

**SDM MUSIC PUBLISHING**

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In April 1990, Ned Shankman and Ron De Blasio, the principals of the long established, successful music management firm of Shankman De Blasio, Inc. brought in a new partner, Alan Melina, to help expand its music publishing and producer/artist management activities. Shankman De Blasio Melina (SDM) launched two new publishing companies, Playhard Music(ASCAP) and Playfull Music(BMI), and entered into a joint venture arrangement with Warner/Chappell to co-publish and administer the new catalogues.

Artists published by Playhard/Playfull include **The Soup Dragons**(Mercury/Big Life), **Billy Bragg**(Elektra), **Junior Reid**(Polydor/Big Life), **Nu Soul Habit**(Motown), **Delano**(Warner Bros.), **Dougie Dee**(Mercury), **Michael Cooper**(Warner/Reprise), **Con Funk Shun**(catalogue-Mercury), **Blaque Spurm**(Poetic Groove), **Cherish**(RCA), **Haunted Garage**(Metalblade), **Big Car**(Giant), **Martin Atkins/Pigface**(Invisible), **Michael Paulo**(GRP), **Sister Double Happiness**(Warner/Reprise), **Kerosene**(Sire), **Modelle**(Gasoline Alley-MCA) and until recently, **Sade**(Epic).

Writer/producers published by Playhard/Playfull Music include: **Michael Jay**, **Gina Gomez**, **Lorenzo Pryor**, **Claude Gaudette**, **Tony D.**, **Greg Mathieson**, **Greg Lawson**, **Jeremy Lubbock**, **Michael Slamer**, **Don Kirkpatrick**, **Curt Cuomo**, **Harry Pares**, **Melissa Vardey**, and **Portia Martin**.

New artists in development include: **Tanya Lee**, **Valentine's Revenge**, **Shime**, **Trena Steward** and **Love Chain**.

Recent recordings of Playhard/Playfull songs include cuts by **SWV**, **Shai**, **Color Me Badd**, **Sade**, **Celine Dion**, **Sheena Easton**, **Boogie Down Productions**, **Ron C.**, **Tracie Spencer**, **Barry Manilow**, **Nine Inch Nails**, **EYC**, **Drop**, **Nu Colors**, **Andrew Logan**, **Baby Chill**, **Front Page**, **Immature**, **Jeffrey Osborne** etc.

Recent motion picture and television uses include **Hexed**, **Hellraiser III**, **Switch**, **Lionheart**, **Thelma And Louise**, **Scent Of A Woman**, **Highway To Hell**, **Class Act**, **Indian Summer**, **Roadside Prophets**, **Melrose Place**, **Polly 2**, **Ferris Bueller**, **Ladybugs**, **Lifestyles Of The Rich & Famous**, and **Reasonable Doubts**.

In three years, SDM has built a catalogue of approximately 1,500 copyrights, of which more than 600 are recorded and released. Meanwhile, although the music publishing and personal management divisions of the company are separate entities, each facilitates and enhances the other.

SDM management clients include artists: **Barry White**, currently working on his 35th album (4th for A&M) and who has just released a three CD boxed set on Mercury; **X**, who are about to release their 8th album (first for Mercury/Big Life); **Carnival Art**(Beggars Banquet/RCA), **Love Battery**(Sub Pop), **Taj Mahal**(Private Music), **Delano**(Warner Bros.), **Stepz**(Motown), **Joe Roberts**(London), and **Mega City 4**(Big Life).

Their producer client list includes: **Bobcat**, **Nick Martinelli**, **Michael Jay**, **Jeremy Lubbock**, **Greg Mathieson**, **Greg Lawson**, **Dave Way**, **Jon Gass**, **Peter Bunetta & Rick Chudacoff**, **Brian Way**, **John Bogosian**, **Don Gilmore**, **John Altman**, **Soulshock** and **Cutfather**, **Dan Bates**, **Claude Gaudette**, **Lorenzo Pryor**, and **Jay Lean**.

**SDM Staff****Ned Shankman: Partner**

Ned is an attorney who has specialized in Entertainment and Copyright Law since 1971. After leaving his law practice, where he was a senior partner, he started a television production company through which he produced a TV Variety Special and a sitcom series for CBS-TV. In 1981, Ned and Ron De Blasio opened their management company. Shankman is responsible for the overall business affairs of the firm and represents **Barry White**, which association dates back to 1974. He recently Executive Produced **White's** 3 CD box set, "Just For You." A major worldwide tour is now being planned to support **Barry's** 35th album(his 4th for A&M).

**Ron De Blasio: Partner**

Ron has been a senior manager in the music and television industry for over 25 years. He started his career in the legendary mail room of the William Morris Agency and worked his way up to the head of the Television department. He then joined **Bill Cosby's** production and management company and worked with **Cosby**, **Helen Reddy**, **Richard Pryor**, and **Tiny Tim**. Subsequently he guided many notable careers from such artists as **Donna Summer** and **Freddie Prinze** to the rock band **X**. Ron interfaces with the performing artists, songwriters and producers at SDM.

**Alan Melina: Partner**

A music publishing veteran with 23 years of experience, Alan started his first independent publishing company (Big Ear Music) in England in 1970. He subsequently worked for multi-national publishing companies, Chappell Music (1978-84) as General Manager and Famous Music (1984-90) as Vice-President. Over the years, Alan has earned many multi-platinum awards through his signings and through his song placements. Melina has always been active in artist development and recently successfully 'shopped' record deals for **Cherish** (BMG), **Nu Soul Habit** (Motown), **Delano** (Warner Bros.), and **Junior Reid** (Polydor/Cohiba).

**Peter Castro: Creative Director**

Peter has been at SDM for 2 years, where he came from Chrysalis Music. His recent signings include producer/engineer Don Gilmore (SweetWater, Pearl Jam) on the management side, and **Valentine's Revenge** and Croation guitarist **Shime** on the publishing side. His covers at SDM include recordings by **Roberta Flack** and **Fiona** and he works in all areas of the company.

**Louise Gilmore: Director Film & Television Music**

Louise has worked at SDM for seven years, during which time her duties have included organization of tours and public appearances, assisting the head of business affairs, bookkeeping and office management. She also spent two years running the company's publishing administration department. In her current position she places songs in major motion pictures and on television while also assisting Alan Melina in running the publishing divisions.

**Laurent Besencon: Staff Writer/A&R**

With a degree in composition and musical studies, Laurent joined SDM in 1991. He assists Alan Melina in all publishing duties. A composer in his own right, Besencon works closely with the writers signed to the firm and is additionally responsible for talent acquisition.

**Nick Berger: A&R Rep**

Nick grew up in England in a musical family where his father worked for DJM Records and produced the infamous "Troggs Tapes." In France, Nick booked DJ's from London to perform in and around Paris. In London, he worked at Steve Broughton's studio organizing bookings and assisting producers and engineers. Berger joined SDM in 1992 and assists in acquisition of talent and publishing abroad.

**Kathy Cook: Manager**

Prior to joining SDM in 1990, Kat worked in San Francisco as the box office manager for Wolfgang's Nightclub, Regional Manager and Tour Coordinator for The Music Stock Market, Talent Buyer for the DNA Lounge, as well as managing and booking various Bay Area artists including Legal Reins on Arista. She currently manages **Love Battery** (Sub Pop) and **Carnival Art** (Beggars Banquet), as well as tour coordination and artist development for SDM's alternative music clients.

**Randy Cohen: Manager**

After working in road management for the **Jackson's Victory Tour**, he joined Larry Larson & Assocs. There Randy started the Producer/Engineer Management division with clients **Phil Kaffel** and **Jay Lean**. He left the company to form his own management firm, Management Company, before joining SDM in 1992. He now works with clients **Bobcat**, **Dave Way**, **Jon Gass**, and **Soulshock & Cutfather**, coordinating their recording projects while also searching for new talent.

**Skip Paige: Manager**

Skip's career began while in college where he worked for ASI Productions booking groups on campus. He then worked for West Coast Concerts where he bought shows for various clubs in Southern California. He joined SDM in 1991 where he works in the management division with such artists as **X**, **Taj Mahal**, and **Mega City 4** as well as producers **Nick Martinelli**, **Dave Way**, and **Bobcat**.

**Doug Richter: Administration**

Richter's music career began in New York City at the record store HMV. He next moved to Los Angeles to work in the Promotion department of Private Music before entering an agent training program at Triad Artists in the Contemporary Music department. His next move was to SDM where he is now in the Business Affairs area, coordinating recording projects, and administration of record licensing both domestic and foreign. Doug also works in tour scheduling, interfacing with agents, promoters and road crews.