

CALENDAR

A weekly listing of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

APRIL

April 12-14, National Assn. of Black-Owned Broadcasters Broadcast Management Conference, location to be announced, Las Vegas. Ava Sanders, 202-463-8970.

April 15-18, National Assn. of Broadcasters Annual Convention, Las Vegas Convention Center, Las Vegas. 202-429-5300.

April 16, Fifth Annual Pepsi Boston Music Awards, Wang Center for the Performing Arts, Boston. Candace Avery, 617-338-3144.

April 17-18, Second Albany New Music Expo, various locations, Albany, N.Y. Scott Goodman, 518-427-9058.

April 17-20, Retail Sheet Music Dealers Assn. 16th Annual Conference, Flamingo Hilton, Las Vegas. 214-233-9107.

April 19-21, Southern Regional Conference of College Broadcasters, Georgia State Univ., Atlanta. 401-863-2225.

April 21, New York Music Conference, sponsored by Platinum Music Network, Omni Park Central Hotel, New York. 201-222-6842.

April 24, Academy of Country Music Awards, Universal Amphitheatre, Los Angeles 213-462-2351.

April 24, International Radio & Television Society Gold Medal Award Dinner, Waldorf-Astoria, New York. 212-867-6650.

April 24-27, Third Annual International New Age Music Conference, Bay View Plaza Holiday Inn, Santa Monica, Calif. 213-935-7774.

April 25-28, Impact Super Summit Conference V, Bally's Park Place, Atlantic City, N.J. 215-646-8001.

April 27, T.J. Martell Foundation Dinner, honoring Charles Koppelman, New York Hilton, New York. Muriel Max, 212-245-1818.

April 28-29, VSDA Regional Expo, Oregon Convention Center, Portland, Ore. Dana Kornbluth, 609-596-8500.

April 30, Songwriters Guild of America 60th Anniversary Celebration and Annual West Coast Membership Meeting, Century Plaza Ballroom, Los Angeles. B. Aaron Meza, 213-462-1108.

MAY

May 2-5, Ninth Annual Sunfest Music Festival, various locations, West Palm Beach, Fla. 407-659-5980.

May 4, 10th International Reggae Music Awards, Holiday Inn Rose Hall, Montego Bay, Jamaica. 312-427-0266.

May 7-9, ITA Convention, Sheraton Harbor Island Hotel, San Diego. 212-643-0620.

May 9-12, MidCoast Music '91, Marquette, Minneapolis. Susan Evans, 612-375-1015.

May 11-12, Sixth Annual Baltimore/Washington/Virginia Music Business Forum, Washington Marriott Hotel, Washington, D.C. 301-604-2330.

May 13, 1991 Beacons In Jazz Awards, The New School Auditorium, New York. 212-741-8058.

May 15-19, 19th Annual NAIRD Convention, Sheraton Universal, Los Angeles. 609-547-3331.

May 18-22, National Assn. of Video Distributors Convention, Saddle Brook Resort, Tampa, Fla. Mark Engle, 202-452-8100.

May 28-29, 1991 Billboard International Latin Music Conference, the Hyatt, Miami. Melissa Subbatch, 212-536-5018.

FOR THE RECORD

Columbia Records associate director of dance music promotion Michael Becker is based in Los Angeles. His location was stated incorrectly in the April 13 Executive Turntable.

EXECUTIVE TURNTABLE

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were, respectively, product manager for PolyGram, director of marketing at EMI, arts and entertainment editor for the New York Carib News, director of urban product development for PolyGram Group Distribution, and national pop retail manager of Island.

Carol Wright is named director of artist marketing for BMG Canada in Toronto. She was director of marketing and promotion at Island.

Steve Vining is appointed director of marketing, worldwide, for the RCA Victor label of BMG Classics in New York. He was VP of Intersound Inc.

Stu Ginsburg is named director of media for Ear Candy Records in New



WRIGHT



VINING



GINSBURG



SILL

York. He was VP of public relations for Showtime Networks Inc.

**PUBLISHING.** Lonnie Sill is appointed senior director of writer/publisher relations, Los Angeles, for BMI in Los Angeles. He was head of the music division for film and television at Paramount.

**RELATED FIELDS.** Lisa Schraml is named director of marketing and sales for JVC Disc America Co. in New York. She was previously manager of marketing and sales.

B&T'S AUDIO SERVICE TARGETS VID STORES

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tem. This is done on any standard touch-tone telephone. Lewis walked AVA attendees through the process.

On a 24-hour basis, store personnel can dial "Victor," the artificial computer voice with a Swedish accent. Special codes alert Victor to store name, location, and name of store employees.

At each stage in the ordering process, Victor repeats the instructions in the familiar monotone heard on so many automatic telephone switchboards these days.

Demonstrating the system with Victor's voice on a squawk box so the audience could hear the computerized voice make its robotic responses, Lewis said the process could be entertaining. "We are looking into having order stations around the store and Victor's voice audible to the consumer for our special-order 'Video Finder' service."

LETTERS TO THE EDITOR

(Continued from page 11)

Forever," Jeanette McDonald's "Indian Love Call," and Barry Sadler's "The Ballad Of The Green Beret." However, as noted by Ross, the internationalization of the entertainment industry and, particularly, of music should not provoke "cultural or economic backlash," but rather a continuation of the role the American music industry has played to date in cross-cultural contributions.

M. William Krasilovsky  
Feinman & Krasilovsky  
New York

NO INPUT

Billboard reported that WEA president Henry Droz publicly committed his company to replace the standard CD jewel-box package with the new Eco-Pak—without any input from consumers! Industry executives, especially packaging companies, may all get behind it; but U.S. consumers have consistently, overwhelmingly indicated great enthusi-

Video Finder evolved from Talk Video and is a service for sell-through video. With this service, a catalog is offered that consumers can view and make selections from—prices are all at list. Lewis said a similar service for audio is in the works.

As for Video Talk, the store-employee ordering system, even complex transactions are possible, such as sorting out the price on quantity deals. "Victor will explain that an item is \$7.99 cost except in quantities more than 20, then it drops to \$7.50," said Lewis.

Harkins said one glitch still being worked out is that unlike video, where the title is all important, "in audio the names of the performers are so vital." But incorporating the additional information means more punches on the touch tone for callers and more memory capacity for Victor.

asm for the jewel box.

The usually savvy president of Tower Records, Russ Solomon, seriously misjudges his customers if he thinks they will accept a non-jewel-box package without a fight. Besides, the jewel box is a justly appreciated worldwide standard outside the U.S. Won't someone in the industry with less arrogance than Droz do the obvious market research before we have another Coca-Cola fiasco?

David Greene  
Reissue Issues  
Palo Alto, Calif.

Articles and letters appearing on the Commentary page serve as a forum for the expression of views of general interest. Contributions should be submitted to Ken Terry, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036.

LIFELINES

BIRTHS

Boy, Robin Scott, to Marnie Jones, Feb. 25 in Deephaven, Minn. She is a harpist and recording artist.

MARRIAGES

William Guy Osment to Angela Anthony, April 6 in Smithville, Mo. He is a buyer at the Music Exchange in Kansas City, Mo.

DEATHS

Stuart D. Goldberg, 39, of cancer, April 2 in New York. Most recently VP of the audio-tech division of Westwood One, Goldberg had a long and distinguished career in radio. At the age of 22, he became GM of WIQB-FM Ann Arbor, Mich. He later worked in sales and promotion positions at WXYZ and WDEE, both in Detroit, and at WRKS New York. He also worked for Torbet Radio in both New York and Los Angeles. He is survived by his parents, Ivan and Bobbie, and his sisters, Joan and Lynda. In lieu of flowers, contributions can be sent to NYU Medical Center, in memory of Stuart D. Goldberg, 560 First Ave., New York, N.Y. 10016, to the attention of the Development Center.

Henry Glover, 69, of a heart attack, April 7 in New York. Glover was a producer, songwriter, and jazz musician. During his four-decade career, he produced a wide array of top 10 R&B and pop hits. He started out as

trumpeter and arranger for Buddy Johnson's band, and later joined the Willie Bryant and Tiny Bradshaw bands. Next, he became a songwriter, arranger, and producer for King Records; his song "I Love You, Yes I Do" was a hit for Lucky Millinder. He also produced hits by Hank Ballard, Bill Doggett, Ivory Joe Hunter, Wynonie Harris, and James Brown, and country artists Grandpa Jones, the Delmore Brothers, the Cowboy Copas, Hawkshaw Hawkins, and Moon Millican. At Roulette Records, Glover produced jazz artist Sonny Stitt and pop artists the Essex, the Cleftones, Joe Jones, and Dinah Washington.

Glover signed the group the Band and was noted for his work on their albums. He also worked on the soundtrack to the film "The Last Waltz" and the album "Muddy Waters At Woodstock," which won a Grammy award. He received a "million plays" award for "Honky Tonkin," which he co-wrote. He has served on the executive committee of the Recording Industry Assn. of America, and on Oct. 31 he will be inducted into the Jazz Music Hall of Fame in Birmingham, Ala. He is survived by his wife, Doris, and two daughters, Leslie and Ware.

Send information to Lifelines, Billboard, 1515 Broadway, New York, N.Y. 10036 within eight weeks of the event.

RADIO VENTURE

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into this [new] company."

Radio industry brokers and analysts are cheered by the news of the partnership. "I think it's very healthy," says Robert Mahlman Jr. of the radio-station brokerage The Mahlman Co. "IF KKR's excited about radio, it says to others: 'Let's wake up.'"

"I think they're going to go after top 30, top 40 markets—cash-flowing stations," adds Mahlman. "They'll be looking for the best deals they can find."

Joseph Arsenio, securities analyst with Hambrecht & Quist, says, "It's a good sign. KKR getting into this business is reflective of the fact that they feel this segment of the market

has bottomed out."

"The media business was overleveraged and overhyped," adds Arsenio. "KKR understands the politics of leverage. They're getting into this industry, which is already overleveraged, because they can see some ways out."

McCord will be chief executive officer of the new company, which will be headquartered in New York. He plans to hire a chief operating officer and a chief financial officer in the next few weeks.

KKR was involved in some of the biggest leveraged buyouts of the '80s, including the largest in history, the \$25 billion RJR Nabisco deal.

DON JEFFREY and PHYLLIS STARK

ROUGH TRADE REPORTS PACKAGE, PIECEMEAL BIDS

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bels just who is interested in what by Wednesday; to that end, a meeting will be called, details will be announced, and a course of action will be discussed and voted on.

Murrell is emphatic that Wednesday's deadline is an arbitrary and self-imposed one and does not indicate that Rough Trade will be insolvent by that point. "There is no imminent danger of any company in the Rough Trade group collapsing for weeks and weeks and weeks," he says. "We have the group in a situation where it can survive. If the worst does come to the worst with distribution, we are in a position now where it will not take all the labels with it."

He adds that distributed labels have been paid 22% of what they

were owed up to Jan. 1 and will decide on the best course for achieving the remaining 78% at their next meeting. In the meantime, their accounts are being settled promptly, Murrell says. "We are settling faster than any other distributor in the country," he says. "What other company settled for February's business by April 4?"

But Rough Trade has had to take a number of steps to ensure its trading stability in advance of the labels' meeting. Ten staffers—two-thirds of the total—have been laid off at the record company, while the distribution arm is set to move to less expensive premises. The new offices and warehousing will still be in north London.