



CAPITOL RECORDS
1750 N. Vine Street.
Los Angeles, CA 90028
(213) 462-6252

1370 Ave of the Americas
New York, New York 10019
(212) 757-7470

INTRODUCTION - Notes from Interview with Don Grierson

Don Grierson is rightfully proud of the performance of Capitol Records this year. For example Don points to the success of Tina Turner; "...we gave her a crystal album for total unified world sales of 15 million records. She's only been on Capitol for two years." Other recent success stories at Capitol include Duran Duran and spin offs such as Power Station and now Arcadia, with an album out this month. Grierson goes on, "We broke Ashford and Simpson internationally...Katrina & The Waves, a new artist that we completely took from nowhere and have broken worldwide...we had continuing success with Iron Maiden...Look at the story on Freddy Jackson, a total unknown that was a background singer for Melba Moore and now that record is over a million-two....Something I am personally very proud of is Heart, because I signed them and worked with them closely and this album is a million-three now and it is only the second single...there's another two singles for sure and probably three." Don goes on, "Wasp, from the other side of the coin, that's an act that sold about 750,000 albums there first LP without any MTV of any consequence, no airplay, and this album will be a platinum album worldwide without any trouble." In mentioning such other Capitol acts as The Motels, The Boogie Boys, Marillion, and Jon Butcher Axis, Grierson notes the diversity of their roster.

When asked about future signings, Grierson points out that they intend to keep their roster as small as possible with no more than 75 acts in Country, Pop and R&B areas combined, including those artists acquired through EMI companies overseas. Don is especially interested in artists with proven ability that have not quite broken yet such as the recently signed Joe Cocker.

Grierson also emphasizes that the newly organized operation of Capitol -EMI -America in Nashville, under the leadership Jim Fogelson, has enjoyed a banner year. He points to such acts as Sawyer Brown, a Star Search winner who recently received the CMA Horizon Award, as well as the recent success of Marie Osmond, Mel McDaniel and Dan Seals to name only a few.

Product due out shortly include new albums by such acts as Billy Squier, Bob Seger, Queen, and a new female artist from Hush Productions named Mellisa Morgan, whose first single will be an old Prince composition called "Do Me Baby". Probably the most newsworthy new product, however, will come from recently signed Paul McCartney, including a single called "Spies Like Us" which will be included in a new film with Chevy Chase and Dan Akroyd. It is also worth noting that the new McCartney album will probably be co-produced by McCartney and Hugh Padgham.

Even with the recent additions to the Capitol A&R staff, there are probably two more positions to be filled. The first will be in the Black Music area and will probably require a brief stint on the West Coast before a more permanent transfer to the East. The other position to be filled will be in the New York office to work with Andrew Fuhrmann. When asked about the type of person Don is seeking he explains, "Somebody who is obviously a self-motivator....somebody who is bright and aggressive but does not necessarily want to stand up on a soapbox and tell everybody how good they are, they just do it...and the results show it. I think that's Capitol....we don't do an awful lot of self promotion..we just work."

BIOGRAPHIES:

Don Grierson - VP, A&R



Don was born in England but grew up in Australia. He eventually became a disc jockey and then Music Director at Radio Station 2DU, Dubbo, NSW, prior to immigrating to the U.S. and Los Angeles in 1963. Upon arriving in the States he first worked at a one-stop selling records for a year and then became Promotion Manager for Record Merchandising Distributors. In 1966 Grierson joined Capitol Records as West Coast Promotion Manager. Approximately three years later he

resigned to work promotion for CHESS/CHECKER/CADET RECORDS and MGM RECORDS before joining the West Coast A&R Department at RCA in late 1970.

In 1974, Don rejoined Capitol as International Promotion and A&R Manager and two years later was promoted to Director, Merchandising and Advertising. In January 1978 he joined President Jim Mazza as VP of A&R in the formation of Capitol's new label, EMI-America. Then in December 1982, Don returned to Capitol Records as VP of A&R.

Wayne Edwards - VP, Black Music, A&R



Wayne has been involved with music since the age of 8. "That's when I first learned to read music and it fascinated me." In later years he studied trombone, clarinet guitar and bass in various school programs before going on to double-major in music and English at New York City's Hunter College. After graduating in 1975, Edwards pursued a career in journalism at The New York Times before joining CBS Records in 1978 as Staff Writer for the company's Black Music Marketing Division.

Then came a year as Manager of Jazz/Progressive Publicity and a year later he was transferred to the West Coast office as Product Manager and eventually became West Coast Marketing Director in 1983. A year later he was promoted to Director of A&R, Black Music, CBS Records before moving over to Capitol Records in 1985.

Ray Tusken - VP, Rock



Ray was born and raised in the Pacific Northwest and was hooked on R&B, jazz and rock while at the University of Oregon. He organized and played in an R&B band his senior year, and began planning a career in the music business. Sidetracked a few years by graduate school and military service, Ray finally made his way to L.A. and joined Capitol as a salesman. His field experience was extended as L.A. Promotion Manager in a year, then it was into "The Tower", where he directed Capitol's AOR Promotion for seven years and was involved in the artist development of Bob Seger, Billy Squier, The Motels, Duran Duran, Missing Persons, Thomas Dolby and many others. Ray joined A&R in 1983 and assumed project management/liason responsibilities for Capitol's EMI-U.K. signed acts, working with Re-Flex, Belouis Some, Iron Maiden, Marillion, Saxon and others. Current domestic projects include Jon Butcher Axis and W.A.S.P

Tom Whalley - Director, A&R



Tom's music business career began in 1978 in the mailroom of Warner Bros. Records. After three years he was given the position of A&R representative for the label. During his stay at Warner Bros., he was involved with the careers of The Blasters, Michael Sembello, Rank n File, Honeymoon Suite and Ronnie James Dio. In 1985 he joined Capitol Records as Director of A&R. Tom has recently signed former Split Enz member Neil Finn.

Stephen Powers - Manager, A&R



Stephen Powers came to Capitol after 12 years of entrepreneurial efforts as President of Mountain Railroad Records, Inc., a nationally-distributed independent label based in the Midwest. Powers founded the label in 1973 while operating Charlotte's Web, a music/theater arts center in Rockford, IL, now in its 14th year. He produced over 40 albums for Mountain Railroad as well as managing and booking artists, promoting concerts, and administering publishing, licensing and marketing functions.

He came to Los Angeles in 1984 to serve as Director of Entertainment for the Los Angeles Olympic Organizing Committee, planning and booking an extensive program of dance, music and film for the athletes in the Olympic Village at U.S.C.

At Capitol, Powers is responsible for film soundtracks, re-issues, compilations and other re-packaging from the Capitol catalogue and standard A&R functions of new talent acquisition and repertoire. His current projects include soundtracks for 2 movies, "9 1/2 Weeks" (MGM) and "Iron Eagle" (Tri-Star), a 12-album Starline Series entitled "Rock Of Ages" and the recently signed Capitol distribution deal with Rhino Records.

Judde Hendershott - Manager, Components & Special Projects



Judde was born in Ohio and graduated from Kent State University in 1970. She then did post-graduate work in literature and film before, in her own words, "(I) got a bass, went on the road and landed in L.A." Once there she received an Audio Engineering Certificate and accepted a job with a production company/recording studio. In 1981, in her own words she, "crossed the sound barrier to work at Capitol in A&R Administration." In 1983 she was promoted to her present position which entails "finding the holes into which things slip, spinning the wheel 'looking for a hit' and always hearing an alternative".

Luella Thomas-Dright - Director, A&R Administration



Luella was "born and raised as a P.K. (Preacher's Kid)", as she puts it, and "...forced to play piano and sing in the church choir at the age of 6, by the age of 18, I had acquired a true love for all types of music." After graduating from college, she moved to L.A. and worked on a creative basis with various artists. In 1975 Luella joined Capitol as an accounting clerk and has since gradually been promoted to her current position as Director, A&R Administration.

David Cole - Staff Producer



David grew up in a suburb of L.A. and played guitar in local bands. In about 1973 he began learning engineering in a small garage studio. He then attended Cal Poly to study electronics and, upon graduation in 1976, started working at Capitol Studios as a trainee. He has been there since and has worked with numerous Capitol artists, including most recently, Maze, Steve Miller and is currently in the studio with Bob Seger

Andrew Fuhrmann - Director, Talent Acquisition



Andy was born and raised in NYC, leaving home at sixteen to attend Hampshire College, from which he received a BA in Fine Arts at the age of 19. Moving back to New York, Andy began work at ZE Records in various capacities, designing album covers for The Waitresses, Kid Creole and The Coconuts and Was(Not Was), overseeing production and office management, leaving ZE after four years to join Capitol Records in January 1984 as Manager of Talent Acquisition. Recently

