

**PYRAMID RECORDS,**

1208 Lula Lake Rd., P.O. Box 332, Lookout Mountain, TN 37350 (404)820-2357 Fax: (404)820-0539  
 325-331 LaFayette St., New York, NY 10012 (212)226-8455 Fax: (212)226-0805  
 1313 N.E. 125 St., N. Miami FL. 33161 (305)893-4135 Fax: (305)893-4173

**Introduction (based on an interview with Allen Jacobi)**

Pyramid Records is one of the latest additions to the Epic Associated Label roster. Pyramid's genesis was actually with 21 Records/Atlantic more than five years ago. At that time Allen Jacobi brought 21 Records a record by Terri Rice that had been produced by Scott Maclellan. One thing led to another and what first started as a distribution agreement ended in a full partnership. Fred Haayen ran all of the day to day business and eventually Scott and Allen separated from that situation. Shortly thereafter the label folded.

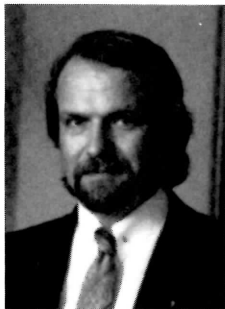
In about 1989, after a series of business dealings with Jacobi, Tony Martel suggested that Allen establish his own label. At this point Allen brought Scott into the picture and after a series of meetings with Tony and Dave Glew, a deal was agreed upon for an associated label. Months of contract negotiations then followed and in early 1990 Pyramid/Epic Records was finally in place.

At this time Allen was in touch with David Fishof, who was looking at possible management on KC & The Sunshine Band, one of Jacobi's clients. When Allen told David about the new label, Fishoff asked if they would be interested in Joe Walsh. After an immediate phone call to Scott they all agreed that "absolutley... Joe Walsh was the right artist for their first signing." Both Epic and Pyramid then contributed to the budget for the album and title cut video "Ordinary Average Guy," which was scheduled for release April 23. The label launched that record with an opening night party at The Hard Rock Cafe in New York City.

The final part was added to the Pyramid picture with the inclusion of Bruce Garfield. Over the years, Allen had always appreciated Garfield's abilities; first at Capitol Records in A&R and then in the establishment of his own management operation in New York. Bruce joined the Pyramid group as liaison between Pyramid and Epic. Scott and Allen handle A&R while Bruce and Epic are responsible for marketing, promotion and distribution.

It is presently the label's intention to commit to no more than four records a year, and only with artists of some proven credibility. Pyramid will have a decidedly Rock image. As Allen puts it, "No frills, Rock N' Roll." The label has also just been offered a 12 picture film soundtrack deal.

In discussing label philosophy, Allen notes that he wants a "60's type label." He goes on, "A&R people shouldn't be in corporate offices. I separates them from their artists who are often intimidated by whole coporate thing. I think artists feel unwelcome there and that they feel they're intruding. We want our artists to have as much interaction with the label as possible. Our offices are in the Village at LaFayette right off of Bleeker with Oak floors and exposed brick walls. I believe that the concept that artists don't understand the business is bull... artists are the business."

**SCOTT MACLELLAN**

Scott grew up on Lookout Mountain, Tennessee, where after early years of playing in bands, he built Pyramid Recording Studio. There he began producing jingles and eventually attracted name acts working on album projects to his studio. Together with old friend Sonny Limbo, Maclellan was involved in producing "I Want To Come Over," the first hit for a then unknown group called Alabama. With the help of Bill Lowery he and Sonny then went on to produce a number of records such as the Bertie Higgins double platinum album, "Just Another Day In Paradise," including the hit singles, "Key Largo" and "Casablanca." Later on his own Scott established AMOR Records and signed Danny Shirley and Terri Rice before merging with 21 Records. Scott's productions included work with Tommy Tutone, Phil Garland, Way One, Priscilla Weems and Greg Allman. Scott also worked as Executive Producer on the new Joe Walsh LP.

**ALLEN JACOBI, ESQ.**

As one of the major music business attorneys practicing outside of New York and Los Angeles, Allen's Miami practice has been steadily increasing. Since the late 1970's and such clients as Melanie and members of the Eric Clapton Band, his client roster has included Luke Records, 2 Live Crew, Larry Blackman, Cameo, Philip-Michael Thomas, Lionel Hampton, Ahmad Jamal, Eugene Wilde, K.C. and The Sunshine Band, Stephen Stills, Jimmy Cliff, Rita Marley, Betty Wright, Womack & Womack, Saigon Kick, and The Garfield Group. As a result of his music business activities, Allen has received more than 14 Gold and Platinum R.I.A.A. album awards and has recently been seen on national with Luther Campbell of Luke Records. He also negotiated their distribution agreement with Atlantic Records. Chosen as General Counsel for the Florida Film Producers Association in 1988, Jacobi has also provided total legal services for a number of major film projects produced in South Florida.

**BRUCE GARFIELD**

A twenty-year veteran music business executive, Bruce brings his marketing, promotion and publicity expertise to Pyramid Records. His experience included twelve years with Capitol-EMI Records where he served as V.P. Press and Artist Development, V.P. A&R, and was a founding V.P. with Manhattan-EMI Records. He is currently President of The Garfield Group, a New York City based management company where his clients include Will Downing, Mica Paris, Lazet Michaels, David DaVinchi, Fabulon, Eugene Wilde, Bemshi, B.Real, 2 In Tune and H2O.