

Ansell Named Regional Promo Mgr., Polydor

MONTREAL — Bob Ansell has become regional promotion manager of Polydor Ltd. Formerly the Ontario-Manitoba promotion representative, Ansell's responsibilities will include the entire Ottawa Valley-Quebec-Maritime region, English market. He is now based at Polydor's head office in Montreal and will continue to report to the director of national promotion.

Prior to joining Polydor last year, Ansell was with CKOC in Hamilton. As a member of the music department, he pioneered a progressive program format, and produced the "Bob Ansell Show."

Canadian Profile

Domenic Troiano Band

TORONTO — Within a month, the newly-formed Domenic Troiano Band, led by the highly-respected ex-Guess Who guitarist, has established itself as a very important band in Canada.

While many acts carry machines to establish themselves, Troiano has done it largely on the basis of enthusiasm and dedication. Within days of announcing his band ready for work, club dates were set and the band was on the road. Within a few weeks of playing before live audiences, Toronto's CHUM-FM radio approached the band to do a live concert broadcast. That done, plans are now underway for national syndication of the 60-minute tape and demand may lead to editing the broadcast down for album purposes.

Presently without label affiliation, the band has garnered critical praise every step of the way. A former member of Mandala, Bush and the Guess Who, Troiano carries enormous weight in this country's musical community, primarily as a musician with a high degree of integrity and finesse.

A&R representatives from five American record companies have expressed interest in the group and, following a brief tour of the prairie region in Canada, the band will travel to Los Angeles for further exposure. Troiano is aiming for nothing less than an American record contract.

The lineup includes Wayne St. John (from CBC-TV's Music Machine) on percussion and lead vocals; Jimmy Norman (Rough Trade) on drums; Keith Jones (Martha Reeves) on bass and vocals; Dave Tyson on keyboards, synthesizer and vocals; Fred Mandell (Lighthouse) on keyboards, synthesizer and vocals; and Domenic Troiano on guitar and vocals.

In an interview, Troiano told **Cash Box** that one of the big reasons the Guess Who broke up was because Burton Cummings felt it was the right time.

"I'm sure it had been coming for a long time. In fact, when I joined they said they knew it wasn't the type of thing I was into but they needed a shot in the arm. Even if the last album had been a gigantic success, the Guess Who were destined to split up."

In regard to the new band, Troiano said: "It's a six piece band with the versatility to be able to sound like a lot more and is able to touch all the bases that I like. It's turned out to be a great band and a very exciting time for me right now. It feels like starting all over again. A new start. A whole new bunch of new music."

Mixing jazz with R&B and a touch of progressive rock, the Domenic Troiano Band has succeeded in creating a new sound which is working very much to their advantage right now in Canada.



SWEET TOMORROWS are in order if today is any indication. Sweet for 10-year-old Sally Boyden of Australia, that is. Here Sally is pictured with Mrs. Tammy Fraser, wife of the Australian prime minister, as the two celebrate a gold album presented to Sally at the official government residence in Canberra. Sally Boyden is the youngest Australian ever to receive a gold record for a single or an album. Prize is for her recording of "The Littlest Australian."

Concept Prods. Confirms Canada For BC Rollers

TORONTO — Following weeks of negotiations, Tom Wilson has confirmed Canadian tour dates for the Bay City Rollers.

President of Concept Productions in this city, Wilson has been negotiating with the Rollers' American manager, Sid Bernstein, for agency representation for the teen group in Canada.

As announced by Wilson, the Canadian tour itinerary for the group will be between June 18-23 in halls under 4,000 capacity. The tour will take in Halifax, N.S.; Montreal, Que.; Toronto, Ont.; and Windsor, Ont.

Tavares In First Japanese Tour Dates

LOS ANGELES — Tavares is in the midst of its first Japanese tour. Beginning last Wednesday (12), the Capitol recording artists kicked off a five-city schedule which will conclude in Tokyo May 19.

The five-member group, consisting of family members Feliciano "Butch," Ralph, Arthur "Pooch," Antone "Chubby" and Perry Lee "Tiny" Tavares is performing selections from its first three albums and introducing material from its latest LP, "Skyhigh."

Blue Mountain Summer School To Expand This (3rd) Year

TORONTO — The Blue Mountain Summer School of Music has been expanded in this its third year of operation to cover jazz, rock, music history and artist management.

Former Lighthouse founder Paul Hofert is set to handle rock sessions which will include information on recording techniques, song writing and problems of everything from booking agents to electronic equipment maintenance.

Fred Stone, also of Lighthouse, will head up a jazz program which includes instrumental instruction, improvisation and composition as well as jazz history and culture.

Sylvia Tyson, a solo artist (and one-half

Music Shoppe International: 'See Canada From The Inside' Scribner Discusses The Pleasures, Pitfalls Of Touring North Of The Border

By David Farrell

TORONTO — "American acts would be far better off signing with Canadian agencies because we know the pitfalls of traveling, we have an intimate knowledge of each province and we know the clubs and concert halls better than anyone in the U.S."

This is the opinion of Ron Scribner, president of Music Shoppe International, Canada's largest progressive talent booking agency. Over a span of three years, Scribner and his agency staff have come up from the ground floor to a \$4-million a year business anchored in the wealthy touring market of Ontario and rapidly expanding into Quebec and western Canada.

Imports Figure Big

Scribner figures that approximately twenty-five percent of his income is derived from imported groups and is confident that "more and more U.S. and international acts are going to be looking toward signing exclusive Canadian agency deals in the future."

Until recently, many foreign acts were signing in the U.S. for North American representation but in many cases the policy backfired when they reached Canadian soil.

"This is an enormous country," Scribner says. "Travel expenses alone can eat up all of your profits. We have an intimate knowledge of the country, we know which hotels offer what and at what price."

In terms of Canadian acts playing in the U.S., Scribner has established a strong rapport with agencies in the Detroit and New York areas and uses them for the same reason he expects U.S. acts to use Canadian agencies when playing here.

"There are imbalances," Scribner notes, however. A Canadian act playing south of the border is expected to pay a 30 percent entertainment tax from his gross earnings, "and that can murder a group financially," he says.

Border Crossings

Foreign acts in Canada have little trouble crossing the border to work here and pay, on a sliding scale, a maximum of 15 percent from their net earnings.

"The 30 percent levied on our acts in the U.S. is just too steep — what it really amounts to is restraint of trade," he says. Groups can apply for a rebate on expenses at the end of the year, but for a small act the money to survive on down there is just too small to make it worthwhile. What it means is, you're left with 'x'

amount from which to deduct travel expenses, lodging, personal expenses, and then there are rental expenses on equipment and an apartment back home which also has to be paid for."

Beyond the border problems, Scribner's agency has been following a road of unprecedented gains. One of the first things he did on taking over Music Shoppe three years ago was to systematize operations, becoming one of the first Canadian agencies to do so.

Americanized

"I think our operations are becoming very Americanized. We were the first, to my knowledge, to set up categories for booking talent with a separate staff specializing in these areas. For instance, we have a club department staffed by three persons; a one-night department which handles colleges and secondary schools, with a staff of four; and recently we opened a lounge department, handled by Robbie Lane. In the U.S. there is quite often a TV department as well, which strictly handles placement of talent on TV programs. We haven't expanded to that point as yet but I'm looking into it."

What sort of prices can a foreign manager expect to earn in Canada? Scribner bases his figures on his own bookings as follows.

On a rock band without a known name and no record affiliation, up to \$2,000 per week. With exposure, an act of this nature can go as high as \$4,000, lodgings included. With a recording contract, working club dates, the price can go as high as \$7,500.

At the disco level, an unknown act can get as high as \$2-3,000. With a name and a record, the price can go as high as \$10,000 for a six-date club booking.

At the show level, an unknown act can earn up to \$4,000 for six dates in a club. The price can go as high as \$8,000 in a club if the act has a record and/or has some nostalgia in its show.

Buoyant Market

While the recession was felt more deeply in the U.S. than Canada, many acts in Canada strive to attain recognition. Scribner sees this excess of talent as a good sign.

"The recession hit here, to be sure, but what it meant was that talent buyers fought harder to get available dollars which meant bigger buying habits in many cases. It is hard on the small group but it means they have to work harder. With the situation the way it is right now, only the strong survive."

"Packages have become popular in the U.S. of late and I think we're going to see more of them right now. Acts working with me that could work in Canada successfully as part of a package are The Ian Thomas Band coupled with Rush, or Moxie with Rush.

"Rush is a great example of how a hard-working act attains success. Two years ago they opened for another act at Massey Hall here. One year later they headlined the same hall and they return in June for two more nights as headliners."

"I think this will happen more and more across the country. Acts such as Heart, Hammersmith and Deja Vu will be doing their own shows, hopefully carrying a lesser known Canadian act with them, and then the star system that we have all been striving for will really show itself."