

If you ask Dave Temple, the key to success is measuring up your victories and defeats, and then learning from them. As a successful owner, and former owner, of not only one but two musical instrument retail stores, not to mention a professional recording studio, it's clear he's been doing something right.

Born and raised in Calgary, AB, Temple has been a force in music retail since his humble beginnings working on the sales team at Lillo's Music in Calgary.

"From the first time I sold something, I knew this was my calling. I really love helping people and getting people involved with music is fun," he says before revealing that his initial involvement with music retail was a fluke. But to fully understand his progression, let's rewind to the early '80s.

After finishing high school, Temple enrolled at SAIT Polytechnic: Southern Alberta Institute of Technology for a two-year business administration program. In the words of Kanye West, he didn't graduate; he decided he was finished. After six months of the program, he "realized that doing business and being an entrepreneur is about finding and learning a lot on your own. The biggest lessons you learn are your life lessons – what you succeed at and you fail at," he notes.

His passion for music was far too strong to be cooped up in a classroom so he decided he would rather try his hand at being a full-time musician. "I tried to do a heavy rock/heavy metal type of thing," he states, adding, "I met a couple other guys who had the same vision and it [ended up being] a band called Touchdown." Touchdown would go on to release two records. Having trouble finding a market in North America, the band scored a record deal with a company in Europe. "Nobody knew about us around here, but we were selling records and had a few songs on the radio in Europe," the former rocker explains.

Now where does music retail fall into the equation? Temple was putting

together a cover band with a friend when the opportunity at Lillo's Music came about. At that time, music retail was a different industry than it is today. "Customers were really dependent on sales people for knowledge and trusting them on getting the right product. It was fun because you had to research and track down items; there was no Internet,"

he details. After the stint at Lillo's, the now-focused former rock star moved on to a position at a company called Mainly Music. It was there that Temple soaked up a lot of his entrepreneurial substance. Assisting with Mainly Music's operation in Toronto gave the growing entrepreneur the chops to partner up with a co-worker to open Guitarworks.

At Guitarworks, Temple expanded his vision to include more than just guitars. "We wanted to be more of a family type thing, where we encouraged young players to get into music more," reveals Temple. Leaving Guitarworks behind, Temple and his partners created Music Centre Canada. Temple saw a niche for a family oriented music store that just wasn't being served at the time. "There was definitely a place in the market for a retail store that catered to hobbyists and people that wanted to get great service that didn't necessarily know everything about music but wanted to get an education," he explains.

Now, one would think starting and operating not one, but two successful music retail brands would be enough to satisfy the hunger of an entrepreneur. That's where Dave Temple differs.

He and his partners had the idea of opening a recording studio to expand MCC Calgary's offerings and better cater to its customer base. "It was funny; right from the beginning,



the recording studio had a lot of interest from other guys in the area – even a lot of pros, like right out of the gate," Temple shares. Shortly after officially opening, the studio was catering to major clients like The Road Hammers and George Canyon.

Still, there was a point where the studio couldn't support itself. It was at that point that Temple left the retail store to focus on making the studio a successful business in its own right. "It just seemed to naturally grow," Temple states, adding, "We're completely operational and we are full of bookings for the next four months." The studio has come a long way since its conception, taking home the 2013 Canadian Country Music Association Award for Recording Studio of the Year and its lead engineer, Johnny Gasparic, winning the Western Canadian Music Association's 2013 Engineer of the Year Award to boot.

When he's not toiling away in the studio, Temple likes to spend time with his wife Deedri-Ann, his two boys, and his rescue puppy Roxie.

"Whatever I do, I like to see success. Not just my success, but success for a team of people that can work together," explains Temple. "[Putting together] this great team of guys, we've been together now for three and a half years. We all work together and we look forward to every single session."

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