

Q: Let's get back to your re-organization.

A: After bringing in the new people, I geared and tooled up our catalogue for movie and TV, meaning we had to cover those areas with our copyrights. I also serviced most of the advertising agencies.

Q: Weren't they doing that before?

A: What they did here before was put together anthologies that were actually made up for sale, but they hadn't been properly serviced. They sent them to A&R guys, a few advertisers, and no movie or TV people.

While in London I discovered the Motown people there had put together a nine album package that consisted of 150 Motown hits...out of those, 128 were Jobete's. I ordered 200 packages to be sent to the U.S., 100 LP's and 100 cassettes, and immediately serviced movie, TV and advertisers. I like to believe that this had something to do with the surge of Jobete songs in commercials and the increase in sync fees.

Q: I also understand that you brought down your price structure for copyright use?

A: I felt that they were overpriced here a little and that it was foolish to lose a plug on TV for a couple hundred dollars when the performances could bring in \$1,000 or \$2,000. We also have a very strong advantage here that other publishers don't. When we license a song to a picture company or TV, we can guarantee the master as well.

Q: Okay, now that you have your organization in place, what are your future plans?

A: Any catalogue, even one as full of hits as ours, eventually loses earning power if it is not regenerated through the addition of quality new material. This renewal, through improved writer and artist identification and development in addition to acquisitions of existing catalogues will help build a base for future catalogue growth. Our 1987 objectives include the addition of at least four or five writers to the catalogue and the completion of at least four publishing deals with new artists and groups.



Los Angeles

LESTER SILL - President

Assistant: Kim Cashman



Lester began his music business career selling records. In 1951 he began promoting tours for such artists as Lionel Hampton and the Dominos. A year later, along with Jerry Leiber and Mike Stoller and two other partners, he helped establish Quintet Music. That, in turn, led to the formation of Spark Records and immediate hits, including a group Lester helped put together called The Coasters.

When Leiber and Stoller decided to move to New York, Lester stayed in L.A. and formed a new association with Lee Hazelwood called Gregmark Music. It was through that company the career of Duane Eddy was launched.

Sill next met and began working with Phil Spector. Together they developed Phillis Records and the legendary "Phil Spector Sound" typified by such acts as The Ronettes and The Crystals. When Spector decided to move East, Lester accepted a "temporary" position with Screen-Gems-Colgems Music. That "temporary" position lasted 21 years, 14 of which Sill served as the company's president.

At Screen-Gems-Colgems-EMI Music (acquired by EMI in 1976), Lester helped create such groups as The Monkees and The Partridge Family and worked with such writers as Carole King, David Gates, Cynthia Weil, Barry Mann, Jerry Goffin, Neil Sedaka, Howie Greenfield, Boyce & Hart, and Jack Keller, to name only a few.

As of April 1, 1985, Lester Sill became president of Jobete Music, Inc.

VINCE PERRONE - Vice President - Business Affairs



Vince Perrone, Vice President of Business Affairs for both Jobete Music and Motown Record Corporation, is an alumnus of Mitchell, Silverberg & Knupp. Prior to his stint at Mitchell, Vince was Vice President and General Counsel for Screen-Gems EMI Music, Inc. He has also served as Associate General Counsel for United Artists Music. Vince and Lester Sill have worked together for more than ten years beginning with the Screen-Gems EMI experience.

FRANK BANYAI - Vice President, Administration & International Operations



Frank was born in Europe and grew up in Canada. He first entered the music business booking local bands at a Toronto club. He moved to California in 1966 and was a freelance writer for several publications including the Los Angeles Herald-Examiner, the Hullabaloo, What's Happening and World Countdown teen magazines. Frank also wrote a weekly column for RPM Music Weekly, a Canadian music trade publication.

Banyai joined United Artists Records in 1970 in the financial/royalty area. He transferred to United Artists Music in 1974 and stayed until 1984 when the company was sold to CBS Songs and moved to New York. While at United Artists Music, he headed up the Royalty Department, Copyright Department and was promoted to be Executive Assistant to President in 1978.

In 1980 Frank was promoted again to Vice President of the International Division, which included ten subsidiaries. After the sale of United Artists Music, he became a consultant to several companies including Jobete Music, Warner Bros., Inc. (Film Division) and United Artists Corporation (Film Division).

On October 1, 1985, Frank joined the new Jobete team as Vice President, Administration and International Operations.

BRENDAN OKRENT - Professional Manager



Brendan Okrent came to Jobete Music Co., Inc. in late 1986 as the company's general Professional Manager after running her own company, B Major Music, for a number of years. She began working in the industry after graduating from the Ohio State University School of Journalism. Brendan moved to Los Angeles and worked in the Publicity and Artist Relations departments of Blue Thumb Records (before its absorption into ABC Records). After Blue Thumb, she became an account executive for Norman Winter & Associates Public Relations. Among the company's many clients

were several major music publishing firms. It was while on the job as a publicist that Brendan "discovered" music publishing. She made the transition and went to work as a professional manager for the Special Music Group (with writers Karla Bonoff, Andrew Gold, Geoff Leib, Chris Montan and Lauren Wood) for four years. Later, Brendan started B Major Music, which represented smaller music publishing catalogs, individual songwriters and songs. Among B Major's covers were those by Sheena Easton, Philip Bailey, Randy Crawford, The Staple Singers and Bonnie Raitt.

RODNEY C. B. GORDY - Professional Manager



Rodney was born into music. He is the son of Robert L. Gordy, Sr., Vice Chairman of Jobete Music Co., Inc., nephew of Berry Gordy, Jr., Chairman of the Board of Motown Industries, cousin of Rockwell, etc. Upon graduation from the University of Michigan with a degree in Business Administration, Rodney drove to Los Angeles to contribute to the Motown dynasty. Beginning as a copyright assistant, Rodney has been a professional manager for the last five years. During that time he has been involved in the signing of, among others, Jimmy Felber of the Motown group Jakata,

Al "Shakey Ground" Boyd, and K. A. Parker. Rodney is on the Steering Committee of the Music Publishers Forum and the California Copyright Conference and the Advisory Board of the National Academy of Songwriters. Rodney's most recent recordings were "Sweet Love" and "Same Ole Love" by Anita Baker, "Nail It To The Wall" by Stacy Lattisaw and "Sweet Somebody" by Donna Allen.

NEW YORK

HOLLY GREENE - Director of East Coast Operations

Assistant: Felice Pilchik



Holly began her career in the music industry at Screen Gems/ Colgems-EMI Publishing in 1978 as a receptionist. Within six months she was elevated to a position as East Coast Professional Manager and was responsible for the exploitation of material from their vast roster of songwriters and recording artists. She brought several writers to the company who still remain on staff.

She then went on to work for the Peer-Southern Organization in 1982, representing both the production company (Peter "Major Tom" Shilling, Taco "Putting on the Ritz") and publishing company where she signed Marc Blatte and Larry Gottlieb of "Hands Across America" fame and placed "Walk Like An Egyptian" with the Bangles.

When approached to work for the Jobete and Stone Diamond music companies, it was difficult to resist the opportunity to work with and make acquisitions for such a prestigious catalog and to once again work with Lester Sill. In May 1985 she was appointed to Director of East Coast Professional Activities and recently promoted to Director of East Coast Operations.

JAMIE PROBBER - Professional Manager



Jamie was born and reared in New York City and attended Hampshire College, where he majored in music and the music business. After graduating in 1982, he worked as a freelance engineer, producer and musician in the tri-state area. This work led to a job with CBS Song's as a recording engineer working with a variety of artists and writers such as Andre Cymone, The Vels, Michael Bolton and Doug James to name a few. He was promoted to a full time job as Creative Coordinator.

Jamie joined Jobete in September of '86 as East Coast Professional Manager. He is responsible for working with songwriters and the acquisition and marketing of Jobete's vast music catalog to artists, managers, producers and the A&R community.

NASHVILLE

ROGER GORDON - Vice President, Nashville Operations Assistant: Pat Payne



Gordon's career began in 1964 when he started with Colpix Records, the ten record arm of Columbia Pictures, as a promotion man on the West Coast. It was then he originally met Lester Sill. After moving to London Records for a few years as West Coast Regional Manager, Gordon decided to make a move. In 1967 Gordon started his publishing career with Screen Gems as professional manager.

He spent ten years with Screen Gems and as professional manager was responsible for many Top Ten records. In His early days with artists like The Byrds, Jose Feliciano, Bobby Sherman to Mama Cass and The Electric Prunes to artists in his later years with the company like Dolly Parton and George Benson.

Gordon moved up to V.P. of Professional Activities before leaving Screen Gems in 1977 to take over as V.P.G.M. of Chappell Music's West Coast Division.

Gordon was responsible for overseeing all aspects of the office and once again had the opportunity to work with some of the greats, bands like The Police, Pink Floyd and great writers like Marvin Hamlich, Carole Bayer Sager, Burt Bacharach, Randy Goodrum, Charlie Black, Rory Bourke, and many more.

After some years, he felt consumed with the administrative and managerial end of the business, and once again longed to return to the song oriented aspect of the publishing industry. Nashville seemed like the answer. The timing was perfect; Sill heard of Gordon's intended move to Nashville at about the same time he decided to open a Jobete office on Music Row. The two shook hands over the phone, and Gordon was once again working for Sill as V.P. of Nashville Operations.

SUSAN BURNS - Professional Manager



Susan is a native Nashvillian. She graduated from college with a degree in literature and the arts.

Her involvement in the music business began promptly after her graduation with Quadrafonic Sound Studio/Danor Music as Studio Coordinator. She worked with such acts as Joe Walsh, Joan Baez, Dan Fogelberg, Buffy St. Marie, Jimmy Buffet, and Neil Young, and with such writers as Troy Seals and Will Jennings.

Her next endeavor was to work for Screen Gems Publishing Company when they opened an office in Nashville, working with writers Mac Davis, Don Goodman and Mark James.

In 1976, Susan joined CBS Records as Promotion Coordinator, and she became an A&R Manager in 1980, working with such acts as Exile, Merle Haggard, George Jones, Tammy Wynette, Rosanne Cash, Ronnie McDowell, B.J. Thomas, Ricky Skaggs, Steve Earle, Mickey Gilley, Charley McClain, Johnny Rodriguez and Chet Atkins.

Currently, Susan is Professional Manager of Jobete Music's Nashville office, joining the staff upon opening the office in the Summer of 1985.

STAFF WRITERS

LOS ANGELES

Bunny De Barge
Eldra De Barge
Chico De Barge
Steve Diamond
Jim Felber
Michael Lovesmith
Curtis Nolen
Michael Price
Smokey Robinson
Alan Roy Scott
Stevie Wonder

NASHVILLE

Dwayne Blackwell
Greg Guidry
Earl Bud Lee
Charles William Quillen
David Wills

NEW YORK

Anne Godwin
Donald Robinson
Arnie Roman

