

COVER STORY



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KOCH International was founded in the mid 70's with a recording studio in Austria and has since expanded to become one of the world's three largest independent music, consumer software and media technology companies. Following its initial success in Europe, in 1987 Koch opened it's US operation in New York as a distributor of primarily classical music. In 1991, the company expanded its US distribution base with the acquisition on Shanachie Records and in 1995 moved into a new 70,000 sq.ft. facility in Port Washington, New York. Now one of the countries largest independent distributors of pre-recorded music, the company also expanded it North American operation with a subsidiary in Canada as well.

In June of this year, upon acquiring the Velvel Music Group Records catalogue, KOCH Entertainment was formed. KOCH Entertainment will act as the umbrella operation for music and internet content, including record companies separated by genre. At present these labels include: **KOCH Records**, specializing in pop and rock; **KOCH Int'l. Classics (KIC)**, specializing in classical; and **KOCH Jazz**, specializing in Jazz.

KOCH ENTERTAINMENT - STAFF

BOB FRANK - President of KOCH Entertainment and oversees all operations of the company. He was responsible for coordinating the KOCH Entertainment deal with the Velvel Music Group. Frank brings years of leadership experience to the newly formed record label. Prior to this position, he was president of Velvel Music Group from 1996-1999. Before joining Velvel, Frank spent the previous seven years with PolyGram Records including the last four as General Manager & Senior Vice President of Mercury Records in Nashville. During his tenure at Mercury Nashville the division was the most profitable label in PolyGram's US operations and released multi-platinum albums for Shania Twain and Billy Ray Cyrus.

STEVEN PROPAS serves as Vice President of International for KOCH Entertainment. Propas is a music industry veteran who has been involved in all facets of the business: establishing record labels, music publishing deals, promotion, artist management, and nurturing new talent. He continues this significant role at KOCH Entertainment on an international level. Prior to KOCH Entertainment, Propas was in charge of international for Velvel Music Group from 1997-1999. Propas started as an entertainment buyer while attending McGill University. After graduating, he became the talent buyer for the legendary El Mocambo and Colonial tavern nightclubs. He then became the entertainment consultant for the Ontario Place Forum. Propas launched the careers of Triumph and the Good Brothers, among others. As president of Solid Gold Records, he saw it earn, within a four year period, over two dozen gold and platinum records.

JIM CARDILLO is Vice President of A&R for KOCH Entertainment and oversees all signings of the record label. As head of A&R, Cardillo was responsible for signing Ian Moore and the Smithereens. Prior to this position, he was Vice President Head of A&R for Velvel Records as his projects included Ian Moore, Smithereens, Coloursound and producing "A Christmas To Remember" compilation. He was Vice President of A&R/Marketing for Warner/Chappell Music from 1990-1996 wherein his primary signings included Green Day, Gin Blossoms, Ministry, Soul Asylum, Cracker, Deep Blue Something. As National Director of Marketing for MCA Records from 1989-1990, he was in charge of marketing strategy for all alternative and hard rock releases. Cardillo, based in the LA office of KOCH Entertainment, has an expansive background in music as he has also been an independent A&R consultant for major and independent labels including A&M and Sony 550.

STEVE WILKISON serves as Vice President/General Manager of KOCH Entertainment and currently oversees all day-to-day operations for the label. Previously, he was Manager of A&R and Artist Development and then General Manager for KOCH Records. An avid music lover and record collector for almost 36 years, Wilkison has over sixteen years experience in the record business. He started as Manager of the returns department for the entire Warehouse Records chain in California, then quickly moved on to Manager of the Disc Records store in Houston, Texas, giving him the chance to work closely with all the major labels and several distributors throughout the country. He next became President and Director of Product Development, for Dejadisc where he oversaw the release of thirty albums that won numerous awards and launched the careers of several artists. In 1996 he relocated to Nashville, as Director of Sales and Marketing for Compass Records before joining KOCH in 1998.

CURRENT RELEASES ON KOCH ENTERTAINMENT

Smithereens "God Save The Smithereens"/ **R.B. Morris** "Zeke And The Wheel"/ **Johnny Dowd** "Pictures From Life's Other Side"
WWF-"The Music Volume 2," "The Music Volume 3"/ **Pokemon/ Kinks** (13 RCA and Arista studio albums)/ **Soundtrack** "Broken Vessels" by Bill Laswell/ **Amy Rigby** "Middlence"/ **Iguanas** "Sugar Town"/ **Joe South** "The Best Of Joe South"/ **Bill Lloyd** "Set To Pop"/ **Elliott Murphy** "Beauregard"/ **Willis Allan Ramsey** "Willis Allan Ramsey"/ **John Handy** "Live At Monterey"/ **Melissa Walker** "Moment Of Truth"/ **Joel Forrester** "Stop The Music"/ **Abdullah Ibrahim** "African Suite"/ **Milt Jackson/Coleman Hawkins** "Bean Bags"/ **Mephiskapheles** "Mighty-Ay White-Ay"/ **Lynch Mob** "Smoke This"/ **Supersuckers** "The Evil Powers Of Rock 'N' Roll"/