since started to gain attention in foreign countries. The development of this record was slow across Canada, and reached it's height only when given the blessing of foreign critics. The assumption here would be that we as Canadians (whatever our problem is) had trouble spotting a hit.

### SMALL POTATOES

A recent report to RPM inferred that two Canadian stations in the same city had made a pact to "play our hits" and the rest of Canada can play theirs! This week this was confirmed by a slight action from one of the programmers of one of the stations.

### SILENCE THE REBEL

Closer to home (but not that close) another radio station started a campaign among record companies to hamper the freedom of the editorial policies of RPM. A few of the companies with GUTS resisted. Their attitude expressed to us "for 20 years we've cow-towed to these stations to no avail. It's time to speak out."

RPM's thanks go out to the many radio people and record people who have written and called to give us their vote of confidence.

### PRO-CANADIAN ISN'T ANTI-ANYTHING

To the rest of you. Pull up your socks and let's go. YOU MAY SOMEDAY MAKE A RECORD, OR HAVE A TALENTED YOUNGSTER IN YOUR FAMILY. GIVE THESE PEOPLE A BREAK BY LISTENING AND PROGRAMMING . . . GOOD . . . CANADIAN . . . PRODUCTIONS. That's all they ask.



**The Byrds**  
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**"Mr. Tambourine Man"**  
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ON COLUMBIA RECORDS

on the  
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**Dateline Halifax:** Frank Cameron of CHNS sends news that Bobby Curtola appeared in the port city and as usual he played to capacity audiences. Bobby will tour the Maritimes. Chubby Checker played to a sell out crowd at the Halifax Forum. Jimmy Clanton and Freddy Cannon were also supposed to make the scene but failed to show. This is the second year in a row for Cannon not to show, so you can imagine how popular he

is on the Atlantic seaboard. Two country spectaculars will play Halifax during May and June with Hank Snow, Wilf Carter, Kitty Wells, Ruby Wright, Hank Williams Jr., and others. Both shows will be hosted by singing 'NS Good Guy, Brian Sutcliffe.

**Dateline Truro:** Graham Wyllie sends news from CKCL that Bobby Curtola sent the town wild when he appeared here May 4. With the opening of the new Colchester Legion Stadium it looks like Truro will be a regular stopping place for the big travelling shows and stars. Next comes the country show with Hank Snow, Wilf Carter and others. A visitor to the US recently returned to Truro and advised Graham that he had visited several radio stations south of the border and was shocked to find that one station had clamped a definite restriction on the playing of Canadian discs. Nice to see the "Esprit de Corps" that exists among eastern broadcasters. Graham points out that many of the other stations in the Maritimes are doing their best to promote Canadian talent and names Frank Cameron of CHNS, Rockin' Robert CHSJ, and Gary Crowell CKDH. Looking like chart items are Dianne James' "Time Has Come" and "Let's Take A Chance Tonight" by Johnny Harlow and, of course, the favorite of the Maritimes, Catherine McKinnon with her single "As Many As These". Graham would also like to congratulate Bob Pugh for his excellent work in connection with Red Leaf.

**Dateline Lakehead:** Johnny Murphy of CKPR reports good audience response to a recent TV show dealing with chart listings and their importance to artists.

Guesting on the show were Jay and The Americans. Jack Masters, host of the "Entertainment" segment introduced two of the leading trade papers to his viewing audience which were Cash Box and RPM. Jay and The Americans, who are currently riding high with their latest UA release "Think Of The Good Times", were in the Lakehead on a double bill with popular native son Jerry Palmer. Jerry's Gaiety outing "That'll Be The Day" is happening but finding the going tough east of the Lakehead. The only real push given this disc has been by mail. Perhaps a personal touch would help. While in Port Arthur Jerry guested on the Dick Wilson CKPR-TV show.

**Dateline Leamington:** CJSP sends news that their first Forty Hitline now has one of the largest circulations of any chart in Canada. This chart appears exclusively every week in Windsor's newest newspaper, The Windsor Herald. Latest distribution figures - 43,725 in greater Windsor.

**Dateline Medicine Hat:** Wayne Craven of CHAT finds that the southern Alberta centre is going through one of its busiest times. The boys at the radio and TV station were kept busy recently with The Bob Luman C&W Show and hot on its heels came the J. Frank Wilson PA. On May 11 a favorite of the western provinces, Jerry Palmer makes another of his SRO (Shakin' Room Only) PA's. And then it's Bon Voyage for Wayne as he leaves for the UK (just a visit) to hear, first hand, the sound they call English.

**Dateline Peace River:** Chuck "Charlie Brown" Benson of CKYL notes that when Dianne James and Barry Innis & The Keymen played the Peace country the audiences were just knocked out with the show. Audience reaction to Canadian acts have been good in the Peace River area. The reason of course is the station proudly plays good Canadian recordings. Chuck mentions that he recently received a letter of appreciation from the Allan Sisters. Their record has been one of the hottest items at the radio station and local bars.

**Dateline Summerside, P.E.I.:** Blair Gamble signs in with news that CJRW lists 14 CanCut singles in its top forty chart. Bobby Curtola, one of the island's favorites, appeared at the Summerside Civic Stadium May 6 and he still remains on top

of the heap. "S.O.S." by Kenny Chandler was No. 1 at CJRW away back on Apr. 3, which makes this station one of the first to play and stay with a record they figured had good potential.

The CBC-TV network is coming close to recognizing one of Canada's most popular of country singers. Gary Buck, Sparton recording artist, taped a "Hoedown" segment. This will give Canadians a chance to see a real country artist. We hope this leads to more TV exposure for this top notch and deserving artist.

The CFTO-TV "Country Music Hall" is still slogging along with host Carl Smith. They do, however, arrange to have the odd talented guest. Along with regulars Dianne Leigh, Jean Carignan and the Maple Creek Boys they have recently guested The Stoney Mountain Cloggers, Johnny Bourke, Mac Wiseman and Blake Emmons. The popular teen show "After Four" is drawing close to the end of its run for this season. Staging and production have been excellent and a great line-up of young Canadian hopefuls are slated for the last shows. Included in this lineup, well worth making a note of to watch, are Sheri Lee Hall, Johnny Harlow, the latest and greatest from Arc records, The Allan Sisters, Sandy Selsie and Bobby Britten. The popular house band of the series, The Big Town Boys, will be shortly releasing their second single. Our congratulations to Carol Goss and Johnny Basset Jr. for the work they put into spotlighting new and well known Canadian talent. Johnny Johnson added that touch of professionalism so necessary to have made this show the success it was.

**Dateline Winnipeg:** Ken Colman, Epic recording artist, has taped a CBC-TV "Music Hop" segment for showing May 19. This young Canadian from Vancouver has been having a string of luck lately. Besides singing the theme (soundtrack) from the movie "The Luck Of Ginger Coffey", his single "Funny World" has given rise to his popularity as a night club performer. He has appeared several times on the Johnny Carson show and is on his way from Winnipeg to New York for more appearances. He is booked into the Baltimore Playboys Club for a two week stay. He is also set for a recording session to be produced by Epic's Bob Morgan.



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AL BOLISKA

TOP RADIO STATIONS IN NINE CANADIAN PROVINCES SUBSCRIBE TO BRIGHTEN UP THEIR MORNING SHOW. THIS TAPE SERIES ALSO INCLUDES A WEEKLY FOLIO OF TOPICAL HUMOUR. GAGS FOR EVERY DAY OF THE WEEK.

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# R. P. M.



Record executives have been, up to now, a little hesitant in expressing their views. It is indeed encouraging to receive a letter from Robert L. Martin, Advertising and Sales Promotion Manager of Columbia Records of Canada, in which he expresses points of interest and perhaps controversy. This should not be a business in which executives hide in ivory towers. The more expressions of opinions from the powers that be, the

quicker this industry will progress.

"Dear Walt: 'Does it have it in the grooves?' This question arises in the mind of the radio programmer whether the record be a 'Mersey Sound', 'Nashville Sound', 'New York Sound', 'West Coast Sound', or 'Canuck Sound'. (If he bothers to listen.) Too often we in the record industry fail to appreciate that the radio programmer does not look to see if the record was produced in 'Timbuctoo' or 'Osh-Kosh', and in my travels from coast to coast Canadian radio is giving the Canadian produced record ample opportunity to be heard. However, in some instances the Canadian produced record is not given the same opportunity be-

cause it fails to be charted or reviewed by American Record Trade publications. Hats off! to RPM, the first successful Canadian Music Industry Weekly. A good start in letting everyone know what is going on in Canada. How about reviewing all records released in Canada?

The expression 'We are not in the record sales business' has been a by-line of some radio programmers and what a wonderful contrast when two top notch radio executives in front of the entire assembly of Broadcasters at the C.A.B. Convention in Vancouver recently presented great accolades to the Canadian Record Industry for their stations successful programming. 'Does it have it in the grooves?' My only suggestion to Canadian radio programmers is to be fair and listen to the records they receive. The Canadian Record Industry will make bigger strides than the giant ones made in the last few years. We in the Canadian Record Industry will constantly try to improve our product and our relationship with the Canadian Radio Broadcaster. A special tribute must be made to Canadian radio stations, who are helping your publication to be an important addition to the Music Industry, who are making it economically sound for a record company to record in Canada. P.S. To that lone radio programmer - Listen! and forget by whom, where and how - if it has it in the grooves, then PLAY IT. We will sell it!!!!!!

(signed) Robert L. Martin



Jay and The Americans guested recently on the Jack Masters CKPR-TV show and gave their opinions on the importance of chart listings to artists.

A couple of big instrumentals are beginning take off. They are "Three O'Clock in the Morning" by Bert Kaempfert and "Jeannie's Theme" by The World Artists Strings... It seemed like a wise decision when Kapp Records decided to put out Vaughn Monroe's new version of "Queen of the Senior Prom" since it seemed as though all Vaughn's past hits were making it all over again. Kapp now says that sales look very encouraging.

Waiting to break big on the charts are "Voodoo Woman" by Bobby Goldsboro and "Georgie Porgie" by Jewel Akens... The Kingsmen no doubt are trying to create a new dance with their record of "Do The Climb". This record could happen big. Having finally broken through, "Baby, Please Don't Go" by Them (produced by American producer, Bert Berns), should be watched. Eddie Fisher's first Dot release is a lovely version of "Sunrise, Sunset", but it does not sound like a chart record.

Notes of Interest... The new title of The Dave Clark Five movie is "Having A Wild Weekend"... Kapp Records is very excited about their seventeen year old singing discovery, Vivian Edwards... Robert Goulet stars in "Carousel" this summer - and Jack Jones in "Pajama Game".

Waiting to break big on the charts are "Reelin' and Rockin'" by The Dave Clark Five and Chad and Jeremy's "What Do You Want With Me?"... There's going to be no stopping those four moppets from Great Britain, namely The Beatles, with their super charger, "I've Got A Ticket to Ride"... Bob Dylan definitely has himself a hit single, "Subterranean Home-sick Blues".

Notes of Interest... Brian Epstein has signed up a folk group called The Silkie... Tommy Leonetti in town this week to record a new album for RCA Victor... Felicia Sanders is currently appearing at her favorite night club, The Bon Soir in NYC... Mercury Records releases Jesse Colin Young's first LP this week... Gizelle McKenzie can be heard singing a National Guard commercial.

## New Address

HARRIET WASSER:

Suite 1110, 200 West 57th

New York, N.Y. 10019



No, that was not Jerry Lewis squiring songstress Donna Fuller around town. It was her manager, Stan Catron, a look-alike for the zany comic... Incidentally, Donna is playing to SRO at her Playboy Club gig here. Watch for her slick single, "I'll Take Care of Your Cares."

Dj Dave Polk has a new feature, "Polk's Poll." Latest survey shows Dot's Georgetta Banks as most-promising new singer of year - thanks to her disk, "Sweetly and Completely"... Dick Whittinghill figgers Sanford Clark's platter, "Houston," will probably break first in Dallas. A Texas-sized hit, for sure... Arranger-conductor Don Costa in raves over Linda Carr's disk debut, "Baby, Are You Puttin' Me On?"

Jerry Wallace whose first major hit was "How the Time Flies," has another "time"-ly hit, "Time," which he wrote with his manager, By Dunham... New brother-sister act, Pierre and Ann-Lyise, clicking with "Don't Stop" on Veejay... Credit Lee Young for producing a dandy Damita Jo album for Veejay - my favorite cut is, "Hurt a Fool," a George Howe-Eddie Beal tune.

James Brown, "Mr. Dynamite," also turns out instrumental hits - latest is, "Devil's Hideaway," on Smash... Brown may have had to learn how to ski for his role in the new American International movie, "Ski Party," but his acting came naturally, reports the director... The showman returns to the Coast in June for dates at the San Francisco Cow Palace and L.A. Shrine Auditorium.

That's "As I.Z. It" for now!

## NEW YORK



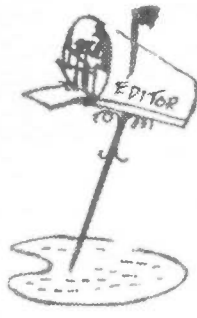
The unexpected happened this week. The Righteous Bros. came out with their version of "You Can Have Her" to compete with Dionne Warwick's record of "You Can Have Him". I'm waiting for Phil Spector to release what I hear is a great version of "Silhouettes" by The Ronettes. With Phil nobody can tell... Have been hearing Freddie and The Dreamers' record of "Early In The Morning".

The song could probably make it again. It was a hit seven years ago.

Listening to Jesse Colin Young's Mercury LP, "Young Blood", I am reminded of the time he told me he started as a rock and roll singer. He's one of the finest young blues singers of our generation... I had no idea that Gale Garnett is the voice behind Brigitte Bardot when you hear Miss B. in a movie speaking English.

In New York this past week were Carl Schmidt of Danco Records and Julio Rapetti, who wrote "Al Di La". "Papa" Schmidt is convinced that 1965 will be the "breakthrough" year for Canadian records and artists. Mr. Rapetti was busy getting American artists to record his Italian songs with newly written American lyrics.

Tin Pan Alley is talking about the interest being taken in the offspring of stars. It is believed that Jack Jones started the trend. Only last week, Deana Martin (Dean's daughter) was signed by Columbia Records. Tony and The Tigers (Tony is Soupy Sales' son) just signed with Roulette and will be recording an album. This past week a very exciting session was cut with Guy Pastor (Tony's son).



Recently a record man came up with a new conception on hitmaking that showed progress. It was thought up to that time that if a certain number of LARGE stations weren't on your record, you could forget about it. Recently a number of companies have continued to concentrate on their product and ended up the winner.

Above all it must be remembered, that the strength of numbers and the open door ideas of looking for something new are the secrets of success of the small stations, and many BIG stations look to the small stations for new ideas, and new hits. Above all the small stations are the most important factor in NEW records.

The highest degree of cooperation with RPM has been from the low wattage stations. The most interesting mail, and NEW ideas come from the small stations. These are the hitmakers. Big station policy is to follow, and be led. The small stations are actually the leaders. In their own way, the freedom of thought and idea has brought about many GREAT ideas, and it is the small stations who have made the Canadian hits, and helped to build the Canadian music industry.

Recently the spokesman for a Canadian radio station (thought to be a hitmaker of the "without us baby you're dead" thinking) came out to say we are all powered and GREAT and make all the hits, or words to that effect. NOT SO! Same station was a late comer with many of the big records. Somehow they played down their lack of perception which is really a breakdown in their "hired crystal ball".

Record companies are looking to the small stations to "make the hits." Then the big stations WILL play them.

Record companies who grade their stations A, B, C, should reverse their grading.

**THE LOW-WATTERS ARE THE REAL HITMAKERS.**



**WANT TO HEAR A CANADIAN RECORD PLAYED?** Don't go to Vancouver. Want to hear very few Canadian records played? Try Winnipeg. Want to hear a lot of Canadian records played. The maritimes is the place.

All this in an effort to help you plan your trip carefully.

Everybody's talking about... Bobby Britten. Bobby's a new Canadian discovery. You'll see

him on After Four. Bobby is not new to the music scene. He's already been approached by a number of record companies, but he's still foot loose and available for offers. This is RPM's prediction of a STAR to come. Watch this boy go.

Mickie o Go Go is the name of the new Dave Mickie weekly two hour spectacular. Mickie has become nationally known through Music Hop and is very highly rated in Ontario. Chances are this new show will be syndicated. We mean through North America. Dave is a Canadian, and

when the whole story is known... you'll be surprised to find out that Dave WON'T travel. This is home. NO MATTER WHAT THE PRICE IS.

Speaking of New Names... Keep your eye on DEBBIE KAYE, PAM FERNIE, GARY KRAWFORD, MARY LOU COLLINS. Record companies better get their dotted lines ready.

The Teen Sound is it with the ad agencies lately. "Baby Ruth" and the Curtola Coke commercials started the whole thing. Now the agencies are looking to the "Music of Today" sound that sells. Canadian groups and singers are no exception.

Rumor Has It... RPM will be on sale from coast to coast soon.

**CUTTING COMMENT**



"... and, Don't touch it again!"



**THE STACCATOS**

ARTISTS ON THE MOVE!



THE LABEL ON THE MOVE!

**DESTINATION?**

# **1**

ON THE CHARTS WITH

**"SMALL TOWN GIRL"**

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# Sounding Board



Dick Williams (The Tall One) of CFPL London will be reviewing records for RPM's Sounding Board.

**"Doc" Steen** CKRC Winnipeg  
Tossin' & Turmin' Guess Whos  
*"There shouldn't be any second thoughts about programming this disc. It's another fine one. A great follow-up to 'Shakin' All Over'. The 'Guys & Gals' in your area will take to this one. Here's more great Canadian talent. SHOULD."*

Chuck Benson CKYL Peace River  
S.O.S. (Sweet On Susie) Kenny Chandler  
*"This has the 'catchy' sound of Mr. Buddy Holly. S.O.S. has more than received its share of spins on YL. The DJ's are sold, the audience is sold, and I hope it sells for Mr. Chandler and Epic. Deserves air-play. Already listed on YL. Well produced and sung. SURE."*

Johnny Murphy CKPR Lakehead  
S.O.S. (Sweet On Susie) Kenny Chandler  
*"Pleasant to listen to. It's now on our play lists and doing quite well. SURE"*

Bryan Olney CKWS Kingston  
S.O.S. (Sweet On Susie) Kenny Chandler  
*"It's No. 29 here at CKWS already! Great song, great singer. It is a definite smash for Kenny. A combination of the right material, singer and arrangement! SURE"*

Sandy Gardiner Ottawa Journal  
S.O.S. (Sweet On Susie) Kenny Chandler  
*"Hit for sure, no question about it. Kenny does a great job on the vocal and the wax has the simple lyrical appeal that teens today dig. Its chartbound in Canada but not yet the big one for the US. SURE"*

Frank Cameron CHNS Halifax  
Let's Take A Chance Tonight

Johnny Harlow  
*"Started out with favorable reaction, but fell by the wayside. I think the reason is weak material. This is a problem in Canada which is very difficult to overcome. There are a few good writers, but we can always use more. Otherwise, our productions and quality are getting better, as witness this tune. COULD."*

Gary Crowell CKDH Amherst  
Stop The Clock Shirley Matthews  
*"Its loaded with that which makes hit records. She has already proven her ability to sell, and this one, I think, will add to her legion of fans. Any jock or top forty station leaving this one off their playlist is going to get scooped! SURE."*

Ray Nickel CFSL Weyburn  
Stop The Clock Shirley Matthews  
*"I see no reason why this one shouldn't make it big. The talent is definitely there and the production is good also. I feel tho that this type of sound is more that the kids in the USA dig whereas in Canada you've got to have a gimmick of some kind to make it big. I find that Canada's young people have different tastes in music to those in the USA. SHOULD."*

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Johnny Murphy CKPR Lakehead  
Stop The Clock Shirley Matthews  
*"I dig it. As good as any R&B sound that has come along in a while. R&B is not too big at the Lakehead, however, this will be played on CKPR and may go a long way to popularize the R&B sounds with the record buyers and hippies here. I like the flip side too. Promise, I won't split the action. 'Clock' is it. SHOULD."*

Bob Taylor CHOK Sarnia  
Let's Take A Chance Tonight  
Johnny Harlow  
*"If this doesn't make it for Johnny there's something wrong. I like this from the very first groove. It's got the beat, sound and Johnny seems to be the master from start to finish. Another excellent Canadian bit. SURE."*

Dick Williams CFPL London  
I'm Not Sayin' Gord Lightfoot  
*"It's a pretty song, good arrangement, but*

*I think the Canadian market for this type of a folk-bit might prohibit extensive sales. However, this record is assured of considerable air-play at Canadian stations due to his last effort for Peter Paul and Mary. Good lyric. ?"*

Dave Charles CJBQ Belleville  
I'm a Rolling Stone Danny Harrison  
*"Strong beat but not strong enough to make an impression on the charts. Background overshadows beat of song. However record has danceable beat which might help in its fight on the top tune charts. COULD."*

John Pozer CJOH-TV Ottawa  
Why Don't You Love Me Classics  
*"The Classics give out with a smooth sound. The TV boys have a big following and I am one of them but this song does not get to me. The harmonizing is very effective but the words are out to lunch. Personally side B could be a hit for them. ?"*