

# A&R DIRECTORY

These listings provide a roadmap to the music industry. We've simplified the directory by focusing on the A&R executives at all of the major labels and the key independents. For each major, we identify the parent label group. (Note: Majors listed here do not accept unsolicited materials unless otherwise noted.)

## RECORD LABELS (MAJOR)

**A&M Records**  
(Universal Music Group)  
2220 Colorado Ave.  
Santa Monica, CA 90404  
Tel: (310) 865-1000  
Pres.: Ron Fair; A&R:  
Michelle Ozbourn; Exec.  
Asst./A&R Scout: Elisa  
Yastic  
Style: All styles except  
country, gospel & opera  
www.amrecords.com

**Angel Records**  
(EMI Music)  
150 Fifth Ave.  
New York, NY 10011  
Tel: (212) 786-8600  
Fax: (212) 786-8649  
Pres./CEO Jazz/Classics:  
Bruce Lundvall  
Style: Classical, Broadway,  
Vocals, Indian  
www.angelrecords.com

**Arista Nashville**  
(BMG)  
1400 18th Ave. S.  
Nashville, TN 37212  
Tel: (615) 301-4300  
Fax: (615) 301-4438  
Chrmn. RLG: Joe Galante;  
SVP A&R: Renee Bell; Sr.  
Dir. A&R: Carole Ann  
Moblely; Dir. A&R: Jim  
Catino; Mgr. A&R: Leslie  
Roberts; Mgr. A&R: John  
Johnson; Coord. A&R:  
Duane Hobson; A&R  
Admin.: Angela Hinson  
Style: Country  
www.aristanashville.com

**Arista Records**  
(BMG)  
6 W. 57th St.  
New York, NY 10019  
Tel: (212) 489-7400  
Fax: (212) 830-2222  
info@arista.com  
COO: Michael Smellie; SVP  
A&R: Karen Kwak; VP A&R:  
Joey Arbagey; Dir. A&R  
Research: Mary Ann  
Malone  
Style: Pop, R&B, rock  
www.arista.com

**Astralwerks**  
(EMI Music)  
104 W. 29th St., Fourth  
Fl.  
New York, NY 10001  
Tel: (212) 886-7500  
Fax: (212) 643-5573  
astralwerks@  
astralwerks.com  
GM: Errol Kolosine; Dir.  
A&R: Kavi Ohri  
Style: Electronic, dance, al-  
ternative  
Accepts unsolicited demos.  
www.astralwerks.com

**The Atlantic Group**  
(Warner Music Group)

1290 Ave. of The  
Americas  
New York, NY 10104  
Tel: (212) 707-2000,  
(212) 707-2009  
Fax: (212) 405-5507  
Chrmn./CEO: Ahmet  
Ertegun; SVP A&R: Michael  
Caren; VP A&R: Tom  
Storms; VP A&R: John  
Rubeli; VP A&R Opns.:  
Gloria Gabriel; VP A&R  
Urban: Kyambo Joshua; VP  
A&R Urban: Gee Roberson;  
VP A&R/Staff Producer:  
Jimmy Bralower  
www.atlantic-records.com

**Atlantic Records**  
(Classical Division)  
(Warner Music Group)  
1290 Ave. of The  
Americas, 23rd Fl., #23-  
28  
New York, NY 10104  
Tel: (212) 707-2648  
Fax: (212) 405-5470  
VP Classical Div.: Arthur  
Moorhead  
www.atlantic-records.com

**BMG Canada, Inc.**  
(BMG)  
190 Liberty St., Ste. 100  
Toronto, ON M6K 3L5,  
Canada  
Tel: (416) 586-0022  
Fax: (416) 586-0454  
Pres.: Lisa Zbitnew; VP  
A&R: Jennifer Highland  
www.click2music.ca

**BMG Classics**  
(BMG)  
1540 Broadway, 41st Fl.  
New York, NY 10036  
Tel: (212) 930-4941  
Fax: (212) 930-4965  
Head BMG Classics:  
Nicholas Firth; Sr. Dir. A&R:  
Deborah Surdi; Dir. A&R:  
Christian Leins  
Style: Classical, World Mu-  
sic, Broadway, Sound-  
tracks, Jazz, Blues  
www.bmgclassics.com

**BMG U.S. Latin**  
(BMG)  
2100 Ponce De Leon  
Blvd., Ste. 825  
Coral Gables, FL 33134  
Tel: (305) 445-4923  
Fax: (305) 507-1808  
COO: Juan Carlos  
Bernardez  
Style: Latin  
www.bmg.com

**BNA Records**  
(BMG)  
1400 18th Ave. S.  
Nashville, TN 37212  
Tel: (615) 301-4300  
Fax: (615) 301-4347  
Chrmn. RLG: Joe Galante;  
SVP A&R: Renee Bell; Sr.  
Dir. A&R: Carole Ann  
Moblely; Dir. A&R: Jim  
Catino

Style: Country  
www.bnarecords.com

**Back Porch**  
**Records**  
(EMI Music)  
4650 N. Port  
Washington Rd.  
Milwaukee, WI 53212  
Tel: (414) 961-8350  
Fax: (414) 961-8351  
info@backporchrecords.  
com  
Roots, rock, Americana,  
country & cross-over.  
www.backporchrecords.  
com

**Blue Note Records**  
(EMI Music)  
150 Fifth Ave.  
New York, NY 10011  
Tel: (212) 786-8600  
Fax: (212) 786-8649  
CEO: Bruce Lundvall; Dir.  
A&R: Eli Wolf  
Style: Jazz, pop  
www.bluenote.com

**Capitol / EMI**  
**Music Canada**  
(EMI Music)  
3109 American Dr.  
Mississauga, ON L4V  
1B2, Canada  
Tel: (905) 677-5050  
Fax: (905) 677-1651  
Pres.: Deane Cameron  
www.emimusic.ca

**Capitol Records**  
(EMI Music)  
1750 N. Vine St.  
Hollywood, CA 90028  
Tel: (323) 462-6252  
Fax: (323) 871-5214  
Pres./CEO: Andy Slater; VP  
A&R: Julian Raymond; Dir.  
A&R: Loren Israel; Dir.  
A&R-Rock: Jaime Feldman  
Style: Pop, rock, R&B, AC  
www.hollywoodandvine.  
com

**Capitol Nashville**  
(EMI Music)  
3322 West End Ave.,  
11th Fl.  
Nashville, TN 37203-  
1000  
Tel: (615) 269-2000  
Fax: (615) 269-2045  
Pres./CEO: Mike Dungan;  
VP A&R: Larry Willoughby;  
Dir. A&R: Autumn House;  
A&R Coord.: Sandy  
Horowitz  
Style: Country  
capitol-nashville.com

**Columbia Records**  
(Sony Music)  
550 Madison Ave.  
New York, NY 10022  
Tel: (212) 833-8000  
Fax: (212) 833-5401  
Pres.-Columbia Records  
Group: Will Botwin; SVP  
A&R Opns.: John Doelp;  
SVP A&R: Mitchell Cohen;  
VP A&R: Lee Danna; VP

A&R: Kevin Patrick; VP  
A&R: Teresa LaBarber-  
Whites; VP A&R/Pdct.  
Analysis: John Haddad; VP  
A&R-Jazz: Yves Beauvais;  
VP Urban A&R: Lenny  
Nicholson; VP Urban A&R-  
W. Coast: Kawan Prather;  
Sr. Dir. A&R/Artist Devel.:  
Matt Pinfield; Dir. A&R:  
Marshall Altman; Assoc.  
Dir. A&R Pdct./Analysis:  
Dawn Colello; Mgr. A&R:  
Greg Boggs; Mgr. A&R:  
Maya Panvell  
Style: All genres  
www.columbiarecords.com

**Columbia Records**  
(Sony Music)  
34 Music Sq. E.  
Nashville, TN 37203-  
4397  
Tel: (615) 742-4321  
Fax: (615) 742-5759  
Pres.: John Grady; EVP  
A&R: Mark Wright; VP A&R:  
Clay Bradley; VP A&R  
Admin.: Kay Smith; Sr. Dir.  
A&R: Mark Brown; Sr. Dir.  
A&R: Cliff Audretch; Sr. Dir.  
A&R: Tracy Gershon; Assoc.  
Dir. A&R: Carrie Higdon;  
A&R Supvr.: Deb Castle;  
A&R Coord.: Noelle Oliver  
Style: Country  
www.sonymnashville.com

**DreamWorks**  
(Universal Music Group)  
9268 W. Third St.  
Beverly Hills, CA 90210  
Tel: (310) 865-1000  
Pres.: Polly Anthony; A&R:  
Ron Handler; A&R: Beth  
Halper; A&R: Brian Postelle  
Style: Pop, rock, R&B  
No unsolicited material.  
www.dreamworksrecords.  
com

**DreamWorks**  
**Nashville**  
(Universal Music Group)  
1516 16th Ave. S.  
Nashville, TN 37212  
Tel: (615) 463-4600,  
(615) 463-4650  
Fax: (615) 463-4601  
nashville@  
dreamworksrec.com  
Principal Exec.: James  
Stroud; Head of A&R:  
Allison Jones  
Style: Country  
No unsolicited material.  
www.dreamworksrec.com

**EMI CMG Label**  
**Group**  
(EMI Music)  
101 Winners Cir.  
Brentwood, TN 37027  
Tel: (615) 371-4300  
Fax: (615) 371-6915  
Pres. EMI CMG: Bill Hearn;  
VP A&R: Brad O'Donnell;  
Dir. A&R: Brent Milligan;  
Dir. A&R: Steve Hartley;  
Dir. A&R: Chris York  
Style: Christian  
www.emicmg.com

**EMI Latin**  
(EMI Music)  
404 Washington Ave.,  
Ste. 700  
Miami Beach, FL 33139  
Tel: (305) 674-7529  
Fax: (305) 674-7546  
emilatin@emicap.com  
Pres./CEO EMI Music Latin  
America: Marco Bissi  
Style: Latin  
No unsolicited material.  
www.emilatin.com

**Elektra**  
**Entertainment**  
**Group, Inc.**  
(Warner Music Group)  
75 Rockefeller Plz.  
New York, NY 10019-  
6907  
Tel: (212) 707-3000  
Fax: (212) 956-7284  
EVP/GM: Greg Thompson;  
EVP A&R: Merlin Bobb;  
SVP A&R: Ric Ocsek; SVP  
A&R: Howard Benson; VP  
A&R-Los Angeles: John  
Kirkpatrick; VP A&R-Los  
Angeles: Paula Moore; Sr.  
Dir. A&R: Leigh Lust  
Style: All genres  
www.elektra.com

**Epic / Monument**  
**Nashville**  
(Sony Music)  
34 Music Sq. E.  
Nashville, TN 37203  
Tel: (615) 742-4321  
Fax: (615) 742-4338  
Pres./CEO: John Grady; EVP  
A&R: Mark Wright; VP A&R:  
Clay Bradley; VP A&R  
Admin.: Kay Smith; Sr. Dir.  
A&R: Mark Brown; Sr. Dir.  
A&R: Cliff Audretch; Sr. Dir.  
A&R: Tracy Gershon; Assoc.  
Dir. A&R: Carrie Higdon;  
Supvr. A&R: Deb Castle;  
Supvr. A&R Admin.: Tonya  
Derry; A&R Coord.: Noelle  
Oliver  
Style: Country  
www.sonymnashville.com

**Epic Records**  
**Group**  
(Sony Music)  
550 Madison Ave.  
New York, NY 10022-  
3211  
Tel: (212) 833-7442  
Fax: (212) 833-4583  
EVP/GM-Epic Records  
Group: Steve Barnett; SVP  
A&R-E. Coast Epic Records  
Group: Ric Wake; SVP  
A&R-E. Coast Epic Records  
Group: Pete Ganbarg; SVP  
A&R-E. Coast Epic Records  
Group: Ben Goldman; SVP  
A&R: Danny Wimmer; SVP  
A&R-W. Coast: Kaz  
Utsunomiya; VP A&R: Rose  
Noone; VP A&R Urban:  
Nikki Martin; VP A&R  
Urban-W. Coast: Max  
Gousse; Sr. Dir. A&R-W.  
Coast: Pete Giberga; Dir.  
Urban A&R: Selim Bouab;  
Mgr. Urban A&R: Amanda  
Rosamilia  
Style: All genres  
www.epicrecords.com

**Flyte Tyme**  
**Productions**  
(BMG)  
8750 Wilshire Blvd.  
Beverly Hills, CA 90211-  
2713  
Tel: (310) 358-4292  
Fax: (310) 358-4323  
Co-Pres.: Jimmy Jam  
R&B, pop, hip-hop. Accepts  
demos via US mail.  
www.flytetye.com

**ForeFront Records**  
(EMI Music)  
101 Winner's Cir.  
Brentwood, TN 37027  
Tel: (615) 771-2900  
Fax: (615) 771-2901  
Style: Christian Rock  
See "EMI CMG Label  
Group" listing for personnel  
www.forefrontrecords.com

**Geffen Records**  
(Universal Music Group)  
2220 Colorado Ave.  
Santa Monica, CA 90404  
Tel: (310) 865-1000  
Fax: (310) 865-7096  
Chrmn.: Jimmy Iovine;  
A&R: Eric Hunter  
Style: Pop, rock, alternative  
www.geffen.com

**Higher Octave**  
**Music, Inc.**  
(EMI Music)  
23852 Pacific Coast  
Hwy., Ste. 2-C  
Malibu, CA 90265  
Tel: (310) 589-1515  
Fax: (310) 589-1525  
info@higheroctave.com  
Pres./CEO: Matt Marshall;  
EVP/Dir. A&R: Dan Selene  
Style: Smooth Jazz, Alterna-  
tive, Ambient, World, New  
Age  
Send demos via manager or  
lawyer.  
www.higheroctave.com

**Interscope**  
(Universal Music Group)  
2220 Colorado Ave.  
Santa Monica, CA 90404  
Tel: (310) 865-1000  
Fax: (310) 865-7083  
brenda.romano@  
umusic.com  
Chrmn.-Interscope/Geffen/  
A&M: Jimmy Iovine; VP  
A&R: Tony Ferguson; Head  
of Int'l A&R: Martin  
Kierszenbaum; R&B/Hip-  
Hop A&R: Marcus Heisser  
Style: Rock, alternative, rap  
Accepts unsolicited mate-  
rial. Send c/o A&R; label  
type of music on the pack-  
age.  
www.interscope.com

**Island Def Jam**  
**Music Group**  
(Universal Music Group)  
825 Eighth Ave., 28th Fl.  
New York, NY 10019  
Tel: (212) 333-8000  
Fax: (212) 603-7931  
Chrmn.: Antonio "L.A."  
Reid; SVP A&R: Jeff  
Fenster; A&R Dir.: Nanci  
Walker; A&R Dir.-Def Jam/  
Def Soul: Darrell Lawrence;  
A&R Mgr.-Def Jam/Def  
Soul: Leesa Brunson; A&R  
Admin. Mgr.: Tara Podolsky  
Style: R&B, pop, rock  
www.islanddefjam.com

**Island Def Jam**  
**South**  
(Universal Music Group)  
PO Box 78386  
Atlanta, GA 30357-2386  
Tel: (404) 875-6695  
Fax: (404) 876-1173  
india.fendrick@umusic.  
com  
Pres.: Brad Jordan; A&R  
Admin.: Erica Novick  
Accepts demos by mail  
ONLY.  
www.defjamsouth.net

**J Records**  
(BMG)  
745 Fifth Ave.  
New York, NY 10151  
Tel: (646) 840-5600  
Fax: (646) 840-5791  
Style: Pop, R&B, rock  
See "RCA Music Group"  
listing for label personnel  
www.j-records.com

**Jive / Silvertone /**  
**Verity / Volcano**  
**Records**  
(BMG)