

ATI's 'Full Circle' Growth Takes On An Int'l Outlook

NEW YORK — American Talent International Ltd. plans to go "full circle" with worldwide activities involving clients in the music field.

The company, founded less than three years ago, will gross \$12-15 million during 1973, according to its 28-year-old president Jeff Franklin.

American Talent International (ATI) is adding a circle to its logo to symbolize its worldwide expansion program that will continue to center upon artist representation and packaging music tours, but that will expand into other areas as well.

ATI, which represents more than 40 artists primarily in the field of rock music, has entered the area of TV packaging with two specials, one starring Three Dog Night, which aired recently through Dick Clark Productions.

Global Tours

The company, which has served as a major representative of English music artists, has mapped plans for global tours, concerts, television activities and music production operations incorporating talent presently represented and new artists to be announced, Franklin added.

Franklin has just returned from a global mission of firming up agreements with the foreign agents who will participate in the ATI expansion program.

"We are offering a unique concept

Knight Wins Key Round In Actions Vs. GFR

NEW YORK — Andrew Cavaliere, on behalf of Grand Funk Railroad, has totally withdrawn his motion for a full scale hearing in the U.S. Federal Court (8) following the Court's denial of a temporary restraining order Cavaliere sought attempting to enjoin Terry Knight and GFR Enterprises, Ltd., from bringing further law suits against the auditoriums, arenas and promoters on the current Grand Funk Railroad tour.

Knight, meanwhile, announced he has instituted more law suits in the United States Federal Court seeking \$4,500,000 in damages resulting from the "illegal and unauthorized" use of the name "Grand Funk" in the following cities: Mobile, Ala., Evansville, Inc., Nashville, Tenn., Des Moines, Iowa, Wichita State University, Oklahoma City, Okla., Richmond, Va., Winston-Salem, N.C., Charleston, W. Va., Memphis, Tenn., Knoxville, Tenn., Little Rock, Ark., Omaha, Neb., Savannah, Ga., Columbia, S.C.

Cavaliere had earlier stated to the Court in his unsuccessful plea for a temporary restraining order that, "as a result of the institution of these repetitive actions and the attendant publicity, auditoriums and promoters are threatening to cancel scheduled concerts by the performers. Other auditoriums have refused to pay over box office receipts from the concerts."

Knight said that approximately \$367,000 had been either withheld by the auditoriums or deposited with the U.S. Federal Court pending the outcome of his law suits. Cavaliere also stated in his motion to the Court that, "Unless Knight is enjoined from instituting actions . . . the performers will be required to go off the road. They cannot continue their professional activities under these intolerable circumstances."

Knight disclosed that he and GFR Enterprises, Ltd., are prepared to commence identical law suits in Great Britain, France, Italy, Sweden, Norway, Belgium, Luxembourg, Denmark, Germany, Switzerland, and Japan where the names "Grand Funk" and "Grand Funk Railroad" are also registered trademarks owned by GFR Enterprises, Ltd.

of artist representation that goes the full circle just as some institutions offer full banking services. For example, we will use computer programming to incorporate all details of complex tour arrangements for groups of artists working together as a package," Franklin stated.

Franklin said the next major organizational step will be into the field of motion picture packaging.

TV Projects

ATI, which produced the successful tour of the "Rock 'N Roll Circus" last year, is now in negotiations with a major company to produce the show as a projected weekly television series.

Under the expanded ATI program, stars such as Rod Stewart, Rare Earth, Deep Purple, Marvin Gaye, John Sebastian, Uriah Heap, among others, will have the benefits of a computerized booking system that is designed to eliminate lost time in the artists' schedules.

The same basic approach will guide the activities of the record producers represented by ATI to insure a minimum of delays and wasted motion, Franklin said.

Sol Saffian, vice-president of ATI, recently opened and is coordinator of the college department of the talent organization. Joining Saffian in New York is veteran Stan Rubin and in Los Angeles, Bob Bonus.

Ira Blacker, also head-quartered in New York, is vice-president in charge of the concert area.

Franklin said the 30 young members of ATI's staff have worked together to "generate the family-oriented concept that makes the streamlined program possible."

Stone To Elektra

HOLLYWOOD—Ronald Stone has been named west coast artist relations and development manager at Elektra Records. He will report to Ralph Ebler, national artist relations and development manager, based in Elektra's New York office.

Open Seating Cited As Boon To Concerts

HOLLYWOOD — Open festival seating is becoming "the thing" in major arenas, says promoter Steve Wolf of Concert Associates. "It's a whole new ball game. There are fewer security problems, the kids can move around or dance, and there's no rushing the stage, or seating problems," he adds.

The San Diego Sports Arena, Winterland in San Francisco, the Hollywood Palladium and the Long Beach Arena have gone into open seating. Win F. Hanssen, manager of the latter facility, admits, "It cuts down on a lot of staff personnel, mainly ushers." Long Beach's first experience with open seating, a Grateful Dead concert, was termed a huge success.

Jim Rissmiller of Concert Associates—a Beverly Hills pop-rock concert promotion firm—notes that the 19,000-seat Forum in Inglewood would like open seating, as would the Phoenix Civic Plaza. Tucson Community Center enjoys it now.

Promoters and facility directors alike admit it may take a while for customers to get used to the fact they don't need a ticket stub for a certain seat, since over the years, most concerts have been a hard ticket sale.

Winterland, the bay area ballroom, for years has allowed youngsters to roam about its cavernous area, sit on the floor, or feel free to dance—as they pleased. The Hollywood Palladium, also places no seats on the main floor during rock and pop concerts.

Davis, Killeen: New Cap Posts

HOLLYWOOD—Brown Meggs, Capitol's marketing vice president, has made the following appointments, effective immediately:

Dan Davis, formerly album packaging manager and country music project manager, has been named director of creative services.

Dennis Killeen, formerly advertising manager and senior merchandising project manager, has been named director of merchandising.

In his new position, Davis will be responsible for the company's graphics and copy requirements, as well as for tape programming and the scheduling of album and tape product for release. Reporting to Davis will be John Hoernle, art director; Michael Ross, copy editor; Charles Comelli, pre-recorded tape manager; and Pat Maturkanic, product scheduling coordinator.

Killeen, as director of merchandising, will be responsible for the creation and execution of all merchandising and advertising campaigns on behalf of Capitol's artists and independent labels distributed by Capitol. Reporting to Killeen will be Varley Smith, merchandising project manager; Mickey Diage, newly appointed advertising manager; and Fred Rice, merchandising development manager.

Davis came to Capitol in 1964 as a staff copywriter. He has subsequently served in a number of capacities, including tape & component coordinator, editorial director, and creative services administrator.

Killeen joined the company in 1969 as merchandising services manager. Shortly thereafter, he developed Ninth Floor, Capitol's house advertising agency. As projects manager, he has created merchandising and advertising campaigns on behalf of Apple, Island, Shelter and other independent labels distributed by Capitol.

Anderson Named To Capitol Post

HOLLYWOOD—Dennis Killeen, director of merchandising, Capitol Records, has named Scott Anderson to the post of merchandising project manager reporting directly to Killeen. Anderson will take an active part in planning merchandising and advertising campaigns on behalf of Capitol's c&w and selected pop artists.

Anderson joined the label's promotion department last year as southern California promotion manager, based at the L.A. district branch, before moving to his new position with Capitol's merchandising organization.

Muscle Shoals Association To Promote Area

MUSCLE SHOALS, LA. — Shoals area musicians, producers, engineers and others closely connected with the area's recording industry are presently establishing a music association with the purpose of promoting the industry in the area.

The organization, The Muscle Shoals Music Association, is receiving the backing of the studios in the area, and has elected its officers for the coming year.

The new officers are Quinn Ivy, president, head of Quinvy Studio; Jerry Masters, vice president, engineer at Muscle Shoals Sound Studio, and Frank Daily, secretary-treasurer, vice president and general manager of Fame Studio.

Ivy said the association presently has a list of about 65 persons who will be active voting members of the organization and that there will also be numerous associate memberships.

Famous On Coast: Burdick Sales; Ms. Cooper PR

NEW YORK—In a major west coast expansion move, Andy Miele, vice president of Marketing for Famous Music Corp., has announced the appointment of Ross Burdick to west coast sales manager, and the promotion of Vicki Cooper to head up the departments of promo, publicity and artist relations.

Burdick brings experience in all phases of the music industry to his new position. He has been involved in management, artist relations, sales, retail sales and manufacturing. Prior to his appointment at Famous, he was an account executive with the Los Angeles division of Viewlex, Inc., Viewlex Custom Services. He was responsible for all sales involving custom services, including record pressing, tape duplicating, jacket printing and fabricating.

New Post

In his new capacity, Burdick will report directly to Carmen LaRosa, director of national sales, and will be responsible for merchandising and sales for Famous Music labels on the west coast. Headquartered in Los Angeles, he will be responsible for Los Angeles, San Francisco, Seattle, Denver and Phoenix.

Ms. Cooper, a graduate of the University of California at Berkeley, returned to the record industry in 1971, after an eight year absence. She worked briefly for Polydor Records before joining Paramount Records in Jan. of 1972.

In her new capacity, Ms. Cooper will report directly to national promo directors Herb Gordon and Noel Love, and will be directly responsible for coordination of all phases of public relations, promotional activities and artist development.

Mickey Diage Capitol's Ad Manager

HOLLYWOOD—Dennis Killeen, merchandising director of Capitol Records, has named Mickey Diage advertising manager of Capitol's house shop, Ninth Floor. She will report directly to Killeen and be responsible for media placement and research, as well as overseeing traffic, production and advertising continuity for Ninth Floor clients, including Capitol, Apple, Shelter, Island Records and Elektra Marine, Inc., a marine equipment firm.

Ms. Diage joined the label's merchandising department in 1963, and has since held a variety of positions within the marketing organization, including her previous appointment as Capitol's media supervisor.

Reporting to her will be Linda Montgomery, traffic coordinator.



Diage

Higgins Exits IFA

NEW YORK—Joe Higgins has resigned from International Famous Agency as head of the east coast variety department after being with the company for the past 10 years. He said he plans to open his own company in personal management as well as the packaging and production of outdoor fair shows.