

Bug



MUSIC

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Bug Music was actually started more or less out of necessity. In 1975 Del Shannon, an old friend of Dan Bourgoise, came to Dan with a problem: Shannon had not received any royalties on his publishing catalog for over ten years. So Dan set out on a long and difficult search. When he finally succeeded in tracking down the funds, Dan realized that someone would have to administer the catalog.... And Bug Music began.

Although up until very recently Bug has been primarily interested in administering and not owning catalogs, Dan and Fred have now decided to also consider co-publishing agreements. They are even prepared to pay advances in some cases. As an example, Bug has recently entered such a co-publishing deal with the group What Is This, which shortly thereafter signed a recording contract with MCA Records (with a little help from their friends).

Dan remembers, "There wasn't anyone on the streets relating to writers anymore because the major publishers had lost the bulk of the good writers to law firms that said 'Why not own your own publishing company? Why sign on with a big publisher?' What Bug offered was the best of both worlds. It functioned as a publisher and provided all the services of a publisher but they did it as an administrator, allowing the writer to keep his or her own publishing. It was on this basis that Bug acquired its first clients with such writer-performers as Moon Martin, Asleep At The Wheel and T-Bone Burnett.

After the initial acquisition of Vicki Music (the company that the Del Shannon catalog was traced to), Fred joined his brother Dan and the song "Runaway" was almost immediately covered by Bonnie Raitt. Soon they also had covers for another new client named John Hiatt. Also one of Bug's first clients, Iggy Pop, has recently enjoyed tremendous success with David Bowie's version of his song "China Girl" ... and the list goes on. Fred especially emphasizes the success Bug has enjoyed in the Country music area with recent Top 10 Country covers by such artists as Rosanne Cash, Ricky Skaggs, and Emmylou Harris.

It is worth noting how diverse Bug has managed to become. Their roster ranges from a long list of 'new music' groups such as The Blasters, Dream Syndicate, and Romeo Void; to such blues greats as Mose Allison, Willie Dixon and the late Muddy Waters; to such crossover artists as REO Speedwagon, Commander Cody and Moon Martin. Dan also points out a new area of interest for Bug with older catalogs like that of Willie Dixon. After 28 years when titles revert back to the original writer, Bug has been actively involved in administering the reversion rights, getting those titles back into the writer's catalog and then trying to breathe new life into those copyrights.

WHO'S WHO AT BUG MUSIC

DAN BOURGOISE, PRESIDENT



Founded Bug Music in March, 1975. Acquired Vicki Music (Del Shannon copyrights) later that same year. Prior to that, he was A&R for United Artists Records (1971-1974) and was responsible for the signing of ELO and Asleep At The Wheel.

FRED BOURGOISE, VICE-PRESIDENT



Fred joined Bug in November, 1976. Prior to Fred's involvement with music publishing, he was the singles buyer and night manager for Tower Records on Sunset Strip.

LYDIA FRAZIER, COPYRIGHT AND ROYALTY ADMINISTRATOR



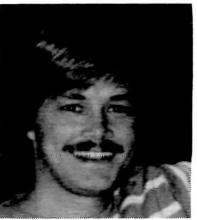
Lydia Frazier has been with Bug Music since August, 1978. Previous experience in the music business included organizing concerts at U.C. Berkeley, doing freelance publicity for bands and nightclubs, and working on a Bay Area entertainment newspaper. Since joining Bug, her duties have included general copyright administration and, more recently, responsibility for processing all royalties.

BARBARA MEADOR, COPYRIGHT AND LICENSING ADMINISTRATION



Started working at Bug in September, 1980. Previously worked as an assistant in the Business Affairs and Legal departments of Capitol Records. Barbara supervises the day to day functions of Bug's copyright department, including mechanical and synchronization licenses, copyrights, and interfacing with Bug's foreign affiliates.

JOHN BALDI, DIRECTOR OF PROFESSIONAL ACTIVITIES



John became Bug's Director of Professional Activities in the summer of 1983. He previously worked in a similar capacity at Almo/Irving Music and was employed by A&M Records for three years. Prior to that, he was National Promotion Co-ordinator for United Artists Records. John is responsible for the exploitation of Bug's many song catalogs and maintains close contact with the writers.

SHERRY ORSON, ADMINISTRATIVE ASSISTANT



Sherry just recently joined Bug Music. She previously worked at Almo/Irving Music, Oz Records and Macey Lippman Marketing. Sherry assists John in the professional department and oversees the record and tape library.