# WHO'S WHO AT MANHATTAN RECORDS



In September of 1984 the EMI music organization announced the formation of Manhattan Records with Bruce Lundvall as its president. Commenting on the establishment of Manhattan, Bhaskar Menon, chairman and chief executive of EMI worldwide and of Capitol Industries, said: "If one takes a global view of the music business, it is essential to maintain a strong presence in each of the major creative centers. The establishment of Manhattan Records enhances our ability to attract artists, particularly from the wealth of black music and rock 'n' roll talent on the East Coast."

In accepting his new position Bruce Lundvall commented: "Manhattan Records will pursue artists in the broadest spectrum of rock, pop, and black music.....Furthermore, we will work closely with our artists to develop their total worldwide and multi-media success. No longer are we just in the record business; we are in the entertainment business."

In addition to its charter to become a major black music and rock 'n' roll label, formation of Manhattan Records also encompassed the re-establishment of the Blue Note jazz label. On a selective basis, masters from the Blue Note vaults will be re-released using state-of-the-art technology, while at the same time, both new and established jazz artists are signed to the label.



## BRUCE LUNDVALL - President

A musician during his teens and twenties, Bruce Lundvall has become one of the music industry's most esteemed executives. Originally from Glen Rock, New Jersey and holder of a B.A. in Commerce and Finance from Bucknell University, Lundvall began his music industry career promoting concerts while a Bucknell student during the latter 1950s.

In 1960, Lundvall joined CBS Records in New York as a trainee in the merchandising department. By 1969, he was the label's vice president of marketing. In 1974, Lundvall was named CBS Records' vice president and general

manager. Two years later he was appointed president of the label, a post he held through mid-1981. During his years at CBS' helm the label enjoyed its greatest period of sales, profit and market share.

Lundvall joined Elektra/Asylum Records in 1981 as a senior vice-president, and the Los Angeles-based label's senior executive in New York. Additionally, he founded and was president of Elektra/Musician Records, the acclaimed jazz-oriented label owned and distributed by E/A. Lundvall is on the RIAA Board of Directors and is a director of the T.J. Martell Foundation. Among his many awards and honors are three Grammy nominations and a special NARAS tribute.



# <u>STEPHEN\_REED</u> - Senior V.P., Marketing & Administration

Stephen has most recently been president of his own consulting firm, S.D.R. Associates, serving the entertainment industry. In that capacity he authored a highly influential analysis of the pre-recorded home entertainemnt industry for F. Eberstadt & Co., the Wall Street investment firm. Stephen had previously been Vice President of the CBS Records Group. During his seven years at CBS he also served as Executive Assistant to the President, CBS Records Division, and as Director of Business Development and Stragegic Planning.

Stephen holds a B.A. from Georgetown University and an M.B.A. from Stanford University.



BRUCE GARFIELD - V.P. of A&R, Contemporary Music After attending UCLA, Bruce began his career in 1968, when he joined a rock'n' roll merchandising company, The Visual Thing. His first music business post was at Chisa Records in 1970, followed by a stint as Director of Artist Development at Blue Thumb Records. Garfield then moved to Far Out Production before joining Capitol Records in 1976 as Director of Talent Acquisition. In 1982 he was promoted to V.P. of East Coast A&R for the label, where he remained until his recent move to Manhattan Records.

## <u>GERRY\_GRIFFITH</u> - V.P. of A&R, Black Music

Gerry's recording industry career began in 1970 at Columbia Records in the Chicago sales branch. During his tenure at CBS he held the West Coast positions of Regional Promotion Manager, Director of Product Management, and Director of A&R. In 1979 he joined Motown Records as Executive Director of their Creative Division. From there he moved to Arista Records as Director of A&R, East Coast before joining Manhattan.





12

# WHO'S WHO AT MANHATTAN RECORDS



BRUCE THERIOT - V.P. of Business Affairs and A&R Administration

After receiving his B.A. degree, magna cum\*laude, in music and social science from Western Connecticut State University, Bruce earned his Doctorate of Jurisprudence at Vanderbilt University's School of Law. Meanwhile, he worked as Crystal Gayle's road manager and clerked for the Nashville firm of Neal & Harwell. He then worked as an attorney in Los Angeles for the law firm of Sheppard, Mullin, Rickter & Hampton and then the firm of Mason & Sloane. Bruce Artist Contract Section. He was promoted to Senior Attorney and Director of the Artist Contract

Section of Capitol's Law Department before joining Manhattan Records in October 1984.



# STAN SNYDER - V.P. of Sales & Merchanding

Stan began in the music industry as a sales trainee with CBS Records in 1964. He stayed with CBS to work in such positions as Branch Manager in San Francisco, Branch Manager in New York, V.P. of Sales and Distribution and V.P. of National Accouts Marketing. He remained at CBS until 1977 when he co-founded Cleveland Int'l. Records. He next founded the Marathon Music Company, a sales and marketing concern, before joining Manhattan.

## JAYNE LIPMAN - Director, Finance and A&R Administration

Jayne received her B.A. in 1978 from Cornell University, where she was also the Music Director for WVBR-FM. In 1983 she earned an M.B.A. in Finance/Marketing from Columbia before joining Atlantic/Atco in National Album Promotion for the next 3 years. She next moved to the CBS Broadcast Group's new business ventures division as a Senior Analyst before coming to Manhattan Records.

# SARI BECKER - National Director, Press & Publicity

Sari began her music business career in Artist Relations at Polydor Records in 1974. She next worked for the Robert Stigwood Organization and was a consultant for Casablanca Records. From there Sari headed the music department at the New York office of Solters, Roskin & Friendman Public Relations before spending the next three years as East Coast Director of Publicity and Artist Development for Elektra/Asylum Records.

# <u>GEOFF BYWATER</u> - Director of West Coast Operations

Bywater originally spent two years as the Director of Youth Activites for the City of Novato, California before joining Capitol-EMI in 1978 as a Customer Service Representative in San Francisco. He was promoted to Sales Manager for the next three years and then Int'l. Marketing Manager of EMI records, U.K. There he was responsible for developing EMI U.K.'s artists in North America. He held that position for two years before joining Manhattan Records.



# GORDON ANDERSON - V.P. of Promotion

Anderson began his career in 1967 as Program Director and On-Air Personality for WLS-FM in Chicago. He next worked at CBS Records in Chicago on local and regional promotion until 1975 when he became Director of National Sales for CBS. From 1977-81 Gordon worked as V.P. of Promotion for the CBS Associated labels. In recent years he has worked as President of Pinstripe Enterprises, a consulting firm for marketing and promotion. He has also been Executive V.P. of Canadian Music Television of Montral, Canada, and a principal in Group Five Films Int'l. of N.Y.C.



#### VARNEL JOHNSON - V.P., Black Music Marketing

Varnel began his career in sales and promotion for A&L Distributing and then became National Promotion Director for Philly Groove Records. In 1976 he joined U.A. as East Coast Regional Promotion Director and then General Manager, R&B Division, for EMI-America/U.A. Records. From 1980-81 Johnson was Capitol Record's General Manager, Black Music A&R and was promoted to Divisional V.P., Black Music A&R for Capitol before joining Manhattan Records this year.

# MANHATTAN RECORDS RECENT SIGNINGS

#### BLUE NOTE RECENT SIGNINGS

Stanley Jordan Stanley Turrentine George Russell



1370 Avenue of Americas New York, NY 10019 (212)757-7470

