



# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

Reply To: U.S. OFFICE

## PHANTOM PHACTS - January 1991

To help bring everyone up to date, the first part of PPhacts is some information from an upcoming press release which states;

**PHANTOM PRODUCTIONS** will again have a strong presence at MIDEM '91, the world's largest music industry event, held in Cannes, France January 20-24. Chris and Martin Theophilus, Directors of Austin-based Phantom Productions, Inc. will be representing top new Texas bands, artists from Florida, Washington State and LA, as well as, their own artists; Tracy Lyn, James Hinkle, Mark Luke Daniels, and John Cambridge (from England).

Celebrating its 25th anniversary, MIDEM is the premier international record and music publishing event. There are 50 countries, 1,500 companies and over 8,500 music pros in attendance. They include A&R staff and representatives from all the major and indy record and publishing companies.

Phantom's Directors will be working to obtain licensing, distribution, publishing and tours for the artists they represent. "We are extremely proud to be representing such a wide variety of musical talent," said Chris Theophilus. They include country artists Tracy Lyn, Christine Albert and Bow Brannon, rock 'n roll from Alien Project, Masquerade and John Cambridge, rockabilly by Lucian Turk and pop bands The Chromatics and Javelin Boot, as well as folk, jazz and alternative styles. Over the past ten years Phantom has gained a strong reputation for representing some of the best music from Texas with an extensive group of European, Australian and Asian music companies. This year PHANTOM is proud to be recognized by other parts of the U.S., which includes a select group of artists from the Northwest performing Pop, Rock and Rap. PHANTOM will meet personally with over 100 representatives during the five days, then spend some time in England with their British Director.

As a result of PHANTOM'S two years of development and his presentation at MIDEM '89, Mark Luke Daniels was signed to a publishing contract, which led to his eight-album recording contract with Gene Simmons (of KISS) on his RCA/BMG label.

In preparation for MIDEM, we (PHANTOM VIDEO) shot some 80 hours of video on sixteen Austin bands. All editing is now done "in-house" with computerized S-YHS editing equipment that allows us to use special effects and professional wipes and mixes. All our audio now is recorded digitally on the bands, so we end up with a high quality product.

=====

**OTHER EVENTS;** -TRACY LYN has received interest from Europe which we will be pursuing while we are over there. She has been in Nashville co-writing with artists that included a writer for the Warner Chappell publishing company.

=====

- The INTERNATIONAL SATELLITE project which involves the broadcast of live original music is still in progress. Our representatives in England, France, Germany & Japan are working on this with us. It took four years to get the Austin Community College COMMERCIAL MUSIC DEGREE program off the ground and this will probably be the same. Incidentally, Chris & Martin continue to serve on the ACC Advisory Committee for the Commercial Music program, which saw a 72% increase in enrollment from Spring '90 to Fall '90. CHRIS just completed a year as Chairperson of the AUSTIN MUSIC INDUSTRY COUNCIL's International Committee and Martin was just elected President of AMIC for 1991.

PHANTOM RECORDS • MYSTIKOS MUSIC (BMI) • PHANTOM MUSIC (BMI) • PHANTOM COMPUTER GRAPHICS  
1 Padstow Ave., Fishermead, Milton Keynes MK6 2EP, England  
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**U.S.**



# AUSTIN MUSIC INDUSTRY COUNCIL

## BOARD OF DIRECTORS MEETING

### AGENDA

January 10, 1991

1. CALL TO ORDER / ROLL CALL
2. INTRODUCTION OF GUESTS
3. APPROVAL OF MINUTES - DECEMBER 13, 1990
4. TREASURER'S REPORT - Layne Lauritzen
5. Nominations for new Vice President
  - Names suggested;
    - Bill Britton
    - Mike Sandefur
    - Bill Shea
    - Roy Woodrum
6. Nominations for new Board Members (Need to fill Shook and 2 other positions if desired)
  - a. filling vacancies, nominations received;
    - Mike Blair - Ad agency
    - Don Grefe - Accountant
    - Larry Quick - Pro Tape
    - Dorothy Pierce - Greater Austin Chamber
    - David Rodriguez - Attorney
    - Martin Socola - Ad agency
  - b. enforcement of "3 meeting rule"
7. Presentation by Nancy Coplin - Update on Music Commission
8. Results of Priority Survey
9. Goals of AMIC & 1991 Priorities
10. Membership notices
11. Board Membership Status
12. Advisory Board members will be sent requests to continue
13. Committees
  - a. How do we make committees effective?
  - b. What committees does AMIC need?
  - c. Suggested:
    - Membership
    - Education\*
    - Business Development
    - Fund Raising\*
    - International Relations
    - Event Planning\*
  - ( \*may have cross responsibilities)
  - d. Other - Membership solicitation of major Austin companies
14. Reprinting of AMIC brochure & other materials ( membership renewal & bumper stickers)
15. Music Biz Breakdown raise requested
16. Working to create Texas NARAS Chapter
17. AMIC Informal Meetings
18. Volunteers
19. OTHER BUSINESS
20. TIME AND PLACE OF NEXT MEETING
21. ADJOURN



*Christine Albert*

**JANUARY 1991**



All dates in Austin unless otherwise noted.

- 4 Fri Country Star, 9 p.m. - 1 a.m., with the band  
(Hwy. 290 W., 6 miles past the "Y" at Oak Hill where the Little Wheel used to be!  
This is a totally remodeled, great dance hall. Be there!!)
- 9 Wed Chicago House  
3rd Anniversary of Jimmy LaFave's Open Mike Night  
Come celebrate with Jimmy and ten of his favorite writers
- 12 Sat Waterloo Ice House, 9:30 p.m., with the band  
6th at Lamar...Our monthly "magic" show
- 15 Tue Colorado Street Cafe, 8 - 10:30 p.m., with Scott Neubert
- 18 Fri Uncle Calvin's in **Dallas**, 8 - 11 p.m., with Scott  
9009 N. Central Corner NW Parkway and Central  
Metroplex Fans — See you there!
- 22 Tue Cactus Cafe, 8:30 p.m. — **A VERY SPECIAL SHOW**  
Christine lives out her chanteuse fantasies doing a set of all French songs with  
Danny Levin on piano and Paul Glasse on mandolin. Don't miss this special evening.  
Also on the French bill are Serge Levigne and D'Jalma Garnier. Come early!!
- 26 Sat Country Star, 9 - 1, with the band  
Bring your best dancin' boots, partner!
- 31 Thu Chicago House, with Jimmy LaFave, Betty Elders, Lillian Stanfield, and more!  
Dick Walker's Birthday Bash and Chicago House Benefit

**Happy  
New Year!**

**CONTACT INFORMATION**

P.O. Box 49207 • Austin, TX 78765

"You Are Gold" ten-song cassette — Mail Order (incl. P&H) \$11

Christine Albert T-Shirts

Purple & Gold M - XL — Mail Order (incl. P&H) \$12



**Christine Albert, "You Are Gold"**  
"The production quality here is surely the  
best of any local tape this year. Combine  
that with Albert's beautiful voice and  
Paul Glasse's perfect mandolin playing,  
and you have one excellent recording."  
*Lee Nichols, Austin American Statesman*  
*Top Ten Albums, 1990*

Present this coupon for  
**\$1.00 OFF**  
for each person in your party  
before 10:00 p.m.  
at the Waterloo Ice House (6th @ Lamar)  
January 12



## TRIP PREPARATION

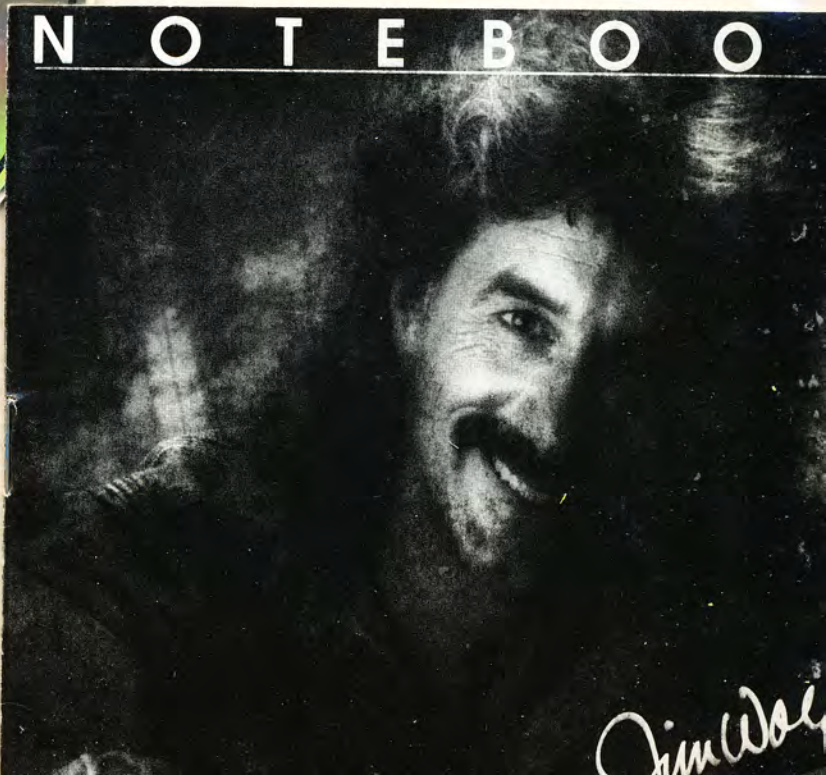
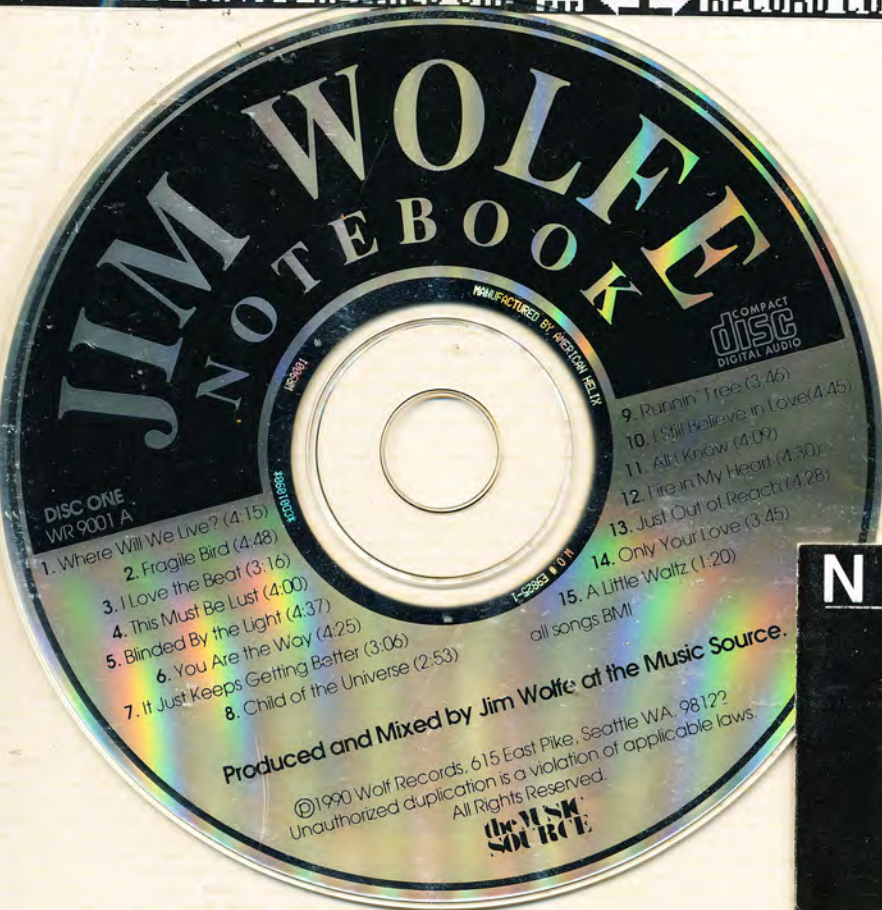
## MIDEM TO DOS:

### \*\*\*\*\*THINGS TO DO & TAKE TO MIDEM\*\*\*\*\*

- \*1. PROMO ON INDIVIDUAL ARTISTS
- \*2. BROCHURE ON ALL ARTISTS
- \*3. OVERVIEW CASSETTE OF STYLE ON PPI
- \*3. OVERVIEW VIDEO ON ALL ACTS
- \*4. SPECIFIC STYLE VIDEO - 5 min
  - COUNTRY
  - R&B
  - ROCK
  - JAZZ & "NEW AGE"
  - SPECIFIC TOUR GROUPS
- \*5. 2 recording portable cassette rec for notes
- \*6. At least one stereo playback cassette rec
- \*7. batteries
8. Convert \$
9. Traveler's checks & passport
- \*10. 35mm camera & flash w/batt&film
- \*11. Stock numbers & account information
- \*12. Organizers w/updated master lists & appmnt
13. Tickets
14. Telephone keyer w/new batteries
15. Materials/pins to decorate TX Stand w/PPI

16. \*Towels, \*wash cloths, mirror, \*kleenex, \*TP, \*enseme, \* dual voltage razor, \*power conv
- \*17. Leave James, Jeff & Ken details on well (light by pump heater, etc), Security system, outside lights, FAX, Johnny taking messages, HQ Services, watering plants, balloon
18. Mothball computer & editing equipment
- \*19. Stop paper & ask Jeff & Laura to keep Thursdays and any other relevant music info
- \*20. Leave numbers where we may be reached
- \*21. Leave info on yet to use if needed
22. Set up dogs bed for cover
23. Look at cart situation for transporting materials
- \*24. Carry with us, BP & other medi, eye solutions, kleenex, overview of groups
25. Think of something we could take to eat early in mornings if no breakfast (crackers, etc.)
- \*26. Johnny summary ph, HQ, ClayD, TL, CA, Jeff
27. Run FAX paper over the front
- \*28. Summary to HQ Sery on where & when
29. Give everyone hotel, Midem, Sheila & David #

\*=COMPLETE





# Vive le Texas music!

## Group to represent state at convention in France

As the major marketplace for the international music industry the annual **MIDEM** conference in Cannes, France, opens a world of possibility for the promotion of Texas music. This year's 25th annual affair, Sunday through Jan. 24, is expected to draw 10,000 wheeler-dealers hoping to negotiate licensing, publishing or distribution in foreign markets. (MIDEM is a French acronym that doesn't directly translate, but money seems to transcend all language barriers.)

The Texas contingent should find itself in a flurry of activity. Among the 10 representatives are Austinites **Roland Swenson** (as president of the Texas Music Association and director of South by Southwest), **Casey Monahan** (director of the state's Texas Music Office), **Martin and Christine Theophilus** (Phantom Productions), **Mike Stewart** (Mike Stewart Productions) and **Ed Ward** (international coordinator for SXSW, who will be covering the conference for National Public Radio's *Fresh Air* program). **Susan Walker**, **Jill McGuckin** and **Chris Wall** of Tried and True Music also will be attending, though not as part of the Texas Stand contingent, as will music attorney **Mike Tolleson**.

"It's obviously the marketplace for licensing and publishing," explained Monahan, who recruited participants with Swenson. "Unfortunately, the Texas music industry economy is still very flat, and many indies who could benefit from MIDEM couldn't afford the trip over. Hopefully, our presence there will lead to the licensing of masters from companies unable to attend."

"This is the first year that I'm going over, but my impression is that it's a real hard-working thing," said Stewart, who plans to lay the groundwork for European tours by **Poi Dog Pondering** and **Chris Thomas**, and who will be representing licensing and publishing for the **Highwaymen**, **Glass Eye**, **Jon Dee Graham** and **Near Dark** at the conference.



**LUCID DREAM**

2807 Brushy Creek Rd.  
Cedar Park, Texas 78613  
(512) 255 - 4136

January 15, 1991

Chris & Martin Theophilus  
Phantom Productions  
701 Brazos Ste. 500  
Austin, Tx. 78701

Dear Chris & Martin

Here are the five promo packs as we discussed. I hope you do well with them as well as with your other artists.

We're especially pulling for you, because the prospect of our doing a European tour is quite exciting.

As I'm sure you're aware, we have entered a rather tenuous time in terms of personal safety when travelling abroad...please take care....but also have an exciting, and successful trip.

I suppose we'll talk to y'all around the end of the end of this month...we are looking forward to it.

Sincerely,

Be & Phelli



- PLEASE COMPLETE THIS REGISTRATION TO PARTICIPATE IN THE MUSIC NETWORK - MAIL TO ADDRESS BELOW -



# PHANTOM RECORDS INTERNATIONAL MUSIC NETWORK

STUDIO NAME: \_\_\_\_\_  
OWNER (or Contact person) \_\_\_\_\_  
ADDRESS (Street & Mailing) \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_

## FACILITY INFO

ADDITIONAL INFO: (FOR EXAMPLE: Do you work primarily with a particular style of music?) \_\_\_\_\_

PHANTOM RECORDS is a Phantom Productions, Inc. Company - 701 Brazos, Suite 500 - PO Box 90936 - Austin, Texas 78709

NOTE: If you are also referring a band for the MIDEM services, make sure your studio is the referral source. We will send commissions directly to you.

- PLEASE COMPLETE THIS REGISTRATION TO PARTICIPATE IN THE MUSIC NETWORK - MAIL TO ADDRESS BELOW -



# PHANTOM RECORDS INTERNATIONAL MUSIC NETWORK

STUDIO NAME: \_\_\_\_\_  
OWNER (or Contact person) \_\_\_\_\_  
ADDRESS (Street & Mailing) \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_

## FACILITY INFO

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## LUCIAN TURK RADIO WAVES

(independent cassette)

This EP-length release (4 songs) showcases bandleader/songwriter Turk in the genre of better-than-average pop country—more Eagles than Clint Black. Contrasted with the full, fat sound, the lyrics are roots-like, genuine and well-crafted. Lucian says he “went for quality, not quantity” this time and the production is definitely first-rate, but slicker isn’t always better, and I missed the eclecticism of his *Neon Wind* album. *Red River* leads out, not the strongest cut, but perfectly acceptable, nevertheless. *I Like The Way You Look* follows, again not the most challenging song in his repertoire, but solidly commercial. The title cut, *Radio Waves*, is easily the best here, a rockabilly sound that Turk does well, showing off his band and engaging words to best advantage. I’d have opened with it. *What I Need* is a fine song, but not best suited to his voice, which sounds strained in spots. Turk has the looks, style, ambition, talent and professionalism to be a pop country star. Phantom Productions’ management intends to place him for a shot at it, but whatever happens, he has quickly carved a place among the cream of local musicians—a space we expect will become more distinctly *his* over time. **EM**

*Lucian Turk • You Look*

SIDE 2  
*Radio Waves  
What I Need*

*Radio Waves*

*Lucian Turk*

ALL SONGS AND MUSIC: LUCIAN TURK  
RECORDED AT:  
Sound Recorders Studio, Inc.  
2117 Guadalupe St.  
Austin, Texas

EXECUTIVE PRODUCER: Lucian Turk  
ENGINEERING & PRODUCTION: Ben Blank  
THANKS TO:  
DUPLICATION: Sound Recorders, Inc.  
Paul, Terry and Dwight

COVER DESIGN:  
Photography By: Mark Buchanan, Studio Two  
Printing By: Rick Rutherford, Sterling Printing  
LUCIAN TURK: Vocals  
DAVID MATNEY: Drums  
GARY FEIST: Bass

GUEST MUSICIANS: Vocals  
LISA TAYLOR: Synth, Organ and Piano  
ED RYNEARSON: Bass

SPECIAL THANKS TO:  
Lisa and Ed for adding inspiration. Both of you did parts that still give me goose bumps.  
Also, to Ben Blank, for “just having the knack” for getting the right feel in a mix.

FOR BOOKINGS CONTACT: Phantom Productions  
AUSTIN CENTRE TOWER  
701 BRAZOS, SUITE 500  
AUSTIN, TEXAS 78709  
TEL: 512-288-1044  
FAX: 512-288-4748  
UNITED STATES:  
AUSTIN CENTRE TOWER  
701 BRAZOS, SUITE 500  
AUSTIN, TEXAS 78709  
TEL: 512-288-1044  
FAX: 512-288-4748  
UNITED KINGDOM: Tel: 011.44.908.261428  
FAX: 011.44.908.261428  
or LUCIAN TURK: 512-288-2281  
512-288-6731

Lucian

Turk



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Austin Centre Tower, 701 Brazos, Suite 500  
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TEL 512-288-1044 / 320-9098 / 288-2281

FAX 512-288-4748  
UNITED KINGDOM  
TEL 011.44.908.66381  
FAX 011.44.908.663675



# GNN OUTGUNS NETS WITH GULF COVERAGE

*Continued from page 1*

power in cable's direction.

On the night of the initial bombardment of Baghdad, as television viewing reached record-high levels, CNN achieved the largest rating ever: won by a basic cable network in primetime. Inside its U.S. ratings universe of 56.7 million households, CNN scored a 19.1/25.3, representing 10,834,000 homes. That figure does not include the additional 225 affiliates and indies that tuned into CNN coverage either continuously or intermittently.

On an average night, CNN garners less than one rating point in primetime.

■ CNN's coverage quickly pervaded indies around the country: Four Los Angeles stations—KTTV, KTLA, KCAL and KCOB—and three in New York—WNYW, WWOR and WPIX—carried large portions of CNN's coverage during the first 24 hours of the war.

■ In a blatant defection from its own news division, CBS affiliate WAGA Atlanta even periodically cut away from its own network's coverage in favor of CNN. "As far as we know, this has never happened before," said CBS prexy of affiliate relations

tions, tv consulting group Audience Research & Development discovered a number of network affiliates flip-flopping between CNN and their network's fare. Both the NBC affil, KGW, and the CBS affil, KOIN, in Portland, Ore., carried substantial chunks of CNN's coverage, as did the Detroit NBC affil WDIV, according to AR&D consultant Doug Clemensen. KHOU Houston and WUSA Washington, D.C., along with ABC affil WFAA Dallas also made heavy use of CNN reports, per Clemensen.

This has been a threshold event for CNN where it has gained huge distribution in over-the-air television, says Clemensen.

■ CNN got the promo of a lifetime when Defense Secretary Richard Cheney told a Pentagon press conference three hours after the attack had begun: "The best reporting I've heard about what has transpired in Baghdad was on CNN." Gen. Colin Powell and President Turgut Ozal of Turkey also said they were getting much of their information from CNN.

■ The financial markets already have taken notice of CNN's performance. Parent company Turner Broadcasting System's stock

of covering the gulf crisis serves as a defacto recognition that cable tv has come of age," says entertainment analyst Christopher Dixon. "Investors' fears over the longterm strength of cable should begin to dissipate."

The morning after hostilities began, CNN exec v.p. Ed Turner agreed that the gulf war may become a defining event for his news organization. "Why the other networks weren't more successful [in transmitting from Baghdad] I don't know," said Turner. "But I know there's no

## 'CNN used to be

called the little network that could.

It's no longer the little network.'

mystery to [CNN's success]. Since September we have just been more persistent in nagging the Iraqi government to let us put that piece of gear in."

That "piece of gear" was a four-wire core circuit telephone

were naturally even higher than those of CNN. ABC led with a 19.8/27 in the Jan. 17 overnight primetime figures, followed by NBC with 16.3/22, and CBS with 11.9/16.

ABC managed to receive sporadic reports from its reporter Gary Shepherd in Baghdad, while NBC's Tom Arnett was last heard from in the first hour of the attack, and CBS' Alan Pizzezy got on the air for only about 10 minutes at 12:30 a.m. EST on the morning of the attack, having found his way from the Al Rashid Hotel to a phone at the U.S. Embassy.

NBC's Tom Brokaw, who found himself resorting to an on-air interview with Shaw after losing contact with NBC reporter Aspell, paid tribute to the

## CNN's best shot

It was gonzo journalism at its best. For the first 16 hours of the Persian Gulf war, CNN owned the story.

Secretary of Defense Richard Cheney cited what he saw on CNN, Tom Brokaw of NBC interviewed CNN. The little cable station was the world's

against the threat of chemical weapons. CBS was the first network to transmit film images of the wreckage in Tel Aviv.

In the initial tumult of Iraq's attack on Israel, there was some confused reporting. Brokaw told viewers they were witnessing "the first chemical attack on a city in history" and CBS reported that Israeli radio announced a retaliatory strike already had been launched.

Later on Thursday, ABC and CBS became the first networks to broadcast films of the initial attack on Baghdad shot by an ITN cameraman.

## Govt. dispute

As morning dawned in Baghdad after the first U.S. bombardment, CNN producer Robert Weiner witnessed a dispute in the Al Rashid lobby between officials from the Iraqi Information Ministry and the Post Office, Telephone & Telegraph Ministry (controlled by the military) over CNN's permission to continue broadcasting. "The military wanted us off, the Ministry of Information wanted us on," said Turner.

The previous evening, CNN correspondent Arnett had argued Iraqi military officers out of shut-





# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

January 8, 1991

Reply To: U.S. Office

Dear Mr. Turner,

Over the past year I have been working to develop a means to provide exposure to new musicians who have the potential to compete internationally. Your ability to broadcast new dynamic programming is my reason for requesting your input on this plan. My prime goal has been to establish a 30 minute international satellite broadcast of live and taped original new music. These are "up and coming" artists who lack opportunity for exposure. A second goal is to provide high quality entertainment to an audience that wants to experience different settings, cultures and especially fresh "cutting edge performances."

The core plan involves a regularly broadcast 30 minute program, originating from a different city each week, featuring original live music performances in clubs around the U.S. The program would be edited with scenes from the city and information about the culture (foods, products, history and entertainment). Discussions are under way with folks in England, Canada, Japan, France, Germany and Australia. Feedback is positive. There is interest in this being a "two-way" opportunity, with similar foreign broadcasts available in the States.

Austin has over 650 live bands playing regularly in over 70 local venues. While not many cities have this number of live bands, there are some 25 with vibrant music scenes including; Atlanta, New Orleans, Seattle, Tampa, St. Louis, etc. The program would, in essence, capture the experience of making a visit to one of the cities and sitting in on a live club performance. The audience would be provided a brief tour of each city's significant tourist spots, view scenes from some of the unique restaurants and then be taken to a "live" show. My preference has always been to have a portion of the show uplinked live. It would be a "night on the town" from your own living room.

Currently, I serve as President of the Austin Music Industry Council, which is made up of the Central Texas music businesses. Seeing a gap in the level of Austin's music business professionalism, I initiated a Commercial Music Degree Program at Austin Community College in 1986 and currently Chair its advisory board. This program saw a 72% increase in enrollment this past semester with most classes over-booked. Working with these dynamic new bands and the support people around them, makes one even more conscious of the impact of music on the public. These new entrepreneurs are the grass roots record companies of the future. It is refreshing to see their spirit, especially as CBS becomes SONY and MCA is bought out by Matsushita.

The goal of this plan is to provide a unique exposure vehicle for these artists, while giving the public an exciting way to tour the country. The "nut" we are having trouble cracking is sponsorship and contacts in the industry that can help refine the plan and create a viable successful, and profitable product wherein everyone wins!

Any thoughts, referrals or assistance you, or your staff might provide would be greatly appreciated. Our company will be attending MIDEM, the international music business conference in Cannes, France from January 18th until February 3rd, meeting with people regarding this plan. I may be reached up to and after those dates at 512-288-1044. Thank you for your time in considering this information.

Sincerely

Martin Theophilus

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U.S.





January 16, 1991

Martin Theophilus  
Phantom Productions, Inc.  
Austin Centre Tower  
701 North Brazos, Suite 500  
Austin, Texas 78709-0936

Dear Mr. Theophilus:

Thank you for your letter of January 8 to Ted Turner. Your interest in our company is appreciated.

Despite the worthiness of your program idea, we have decided to pass on the project. We have received similar proposals in the past and have declined them as well. Unfortunately, TBS has a limited number of non-fiction programming hours to fill and we are not currently looking for a series like the one you describe. The money our budget allows for non-fiction programming has been committed elsewhere, and what you are proposing would be quite expensive and logistically difficult.

Thanks for thinking of Turner Broadcasting, and good luck with your project.

Sincerely,

*Liz Bennett*

Liz Bennett  
Manager of Development



**AIR FRANCE**

**A**

AF236077

**A**

DK MAI 79 3296-1

AF 236077

To

*NCE*

Voi/Flight

*AF 2413*

VIA

**PAR**

Voi/Flight

*AF 088*

AF 236077

*Mr Theophilus - Phantom*



**MIDEM**



**EXHIBITOR**

**Martin  
THEOPHILUS  
PHANTOM PRODUCTION  
INC.**

U.S.A.





Le Lion et le Rat • The Lion and the Rat



Les Canards • The Tortoise and the two Ducks

**SOUS-AMÉRIQUE**

CARTE D'ACCES A BORD / boarding pass

**AIR FRANCE**

NOM DU PASSAGER / name of passenger  
**THEOPHILUS**

DE / from  
**PARIS/CHGAULLE**

À / to  
**NICE**

VOL / flight	CLASSE	DATE	DEPART / time
<b>RF2413</b>	<b>Y</b>	<b>19JAN</b>	<b>17H30</b>

EMBARQUEMENT / boarding	SIÈGE / seat
<b>24 17H10</b>	<b>07A</b>

PORTE / gate	HEURE / time	N <sup>B</sup>	POIDS / weight
		<b>5</b>	<b>95</b>

021

HUMMEL 8/160/01 PE

## DINER

PARCOURS HOUSTON-PARIS

TEMPS DE VOL/FLIGHT TIME : 8 h 50

## SOUPER

COCKTAIL DE CREVETTES

Shrimps with cocktail sauce  
Camarones en salsa coctel

TOURNEDOS ARMENONVILLE

Tournedos in red wine sauce  
Tournedos con salsa de vino tinto

HARICOTS VERTS AU BEURRE

Buttered french beans  
Habichuelas con mantequilla

CŒURS D'ARTICHAUTS  
ET POMMES DUCHESSE

Artichoke hearts and Duchesse potatoes  
Corazones de alcachofas y papas Duchesse

SALADE DE SAISON

Fresh garden salad  
Ensalada fresca

FROMAGE

Cheese  
Queso

PÂTISSERIE

Pastry  
Pastel

CAFÉ DE COLOMBIE

PETIT DÉJEUNER



## RAP

- GREG THOMAS -

Well known black actor from the Northwest U.S. theatre scene Greg raps on four pop/cover songs. Sort of M.C. Hammer meets Biz Markie meeting Was-Not-Was. Discography: *Jim Wolfe's NOTEBOOK* the MUSIC SOURCE (1990)

- Tone Def -

Novelty rap act, whose cut *White Boy Rap* was the second most requested song in 1990 on KPLZ - Seattle's top FM station!

## BRAZILIAN & REGGAE

- ONE TOUCH -

1 cup funk, 2 tsp. reggae, 1 quart Brazilian rhythms. Allow mixture to ferment. Simmer for one year. Add rock seasoning liberally, bring to a rolling boil. Makes enough to make you dance your...off! Discography: *Touch Sensitive* (Oct 90) inde-cassette

- HI-TOPS

Drawing their energy from the roots of rock & reggae, this band creates a third generation of music that many bands envy, 'a sound of their own!' Three real musicians playing real music. Catch them if you can.

## JAZZ

- KARL REHN -

Electronic instrumental jazz album *Electrophonic*. The entire project was created by using synthesizers, samplers & drum machines, controlled by M.A.C. Discography: *Electrophonics*, 1990 inde release.

- ANDREW WIMSATT -

Peaceful, melodic songs with a jazz influence and lyrics written from the heart. Discography: *Reflections*, 3-song cassette, 1990 inde

## LOOKING FOR TOURS

- THE TWINS -

Energetic, mesmerizing performers of acoustic, contemporary folkpop. This duo always brings audiences back for more. Discography: *Relationships*, EP, 1990 inde release.

- CELIA -

\*Outrageous one-woman show. - The energy! Smokin' fiddle, wallin' guitar, rockin' piano & singin' too! Extensive touring; Knott's Berry Farm, Seaworld, Calgary Stampede; TV ABC Nat'l News, HBO, + more. Discography: *Drivin' On Empty* inde release (1990

## PHANTOM PRODUCTIONS

is an artist management/development company, committed to identifying, developing and promoting new talent with international potential. PHANTOM works to obtain major recording, publishing & touring deals for artists who possess the talent and determination to go "all the way!"

Founded in 1964 as an audio production company, PHANTOM began assisting artists promote their recorded product. In the early eighties, we began building an international resource base of record companies & publishers.

In 1987 we established a representative in the United Kingdom and in 1988 opened the PHANTOM, U.K. office. Close representation ties have also been made in France, Germany, Canada & Japan. We are working to expand this network.

Our expertise is in management which includes 75 years combined staff experience in the music industry. One of our Directors just Chaired the International Committee for the Austin Music Industry Council and another was just elected President for 1991.

PHANTOM's primary source of talent is drawn from AUSTIN, TEXAS. The Austin Chronicle (Nov '90) lists 650 active bands in the Austin area, playing regularly in over 75 local venues. You need to come to Austin and see our live music scene. **There is nothing like it in the world!**

Interestingly, over the past ten years, the majority of Texas record label signings are also from Austin!

PHANTOM IS CURRENTLY LOOKING TO EXPAND OUR INTERNATIONAL TIES AND REPRESENTATION OF FOREIGN COMPANIES IN THE U.S. IF THIS IS OF INTEREST TO YOU, PLEASE DISCUSS THE POSSIBILITIES WITH US AT MIDEM.

*We are also working to establish an INTERNATIONAL SATELLITE NETWORK broadcasting new original live music.*



PHANTOM PRODUCTIONS,  
INCORPORATED

*Proudly Presents*

OUR TALENT ROSTER FOR

MIDEM '91

PLEASE COME BY AND VISIT OUR  
STAFF AT THE  
TEXAS STAND



THE PHANTOM GROUP

Austin Center Tower  
701 Brazos, Suite 500  
P.O. Box 90936  
Austin, Texas 78709, U.S.A.

Tel: 0101 512 288 1044 FAX: 0101 512 288 4748

\*CREATIVE MUSIC SERVICES SINCE 1964\*



## COUNTRY MUSIC

- **TRACY LYNN** -  
A fresh, young talent on the Austin music scene, this gifted singer/songwriter has written over 60 original country songs and is currently co-writing with some of Nashville's top staff writers. Powerful voice, full of range and strength - Nashville is keeping a close eye on this young lady. Discography: *Traces of Texas* (Phantom Productions)

- **MARK LUKE DANIELS** -  
Country music for the 90's. Talented singer, songwriter of contemporary country with over 130 unique and 'authentic Texas' songs with contagious melodies and powerful lyrics. Debut album *Shadow Of A Doubt* (1990 Phantom Productions) currently being presented to U.S. labels. Discography: Debut album *Shadow Of A Doubt*, 1990 Phantom Productions; *Bare Bones & Railroad Tones*, 1989 Phantom Records

- **CHRISTINE ALBERT** -  
Beautiful, assured soprano voice and gifted writer - sophisticated country material. Successfully toured Europe & U.S. Discography: *You Are Gold* - 1990 Inde

- **EMERALD EYES** -  
Austin-based folk/country group consisting of five females, a mother-four daughters, describe themselves as 'the new female family voice for the 90's.' Currently #2 on *Cashbox Chart* Discography: *Take The Key To My Heart*, Single, '90, Sundial Records.

- **BOW BRANNON** -  
Honky Tonk band playing the Texas dancehall circuit Discography: *Reason In the Rhythm*, 1988 Inde rels.

- **BURL WILKERSON** -  
Burl's music is pure Texas and combines elements of Country, Blues, Rock & Roll, plus Rhythm & Blues to create a truly Lone Star sound.

## ROCK

- **LUCIAN TURK** -  
Impressive blend of rock, rockabilly, new wave rhythms, with a sprinkling of Cajun spice. Powerful, distinctive vocals that demand attention and lyrics worth listening to. Discography: *Neon Fire*, 1989 Inde

- **ALIEN PROJECT** -  
Extremely versatile rock band who play straight from the heart. Their originals have a great deal of depth and musicianship, with unusually strong vocals. Discography: CD album, *Welcome to Caravaz*, 1990 Independent release.

- **JOHN CAMBRIDGE** -  
Gifted rock guitarist and prolific, outstanding writer. Session guitarist on albums by Boy Meets Girl, John Farnham, Jennifer Warnes, DeBarge, Sam Harris. Now pursuing his own career. Discography: *John Cambridge, The Album*, 1989 - Phantom Records; *Cambridge Circus*, 1990 - Phantom Records; Film score *Dead On Time*, Performed and composed *Commonwealth Games Theme Song*, 1987 for the BBC.

- **ELI** -  
Rock and roll with no borders. All original music with no gimmicks, no hype, no egos, nothing but the music and the feeling from which the music begins. Discography: *It's OK, I'm With The Band*, 1988, Oak Haven Records, *Why 90*, EP, 1990.

- **LUCID DREAMS**  
New Rock Pop band, dynamic lead female vocalist, great range of material, excellent players. HOT!!!

## POP

- **THE CHROMATICS** -  
Tight-knit harmonies atop rollicking rock rhythms and fresh, sassy Texas pop. Energy - plus! Discography: *Never Enough*, Lizardo Disc, 1990 cassette, *Tune Up*, The Album Network, May 1990, compilation CD of unsigned bands.

- **MATT KJELDSEN** -  
Has written an incredible 200 original pop/rock songs, with intelligent lyrics and solid rhythms. Discography: *Somewhere*, on Ten Austin Bands In Black and White compilation, 1985, Gillich Records.

- **JAVELIN BOOT** -  
Melodic guitar pop band with U.S. radio & touring exposure. Discography: 'R' on Gillich Sampler, Vol.III (1987); *Mauve Album*, (1988); *The Schwa Sound* (No Du Record, 1989)

- **SEA OF GLASS** -  
A duo songwriting team from the Texas coast producing pop/rock material. Discography: *Sea Of Glass*, 1990 Inde release.

- **BILLY WILSON** -  
Easy listening rock singer/songwriter with a unique, searching voice. Discography: *To Be The Best*, 1990 Inde release.

## ALTERNATIVE

- **GUARDEZLOU** -  
Alternative music at its best Underground, psychofunk/jazz/pop music. Discography: *Rex Mund*, Coalescence compilation, 1989, Cantankerous Jugernaut, 1990 (unreleased).

## TEXAS BLUES

- **PAT MEARS** -  
Prolific songwriter who has found her niche in powerful blues-rock. Supported by musicians from the Calvin Russell band, Mears recently cut a dynamic, six-song cassette *There Goes The Rainbow*. The blues amplifies her outstanding vocal range, which has been compared to Janis Joplin. Discography: *There Goes The Rainbow* (1991) *Running* (1988 Inde)

- **JEFF ANDERSON • JON SMITH** -  
Hard hitting guitar work of Gulf Coast singer/guitarist, Jeff Anderson, combined with the legendary sax work of Jon Smith (Edgar Winter's White Trash Band, the Doozie Brothers, and TOTO). Discography: *EL JEFF*, CD (1990) Inde release

- **ANDREW WALKER** -  
TEXAS BLUES, TEXAS BLUES, TEXAS BLUES  
Walker pulls in some of Texas' best players; Evan Johns, Bobby Keese, David Holt, Edie Shaver, Jesse Taylor. What comes out the other end IS Texas Blues!

## DANCE

- **GRETTA GOEHLE** -  
Well known Seattle vocalist who has performed professionally since she was 16 in a variety of Rock, Blues and Jazz bands. A very versatile and expressive voice. Discography: *Jim Wolfe's NOTEBOOK* the MUSIC SOURCE (1990)

- **LORI LYNNER** -  
Salt Lake City native, recently relocated to Seattle. Fronts her own group which plays Seattle clubs and cruise ships. Dynamic vocals with irresistible dance beat Discography: *Jim Wolfe's NOTEBOOK* the MUSIC SOURCE (1990)

- **MASQUERADE** -  
Precise ritting and a powerful rhythm section, this quintet is destined to succeed in the 90's. One of Austin's hottest new bands. Discography: *The Singles*, EP, 1989 Inde release.

- **ROZIII** -  
Innovative new dance performer from Austin debuting a creative rendition of LAMBADA and other energetic dance music. Hugo King - songwriter.









WELCOME TO  
**THE PARTY**  
 MONDAY 21.01.1999  
 4 PM  
**FINLAND**  
 STAND 20.14 / 22.1

Chris / Phantom Pool.

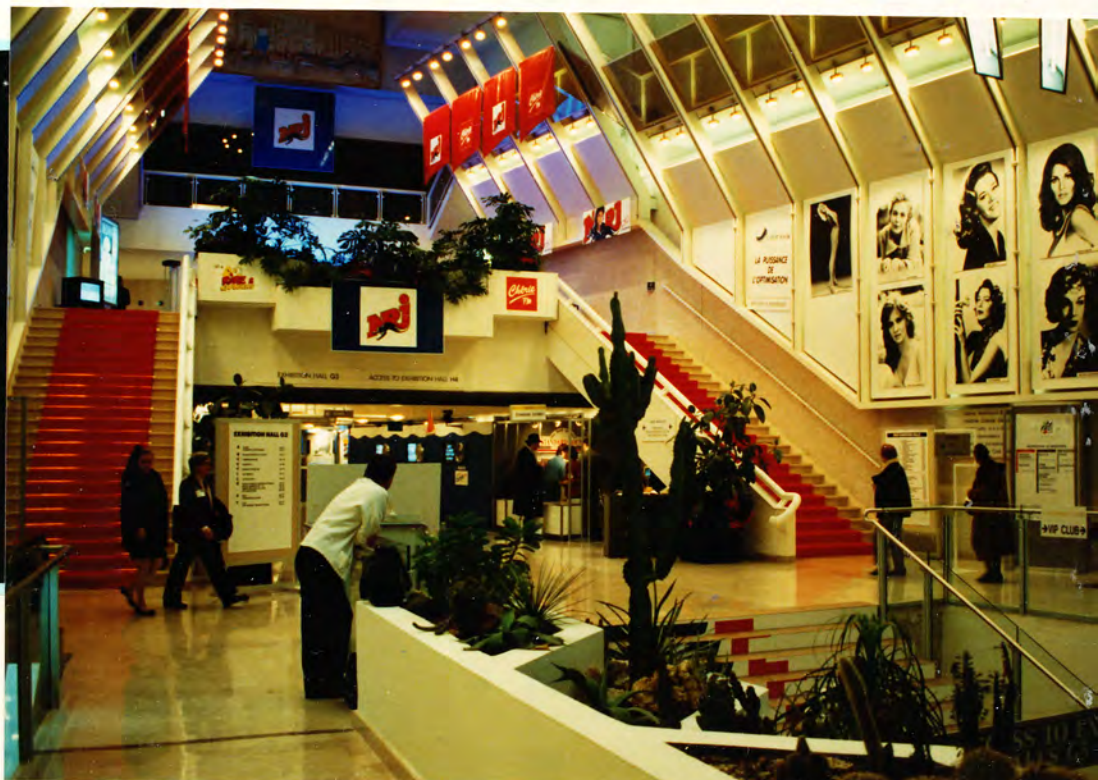
Dear Chris,

I did not see you at 11.15 AM today at Finnish stand.

Please come to the party today at 4 PM and we can talk.

Best regards,  
*[Signature]*  
 ROCKADIALO

BLUEBIRD MUSIC  
 EURO  
 FAZER SONGS  
 FINLANDIA RECORDS  
 FINGOSPEL CLASSICS  
 FLAMINGO MUSIC  
 MEGAMANIA MUSIC  
 ONDIN  
 POLARVOX  
 POLARVOX MUSIC PUBLISHING  
 POWER RECORDS  
 ROCKMEDIA EXPOS  
 SONNE  
 UNITO





**ISC INTERNATIONAL**



ACCOUNTANTS AND BUSINESS CONSULTANTS

**INTERNATIONAL DIRECTORY**

1991















# 中国唱片总公司简介

CHINA RECORD CORPORATION Brief Introduction



云南音诗

月光







**PRODUCT NEWS**



**OUT WITH  
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or  
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RECORDS

**NOIZE RECORDS (M) SDN. BHD.**  
NO. 17, JALAN YAP KWAN SENG  
50450 KUALA LUMPUR, MALAYSIA  
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**GEORGE GABRIEL LOURDES**

**MIRKO WHITT**

Brüsseler Str. 33 D - 1000 Berlin  
Tel. 030 - 454 14 58 Fax 030 - 454 43 47

**BERLIN INDEPENDENCE DAYS  
DEUTSCHE SCHALLPLATTEN GMBH**

which is being distributed through PolyGram is able to combine the distribution benefits of a major with the personal attention, commitment and focus of an independent. While major record companies struggle to market too many projects, Nightlight Records is concentrating its efforts and resources on a select few, ensuring these projects get the care, support and follow-through that they deserve."

is classic manager of New Trade International, the company's distributor in France. Also seen here after the first-round match are Andre Le Ray, NTL marketing director and Benny Bach, a director of Elap, who explained: "We call him Spotty because it is Elap policy to sell discs at spot price." Elap claims to distribute more than seven million CDs, LPs, cassettes, videos and Tell-a-Tale books and cassettes each year to more than 30 countries.



Chris and Martin Theophilus.

**Everything but the Opera for Phamton**

CHRIS and Martin Theophilus, directors of the Texas-based Phantom Productions, will be seeking licensing, distribution, publishing and touring deals for their artists at this year's MIDEM. "We are extremely proud to be representing such a wide variety of musical talent", says Chris Theophilus, whose roster includes country artists Tracy Lyn, Christine Al-

bert and Bow Brannon rock and roll from Alien Project, Masquerade and John Cambridge, rockabilly by Lucian Turk and pop bands The Chromatics and Javelin Boot as well as jazz, folk and alternative styles. An artist represented by Phantom at MIDEM 89, Mark Luke Daniels, has signed an eight-album deal with Gene Simmons (of Kiss) on the RCA/BMG label.





## **texas music association**

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Dragon Street Records \* Mike Stewart Productions  
Phantom Productions \* Showcase Productions  
South By Southwest Music and Media Conference  
Texas Music Office - Texas Department of Commerce

**Stand 05.01 Tel. 8157**

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**Stand 05.01 Tel. 8331**



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Pat O'Brien hurricanes

Tuesday, January 22, 1991

  
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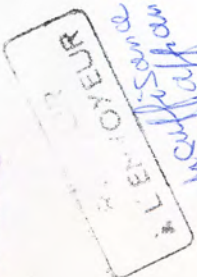
HOTEL MIMONT  
38, Rue de Mimont, 90  
06400 CANNES  
Tel. (93) 39.51.64

Monsieur THEOPHILUS,

Thank you very much  
for the beautiful book  
which I have enjoyed  
every day.

I hope your  
return to Texas was good  
I wish you on the best  
Sincerely  
A. CHARLES

HOTEL MIMONT  
38, Rue de Mimont, 90  
06400 CANNES  
Tel. (93) 39.51.64



Inc. France  
L. ENJOYEUR



# Fear Of Terrorism Causes Many Execs To Skip MIDEW

*This story was prepared by Thom Duffy, Irv Lichtman, and Ken Terry in New York, Bill Holland in Washington, D.C., and Jeff Clark-Meads in London.*

**LATE NEWS**

NEW YORK—Music executives by the score canceled trips to MIDEW, labels postponed promotional trips overseas, and artists cast doubts on European tour plans as the entertainment industry reacted to the crisis in the Persian Gulf and the accompanying threat of worldwide terrorism.

The 25th international MIDEW con-

ference, originally expected to draw some 9,000 people to Cannes Sunday-Thursday (20-24), was set to proceed as planned, despite cancellations by some or all of the staff of numerous music companies and organizations, including the National Music Publishers Association, BMG Music Worldwide, EMI Music Worldwide, Famous Music, MCA Music, Profile Records, Rhino Records, Sony Music Publishing, Virgin Records, Warner/Chappell Music, and others. At press time, ASCAP and BMI executives also were expected to drop MIDEW trips.

"There have been a few cancellations but MIDEW will not be canceled," MIDEW executive director Xavier Roy said on Jan. 16. "All necessary measures have already been

taken both inside and outside Palais des Festivals and at all other MIDEW sites to ensure the safety of all our participants."

The Recording Industry Assn. of America has suspended all international flights by its executives "for the time being," said Trish Heimers, public relations VP for the RIAA, based in Washington, D.C. "We just want to be cautious until we see what happens."

On Jan. 11, the U.S. State Depart-

ment issued a statement warning of possible terrorist attacks "in most regions of the world" if hostilities broke out between Iraq and allied forces led by the U.S. in the Middle East. The Federal Aviation Administration has issued orders for tighter security for domestic and international flights at U.S. airports as well as by American carriers around the globe. British transport minister Malcolm Rifkind said in a statement that the risk of terrorism "will increase

• **A Look At Radio's Role In The Vietnam War, see page 19.**

substantially in the event of hostilities."

As the Jan. 15 deadline for an Iraqi withdrawal from Kuwait passed, MIDEW cancellations began to snowball as executives who were undecided about traveling learned that others they hoped to meet at the international music conference would not attend. Security "was our initial concern, but that's probably less than half the reason" for canceling, said Cory Robbins, president of Profile Records, one of the leading U.S. independent labels expected at MIDEW (Billboard, Jan. 19). "I think the bigger concern is that nobody's going to be there."

Another independent label founder, Tom Silverman, co-director of the New Music Seminar, said he would not go, but NMS co-founder Mark Josephson may attend MIDEW despite the outbreak of war. NMS co-director Peggy Dold said she chose not to make the trip. "Are you going to risk your life if no one you need to meet is going to be there?" she asked.

A half-dozen members of the board of the NMPA, led by association president Edward P. Murphy, had meetings scheduled in London Jan. 17 and decided against proceeding to MIDEW afterward. As a result, the NMPA postponed a meeting in Cannes, where an International Copyright Coalition was to have been

(Continued on page 107)

10 ● THE EUROPEAN - Weekend February 1-3, 1991



WAR JITTERS HAVE CUT TRAFFIC ON NORTH ATLANTIC ROUTES BY 50%



More staff in as  
Island takes shape



MCA snaps up  
talented trio

A 12-page digest of  
the week's charts



Is The Song  
its last legs?

# music week

The Business Magazine for the Music Industry

26 JANUARY 1991

## Iraqi war sparks mass withdrawal from Midem

## Big Wave goes down

Big Wave Records has gone into receivership because of its mounting debts.

A company insider says "Big Wave is in a bit of a jam", and it is unclear that receivers are now taking over the company's assets. The extent of its debts is not known, but it is expected a fuller picture will be revealed by the receiver in the middle of March.

Directors Bill Kim and Tony Calder left the company before Christmas. Receivers Colin Ashby and Jimmy Cooté are attempting to save Big Wave's sister company Trax Records.

Trax managing director Colin Ashby adds: "Big Wave is part of the same group as Trax, but we are not going to re-fund it and expect it to be taken over from the group." A full announcement is due within the next few days. In September, Big Wave said it had overcome its problems and was moving forward to "a positive future".

### MIDEM NO-SHOWS: — COMPANIES WHO HAVE PULLED OUT

#### Record Companies

A&M  
EMI  
MCA  
WEA  
Island  
Chrysalis  
Go! Discs

#### Publishing companies

BMG  
EMI  
MCA  
Warner Chappell  
Island  
Chrysalis  
Rondor Music

international president Diana Graham adds that although the company is not being officially represented, some of the staff will be in Cannes. A handful of the other companies which have pulled out are planning to follow suit.

A Record Industry Association of America spokesperson says many US companies have banned overseas flights during the conflict.

Midem president Xavier Roy vows to carry on, come what may. "We regret the absence of the Americans, but there are plenty more people to do business with."

Security has been stepped up, he says, and certain events have been cancelled.

Bananarama and Albert Collins are both understood to have pulled out of gigs.

flights.

Small publishers will be hardest hit, says Peter Dadswell, secretary of the Music Publishers' Association. "The Americans are being a bit over-sensitive," he says. "It will be very quiet and that is bound to affect the smaller companies who have paid a lot of money to go."

Mingles Music boss David Mindel adds: "It is the Ameri-

cans who are in the Gulf, yet they are running scared. They're just a bunch of spineless wimps."

Warner Chappell was planning to send 100 delegates, says managing director Robin Godfrey-Cass. He adds: "We couldn't jeopardise the safety of our staff. Besides, we wouldn't be able to focus on deals because of the war."

BMG Music Publishing In-

Some delegates have chartered planes to Cannes to avoid travelling on scheduled



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# VARIETY

NATIONAL ENTERTAINMENT WEEKLY ■ JAN. 21, 1991

## Z SHELL-SHOCKED

### festivals in limbo. Industry asks: Will war have legs?

estion  
the

Carlo tv meet, Showwest in Las Vegas and the Tehran film fest, all skedded for next month.

■ On Broadway and in London's West End, day-of-performance ticket sales plummeted last week. New York's reduced-rate booths reported sales were down 36% through Jan. 17 over time last year. That week saw the sale of 14,693 tickets as the week it was down to 10,000.

ises in France went art and braced for a

downturn in business. In Paris, ticket sales Jan. 16 and 17 were off 20% to 25% from the previous week.

■ Orion has canceled the world

MORE WAR NEWS	
TV ADS MISSING IN ACTION	29
MIDEM TAKES A HIT	89
SHOWBIZ STOCKS FIRED UP	97
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STUDIOS STAY HOME	101

premiere of its big entry "The Silence Of The Lambs" in Washington, D.C.

■ Athens was on the verge of panic as fears of terrorist activity mounted, and foreigners were warned to stay out of the city. Some cinemas already had shut last week amid riots over the killing of a teacher, buildings being torched and public transport strikes.

■ The Italian government drew up an emergency plan in the

Turn to page 10



Dear Mr THEOPHILUS,

I would like to take this opportunity to thank you personally for your participation at MIDE M'91, which I hope, despite the particularly tense international situation, satisfied your needs and expectations.

Your presence was a significant contributory factor to the success of the 25th MIDE M, which brought together 6,600 participants from 55 countries; I was extremely touched by the trust which you saw fit to place in us at this time.

Thanking you once again for your participation, and looking forward to the pleasure of seeing you at MIDE M 1992 in more pleasant circumstances, I remain,

Yours sincerely,

Mr Martin THEOPHILUS  
Director  
PHANTOM PRODUCTIONS INC.  
701 Brazos, Suite 500  
P.O. Box 90936  
AUSTIN, TEXAS 78709-0936  
U.S.A.

Executive

meet. security





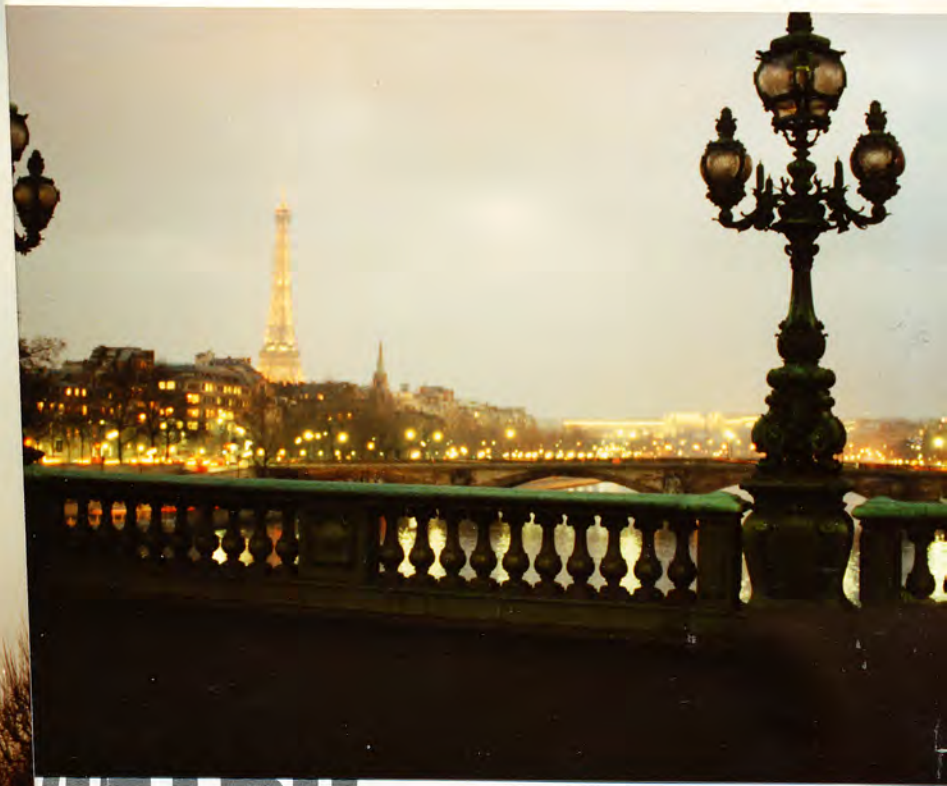
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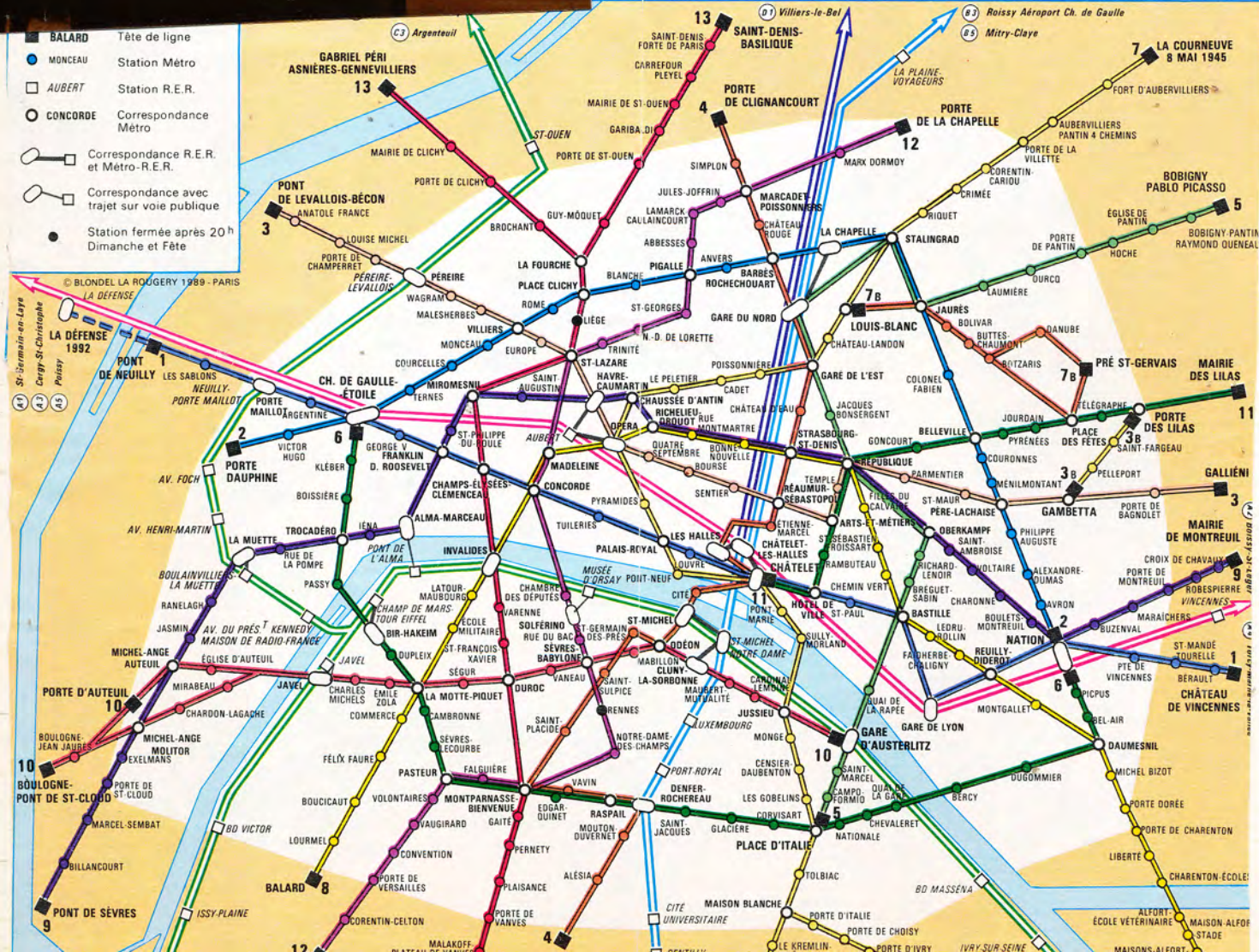




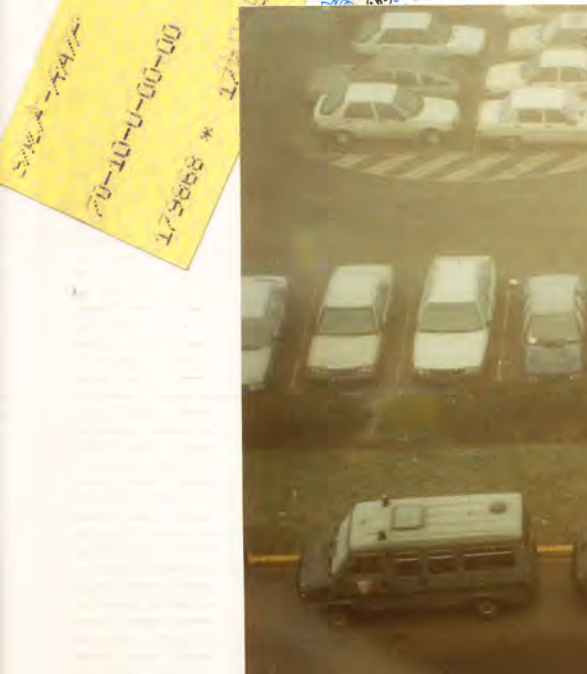
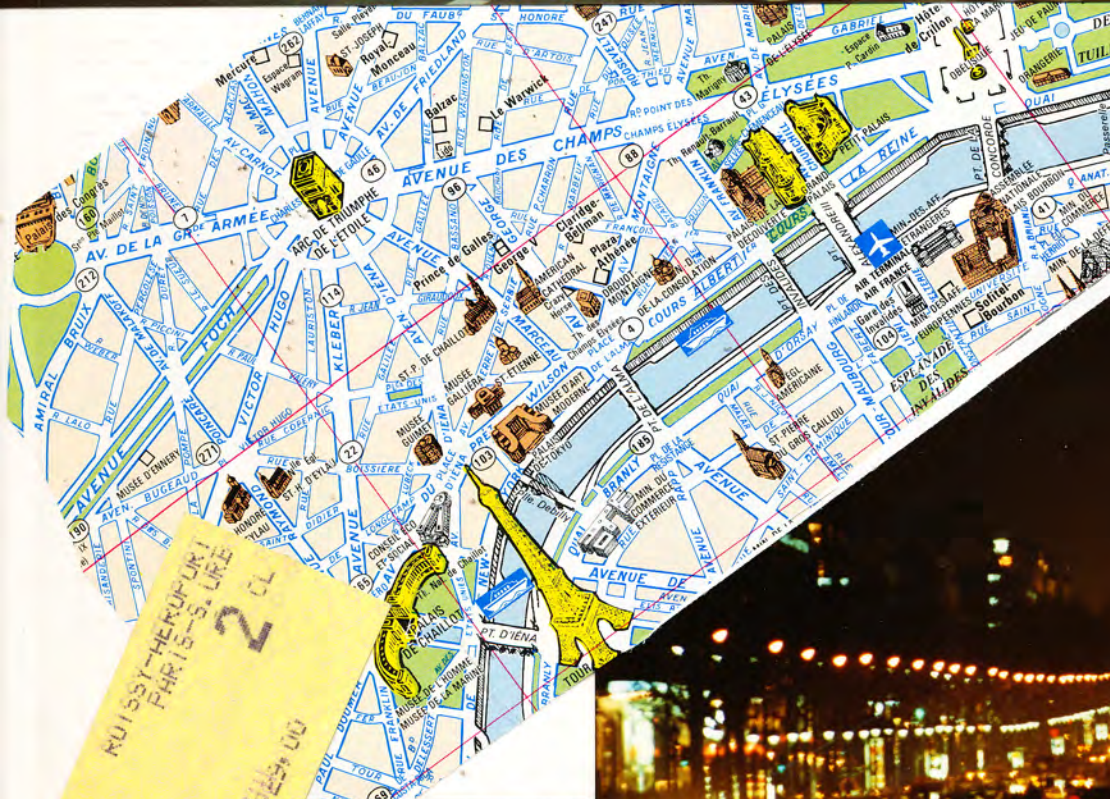
# METRO

Der Printemps befindet sich in unmittelbarer Nähe der U-Bahn-Haltestellen **Havre-Caumartin**, **St-Lazare**, **Opéra** oder **Auber**. Die Fahrkarte kaufen Sie einzeln oder im Zehner-Abonnement ("carnet"), sie gelten für U-Bahn- oder Busverkehr. Sie können auch ein Touristen-Abonnement für 2, 4 oder 7 Tage kaufen, das unbegrenzt für den gesamten Pariser U-Bahn- und Busverkehr gültig ist.

Para venir al Printemps, bájese en una de las estaciones siguientes: **Havre-Caumartin**, **St-Lazare**, **Opéra** o **Auber**. Se pueden comprar billetes de Metro uno por uno o en carnets de 10. Se pueden usar también en los autobuses. Para visitar París, pida Vd el billete de turismo, es válido 2, 4 ó 7 días consecutivos y le permite efectuar tantos viajes como Vd desee en todas las líneas del Metro y en todas las líneas de autobuses de París.







**CARTE D'ACCES A BORD/boarding**  
**AIR FRANCE**

NOM DU PASSAGER / name of passenger  
**THEOPHILUS**

DE / from  
**PARIS/CH GAULLE**

A / to  
**HOUSTON**

VOL / flight	CLASSE	DATE	DEPT
<b>RF047</b>	<b>Y</b>	<b>01FEB 1970</b>	<b>13</b>

EMBARQUEMENT / boarding	SIÈGE / seat
<b>A40</b>	<b>10H20</b>
PORTE / gate	HEURE / time
	<b>35A</b>

NB POIDS / weight





# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

REPLY TO : U.S. OFFICE

FOR IMMEDIATE RELEASE  
 FEBRUARY 4, 1991 CANNES, FRANCE

## MIDEM 1991 ATTENDENCE PROBLEMS PROVE TO BE POSITIVE EXPERIENCE FOR AUSTIN'S PHANTOM PRODUCTIONS

While Billboard is reporting on the high number of American & Japanese companies who dropped out of the 1991 MIDEM, Phantom Productions found it worked in their favor, as more foreign companies came to them for material. Also our scheduled appointments lasted longer and were of higher quality due to the lower attendance.

Most international companies looking for new Texas material will spend the coming weeks listening to the material they received at MIDEM. In spite of the cancellations, Chris & Martin met with approximately ninety record companies, publishers and tour management companies over the four days.

In addition to assisting Pat Mears solidify her record deal with SILENCE RECORDS (Holland), initial successes include an Italian distribution deal for MARK LUKE DANIELS' CD, "Shadow of A Doubt" (Phantom Records, 1990), a Canadian tour situation for the Los Angeles based act "Celia" and European radio exposure for the acts represented.

Phantom was featured (see attached) in the MIDEM daily magazine early in the conference which brought additional attention to the acts represented. It takes about six to eight weeks for the presentations at MIDEM to result in concrete interest from record companies. Phantom will be assisting all artists in following up on this international exposure.

PHANTOM RECORDS - PHANTOM MUSIC - PHANTOM GRAPHICS  
 1 Padstow Ave., Fishermead, Milton Keynes MK6 2EP  
 Tel. 011. 44. 908. 663681 - FAX 011. 44. 908. 663675

**U.K.**

PHANTOM RECORDS - MYSTIKOS MUSIC - PHANTOM VIDEO  
 Austin Centre Tower, 701 Brazos, Suite 500  
 P.O. Box 90936 - Austin, Texas 78709-0936  
 Tel. 01. 512. 288. 1044 - FAX 512. 288. 4748

**U.S.**



**DANCING ABOUT**

### "EVERYTHING'S COMING TOGETHER"



That's Pat Mears' perspective on her recent signing with Silence Records of Amsterdam, Holland., Word is from Europe this husky blues singer songwriter's breeding high expectation in the music biz. Where else but foreign soil? *There Goes The Rainbow* is the tape release excuse for a party sa holds at Hole in the Wall, Sunday, Feb 10. Juste ferme la bouche et vien.  
 (Available at Waterloo Records)

#### Records, Tapes, See-Dees

Pat Mears has a damn good band on her new *There Goes the Rainbow* cassette — specifically the Calvin Russell Band (plus Randy Glines and Eric Blakely.) Pat has just inked a four album deal with Silence Records in Holland and an expanded version of the tape will be released there (and imported here) on C.D....

**Upcoming gigs:** Feb 21 & 28  
 (Thursdays) at Red River Saloon



# TALL DARK STRANGERS & SAN ANTONIO ROSES

Now I know we're all serious music lovers here, and care more about how artists sound than how they look, but face it, how many successful performers are there whose outward appearance would frighten children and small animals, apart from Barry Manilow? It's not that you have to be cute to make it, it helps, but a powerful stage presence redefines the parameters of glamour in favor of the artist, Mick Jagger being perhaps the classic example. In our 1989 insiders' poll, we had a rather prolix title, **Artist I'd Like To Be Snowbound With**, for a category that was intended to shed light on the comparative sexual

charisma of Austin artists. For the 1990 poll, we simply called it **Valentine**. For 1991, we may have to think of yet another way of tackling a concept that many of our pollsters seem to approach in different ways. 1989's formulation drew far more votes from women for male performers than from men for female artists, 1990's saw this reversed, with a noticeable jump in abstentions and votes for significant, but ineligible, others.

• Anyway, here, held over from the main poll results for fairly obvious reasons, are the Austin artists who stirred our pollsters' hearts in 1990.

## THE WOMEN

Tish Hinojosa  
Jennifer Cook  
Tracy Lyn  
Betty Elders  
Susan Lindfors  
Christine De La Garza  
Christine Albert  
Kelly Willis  
Conni Hancock



Tracy Lyn



**Austin Beat**

Thursday, February 21, 1991

**INDUSTRIAL REVOLUTION:** The Austin Music Industry Council has announced the election of its new officers for 1991. They are: **Martin Theophilus**, president; **Mike Sanderfur**, vice president; **Layne Lauritzen**, secretary; and **Cindy Fincher**, treasurer. The AMIC is a 6-year-old non-profit music business development organization that was created under the auspices of the Austin Chamber of Commerce.

1257 SEC ROW SEAT  
GEN. ADM.  
FEB 9, 1991  
ADMIT ONE THIS DATE ONLY

KLBJ FM & THE AUSTIN CHRONICLE WELCOME  
**CARNIVAL**  
CITY COLISEUM  
AUSTIN, TEXAS  
SATURDAY  
9:00 PM  
WEAR A COSTUME  
A PANDEIRO PRODUCTION

NO REFUND PRICE NO EXCHANGE

KLBJ FM & THE AUSTIN CHRONICLE WELCOME  
**CARNIVAL**  
CITY COLISEUM  
AUSTIN, TEXAS  
SATURDAY  
9:00 PM  
WEAR A COSTUME  
A PANDEIRO PRODUCTION

ADMIT ONE THIS DATE ONLY  
FEB 9, 1991  
GEN. ADM.  
1256 SEC ROW SEAT

Austin Business Journal

FOCUS

WHO'S WHO IN THE MUSIC INDUSTRY

MARCH 4-10, 1991

• **Martin Theophilus** — Owner of Phantom Productions, president of the Austin Music Industry Council and head of commercial music program at Austin



The Austin NARAS Committee requests the honor of your  
presence at a celebration for  
Austin's 33rd Annual Grammy Awards Finalist Nominees:

The Vaughan Brothers

Stevie Ray and Jimmie

for Best Rock Instrumental Performance -  
"D/FW" from the Associated/Epic album "Family Style"  
and for Best Contemporary Blues Recording -  
the Associated/Epic album "Family Style"

Eric Johnson

for Best Rock Instrumental Performance -  
the Capitol album "Ah Via Musicom"

Asleep At The Wheel

Ray Benson

Michael Francis

Larry Franklin

John Ely

Jon Mitchell

Tim Alexander

David Sanger

for Best Country Instrumental Performance -  
"Pedernales Stroll" from the Arista album "Keepin' Me Up Nights"

And recognizing the outstanding contributions to the Austin Music  
Community of the following individuals and organizations:

South By Southwest Music and Media Conference

Roland Swenson, Louis Meyers, Louis Black, Nick Barbaro,  
The Austin Chronicle, and BMI

Texas Music Association

Steve Hudson

Sunday, February 17, 1991, 8 pm

Austin Opera House/Middle Ballroom

200 Academy Drive

Hors d'oeuvres by Ruby's and La Zona Rosa/Cash bar

Sponsors: Bank One, Austin Opera House, Waterloo Records, Antone's Records &  
Tapes, Loophole Management, Austin Rehearsal Complex, Avant Hair,  
South By Southwest, The Law Firm of Ford & Ferraro,  
Texas Music Association/Austin Chapter



Antone's

BLUES  
&  
BBQ



"You're in this mess up to your chest"  
- Snooky Pryor

SXSW MUSIC FESTIVAL  
No Refunds\* Non-Transferable\* Do Not Remove

No 3517



Mr. & Mrs. Martin  
Theophilus  
Phantom Productions  
P.O. Box 90936  
Austin, Texas  
78709-

SXSW 91



A  
T  
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R  
D  
A  
Y

Southwest music and media conference - Austin, Texas



DARBY'S Co.  
ADVERTISING & PR

And All That Hoopla!

DIAN DARBY  
512/458-5011



# 1991 SXSW Music Festival

Friday,  
March 22

Saturday,  
March 23

## Red River Saloon

603 Red River, 482-8773  
Amy Allison & the Maudlins (New York)  
Tim O'Brien (Wheeling, WV)  
Tish Hinojosa (Austin)  
Kevin Welch (Brentwood, TN)  
Mel Garrett (Huntsville, AL)  
Jimmy

## Saxon Pub

1320 S. Lamar, 448-2552  
Pat Mears (Austin)  
Calvin Russell (Austin)  
Walter Hyatt (Nashville)  
Del Rey & the Blues Gators (Santa Cruz)  
Electric Bonsai Band (Seattle)

## Cactus Cafe

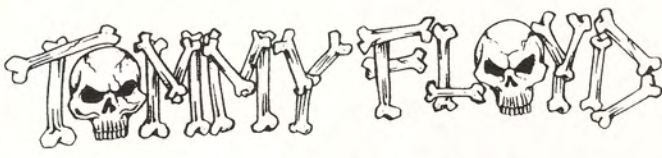
Texas Union, UT, 471-8228  
Jim Dewan (Chicago)  
Kimberly M'Carver (Houston)  
Darius (Los Angeles)  
Tom Pacheco (Dublin)  
Chris Smither (New Orleans)  
Bill Morrissey (Newmarket, NH)

## Cannibal Club

306 E. 6th, 472-2002  
Cadillac Tramps (Los Angeles)  
Don't Mean Maybe (L.A.)  
Eggplant (Huntington Beach)  
Glass Eye (Austin)  
Bob Mould (Brooklyn)  
The Junk Monkeys (Detroit)

## Liberty Lunch

405 W. 2nd, 477-0461  
Guest Host: Phranc  
Sign of Life (Nashville)  
Peter Holsapple & Chris Stamey (Los Angeles) with special guest Marshall Crenshaw (Woodstock)  
Grains of Faith (Austin)  
Uncle Tupelo (Belleville, IL)  
Jonks of Doom (San Francisco)  
Livin' n' Cryin' (Atlanta, GA)



P.O. Box 48634 Bentall Centre  
Vancouver, B.C. Canada V7X 1A3  
Personal Management  
Peter Karroll / Gary Taylor  
Tel: (604) 294-1723 Fax: 467-6924



James G. Zumwalt  
1014 Sixteenth Ave. South  
Nashville, TN 37212

Austin, Texas  
Friday, March 22  
10 P.M.  
Red River Saloon  
SXSW  
Nos vemos,  
Y'all  
Tish Hinojosa







INTERCARD RECORD SERVICE  
TRANSMISSION SERVICE

INTERCARD  
RECORD SERVICE

T R A N S M I S S I O N S E R V I C E

Dear Mr. [Name]

It was a pleasure staying with you and your family during your kind and helpful hospitality during my stay.

I really enjoyed that I could see you and your family and your home.


My VHS "movie" was a great one and I hope to see you again.

I hope to see you again and I hope to see you again.








  
 APR 03 1992

Number \_\_\_\_\_ Expiration \_\_\_\_\_

*Chris + MARTIN THEOPHILUS*
  
 Name



**TRACY LYN**  
debuting her new band in  
**APRIL**

- |                                       |         |
|---------------------------------------|---------|
| 3rd - ACC Northridge - Solo           | 11:30am |
| 3rd - The Hallmark Inn, Killeen       | 9:00pm  |
| 5th - Five Star Smokehouse - Solo     | 7:30pm  |
| 3638 Bee Caves Road                   |         |
| 12th - Bergstrom Air Force Base       |         |
| 18th - The Saltlick, Driftwood - Solo | 6:30pm  |
| 20th - The Lumberyard                 | 8:00pm  |
| Opening for MARK COLLIE               |         |
| 26th - Gin-U-Wine, Bastrop            | 9:00pm  |



Come out and see TRACY as she joins forces  
with a powerful new band!

*to make my first effort  
 much high quality -  
 more will be more com-  
 David*



The Phantom Group spotlights musical artists who were promoted at the International Music Conference in Cannes, France. The musicians, including Tracy Lyn, Mark Luke Daniels, Lucian Turk, Twins and the Chromatics, will play at 5:30 p.m. Thursday 12:30 p.m. Friday and 7 p.m. and

10:30 p.m. Saturday on Channel 33. The Phantom Group was produced by Chris and Martin Theophilus.



# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

Reply To:

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road,  
Luton, Beds LU4 9BE, ENGLAND  
Tel. 011.44.582.599928 • FAX 582.597333

U.K.

PHANTOM RECORDS • MYSTIKOS MUSIC • PHANTOM VIDEO  
Austin Centre Tower, 701 Brazos, Suite 500 • P.O. Box 90936  
Austin, Texas 78709-0936 • U.S.A.  
Tel. 512-288-1044 • FAX 512-288-4748

U.S.

JUL-03-'91 07:36 ID: I. R. D. SPA MILANO

39-2-2592064

#485 P01

I.R.D. - INTERNATIONAL RECORD DISTRIBUTION S.p.A.  
4, via San G.B. De La Salle - 20132 MILANO - ITALY



FAX NO.: 2 - 25.92.064

PHONE NO.: 2 - 25.91.700

25.64.150

27.200.933

FAX TO: PHANTOM PRODUCTIONS

FAX NO.: 001 512 2884748

Vs. Rif./Your Ref.

Data/Date

Vs. Rif./Our Ref.  
FR/ce

Milano.

02/07/1991

Dear Chris and Martin,  
I'm personally been very pleased about sales of Mark Luke Daniels.  
We had the sales through reviews in two Italian rock magazines.  
Under separate cover we'll send you copy of them.  
Pls keep us informed about your new releases.  
Kindest Regards.

Franco Ratti





the PHANTOM GROUP  
CREATIVE MUSIC SERVICES SINCE 1964

MICHAEL RICHARDSON  
Senior Executive (Europe)

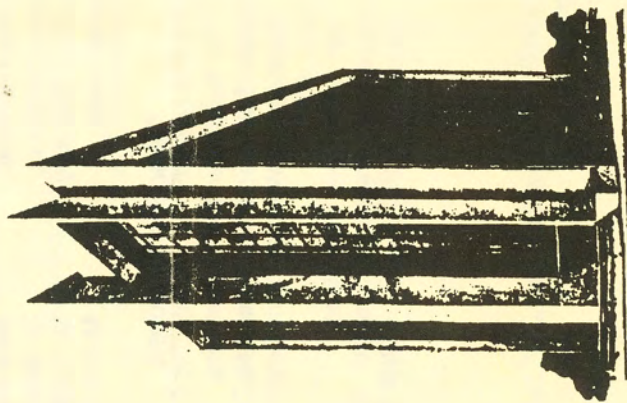
UNITED KINGDOM  
TEL 0582 599928

UNITED STATES  
Austin Centre Tower, 701 Brazos, Suite 500  
Box 90936 • Austin, Texas 78709 • USA  
TEL 512-288-1044 or 320-9098  
FAX 512-288 4748

PHANTOM PRODUCTIONS INC.  
PHANTOM VIDEO • MYSTIKOS MUSIC  
PHANTOM RECORDS



Site Dedication  
Austin Community College  
Pinnacle Campus



April 8, 1991  
5:30 - 7:00 p.m.





# PHANTOM PRODUCTIONS, INC

"CREATIVE MUSIC SERVICES SINCE 1964"

May 13, 1991  
FOR IMMEDIATE RELEASE

Reply To: U.S. Office

## PHANTOM PHACTS UPDATE

The first of May, Phantom's Directors (headquartered in Austin, Texas) named Michael Richardson as their Senior Executive for Europe. Richardson comes from a strong business background and will be responsible for Label Relations in Europe. Interestingly, in his military career, he served as one of the prestigious Queen's Guards for Her Majesty Queen Elizabeth.

TRACY LYN has been named as a semi-finalist in the Texas Marlboro Talent Roundup. She will be competing, along with seven other finalists on June 4th at the Midnight Rodeo in San Antonio. She also opened recently for Mark Collie at the Lumberyard.

MARK LUKE DANIELS maintains his high visibility with the Central Texas Chevy Truck commercial currently being shown on network TV stations. He wrote and performed this ad. He also recently travelled to Santa Fe, New Mexico to shoot a Budweiser commercial for Canada.

PHANTOM VIDEO was chosen as the official production company to document the PREAKNESS Hot Air Balloon Races held in Baltimore, Maryland during May 1991. This will be the 116th running of the Preakness at the Pimlico racetrack in Baltimore. Phantom Video's hot air balloon tapes are selling throughout the U.S. and internationally in England, Canada, Brazil and Japan.

PHANTOM added a new dimension to our entertainment services, assuming management of JAMES COURTS, a Master Hypnotherapist. A graduate of the renowned LA Hypnosis School, James is an excellent entertainer, who recently doubled the attendance during his eight week stint at Austin's Dallas Nite Club. He is also playing at a similar club in San Antonio and Phantom is looking to break him nationally.

The Hoo Doo Cats, featuring two guitarists who played extensively with the Marcia Ball Band, will be touring the Midwestern U.S. next month. They will be opening for Omar & the Howlers at Fatso's Blues Bar in Arlington May 18th.

For additional information, please call Chris or Martin at 512-288-1044!

PHANTOM RECORDS • PHANTOM MUSIC (BMI) • PHANTOM COMPUTER GRAPHICS  
1 Padistow Ave., Fishermead, Milton Keynes MK6 2EP, England  
Tel. 011.44.908.663681 • FAX 011.44.908.663675

**U.K.**

PHANTOM RECORDS • MYSTIKOS MUSIC (BMI) • PHANTOM VIDEO  
Austin Centre Tower, 701 North Brazos, Suite 500  
P.O. Box 90936, Austin, Texas 78709-0936, U.S.A.  
Tel. 01.512.288.1044 or 01.512.320.9098 • FAX 512.288.4748

**U.S.**



# Tracy Lyn can 'cover' Cline; Firecreek burns it up

ASEY MONAHAN, director of the Texas Music Office, said, "With a charming, commanding presence, undeniable songwriting talent and an assured voice of range and strength, Tracy Lyn deserves a powerful statement that demands attention." He said that when he wrote for an Austin newspaper, Chris Theopolis, part of the Phan-Productions, Inc., has been telling me about Tracy a long time.

Tracy and her husband, Martin, are a pair of music lovers in this state and in if Chris does speak with a British accent, staying busy marketing and promoting Texas music both in Texas and across the world. They have been attending Midem in Paris, France, each year. The war does not stop them this January, and Tracy is reported success for their act internationally.

Tracy, a creative music serenade company since 1964, also has an office in England and has recently signed Michael Richardson as their manager or executive for Europe.

Their roster of artists includes Tracy, Luke Daniels, a songwriter who played at Neighbor's years ago,



Kathleen Hudson

### TEXAS HERITAGE MUSIC SERIES

back when John Adams, owner, was showcasing live music. Daniels has been working successfully on commercials for television.

Other artists include the Hoo Doo Cats, an act that features two guitarists who played extensively with the Marcia Ball Band. Chris reports, "They are doing great! Everywhere they play, they are immediately asked back." Recently they opened for Omar and the Howlers in Arlington.

I've watched Chris and Martin work. We've traipsed the halls of Midem side by side. Another organization where persistence is paying off. Actually, in any of the arts, success commercially depends on some



TRACY LYN  
...At Inn Pub

kind of persistence. Not many "discoveries."

TRACY LYN is playing the Inn Pub in Kerrville Friday and Saturday. By the time this paper reaches your hands, she will have competed in the finals (Thursday) of the Marlboro Talent Roundup held in Austin.

When I stopped by the Pub Wednesday night, Tracy said, "I just finished a set full of my originals. But, I've got a few more tucked away."

Often artists have to play cover tunes — songs played on top-40 radio —

in order to keep a crowd interested and dancing. And Tracy-Lyn can "cover" a Patsy Cline tune.

But, original music gets the artist the cuts on others' albums. Original music gets the artist a record deal. Tracy Lyn knows this. "We have submitted music to Kathy Mattea, but we also want to promote Tracy as an artist, a performer, a songwriter," Chris explained over the phone this week.

In a club like the Inn Pub, a neighborhood gathering spot, rapport with the audience is often the key to keeping the crowd. Tracy Lyn establishes that rapport immediately and keeps up the conversation all night.





# CAPITAL BUSINESS

Monday, May 27, 1991 Austin American-Statesman

## COMPANY NEWS

### Contracts

Phantom Video has been chosen the official production company to document the Preakness hot air balloon races in Baltimore.



# MUSIC CITY

# FREE TEXAS



## #22 JUNE 1991



**MUSIC VIDEOS**  
INTERNATIONAL MUSIC  
EXECUTIVES VIEW OUR WORK

PROFESSIONALLY PLANNED  
CREATIVE THREE CAMERA  
SHOOTS

(NO CHARGE TO MEET & VIEW OUR DEMO)

## PHANTOM VIDEO

## PHANTOM PRODUCTIONS



Creative Music Marketing  
Management • Promotion  
Music Business Services  
Phantom Records

### WE SHOOT MUSICIANS!

Multi-cam music videos with digital audio  
Special effects, B&W mixes, demo available  
Phantom Video

Phantom Productions, Inc. • U.S. & U.K.  
512-222-4748





Balloon Race '91

# Vehicle Pass

**Thursday May 9**

3:00 to 8:00 pm Pilot registration  
Hunt Valley Marriott

**Friday May 10**

5:00 am Pilot Briefing (Marriott)  
6:30 Media Ft. Oregon Rdge. Pk.  
8:30-11:00 am Refueling Oregon Ridge

**Saturday May 11**

5:30 am Pilot Briefing Druid Hill Pk.  
6:30 am Competitive Ft. Druid Hill  
8:30-11:00 am Refueling Oregon Ridge  
7:00 pm Pilot Briefing Oregon Ridge  
8:15 -9:15 pm Moon glow Oregon Ridge  
9:30-11:30 pm Refueling Oregon Ridge

**Sunday May 12**

5:30 am Pilot Briefing Oregon Ridge  
6:30 Competitive Flight Oregon Ridge  
8:30-11:00 Refueling Oregon Ridge

**Sun Rise / Set times**

Friday May 10      6:00 am      8:07 pm

Saturday May 10      5:58 am      8:08 pm

Sunday May 12      5:56 am      8:10 pm

EMS ..... 911  
Baltimore Fire Dept. ... 396-5684  
Baltimore Co.

Fire Dept. .... 887-4500  
Electrical

Emergencies ..... 685-0123

Police ..... 396-2525  
Baltimore Co. Police ... 887-2121  
Baltimore Co.Sheriff ... 887-3151

Oregon Ridge Park .... 887-1818  
Druid Hill Park (Zoo) ... 396-7639  
Baltimore Rec.

& Parks ..... 396-0357  
Hunt Valley Marriott ... 785-7000  
FSS ..... 1-800-992-7433

HQ/Lost Balloon...



# Orioles roll over Mariners, 11-5: 10

FARMA WAY GRABS PIMLICO SPECIAL; CELTICS ROUT PISTONS, 115-83: 1C



# THE SUN

**SUNDAY**

MAY 12, 1991

NO. 19

BALTIMORE, MARYLAND

PER TICKET AND BAGGAGE CHECK

BILUS/C.MRS

BALTIMORE-BWI

ST. LOUIS

WORLD AIRLINES

M 12MAY 523P

## s and downs

Goss (right), a commercial pilot from Austin, Texas, up the burner just after sundown yesterday to get his entry in the annual Preakness balloon race up and away and into the air from the launch site near Baltimore Zoo in Druid Hill Park. It was getting down (above)



BALTIMORE, MARYLAND

TWA

# BWI

FLIGHT/AW/EL

219

AGT. ID.

92-4029

Staff

1991



BALLOON RACE

Name

CHRIS THEOPHILUS

May 9 - 12, 1991





## MARYLAND JOCKEY CLUB

July 23, 1991

Phantom Productions Inc.  
P.O. Box 90936  
Austin, Texas 78709-0936

Dear Martin:

Thanks so much for the time and effort you put into producing the promotional tape, its great. I have enclosed a check which includes an order for five additional tapes.

I would like to include your services in all future balloon events and when I return from the Nationals we should get together to discuss the details. Your proposal seemed very reasonable.

Thanks again for everything and I will see you in early August.

Sincerely,

Dan Sherrill





July 2, 1991

Mr. Martin Theophilus  
Phantom Productions, Inc.  
Austin Centre Tower  
701 Brazos, Suite 500  
P. O. Box 90936  
Austin, Texas 78709-0936

Dear Martin:

Please accept our warmest thanks for producing such a wonderful videotape capturing the many delightful moments of the Maryland Preakness Celebration's Hot Air Balloon Competition! Having just viewed the entire tape with my assistant Terry, I am happy to relive this colorful Celebration weekend once again!

Phantom Productions, Inc. is obviously a very high-caliber production company and you have done a magnificent job in featuring all aspects of our balloon festivities.

Thank you again for sending both the SVHS and regular copy of the tape. Your time and consideration is very much appreciated and perhaps we can work together again in the future.

Sincerely,

*Sandra W. Cuneo*

Sandra W. Cuneo  
Executive Director

MARYLAND PREAKNESS CELEBRATION, INC.

World Trade Center, Suite 311 • 401 East Pratt Street • Baltimore, Maryland 21202 • (301) 837-3030 • FAX (301) 837-3042

A NON-PROFIT, 501 (C) (4) CORPORATION IN MARYLAND • TAX I.D. NUMBER 52-1104767





*JAMES COURTS*  
MASTER HYPNOTHERAPIST

Phantom Productions, Inc.  
512-288-1044-409-866-6913  
Fax 288-4748



**ONE FREE DRINK**



# JAMES COURTS



**MASTER  
HYPNOTHERAPIST**

**LIVE**  
at AUSTIN'S  
DALLAS NIGHT CLUB

Phantom Productions, Inc.  
P.O. Box 90936 • Austin, TX 78709  
512-288-1044 • 409-866-6913  
Fax 288-4748

## **DRAMATICALLY IMPROVE YOUR GOLF GAME**

Learn proven techniques of  
neuromuscular training and visualization.

TUESDAY, JUNE 25, 1991  
Hyatt Regency Hotel  
(208 Barton Springs Road)  
Reserve Your Space Now!  
**480-9264**

Clip This Ad For \$10 Discount

**JAMES COURTS**  
MASTER HYPNOTHERAPIST



PRESENTS

**VISUALIZING the  
PERFECT GOLF  
GAME**

**JAMES COURTS**  
**VISUALIZING the PERFECT GOLF GAME**



Phantom Productions, Inc.  
P.O. Box 90936 • Austin, TX 78709  
512-288-1044 • Fax 512-288-4748

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# AUSTIN MUS\*I\*C

AUSTIN MUSIC INDUSTRY COUNCIL

Martin Theophilus, President  
Mike Sandefur, Vice President  
Layne Lauritzon, Treasurer  
Cindy Fincher, Secretary

May 17, 1991

REF: Mr. Mike Workman

To Whom It May Concern:

The Board of Directors of the AUSTIN MUSIC INDUSTRY COUNCIL, formed in 1986, hereby provides notice that the Austin Music Industry Council is no longer associated in any way with Mr. Mike Workman, nor any of the music related dba's filed by Mr. Workman, including; the Austin Music Council, the Texas Music Council, nor the Texas Music Industry Council.

The Board of Directors of the Austin Music Industry Council recommend that any persons seeking information regarding our industry, contact either a member or officer of our Board listed here for your information:


Martin Theophilus, Phantom Productions, Inc., AMIC President • 288-1044  
Mike Sandefur, CPA, AMIC Vice President • 458-5953  
Layne Lauritzon, CPA, AMIC Treasurer • 322-0157  
Cindy Fincher, Antone's Records, AMIC Secretary • 322-0617  
Tamara Baldwin, Artist Manager, Board Member • 474-8428  
Michael Blair, GSD&M Advertising Agency, Board Member • 327-8810  
Bill Britton, Bank One, Board Member • 479-5400  
Sandy Edwards, Franklin Federal Manager, Board Member • 477-5000  
Larry Golden, Strait Music Company, Board Member • 476-6927  
Beverly Griffith, Griffith & Associates, Board Member • 474-7784  
David Johnson, Editor, Feature Magazine, Board Member • 441-5527  
Larry Quick, Professional Tape Supply, Board Member • 443-3911  
Bill Shea, Maggie Mae's, Board Member • 478-8562  
French Smith, Tons Productions, Board Member • 472-4864  
Steve Thompson, Capital Show Management, Board Member • 892-3529  
Dick Walker, Greater Austin Chamber of Commerce, Board Member • 322-5625  
Roy Woodrum, Texas Pacific Film Video Group, Board Member • 478-8585

The following individuals who head the various professional Texas music organizations will also be helpful in assisting you:

Steve Hudson, Chairman, Texas Music Association - 322-8142  
Janice Roberts, President of the Austin Chapter of the TMA - 346-7977  
Casey Monahan, Director, Music Office, Texas Dept of Commerce - 320-9474  
Bill Cormack, Director, Texas Music Educators Association - 452-0710  
Nancy Coplin, Chairperson, Austin Music Commission - 452-2102  
Bob Meyer, Music Liaison, City of Austin - 499-6386

We appreciate your interest in the music industry. If you have any questions regarding this matter, please feel free to contact me.

Sincerely,

  
Martin Theophilus

---

*Advocating For The Music Industry In Austin Since 1986*

P.O. Box 1967 • Austin, Texas 78767 • 512-288-1044 • FAX 512-288-4748





# MUSIC BUSINESS ASSOCIATION NEWSLETTER

VOL. I, No 1     AUSTIN, TEXAS - "The Live Music Capitol of the World!"     August, 1991

## Music Business Organization Sets New Goals and Priorities

Austin, Texas     The music business organization known as the Austin Music Industry Council spent the first part of 1991 determining how their group could best serve the growing music business community in Austin. The Board of Directors believe the new name better describes the organization's goals for the 1990s. The officers have made a commitment to help support the music businesses in Austin through a coordinated referral service, business directory and providing mentoring resources for new business.

### VACANCIES FILLED

In their July 10th meeting the Board recommended the following persons be added, effective immediately

- 
- 
- 
- 

### ANNUAL MEETING IN PLANNING STAGES

The Board set \_\_\_\_ as their Annual Meeting event which will again include a trade show and live music.

## MUSIC BUSINESS ASSOCIATION'S PRIORITIES WILL PROVIDE AUSTIN'S GROWING INDUSTRY WITH A BUSINESS FOCAL POINT





# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

July 13, 1991  
FOR IMMEDIATE RELEASE

Reply To: U.S. Office

## *Phantom's Summer Is the Hottest on Record!*

- TRACY LYN placed fourth in the statewide Marlboro Country Music Talent Roundup. On the night of her finals at Austin's Lumberyard, her lead guitarist was already scheduled to perform out of Austin for Hall Michael Ketchum. Marlboro's rules prevented her from securing another lead, so Marty Muse did an excellent job of covering the leads on Steel.
- TRACY followed a couple of weeks later with a sweeping win at the True Value Hardware talent preliminaries in Corpus Christi. This win placed her in the semi-finals, hosted by Reba McEntire, to be held at San Antonio's Sea World in September.
- MARK LUKE DANIELS continues to sizzle the ad market. Following his Mr. Gattis Pizza (aired in 11 states) Coors, Budweiser Canada (filmed in Santa Fe), and Chevy Truck commercials, he just completed a national McDonald's ad which began airing this week.
- INTERNATIONAL - The German record label Dutsche Schallplatten, will be holding a press conference at the NEW MUSIC SEMINAR, to announce GRETTA GOEHLE's album release in Germany, Austria and Switzerland. Phantom made this deal at the international 1991 MIDEM conference in Cannes France in January.
- The PHANTOM AGENCY - While Phantom has always provided booking support for our artists, we have just established the PHANTOM (booking) AGENCY. Chris will be directing this operation and her first two clients are European record companies. The first is setting up a U.S. tour to begin late July and run into August 1991 for SilenZ Record's (Holland) artist PAT MEARS. Pat is an Austin artist whom Phantom assisted in signing to Silenz at MIDEM. The second act is TOM PACHECO, Round Tower Records (Ireland), whose U.S. tour is being set up for late September and into October.

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road,  
Luton, Beds LU4 9BE, ENGLAND  
Tel. 011.44.582.599928 • FAX 582.597333

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PHANTOM RECORDS • MYSTIKOS MUSIC • PHANTOM VIDEO  
Austin Centre Tower, 701 Brazos, Suite 500 • P.O. Box 90936  
Austin, Texas 78709-0936 • U.S.A.  
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U.S.



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## VIDEO SERVICES



### VIDEO MARKETING

AN EXCITING way to show a product or property that your customer is unable to see in person. If you have ever considered using video to market your product, but were put off by the cost, let us show you what Phantom can do.

**Phantom Video • 288-1044**

A Phantom Productions, Inc. Company • Since 1964

### Austin beat

**PHANTOM IN ACTION:** Phantom Productions recently reported on the continued upward mobility of a pair of its Austin-area country acts. San Marcos' **Tracy Lyn**, shortly after placing fourth in the Austin/San Antonio regional finals of the Marlboro Talent Roundup, went down to Corpus Christi and won the semi-finals of the True Value talent contest. She'll compete in the finals at San Antonio's Sea World in September, an event hosted by **Reba McEntire**.

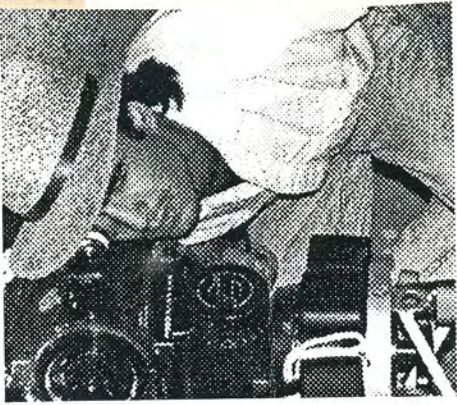
**Mark Luke Daniels**, who last year signed on with Simmons Records (owned by **Gene Simmons**

of **Kiss**), is continuing to earn a living with television commercials. The photogenic vocalist just completed a national ad for McDonald's — look for the guy leaning on the adobe wall eating a fajita. He has also done spots for Mr. Gatti's, Coors, Budweiser Canada and Chevy Trucks.

Phantom also is assisting Holland's SilenZ Records in setting up a national tour for folk-rocker **Pat Mears** for late July and August.

## PROFESSIONAL MUSIC VIDEOS

### From Conception to Completion

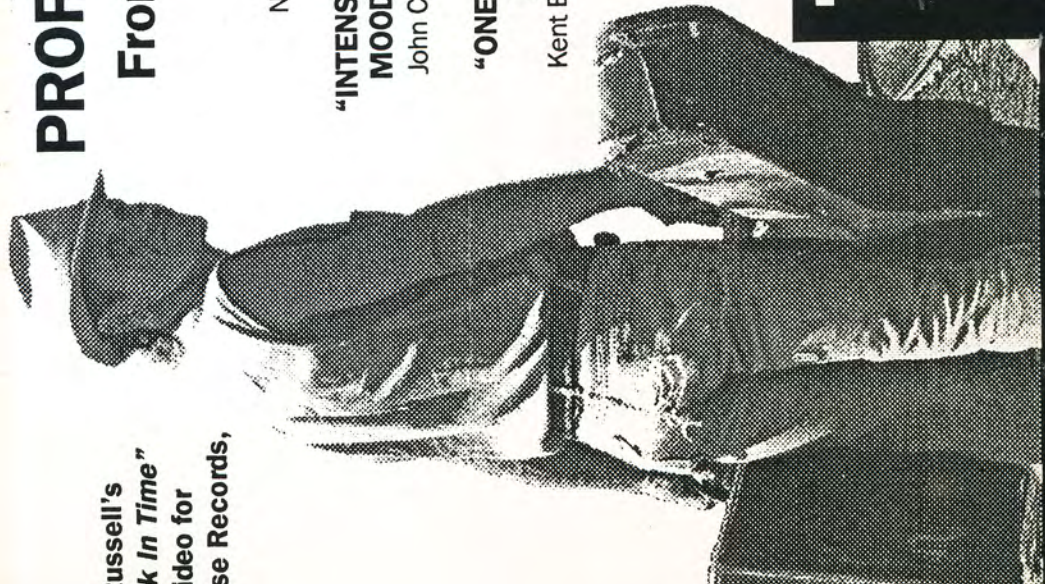


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Nick Koster, KASE-FM

**"INTENSE MINI-FILM NOIR WITH MOOD AND ATMOSPHERE"**  
John Conquest, *Music City Texas*

**"ONE OF THE BEST TEXAS MUSIC VIDEOS"**  
Kent Benjamin, *Austin Chronicle*

Award-winning filmmaker Daniel Erickson on the set of Pat Mears' "Look For You" music video for SilenZ Records, Holland



Russell's  
"Back In Time"  
video for  
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Cindy R. Fincher  
Retail/Mail Order Director

(512) 322-0617  
FAX (512) 477-2930



Photo by Jaquée Rae

Pat Mears and her band have a CD release party Su  
night at Hole in the Wall.

Suzanne Hines  
DIRECTOR

M W W M

P.O. Box 55559, 1007 NB Amsterdam, Holland  
Phone (31) 20 - 662 27 35, Fax (31) 20 - 662 95 80



Austin Music Business Assn. Oli  
Martin Theophilus. P.O. Box 1967  
78767.  
The Phantom Agency, Christine M  
Martin Theophilus. P.O. Box 90936  
78709.

### Layne A. Lauritzen, CPA

Martin and Kris,

August 1, 19

I just wanted to tell you that I think you are doing a  
great job with AMBA.

Layne







Thursday, July 11, 1991

Austin American-Statesman

3

## Update

# Esther's to produce comedy specials

By **Pete Szilagyi**  
American-Statesman Staff

Esther's Follies signed a deal Wednesday with Comedy Central, the cable television channel operated jointly by HBO and MTV, to produce two half-hour specials that will be aired nationally in October.

"We're rehearsing like crazy," Shannon Sedwick of Esther's said Wednesday afternoon after the deal was sealed. The programs will be taped at Esther's Sixth Street venue July 19 and 20 by the local firm Guadalupe Entertainment Inc. with director Zane Busby of Los Angeles. San-Scherick Productions of Los

Angeles will be producer.

Comedy Central — formed by the merger of the Comedy Channel and a similar channel, Ha! — is seen on Austin CableVision Channel 51. Sedwick said Esther's has been talking to cable officials about producing programs for more than a year.

If the specials are well-received

by the cable channel and its viewers, Esther's Follies, a long-time Austin comedy troupe, will be signed to do a series of 13 to 26 additional programs, according to Comedy Central officials.

"Esther's is real fresh and the spirit is authentic. We're always looking for something that is original," said Mary Salter, production vice president of Comedy Central.

Sedwick said the television specials will be edited from four Esther's Follies shows at 9 and

11 p.m. July 19 and 20. The shows will be open to the public.

She said the Esther's troupe, which has 15 members, will be joined by juggler Turk Pipkin, the Little Big Band, the Tap Dancing Grandmothers and magician Ray Anderson. Kerry Awn, Amos Ewing and Margaret Wiley will do stand-up comedy for the cable specials.

The programs are tentatively scheduled to air in October, but dates have not been selected, according to Comedy Central.



## VIDEO MARKETING



### PROVIDES:

- A Dynamic way to present new products to customers
- A cost effective means to update your employees on new products and changes
- An exciting way to show a product or property that your customer is unable to see in person

### FOR EXAMPLE:

- A well produced video of an existing or new product will increase acceptance and knowledge of benefits.
- Company video newsletters inform your employees of the latest accomplishments which in turn, increases productivity (they know what's happening) thus they are more supportive of the company's goals.
- Video provides a walk through of a new home or corporate lease space when the perspective client is unable to view it personally.
- Video inventories provide critical details for insurance claims.

*Phantom Video =  
Creative Solutions*

**PHANTOM VIDEO** provides two camera commercial video production, "in-house" editing and special effects for exciting product development and promotion.

We utilize the Super-VHS format which results in a high quality final product. Wireless microphones are utilized for professional sound. Finished videos are available in SVHS or regular VHS.

### **The basic services included with each of the plans are:**

- One hour Pre-Planning Session
- SVHS Production
- One copy of final tape

Prices are based on a two hour production schedule resulting in a 15 to 30 minute final product.

- **Plan 1** one camera only with package edit **\$200.00**
- **Plan 2** two cameras with one pass editing **two hours editing \$350.00**
- **Plan 3** two cameras-digital editing & effects **four hours editing \$495.00**

*Additional Editing is \$50 per hour*

Any of these plans may be customized to fit your needs. We appreciate the opportunity to bid on your project.



### Recent video projects include:

- The 1991 Maryland Preakness Celebration  
*Hot Air Balloon Races*  
Baltimore, Maryland

Documented the race sponsorships of; Chevron Oil, Pepsi, TWA, Klondike, Kool, Famous Footwear, Ray-O-Vac Batteries, and Marriott

- Promotional shots for Phantom Productions, Inc.  
*St. Thomas, the U.S. Virgin Islands*
- The 1990 Harris Branch Hot Air Balloon Festival  
narrated by Dan Sherrill (marketed internationally)
- Hot Air Balloon Crew Training Video  
"Live at Austin's Club Dallas"  
Master Hypnotherapist  
*James Courts*
- 1990 Austin AquaFest  
TRACY LYN opening  
for Country Music Star  
*Allen Jackson*



JULY 29-AUGUST 4, 1991

Austin Business Journal

## THE RECORD

Austin Music Business Assn. Oliver Martin Theophilus. P.O. Box 1967 78767.

The Phantom Agency, Christine M. and Martin Theophilus, P.O. Box 90026

## VIDEO SERVICES



20% Off All Video Production Packages during August. Most are under \$500  
*Marketing your product with video is more cost effective than you might think!*

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# Best Bets

## Christine Albert to perform at Alley Music Fest

Meet Christine Albert ... the "Blue Bell Ice Cream girl" ... whose television and radio commercials have brought her much recognition. Currently, she has the double distinction of being the only writer to perform her own jingle as well as the first female performer for the Texas Department of Highways' new "Don't Mess With Texas" radio ad. In this capacity she stands with the likes of Willie Nelson, Stevie Ray Vaughan and Joe Ely. A television commercial is planned for the same campaign in the near future.

Albert has sung in some of the most colorful areas of the USA and Europe.

She is a regular performer at the Kerrville Folk Festival, the Bad Ischl Festival in Austria, the Isla Mujeres Festival in Mexico and Austin's Aqua-Fest.

She was born and raised in the dairy country of upstate New York, finishing high school in Santa Fe, N.M. She lived with her songwriting brother who fueled her already strong ambition to pursue a similar path. While still in her teens, she joined her first band and spent the next decade touring the Southwest. Fine tuning her voice, she moved to Austin.



CHRISTINE ALBERT

With her mother from Switzerland and grandmother living in Paris, her French comes her with ease. She blends American country and the French chanson (French song) in several of her original songs ... successfully touring many European countries ... a brand of country music truly with international appeal.

Albert has appeared with Graham Brown, Steve Wariner, Michael Martin Murphy, Bill Joe Royal, Dwight Yoakam and Asleep at The Wheel.

This year she appeared at "The Texas Connection" seen on The Nashville Network.

Bring your lawn chairs and get ready for a full evening of entertainment on three stages at the "Alley Music Fest" 7:30 p.m.-1 a.m. August 24 in the downtown streets of Longview.

Gates open at 7 p.m. with delectable foods for most tastes.

Tickets are \$4 in advance or \$5 for blocks of 50 tickets or more. At the gate, tickets will be \$5 with twelve-year-olds and under free.

Tickets may be purchased at the Downtown Development Corporation office at 410 N. Center. Call (903) 237-4040.



P.O. Box 143 • Poway, CA 92074-0143

**OptoDigital Design, Inc.**  
8920 Business Park Drive, Suite 135  
Austin, TX 78759

**Rodney Herman**  
Executive VP & CEO

Fax (512) 794-9997

Telephone (512) 338-4707



# MUSIC CITY TEXAS

FREE

#24  
AUGUST 1991



## MVP #24 PAT MEARS

In Austin she'll play at the Outhouse, in Dallas she'll open for Omar & The Howlers, in Holland she and Omar will co-star at the oldest Blues Rock Festival in Europe—only Omar plays first. This progression illustrates many of the ironies of the far-off fame Pat Mears, like others, notably her long time friend and colleague Calvin Russell, has achieved since January.

• As if she had taken 15 years to receive some kind of critical artistic mass lightning chain reaction from that brought success—a SilenZ record deal, a CD, two singles and a video, a publishing contract that ensures her financial security, critical acclaim and capacity crowd virtually overnight. If most of those were thousands of miles away from home, Mears wasn't counting. After all that time and with the confidence gained by playing with Russell and his band, the girl is ready to go out and kick some butt.

Years of playing in Austin, a man waved her off with the words "You'll be touring Europe with his band." Fair, there are two very different versions of Pat Mears. Only a few months ago, she was a striking, folksy acoustic folk-country singer and pianist, like most of her peers, spinning her wheels in the mud of obscurity.

• Back home for a Texas tour with her band (Eric Blakely lead guitar, Dutch Marty Frank drums and Mike Berkenka bass) and a stack of adulatory European reviews, Mears, like Russell, has found that while Texas Rock may be a hot export item, there isn't much call for it in Austin. Coming from the dark side, their sound drawing on long, hard, often bitter personal experience, it takes no great insight to see why they appeal more in Europe, where illusions have long been an expensive luxury, than in an America where illusions are almost all that's left.

Only and magically, Pat Mears released a self-released cassette earlier this year, joining Calvin Russell's band, which has transformed into the most powerful, god-pounding female Texas blues band since Janis Joplin. With one big exception: those were her own songs she had accumulated from her whole new stock of material from her passion, experience







# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

August 20, 1991

Reply To: U.S. Office

**This is a letter of thanks and a special offer!**

The **thanks** is for all the input on updating the original Crew Training video. You will see a significant difference in the 1991 version just completed. This would not have been possible without your input and desire to have a very practical and complete crew training tape.

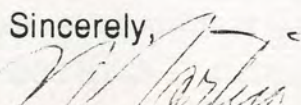
The new tape, in addition to most of the original information, now includes;

- **More detailed descriptions of the parts of the balloon;** envelope & what it is made of, burners & support, basket, load tapes, deflation system, suspension cables, tanks, etc.
- **Basic rules when crewing on hot air balloons**
  - No smoking and drinking
  - Being on time
  - Pilot's commands
  - Location of safety equipment
  - Wearing appropriate clothing
  - Having emergency phone #s,
- **Specific crew member tasks** are now described and shown in improved examples;
  - Checking the launch site
  - handling lines
  - Reporting envelope tears
  - Deflation responsibilities
- **Greatly expanded chase sequence** and details regarding navigating to balloon and cautions regarding driving and handling the balloon as it lands.
- **Landowner relations** is now included as a segment
- **PLUS**, we have included some overall views of **other balloon types**, enabling pilots to stop the tape and explain in more detail any specifics that will assist their crews.

In conjunction with the release of this new tape, Phantom Video is extending a special offer to the persons who have provided the input to improve this tape and allow current owners of the tape to "upgrade" to the more comprehensive version. This is a one time limited offer, so if you are buying for others (or have some Christmas list items to take care of early, do it now.) The tape is priced retail at \$24.95 (\$19.95 in Balloon Life), plus \$3.00 shipping & handling. It is available to you in this one offering for **\$12.00**, plus \$3.00 shipping and handling. We will not make this offer again, so act now and we'll get your new copy out immediately.

Again thanks for your interest in this tape and all the comments that helped make this new crew training video even more useful. If you have any questions, call us at 512-288-1044.

Sincerely,



Martin Theophilus

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road,  
Luton, Beds LU4 9BE, ENGLAND  
Tel. 011.44.582.599928 • FAX 582.597333

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U.S.



For your information, PHANTOM VIDEO also provides production services for all events. This includes: pre-production planning services, two SVHS professional cameras, digital editing and a quick turn-around on the final master. The video-taped event is very effective in raising funds and provides critical assistance in obtaining sponsorship. Phantom's staff have hundreds of hours of experience shooting hot air balloon events. CALL US FOR ADDITIONAL INFORMATION 512-288-1044 • FAX 512-288-4748

SEND ORDER TO: Phantom Video • P.O. Box 90936 • Austin, TX 78709-0936

Enclosed is \$ \_\_\_\_\_ to cover the cost of the items circled above. (Sorry, we are not able to accept credit card orders).

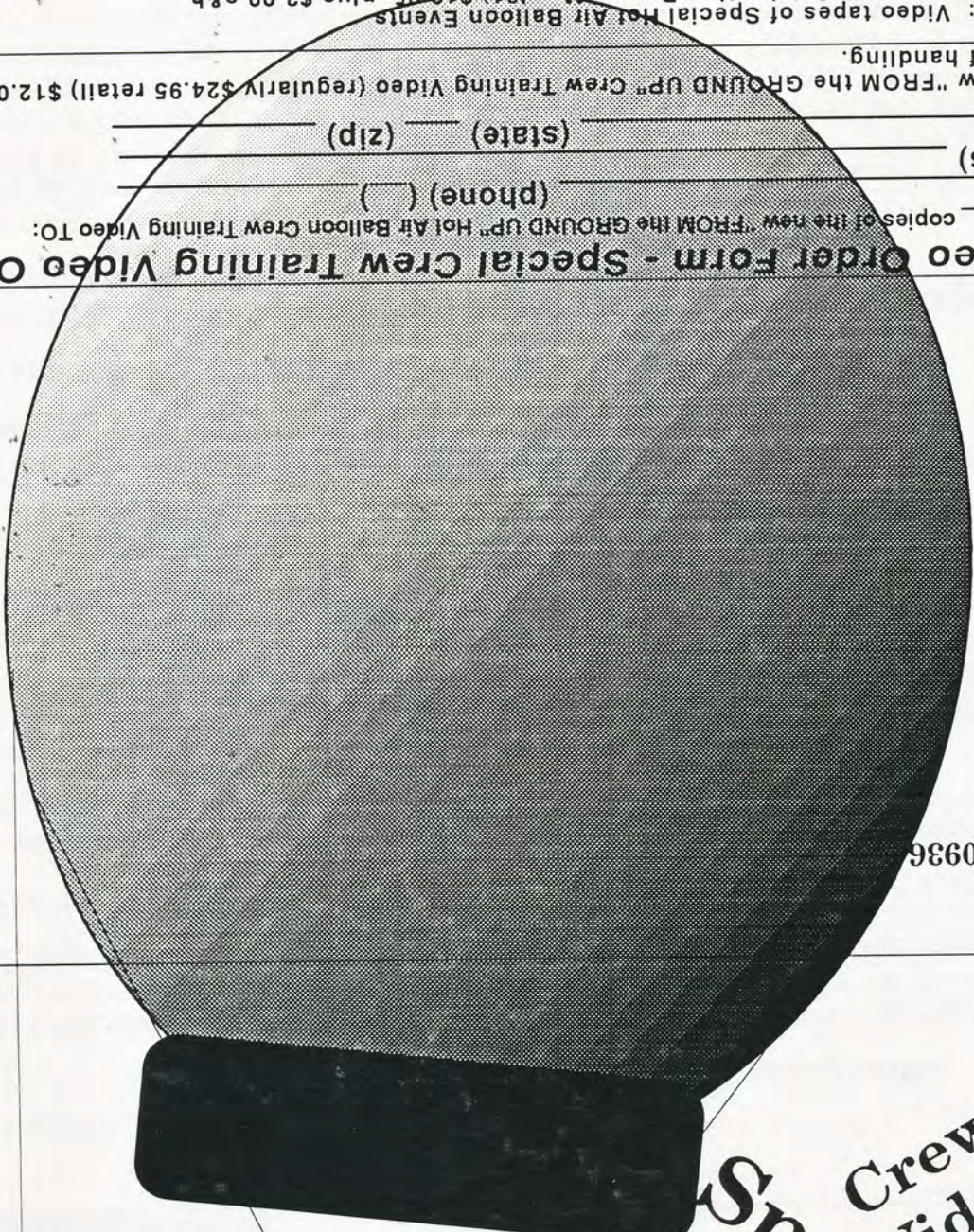
- ALSO AVAILABLE: Video tapes of Special Hot Air Balloon Events
1. Baltimore Peakness Celebration Races (May '91) \$19.95, plus \$3.00 s&h
  2. Austin's Harris Branch Balloon Festival (July '90) \$19.95, plus \$3.00 s&h
  3. Both event tapes (\$45.90 value), \$36, plus \$4 s&h
  4. Crew Training and both events tapes \$47, plus \$5 s&h

Special Offer - New "FROM the GROUND UP" Crew Training Video (regularly \$24.95 retail) \$12.00, plus \$3.00 shipping and handling.

Please send \_\_\_\_\_ copies of the new "FROM the GROUND UP" Hot Air Balloon Crew Training Video TO:

Phantom Video Order Form - Special Crew Training Video Offer

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Dropping You A Line

**Special Crew Training Video Updated**

**Inside Offer**

Narrated by Dan Sherrill



# Who's News

AGENT & MANAGER September 1991

Austin, TX-based Phantom Records has established a booking agency, Phantom Agency.

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**1991 PIONEER DAYS**  
at the Fort Worth Stockyards  
September 20, 21 & 22

all afternoon  
ing the 1991  
inside the  
outside in the White  
music fires up around  
t through 'til 2am.  
p your heels!

### WHITE ELEPHANT

Friday, Sept. 6

The Blue Bell Ice Cream Girl

**Christine Albert**  
and her band  
from Austin, Texas

Saturday, Sept. 14

Jerry Jeff Walker's Opening Act

**Chris Wall**  
& the **Rhythm Wranglers**

Novell Austin REALLY RED RALLY  
Stouffer Austin Hotel - Rio Grande Exhibit Hall  
September 13, 1991 - 8:30am

Esther's Folles

Nancy Woodward  
Vice President and General Manager, Novell Austin

Larry Hoecherl  
Director, Customer Satisfaction  
"What Motivates Employees to Satisfy Customers"

Esther's Folles

Jack Blount  
Executive Director, Strategic Relations  
"Customer Satisfaction and our IBM Relationship"

Jim Bills  
Executive Vice President  
"Your Role in Providing Customer Satisfaction"

Paul Prentice  
Gates Rubber Company  
Manager of Network Systems Engineering

Ray Noorda  
Chief Executive Officer  
"What It Means To Be Customer Driven"

Esther's Folles  
Drawing  
\*\*\*

Special appearance by Novell's very own  
"Ted E. Customer"

## REALLY RED Rally

CUSTOMER-DRIVEN & LOVING IT!

### 122—AGENTS/MANAGERS

Phantom Prods., Inc., (PM, Bus. Mgmt.) PO Box 90936, 701 Brazos, Ste. 500, Austin, TX, 78709, (512) 288-1044, Fax: (512) 288-4748. Dir.: Martin Theophilus.

TRACY LYN, BA: Dianne Scott Agency, Dianne Scott, (512) 441-1009. PM: Phantom Prods., Inc., Chris Thophilus, (512) 288-1044.

MARK LUKE DANIELS, Simmons/RCA Records. PM/Bus. Mgmt.: Phantom Prods., Inc., Chris Theophilus, Martin Theophilus, (512) 288-1044.

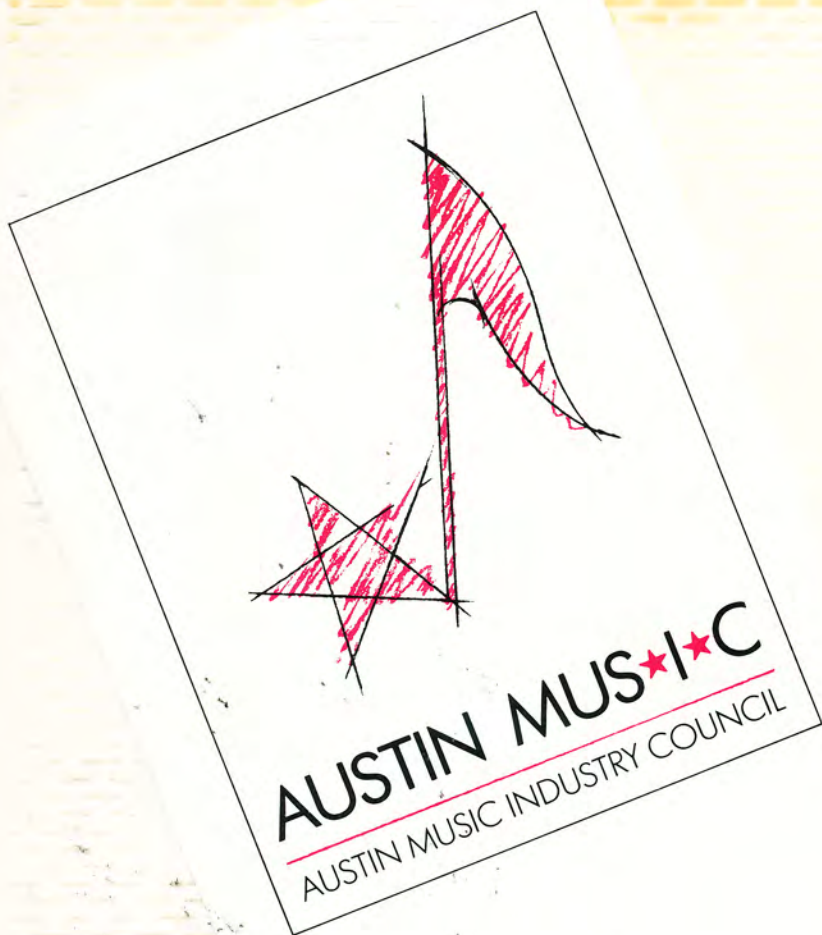
Billboard's  
1991 INTERNATIONAL

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The Music Industry  
In Austin

*Created in 1986  
to serve Austin  
music industry*

## Tracy

Invites you to join her

**November**

22nd - The Lumberyard (with Pam & the band) 8:00PM

Opening for "Cadillac Style" Sammy Kershaw

23rd - Nephews, San Marcos (with Pam & the band) 9:00PM

**December**

7th - The Lumberyard (band) 8:00PM

Opening for Billy Joe Royal

8th - Gruene Hall (duo) 1:00PM

*Tracy's been busy songwriting and performing in contests (Marlboro and True Value) with her sisters. She also opened for Steve Wariner with Pam and Keri.*



*Wait 'til you  
see what's new  
in '92!*



True Value® / GMC TRUCK™  
HARDWARE

# Country Showdown



World's Largest Country Music Promotion

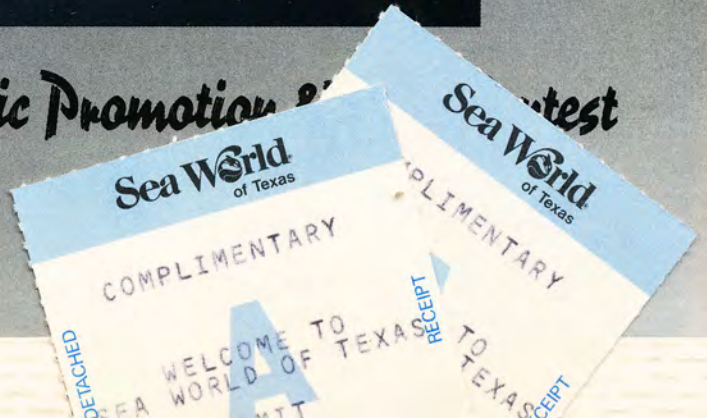


ADMIT ONE VEHICLE FOR \$2.00 PARKING

THIS CONTRACT LIMITS OUR LIABILITY

This ticket licenses the holder to park ONE motor vehicle in parking area at Sea World of Texas. The management assumes no responsibility for theft, fire, damage or loss of the vehicle or any contents left in the vehicle.

10188



AD REVERSE







# MUSIC CITY TEXAS

FREE

Issue 25  
September 1991



MVP #25 **Christine Albert**

Dossier: Tomàs Ramirez

*Belle Southern* Rants On

**Austin & Russia**

Honest John

**DARLENE DOES BOOKS**

PREviews ■ Reviews

CELEBRATING THE START  
OF OUR 3rd YEAR

**MUSIC CITY TEXAS PREviews**

Sun 1st • **CHRISTINE ALBERT** (Chicago House). A set of our MVP's chansons en français, another of her folk-country originals and a third of Paul Glasse. Mitch Watkins and



In a turnabout switcheroo, Ireland, which has demonstrated a strong partiality to Texas artists, is sending us one of its own, albeit one who was an Austin resident for several years. Apart from a SXSW showcase earlier this year, folk-rock balladeer **TOM PACHECO**'s performance at Chicago House on September 29th will be his first appearance here since he left town in the early 80s. Even then a cult figure with three legendary RCA albums, two of them produced by Shadow Morton, behind him, Pacheco, originally from Massachusetts, has lived in the Republic of Ireland since 1987 and has developed a whole new, fanatical following there. Signed to Irish label Ringsend Road, he's produced two more albums (see Reviews) that can only enhance his considerable reputation, the 1990 **Eagle In The Rain** making, and even topping, a number of Record of the Year lists. Whether Austin remembers him from his headliner days here a decade ago remains to be seen, but MCT is proud to be sponsoring a performance by a great songwriter and performer who on one occasion was ble to look out into the audience and see Bob Dylan, Linda Ronstadt, Steve Earle and Loudon Wainwright III. **JC**



## REVIEWS

### TOM PACHECO

#### EAGLE IN THE RAIN

(Ringsend Road, import CD/cassette)

### SUNFLOWERS & SCARECROW

(Round Tower, import CD/cassette)

Like Butch Hancock, with whom he once shared a stage before leaving Austin in the early 80s, Pacheco could be thought of as Dylan living in the real world. But while also sees the romance of the commonpl Hancock's "perfection in the mud," he's m bleaker, with marginalised characters in Terry Allen vein, more socio-political, e polemical, recalling Harry Chapin, while love songs can have an Eric Andersen or S Goodman feel. This isn't to say, however, Pacheco is some kind of Dylan/Hancock/A Chapin/Andersen/Goodman synthesis. T are merely cross-bearings to locate a who's powerfully and distinctively talent his own right. Now living in the Republ Ireland, he recorded **Eagle** there with al Irish musicians led by producer Arty McG the rockier, hard-driving **Sunflowers** in Lc with Austin recorded accordion overdu Flaco Jimenez. Both albums display Pach versatile songwriting scope, from *The Las Whale In The Ocean* to *Jesus In A Le Jacket, Hippy On The Highway* to *M Waters Of The Rio Grande*, a revisiti *Deportee* and my personal favorite.

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Deals in these Territories:

- Record
- Publishing
- Distribution
- Tour

Is your music  
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# Cactus

CAFE AND BAR

Wed 4th **CALVIN RUSSELL + PAT MEARS**

Wed 11th **SHAKE RUSSELL & DANA COOPER**

Thurs 12th thru Sat 14

**DARDEN SMITH + JOHN DEE GRAHAM**

Fri 20th **BUTCH HANCOCK**

Sat 21st **STEVE FORBERT**

Sat 28th **DAVE VAN RONK**

24th & Guadalupe • 471-8228

Wed 4th • **CALVIN RUSSELL + PAT MEARS**  
(Cactus Cafe). Acoustic show from the two leading exponents of kickass Texas Rock & Roll. Calvin turned in an electrifying solo set at an MCT show last June, but Mears hasn't been seen on her own since her transformation from folkie to blues rocker last January.



If there is a problem  
with this fax, please call  
512-288-1044  
512-458-3400  
or fax 512-288-4748



**David Perkoff Music**

1206 Richcreek Rd. Austin, Texas 78757

David Perkoff Shows in association with:  
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512-288-1044 (U.S.) or 011-44-582-599928 (U.K.)

**FAX SUBMITTAL DOCUMENT**

David Perkoff Music

FRR COVER SHEET

Wed Oct 16 06:46 pm 1991

To:  
Fax #: 2881044

From: Chris Theophilus  
Fax #: 512-288-4748

Fax: 1 page and a cover page.

David Perkoff Music

Wed Oct 16 06:46 pm 1991

**We decided to blow our budget and  
introduce our entertainment to you  
on national TV!**

**This Friday night, October 18, 1991**

**\*10:00 P.M. on the**

**HBO/MTV COMEDY CENTRAL NETWORK**

\*Please check your local listings for actual channel and time in your area.

Texas' best kept entertainment secret,

***Esther's Follies***

is the longest running comedy and musical revue, now in  
its 15th year in Austin, Texas. Soon to become a national  
television phenomenon

For 30 minutes, this show will bring tears to  
your eyes and soreness to your sides.

The best news is that DAVID PERKOFF MUSIC will  
deliver this show to your doorstep! ...Okay, so your  
neighborhood frowns on theatre on the front lawn,  
...then we'll bring the Follies and much more to your  
company's next event.

We provide complete Esther's Follies' shows, like the one on  
the HBO/MTV Comedy Central Network. We also custom  
script shows to fit a particular event or situation. Plus...all  
styles of music and great variety acts!



2HENLEY	47	25	14	ADULT
EVENT CODE	SECTION/AISLE	ROW/BOX	SEAT	All Taxes Incl.
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47	UT - FRANK ERWIN CENTE			
SECTION/AISLE	PRESENTS			
25 14	DON HENLEY			
ROW/BOX SEAT	PRODUCED BY PACE CONCERT			
014SEP1	WED., OCT. 9, 1991 - 8P			





KOUL Presents  
**STEVE WARINER**  
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 ROW SEAT 177 7  
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\*\*\*\*\*  
 KOUL Presents  
**STEVE WARINER**  
 \*\*\*\*\*  
 BENEFITTING CORPUS CHRISTI SEXUAL  
 ASSAULT & CRIME VICTIMS' SERVICES  
 MEMORIAL COLISEUM  
 CORPUS CHRISTI, TX  
 OCT 25 1991  
 FRIDAY 8:00 PM  
 HAND. CHARGE \$8.00 PLUS  
 ROW SEAT 177 8  
 TBL STEVE WARINER \$8.00 PLUS  
 T 4 B L E S 177 8



**THE CHROMATICS**  
 ENDLESS STREET  
 Tamara Baldwin  
 P.O. Box 50212

THE CHROMATICS  
 ENDLESS STREET

find myself wanting to write a complimentary review of THE CHROMATICS new tape ENDLESS STREET. Why? Because this group has potential, they should be pumped-up. Potential aside, I'm calling it as I heard it. All you heavy-duty Chrom fans should consider covering your eyes.

Endless Street is packed full of "real music". This tape has songs with meaningful lyrics, tight harmonies and punchy, creative horn lines. You want guitars? Endless Street has damn good guitar work. Endless Street has everything, except a hit song. When THE CHROMATICS write that hit, the



# Are you looking for unique, creative and exciting entertainment for your next event?

## Look no further...

This premiere musical-comedy troupe from Austin performs a unique blend of parody, vaudeville and musical comedy.

The Comedy Channel is featuring Esther's Follies on their nationally broadcast comedy network!

**Esther's Follies**

### Le Menu

*Appetizers*

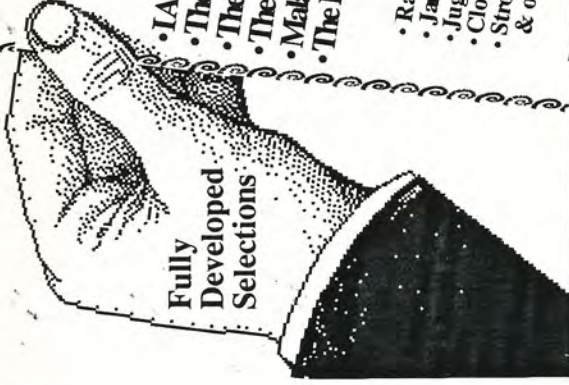
- The Little Big Band
- Esther's Follies "To Go" (carry out?)
- The Burning Desires
- Janet Lynn

*Main Course*

- I Am TEXAS
- The Roaring Twenties
- The Golden Days of Radio
- The Texas Swing
- Madam's Mystery
- The Debutant's Disappearing Date

*Desert*

- Ray Anderson (magician)
- James Courts (hypnotist)
- Jugglers
- Clowns
- Strolling musicians & other sweets



Fully Developed Selections

**The Little Big Band**  
Performing from a repertoire of over 2,000 songs, this versatile group of musicians can play big band, jazz, country or rock with the same ease and superior musicianship!

Take 2

Professional Production

Total production support includes; theatrical lighting, professional sound systems, custom sets and backdrops.

## Custom Scripts

We focus on your individual needs by custom scripting shows just for you. From the creation of a giant 10 foot computer for APPLE...to sets that transport you in space and time. From props that capture your theme...to humor that captures your anecdotes and company's personalities!

**Janet Lynn's Starlight Express**

A singer of incomparable range and motion, Janet Lynn's style spans the spectrum from country to pop to jazz. She bonds quickly with her audience and is a favorite at corporate parties.

**Magician Ray Anderson**

**Hypnotist James Courts**

**David Perkoff**  
Music, your 360° entertainment specialist!

We're hot!

Operators are standing by to assist in making your next event unforgettable! Please call 512-288-1044 or 512-458-3400.



# Musical

## Comedy

Fully developed shows featuring:

*Esther's Travelling Follies*

This premiere musical-comedy troupe from Austin performs a unique blend of parody, vaudeville and musical comedy.

The Comedy Channel is featuring Esther's Follies on their nationally broadcast comedy network!

### READY MADE SHOWS

- I Am TEXAS
- The Roaring Twenties
- The Golden Days of Radio
- The Texas Swing
- Matchite Mystery

## CREATIVELY

## Custom Shows

We focus on your individual needs by custom scripting shows just for you. From the creation of a giant 10 foot computer for APPLE...to sets that transport you in space and time. From props that capture your theme...to humor that captures your anecdotes and company's personalities!

Now launching our acts internationally!

# David Perkoff Music

Our acts are hot!

- Jazz
- Country
- Big Band
- Classical
- '40's Swing
- Rock n' Roll

### The Little Big Band

Performing from a repertoire of over 2,000 songs, this versatile group of musicians can play all styles with the same ease and superior musicianship!

### Janet Lynn's Starlight Express

Country to pop to jazz. She is a favorite at corporate parties.

### The Burning Desires

## 360° Productions World Class Comedy & Music

### Magician Ray Anderson

One of the nation's brightest young magicians!

### Hypnotist James Courts

Where the audience is the entertainment!

Plus; Jugglers, Clowns and other speciality acts!

### Apple Computer

# Professional Production

Total production support includes; theatrical lighting, professional sound systems, custom sets and backdrops.

Our staff is available to assist in making your next event unforgettable! Please call 512-288-1044 or 512-458-3400.



# DAVID PERKOFF MUSIC HAS WHAT IT TAKES TO MAKE A GREAT PARTY

- the talent, creativity, professionalism, production equipment and the experience.

## Comedy

Introducing the best kept entertainment secret in Texas  
- Esther's Traveling Follies musical-comedy revue.

Hilarious, fast moving and totally captivating, Esther's Follies has been entertaining capacity crowds in their own theatre in Austin, Texas for over fourteen years.

The Esther's Traveling Follies troupe performs side-splittingly funny musical parody, contemporary satire and humor, but bring their shows to you all over Texas and all over the United States.

Stock shows include: • I am Texas • The Roaring Twenties • The Golden Days of Radio  
• The Malachite Mystery • A Texas Bubba in King Arthur's Court

## Why We're Different

David Perkoff Music focuses on our client's themes and goals by creating custom shows.

Through interviews we develop material, then write scripts and music, personalizing them to your business.

We use comedy to address issues important to each client and can even include the names and personalities of members of your organization.



**David Perkoff Music puts you in the spotlight. Please call 512-288-1044 or 512-458-3400.**

## Music

Big Band, Country, Jazz, Rock 'n Roll,  
40's Swing, and Classical. If you want  
variety, our bands can play it all.

Janet Lynn

The Little Big Band



The Burning Desires

## The Unusual

Magician/Illusionist

Ray Anderson

Master Hypnotherapist

James Courts



24 October 1991

Mr. Martin Theophilus  
Austin Music Business Association  
Po Box 1967  
Austin, Tx 78767

Dear Martin:

I will be happy to continue on the Advisory Board of the Austin Music Business Association.

So far, no one has asked for my advice and I may not have any but I will certainly do what I can.

Sincerely,

Bill Arhos  
Station Manager

**Roger W. Sovine**  
Vice President  
Nashville



November 1, 1991

Mr. Martin Theophilus  
Austin Music Business Association  
P. O. Box 1967  
Austin, TX 78767

Dear Martin:

Yes, I will be happy to continue to serve on your Advisory Board, and welcome the chance to participate in the growth of the Austin Music industry.

Kindest regards,

Roger W. Sovine







11/5/91

Chris and Martin Theopolis  
Phantom Productions  
Austin Centre Tower  
701 Brazos ste 500  
Austin, Tx 78709-0936

Dear Chris and Martin,

It was delightful visiting with you two and Mike on Saturday night. It feels good to know we'll be networking together on many future projects. Thanks for your fax followup. Re: The possible Production Garden representation, you'll be hearing from us as soon as we've had the chance. Since Sat., I've spoken with others who are interested in participating as speakers- Bitsy Rice, of Lighthouse Music, in the area of songwriting and publishing, and Chet Himes in the area of producing. Most likely Ernie Gammage, you, Casey Monahan and Richard Wagner will be involved in some way as well. We'll be getting the Midi class filled first (the open house is Nov. 19th) then go on to organizing the seminars. Thanks for your offer of resources!

Tracy Lyn's great! We agree. The girl is going to be a star. Her songs hit with both barrels, melodically and lyrically, and cut straight through to one's emotional center. You said she is in need of a producer, but didn't say whether she had investors. It would be great if she does, but if not, what Mitchell and I were thinking is that we (he) might be willing to produce her here on a spec level. I've enclosed some of Mitchell's country production work. She would use her band, but if she doesn't have one, we have working relationships with all of the session players on this album (except the drummer-we use a much better one named Dan Dreeben), and it's possible some of them might consider venturing on the project. I've included a bio on some of them-they were used on the Billy Blues project also included. The cassette has a glitch-I noticed it upon playback but didn't have time to re-dub it from the DAT. Enjoy it anyway! The jingle just took 1st place in state competition. Also, I've included San Antonio/Austin based Chet Himes's discography for your files.

See you soon,

*Sunny*

M A R Y M O N T

B U S I N E S S P A R K

2411 N.E. LOOP 410

S U I T E 1 3 2

S A N A N T O N I O

T E X A S 7 8 2 1 7

5 1 2 • 6 5 6 • 2 4 2 7

F A X 6 5 6 • 8 0 2 4

R A D I O C O M M E R C I A L S

J I N G L E S

V O I C E O V E R S

F I L M S C O R I N G

V I D E O S W E E T E N I N G

2411 N.E. LOOP

S U I T E 1

S A N A N T O

T E X A S 7 8

5 1 2 • 6 5 6 • 2

F A X 6 5 6 • 8

B U S I N E S S P

M A R Y M O

M A R K H

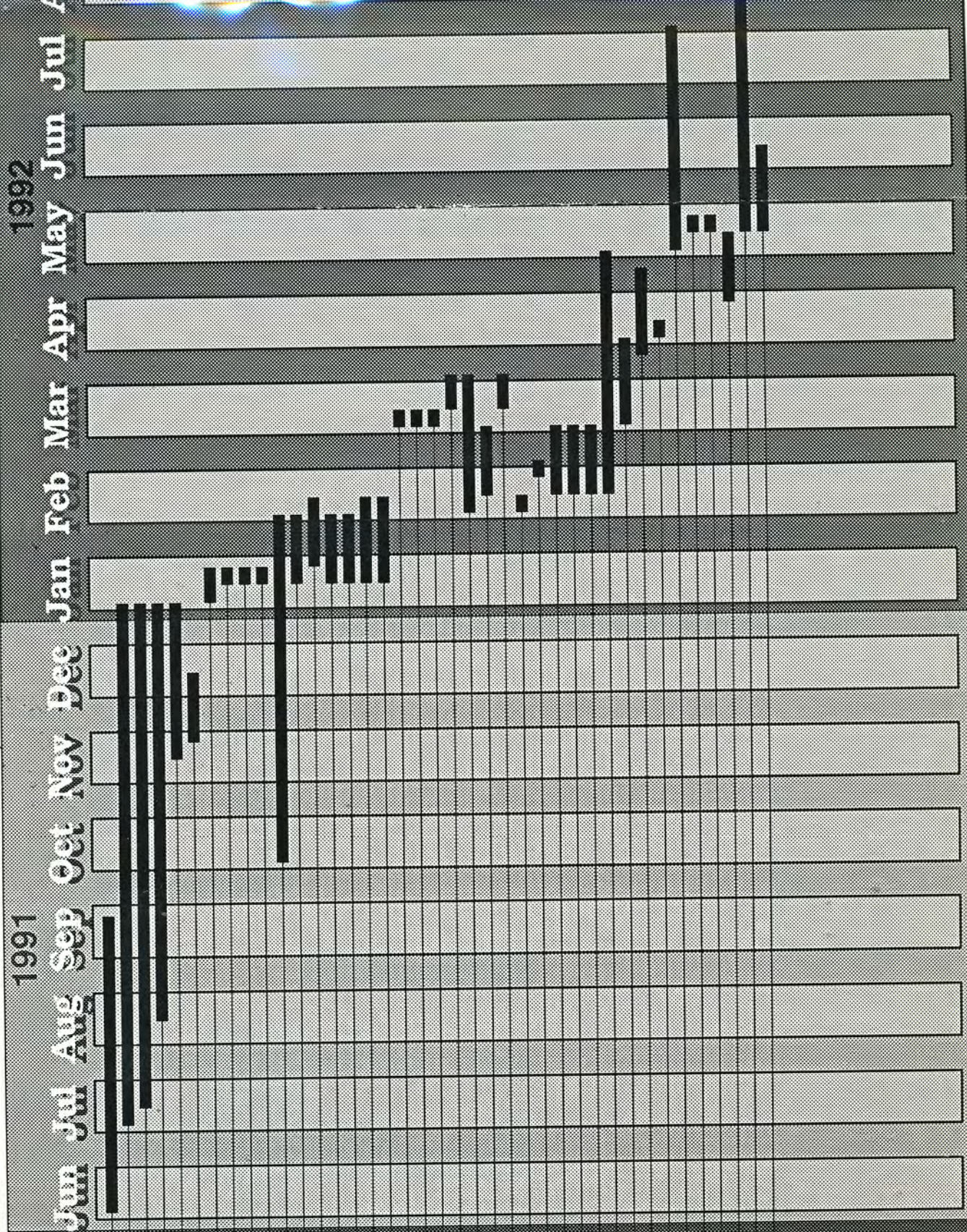
M I T C H E





Phantom Productions, Inc.  
 Austin Centre Tower  
 701 Brazos, Suite 500  
 Austin, Texas 78701  
 512-288-1044 • Fax 512-288-4748

# Tracy Lyn's Album Project



- Develop Investment Package
- Identify Potential Investors
- Identify Potential Studios
- Solidify Investment Options
- Select Attorney
- Prepare Final Investment Contracts
- Open TL Album Account
- Choose Accountant
- Select Producer
- Select Songs
- Select Session Musicians
- Set Pre-Session Rehearsals
- Tracy to Co-Write in Nashville
- Tracy to Co-Write in Austin
- Select Studio
- Select Engineer
- Record Rhythm Tracks w/Scratch
- Record Lead & Solo Instruments
- Record Lead and Harmony Vocals
- Mix the Album
- Determine Album Title & Design
- Hire Photographer for Cover
- Set-up CD and J-Card Artwork
- Select CD/Record Manufacturer
- Select Mastering Facility
- Contract w/ Promotion Company
- Contract w/ Publicist
- Contract w/ Booking Agent
- Contract with Players in the Band
- Initial PR Contacts with Record Industry
- Mastering and Pressing
- Contract for Distribution
- Present Album to Major Record & Pub
- Album Release Showcase in Austin
- Album Release Showcase in Nashville
- Set-up Merchandising Info to Fans
- Begin Album Support Tour
- Submit Album to Foreign Labels & Pub



musicians

MR

register '92

**Mark Luke Daniels**  
True Texas talent!  
Shadow of a Doubt (Phantom Records); Bare  
Bones-Railroad Tones (Phantom Records);  
Phantom Prod., 288-1044; FAX 288-4748.

**Kristine Albert**  
90s Texas country music with a touch of  
enchanteuse.  
Chris Theophilus at Phantom Productions,  
288-1044

**Phantom Productions, Inc.**  
*International management and marketing*  
Since 1980, Phantom has been providing exposure for  
musicians throughout the world!

**Artist Management**

**International  
Marketing**

**Promotion**

**Video  
Production**

**Phantom Productions,**



**Tracy Lyn**  
Opening for major acts, including Alan Jackson, Steve Wariner, Mark Collie and Ray Price, she is gaining recognition as one of the most dynamic female Texas country artists. Performing at dancehalls, clubs and private functions.  
Traces of Texas (Phantom Records 1990);  
The Silence, Life After You, Throw Me a Love Line (Phantom Videos).  
Phantom Prod., 288-1044; FAX 288-4748.



**Bill Kirkpatrick**  
Singer/songwriter/musician. "Elegantly simple without being simpliminded. Bill Kirkpatrick's songs sketch affairs of the heart with subtle perceptions and universal appeal. Country audiences will certainly relate to Bill's songs, then again, so will everybody else." - Jody Denberg  
Bill Kirkpatrick (independent cassette).

United States • United Kingdom

Italy United Kingdom France Portugal Japan  
Ireland Belgium Norway Finland Sweden  
Spain Netherlands Hong Kong Japan Canada  
USA China and Japan  
Denmark Holland Canada  
South Africa South America  
United States Brazil Spain  
Soviet Union Kong Switzerland Finland  
Brazil Union Greece Portugal  
Turkey





**The Hoodoo Cats**

Original Texas blues band, with own fiery edge. Tours U.S., most recently in midwest. Band's experienced players include: Michael Harkins, Mark Parrish and two players previously with Marcia Ball, James Hinkle & Mike Roberts. Phantom Productions, 288-1044; FAX 288-4748 or Michael Harkins, 447-7517.

**Cambridge Circus**

British band formed by Phantom's John Cambridge. Incredible rock guitarist, prolific writer. Sessions: Jennifer Warnes, John Arnham, DeBarge, ICE, 5-Star. Numerous *Top of the Pops*, Montreal Rock Festival. Recently played Rita McNeil's U.K. tour. *John Cambridge, the Album* (Phantom records, UK '89); *Cambridge Circus* (Phantom records, UK '90). Phantom Prod., 288-1044; FAX 288-4748.

...what some of the pro's say about Phantom...  
*Unique presentation cut through the hundred tapes waiting to be heard..*

Sam Gualt, Island Records  
London

*Chris and Martin's professional presentation is one that cannot be ignored...*

Jim Zumwalt, Music Attorney  
Kentucky Headhunters, Nashville

*Chris, please know that my door is always open...I look forward to reviewing other projects in which you think I might have an interest...*

Michael Alago, A&R  
Geffen Records, New York

*Phantom's artist presentations are some of the most professional I've seen...*

Eddie Levy, Chelsea Music  
Publishing, London

*Phantom is a high caliber production company and did a magnificent job in featuring all aspects of our balloon festivities...*

Sandra Cuneo, Executive Director  
Maryland Preakness Celebration



**Phantom Productions, Inc.**

701 Brazos, Suite 500  
P.O. Box 90936  
Austin, Texas 78709-0936  
U.S.A.

512-288-1044 • Fax 512-288-4748

**Some of our recent successes have included:**

- Signing Gretta Goehle to a major European record and touring deal for Austria, Germany and Switzerland
- Managing two U.S. tours for European record labels, Pat Mears of SilenZ Records Holland & Tom Pacheco, of Round Tower Records, Ireland
- Representing British recording artists to U.S. labels The Troubleshooters for Global Music Group & John Cambridge for our own Phantom Europe
- Signing Mark Luke Daniels to an international publishing and major record label
- Negotiating a European distribution deal on Mark Luke's Phantom Produced CD





# The Austin Music Business Association

Invites you to spend an evening at

# The Sixth Annual Forum

*If you are into Austin's Music, You need to be in this Forum*

Trade Show • Entertainment • Business Awards

Hosted by

# M E T R O P O S T

On their Sound Stage at 501 North IH 35

November 13, 1991  
6:30 P.M. to 9:30 P.M.

Free to members • Entry with \$6.00 cover or membership app

Entertainment by

Shirley Dominguez  
Joseph & Teresa  
Kid Wikkid  
Tracy Lyn  
more to be announced

Sound provided by STRAIT MUSIC

## Meet Austin's Music businesses at

*If you do business with the music industry in Austin, this Trade Show is for you! Tables are still available at \$30.00.*

## The AMBA TRADE SHOW

Call Chris at 288-1044

Keep up with and become an active part of the Austin music business community,

### Join AMBA!

AMBA provides regular networking meetings, newsletter with features on the various facets of the industry, including whose making the deals, practical resources, the movers and shakers + much more.

The Austin Music Business Association  
P.O. Box 1967 • Austin, Texas 78767

# Celebrate Austin's Music Industry

November 13 at 6:30pm

AUSTIN MUSIC BUSINESS ASSOCIATION

presents

## The Annual AMBA Forum

MetroPost Soundstage • 501 N. IH 35 (5th & frontage rd)

Live Music • Trade Show • Industry Ceremonies

Ad space donated by Phantom Productions, Inc.  
*'Creative Music Services Since 1964'* (512) 288-XXXX

*You are cordially invited to the Austin Music Business Association's 1991 Annual Forum November 13, 1991 at 6:30 P.M. To be held on the Sound Stage at METROPOST 501 North IH-35, Austin, Texas. This invitation is provided in appreciation of your the Austin music industry by Martin Theophilus, Chair Austin Music Business Association. This is your stage pass to the Annual Forum.*

Please R.S.V.P to AMBA, P.O. Box 1967, Austin, Texas  
Secretary Cindy Fincher at 512-322-0611

Wednesday, November 13, 1991

### BEST BETS

#### The business of music

The Austin Music Business Association's sixth annual forum, trade show and awards ceremony offers opportunities and entertainment whether you're a mover and shaker in the local music scene or just a casual fan. In addition to the trade-related activities, including video and audio production open houses and the chance to examine local music business products and services, entertainment will be provided by Toni Price, Lillian Standfield, Kid Wikked and Shirley Dominguez.

Austin American-Statesman



The Austin Music  
Business Association



1991  
Trade Show

# Artists

In order of appearance

7:15 Toni Price

7:30 Tracy Lynn

7:45 Kid Wikke

8:00 Awards

8:30 Joseph & Theresa

8:45 Lillian Stanfield

9:00 Shirley Dominguez





**The Austin Music  
Business Association**



**1991  
Trade Show**

# **Awards**

---

## **Austin Community College Commercial Music Program**

**Commendation for Special  
Achievement**

---

**Greater Austin  
Chamber of  
Commerce**





November 15, 1991

Mr. Martin Theophilus  
 Austin Music Business Association  
 11051 Tangleridge Circle  
 Austin, Texas 78736

Dear Martin:

Thank you for the award the Austin Music Business Association presented to the Chamber at your annual meeting. We very much appreciate the recognition.

Please know that all of us at the Chamber appreciate the important role music plays in strengthening our economy and enhancing quality of life. We welcome opportunities to work with organization in the future.

Again, thank you.

Sincerely,

*Glenn West*  
 Glenn E. West, CCE  
 President

GEW/as/

GREATER AUSTIN CHAMBER OF COMMERCE



The Austin Chronicle November 15, 1991 51

**AMBA NEWS:** They came, they schmoozed and they went back to their various music industry jobs after the Austin Music Business Association's annual get-together last week. Bringing home awards were **Glenn West**, president of the Greater Austin Chamber of Commerce, and **Exalton Delco**, vice president of academic affairs at Austin Community College. The chamber was cited for its support of the music industry and the college's commercial music program won a special achievement award for providing music industry training. AMBA board members named for 1992 are chair **Martin Theophilus**, vice-chair **Steve Thompson**, treasurer **Layne Lauritzen** and secretary **Cindy Fincher**.

If you have ever wanted an opportunity to reach the Austin music business community

**this is it!**

Trade table space is still available at \$30 per table. Display anything you wish and the response will be music to your ears!

Call Chris at 512-288-1044

# 6th STREET RECORDS

FREE PIZZA

\$1.00 DRAFTS / \$2.00 WELLS  
 ALL THE TIME

- Thursday, Nov. 14  
HELLBENDERS • BEAT • O • SONICS
- Friday, Nov. 15  
DJ DANCE PARTY
- Saturday, Nov. 16  
MR. GRIEVES
- Sunday, Nov. 17  
BLACK PEARL • AZILIAN
- Monday, Nov. 18  
SIXTH STREET CRAWL ( 3 Bands)
- Tuesday, Nov. 19  
TONE BULLIES • HELLBENDERS  
BEAT • O • SONICS
- Wednesday, Nov. 20  
MEREDITH MILLER • RHYTHM  
KITCHEN • WALLFLOWERS  
MICHELLE SOLBERG
- Thursday, Nov. 21



SUNDAY

MONDAY

TUESDAY

# THE LUMBERYARD

16511 BRATTON LANE  
AUSTIN, TEXAS 78728



HOT LINE 255-  
BUS. LINE

## COMING SOON

THE LUMBERYARD  
PROUDLY P.



TEXAS HILL COUNTRY CHAPTER  
OF MEETING PLANNERS INTERNATIONAL  
Congress, Suite 1910 Austin, TX 78701

UNDER THE COVERS . . . At Esthers Follies  
Creative Entertainment A Guide To  
Meetings from Producer David Perkoff and  
Esthers Traveling Follies

Date:  
Time:  
Cost:

Where:

RSVP:

Tuesday, November 19, 1991  
6 p.m. Reception  
\$10.00 each, Member or Significant Other  
\$12.00 Non-member  
Esthers Follies Theater @ the southwest  
corner of Red River and Sixth Street.  
Tod Peddie @ (512) 480-2038

Friday, Nov.  
**GREAT PLANNING**  
with special guest  
**DEBONAIRE**

Wednesday, Nov. 20th  
**BROOKS & DUNA**  
with special guests  
**DEBONAIRE**



Friday, Nov. 22nd  
**Sammy Kershaw**  
with special guest  
**Tracy Lyn**

Saturday, Nov. 23

## ASLEEP AT THE WHEEL

Saturday, Dec. 7th  
**BILLY JOE ROYAL**  
with special guest  
**Tracy Lyn**



## Tierra Tejana es disco de oro

Más de 70 mil unidades se han vendido del nuevo álbum de Tierra Tejana Band, "Where's the Best Dude?" con el "hit" titulado "Las hijas de Juan Simón", lo que les ha valido a estos

1991



NOVEMBER









City of Austin

FOUNDED BY CONGRESS, REPUBLIC OF TEXAS, 1839

MICHAEL "MAX" NOFZIGER  
COUNCIL MEMBER

P.O. BOX 1088  
AUSTIN, TEXAS 78767  
512 499-2260

November 15, 1991

Mr. Martin Theophilus  
The Austin Music Business Association  
P. O. Box 1967  
Austin, Texas 78767

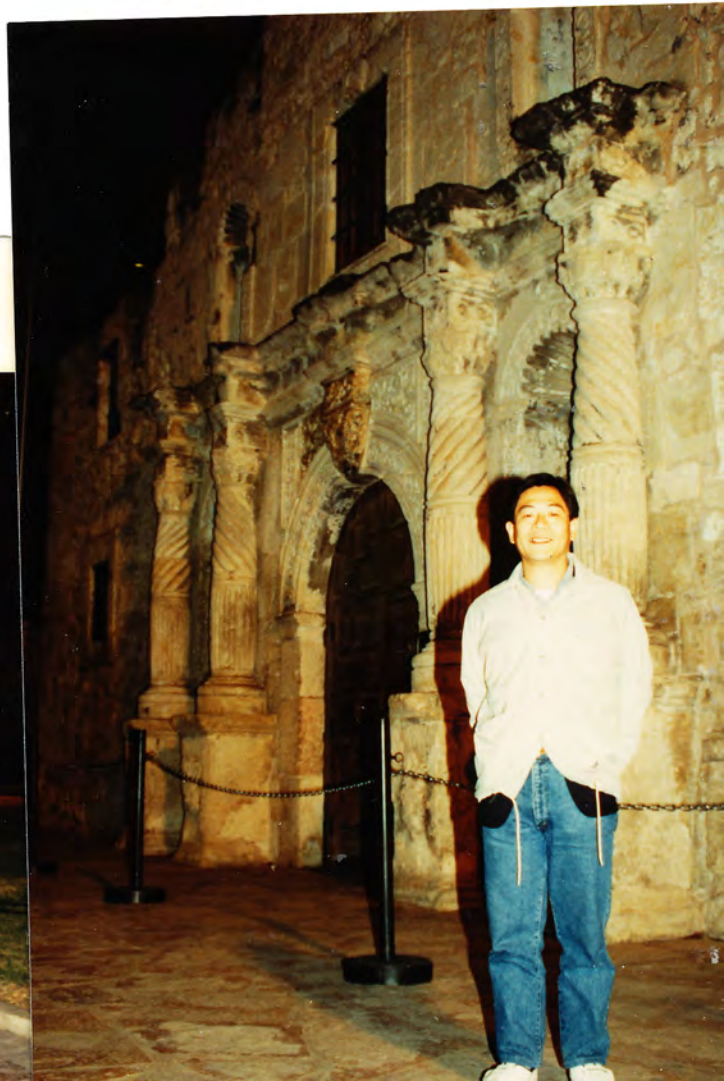
Dear Mr. ~~Theophilus~~ <sup>MARTIN</sup>:

Thank you for providing me with the information on the proposal to create a Commercial Music Degree program at ACC. I truly appreciate your enthusiasm in this endeavor.

Sincerely,

Michael "Max" Nofziger  
Council Member

MMN:amo





# BALLOONING

The Journal of the Balloon Federation of America



*From the Ground Up*  
Hot Air Balloon Crew  
Training. Hosted by Dan  
Sherrill. 35 minutes. ©1991,  
Phantom Video, P.O. Box 90936,  
Austin, TX 78709-0936, tel.  
512-288-1044. \$19.95 plus  
\$3.00 shipping/handling.

From the lighthearted  
overviews to the step-by-step  
instruction, this video provides a  
clear explanation of crew train-  
ing techniques.

Pilot Dan Sherrill is the narra-  
tor and instructor on the tape.  
We watch him take a novice  
crew through a varied training  
program that includes set-up,  
chasing, deflation/pack-up,  
landowner relations, and the  
overall experience of ballooning.  
About the only crew duties we  
didn't see covered here were the  
proper handling of a dropline  
and tether operations.

Between the serious instruc-  
tion segments are a lot of nice  
shots of ballooning, and some

very entertaining sequences (like  
on the truck to in the sky in 60  
seconds).

Even though your crew won't  
know everything about crewing  
after watching this tape, they'll  
have a good start. They'll also  
have a reference to return to  
after the first few flights.

*From the Ground Up* states in  
the beginning that most of the  
instruction will be given on  
Cameron equipment. (That's  
what Dan flies.) But the tape  
contains numerous illustrations  
of other brands of balloons as  
well. No matter what you fly,  
your crew will find a lot of use-  
ful information here.

Sherrill stresses the most  
important points of crewing, like  
"Always listen to the pilot in  
command. If you don't know  
something, ask." His style is  
friendly and inviting, making the  
novice crew feel quite at ease.

No book or tape will ever  
replace hands-on training from  
a competent pilot or crew chief.  
But *From the Ground Up* is a  
good starting point in any crew  
training effort.

Donna Cook Eastman

*Archie Perry*

*Wind Drifters*

*P. Martin*

Balloon Federation of America  
P.O. Box 400, Indianola, Iowa 50125

Address Correction Requested

107680 RP B  
Ray Lisansky  
6313 Clubway Lane  
Austin, TX

B08E04H 06/92

78745

NON-PROFIT  
ORGANIZATION  
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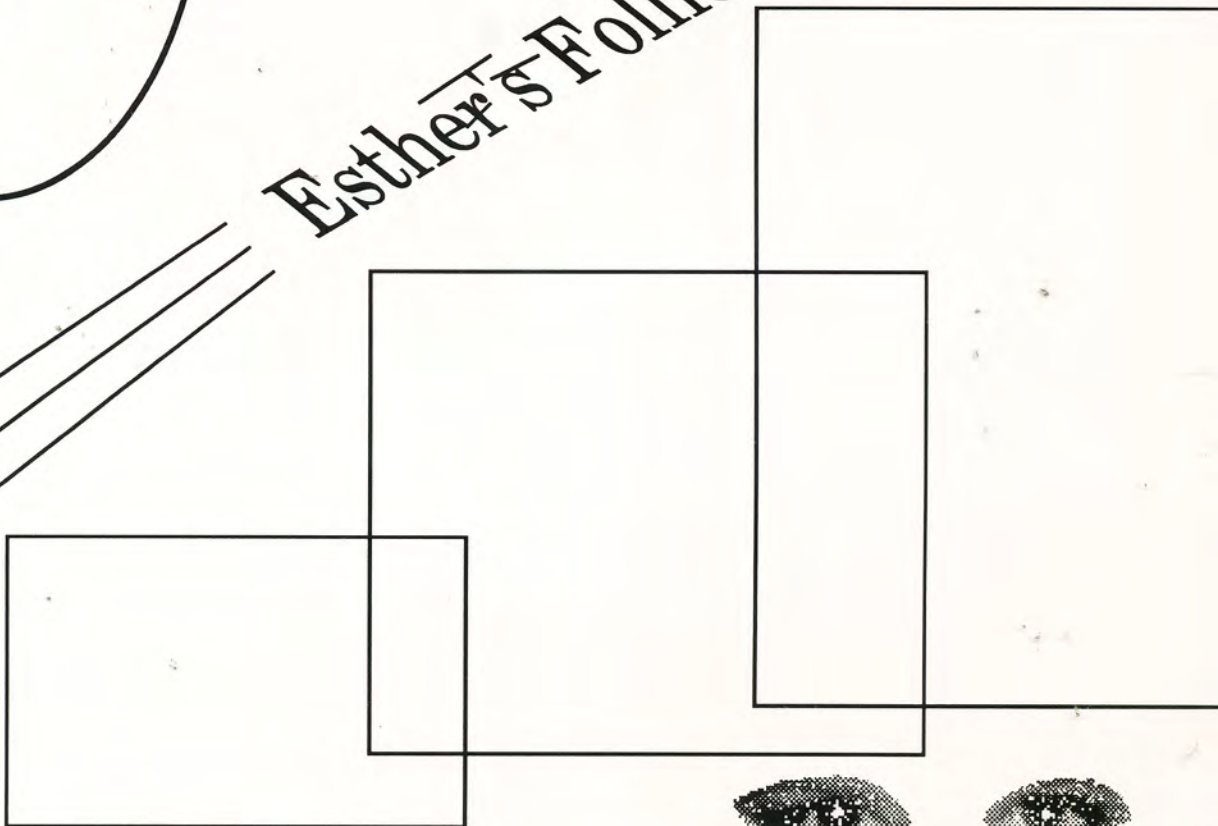


# World Class Talent for all Occasions



**The Little Big Band**

**Esther's Follies To Go**



**Master Hypnotist**

**David Perkoff Music**

Represented by Phantom Productions, Inc.

**North America • Europe**



701 Brazos, Suite 500 • P.O. Box 90936 • Austin, Texas 78709-0936 • U.S.A.  
Tele 512-458-3400 • 512-288-1044 • Fax 512-288-1044 • 1-800-880-PHAN  
United Kinadom Tele 011.44.908.582.599928





## David Perkoff Music

1-800-880-7426

512-458-3400

Just one call

can coordinate all your entertainment needs.

David Perkoff has the creativity, the expertise, the talent and the professionalism to produce a unique and outstanding event!



**David Perkoff Music**

1206 Richcreek Road  
Austin, Texas 78757 • U.S.A.



Texas. One more... the female vocalist that sang the "Don't mess w/Texas" campaign. I want to hire her someday soon for a jingle.

Tracy Lyn is a doll. Some other producer is going to grab her soon if we don't, and we need to get her down here pronto. Let's talk early this week about scheduling a meeting to find out what's what.

Trudly,  
Sunny



Thank You!!

TRACY LYN

PROMOTIONAL VIDEO  
Phantom Productions, Inc.

2 Austin American-Statesman  
Friday, November 29, 1991

# Main Events

Austin American-Statesman  
Thursday, November 21, 1991

Storytelling, drumming, and music by performers such as Mark Luke Daniels and Christine Albert are part of today's American Indian Harvest Festival.

**McTORNADOS:** If you like the sound of the fajita jingle introducing a new McDonald's item to the nation, you can thank the **Texas Tornados**. The Austin/San Antonio band provides the music while **Mark Luke Daniels** sets the scene.





### **Phantom Productions Inc.**

P.O. Box 4870

701 Brazos, Suite 500

Austin, TX 78701

(512) 288-1044; (512) 320-9098

FAX (512) 288-4748

Martin and Christine Theophilus, Owners

Artist management

Record labels and companies

Music publishers

Video production

Founded: 1964

Audio Engineering Society

Austin Music Industry Council

National Academy of Recording Arts and Sciences

Phantom European office: Phantom Productions, UK, Directors, David & Sheila Case, 1 Padstow Avenue, Fishermere,

Milton Keynes, MK6 2EP, England, Tel. 011 44 908 6636

Phantom Productions represents: Mark Luke Daniels, Tracy Lyn, James Hinkle, John Cambridge, Lucian Turk, and Trainwreck Ghosts. Phantom Productions, Inc. also maintains representative ties in Canada, France, Germany and Japan. Phantom Records, US and UK accepts unsolicited material. Phantom Video provides 3-camera S-VHS music videos and has in-house editing and effects for development and promotion. Recent video projects: Tracy Lyn, John Cambridge, Christine Albert, Lucian Turk, Trainwreck Ghosts, Mark Luke Daniels, The Twins, Alien Project, Chromatics, Bow Brannen, Emerald Eyes, Andrew Wimsatt, Karl Rehn, Guardez-Lilly, Wilson, Harris Branch Hot Air Balloon Festival, Hot





# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

November 15, 1991

Reply To: U.S. Office

## Phantom Phacts Update - Winter 1991

Here's a brief note to bring everyone up to date on some of Phantom's activities in recent months.

### • Artist Management:

- **TRACY LYN** continues to open for more significant country acts. In October, she opened for **Steve Wariner** in Corpus Christi. On November 22nd, she'll open for **Sammy Kershaw**. You may know him from his song "Cadillac Style." The Cadillac folks are launching an \$800,000.00 ad campaign using Kershaw's Billboard charting song. Tracy will also open for **Billy Joe Royal** December 7th. We begin producing a full album on Tracy in San Antonio in early 1992, which will commence a major campaign to secure a major record label deal this coming year.

- **MARK LUKE DANIEL'S** major commercials are now occurring on a regular basis. In addition to the **Mr. Gattis Pizza** (aired in 11 states), **Coors**, **Budweiser Canada** (filmed in Santa Fe), **Chevy Truck** and a national **McDonald's** ad (which is being scheduled to run again), a new **Kodak** ad will run in about six weeks.

### • International:

- **GRETTA GOEHLE** - At the January, 1991 MIDEM conference in France, we initiated a major record deal for a Seattle, Washington singer named **GRETTA GOEHLE**. This deal has just been finalized and greatly exceeded our expectations. The German record label, **Dutsche Schallplatten**, was the State owned East German label that was "privatized" early this year. The record company's staff was cut from 300 to 45 and they eliminated 75% of their acts. **GRETTA** survived and the man who signed her was promoted. Additionally the European head of **SONY Records** became the company's new director, which gives the deal incredible clout. Initially the album will be released in Germany, Austria and Switzerland.

- **PAT MEARS** and **TOM PACHECO** - Chris established the **Phantom Agency** which is an entertainment booking service. Her first two clients were European record companies. She organized a U.S. tour which began in late July and ran into August 1991 for **SilenZ Record's** (Holland) artist **PAT MEARS**. Pat is an Austin artist whom Phantom assisted in signing to **SilenZ** at MIDEM 1991. The second act was **TOM PACHECO**, Round Tower Records (Ireland), whose U.S. tour hit New York, Michigan, Tennessee, Arkansas and Texas in late September and into October. Both tours were highly successful and Chris has been contracted to provide their next U.S. tours in the Spring of 1992.

- **JOHN CAMBRIDGE**, Phantom's British act is currently completing showcases for U.K. record companies with a new female lead duo in John's band known as **XL**. We continue to promote his material in the States as well. We also represented Britain's **Global Music Group's** band "the Troubleshooters" in the U.S.

- **MINURO "MIKE" KANDA**, from **Tokyo, Japan** has been visiting with us the past month. Mike is assisting Phantom to establish music relationships with Japan. Currently we are working to provide a \$45,000 entertainment package that may include native American Indians for Japan's hotels and arenas. Mike is the Financial Officer for a Japanese oil company. He attended college at the University of Michigan and has always wanted to live in the States. He has been a Country music lover since 1964, which is not easy since very few albums are available and there has only been a 1 hour Country Music radio show on Saturday. Mike hopes to be a catalyst in bringing country music to Japan. A new 24 hour country cable radio show will begin airing in January. He also spent a month in Nashville and was just invited to attend the retirement party for the Director of the Country Music Association in Nashville.

### • Video Production:

- **HOT AIR BALLOONS** The Crew Training Video we produced last year was greatly updated this year. We now have sales in 48 States as well as England, Japan, Korea, Canada, Holland, Brazil. We continue to produce music videos as well.

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road,  
Luton, Beds LU4 9BE, ENGLAND  
Tel. 011.44.582.599928 • FAX 582.597333

U.K.

PHANTOM RECORDS • MYSTIKOS MUSIC • PHANTOM VIDEO  
Austin Centre Tower, 701 Brazos, Suite 500 • P.O. Box 90936  
Austin, Texas 78709-0936 • U.S.A.  
Tel. 512-288-1044 • FAX 512-288-4748

U.S.



"Austin, Texas...the Live Music Capital of the World!"

Phantom Productions, Inc.  
United States • United Kingdom • France • Japan  
Austin Centre Tower • 701 Brazos, Suite 500  
P.O. Box 90936  
Austin, Texas 78709-0936  
U.S.A.



## Phantom Phacts Update - Winter 1991

### • Entertainment:

- **DAVID PERKOFF MUSIC** One of the most exciting things to happen for Phantom in recent months is an agreement to market DAVID PERKOFF MUSIC internationally. Chris was looking for a "Big Band" to play for an event and met David. His company provides over 200 shows a year to major corporations, primarily in the Central Texas area. He is most successful, but too busy to personally expand his reach. In recent months, Chris has developed a list of over 1500 of the top corporations and associations nationally. We produced video and other promotional materials for David. While part of his service is providing all styles of music for any event, he also provides a "to go" version of Austin's *Esther's Follies*. If you are not familiar with *Esther's Follies*, they are the longest running (15 years) comedy musical revue in Texas. We received a great shot in the arm when the HBO/MTV Comedy Channel filmed a pilot on *Esther's* which aired in October nationally. A second pilot will air in January with a good possibility of a weekly show.

The neat thing about David is that in addition to "packaged" presentations, he produces custom shows for many of these corporations, including props (such as a 10 foot working computer for Apple Computers). Presently Chris is putting together a Renaissance Christmas show for Compu-Add, which includes 9 foot live puppets, Merlin, and all the other acts that apply. David just completed shows for Novell, the Independent Texas Banking Association, Palm Harbor Homes with shows in Austin, Chattanooga, Tennessee, Tucson, Arizona and Columbia, South Carolina.

- **JAMES COURTS** Earlier this year we began managing a Hypnotist, James Courts, who provides both entertainment and seminars to help people stop smoking and lose weight. James has been featured on Austin's radio and TV shows and fits in well to our new relationship with David Perkoff.

• **Professional Development Efforts:** Martin has just been elected for a second term to Chair Austin's Music Business Association. In their Annual Meeting November 13th, he presented the President of the Greater Austin Chamber of Commerce with an award for their support of the music industry. Incidentally, Austin's Visitors and Convention Bureau has just made Austin's music the focus of their ad campaigns. The City recently adopted the slogan "Austin, Texas...The Live Music Capital of the World!" Martin also presented an award "For Special Achievement in the Music Industry" to Austin Community College for their Commercial Music Program which he initiated five years ago.





# HOODOO GATORS

AUSTIN TX.





photo: Rebecca McEntee

**CHRISTINE ALBERT**



## DECEMBER 15th SCHEDULE

Atrium Performers are:

Celtic Stone (Band)  
Chris O'Connell and Maryann Price (Strolling Musicians)  
Jeff Baldwin and Ellen Horr (Sword Fighters)  
Flaming Idiots (Jugglers)  
Marco Perella(Jester)  
Allen Cancino and Christen Wilson (king and queen puppets)

- 5:15 pm** Report to dressing room at the end of atrium to the right as you enter the hotel. Go straight to pavilion to receive sandwiches, chips and drinks and retire to dressing rooms.
- 6:00 pm** All entertainers are in atrium as doors open, except Celtic Stone, who will be on stage.  
Jester and Puppets act as greeters  
Chris and Maryann stroll in costume  
Jeff and Ellen stroll, mingle (try not to catch anything contagious).  
Idiots be yourself
- 6:15 pm** Parade of all entertainers begins from the photo area at far south end of atrium led by Gary on trumpet and Marco (Jester) and proceeds to the Ballroom. Idiots, please carry banners
- 6:30 pm** Seating and speeches. All entertainers break and go to their performing area. Chris and Maryann, Flaming Idiots and Marco go downstairs. Celtic Stone, Puppets, Swordfighters remain upstairs. Chris Theophilus will be supervising all roving entertainment. It may be necessary to move entertainers at any time depending on audience flow.
- 6:40 pm** Stage show begins in Ballroom
- 6:45 pm** Food areas downstairs open. All entertainers resume.
- 7:50 pm** Second parade begins, this time from downstairs area and proceeds to Ballroom., after which entertainers take a 15 minute break.
- 8:05 pm** Second Ballroom show begins.  
Idiots, Chris and Maryann go upstairs. Puppets (if they fit) and sword fighters go downstairs. Marco goes where needed.  
Celtic Stone .....Again this may be changed if traffic requires it.  
All entertainers resume.
- 8:50 pm** Second Ballroom show over. Entertainers continue until 9:00pm.





come ye of little faith but great  
 expektorations to the cast party  
 and feast - Tues. 12/17 6PM  
 by invitation only, no kiddos  
 please.  
 rsvp to stephanie 451-0959  
 206 richcreek road  
 twixt burnett and lamar north  
 of justin and south of morrow

# AUSTIN CONVENTION CENTER

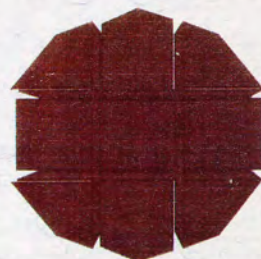
## TOPPING-OUT CEREMONY

Presented by Gilbane Building Company

Tuesday December 17, 1991 3:30 p.m.



Austin Convention Center  
 AVW Audio Visual  
 Culinary Arts Catering  
 Freeman Decorating Company  
 Lithoprint  
 David Perkoff & The Little Big Band



AUSTIN CONVENTION CENTER  
 500 EAST FIRST STREET  
 AUSTIN, TEXAS 78701  
 (512) 476-5461

A20 Austin American-Statesman Wednesday, December 18, 1991

**Good morning:** Today is December 18, 1991.

**BEST BETS**

**On the town**

The first Black & White Ball, a formal-attire affair featuring swing music from **The Little Big Band**, is at the Continental Club; the \$10 admission goes to benefit the Blue Santa program. . . . **Denim**, with guests





### Boards and Officers

The Austin Music Business Association has named its board officers for 1992. They are **Martin Theophilus**, chair; **Steve Thompson**, vice chair; **Layne Lauritzen**, treasurer; and **Cindy Fincher**, board secretary. **Joel Block** and **Keith Ayres** also were named to the board.



DAVID PERKOFF MUSIC

**Chris Theophilus**

512-288-3529 • 512-458-3400 • 1-800-880-7426

**David Perkoff Music**  
*providing a wide variety  
of musical styles  
that will make your  
wedding day Special!*  
**(512) 458-3400**

THE  
**LITTLE  
BIG  
BAND**

*Processionals  
and  
Recessionals*  
for  
**TRADITIONAL  
WEDDINGS**



DAVID PERKOFF MUSIC

**Martin Theophilus**

512-288-3529 • 512-458-3400 • 1-800-880-7426





# Austin Music Business Association

Newsletter - December, 1991 Volume 1 Number 3

## 1991 AMBA Board of Directors

**Keith Ayres**,  
Texas Beat Magazine  
**Tamara Baldwin**, Director  
Chromatic's Management  
Company  
**Joel Block**, President  
Production Block Studios  
**Bill Britton**, Executive Officer  
Bank One  
**Ed Cantú**, Director Economic Dev  
Hispanic Chamber of Commerce  
**Sandy Edwards**, Branch Manager  
Franklin Federal Bancorp  
**Cindy Fincher**, Retail Director  
Antoine's Records  
**Larry Golden**, Sales Director  
Strait Music  
**Beverly Griffith**, Real Estate  
Griffith & Associates  
**Rodney Herman**, Exec. VP/CEO  
Opto-Digital Design, Inc.  
**Layne Lauritzen**, CPA  
Accountant  
**Larry Quick**, Manager  
Professional Tape and  
Communication Supply  
**Bill Shea**, Owner  
Maggie Mae's  
**Richard Shreves**, Attorney  
Shreves Law Firm  
**French Smith**, Promotions Director  
Roadstar Productions  
**Martin Theophilus**, Director  
Phantom Productions, Inc.  
**Steve Thompson**, Director  
Capital Show Management  
**Dick Walker**, Consultant  
Economic Development  
**Roy Woodrom**, Chief Financial Officer  
TPFV Group

## Advisory Board

**Bill Arhos**, Executive Producer  
Austin City Limits  
**Bill Bentley**, Publicist  
Warner Bros. Records, LA.  
**Ron Bergen**, Nat'l Education Dir.  
N.A.R.A.S. (Grammy's) LA.  
**Sandy Feldstein**, President  
CCP/Belwin Publishers, Miami  
**Shirley Kaye**, Executive Director  
SPARS, Florida  
**Rod Kennedy**, Executive Producer  
Kerville Folk Festival  
**Dave Kreider**, Director  
Economic Development & Int'l Trade  
City of Austin  
**William Krasilovsky**, Entertainment  
Attorney and Author, New York  
**Lee La Hourcade**, Partner  
Rust Capital, Ltd., Austin  
**Merlin Littlefield**, Assoc. Dir.  
ASCAP, Nashville  
**Roland Swenson**, Director  
South By Southwest, Austin  
**Brian Williams**, Vice-President  
Third National Bank, Nashville

## Chairman's Message

### AMBA PRIORITIES FOR THE NINETIES

The AMBA Annual Forum, held November 13th at the MetroPost Sound Stage was a great success. Over 250 music business professionals attended the awards ceremony, trade show and showcase. Along with local area professionals, LA record company reps and a country music promoter from Tokyo, Japan were present.

Special thanks to MetroPost for hosting the forum at their facility and, thanks also goes out to Strait Music for the sound system, David Perkoff Music for the lighting, and to all the businesses that participated.

AMBA presented two awards during their Annual Forum. The Award for Music Industry

Support went to the Greater Austin Chamber of Commerce and was accepted by the Chamber's President Glenn West. The Chamber has consistently supported AMBA's goals since the organization was first created in 1986. Austin Community College's Commercial Music Program was the second recipient of AMBA's Award for Special Achievement in the Music Industry. Dr. Exalton Delco, VP for Academic Affairs, accepted the award for the college. The Commercial Music Program is providing music industry business training for area musicians and other professionals.

(continued on back page see Chair Report)

## Feature Focus

### Tejano Music: Our State Treasure

by Gary Smeltzer, GSP (Gary Smeltzer Productions)

When we hear the term "Texas Music", we individually form different images in our minds. When we hear the term "Tejano", the image we form should simply be "Texas", for it is a musical genre truly unique to our state. How many of us have taken the time to fully grasp its significance. Our southerly neighbors in San Antonio have, and it is they who are reaping the benefits of what I consider a state treasure. If we in the Austin music business community do not quickly come to terms with this fast emerging Tex-Mex music industry, we may have to settle for the leftover crumbs and graciously tip our hats to our counterparts in the Alamo City.

First, let's consider the tremendous unmet demand for Tejano music right here in Austin. One out of every four of us are of Hispanic origin. We simply cannot afford to ignore well over 100,000 of our next-door neighbors. In just the last few weeks, Dance Across Texas has drawn literally thousands to see David Lee Garza, Ruben Ramos, Emilio Navarro and Ram Herrera, while many of our other clubs were struggling just to

keep afloat. This same scene is being played out in dance halls all over Texas. As to the national demand, I invite you to look to California, Florida, and Chicago. Tejano music is becoming a major Texas export. Major labels such as Capitol-EMI, Sony(CBS), and WEA(Warner-Elektra-Atlantic) are presently engaged in a Tejano signing frenzy. Our GSP roster alone numbers over thirty signed Tejano acts, not to mention the number of sponsorships coming from the Budweiser, Miller and Coors.

Thus, if we in Austin are serious about living up to our growing reputation in the national music scene, we had best get down to the basics of supporting our native music, and there is nothing more basic nor native than Tejano. We must put Tejano music on sixth street, into more C&W venues, and make it a more prominent part of our festivals. Who knows? If we really do our job, we might even get it a few slots in the Austin Aqua Fest and live up to our proclamation, "Austin Texas: Live Music Capital of the World."

Provided with assistance from the Greater Austin Chamber of Commerce.



Austin Music  
Business Association  
P.O. Box 1967  
Austin, Texas 78767  
(512) 288-1044 Fax: 288-4748

## Safe & Happy Holidays from AMBA!

### Chair Report

(cont'd from front)

AMBA also named their Board Officers for 1992 which include: Martin Theophilus as Chair; Steve Thompson, Vice-Chair; Layne Lauritzen, Treasurer; and, Cindy Fincher as Board Secretary. Two new Board members; Joel Block of the Production Block Studios, and Keith Ayres of the Texas Beat Magazine, were also announced at the Forum.

#### DUES REMINDER!!

All dues that have not been paid since October 1, 1991 are now due for 1992. Our fiscal year now runs November 1st, through December 31st.

Austin Music Business  
Association (AMBA)



Created in 1986 to serve the  
Austin area music industry.

P.O. Box 1967  
Austin, Texas 78767  
(512) 288-1044 Fax: 288-4748  
Chair - Martin Theophilus 288-1044  
Secretary - Cindy Fincher 322-0617  
Treasurer - Layne Lauritzen 322-0157  
Dealmakers - Ric Shreves 479-0744  
Distribution - Roy Woodrom 478-8585  
News Items/Ads - Ed Cantu 476-7502

### DEALMAKERS: THE AUSTIN MUSIC SCENE

by Ric Shreves, Esq.

A busy month at Vale/Kish Management: Laurie Freelove signed an agency agreement with Monterrey Peninsula Artists. Columbia picked up the option for another Darden Smith Album. Slash records picked up the option on another CJ Chenier album (George Clinton is currently scheduled to produce!). Boo Hewerdine's first solo album has been accepted by Ensign/Chrysalis with UK release in February 1992 - U.S. to follow. Tuff Enuff Productions is not the booking contact for Stephanie Bradley. Leslie Crunden of Tuff Enuff finalized a management deal with local "boy wonder" guitarist John DiGrazia. Sout Hat (Mirkin Management) is touring with Blues Traveler for four dates in the South. The Fabulous

Thunderbirds' (Mark I Management) appearance on Letterman has been postponed till December. Small, Craig & Werkinthin is the newest of the big law firms to spin off an entertainment section with the hiring of Frances Jones, Esq. "Jackass Ginger", the first single from the new Poi Dog Pondering (Mike Stewart Productions) album, was the top Alternative Commercial Radio add at press time. New Rock Arts clients: 16 Tons of Monkeys, Mason Ruffner, Goodfoot. Michael E. Johnson & the Killer Bees (EZ Money Productions) inked a one album deal with Pop Magic of Krakow Poland. Distribution in Poland, Yugoslavia and the Soviet Union. Tour to follow.

YYY

### TEJANO ON THE RISE

by Willie Cisneros, Cisneros Entertainment & Advertising Agency

Back in the 60's, 70's and early 80's, when you heard Tejano music, you expected to see a 10 to 12-piece orchestra with a complete brass section. Now you expect to see a five or six-piece band with modern electronic keyboards, synthesizers, lots of showmanship, and light show complete with smoke.

Bands without horn sections make-up for the lack of traditional sound with modern equipment. A few existing traditional brass section bands, like Tierra Tejana, Ruben Ramos & the Texas Revolution, and Little Joe y La Familia to name of few, are still very popular due to the traditional brass sections.

Some Tejano bands have taken their unique music styles into the international market, like Tierra Tejana, La Mafia, Mazz and La Sombra to name a few. Some of these bands have become very popular in countries like Mexico and other Latin countries besides the U.S. Tierra Tejana is one of the bands that has combined rap with cumbia music to create a new and unique sound. Their song "Las Hijas de Don Simon" is a bilingual rap cumbia which has crossed into other Latin countries, and even as far as Japan and Germany. Tejano has been recognized in the market as a beat that you just can't resist.



DEC

BALLOON LIFE



91  
\$3.50

# BLN LIFE

THE MAGAZINE FOR HOT AIR BALLOONING

## DIRECTORY



NASHVILLE CHAPTER  
NATIONAL ACADEMY  
OF RECORDING ARTS & SCIENCES, INC.  
Two Music Circle South • Nashville, TN 37203  
(615) 255-8777

Martin Theophilus

is a member in good dues standing

3/31/92

Exp. Date

*Jack Weston*  
Jack Weston, President

*Nancy Shapiro*  
Nancy Shapiro, Executive Director

### VIDEOS

#### Professional Balloon Crew Training Video

*From The Ground UP* Newly updated (9/91 edition) Assembly, launch, chase (expanded), recovery (expanded), and disassembly from crew's perspective. Host Dan Sherrill • \$19.95 + \$3 shipping • 35 minutes  
**Pilots**-training for new crew • **Crew** sharper skills. Other ballooning tapes available.

Phantom Video, P.O. Box 90936, Austin, TX 78709-0936 (512) 288-1044

SETTING

SCENE

SCRIPT

4

Bob's introductions

Here are some of the professional staff utilized by American Balloon.

Dramatic scenes

We've mentioned fun, successful, smooth, entertaining, professional and most of all tailoring the event to meet YOUR needs!...All of this describes Dan Sherrill's staging of your balloon event. Knowing their responsibilities enable American Balloon's staff to make it all seem effortless.

If you want to stage a really special event, contact Dan Sherrill & his staff with American Balloon.

They're more than just hot air!

Phantom Video



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NEIL SUSSMAN  
877 INTERLAKE AVENUE NORTH  
SEATTLE WASHINGTON 98137  
425-353-8070

December 6, 1991

Interlake  
Deutsche Schulstation  
Reichstagsufer 4-6  
PF 1244 Berlin, Germany  
G-1080

Re: Jim Wolfe & Wolf Records

Dear Mr. Wolf:

Enclosed you will find two originals of the Licensing Agreement with Wolf Records, signed and initialed by my client Jim Wolfe. A number of minor changes were initiated by you dated June 17, 1991. I had been advised by your attorney in my letter to you dated June 17, 1991, that these changes were not to be made. If you are in full agreement with one Wolf Records, please return them as well, sign the contract and send have a copy of these changes. If you are in full agreement with one Wolf Records, please contact me and I will be glad to discuss them with you.

The changes that I find your initials are as follows:

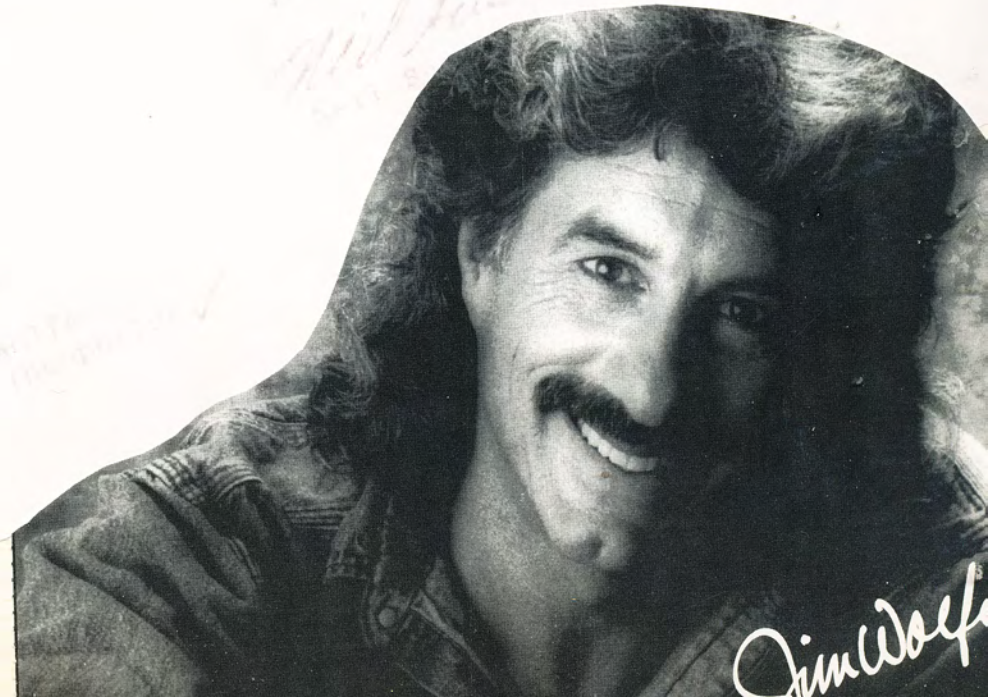
1. Paragraph 1, all on page 1.
2. Paragraph 1, all on page 1.
3. Paragraph 1, all on page 1.
4. Paragraph 1, all on page 1.
5. Paragraph 1, all on page 1.

Please contact me at the above address if you have any questions with the original agreement. I will be glad to discuss them with you. Thank you for your attention to this matter. I look forward to receiving your signed agreement.

Yours very truly  
Neil Sussman

enclosure  
Neil Sussman  
M. [unclear]

JIM WOLFE: NOTEBOOK- DISC ONE- WR 9001A





Gerard Kerkvliet  
36-34 rue de la Santoline  
06200 nice  
France



Tel: 93 83 87 36  
Fax: 93 21 69 34



December 25, 1991

DEAR CHRIS & MARTIN,

MERRY CHRISTMAS AND A PROSPEROUS  
1992 TO YOU AND YOURS AND  
EVERYBODY IN AUSTIN AND TEXAS!!

HAVE A NICE TIME

*Gerard*  
GERARD



# AMERICAN BALLOON CORP.



13707 Copper Hills Dr., Manchaca, Texas 78652, (512) 280-2558

January 8, 1992

Phantom Productions Inc.  
701 Brazos, Suite 500  
Austin, Texas 78709

Dear Chris and Martin:

Just a note of thanks for all the work and follow up you did on the crew training video. I have received a lot of positive feed back and couldn't be more pleased. It couldn't have happened without your hard work.

I just received a copy of our industry magazine which had a great review of the crew training video! I look forward to working with you on the Preakness event in Baltimore this May, I will call you with more information on that soon.

Sincerely,

  
Dan Sherrill

Deflation  
line terminus

Nomex™ mouth panels

Stainless steel  
envelope cables

Burner unit

Padded uprights containing  
suspension cables, fuel hoses  
and Flexi-Rigid burner support rods

Padded basket edge

Basket with fuel tanks  
strapped in corners

Pressure Scoop™

Parachute valve operating line

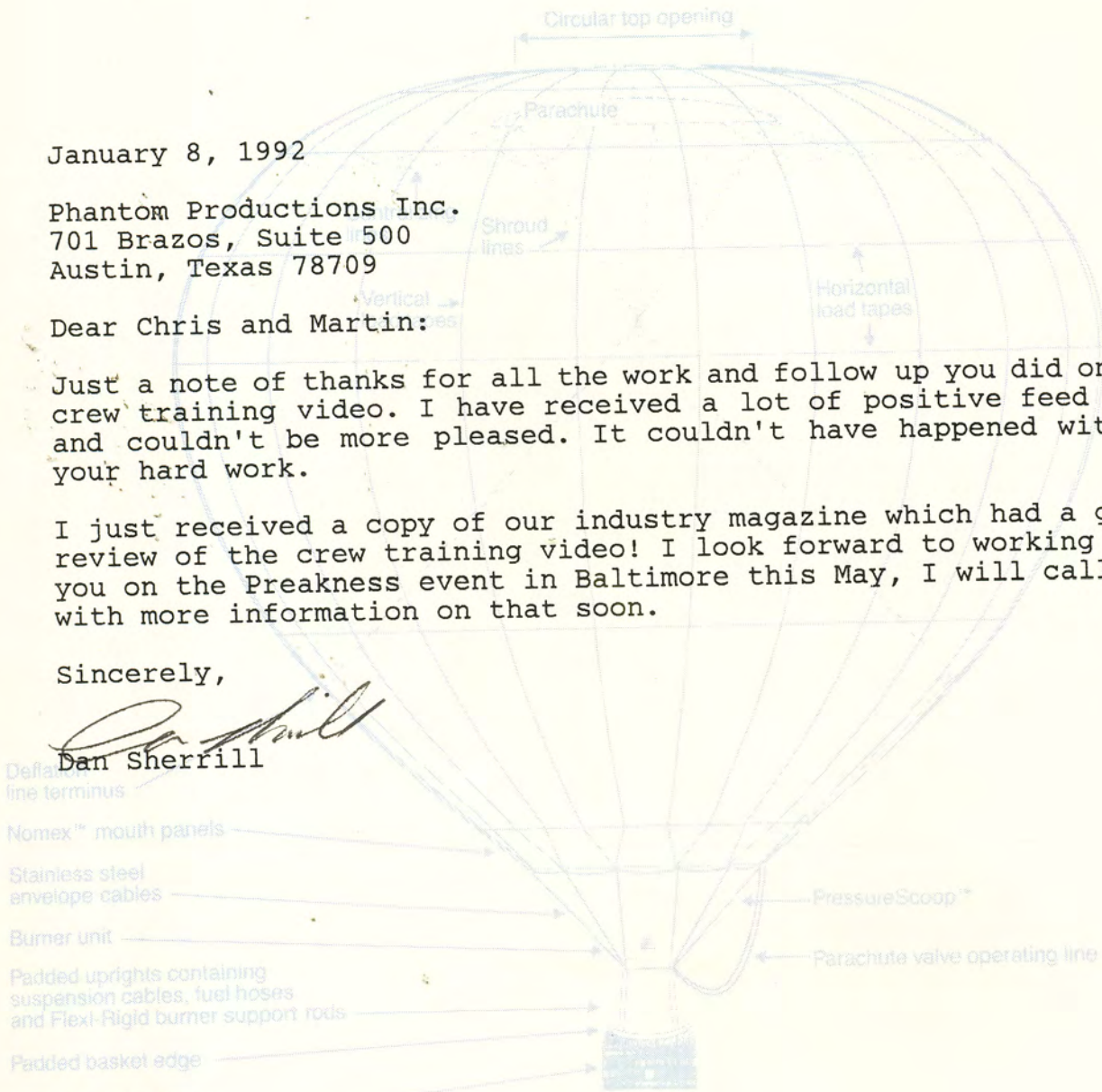
Circular top opening

Parachute

Shroud  
lines

Vertical  
lines

Horizontal  
load tapes







# Tracy Lyn



Invites you to join her

**January**

30th - Tracy Lyn, Pam & the band 8:00PM

**Nephews on the Square in San Marcos**

**February**

7th - Tracy Lyn, Pam & the band 8:00PM

**Nephews on the Square in San Marcos**

12th - Tracy Lyn & the band 8:00PM

**Dance Across Texas • 2201 E. Ben White • AUSTIN**

*Nephews* A great place to catch Tracy & Pam live!

From February 3rd to 5th, Tracy is joining her sister, Keri, on a trip to Nashville.

Keri won the trip to meet a producer in a Corpus Christi competition.

Most other gigs are private parties, so catch Tracy at one of the gigs listed above!

Management by Phantom Productions, Inc., Austin, Texas • 512-288-1044



David Perkoff Music

Creative Entertainment featuring

**Esther's Traveling Follies**  
"Texas' most popular comedy stage show"

**The Little Big Band**  
"Plays the most requests of any band around"

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## The Motown Sound

### The Glamour & The Glitz

Name \_\_\_\_\_

Address \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

**Sponsor**  
\$2500 table or  
\$250 per person

Sponsor Party with  
The Shirelles and Preferred  
Seating for Dinner, Dancing and  
Performance by The Spinners

**Patron**  
\$1500 table or  
\$150 per person

Dinner, Dancing and  
Performance by The Spinners

Enclosed is my check to  
**THE BRACKENRIDGE FOUNDATION**  
in the amount of

\$ \_\_\_\_\_ to include:

Sponsor Table \_\_\_\_\_ Patron Table \_\_\_\_\_

Sponsor Tickets \_\_\_\_\_ Patron Tickets \_\_\_\_\_

Raffle Tickets at \$5 each / 6 Raffle Tickets for \$25 \_\_\_\_\_

Table preference \_\_\_\_\_

\_\_\_\_\_ I have no table preference.

\_\_\_\_\_ I am unable to attend, but wish to support Children's Hospital of Austin at Brackenridge with the enclosed donation.

Please reply by January 20th.

(Market value is \$50.00 per person for IRS purposes)







✉ "SWARPAT" Int'l Trading

TELEX:  
TEL: 972-3-  
FAX: No.

ADDRESS: P.O.Box 30982. TEL-AVIV 61310. ISRAEL

CABLE: "SWARPAT" Tel-Aviv  
BANK: UNITED MIZRAHI BANK, TEL-AVIV

Sender: "SWARPAT" Int'l Trading, ADDRESS: P.O.Box 30982, TEL-AVIV 61310, ISRAEL

TO: Phantom Productions, Inc.  
P.O.Box 90936. Austin, TX  
78709-9366, U.S.A

Date: 12 January 1992

See 3/3/92

Dear Sir/Madam,

We having seen your  
Federation of Amer  
and should be gla  
video training ,  
ners, order form

We hope to hea

Sincerely yo

*F. Sch*  
Fery Schwarz

26. Feb. 92

Dear Mr. Theophilus,

It was a pleasure  
speaking to you!

Per our phone conversation  
of 25. Feb., I am enclosing a  
check in the amount of \$22.95  
for your video cassette "From the  
Ground Up." (\$19.95 + 3.00 S+H) which  
I will need by March 14.

Thank you for your help +  
prompt attention. Please  
send to:

Luise Zippel  
37A Broad St.

**Luise M. Zippel**

Flemington, NJ

Sincerely,  
*Luise*

08822





ANN W. RICHARDS  
GOVERNOR



STATE OF TEXAS  
OFFICE OF THE GOVERNOR  
AUSTIN, TEXAS 78711

# You're invited!

You and a guest are invited to  
a special *private*\* screening  
of the premier episode  
(featuring Austin)

of VH-1's new  
*Rock & Roll Cities* series.

Texans interviewed and/or shown in performance:  
Jimmie Vaughan, Stevie Ray Vaughan, Charlie Sexton, Will Sexton,  
Michelle Shocked, Sara Hickman, Marcia Ball, Texas Tornados, Joe Ely,  
Willie Nelson, Waylon Jennings, Kris Kristofferson, Mike Nesmith,  
Dybbly Holly, Janis Joplin, Eddie Wilson, Joe Nick Patoski, Johnny Winter,  
Don Henley, Mike Nesmith, Delbert McClinton, Junior Brown,  
Tary Owens, Lucinda Williams and ZZ Top.

5:30-7 p.m., Thursday  
March 5, 1992  
Esther's Follies  
525 East Sixth Street (enter on Red River)  
320-0553

Please RSVP: Casey Monahan  
TEXAS MUSIC OFFICE  
(512) 320-9474

\* this is a private, invitation-only  
event. No general admission.





# Songwriters put craft over category

**By Carl Hoover**  
Cox News Service

In the beginning is the song — at least in the opinion of three Central Texas singer/songwriters.

While other musicians may focus on the latest guitar riff by Guns N' Roses, Garth Brooks' hot crossover sound or new musical video techniques, Austin's Mark Luke Daniels and Temple's Bolton & Wells plan to concentrate on their songs.

Daniels has shared the stage with Stevie Ray Vaughan, John Denver and Timbuk 3. He's toured with Billy Joe Shaver, Steve Goodman, Joe Ely and Will Massey.

Born in San Antonio and raised in Austin, Daniels has performed professionally for about a decade. In that time, he has collected a sizable share of songwriting and singing awards as an independent recording artist.

But when it comes to attracting a major record label, there's no box in which his songs fit tidily.

"When you're a songwriter, you write a song that means something to you. You don't worry about what category it fits in," he

played for Simmons, however, didn't quite work out. The trouble? His country had too much rock in it and his rock sounded too country. Back to square one.

"It's just been a real up and down roller coaster for me," he said.

Daniels pointed out, however, that radio and recording execs aren't totally to blame for pigeonholing music: The public often likes it that way, too.

"For some reason, the general public wants to hear something they've heard before," he said.

While the lack of a major record may make Daniels and his songs new territory for a listener, his face may seem vaguely familiar due to his television commercials for McDonalds, Kodak and Chevrolet.

That acting experience may pay off some day for a music video, he noted, but for now Daniels is sticking to composing songs aimed at connecting him to his listeners.

"I try to write sincere songs that have emotions they can relate to," he said.

So what is he writing about now? "How times are hard," he said. "How rough things are."



Mark Luke Daniels writes somewhere between country and rock.

Unfortunately, recording and radio executives tend to think in those terms, meaning the singer/songwriter who sticks to his or her music may not find a smooth path to fame.

Daniels cites a recent disappointment. Gene Simmons, the noted lead singer for the glam rock band KISS, had asked him to join the country side of his RCA-affiliated independent label.

The songs he pitched and

He adds that he's trying to focus the country vein of his music in hopes of catching a record producer's ear. "In a lot of ways, country has come around to the songwriter's advantage," he noted. "Songs are much more varied now. You can do a bluesy type thing or you can do a rock type thing."

Austin music industry reception  
**Radisson Hotel Atrium**  
5:00PM to 8:00PM - March 11, 1992  
Free Admission

Kick off a great week by networking with the Austin Music Business Asso., TMA, Austin Songwriter's Group and the Austin Music Commission!



**The Austin Music Business Association**  
P.O. Box 1967 • Austin, Texas 78767  
512-288-1044 • Fax 512-288-4748

*Created in 1986 to serve Austin's music industry*



**HooDoo Cats**  
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Austin, Texas 78764

**Austin Music**  
A ENTERTAINMENT MAGAZINE

Eddie or Dedra, Telephone: 512-444-9323

**BLACK PEARL**  
**2nd GENERATION**  
**Steamboat**  
**March 5, 1992**

I could tell right off that I was in for a treat when I saw how high Glenn Rexach, the new guitarist for Black Pearl, has his guitar. Bass player David Ray also projected an air of total confidence and that was ever before the band started. But when lead singer, Lisa Tingle took the stage the whole room fairly vibrated with her sheer presence. And that was before she even opened her mouth.

They opened their set with "Sucker For Love," a song that has more hooks than a tackle box and was pounded into our brains by drummer extraordinaire, David Cunningham. This is not a band that begins quietly and saves the best for last. Playing tough-as-nails rock with a progressive edge, the guys drove every song to the limit. But it's singer, Lisa Tingle who keeps the crowd watching, open-mouthed, as she struts and howls, delivering every word with enough soul and heart to satisfy even the most jaded club-goer. Classically trained in opera she did mainly session work in L.A. before coming to Austin for its renowned music scene 4 years ago. Why isn't this band signed to a major label? You have to wonder about the ears of A&R people if they can't hear the hits in these songs.

When so many hard rock bands get by on cliched posturing it's refreshing to see one this long on TALENT. With great songs, excellent musicianship and Lisa Tingle at the helm, Black Pearl is truly a





**FWIBR**

**PHANTOM PRODUCTIONS**  
"CREATIVE MUSIC"

*Chris Theophilus*

**STAFF**

September 21, 1992

Reply To: **U.S. Office**

Panasonic Communications and Systems Company  
Division of Matsushita Electric Corporation of America  
50 Meadowland Parkway  
Secaucus, New Jersey 07094

Dear Sirs,

We just wanted you to know that one of your AG450s flew to 4,000+ feet in a hot air balloon over Dallas/ Ft. Worth this past weekend as my wife and I were documenting the Fort Worth International Hot Air Balloon races. This is just one example, wherein your video equipment has made Phantom look very, very good to our clients. We enclose a brief example of what your commercial equipment is producing for us.

We often comment to others about this excellent equipment and always meant to let your company know. So, we decided to take a minute and say THANKS!

Our primary work is entertainment (providing services to IBM, Microsoft, American Airlines, GE, Dell and most major corporations) marketed through our own video demos. For three years we have also documented balloon races. We have been the official videographer for the Maryland Preakness Celebration's Hot Air Balloon event for the past two years. Your equipment helped us produce a hot air balloon crew training tape that has sold in 46 states and 8 foreign countries.

In Ft. Worth, we used an AG160 bought from you in March of 1987 and two AG450s bought in March of 1990. These cameras have been incredibly dependable. They have ridden in numerous hot air balloon flights. We have used them (with portable TVs) to make presentations to international record companies including: Island Records, London; Intercord Records, Germany; and BMG Music of Australia. The Island Record executive said it was one of the most unique methods of presentation he'd seen. Over the past five years the cameras were used in France at the MIDEM Music Conference to make presentations to several hundred record companies, as well as documenting our artists' performances here in the States.

We also use two of your AG1960s with an AG1830, switched through your WJ MX12 to create our product. My wife, Chris, and I do all the shooting and editing. The cost and reliability of this equipment have enabled us to produce high quality video "in-house," to promote our services far beyond what we envisioned was possible.

Our editing often goes 12 to 14 hours a day, six days a week. We clean the heads regularly and just keep on moving. The cameras have operated in all kinds of heat and cold and never failed us. From shooting in the Gulf of Mexico to Baltimore harbor, the Virgin Islands to Cannes and from Washington DC to London they just consistently give us great shots!

We thought you would like to hear and see what a few of your pieces of equipment are doing and to say again, many thanks!

Sincerely,

Martin Theophilus, Director

*Austin, Texas "The Live Music C*

**FWIBR**

*Martin Theophilus*

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road  
Luton, Beds LU4 9BE, ENGLAND  
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Austin, Texas 78709-0936 • U.S.A.  
Tel. 512-288-1044 • FAX 512-288-4748

**U.S.**



# DALLAS PETROLEUM CLUB

SEPTEMBER 1992

## ESTHER'S TRAVELING FOLLIES

will play the DPC

on

THURSDAY, SEPTEMBER 10

Dinner will be served before the show in the Main Dining Room starting at 6:30 PM and the Show will start at 8:30 PM in the Grille.

### The Menu

Chicken Consomme Celestine



Mixed Green Salad Supreme  
herbs vinaigrette



Roast Tenderloin of Beef  
port wine sauce

or

Sauteed Filet of Lemon Sole  
with shrimp and mushroom, beurre blanc

Potato Florentine — Waffle Carrots — Yellow Squash Provencale



Macadamia Nut Brittle Ice Cream Pie  
hazelnut chocolate sauce

This, the 'hottest' party of the fall — and we don't mean the temperature, will feature the most popular musical and comedy show in Texas — *Esther's Follies*. The troupe has become an institution in the heart of Austin's entertainment district, performing five, sold-out shows a week in their own theater for the past sixteen years. Six years ago, due to the numerous requests to perform for private events, *Esther's Traveling Follies* was created. Hilarious, fast moving and totally captivating, this group of lively entertainers, under the direction of David Perkoff, will deliver a spicy Texas style mix of rapid-fire skits, juicy political satire and zany musical parody to DPC members and guests.

Tables will be reserved for your party in both the Main Dining Room for dinner and in the Grille for the Show.

This will be an evening of great food, great company and great entertainment. Reservations will fill rapidly — so call us quickly to reserve your spot.

\$35.00 per person includes  
dinner and show.  
(plus tax and gratuity)



Reservations, 871-1500  
(Cancellation policy in effect)  
The OPEC menu will not  
be available this evening.





Oyster Bar  
 (1) 666-7100  
 3 West Markham  
 Le Rock, Arkansas 72205

# The Oyster-Gram

"THINGS YOU OYSTER KNOW"

CHRIS THEOPOLIS  
 PHANTOM PRODUCTIONS  
 PO BOX 90936  
 AUSTIN, TX 78709

Texas Style P



Volume 2 - Number 4

Texas Style Rock and Blues

August-September 1992

## Pat Mears Trio To Appear At OB

An artist has to be either based or away from home to receive recognition of excellence. Well, Austin-native Pat Mears is definitely not dead! People in that condition have a difficult time generating energy and fervor that Pat can stage.

European audiences, especially in The Netherlands, are gung about this lady. And's largest pop festival named Pat Mears and her

Pat sings, at times, with a gutsy voice reminiscent of the late Janis Joplin. Her overall approach is simple, but the

**"Pat Mears reminds us of a womanlike Neil Young...."**  
*Music Shop, Germany*

lyrics are chocked full of the humor and the heartbreaks of real life.

Pat's debut album "There

list last year after its release on SilenZ Records, a record label in Amsterdam. *Hi-Fi News & Record Review* in Great Britain had this to say about her first album: "Wear a seatbelt for this: Texan singer-songwriter

Mears rocks hard, blues to her shoes. The Austin element invites comparisons to everyone including Joplin (Mears is actually a better singer), but her sound is unique...don't expect distaff Thunderbirds, this

deserves platinum sales".

Her tour this year is to promote yet another great CI "Hard Choices" which is a ready garnering rave review

See...Mears

...page

### Mears

from page

on the European music scene. Her music actually transcends typical bluesrock and dips into a country feel at times, a taste of folk, but at times remains pure Mea solid, sensitive, and straight from the heart.

The Pat Mears Trio will perform at The Oyster Bar Center for the Performing Arts on Thursday, August 27 9PM. Advance tickets for the show are available at the O



# The Transatlantic Music Business Connection

by Robin Myrick

**T**hat fab geographical four of England, Ireland, Scotland and Wales has enchanted and wooed us Yanks since the time we parted from their empire. Conversely, it's no surprise that Austin is a popular stopover for traveling Irish and British players. What's interesting, however, is that their fellow countrymen and women who work in the business side of music are also coming here – to stay.

It's a long way from the land of chilly gray days, hot milky tea and warm beer to a place where the warm sun shines for weeks on end, the tea is usually iced, and the colder the beer is the better it tastes. Few English-speaking dominions offer such contrast to each other as the United Kingdom and the Republic of Texas, yet there's a romantic allure to both places, as well as a certain chauvinism. Ours has captured these folks and roped them into the business of music here in Austin.

"The differences between this culture and the one I came from, for me they're incredible," observes ACC music business program instructor Peter Butcher, who grew up in the town of Strood in England. "It's just totally different. I mean, we don't speak the same way, we don't spell the same way... we do business in a different way, our social structure is different, I think we look upon our friendships slightly differently... we don't do anything the same way."

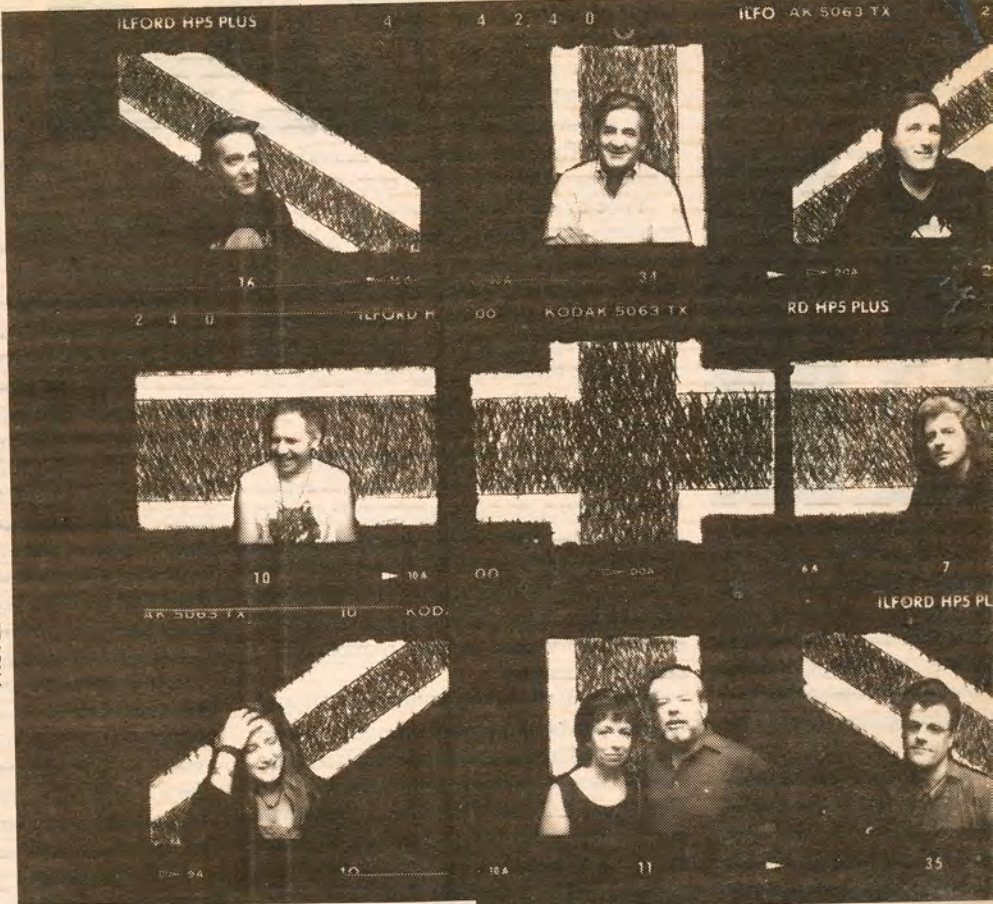
Yet for all the contrast, there're some parallels as well. "I think there's a similarity between the Irish and Texas, not just Austin," observes Irishman Chesley Milliken, who once managed Stevie Ray Vaughan. "I just feel that there's sort of a similar maverick state of mind."

Certainly, there has been reciprocal interest. Artists that have barely broken out of Austin have done well in England, including Joe Ely – whose international reputation was firmly established when the Clash took him on tour in the early Eighties – Butch Hancock and Jimmie Dale Gilmore, whose Elektra Records deal germinated at an appearance at the Cambridge Folk Festival. Similarly, Austin and its music has attracted its share of British musicians, such as Sixties stars like Ronnie Lane (Small Faces) and Arthur Brown (whose Crazy World of Arthur Brown scored a Number Two hit with "Fire" in 1968), who now live here. Londoner Wes McGee, who is one of Blighty's few true practitioners of the Texas sound, has come here to record with local talent as well as putting together backing bands for Austinites like Butch Hancock, Kimmie Rhodes and Ponty Bone when they visit the U.K.

Interestingly, however, the greatest impact of transplanted Brits has not been in the performing arena but in the business end of the music business. Important Austin area managers, video makers, equipment builders and music writers were all born over there. All told, our music business English and Irish are a very varied lot. Managers Milliken and John Stainze have both played in industry's major leagues, while neophyte Gemma Vignols is breaking into the business via Austin's active music scene. Some, like journalist John Conquest, were drawn here by their longtime love for the music. Others, such as electronics wizard Rodney Herman and transatlantic music business rep Chris Theophilus, arrived here by fate. However they got here, they share a commitment to our music community, something ACC teacher Peter Butcher and "videot" Tim Hamblin try to put into action in their pursuits. From their roots in the British Isles to their

**would like to known as an Austinite," says Tim Hamblin, "I want to contribute to Austin and I love Austin, and I feel this is my home. I can say 'y'all.'"**

PHOTOS BY BRUCE DYE



"I came to the States first in 1965," says Chris Theophilus, whose Phantom Productions specializes in taking Austin music to the world at large. "My husband at the time was in the American Air Force. I started off in Albuquerque, New Mexico, went to Oklahoma, Colorado, Florida, back to England, to Phoenix, back to Colorado, then Texas."

It was in Austin that her first marriage ended, and her second, to Phantom's Martin Theophilus, began. "When we got married in 1985, we started going back to England to visit my family on a very regular basis," says Theophilus, who hails from Sudbury, "and while we were there we started making further contacts. It seems like England is the starting place for the whole of Europe. If you can make it in England, you can make it in the rest of Europe."

As director of Phantom, Chris Theophilus now does everything from booking to management to corporate video production, while handling touring shows such as Esther's

Traveling Follies for David Perkoff Music and arranging dates for European label artists like Austinite Pat Mears. She's also on the board of Austin Community College's Commercial Music program and Austin Lawyers and Accountants for the Arts.

"I enjoy it very much here," she says. "As long as I can go back on a regular basis, I'm very happy here."

Peter Butcher devotes his time to guiding students who seek a music career, even though he hadn't planned on one himself. Though he studied and performed classical music throughout his childhood, after college, he landed a "respectable government job" and played in rock bands after hours.

An ad reading "bands wanted for Germany" compelled young Butcher to take an afternoon off and head to London with some pals for an audition. To his surprise, they got the gig, and Butcher went from bureaucrat to professional musician in one artful sweep of fate. After years of touring, booking bands, and running a management agency in Germany, Butcher and his wife Bettina decided to join her parents, who were living in Austin. Since his arrival in the late Seventies, he has gone from painting houses to studio administration and production to his current position at ACC teaching general music business as well as promotion and venue management strategies.

"Ultimately in dealing with the big boys, you know, the record companies, the big producers and the big publishers, the more the kid knows, the better off they're gonna be," says Butcher. "The more they do themselves, the better off it's gonna be for them. I'm very much a believer in doing as much as you can yourself."



"I know that I intonate more like an American now," says former Londoner Rodney Herman, "but I still say ba-NAH-nah." Herman and his company, OptoDigital Design, have been in Austin a little over a year. Working out of UT's Austin Technology Incubator, Herman and partner Barry Thornton design, develop, manufacture and sell fiber-optic sound and video systems.

Herman got his start designing a sound system for Traffic in 1967, and went on to do systems for such acts as Joe Cocker, Emerson, Lake & Palmer and David Bowie. Eventually, he got tired of dealing with "the quirkiest sides" of artists, and moved towards consumer audio, settling in California.

The original idea for the technology OptoDigital employs came from Harry Kierns, an Austin businessman Herman had been connected with in a previous venture. "Right from the word 'go,' OptoDigital kind of had its roots here," explains Herman. "When we were looking for engineering support we hired engineers down here to work on the project. Then when we started manufacturing the product, we actually hired a manufacturer in San Marcos. So everything was done here, it wasn't done in California. When I heard about ATI taking applications, I applied. We were one of twelve accepted out of 400 who applied, so *now* I'm a Texan.

"We're here and we're in the music industry, but our sales will probably never take place in Austin, except *maybe* an auditorium," concludes Herman. "On the other hand, we're selling all over the world. In a way, that's happening to Austin talent as well."



To be British or Irish in Texas is a unique experience that offers a certain amount of advantage and insight. In a business where impressions count for so much, having an accent that's different, says Rodney Herman, can open doors.

"It usually breaks down barriers," he says. "It's amazing, 'cause I've found that I get things done sometimes a lot easier than colleagues, just because I sound different."

"As far as talking to people on cold calls goes, people pay attention and they recognize me over the phone" says Chris Theophilus, adding, "It's not always good... sometimes people remember when you don't want them to!"

"I think they pay more attention to you than if they knew you weren't [English]," observes Vignols.

"There's certain areas where no doubt it's an advantage, but there's a downside to it that I'm constantly reminded of as well," observes Butcher, "We have an air about us that sometimes gets perceived as being an air of arrogance. We have a rather strange brand of humor that sometimes gets misinterpreted as if we are putting somebody down. There's a fine line between arrogance and being sure of where you're going."



If anyone among this lot can be accused of Texas musical chauvinism, it's *Music City Texas* publisher/editor John Conquest. Born in a small English village, he called London home until moving here. He was country/folk editor for *Time Out* magazine at the time, and had spent the previous decade writing for *New Music Express*, *Melody Maker*, *The Sunday Times* and *Folk Roots*, among other publications.

Texas music had become one of his special interests, so he arranged for a visit during a business trip to America. "Somewhere about halfway through, I realized this is where I needed to be. I'd also got pretty fed up with London," he says. "The political climate was just awful.

"Also, at the same time I had a commission to write a book that was going to need quite a lot of work," he continues, "and it didn't matter where I was, so long as I was near a good library. So, I checked out UT and the central library here, and they did have what I needed, so I just went home and quit on the day I arrived in England."

His book, *Trouble Is Their Business: Private Eyes In Fiction, Film and Television 1927-1988* won the 1991 Mystery Writers of America Edgar Allen Poe Award. His original plan was to return to England upon the its completion, but his homecoming didn't quite take. "I went back and just bounced straight back out," he says.

1989 saw the birth of Conquest and Eve McArthur's *Music City* magazine, which in March of 1991 became *Music City Texas*. He says the "Texas" was added to let international readers know the origin of the effort, and claims a readership that stretches as far as Australia. Locals know the monthly paper as a fervent supporter of the Texas music scene, even though Conquest feels his championing of our regional styles may be bucking the tide of history.

"I think Texas or Southwest regionalism is disappearing," he notes. "America is becoming one enormous shopping mall... It's going to hurt the music eventually."

Tim Hamblin says that thanks to the government's amnesty program, his own visa problems are a thing of the past. "I was an illegal alien for a long time," he reveals. "Now I have a green card. It's actually pink. Wonderful country, America.

I don't think I could move from here," Hamblin concludes. "The withdrawal would be too much. When I stop enjoying music, I guess that's when I'll leave." ■

# CHIRODINCE

★ THE AUSTIN ★

DARYL SLUSHER on the SOUTH AUSTIN OUTFALL

U.K. EXPATRIATES IN AUSTIN'S BIZ

COACH'S CORNER



Tracy  
Lyn

DEAR FRIENDS,

HELLO! I HOPE EVERYONE HAD A GREAT SUMMER AND DID LOTS OF FUN AND WONDERFUL THINGS. AS FOR ME, I TOOK A TRIP WAY UP NORTH TO THE LAND OF MINNESOTA. WHAT A CULTURE SHOCK! I GOT TO SEE SOME BEAUTIFUL COUNTRY, TASTED RUBARB FOR THE FIRST TIME, FROZE TO DEATH IN JUNE AND GOT TEASED ABOUT MY TEXAS ACCENT. I MET ALOT OF NICE PEOPLE AND HAD ALOT OF FUN. FOR THOSE OF YOU WHO KNOW MY HUSBAND JOHN AND ARE WONDERING HOW HE IS...HE'S DOING GREAT! FOR THOSE OF YOU WHO DON'T KNOW WHAT I'M TALKING ABOUT...LET ME CUE YOU IN. THE REASON WE WENT TO MINNESOTA WAS FOR JOHN TO HAVE SURGERY AT THE MAYO CLINIC AND EVERYTHING CAME OUT FINE. THANKS TO EVERYONE THAT SENT CARDS AND FLOWERS, WE REALLY DID APPRECIATE IT!

INTRODUCING...THE YOUNGEST SISTER...KARI

MY YOUNGEST SISTER KARI HAS MOVED TO AUSTIN AND HAS STARTED SINGING WITH ME. WE'VE BEEN HAVING ALOT OF FUN DOING A SISTER ACT AND IT SEEMS TO BE GOING OVER WELL. I HOPE YOU'LL BE ABLE TO CATCH US AT SOME OF OUR DATES.

ALBUM PROJECT

BECAUSE OF THE FAITH OF PEOPLE LIKE MITCHELL AND SUNNY MARKHAM OF EMERALD STUDIOS IN SAN ANTONIO, WHO HAVE OFFERED TO PRODUCE THE ALBUM, MARTIN AND CHRIS THEOPHILUS OF PHANTOM PRODUCTIONS AND MIKE AND PAM REESE WHO HAVE HELPED TO FINANCIALLY SUPPORT THIS PROJECT, I WILL BE RECORDING MY FIRST INDEPENDENT ALBUM. I HAVE SPENT THE SUMMER WORKING ON THE SONGS AND ARRANGEMENTS AND WE HOPE TO BE RECORDING IN OCTOBER. I'LL KEEP YOU POSTED.

DATES

- SEPT. 5.....THIRSTY TURTLE.....9:00-1:00  
Spend the day at Lake Travis then stop in to see Kari and I at the Turtle in Jonestown before you go home.
- SEPT. 12.....LA PALAPA.....7:30-11:30  
A Cantina with a great atmosphere...and mexican food!
- SEPT. 17.....LA PALAPA.....6:30-10:30
- SEPT. 18.....LA PALAPA.....7:30-11:30
- SEPT. 26.....PRIVATE PARTY
- OCT. 1.....LA PALAPA.....6:30-11:30
- OCT. 17.....LA PALAPA.....7:30-11:30
- OCT. 23.....LA PALAPA.....7:30-11:30

CHRISTMAS IS COMING...PLAN YOUR PARTIES NOW! WE CAN DO SOLO, DUO AND TRIOS. WE CAN ALSO DO THE BAND THING! IF YOU'D LIKE TO BE ABLE TO DANCE BUT JUST CAN'T AFFORD A BAND-I HAVE AN ALTERNATIVE! GIVE ME A CALL.

UNTIL NEXT TIME...

Tracy  
Lyn

BOOKINGS: 388-0242



# Main Events

## TODAY

### Rodeo kickoff

Country queen Tanya Tucker headlines the Rodeo Kickoff Gala tonight at the Texas Exposition and Heritage Center. Rockabilly picker Ricky Van Shelton, who reprises traditional hymns in his soon-to-be-released album, *Don't Overlook Salvation*, co-stars. Highway 101 and Esther's Follies are also on the entertainment list. When: 8 tonight. Where: Texas Exposition and Heritage Center. Admission: \$16 and \$18. Information: 467-9811.



**AUSTIN-TRAVIS COUNTY**

# RODEO KICKOFF CONCERT

**SATURDAY MAR. 7**  
Texas Exposition & Heritage Center  
Doors at 7:15 pm  
Show at 8:00 pm

**Ricky Van Shelton**  
**Tanya Tucker**  
**Highway 101**  
**Esther's Follies**

Tickets: \$16 & \$18  
At all UTM Ticket Outlets, or  
Charge By Phone: 477-6060

**AUSTIN** TEXAS COUNTY  
**KASE 101**  
**SOUTHWEST AIRLINES**  
**FUN PACK VACATIONS**  
Benefiting the youth of Travis County General Scholarship Fund

Country queen Tanya Tucker headlines the Rodeo Kickoff Gala at 8 p.m. tonight. Also performing will be Ricky Van Shelton, Highway 101 and Esther's Follies.





# 1992 Austin Music Business Reception

March 11, 1992, from 5:00PM to 8:00PM  
700 San Jacinto, in the Radisson Atrium

Hosted By

The Austin Music Business Association  
& The Radisson Plaza Hotel

*This reception is co-sponsored by the  
Austin Chapter of the Texas Music Association,  
the Austin Songwriter's Group  
and the Austin Music Commission*

The Austin Music Business Association, P.O. Box 1967, Austin, Texas 78767  
512-288-1044 • Fax 512-288-4748

Entertainment by

*Stan "Doc" Penridge*

*Keri Leigh  
and the Blue Devils*

*Loose Diamonds*

Business Association, P.O. Box 1967, Austin, Texas 78767  
512-288-1044 • Fax 512-288-4748

CAPITAVE!  
ALL THE MUSIC OF THE WORLD!  
+ n + e + x + a + s





**GRUENE NEWS**

# March

**MARCH AT GRUENE HALL** is always eventful - for many reasons. Birds are doin' the big chirp, the river is flowing like mad, everybody is bustin' out of cabin fever and feeling feisty AND top notch entertainment is at hand. Going into our 17th year at Gruene Hall, it seems like only yesterday that Plum Nelly was our featured Saturday act and 10 cent longnecks were a staple from 6 to 8 p.m. It's interesting and inevitable how Texas law and the aging of the baby boomers can bring about social change. So, we're goin' for '18 and hope you'll come out and join the festivities. The lineup is dynamite! Including, but not limited to the following: SAT. MARCH 7 - MARCIA BALL — piano banger extraordinaire, SUN. MARCH 8 - JR. MEDLOW AND TORNADO ALLEY — he'll make you THINK tornado, FRI. MARCH 13 - HAL KETCHUM — if you were a carpenter ... SAT. MARCH 14 - THE JIMMY AND MARTY PARTY (aka - JIMMY DALE GILMORE AND MARTY BROWN), FRI. MARCH 20 - TOWNES VAN ZANDT AND GUY CLARK — true Texas songwriters/performers - their first time to play the hall together, and SAT. MARCH 28 - CLAY BLAKER — get down, s--- kickin' Texas music. **COMING SAT. APRIL 18 — TRACY LAWRENCE**

**GRUENE SPECIAL EVENTS**

Friday & Saturday, March 21 and 22 —  
Old Gruene Market Days at  
Guadalupe Valley Winery - 629-6441

*GRUENE Hall*

Call for Information  
512/625-0142

5 THURSDAY	6 FRIDAY	7 SATURDAY	1 SUNDAY
JOSEPH & TERESA 7:30 to 11:30 no cover	THE CORNELL HURD BAND 8 TO 12 no cover	RHYTHM RATS - 1 to 5 - no cover  <b>MARCIA BALL</b>	ERIK HOKKANEN 4 to 8 no cover
8 SUNDAY			
JR. MEDLOW & TORNADO ALLEY 4 to 8 no cover			

12 THURSDAY  
TRACY LYNN  
7:30 to 11:30  
no cover

13 FRIDAY  
  
**HAL KETCHUM**

14 SAT  
DAN MCCOY - 1 to 5 - no cover  
  
**JIMMIE GILMORE**

19 THU  
BO BRANNON  
7:30 to 11:30  
no cover

26  
CHRIS & ...  
7:30 to ...  
no cover





SMALL, CRAIG & WERKENTHIN INVITES YOU AND A GUEST TO JOIN US THURSDAY, MARCH 12, 6:00 - 8:00 P.M.  
FOODS FROM THE SOUTHWEST, DRINKS FROM EVERYWHERE, AND NEW VIDEOS FROM SONY.

THE LAW OFFICES OF  
SMALL, CRAIG & WERKENTHIN, P.C.  
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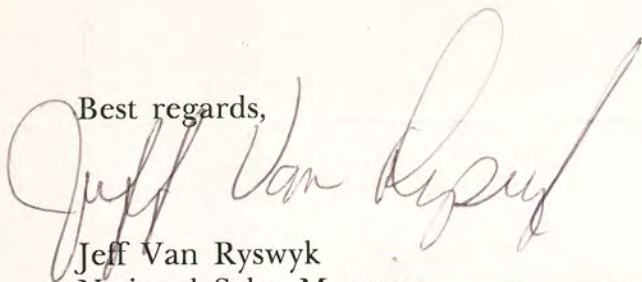
March 19, 1992

Dear Martin,

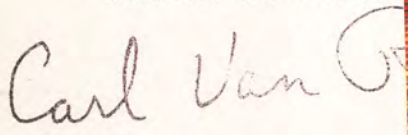
By now you have probably received a letter from the Mayor that **White Instruments'** equalizers will be installed in the Austin Convention Center. This turn of events occurred because of good neighbors like you that sent letters championing our cause. On behalf of myself and my dad, mother and all the other people here at White Instruments; I extend my heartfelt thanks!!! Aside from the obvious \$ benefit to White Instruments, we were overwhelmed by the support that you and others have extended to us in this endeavor. This situation just reinforces what the national polls tell us from time to time and what we here in Austin already know; that this is truly one of the best cities (if not the best) in the world to live in. The surveys usually score on tangible assets like clean air, lakes and schools and things that really do make a difference. But what they can't quantify is the quality of the people to work together for the greater good of the community!

I didn't have much of a say when I was born here, but I choose to stay here because of neighbors like you. I'll step off my soapbox to again say thank you for your support!!!

Best regards,



Jeff Van Ryswyk  
National Sales Manager



Carl Van Ryswyk  
President





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March 27 - April 26, 1992

TICKETS:  
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Group Rates Available

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BY STEVE  
FROMHOLZ AND  
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\* \* \* \*

THURSDAY  
APRIL 9, 1992  
8:00 PM

NO REFUND PRICE NO EXCHANGE

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Dear Mr. Theophilus,

Thanks for your fax and for Mark Luke new cassette. We really appreciated it.

Unfortunately at the moment we have no requests for his previous CD. but please continue to inform us about all your new productions.

Best Regards.

Francis Ratti





# Austin Music Business Association

Newsletter - April, 1992 Volume 2 Number 2

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## Chairman's Message

### THE AUSTIN MUSIC SCENE IN 2002

How will the Austin music scene appear in 2002? Do you have a say in its future? We think so! AMBA's Board believes that groundwork being laid now will have a positive impact on the level of professionalism for both the musician and the support services required to create opportunities for success.

There are many opinions as to what constitutes a strong music industry in Austin. Some say it means the major record and publishing companies having a presence here. Many feel that if that happens, the creative development scene will suffer.

If we plan carefully, it is possible to have a reasonable mix of all the "right stuff". This might include some majors combined with Austin businesses who deal professionally with the music industry. The goal being to retain the artistic atmosphere, while opening doors for those who want to go beyond the club scene.

For our music to reach a greater public, Austin needs the strong major and independent labels and publishers. However, AMBA's goal is to equip the Central Texas music industry with tools to enable

the music being created here to compete effectively in the world markets.

Local bands and managers worked hard to be noticed during SXSW. Some sent invitations, some provided limo service and others were just available, in case someone came by. Many A&R folks actually spent time seeing who the competition just signed. How can we improve these odds?

Several steps for those serious about the industry in Austin include: 1) joining forces in an effort to overcome the current national perception (and reality) that our local music industry is as fragmented as ever; 2) maintain a new level of professionalism so we are perceived as credible; 3) gaining a thorough knowledge of how the industry works; and, 4) networking...as in every business, we need strong relationships throughout the industry.

AMBA invites you to come sit in our Board meetings, attend our networking events and help us create solutions. Those who participate will create the future Austin music industry!

## Feature Focus

### CONCERT PROMOTION PERSPECTIVE

By French Smith, Roadstar Productions

Concert promotion seems to have reached an all-time low in Austin. The number of concerts produced in 1991 decreased substantially from an already low figure and 1992 looks to be even worse. Several factors have joined to create this situation, which are presented here with no particular priority.

1. Out of town promoters have found that the only shows profitable in Austin are at the Erwin Center and even those are high risk.
2. Old time local promoters have learned their lesson and are extremely careful buying only no risk shows.
3. There has been no new blood or money inserted in the local promotion market.

4. There are fewer bands touring due to economic restraints.

5. The new music that is popular and sells tickets is often not compatible with road show presentation or is packaged and only plays primary markets.

6. Venue problems:

- A. The Terrace (formerly The Opera House) has changed policy and will only accept certain acts.

- B. Palmer Auditorium has raised prices and created policies which have discouraged promoters. This applies to the City Coliseum as well.

Continued p.2

Provided with assistance from the Greater Austin Chamber of Commerce.



In: 5:36p THU APR- 2 kgb  
 Out: 2:27p FRI APR- 3 lac s/p  
 FOR: MARTIN/CHRIS  
 FROM: GLORIA HILL  
 CO: AUSTIN INTERNATIONAL ALLIANCE  
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# DELL

In honor of  
 His Excellency Marián Čalfa  
 Prime Minister of Czechoslovakia

Dell Computer Corporation  
 requests the pleasure of your company  
 at luncheon  
 on Monday, the thirteenth of April  
 at eleven-thirty o'clock

The Wedgewood Room  
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*To Remind*  
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3/31/92

MAR-31-92 TUE 15:41

LUMBERMEN'S ASSOCIATION

FAX NO. 15124727378

FAX MESSAGE

TO: Martin Theophilus

FAX # 288-4748

FROM: Barbara Douglas



LUMBERMEN'S  
 ASSOCIATION  
 OF TEXAS

Directions to our house:

Take FM 969 East (Martin Luther King / MLK straight out of Austin or exit from Hwy 183 South) out of Austin.

About 4 miles east of Webberville, watch for the 969 Volunteer Fire Department (VFD) on your left.

Turn right on the first gravel road past the VFD (Bastrop County Road 222).

At the first fork (1/4 mile) go left - County Road 223 ... at the second fork (1 mile) go right, we're the first place / driveway on the right - mailbox has Douglas on the front.

Drive on in, close gate. We'll look for you around 11 am.

(We're about a 20 mile drive (30 minutes) from downtown Austin.)

If you need to call, our home number is 321-6664. Beer will be on ice & BBQ will be on the pit. Let me know if you'll need anything else!







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**Staff**

**1992**



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Name

**CHRIS  
THEOPHILUS**

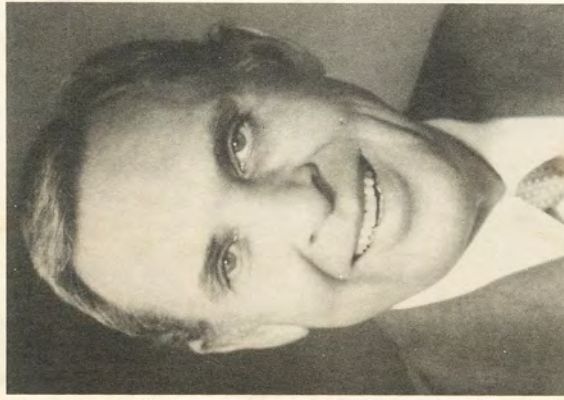
*May 8 - 10, 1992*



**MARYLAND  
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## Guests of Honor



BOB BULLOCK ranks among a handful of Texas statesmen who have taken the lead in changing the way we deliver mental health services. As State Comptroller, he blew the whistle in 1990 on our state's shortchanged, fragmented federal aid delivery system and demonstrated that children, elderly people, and people with disabilities bear the brunt of its deficiencies. In the series of financial reports *Dollars We Deserve*, he outlined remedies that would bring hundreds of millions of dollars in federal aid to our most vulnerable citizens.

In 1991, as Lieutenant Governor, Mr. Bullock took up the cause of children with serious emotional and mental disturbances with his endorsement of the Texas Children's Mental Health Plan. He was instrumental in gaining funding for the plan, which calls for state and local interagency cooperation in serving children with the most serious emotional problems.



JAN FELTS BULLOCK is active in a large number of community service organizations. She serves on the board of the Texas Council on Family Violence and is a member of the Austin Women's Political Caucus. She is also a member of the Daughters of the American Revolution and a board member of the University Club.

Mrs. Bullock is a licensed realtor and interior designer with her own business. She has been an account executive with *Ultra* magazine and advertising director for *Austin Homes and Gardens*.

With her husband, she has two daughters and a son, Lindy Ward, Kimberly Teague, and Bob Bullock Jr.

The Mental Health Association in Texas salutes them for their service to the people of Texas.

## An Evening with Jan and Bob Bullock

April 3, 1992  
Stouffer Hotel  
Austin, Texas

7:15 PM PROGRAM

Welcome • Rusty Kelley

Review of the Texas Children's Mental Health Plan • Debbie Montiford

Introduction of Guests of Honor • Jack Roberts

Remarks • Lieutenant Governor Bob Bullock

Presentation of Honors • Kristyn Michelle Kelley and Fletcher Bradley Berndt

Closing • Rusty Kelley

8:15 PM DINNER

Seasonal mixed greens with basil vinaigrette

Beef medallion with sauce of leeks, mustard and chives

Gulf prawns with roasted garlic, cilantro and lime butter

Asparagus and julienne carrots

Roasted turned new potatoes

Strawberry ice cream in a chocolate shell with raspberry sauce

ENTERTAINMENT

David Perloff and the Little Big Band





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**Esther's MAY FOLLIES**  
 May. 1992



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## Have joke, will travel

Esther's Traveling Follies bring humor to some unlikely places



Staff photo by Rebecca McEntee

Bev Robinson, left, Andy Ehrenfeld and Milaka Meyers change costumes in the Hyatt

kitchen, which serves as the backstage area as well as the dressing rooms.

By Pete Szilagyi  
American-Statesman Staff

**O**h Janet Lynn, where ever did you stash all that stuff?  
Singing Patsy Cline's *I've Got You* — and pretending to be oblivious to the audience's laughter — she reached down the bodice of her dress and pulled out a veritable garage sale's worth of oddball items — wadded up tissues galore, of course, along with a record, a picture, fuzzy dice, a sponge, a glove, a license plate, a golf club and the big laugh-getter, a ...  
Sorry, can't steal the punch line.  
Sooner or later much of Texas will get a chance to see for themselves at one of the dozens of shows annually by Esther's Traveling Follies.

It's a little-known fact. There are two Esther's Follies comedy ensembles — the familiar group that appears in several shows a week at the Follies' theater at Sixth and Red River streets, and Esther's Traveling Follies, a separate cast of gifted actors, singers and comedians, plus technicians and musicians, that takes Esther's on the road.

Using makeshift stages and dressing rooms, and custom writing comedy skits to fit the occasion, Esther's Traveling Follies entertains conventions, sales meetings, parties, fund-raisers and get-togethers of all kinds.

"In corporate entertainment and private parties, you'd be hard pressed to find eight comedians working on a stage at the same time. This is an unusual entertainment form," said the traveling ensemble's producer, David Perkoff.

"One of the nicest things about our jobs is that we see a bigger cross section of our community than anyone. We are privy to everybody's board rooms because we go to their parties week in and week out."

Lynn, who was performing the Patsy Cline gag recently in an Esther's show for a professional association within the Texas Employment Commission, is one of the traveling ensemble's key players and, although just in her 30s, is an Austin stage veteran. For several years, Lynn fronted the Country Nu Notes and now is a vocalist for four bands in addition to her appearances with the Follies. She is joined in the cast by two other familiar faces: singer, songwriter,



Photo by Charles Guerrero

Members of Esther's Traveling Follies are, top row from left, Rob Nash, David Arnsberger, Janet Lynn, Noel Alford (music di-

rector) and Bill Haddad (stage director); center, Kim Davis and Bev Robinson; sitting Milaka Myers and Andy Ehrenfeld.

actor and playwright Steven Fromholz, and Dave Arnsberger, an original member of the Uranium Savages band, producer of the annual Spam-O-Rama and sometime radio personality.

Other cast members are Kim Davis, a 22-year-old with an operatic voice and stage presence beyond her years; Andy Ehrenfeld, dance teacher, children's entertainer, author and one-time national

baton twirling champ; Milaka Myers, recent University of Texas film graduate, a writer and versatile comedian; Ray Anderson, a zany magician sometimes featured at Esther's theater shows; character actress and singer Beverly Robinson; and stand-up comedian Rob Nash.

Perkoff, best known publicly as leader of the Little Big Band, works behind

the scenes generating business, collaborating with cast members and other writers to develop gags and skits especially for individual clients, and shepherding the cast's many stage talents into a snappy show. So far, Esther's Traveling Follies' clients include many of Austin's high-tech businesses; one gig was to write and perform a completely original comedy show, *A Texas Bubba in King Arthur's Court*, for CompuAdd's Christmas party. Several jobs have been outside of Texas.

"There's a lot of pressure in what we do," Perkoff said. "Every performance space changes every night. The audience frequently can be 1,000 people of a very high level, politicians and industry people."

Well in advance of the show date, Perkoff meets with clients to research the two or three custom skits that will be mixed with Esther's proven material, either recycled from Esther's theater show or skits written specifically for the traveling company.

"Some companies have clear personalities in their group who they like to tease. If they're a close-knit organization, all good friends, the personality quirks of the officers or management will become skits," Perkoff said. "Other people have a political agenda they want addressed, Republicans need Democrat jokes and Democrats need Republican jokes, and everybody likes lawyer jokes."

Usually, Perkoff and musical director Noel Alford, along with a cast member or two and a comedy writer, meet for breakfast at his North Austin home to brainstorm a script. The tone of each show's skits are directed by the personality of the company.

"IBM is a very conservative, blue suit company. Not only do they watch their product meticulously, they watch every word that is said at their function meticulously," Perkoff said. Apple Computer people, on the other hand, "come screaming in sports cars and waving six packs."

With unproven jokes aimed at a narrow audience, "you're rolling the dice, but we've done it so much I can tell you where the laughs will be," he said.

The recent 50-minute show at the

Continued on Page 16



# Esther's Traveling Follies delivers humor to masses

Continued from Page 15

Hyatt Regency for the employment counselors association, the International Association of Personnel in Employment Security, was for a relatively open-minded audience and thus was more risqué than most Traveling Follies shows. Even so, it was tamer than Esther's theater show.

With cast members furiously stripping to their underclothes and changing costumes in front of the Hyatt's amused kitchen help, the difficulty of staging shows in spaces not designed for theater and using kitchens and restrooms as dressing rooms was evident during the IAPES show.

In the main ballroom of the Hyatt on a Friday night, the show also demonstrated the peril of writing gags especially for audiences — sometimes they don't work. But when Esther's Traveling Follies is hot, they sizzle.

After a day in seminars, this audience of 470 was primed for a good time. Dessert dishes had been cleared and replaced by after-dinner longnecks when the house lights dimmed and the Follies cast ran to a portable stage and into the spotlight for their opening number, *I Am Texas*.

Esther's own technicians set up lights and a sound system for each show, with the musical accompaniment ranging from Alford's solo piano accompanied by taped music and sound effects to a full orchestra. Hiring Esther's Traveling Follies is like buying an automobile — the more clients spend, the more accessories they get. Perkoff said prices range up to about \$5,000.

Lynn's Patsy Cline song was next, followed by *Madrigal*, a quick, squeaky-clean skit involving a four-letter word, then the evening's first question mark — the first comedy piece specially written for the group of employment counselors. Featured were Ehrenfeld as an unemployed Pee-wee Herman (full of double-entendre jokes about Herman's arrest last year), Arnsberger as a rednecked Gorbachev, and Myers as Margaret Thatcher.

The skit parodied the paperwork faced by TEC job counselors and was warmly received after the audience began to recognize the coded form numbers worked into the skit. Another custom skit for the employment group, based on an AT&T long-distance ad, inspired few laughs until Arnsberger, as a slovenly redneck character, read a line about a TEC quality-control program and Nash ended the skit with a barb at one of the TEC's better known staff members.

The third custom skit for the employment counselors couldn't have worked more hilariously. Perkoff had learned that popular TEC commissioner Mary Scott Nabers had once been a baton twirler, and it was well-known in the agency. So Ehrenfeld, Esther's own twirling specialist, dressed like Nabers and put on a dazzling show for the employment group, which responded wildly.



Staff photo by Rebecca McEntee  
Beverly Robinson sings her heart out during a sketch at the Hyatt.

"I was shocked," said Nabers, who was seated at the front table. "When he came out, I thought this guy cannot possibly be good. Just for the fun of it I'm going to walk up (on stage) and embarrass him and show him I can darn sure do this. About that time he picked up two batons. I thought, well... when he picked up three batons, I thought, I don't believe I'm going to get up there."

"Those people are very talented. I'm always impressed with (Esther's). They really do their homework. I thought the humor was very good," Nabers said.

Among the other skits were a solo magic show by Anderson, who had just returned from a magicians' competition in Las Vegas; a parody of the *Wild Kingdom* television show; Arnsberger's hilarious Buck Husky, the irate, growling consumer advocate; a straight song-and-dance medley of train songs; and Robinson as a lounge singer accompanied by three grab-happy men.

The finale was *Jalapeno Chorus*, once a staple of Esther's theater shows now borrowed by the traveling ensemble, which evolved as

a separate entity in the mid-1980s as Esther's theater cast had more requests for road shows than it could handle. The traveling show, initially called Esther's To Go, has since performed 50 to 60 shows annually in venues as unlikely as a boat in Corpus Christi Bay, the Chattanooga, Tenn., train station and a stage built in the middle of a Southeast

Austin mobile home factory.

A synergistic relationship has developed between the theater and Traveling Follies, which are both owned by founding members Michael Shelton and Shannon Sedwick.

Perkoff, a longtime friend and associate of Shelton's and Sedwick's, said "the Traveling Follies would not exist if people didn't

have so much fun in the theater and the theater Follies is greatly amplified by the success of the Traveling Follies. We play huge groups of people who may never have ever heard or come to the theater, giant statewide audiences and local audiences. These people will come to the theater and bring a friend because they had so much fun."

## Esther's Traveling Follies performs in Dallas ...

### Houston

### San Antonio

### Austin

### Orlando

### Chattanooga

### Phoenix

### Atlanta

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View                      time   event #   event

*Kit*

Reminders:                      Electric power requirements to be provided by 10AM as specified  
   Dinner meal for cast and crew at 6PM  
   Genie personnel lift 24' required for entire set up and strike time  
   Show in salons E and F; dressing room in A  
   Steve needs a room; I'll go half with him; is there one on a rate-- got him a comp at the hilton

**ASK KIT IF WE CAN Do CHEF IN THE AFTERNOON AND PUT IT ON TAPE  
CAN WE FREEZE FRAME THE TOP TEN LUMBER NAME CHANGES  
Frame capture a slide or take it from super VHS or regular VHS**

Props list:                      boot or basket, woodchucks, bonzai tree, little jap props, need axe for dave  
   Paul needs a winter cap, roll up jeans, red suspenders, flannel shirt. Tell camera crew to dress in  
   costume; either Khaki or lumberman; need sign and overcoat and long beard for costume with  
   chainsaw or other wood work pro, two little pine trees  
   need sign for the lumbercart and some fronds or something; need photo for patsy  
   need janets wireless  
   Make appt with kit to log on video clips, sponsor commercial; Still slides of Lumberlogo  
  
   Tell majician that for his video shot we need a closeup audience participation trick

*add*

9AM:                              Production Company arrives, loads in to empty half of ballroom and begins to  
   put together equipment.

12:00PM                      Team moves into ballroom works with hotel staff to assemble showroom.

2:30PM                        Dark Room for video alignment

3:00PM                        Technical meeting and walkthrough

3:00PM                        Cast begins to arrive  
   Meet with chef and banquet captain, select salad waiter, discuss cues

4:00PM                        Technical rehearsal til 5:30PM

4:30PM                        Rotel Load in

5:30PM                        Rotel Sound check

6:00PM                        Cast dinner

Barbara's daughters or staff is liason with lumber cart and control. There are two liasons; one is always at control booth; the other runs a liason errand. After the errand, returns to booth and next assignment happens.





Mr Martin Theophilus  
Phantom Productions  
Austin Centre Tower  
701 Brazos  
Suite 500  
P O Box 90936  
Austin  
Texas 78709-0936  
USA

26<sup>th</sup> May 1992

Dear Martin,

I thought you would like to hear the latest demos we have produced with THE TROUBLESHOOTERS. The first thing to advise you is that they have changed their name to SMALLTOWN HEROES. This certainly helps me in the UK in terms of trying to create interest in a "new" band as I've pretty well exhausted the rounds under the name of THE TROUBLESHOOTERS. In any case, the music is definitely a step in a different direction without losing their fundamental roots. We laid these demos down in a live situation in a 24-track studio and the feeling is the best representation we have achieved so far in demonstrating how exciting this band is on stage.

I am just starting the rounds again now and I have got great optimism. The bands are doing a series of concerts in the Northeast and everything seems to be back on track.

I also enclose a few new photographs. Normally speaking, I would expect interest from American record companies to come as a result of any act's success initially in the UK. However, if you do feel there are one or two companies to whom this style of music may appeal, please feel free to make representations.

You may not be aware but Harvey Lee is no longer acting as manager of the band and I was never clear if you and he ever worked out a working relationship in terms of your reward in the event of any success.

Perhaps when you have the chance to respond to the tapes, you could lay out the kind of relationship and reward you would expect with the SMALLTOWN HEROES.

Best wishes to Chris and yourself,

Yours sincerely,

  
**PETER KNIGHT Jr.**





## SMALLTOWN HEROES

Publishing: Peter Knight Jr.  
Global Music Ltd. 071-359 2974  
Fax: 071-704 9879

Dear Martin,

Thank you so much for your letter of 8th June regarding the SMALLTOWN HEROES. I am enclosing herewith a few copies of the latest photo that we are using to help market the band. It successfully portrays the guys with the image that suits them. It does for them visually what the new tape has done for them live sound-wise.

I am sending a copy of your letter to the SMALLTOWN HEROES which I know they will appreciate.

In the UK, I am the sub-publisher of Lyle Lovett, Tom Kimmel, a lot of Rodney Crowell songs and many more from the Criterion catalogue. The country market is very tough in the UK and the new Lyle Lovett album (which is not exclusively country) is really struggling here. However, he is opening for Dire Straits on many UK gigs so maybe that will give it the boost that it needs. Right now, k d lang is in the lower reaches of the UK album charts, so you can see that someone like Tracy Lyn will have a problem creating interest in the UK. However, I would be more than happy to check it out for you when the album is completed.

I look forward to hearing from you again soon, meanwhile kind regards to Chris and yourself,

Yours sincerely,



## David Perkoff Music

1206 Richcreek Road

Austin, TX 78757

(512) 458-3400

David Perkoff, Owner

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Founded: 1983

American Federation of Musicians

David Perkoff is an entertainment contractor who produces custom shows for corporate parties which feature writers and cast from Esther's Follies and musicians from the Little Big Band. Provides lighting, sound and sets, and also owns Seven Veils Records wholesaling cassettes, and a book titled *Professionals and Recessionals For Traditional Weddings*. David Perkoff manages several variety dance and show bands who play throughout Texas. Four-to 10-piece bands play big band, country, rock, and classical music for fine business and social events.



Dear Martin & Chris -  
Thanks so much  
doing that for me! It was  
much appreciated during this  
busy month!

Hope to see you soon -  
somewhere along the trail.  
Enjoy the tunes!

Love,  
Christina



Antonés



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PHONE: 512-322-4617 • FAX: 512-477-2930

FAX TRANSMISSION

DATE: June 26, 1992  
TO: Martin Theophilus  
FROM: Rolée Kios  
Part 1

Martin

Thanks for helping me find production companies. I'm researching the ones you mentioned right now

Hopefully, I'll find what I'm looking for soon

Sincerely,

*Rolée*

Rolée Kios

To whom it may concern.

I would like to order Professional Balloon Crew Training Video.  
Best wishes

*Sent 5/4/92*

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Allotment / Affectation	1020	Line Object / Article d'exécution	2352
Date goods received / services rendered / Date livraison des marchandises / services rendus		17/6/92	
Int. Inc. / Inc. int.	2 3 4	Inv. Rec. Date / Date fact. reçue	
Amount / Montant	22.954.5	GST / TPS	Total Amount / Montant total
Certified pursuant to Section 34 FAA / Certifié conformément à l'article 34 de LGFP		22.954.5	
Signature	X	Date	19 June 92
Audited by / Vérifié par			29/6/92

058552

## Invoice

June 10, 1992

To: Mr. Joe Scoles  
 Attn: Ms. Judy Kelly  
 System Safety Directorate  
 Transport Canada  
 360 Laurier Street West  
 Naron Building, Rm 417  
 Ottawa, Ontario, Canada K1A 0N8

For: One (1) copy of "From the Ground Up" @  
 + Shipping & Handling

\$19.95  
 3.00  
 Total \$ 22.95 U.S

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 Austin, TX 78709-0936

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Department - Ministère: Transport Canada		Branch, division or unit - Direction, Division ou service: System Safety (AABC)	
Department no. / N° de ministère: MOT 034		Source: 0081	
Type 2: Phantom Records . Mystikos Music . Phantom Video Austin Centre Tower 701 Brazos Suite 500 P.O. Box 90936 Austin, Texas 78709-0936 U.S.A.		Batch: 281 July p-4	
Name and Address of Payee - Nom et adresse du bénéficiaire		Geo. ind. / Ind. géo.: 14A Document No. - N° du document	
Correspondence relating to this remittance should be directed to the Department indicated above quoting the cheque number.		Date of requisition - Date de la demande: June 23, 1992	
La correspondance afférente à cette remise peut être adressée au ministère précité; prière d'indiquer le numéro du chèque.		20 Payment No. / Numéro du paiement: 21 Date	
Type 3: Particulars - Détails: One copy of "From the Ground Up" video.		Invoice No. / N° de la facture	
		U.S. amount / Montant américain: \$22.95	
		Exchange Change: 4.59	
		Canadian amount / Montant canadien: 27.54	





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The  
**Austin  
Music  
Business  
Association**

MARTIN THEOPHILUS, Chair  
STEVE THOMPSON, Vice-Chair  
LAYNE LAURITZEN, Treasurer  
Secretary

June 29, 1992

Dear AMBA Member,

During the last month, the Austin Music Business Association was offered an opportunity to consolidate our efforts with those of the newly revitalized Austin Chapter of the Texas Music Association. This idea was initiated by Carlyne Majer, President of the Austin TMA Chapter. There are a number of reasons this would enable a more effective representation of Austin music businesses.

First, it meets AMBA's goal of working to increase cooperation among the Austin music organizations. This has been a priority for the past 18 months. In addition to AMBA's Chair attending most of the Austin Music Commission's meetings, French Smith also served on both organizations. AMBA has maintained awareness of TMA through joint Board members; Sandy Edwards and Larry Quick. In an effort to strengthen these links, AMBA sponsored (with the Radisson Hotel Plaza) the pre-SXSW reception and invited the TMA, the Austin Songwriter's Group and the Austin Music Commission to be CO-hosts, which they did.

Second, the TMA and AMBA directors both agree that these two organizations are competing for the same members, the same goals and the same dues. The net effect dilutes the effectiveness of both organizations. It becomes difficult for participants to find the time to implement goals and hold successful special events that benefit the Austin music industry.

On June 1, 1992, AMBA's Board met in a special meeting with Carlyne Majer to discuss the offer. Her vision of the Austin Chapter of TMA is one that is effective and strives to meet the goals without overloading any of the participants. The goals include holding one event each month that provides information to the local music industry and utilizes significant industry persons from around the country. There are other benefits available through the TMA.

One of the strongest selling points is that a consolidation will enable the Austin music community to become more focused. Members will not have to decide what organization to join and prevents the paying of multiple dues. As one organization, it will be easier for other industry professionals to know where to come for information and networking.

Logistically, AMBA's paid membership would be transferred to the Austin Chapter of the Texas Music Association. The AMBA memberships would be extended to December 1992 (they would normally expire the end of October). Persons would then renew through the TMA. The active AMBA Board members in "good" standing would become Austin Chapter TMA Board members.

In the June 10, 1992, regularly scheduled meeting, the AMBA Board voted unanimously to move forward on this offer. Our first move is to notify you of this opportunity. The Austin Chapter of the TMA Board of Directors met the week of June 15 and voted to solidify this agreement.

If you have any questions, please call me at 288-1044, or call one of our Board members, listed on this letter.

Sincerely,

Martin Theophilus, Chair

*Created in 1986 to serve Austin's music industry*





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Club Member

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 7:30 p.m. at:  
 Call 479-9421  
 for meeting location

Phone

Hi Chris and Martin:  
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 me and not even a  
 postcard! So here it  
 is! We continue to  
 do well. I've been  
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 a row, festivals, opening  
 for Concrete Blond, very  
 busy. I QUIT SMOKING,  
 so am not losing voice.  
 See you soon.  
 Pat

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ABOVE: DETAIL FROM POSTER © 79 D. GARRETT.  
COVER ILLUSTRATION © 74 KERRY AAWN. EXHIBITION LOGO © 92 JAGMO.  
TEXT © 92 M. MOSER & N. JACOBSON.

printed on 100% recycled paper.

It was 1973 in Denton when I first saw one. The Micael Priest poster for a musical event in Austin said so much more than just concert information... That poster told me everything I wanted to know about Austin. I moved here: Cause and effect...

For those who collect these posters, and especially those who don't but might get the message and be inspired to go to a new club or see an unknown band because of the way the poster art looks, the effect is undeniable. The beauty of the poster lives in that enduring image left to us stapled on telephone poles, taped in store windows, blowing down the Drag, tacked on a wall, catalogued in careful collections or lovingly framed and displayed. The musical medium is the poster's message. Sometimes you can almost hear the graphic relics. It moved me here: Cause and effect.

- Margaret Moser



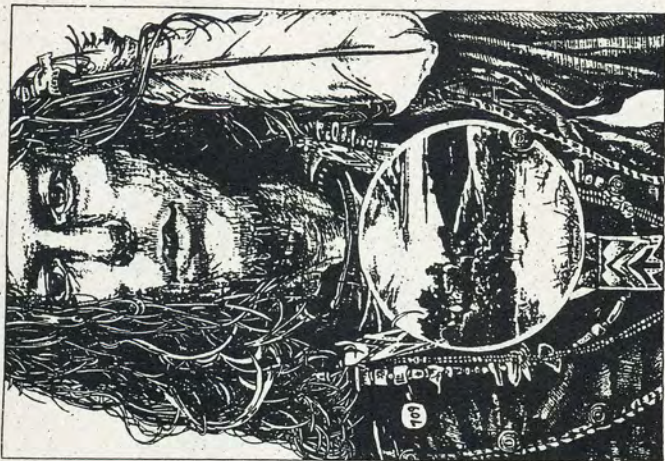
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AUSTIN CONVENTION CENTER

July 4-July 8, 1992

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July 10-July 31, 1992



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Admit one to the  
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Ceremony, beginning at 5:30 p.m.

★  
Wednesday, July 8, 1992

★  
Palazzo of the  
Austin Convention Center

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★ The Texas Walk of Stars Association  
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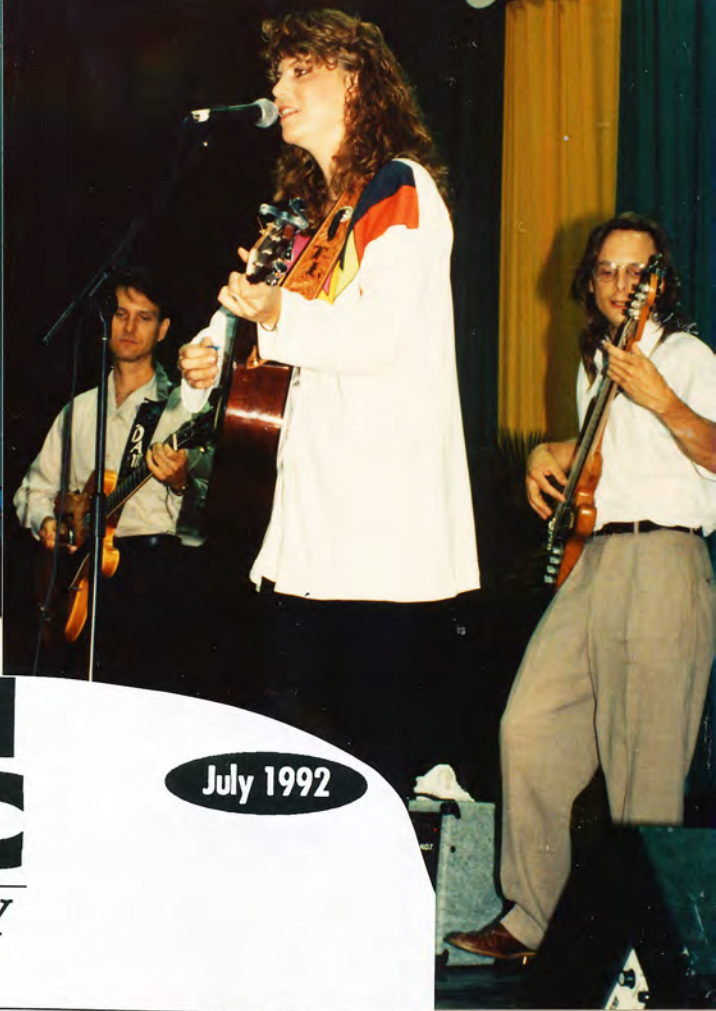


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5th ANNUAL

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- TOM GRIFFITH AND THE OLD WATERLOO JAZZ BAND
- THE JANET LYNN TRIO
- THE JAZZ PHAROHS



# AUSTIN MUSIC

MONTHLY

July 1992

A publication of the Austin Chapter of the Texas Music Association

## Austin Music Business Association Merges with Austin Chapter TMA

Austin Chapter gained nearly 50 members this month when the Austin Music Business Association (AMBA) was merged into the ACTMA.

Founded in 1988 as the Austin Music Business Council (AMIC), AMBA's members worked to foster better ties between Austin music businesses and the music industry, including record labels, music businesses and professionals, educational institutions, law and accounting firms, and other product and service providers.

ACTMA President Martin Theophilus commented on the merger, "AMBA was merged to try to unify the music business community in Austin. This merger will accomplish this goal. We need one organization for the music industry to come out of the merger. ACTMA and AMBA were merged for the same professional

members, dues, and time. This merger will enable us to accomplish goals we both wanted, which we lacked the manpower to do. We are really excited about the merger. We want to see the music industry in Austin grow and become recognized as a professional group."

All of AMBA's members have been granted general membership status in the TMA through the end of this year. The ACTMA Board will consider filling several of its vacancies with former AMBA board members at its September meeting.

In addition, all of AMBA's assets will be transferred to the ACTMA during the winding down of AMBA's corporate charter.

ACTMA President Carlyne Majer applauded the cooperation of AMBA's

board in the merger process. "I want to welcome all of AMBA's members to the TMA," said Majer, "and I look forward to working with them to make the Austin Chapter even stronger."



Ro-Tel and the Hot Tomatoes perform Saturday at Top of the Marc.





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**USED COPIERS**

July 28, 1992

Dear Martin

Sorry I haven't gotten back with you sooner, we have been trying to get some new business. I really haven't had a min. to myself here lately.

I have talked twice with the people at City Office. ~~But~~ Mr. Kuyolds has been on holiday and thus not getting back with me, but I have talked with Mr. Taylor who said that City Office was interested in doing some business with us.

I hope we we aren't on another wild goose chase again. I should be from there later today. Will let you know how things work out.

Thanks  
John



# Folk-turned blues singer won't stand

## Mears returns triumphant from Europe with a new band and a harder sound

**I** think that in the music business you have to be ready," explained Pat Mears, enjoying a taco at Kerbey Lane after three months of culinary deprivation in Holland, where the former Texas folksinger has somehow found herself hailed as the second coming of Janis Joplin.

"When the train comes, you have to be on it, whatever that particular train is," she continued. "And for me, it tended to be to go to Europe and be a Texas blues singer."

The Pat Mears who returned to Austin is different from the one familiar as a solo folkie since she moved here from Boston in 1972. For Mears, the flurry of activity over the last 15 months came through a fortuitous series of circumstances. Before recording the demo that would be expanded into last year's *There Goes the Rainbow* album, she had never worked with a rhythm section before. Drummer Leland Waddell and his bassist brother David, both fixtures in the band of Mears' buddy Calvin Russell, offered to back and produce her for the sessions.

The six-song tape was completed just about the time that the Dutch SilenZ label arrived in Austin to court Russell. The label heard the tape, featuring a bluesier Mears with a band, and flipped for it. Though SilenZ failed to reach an agreement with Russell (who has enjoyed considerable success in France as a New Rose recording artist), it offered to finance the recording of a full CD album for Mears and insisted that it could make her a star in Holland. The album was released to rave reviews, earning frequent comparison to Melissa Etheridge and Bonnie Raitt as well as Joplin, and Mears soon found herself playing to Dutch festival crowds of more than 20,000.

"I just had to adjust really fast," she said. "Here I was, three months previous to that, at the Austin Outhouse with three drunks and the bartender. So it's been pretty dizzying."

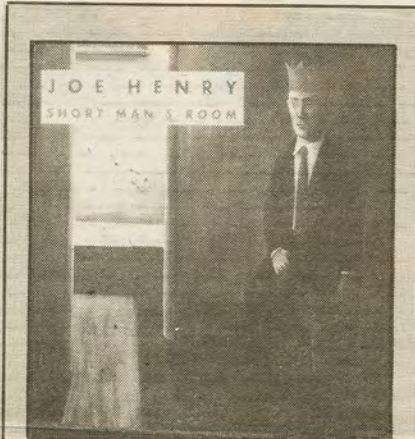
With a flurry of homecoming appearances, Mears hopes that she can parlay her European breakthrough into similar success here. On Friday, she'll be playing a 5 p.m. in-store performance at Warnerloo Records, followed by an engagement that evening at Chicago House. Saturday, she'll return to the Austin Outhouse, and then hit the airwaves Sunday for a KUT-90.5 FM "Live Set" at 8 p.m. On Wednesday, she'll play the Cactus Cafe.

"I played so long as a folksinger that the Austin audience has a bit of a hard time adjusting to the fact that I have a full band now, and I'm a so-called blues singer," she said. "I grew up here, and there's a certain in-your-back yard kind of thing: 'Oh, we know what she's all about.'"

Hard Choices, her second album for SilenZ, finds Mears extending her range beyond the Texas blues-mama stric-



Don McLeese



These days, Henry's brand of music is considered slightly oblique and too hard to classify.

earlier music. With a voice that is one part sugar to three parts sandpaper, she fits easily within the European-beloved myth of the American West — the hard-living, hard-loving, hard-bitten, hard-luck loner. Though the raw bluesiness of her hardest-edged material is what elicits the Joplin comparisons, Mears doesn't encourage them.

"Janis Joplin was a very different singer, and it hurts me, I think, if people come and expect me to go through that kind of vocal exercise onstage," she said. "Cause I stand there with my guitar, and I'm a songwriter, and I do not do the kind of vocal calisthenics that she did."

After six weeks back in the States, Mears will cross the ocean again for her first dates in Russia. Although she spent seven months of the last year in foreign climes, where the reception to her music was far more hospitable than what she has experienced back home, she can't imagine leaving Texas for good.

"Never," she said. "Texas has got a space about it that's not only physical, it's a head thing. This is where I do my writing. This is the place where songwriters get together and stay up all night long and play guitar . . . It's a magical thing, that is a distinctively Texas tradition. I know I have to spend a lot of time over there, but Austin, Texas, will always be home."



After playing to crowds of 20,000 in Holland, Pat Mears gets right back to her old haunts including Chicago House Friday, the

Outhouse Saturday, and Wednesday. This time she has her style moving to blues-rock.

Photo



# Onward

Thursday, July 30, 1992  
Austin American-Statesman

To The Weekend

Vol. 3 No. 10 August 1992

Complimentary Copy

# TEXAS BEAT

## Women In Texas Music

Women In Texas Music  
by Keith Ayres (except as noted)

**Miscellaneous**

Gretchen (Unicorn Productions), Susan Lincoln (voice/instructor), Helen Rothenbaugh (Generic Film & Video), Ruth Ellsworth (songwriter that collaborates with Bill Carter), Chris Theophillis (Phantom Productions), Susan Jarrott (Austin Record Distributors), Karen Kennedy (Dimensions of Dallas).

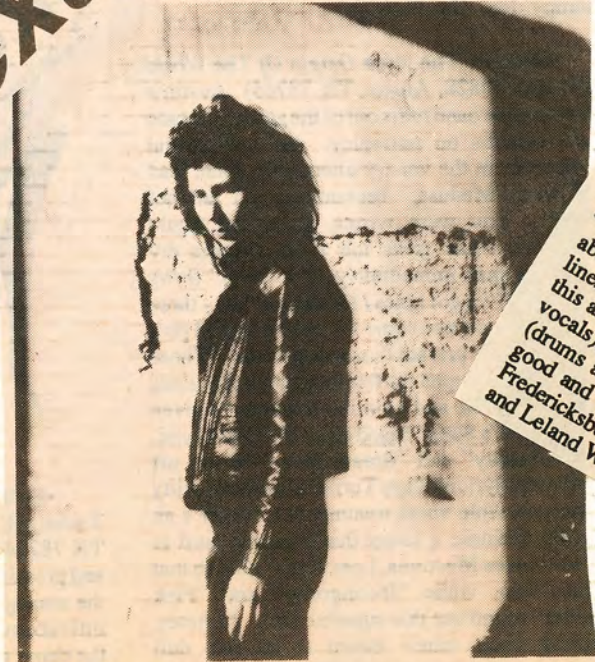
### ROCK/POP



### Rave reviews

Austinite and former folk singer Pat Mears, who is receiving acclaim overseas as a blues singer, will make several homecoming appearances before heading to Russia / 6

•Pat Mears *Hard Choices* (907085-4)  
(Silenz Records, PO Box 55559, 1007 NB,



Pat Mears

Breakdown" during the six and one-half minute version of "Big City Girl". On side B of this tape she picks up the pace and is rocking again with "Oh Darlin'". "I Got A Feelin'" shows Mears ability to get down 'dirty as she trades off vocal lines with Todd Stacks. The backing band on this album consists of Eric Blakely (guitar and vocals), Marc Lemmen (bass), and Marty Frank (drums and vocals). The overall recording is good and was done at Loma Ranch Studio in Fredericksburg, Texas with John Hill engineering and Leland Waddell producing. (Keith Ayres)

Amsterdam, The Netherlands) Pat Mears is a veteran Austin singer-songwriter. Her craft reflects her rough, streetwise, yet heartfelt approach to life. "Ready To Pay" has a country feel to it. On "Take A Chance" she rocks with



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Ur Savage Amigo,

URANIUM SAVAGES blistering satirical two song tape for the radio stations is being delivered as we speak

*Call 'em and request these tapes before it's too late!*

Thursday, August 6th, SAVAGES will hand deliver the songs directly to City Council members in front of the community, God even television media people

The song is a "MESSAGE to the COUNCIL" about SOS, with a scathing lyric directed to Council Member Louise Epstein

The other song is "AQUAFEST" featuring Jethro Dull (ruff said)

The release effort is the result of encouragement by local radio stations based on the SAVAGES big comeback sellout of Scholz's August 1987 concert. It's been forgotten two weeks ago

We expect a lot of local airplay for the few days leading to the August 8 vote and are convinced that once the public hears the songs, they will know what to do!

Free cassettes are available to interested media type persons, but call me.

*Saddy*

SAVAGES GURU and PRESIDENT of SAVAGES FAN CLUB

Contact: Uranium Savages Band

Fax 288-4748

Phone 453-3539

# The Uranium Savages

SOS

THERE'S A LITTLE BROWN LOG  
IN THE SPRING TODAY  
SAME OLD LOG FLOATS BY  
EVERY DAY

I WENT DOWN TO BARTON SPRINGS  
NO ONE THERE BUT ME-OH  
A SIGN WAS UP

## AQUAFEST

Stepping on a beer can  
Eying little girls with skinner eyes  
Puking in an Oh Boy  
Greasy fingers smearing live boob dishes  
Hey Aquafest

Choking on a turkey leg  
Wash it down, with a keg  
Hey Aquafest

Bridge 1  
Bands playing low  
As you strain to hear the  
There's party prepare up

Aquafest my friend  
don'tcha go away  
Dust cloud a la mode and  
bridge 2  
Do you still remember  
boat races on Town Lake  
Zooming through Fast Au  
splashing winds in gr wa

And you snatch yr rathir  
with deep sea diver's sun  
As the dust clouds bloom  
Like flowers in the Spring

D-d-d-d-d-d-d-d-d-d-d-d-d-d-d-d  
Writers with bad attitude  
All they do is criticize  
Hey Aquafest  
Hey-ey-ey Aquafest-e-e-e-e





# ITC

Austin Area Intergovernmental Training Council

Post Office Box 12981  
Austin, Texas

August, 1992  
Volume XIV, Issue 11

## Building Training Department Credibility

by Pam Hart, Trainer  
Texas Workers' Compensation Commission

If lack of credibility does appear to be a problem,  
there are two critical points to keep in mind.  
(Continued on Page 2)

## Record Reviews



Lisa Tingle of Black Pearl

•Black Pearl Demo (3816 S. Lamar #514, Austin, Texas 78704, 512-441-0431) Six song demo tape by a three year old Austin rock band fronted by the very capable Lisa Tingle on vocals. Tingle has a gritty voice that shrieks and growls with passion for her music. Glenn Rexach is a talented, very controlled guitar player. Two Davids, Ray and Cunningham respectfully, handle the bass and drum duties with solid results. All of the songs on this tape are straight ahead formula rock, very much in the AOR vein. After listening to this demo, it's no mystery why the band is currently being courted by labels, management, and entertainment lawyers. Catch 'em at Steamboat, the Back Room, or any other rockin' venue around the state. (Keith Ayres)

...es. Having it today does  
it a year from now.  
...manded, bought, or even  
...!! The purpose of this  
...ractical suggestions for  
...of training managers

...everal symptoms which,  
...l, can give the training  
...clues as to what kinds  
...exist and how severe  
...e. Check your training  
...symptoms of low depart-

...ows or last-minute  
...ouse training programs.  
...ent plays no role in the  
...nge planning.  
...taff members are in-  
...ternal consultants.

...managers seldom participate in  
...ing programs.  
...department budget is first to be

### THE PROGRAM:

Friday, August 14, 1992  
11:30 a.m. - 1:30 p.m.

Quality Inn  
2200 S. IH35 (Oltorf Exit)

"Essentializing Training: A Proactive  
Approach"

Martin Theophilus  
Co-President, Phantom Productions  
(formerly Staff Development Manager, Texas  
Department of Human Services)

Menu: Salad, Baked Potato (trimmings on the table),  
Apple Pie, Tea, Coffee  
\$8.00 for meal/ \$2.00 meeting only/ \$10.00 meal &  
meeting.

Call Christine Buendel, 463-2009, by August 12 for  
reservations, cancellations accepted by August 13.  
(If you make reservations for the meal, and do not come,  
you will be charged for the meal.)

Lone Star Cafe in the Quality Inn caters the meal.  
Because of health codes and insurance, they do not allow  
us to bring in food.

\*\*\*\*\*

Coming in September...  
"Structured Networking"

(Meet in small groups with other trainers and  
consultants according to specific topic areas . . . See the  
September newsletter for more details.)





# PHANTOM PRODUCTIONS, INC.

"CREATIVE MUSIC SERVICES SINCE 1964"

Reply To: U.S. Office

## Phantom Phacts - Summer 1992

Phantom Productions made some significant changes this year. Some highlights include...

- Phantom's new association with **David Perkoff Music** has evolved into an incredibly busy and exciting situation. Our focus is on marketing **Esther's Traveling Follies** and David's **Little Big Band**. Esther's Follies is in its 16th year in its own theater on 6th Street and completed an HBO/Comedy Channel Special last Fall. The **Traveling Follies** provides corporate entertainment. We also assumed management of many of the day-to-day operations (booking, client relations, enhancing computer operations, providing video production support, etc.) for **DPM**. Over 200 events have been booked for 1992, including; IBM, Microsoft (Follies entertained group from Seattle on Lake Travis), 3M, Motorola, Exxon, University of Texas, Sematech, State Farm, Texas Council of MHMR and many others. Since our mandate is to create national booking opportunities, we are now concentrating on Houston, Dallas/Ft.Worth and San Antonio. The Follies will play in Dallas, Wichita Falls, South Padre Island and Tempe, Arizona in the weeks ahead. This relationship enables us to book entertainment for virtually any event and supply all types of music from classical to rock, country to jazz, musical comedy, magicians and even a hypnotist!
- This Summer the **Austin Chronicle** is profiling **Chris** and eight other Austin music business folks who are originally from England. Also, she was noted in the *Women in Texas Music* article, which appeared in **Texas Beat** magazine. Special note: Chris received an invitation to join the Board of Directors of the **Austin Lawyers and Accountants for the Arts**. This is the first such invitation to a non-attorney/accountant.
- For the second year, **Phantom Video** was designated Maryland Preakness Celebration's official videographer for the Hot Air Balloon races held in Baltimore.
- **Tracy Lyn** is traveling back and forth to San Antonio as we complete her first major album. **Emerald Studios** (who produce commercials for Seaworld, Pizza Hut, Butter Crust Bread and many other major companies) have joined with Phantom to produce this album. After jointly reviewing songs from Nashville and around the country, a unanimous decision was made to utilize Tracy's own songs.
- Chris just completed the third US tour for **Pat Mears** and **SilenZ Records** of Holland.
- Phantom is representing the band **Smalltown Hero's** for the **Global Music Group** of London. Interest has been expressed from MCA records here in the US.
- We have been working with **Mike Kanda** from Tokyo. He is creating Japanese interest in US Country music and looking to locate in the US. Phantom continues to work with several international reps, although the global economy has taken its toll on potential deals.
- **Mark Luke Daniels** is back in Austin. The publishing firm who acquired his management and subsequently signed him to Gene Simmons of KISS has dissolved and Mr. Simmons backed out of the deal.
- Our next letterhead will carry Phantom's 11051 Tangleridge Circle address. Our traffic at executive services' (701 Brazos) dropped after we added additional phone and fax lines (plus cellular service) for Tangleridge Circle. Communications now include 1-800 service.

Chris and Martin Theophilus, Directors

Austin, Texas "The Live Music Capital of the World!"

PHANTOM PRODUCTIONS, EUROPE  
38 Playford Square, Vincent Road  
Luton, Beds LU4 9BE, ENGLAND  
Tel. 011.44.582.599928 • FAX 582.597333

U.K.

PHANTOM RECORDS • MYSTIKOS MUSIC • PHANTOM VIDEO  
Austin Centre Tower, 701 Brazos, Suite 500 • P.O. Box 90936  
Austin, Texas 78709-0936 • U.S.A.  
Tel. 512-288-1044 • FAX 512-288-4748

U.S.



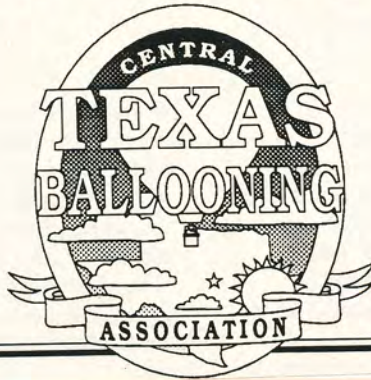
# NEWSLETTER

AUGUST 10  
MEETING AT  
ZILKER PARK  
7 P.M.

**AUGUST**

**Officers**

President: Fred Edmiston  
Vice President: Cheryl Seeman  
Treasurer: Charlotte Thompson  
Secretary: Kathy Beaman  
Editor: Rusty Kaim



**Board Members**

Pilot: Kim Cathcart  
Ray Lisansky  
David Smuck  
Non-pilot: Robert Allen  
Larry McQueeney

**1992**

**DID YA HEAR?**

by Ms. Montgolfier

• Chris and Martin Theophilus recently received an order for their crew training video, From the Ground Up, from Tranport Canada, the equivalent of our FAA. The sale of their tape has been very successful, with orders from 46 states and eight countries.

**MUSIC LANE**  
Voted "Best Austin Studio 1991"  
—Chronicle Readership Poll  
**INCREDIBLE** new facility **NOW OPEN!**  
For recording, video, showcase, or productions  
CALL 476-1567 • 500 SAN MARCOS  
AT THE COMPLEX NEAR IH 35 AND 5TH

LILLIAN STANDFIELD



*Chris & Martin -  
file cabinet cleaning  
Time here at the office  
I came across this  
& thought you might  
want - news - like etc?  
Tho' you probably  
already have - oh well  
Here Liz -  
Lillian*

**LILLIAN STANDFIELD**

S.C.R. Music 1991

P.O. Box 4032  
Austin, TX 78765  
(512) 834-1964

## A CAPITOL CRIME

### CAST OF CHARACTERS

**Dean McKuen** - The Governor's Executive Assistant. He's all business - funny, dirty or otherwise.

**Claymore Wilson (CW)** - The Governor's wordy opponent from the last election. He occasionally suffers from foot in mouth disease.

**Sara Lyn Buchanan** - CW's new lady friend, but she's always on the lookout for a new friend.

**Mitchell Page** - State Congressman and loyal supporter of the Governor. He supports at his own risk.

**Bobby Lee Brigham** - Lt. Governor of the Great State of Texas - and a man with higher ambitions.

**Delores Brigham** - Bobby Lee's equally ambitious and imposing wife. He won't leave home without her.

**Fannie Prychard** - The latest in a line of colorful characters to occupy the Governor Mansion in Austin.

**Buford Purcell** - A dedicated, home grown Captain of the Texas Rangers - and dang proud of it!



19, 1992

M RECORDS  
Center Tower  
Azos, Suite 500  
Box 90936  
, TX 78709-0936

Martin Theophilus  
(512) 288-1044

Martin:

enjoyed reading the Phantom Productions, Inc. newsletter and I appreciate you thinking of me.

I am more than ready to be right about seeing me in the trades. My name has been in major duplicating magazines for the past 6 months regarding a product that I hold on high speed digital duplicating.

I have been concentrating on the duplicating business for the past year and have a new electronic upgrade kit to upgrade older duplicators from 16:1 to 64:1. I've enclosed literature for your information.

I look forward to your next issue of the Phantom Newsletter.

Sincerely,

Ronald M. Newdell  
President

## About the company.

Since 1961 Accurate has been manufacturing and marketing precision recording equipment worldwide.

Located in the heart of California's "Silicon Valley," the company stays one step ahead of the competition through its R&D efforts in magnetic recording and high-speed tape duplication.

Founded by its current president, Ronald M. Newdell, Accurate prides itself in being "customer" responsive. Over 20 years the company has acquired a solid reputation for system development, technology integration and the field support of hundreds of installations around the world.

**ACCURATE**<sup>TM</sup>

*Precision Recording for Professionals.*

3475A Edison Way • Menlo Park, CA 94025 • (415) 365-2843 • Fax (415) 365-3057

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Accurate Sound Corporation • 3475A Edison Way • Menlo Park, CA 94025 • Tel (415) 365-2843 • Fax (415) 365-3057



# MCA

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MCA Records

---

54 Music Square East Suite 302

---

Nashville TN 37203

---

Tel 615 256 2002

---

Fax 615 242 5313

---

8/10/92

Martin Theophilus  
Austin Centre Tower  
Suite 500, 701 Brazos  
Austin, TX 78709-0936

RE: Trouble Shooters/Smalltown Heroes

Dear Martin,

Thanks for the latest on the "Trouble Shooters", now, "Smalltown Heroes". They really are a good band. Still, I don't hear the song that pushes me over the edge. Keep me posted.

Good luck with Tracy's record. Stay in touch.

Regards,



Kurt Denny

KD/rlf



summer. It's hot! Chill out and call us before the  
real heat's on to find your holiday entertainment.

Seasons Greetings from David Perloff Music  
tel. 512-458-3400, or 1-800-880-7426



Thursday, August 20, 1992  
Austin American-Statesman

**Onward**  
To The Wheel

# Get The Beat

Study music and commercial music management at Austin Community College. The new music/commercial music facilities at the Northridge Campus are open for fall semester classes. Registration is August 25-27.

### Performing Groups

- Rock Band
- Jazz Band
- Choir/Vocal Ensemble
- Guitar Ensemble

### Music Courses

- World Beat Music  
taught by Dan Del Santo
- Theory/Ear Training\*
- Private & Group Lessons

### \* Students \*

A new section of Theory/Ear Training has been added. Drop by the Humanities table at registration or call for details.

### Commercial Music courses include:

- Audio Production (Recording Technology)
- Concert Promotion and Venue Management
- Legal Aspects of the Entertainment Industry
- MIDI (Musical Instrument Digital Interface)
- Improvisation
- Synthesis

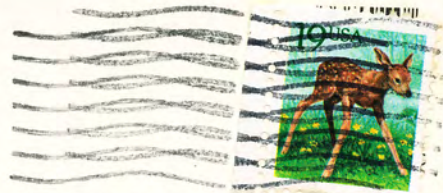
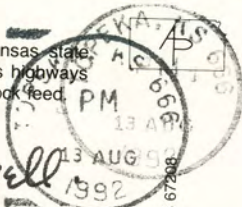
For more information call the Music Department

**832-4806 or 832-4780**

AUSTIN COMMUNITY COLLEGE

Hay bales and wild sunflowers, the Kansas state flower, are common sights along Kansas highways and country roads. Hay is used for livestock feed.

Chris and M:  
Topeka went well  
finite comeback on  
weekend. Let's try November.  
old hippie club in Lawrence  
Kansas is The Bottleneck.  
Millwater Tonight. Cash is  
doing a good job. Let's  
talk about whether you want  
continue this highly  
rative relationship for  
November!  
Regards Pat



POST CARD

CHRIS and MARTIN  
THEOPHILUS  
P.O. Box 90936  
Austin, TX 78709



# Tonight's Program

*this order is subject to chaos and change*

**I am Texas-** The cast assumes the multiple personalities of our Great State; they may have assumed too much!

**A Simple Madrigal-** A lesson in communication.

**Ray Anderson Magic-** Ray is one of the top young magic talents in United States of Texas.

**Bush or Bill-** A parody from Guys and Dolls, this is the voter's quandary!

**Patsy Cline-** She's on her "back to earth tour" and is packing a bundle.

**CPW News-** This show has the highest ratings in Bullet Bluff, and certainly puts current events in some sort of perspective.

**Guided Tour-** Have you ever wondered what the inside of a vote counting machine sounds like? No??!

**One Evening at a Cocktail Party-** Ladies, this could happen to you...NOT!

**Bad Joke of the Week-** One a show is more than enough.

**Buck Husky-** Our consumer advocate keeps his eagle eye on society for us; move over Rush.

**Porgy and Bush-** Only Gershwin is appropriate for our first family.

**Love Doesn't Do Right-** Suspicious dancing from Ms. Beverly Bidet and the boys.

**Women of the West-** A message from the North Dallas Ladies Rap Group.

**Train Songs-** A medley of classic traveling tunes guaranteed to send our audience home snappin' and clappin'!!

## Esther's Traveling Follies cast

Kim Davis, Janet Lynn, Milaka Myers,  
Beverly Robinson, Dave Arnsberger,  
Andy Ehrenfeld, Ray Anderson

Musical Director/piano Noel Alford  
Road Manager/tech - Bill Haddad  
Producer/sax - David Perkoff



Introducing the best kept entertainment secret in  
Texas ➤ ➤ ➤ Esther's Traveling Follies

"The state's wackiest comedians,  
singers, and dancers...side splittingly  
funny...a theatrical phenomenon!"  
---Texas Monthly

"A smorgasbord of humor...ambitious,  
adventurous and professional."  
---Austin American Statesman

"Talented, abundantly energetic and  
uncommonly versatile."  
---Houston Post

"Wildly mixed bag of goodies...  
artfully-blended topical satire and  
musical parody."  
---Fort Worth Star-Telegram

"Savvy and savage satirical revue."  
---Dallas Times-Herald

Hilarious, fast moving and  
totally captivating, Esther's Follies  
has been entertaining capacity crowds  
in their own theatre in Austin, Texas  
for over fifteen years.

The Esther's Traveling Follies  
troupe performs the same side-  
splittingly funny musical parody,  
contemporary satire and humor - but  
they bring their shows to you -  
anywhere - you name the place and  
Esther's Traveling follies will  
entertain you.

**P.S.** If you know a business or  
individual who's having a big shindig,  
please don't keep Esther's Traveling  
Follies a secret. Pass along our  
brochure or phone number so we can  
return for much more fun. Keep a look  
out for our TV Special on HBO/MTV's  
Comedy Central Network. We have  
demonstration videos available for all  
our shows and bands.

It's easy to contact Esther's Traveling  
Follies. . . Just call our handlers!!



**David Perkoff Music**  
1-800-388-2336  
1-512-458-3400



FOCUS

CORPORATE ENTERTAINMENT

# Entertaining clients for fun and profit

by M.A. DORNBUSCH  
Austin Business Journal Writer

Hunting trips and comedy troupes have replaced three-martini lunches for enlightened Austin business men and women courting clients or entertaining employees.

One group that frequently performs at business functions is Esther's Traveling Follies, managed by David Perkoff Music.

The group does 60 shows a year in Austin and surrounding areas, said agency representative Chris Theophilus.

Eight cast members will perform either a 50-minute stock show for which the performers pick the material or a custom show requested by the company.

For a custom show, writers interview meeting planners to get insider information about the company or a personality. The troupe then writes skits or songs based on that material.

One of the funniest skits the traveling troupe performed was for CompuAdd's Christmas party last year. The party had a renaissance theme and Esther's Traveling Follies did a Mark Twain parody called "A Texas Bubba in King Arthur's Court," Theophilus said.

she added, "People won't do anything against their will."

Perkoff also manages a hypnotist, James Courts, who can hypnotize up to 30 people at one time, Theophilus said.

"He can virtually turn people in to cats, dogs or singers," she said. But,



Cast members from Esther's Traveling Follies provide an amusing alternative to traditional corporate entertainment activities. The group performs 60 shows a year in Austin and surrounding areas.

PHOTO COURTESY OF DAVID PERKOFF MUSIC



Are You Ready For A

# TEXAS-SIZE

## HOOTIN', HOLLERIN', BOOT STOMPIN' GOOD TIME?



✦ 100 Balloons-BFA Sanctioned



Courtesy of Fort Worth Convention & Visitors Bureau

✦ Enjoy Pioneer Days!



Courtesy of Fort Worth Convention & Visitors Bureau

✦ See Wild West History

✦ World's Largest Honky-tonk!

✦ \$5,000 Cash Grab!



Courtesy of Fort Worth Convention & Visitors Bureau



Don't Miss The  
**FORT WORTH INTERNATIONAL BALLOON RODEO**  
MEACHAM FIELD, FORT WORTH, TEXAS  
SEPTEMBER 18-20

For Registration Information write:  
FWIBR, Don Hansen, 4000 N. Main St., Fort Worth, Texas 76106 (817) 624-5531



## TIPS FOR TRAINERS

By The Ol' Phil-osopher

[Editor's Note: The Ol' Phil-osopher sits upright in his rocking chair. Help him to relax some. Send your training tip to him c/o the address below.]

What are your strengths and weaknesses? How can you find out? Martin Theophilus, co-founder of Phantom Productions, suggested last month at ITC that we spy on ourselves to find the answers to these questions.

He told a story about a boy who did yard work. The boy called people from a pay phone in a drug store. He asked prospective customers if they needed their lawns mowed and trimmed.

Each time he was told, No, we already have a yard boy. "But I can do a great job," he implored. And he listed all the things he could do. No, no, the people replied. Our yard boy does all that, and very well, too.

Finally, the druggist, who couldn't help overhear the one-sided conversation, remarked that it appeared the boy wasn't having much luck.

"Oh, it's okay," he said. "I'm their yard boy. I just wanted to find out how I'm doing."

Find out how you're doing. "Spy" on yourself. Tape yourself and other trainers regularly. Try to place yourself in the audience to see what they see. Are there distractions in your presentation? Is there dead space? How do you begin your presentation? How do you connect with the audience? Spy on yourself; don't sabotage yourself.

(Mail your suggested "Tips for Trainers" to the Ol' Phil-osopher, c/o Phil Coleman, Texas Dept. of Human Services, Mail Code W-319, P.O. Box 149030, Austin, TX 78714.)

### CENTRAL TEXAS BALLOONING ASSOCIATION

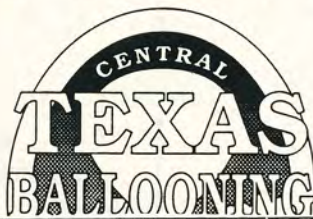
# NEWSLETTER

NOVEMBER

1992

#### Officers

President: Fred Edmiston  
Vice President: Cheryl Seeman  
Treasurer: Charlotte Thompson  
Sec  
Edi



#### Board Members

Pilot: Kim Cathcart  
Ray Lisansky  
David Smuck

## A Tribute to Hot Air Balloon Flight!

30 minute video of incredible balloon flights

**New  
release!**

**SUNRISE  
SUNSET**

From gentle winds and peaceful scenery to multiple launches and tethered moonglows.

This tape captures the experience. No narration, just beautiful balloons & music. Great for showing sport to the public. Includes shapes & commercial sequences that may be used for promoting ballooning!

\$19.95 + 3.00 shipping & handling each.  
Buy any two for \$40.00 and we pay shipping!

**Special Offer to Central Texas Balloon Association Members! 15% Discount!**  
Save over \$3 - Send \$19.50 and we'll pay shipping!  
CTBA Multiple discount (including shipping)  
2 tapes \$34.00 • 3 tapes \$48 • 4 tapes \$60 (=1 Free)

#### Other Ballooning tapes available:

- Crew Training Tape "From the Ground Up"  
"From the lighthearted overviews to the step-by-step instruction, this video provides a clear explanation of crew training techniques."  
Donna Cook Eastman, *Ballooning Magazine*
- 1990 Harris Branch Balloon Meet
- 1991 Maryland Preakness Balloon Event
- 1992 Maryland Preakness Balloon Event
- 1992 Fort Worth Balloon Rodeo

Tapes  
make  
great  
gifts!

Please send number of copies indicated      Sunrise      Crew      Harris Branch      91 Preakness      92 Preakness      FtWorth  
Amount enclosed \$                      for #      tapes

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Send your order to:

PHANTOM VIDEO c/o Phantom Productions, Inc.  
P.O. Box 22226 Austin, TX 78722-0226 512-222-1244





**Join Austin Lawyers  
& Accountants for the Arts**

**For a Christmas Party to Honor  
our Members, Friends and Clients**

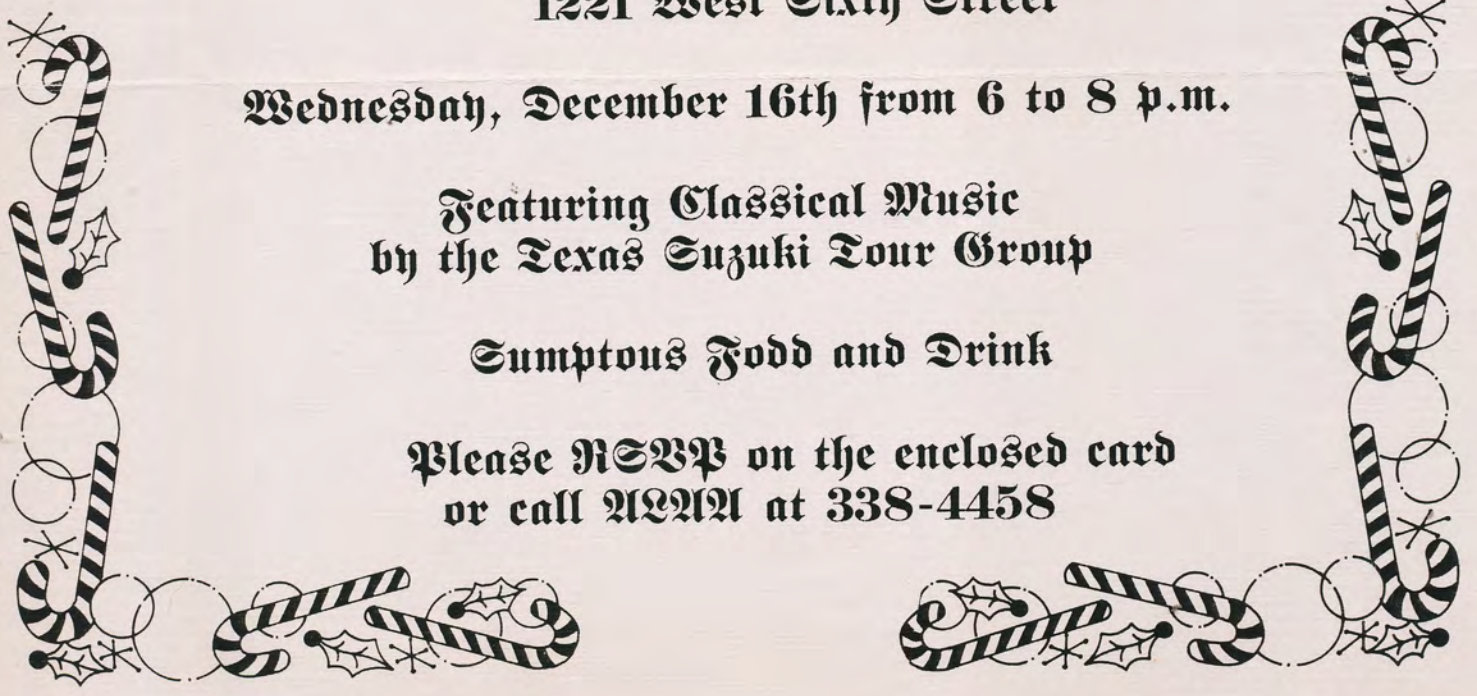
**at El Taller Gallery  
1221 West Sixth Street**

**Wednesday, December 16th from 6 to 8 p.m.**

**Featuring Classical Music  
by the Texas Suzuki Tour Group**

**Sumptuous Food and Drink**

**Please RSVP on the enclosed card  
or call AAA at 338-4458**





512-253-4771  
 (512) 283-1047  
 MARTIN 15.00

# SUNRISE SUNSET

**Sunrise Sunset**, A tribute to Hot Air Balloon Flight. Phantom Video, c/o Phantom Productions, P.O. Box 90936, Austin, TX 78709-0936. 30 minutes. \$19.95 plus \$3 shipping.

If you want to show your friend what it's like to get hooked on ballooning, then even more hooked on competition, this tape is the way to go.

With virtually no human conversation, and absolutely no narration, *Sunrise Sunset* tells the story with video, music, and the normal background noise of burners, fans and human greetings that go along with ballooning.

Martin Theophilous shoots from the air and from the ground, giving us some lovely shots both ways.

He then combines these with some very nice music, which never drowns out our experience of the flights.

The tape starts out with some typical morning flying. We begin with the burner test, move to inflation, and drift into the quiet morning.

Theophilous shows us some amazing footage of birds taking off in the water under and around the balloon—capturing the magic we all experience at one time or another in our rural flights.

The miracles of modern technology bring us in close to a large city, then over its major airport.

It's a little unnerving to watch an American Airlines jet moving down the runway underneath you, at least if you're not used to flying in such an area. But the conversation with Air Traffic Control reassures us that everything's ok.

The tape then moves into increasingly serious competitive

ballooning, starting slowly with balloon festival inflations and traffic, then moving into baggie tosses and target fixation.

As the competition segment progresses, we become increasingly caught up in the many baggie tosses, and their scores.

We are at the target, watching the pilots come close enough to lean over and place their markers.

Then we're up high, flinging the baggie as far as it can go. Dozens of throws, from every angle, saturate us in competition, while showing the enormous contrast between pilot and aircraft.

After the tosses, Theophilous moves on to the gentle and not so gentle landings after competition flights, including a dropline landing. He closes that segment with a glow.

While corporate balloons are included in the program, their advertising message is not emphasized, with the exception of the green Harris Branch balloon. The focus here seems to be on the ballooning itself. Competition pilots would call Theophilous a "poet."

And while, if you look hard, you can distinguish some familiar faces, the concentration is on the balloons, not their pilots, crews, or passengers.

The video closes with a pack-up and champagne ceremony, accompanied by the balloonists prayer, sprinkling of dirt and grass, and spraying the passengers with bubbly.

This tape is a very faithful portrayal of several facets of ballooning. There are some nice shots here, and a half hour well worth spending on a cold winter afternoon.

Ruth P. Ludwig

**Motorola Radius GP300.** VHF or UHF programmable two-way radios. Mobile-1, 1555 W. University Dr., Ste 108, Tempe, AZ 85281.

When Tim Duckworth called to talk about radios, I'd been looking to buy a set, after a dozen years or more of flying without them. I'd tried CBs years ago, but they're such a bother, and so noisy, that they cut into my and my passengers' enjoyment of the flight.

Tim assured me I would love these radios, and sent me a set to "test fly" during the U.S. Nationals. He promised they'd be small, easy to use, clear, and quiet. He said my crew would hear me from long distances, and that there would be no one else's chatter to sort through.

He was right, on all counts. I loved these little radios (shown actual size at right). He had equipped them with an optional



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on working. I decided not to put them through this particular test.

At \$695 a piece, plus \$39 each for the chargers, these radios had better be great. They are. For a little less, you can get the model P110, without the interior steel casing. Just don't drop it on any concrete.

Ruth P. Ludwig



MANAGEMENT PROFILE

**PETER BUTCHER** - Mr. Butcher grew up in London, England. He received diplomas from both Oxford and Cambridge Universities and worked 13 years with Her Majesty's Government primarily in engineering. In school, he was a member of several prestigious groups and performed on numerous instruments with concerts at the Royal Festival Hall and Royal Albert Hall. He was also a member of the BBC Choral Society.

His experience includes numerous musical performances with tours in England, Germany, Austria, Belgium, France, and the United States. He formed his first band, "Vanity Fayre," at age 19 which produced several hit records in Europe. His experience includes television production, radio shows, publishing, promotion and artist management. Mr. Butcher and his wife operated their own management agency in Frankfurt, Germany for four years and established ties with the major European record companies. This included independent consultant work with CBS, HANSA (the largest record company in West Germany) and concert promotion in Europe and Canada.

Mr. Butcher has been in Austin, Texas three years during which time he established his own company "Music Etcetera," his own record label "Bag of Wax" and continues to manage artists in the United States. Mr. Butcher provides management and the foreign resources for the Demo Placement Service.



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**SPECIAL NOTE** By returning the enclosed post paid card within 30 days, MUSIC ETCETERA will waive the regular registration fee of \$25.00.



Rich Michael Associates,

PETER BUTCHER  
Director of Operations

509 M. E.  
Austin, Tx  
(512) 479





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phonogram

Dear Peter,

Thank you very much for your letter of 7th March. I have had an opportunity to discuss Roni Hill's recording contract with my people in Berlin and they feel, we should find somebody to record her in America.

Please let me have your reply to my London office and send a copy to Mr. Blume and

DAVE BUCKLEY  
A & R MANAGER

Yours Sincerely,  
DAVE BUCKLEY

Dear Peter,  
Thank you for the demo you sent to us. I have given the tape a good listen and found it pleasant, but did not think the songs strong enough. Once again, thanks and if you do have any product in the future, please do not hesitate to send it.

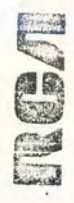
27th August, 1980

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EMI RECORDS



Peter Butcher PO Box 4870,  
Austin,  
Texas 78765.

Mr. Peter Butcher  
Music Etcetera  
Post Office Box # 3432  
Austin, TEXAS - 78764

Dear Mr. Butcher:

Thank you for your October 20th. letter informing about the availability of RONI for promotional services in our territory.

We are interested in her LP and will highly appreciate any information you can give us regarding it.

Enclosed please find 3 copies of RONI's single issued by us.

Sincerely,

Artemisa Moreno (Ms.)  
Manager of the Int'l. Dept.



DIRECTORS BRUCE D WHITE JOHN A BAUTISTA



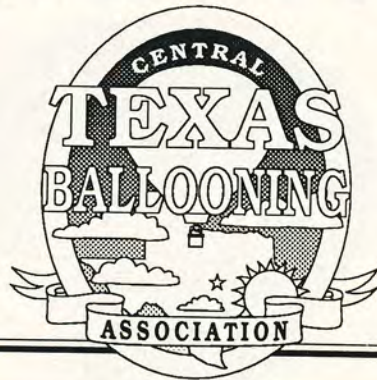
# CENTRAL TEXAS BALLOONING ASSOCIATION

# NEWSLETTER

## SEPTEMBER

### Officers

President: Fred Edmiston  
Vice President: Cheryl Seeman  
Treasurer: Charlotte Thompson  
Secretary: Kathy Beaman  
Editor: Rusty Kaim



## 1992

### Board Members

Pilot: Kim Cathcart  
Ray Lisansky  
David Smuck  
Non-pilot: Robert Allen  
Larry McQueeney

## OCTOBER

**DID YA HEAR?**  
by Ms. Montgolfier

• Congratulations go to Chris Theophilus for being elected to the board of Austin Lawyers and Accountants for the Arts. She is the first non-attorney/accountant to be on the board. The organization wants to be more touch with the arts community.

## Flying in Cowtown

The CTBA had a fine showing at the Fort Worth International Balloon Rodeo. Sixty five balloons were registered, seven of those were CTBA members: Clotaire Castanier, Lloyd Cates, Guy Gauthier, Phillip MacNutt, Brett Miller, Charlie Rentz, and Nick Stanko. The balloonmeister was Dan Sherrill who was assisted by Ray Lisansky who provided the weather. Pitching in at registration, propane, on the launch field and assorted other duties were Rusty Kaim, Lowell and Leah Linney, and Larry McQueeney. Chris and Martin Theophilus were filming on the ground and in the air, and many more members attended as crew.

Friday evening a lot of balloon participated in the moon glow, which ended before dark, making for relatively early night. Saturday morning was a fly-in task and key grab. No one grabbed the ring to win the pick up truck, but many balloons reached the field. The winds provided a box allowing pilots to approach the target from different directions and the opportunity to make more than one approach to possibly score a better drop. Nick scored third, Guy ninth, and Clotaire tenth.

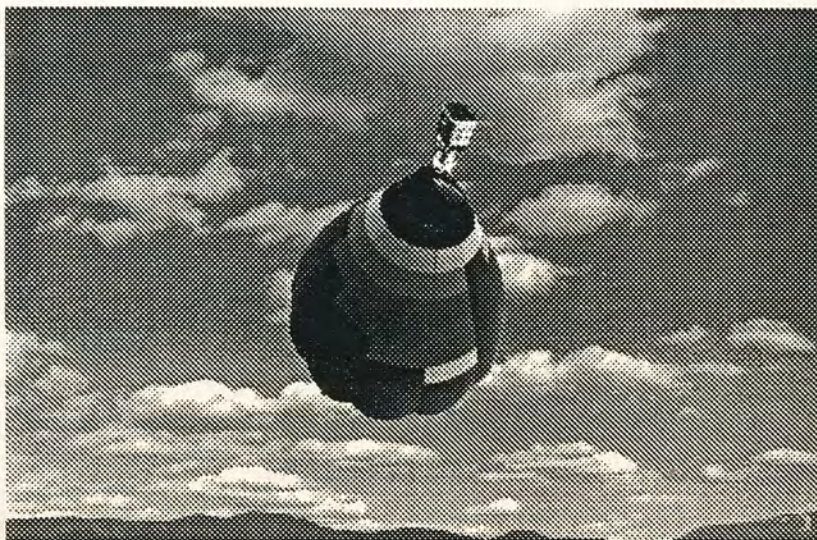
The evening task was a hare and hound with Clotaire's Coyote balloon as the hare. There was a bit of confusion when the hare launched early, before most of the other balloons had arrived on the field to set up. Fortunately, even with the communication mix up, balloons that launched early and late were both able to find the same winds to follow

the hare. Seven pilots scored (three being from the CTBA): Phillip (1), Lloyd (3), and Nick (7).

Sunday morning the surface winds were 5-7 knots at the field and 30 knots at 3000 feet. The competition was cancelled. Four pilots decided to fly and one tethered. Bubbles Beard of Baton Rouge broke her ankle on her landing, but there were no other injuries or accidents during the weekend.

There was no brunch so checks were presented promptly to the top five. The winners were Nick Stanko (1), Sam Edwards (2), Ed Covington (3), Phillip MacNutt (4), and Cheryl White (5).

This was the first year for this event. The launch field, motel and propane were all located at Meacham Field Airport. The airport was closed during the hours it was being used by the balloons. Convenience was a plus, but the motel wasn't prepared for the onslaught of balloonists. Several people had reservation problems and were moved to a different hotel. Hopefully next year some of the kinks will be worked out. Congratulations to the winners and to all who participated for making it a fun and safe weekend. ♥



Lloyd

WAXAHACHIE- Electromagnetic force effects balloon flight near super collider. See story, page 9.



October 23, 1992

The Sky's the Limit  
366 Indian Creek Drive  
Trophy Club, Texas 76262  
(817) 430-3423

Dear Chris and Martin,

We just received the tape of the Fort Worth race. Thank you very much for this and the other tapes you have sent. It was great being able to re-live the weekend, especially the part where I threw my glove at the "X", instead of the baggie, which was sitting comfortably in the chase vehicle.

"Sunrise to Sunset" was wonderful, too. Chris, I see now why you were so excited about the footage you got during your first flight with Dan in Austin.

We had a great time in Albuquerque. We flew eight out of nine days, there were no major accidents - it was one of the nicest weeks for ballooning in recent history. There is no doubt about it - you simply MUST get there next year.

We were at the Poteet Strawberry Balloonfest (just south of San Antonio) the weekend after Albuquerque, and thought we might see you there. We were flying for RE/MAX, and took first place!

Thanks again for the three tapes - they are sure to be viewed over and over at our house.

Sincerely,

Jim and Deb Whitesell



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- Shrimp Cocktail
- Salad
- Sorbet
- Chicken Poppicotti
- Rice Pilaf
- Vegetable du Jour
- Bananas Foster



Order enclosed per my phone call to you this day..thanks for your recommendations.

We have truly enjoyed having Dan Sherrill talk to us for your helpful FROM THE GROUND UP..and even Dick Goss lifting the Toast.. since we work as Observers at Battle Creek and NATIONALS have had an opportunity to meet some of your great TEXAS PILOTS...

Dan Sherrill  
Joe Heartsil  
Pat Cannon  
Terry Cooper  
Dr. Bill Bussey... etc...

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1990 Harris Branch  
1991 Maryland Preakness  
1992 Fort Worth

Myra Ehnert  
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Gurnee, IL 60031-2354

Chris and Martin Theophilus  
Phantom Productions  
P.O. Box 90936  
Austin, Texas 78709-0936

Dear Chris and Martin:

I would like to thank you for teaching a wonderfully informative class at Austin Community College.  
Enclosed is my resume which I mentioned I would send.  
I am presently seeking a position in the music industry relating to artist management.  
If you or someone you know might be interested, I can be reached at the number listed in my resume. I would greatly appreciate it.  
Again, THANKS!!

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This tape captures the experience. No narration, just beautiful balloons & music. Great for showing special to the public. Includes shapes & commercial sequences that may be used for promoting ballooning!

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 90 Harris Branch Balloon Meet  
 91 Maryland Preakness Balloon Event  
 92 Maryland Preakness Balloon Event  
 92 Fort Worth Balloon Rodeo

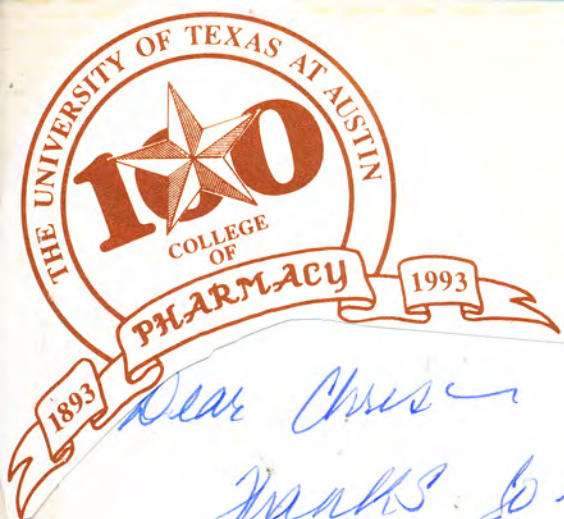
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If you have any questions, please call Chris or Martin at 512-288-1044. Sorry, we are set up for credit card orders. However, we ship within two days and can send COD orders.

SINCERELY  
*Bill N. DuFour*  
Bill N. DuFour







October 30, 1992

Dear Chris

Thanks so much for your assistance in the Centennial Jailgate Party. "Texas Fancy" was excellent and added a festive atmosphere to our event! Overall, they were perfect!

I look forward to starting work in January on the Centennial Gala! Thanks!

Jannan Roberts







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Guanajuato, Gto. México,  
del 20 al 29 de noviembre de 1992

Reservaciones  
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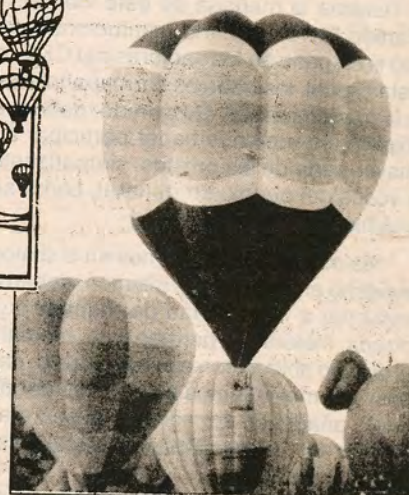


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del 20 al 29 de Noviembre  
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## Invaden globos aerostáticos el azul del cielo guanajuatense

35



GUANAJUATO.- Entre las 6:00 y 9:00 de la mañana, este fue el bello espectáculo que pudieron apreciar los guanajuatenses. Inicia el Festival Internacional de Vuelo en Globos Aerostáticos. (Fotos: Jorge Contreras).









by College will hold its annual fund-raising showcase Saturday at Steamboat. Acts include **Left Hook**, **Shanghai Steel**, **David Spann**, **Split** and one more to be

# Star salute to ho



The Business After Hours program is honoring Clark and his band at its Super Star Salute.

confirmed. Admission is \$4, with proceeds helping benefit the department and its students through the Townsend Miller Scholarship fund.

The production will additionally honor the memory of instructor **Peter Butcher**, who suffered a fatal heart attack a week ago, and whose Concert Promotion and Venue Management students are producing and promoting the concert.

Friday, December 4, 1992

Austin American-Statesman

## Deaths

### Peter Stephen Butcher

Peter Stephen Butcher, age 48, of Rollingwood died Wednesday, December 2, 1992.

He taught classes in the commercial music management program at the Austin Community College until the day of his death. He was known and loved for his tireless contribution in advancing the music industry in the Central Texas area.

Survivors include his wife, Bettina Stephens Harrold and daughter, Lara Harrold of Rollingwood; mother, Angela Butcher; brother, Paul Butcher of Kent, England; mother and father-in-law, Thelma and Hollis Stephens of Rollingwood; and numerous other close family members in Kent, England, and the Austin area.

Funeral services will be held at 2:00 PM Friday in the Weed-Corley Funeral Home with Dr. Ray Martens officiating.

In lieu of flowers, memorial contributions may be made to Concordia Lutheran College, 3400 Interstate 35 North, Austin, Texas 78705, for Lara Harrold Education Fund.

Arrangements by Weed-Corley Funeral Home, 3125 N. Lamar. 452-8811.







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Primer Festival Internacional de Vuelo en Globo  
Guanajuato, Gto. México



Piloto  
MARTIN THEOPHILUS.





Comité Organizador del Primer  
Festival Internacional de Vuelo en Globo  
otorga el presente

reconocimiento a

*Chris Theophilus*

por su valiosa participación como piloto  
en este Festival.

Marco Antonio Rodríguez L.  
Director General

Primer  
Festival  
Internacional  
de Vuelo  
en Globo



Puerto Vallarta, Gto. México, noviembre de 1992.

El Comité Organizador del Primer  
Festival Internacional de Vuelo en Globo  
otorga el presente

Reconocimiento a

*Martín Theophilus*

por su valiosa participación como piloto  
en este Festival.

Marco Antonio Rodríguez L.  
Director General

Primer  
Festival  
Internacional  
de Vuelo  
en Globo





# Orquesta Sinfónica

de la Universidad de Guanajuato

DIRECTOR TITULAR, HECTOR QUINTANAR





Reprinted from the Houston Balloon Assn. Newsletter

## FLYING IN MEXICO

by Cheri White

This Thanksgiving "Castaway" was one of ten lucky balloons to go and experience a true adventure in Mexico. The festival was the "Primer Festival Internacional de Vuelo en Globo" and it was held in Guanajuato, a beautiful city about four hours to the northeast of Mexico City and an hour from San Miguel de Allende. Guanajuato was founded in 1548 and has been declared a national historic monument since so much of the city's colonial aspect remains. The city crowds the slopes of a dry, narrow, rugged canyon with mountains surrounding the city. The city has a bunch of underground tunnels for the cars that remind me of batman's tunnels.

When Dan Sherrill called and asked me if I was interested, I jumped at the chance. Dan warned me that it was Mexico and that he did not really know what to expect, except that we would have a good time. Marco Antonio Rodriguez had just bought a balloon from him, had been to Albuquerque and wanted a festival in his city. He had arranged for sponsors, hotel rooms, propane, airfare and he owned a restaurant. When I dropped my balloon off at Dan's and I saw Bubba, Dan and Marco building the trailer to carry the balloons to Mexico, I got a little nervous wondering if I would see my balloon again. However when I arrived in Mexico on Friday, the other pilots had unpacked the trailer and had all of the balloons sitting in a gymnasium with two armed guards. The hotel was a really nice hotel with balconies overlooking beautiful gardens and the food at Marco's restaurant was very delicious. He had wonderful soups and great pizza. All of our hopes of losing a few pounds fell by the wayside.

Now for the part you have all been waiting for, the flight details. Since I missed the first flight, I got to hear all the stories of the first flight. Tony Kinser from Kentucky told me of his experience of getting nervous over the city with light winds, lots of wires and few landing spots and his landing on the side of a mountain which required the crew to carry the balloon off the steep slope. Ron Martin and some of the other pilots told me that it was one of their best flights ever. Saturday morning arrives and I meet my crew, Alberto, Manuel, Dante and Norma. Alberto speaks a little English and has a four wheel drive truck. We take off on a basketball court next to the gymnasium and have an excellent flight over some rolling hills and down into a valley. The winds are very calm and we tether a bunch of children at our landing spot. Since the terrain is like Albuquerque, I use the children to keep the balloon off the ground while packing. That day, I bought a bunch of candy and gave it to the children after every flight. Sunday we had box winds and Dan convinced us all to fly over the 2000 foot mountains. This was my first mountain flight and it was very exhilarating. Nora Price and Alberto flew with me. We got in a little rotor on the other side that made us a little nervous. You will have to ask me or Nora in person to describe it. Our crew and all the children were right there when we landed as they were every day. Monday it rained, but the rest of the week we had perfect weather. I made eight splendid flights in Mexico. We only flew the mornings so that we could go on tours of other cities, mines, churches, and go shopping during the afternoons. Every night was a party at Marco's in which Bubba thrilled us with his jokes and Bob Corey served us margaritas. One night the crews surprised us with a birthday party for John Hanson and Bob with pinatas for both birthday boys, a fiesta and lots of cerveza and margaritas. A few of us acquired nicknames while in Mexico. Dick Goss was "Diribag Dick", Larry McKenna was "Hounddog", Bob was "Tree Trimmer", Tony was "Aquaman" (he took seventeen gallons of water to Mexico) and I was "Candywoman".

Marco and Dan did a fantastic job of organizing the first race and I look forward to many more races in Mexico. We all had a wonderful time, made many new friends and were very sad to leave. I gained a new respect for Mexico and its people and am starting Spanish lessons in January.

Other CTBA members who enjoyed this trip were Fred Edmiston, Kay Moore, Matt Naylor, and Larry McQueeney (McKenna).



Primer Festival Internacional de Vuelo en Globo

Guanajuato, Gto. México



Piloto

CHRIS THEOPHILUS.



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# Texas Music Association

Austin Chapter  
P.O. Box 2664 • Austin, TX 78768-2664  
(512) 441-7111

Dear Martin,

This letter is to let you know how much I



# AUSTIN MUSIC MONTHLY

FEBRUARY 1993

A publication of the Austin Chapter of the Texas Music Association

## Power Packed ACTMA Board Gears Up For A Big 1993

A stellar line-up of Austin music professionals will lead the local chapter of the Texas Music Association into what is hoped to be ACTMA's biggest year to date, putting their focus squarely on expanding the chapter's membership and offering those members the best programs, services, benefits and fundraisers possible. Given the make-up of the board confirmed at the January 6 meeting, it's no surprise that those possibilities are already becoming exciting realities (see accompanying story on this year's programs).

The 1993 slate of Directors, Officers and Advisory Board Nominees draws from a broad spectrum of Austin's pool of music professionals, with the directors representing management, music publishing, record companies, talent booking, radio, concert promotion, print media, professional services, service industries and the financial community. "I really tried to recruit people who I thought would bring

energy, experience and ideas from many of the top businesses in town," explains President Carlyne Majer, who is serving in her second year at the post. The results certainly read like a goodly portion of a "Who's Who" of the Austin music business

### Directors

- Sandy Edwards-Franklin Federal**  
Business/Banking/Accounting Chair
- Mike Mordecai-BBA**  
State President Nominee
- Betsy Rice-Lighthouse Music**  
Texas Music Month Chair
- Steve Thompson-Capital Show Management**  
Benefits Chair
- Harry Friedman-Amazing Records**  
Texas Music Month Chair
- Kevin Connor-KGSR-FM**  
Fundraiser Chair
- Wayne Napa**  
Austin Representative
- Margaret Tim**  
Texas
- Kri Joe Priesen**  
Xmas

### Officers

- Steve Hudson-Record Ranch Audio**  
Chairman
- Carlyne Majer-ATS Management**  
President
- Dave Brichler-Lone Wolf Management**  
President-Elect
- Ric Shreves, Esq.**  
Secretary/Legal Counsel
- Don Grefe, CPA**  
Treasurer
- Rob Patterson-Austin Chronicle**  
VP/Communications
- Keith Ayres-Texas Beat**  
VP/Publicity
- Gretchen Barber-Barber Management**  
VP/Events
- Layne**

- Roland Swenson-SXSXW**
- John Kunz-Waterloo Records**
- Tish Hinojosa-Rounder recording artist**
- Casey Monahan-Texas Music Office**
- Harold McMillan-Austin Jazz Festival**
- Martin Theophilus-Phantom Productions**
- Mike Crowley-Bee Cave Music**
- Ruth Ellsworth-Blame Music**
- Bill Britton-Bank One**
- Cindi Lazzari-Ford & Ferraro**
- Mark Hallman-Sceptre Productions**
- Suzanne Hoffman-Austin Chamber of Commerce**
- Henry Maldonado-Maldonado's Records**
- raham-Frank Erwin Center**
- John W. Williams-Lone Wolf Mgmt.**
- Carroll-KLBJ-FM**
- Jacobsen-Jagmo**

### Nominees - 1993 ACTMA ADVISORY BOARD

- Roland Swenson/SXSXW**
- John Kunz/Waterloo Records**
- Tish Hinojosa/artist**
- Casey Monahan/Texas Music Office**
- Harold McMillan/Austin Jazz Festival**
- Martin Theophilus/Phantom Productions**
- Mike Crowley/Bee Cave Music**
- Ruth Ellsworth/Blame Music**
- Bill Britton/Bank One**
- Cindi Lazzari/Ford & Ferraro**
- Mark Hallman/Austin Chamber of Commerce**
- Suzanne Hoffman/Sceptre Productions**
- Paul Korzilius/Bon Jovi Mgmt.**
- Jane Sibley/Austin Symphony**
- Henry Maldonado/Maldonado's Records**
- Robin Shivers/Austin City Limits**

team on board," con-  
"the Austin Chapter  
has the potential to  
ivities while sharp-  
rformance on ev-  
sults will hope-  
facet of the mu-  
his city." ■

Carlyne Majer  
President  
ACTMA

P.S. Thanks  
The AMBA Me