EXECUTIVE TURNTABLE (Continued from page 6)

were, respectively, product manager for PolyGram, director of marketing at EMI, arts and entertainment editor for the New York Carlin News, director of the development for PolyGram Group Distribution, and national pop retailer 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 Vinger is appointed director of marketing, worldwide, for the RCA Victor label of BMG Classics in New York. He was VP of public relations for Showtime Networks Inc.

PUBLICATIONS. Lonnie Sill is appointed senior editor of writer/publisher relations, Los Angeles, for BMI in Los Angeles. She was previously manager of marketing and sales.

B&TT's AUDIO SERVICE TARGETS VID STORES (Continued from page 6)

Video Finder evolved from Talk Video and is a service for self- 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- tual transactions are possible, such as sorting out the price on quantity deals. "Victor will explain that an item is $7.99 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 punch in the touch tone for callers and more memory capacity for Vic- tor.

LETTERS TO THE EDITOR (Continued from page 11)

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

M. William Kraskovsky
Foreman & Co.
New York

ON NO INPUT

Billboard reported that WEA presi- dent Henry Droz publicly committed his company to replace the stan- dard CD jewel box with the new Eco-Pak—without any input from consumers! Industry execu- tives, especially packaging compa- nies, may all get behind it, but U.S. consumers have consistently, over- whelmingly indicated great enthusi- asm for the jewel box.

The usually savvy president of Tower Records, Russ Solomon, seri- ously misjudges his customers if he thinks they will accept a non-jewel- box package without a fight. Bes- sides, the jewel box is a justly ap- preciated worldwide standard out- side the U.S. Won't someone in the industry with less arrogance than Droz do the obvious market re- search before we have another Coca-Cola Easiest.

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.

ROUGH TRADE REPORTS PACKAGE, PIECEMATERIAL BIDS (Continued from page 8)

belts just who is interested in what by Wednesday; to that end, a meeting called "Label Call" will be an- nounced, and a course of action will be discussed and voted on.

Murrell says that Wednesday's deadline is an arbitrary and self-imposed one and does not indi- cate that Rough Trade will be insol- vent by that point. "There is no im- mediate danger of any company in the Rough Trade group collapsing for weeks and weeks and weeks," he assures. "We have the two conditions in the industry where it can survive. If the worst comes to the worst with distribu- tion, 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 de- cide on the best course for achieving the remaining 78% at their next meet- ing. In the meantime, their accounts are being settled promptly, Murrell says. "We are settling faster than any distributor in the business, which of course is the only way we could be doing it. And our inputs—95% of the total—have been laid off at the record company, while the distribution arm is set to move to less expen- sive premises. The new offices and warehousing will still be in north London.

trumpeter and arranger for Buddy Joy. A decade later, he joined the Willie Bryant and Tony Brandow bands. Next, he became a songwrit- er, arranger, and producer for King Records. His own label, "Les Do," was a hit for Lucky Millinder. He also produced hits by Hank Bal- bard, Bill Doggett, Ivory Joe Hunter, Wynonie Harris, and James Brown, and country artists Grandpa Jones, the Delmore Brothers, the Cowboy Copas, Hawkshaw Hawkins, Webb, and Moon Milian. At Roulette Records, Glover produced jazz artist Sonny Stitt and pop artists the Essexes, the 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 "mil- lion plays" award for "Honky Tonk," which he co-wrote. He has served on the executive board of the Recording Industry Assn. of America, and on Oct. 31 he will be in- ducted into the Jazz Music Hall of Fame in Birmingham, Ala. He is sur- vived by his wife, Doris, and two daughters, Leslie and Ware.

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

RADIO VENTURE (Continued from page 6)

into this [new] company.

Radio industry brokers and ana- lysts are cheered by the news of the partnership. "I think it’s very healthy," says Robert Mahinan Jr., the radio-statistics broker at the Mahinan Co. "If KFR’s excited about radio, it says to others: ‘Let’s get busy’.

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

Joseph Arsenio, securities analyst with Hanbrecth & Stuart in New York, says, “It’s a good sign. KFR getting into this business is reflective of the fact that they feel this segment of the market has bottomed out.”

"The media business was overre- veraged and overhyped," adds Ar- senio. "KFR understands the politics of leverage. They’re getting into this industry, which is already overre- aged, because they can see some ways out.

McCord will be chief executive offic- er 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.

KFR was involved in some of the biggest leveraged buyouts of the ’80s, including the $85 billion in history, the $25 billion RJR Nabisco deal.

DON JEFFREY AND PHYLLIS STARK

ROUGH TRADE reports package, piece- material bids (Continued from page 8)

Columbia Records associate direc- tor of dance music promotion Mi- chael Becker is based in Los An- geles. His location was stated in- correctly in the Apr 19 Executive Ture-