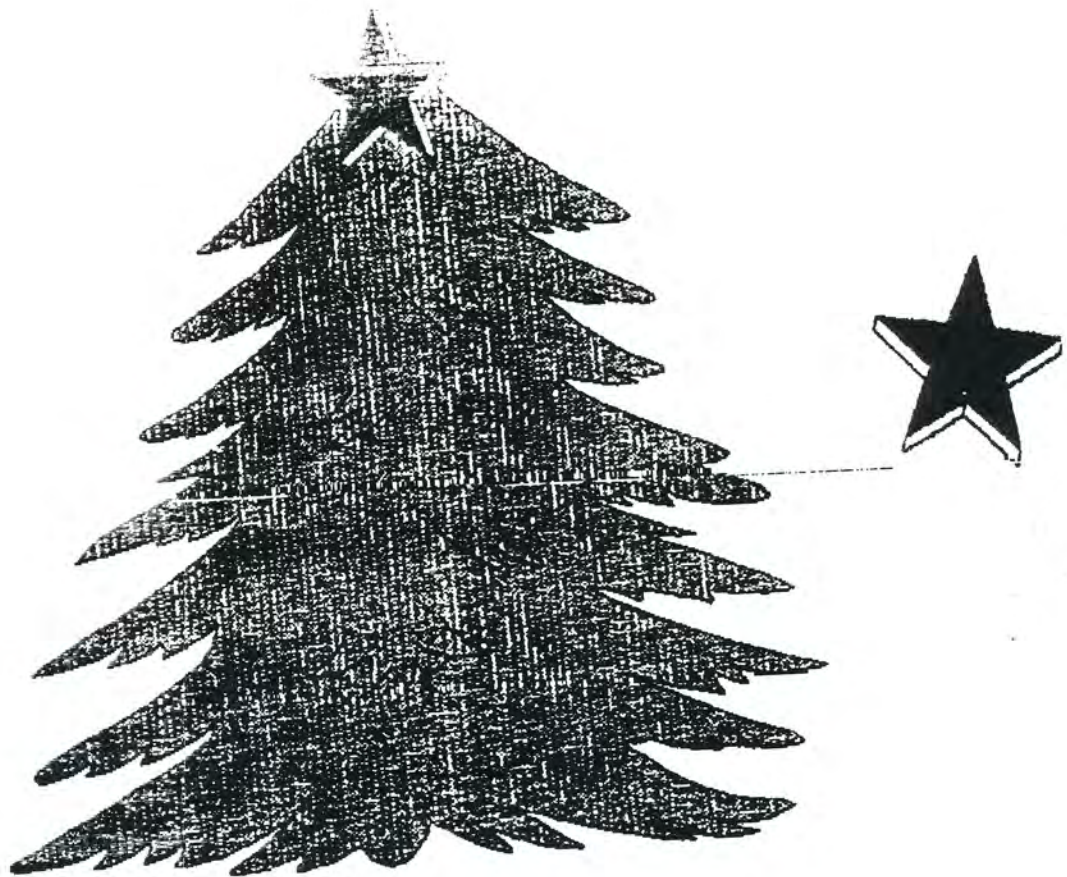


WISHING YOU AND YOUR FAMILY
MERRY X'MAS
AND A
VERY HAPPY NEW YEAR



FROM

J. Kramer

Juergen Kramer, Hans-Thoma-Strasse 16, D-75233 Tiefenbronn, Germany
Telephone (07234) 8855
Telefax (07234) 5885

Certificate of Achievement

This 35-Year

Achievement Award is presented to

Martin Theophilus

and

Phantom Productions Inc.

For 35 Years of Continued Growth

And Customer Satisfaction

1964-1999

On this *1st* day
of *January* 19 *99*



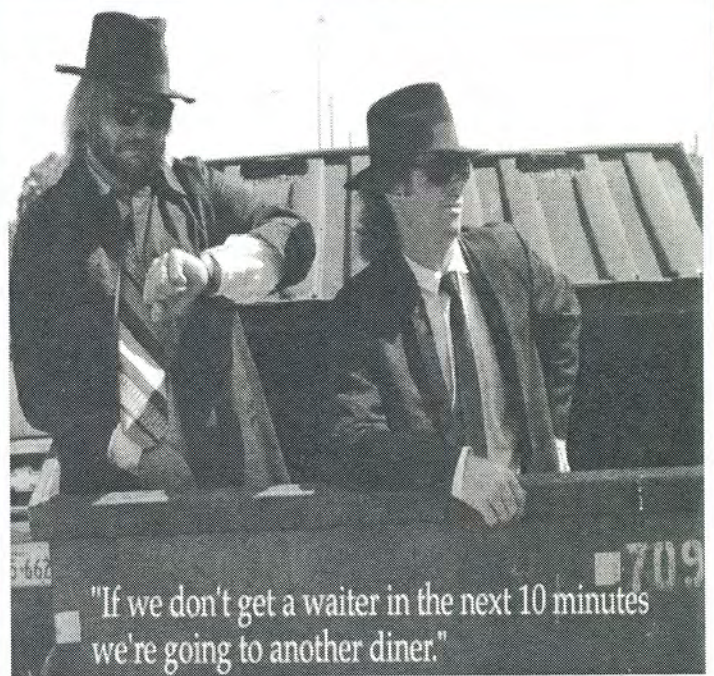


FUNNY BIZNESS

Capitol City Playhouse

May 21 - 25

Find out who top companies in America
have been laughing with for years.



"If we don't get a waiter in the next 10 minutes
we're going to another diner."

FUNNY BIZNESS

Capitol City Playhouse

May 21 - 25

Find out who top companies in America
have been laughing with for years.

Companies spending to raise morale

Continued from D1

lots and lots of 300- and 400-person parties," he says. "But people seem to be moving away from that."

Doran's average party costs about \$35 per guest including alcohol; more formal affairs can go much higher, he said.

Employees at Joe Koen & Son Jewelers chose to meet at someone's home rather than a restaurant.

"We decided it would be more casual and relaxing to get together at someone's home," said president Bill Koen, who hosted the dinner at his house Sunday night.

Some companies prefer their own office as a party venue. At Jenkins & Gilchrist law firm, a survey of employees showed a preference for holding the party in-house. The Dec. 15 event will include a jazz band and catered menu.

At Texas Commerce Bank, the tradition of throwing a Christmas party in the bank lobby was borne of economic hard times. "In the early '90s, it was really just a necessity as a way to minimize expenses," says Merriman Morton, chairman of the board. "But people have really grown to enjoy it,

and it's nice to see the lobby used in a social way."

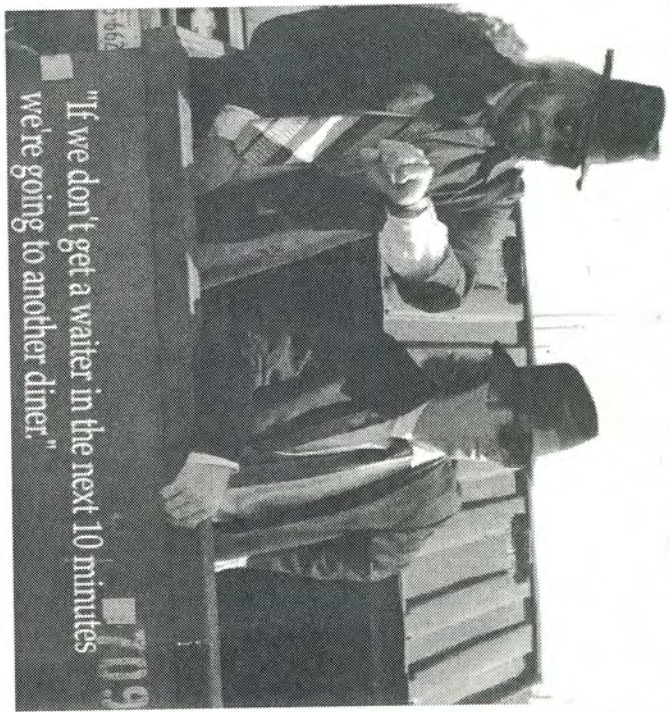
At Sicola Martin, the Christmas party will be on a Friday afternoon at Highland Lanes bowling alley. But employees have another reason to celebrate. "The office is closing between Christmas and New Year's," says spokeswoman Kathy Christensen, "and everyone gets the week off (with pay)."

While companies are doing more celebrating, they are also taking more precautions. The days when the office Christmas party was an excuse for some to drink

too much and let loose are over, replaced by concerns of drunker driving lawsuits.

The Texas Supreme Court has limited the liability of social hosts but whether a business can be held responsible isn't as clear, says Malcolm Nettles, an Austin attorney. Companies that knowingly let employees who are obviously drunk on the road could face a lawsuit if there is an accident, he says.

"If there's an innocent third party involved, juries tend to get very angry and damage awards can be severe," he said.



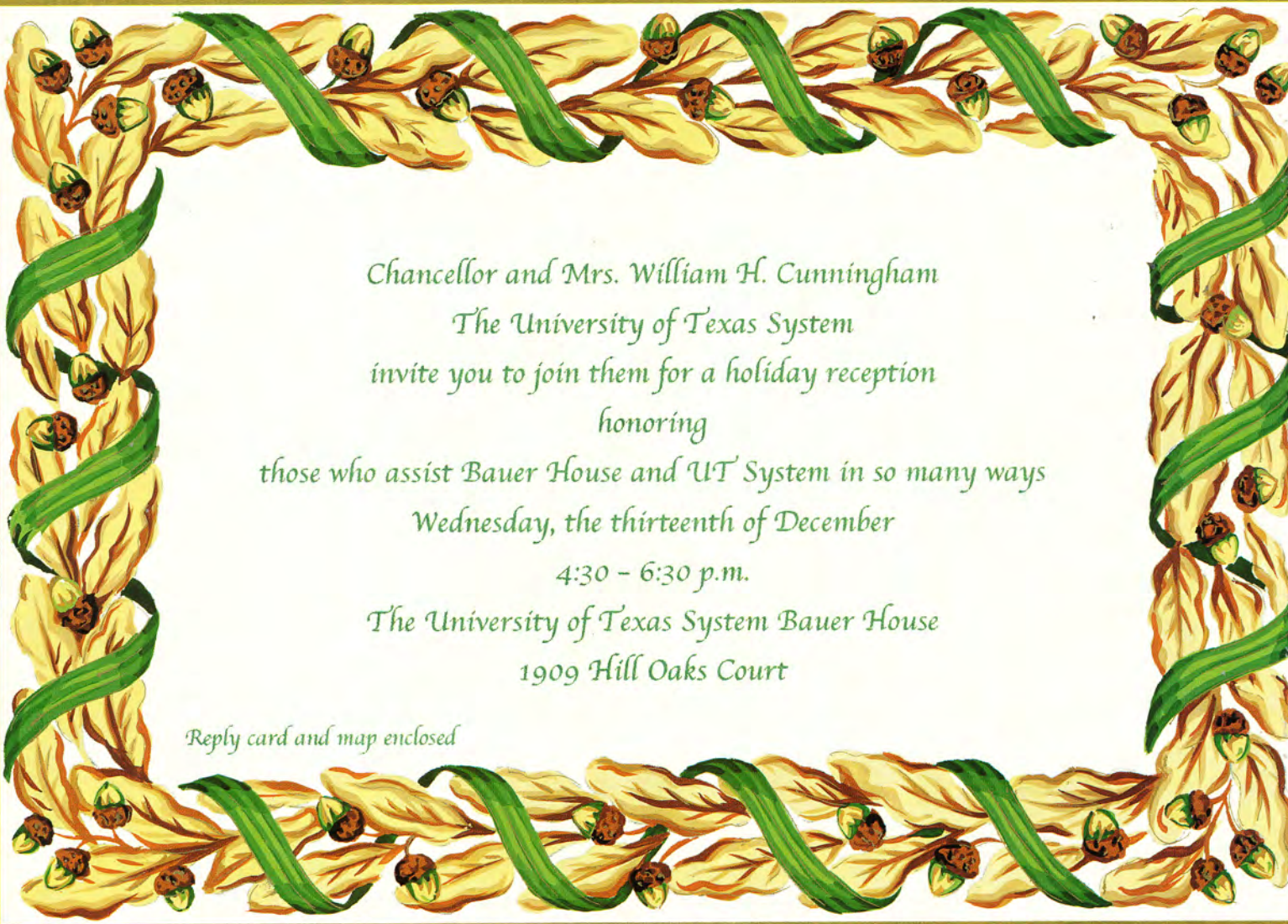
"If we don't get a waiter in the next 10 minutes
we're going to another diner."

FUNNY BUSINESS

Capitol City Playhouse

May 21 - 25

Find out who top companies in America
have been laughing with for years.



Chancellor and Mrs. William H. Cunningham

The University of Texas System

invite you to join them for a holiday reception

honoring

those who assist Bauer House and UT System in so many ways

Wednesday, the thirteenth of December

4:30 - 6:30 p.m.

The University of Texas System Bauer House

1909 Hill Oaks Court

Reply card and map enclosed

Four Seasons, these will be provided at no charge); Stage minimum 36x24. Parking for two buses (per Steve Marley, no charge),



On-Site Profile

<i>Date</i>	<i>Name</i>	<i>Kind</i>	<i>Benefit Gala</i>	<i>Show Time Info</i>
10/8/95	Central TX Medical Center Foundation			8:30 PM
<i>Contact</i>	Ms. Linda Pennington	<i>Phone</i>	512-392-0229	<i>Call Time</i>
<i>2ndCont</i>	Lynn Ahrens 512-753-3603	<i>Fax #</i>	512-353-5390	
<i>Fac Cont</i>		<i>Fac Ph</i>		
<i>Dress Code</i>	"Tux" for Lee Greenwood			<i>Fac Fax</i>
<i>Time</i>	Approx. 8:30pm Start Time (performance 75-80 minutes). Room access must be available from 8:00am			

Location & Directions

The Four Seasons Hotel, Austin (in the ballroom)

Final Rider Summary

Food service for Lee Greenwood, his band and the production crew as follows: Lunch - Gatorade, fruit, hot sandwiches, soup, cheeses and condiments; At Soundcheck - fruit and cheese trays, fruit juices; Dinner - iced tea and salads, choice of two entrees, two vegetables, potatoes, bread and dessert. Coffee, milk, spring water and sodas (Coke products preferred) also to be available at lunch, soundcheck and dinner. Two

Production Summary

Technical Requirements as per Lee Greenwood Rider .



KOYE TV 42
A U S T I N

Brigid Shea



Site Profile

Name Kind
 95 K-Eye Television
 Ms. Lori Leamons

Code As Appropriate
 Contact performance times to be determined

& Directions
 buffer Renaissance Hotel, Austin



Comments
 600 guests. Black tie event. Dan Rather is honorary guest - h

Performer Summary
 The Lone Star Comedy Music Show
 Boogie Woogie/cocktail pianist (up to
 pre-function),





HYATT
REGENCY
HILL COUNTRY

Hyatt Regency Hill Country
9800 Hyatt Resort Drive
San Antonio, Texas 78251
Telephone (210) 647-1234
Facsimile (210) 681-9681

Thank you for selecting Hyatt Regency Hill Country for your forthcoming visit to San Antonio. We are looking forward to having you with us and are pleased to confirm your reservations as stipulated below. Please communicate with us at the address listed or call 1-800-233-1234 for inquiries or changes regarding your reservation.

CHECK-IN TIME: 4:00 P.M.

CHECK-OUT TIME: 12:00 NOON

RESORT IN SAN ANTONIO

KING

PLEASE CALL WITH CREDIT CARD #

GROUP: 2-INBA
PACKG: INBA

CHRIS THEOPHILOS
INDEPENDENT BANKERS ASSOC
408 W 14TH ST
AUSTIN TX 78701

We require 1 night's room and tax for prepayment within 10 days of booking payable via credit card or check. Our cancellation policy is 3 days prior to arrival in order to receive a refund.

WE ARE PLEASED TO CONFIRM THE FOLLOWING RESERVATION:

ROOM TYPE	DAILY RATE	ARRIVAL DATE	DEPARTURE DATE	GUESTS	GUARANTEED STATUS	NO. ROOMS	RESERVATION NO.	AGENT
X	125.00	9/25/95 MON	9/26/95 TUE	2/D	GTD	1	HH-203747-1	NDV 082295

IF THERE ARE ANY CHANGES IN THE ABOVE RESERVATION, PLEASE NOTIFY US. Special requests have been noted and will be honored subject to availability. Credit is to be established prior to or at registration. For your convenience, we accept the following credit cards: Visa, MasterCard, American Express, Carte Blanche, Discover, Diner's Club and Optima.

LOAN PARTICIPATION DIVISION
FARM
CREDIT
BANK
OF TEXAS

for Rural America

Dear Texas Independent Banker,

Welcome to the Texas Hill Country!

The Farm Credit Bank of Texas is pleased to be one of the sponsors at IBAT's 21st Annual Convention. We are also proud to introduce our Loan Participation Division which funds participations or credit overlines for new or existing rural, ranch, farm, agricultural, agri-business, etc. type loans. This division provides us the link to work with financial institutions such as yours to enhance the credit offered to rural America.

Come join us Tuesday morning at the **Rise and Shine Continental Breakfast**. We look forward to seeing ya' there and hope you enjoy your stay in the San Antonio area.

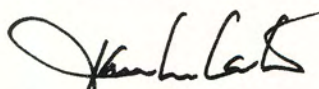
"Carving a New Partnership to Strengthen Rural America."

Sincerely,



Robert P. Abbott, V.P. Commercial Loans
512/483-9282

Sincerely,



James M. Carter, Director of Special Assets
512/465-1827

Christopher Cross Show (plus acoustic trio)
September 25th - 10:30pm show
Fredricksburg Ballroom - Hyatt Hill Country

Jason Zell, Wm. Morris - 310-859-4067
Lindsay, Baruck Consolo Mgmt - 818-907-9072
Nick Sadano - 818-963-8124 (h)
" " 800-913-7961 (pager)
AVW - Michael Clay or Scott Soviano - 210-226-1376
Hyatt Hill Country - Trish Logan - 210-520-4033
Janey Holstein - Independent Banker's - 512-474-6889

Time Schedule - Monday, Sept. 25th

- 1) Limo (Continental Limo - 210-432-6193) will collect Christopher Cross and Gigi Worthbrasler at airport, Delta #601 from Atlanta/Chattanooga arrival time 10:35am. They will have board with "C. Cross" on. Paid by DP MC \$103.00 incl. gratuity for return trip.
- 2) DPM van to collect gear (10 cases) from American Airlines freight depot as per details attached, before meeting others at 2:07pm.
- 3) DPM to collect Nick Sadano, Jerry Snyder and Chas. Thomson from American Airlines #1894 from DFW/Los Angeles at 2:07pm.
- 4) Rob Meurer will already be in San Antonio and will meet the band at the hotel.
- 5) One suite (for Christopher) and 4 rooms reserved for band (Nick and Jerry will share a room).
- 6) Lunch for six (sandwiches, coffee and variety of beverages) will be served in the Brady Room at 3:00pm. (confirmed with Trish Logan)
- 7) Fredricksburg Room will be available at 5:00pm. Nick needs access at this time.
- 8) Soundcheck at 7:30pm or 8:00pm
- 9) Dinner for six (tossed salad, grilled chicken, 2 vegetables, fresh fruit, coffee, bottled water, variety beverages) will be served in Brady Room at 8:00pm.
- 10) Doors will open at Ballroom at 10:00pm.
- 11) Show begins at 10:30pm (55 to 60 minutes)
- 12) Band equipment can be stored with Bell Clerk
- 13) Sept, 26th - Limo will collect Band at 6:15am to take to airport for 7:40am flight.
- 14) DPM Van to leave hotel at same time with band equipment and extra passengers.

From: DEBBIE A. SPALDING, 72763,2233
To: Martin Theophilus, 72714,2346
Date: Mon, Jul 10, 1995, 8:50 PM
RE: Hello from Big D!

I wondered if I might find you here.

Got your latest newsletter today. Thanks for keeping me informed on what you're up to these days.

I'm still working with the USA Film Festival. Getting ready to take a two week break. (The office closes for 2 weeks in the summer to "make-up" for the overtime we put in during the rest of the year.) I'm off to VA for a week to visit my parents. After that, I'm going to Hot Springs with a friend for the weekend. Haven't made definite plans for the 2nd week -- I may head toward Austin for a quick trip.

I'm afraid her name is slipping my mind right now, but did I hear that the female country singer you were working with (Tracy?) had gotten signed to a major label?

Hope all is well. Debbie

Distribution:
MARTIN THEOPHILUS 72714,2346

From: Martin Theophilus, 72714,2346
To: DEBBIE A. SPALDING, 72763,2233
Date: Tue, Jul 11, 1995, 9:21 AM
RE: Hello from Big D!

Debbie, It's really great to hear from you.

Please give us a call if you get down to Austin, we'd love to see you.

Tracy Lyn moved to Nashville six months ago. She needed to give that a shot. We have not heard much from her. Our management contract ran out and the San Antonio studio never really finished her album. However, they mixed one cut "I Know You're Lying, 'Cause Your Lips Are Movin" and a friend of Tracy's (film maker in Dallas) produced a professional video for her. It turned out great. We used her clips from Headliners in the Esther's Follies "Austin, Sixth Street" (mentioned in our newsletter) just trying to keep her name out there. We'll call John and see if we can find out more. Let us know what all you've heard about her. We would love to see her succeed. Tracy has really persisted!

Thanks again for the message.

Chris & Martin

NEWSMAKERS

Bon Jovi being sued over no-show in Peru

Phantom Productions, a Latin American theatrical promoter, sued the rock singer **Jon Bon Jovi** and his band Tuesday, seeking return of a \$155,000 advance, compensation for other expenses and unspecified punitive damages over a canceled concert in Peru.

The lawsuit alleges that Bon Jovi's agent canceled the November 1993 concert for security reasons and because of Peru's political instability.

A lawyer for the promoter said the political situation in Peru was "well known" when Bon Jovi agreed to appear, and many other U.S. artists have performed there during and after 1993.

GOOD PEOPLE SKILLS?
Music company needs part-time or intern, 12hrs a week @ \$6hr. Requires transportation. Write why interested PPI, PO Box 90936, Austin, TX 78709

The Austin Chronicle July 14, 1995

FAX

DATE: Monday, July 31, 1995

TO: PHANTOM PROS.

FAX: 288-4748

FROM: Keith Kelly

PAGES: 2

MEMO

KEITH KELLY (VIDEO)

SFX: APPLAUSE, LIVE TAKEN FROM ESTHER'S VIDEO.

1. ON SCREEN: INTRODUCING

(NEXT SLIDE) KEITH KELLY.

2. VIDEO OF MICHAEL'S INTRO OF CLINTON, CLINTON, 1 OR 2 JOKES.(FADEOUT).

3. VIDEO OF TED KOPPEL AT DELL. (2 MINUTES MAX).

4. VIDEO OF M.D. PSA. VO: TED KOPPEL, RONALD REAGAN, ARNOLD SWARZANNEGER, BILL CLINTON, RICHARD SIMMONS, MR. ED. "I'M NOT THAT CHEAP" VO FROM PSA. JANET RENO. JANET RENO OR JAY LENO AND GEORGE BUSH SR. OR JUNIOR.

5. VO: THEY CAN ALL BE YOURS FOR ONE LOW PRICE AND FOR SO MUCH LESS THAN THE ORIGINALS.

VIDEO: STILL OF GEORGE BUSH.

6. VIDEO: TED KOPPEL AT SCHLUMBERGER.

V.O.: AND THE JOKES CAN BE CUSTOMIZED FOR YOUR GROUP.

VIDEO: KOPPEL DOING " DAVE MEYERS AND HEIDI FLEISS, NAME A BORE AND A WHORE.(ALL THE WAY TILL AUDIENCE MEMBER SAYS "WHICH ONE'S WHICH?"

7. VO: WOULD'NT SOMEONE YOU KNOW LOVE A HOT DATE WITH JANET RENO?

VIDEO: JANET RENO AT SCHLUMBERGER. RENO: " I WANT YOU MEN TO KEEP YOUR HANDS OFF OF ME ESPECIALLY YOU LAW RICHARDS...TALK ABOUT LAYING DOWN THE LAW".

8. VO: FROM THE PRESIDENT, TO THE MEN WHO WOULD BE PRESIDENT- BOB DOLE, PHIL GRAMM AND THE GREAT NATIONAL IRRITANT...ROSS PEROT!

VIDEO: CLINTON, BOB DOLE, PHIL GRAMM...AND ROSS PEROT...VIDEO OF PEROT AT SCHLUMBERGER DOING "I AM YOUR SERVANT, I AM YOUR VOICE, I AM OZ THE GREAT AND ALL POWERFUL".

9. V.O.:KEITH KELLY, IMPRESSIONIST, LET ME ENTERTAIN YOU.

VIDEO: EITHER KOPPEL AT DELL, OR CLINTON CLOSING AT ESTHER'S. CLOSING MUSIC,...? PHANTOM PRODUCTIONS CREDIT? VO:" THANKYOU VERY MUCH"

Del R. Poling

Consulting International
Presents



The Four Year Old Syndrome

Challenging Persons to Grow and Stretch

©1995 Del R. Poling
Consulting International

Leaders in Change Technology

Del R. Poling

Consulting International
Presents



The Four Year Old Syndrome

Challenging Persons to Grow and Stretch

©1995 Del R. Poling
Consulting International

Leaders in Change Technology

The Four Year Old Syndrome

Are you tired of persons who fail to take responsibility, blame others and cop-out? We estimate that 50% of persons in today's work force exhibit Four Year Old behavior.

Del Poling's video series The Four Year Old Syndrome provides insight to behaviors that inhibit productivity and have the potential to destroy an organization. The videos cover how to hire persons who take initiative, provide ways to effectively work with persons who have never taken responsibility (enabling them to become productive employees), and recommends "next steps" if stronger action is required.

Del's examples vividly bring to life behaviors that companies and organizations are faced with daily, then proceeds to give the viewer concrete examples on how to effectively deal with this universal problem.

Del R. Poling • Consulting International

Del R. Poling is founder and managing principal of Del R. Poling Consulting International. He has assisted non-profit organizations, and for-profit companies all over the world by actively seeing them through critical change. In addition, he has worked with entrepreneurs in their establishment of their companies, while bringing them through the important stages of growth.

Del is a pioneer in Organizational Development, having begun his consulting career in 1957 with the development of the National Training Lab Organizational Development Network. Since then, he has managed and participated in many facets of the consulting industry.

**Video produced by Phantom Video
Phantom Video is a Phantom Productions, Inc. company.**

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**Video produced by Phantom Video
Phantom Video is a Phantom Productions, Inc. company.**





Phantom Productions, Inc.

'Creative Entertainment & Production since 1964'

11051 TANGLERIDGE CIRCLE • P.O. BOX 90936
AUSTIN, TEXAS 78709-0936

512-288-1044 • FAX 512-288-4748

Chris & Martin Theophilus
Phantom Productions, Inc.

and

Del R. Poling
Del R. Poling Consulting International

would like you to join us for a
Four Year Old Syndrome

Cast Party

August 27, 1995

from

2:00 PM to 5:00 PM

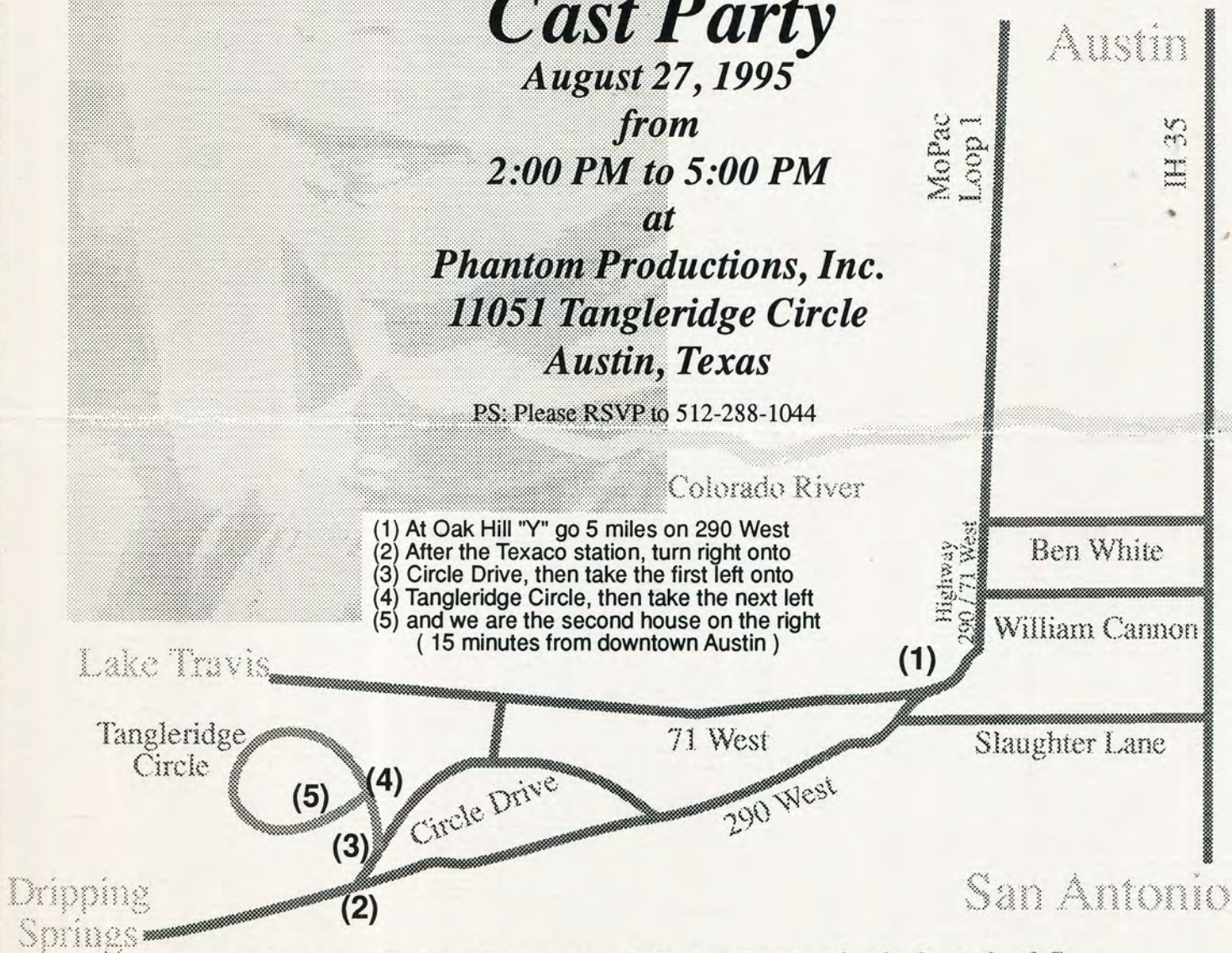
at

Phantom Productions, Inc.
11051 Tangleridge Circle
Austin, Texas

PS: Please RSVP to 512-288-1044

Colorado River

- (1) At Oak Hill "Y" go 5 miles on 290 West
- (2) After the Texaco station, turn right onto
- (3) Circle Drive, then take the first left onto
- (4) Tangleridge Circle, then take the next left
- (5) and we are the second house on the right
(15 minutes from downtown Austin)



Austin, Texas "The Live Music Capital of the World"

Technology Update

Phantom Video moved from one chip to two and three chip cameras in the past year. Our acquisition footage is much better and multiple generations are greatly improved. A four camera shoot is now available at this level. Our editing and recorders have also been upgraded and a digital switcher was added that provides over 200 transition sequences, alpha-key and other features. On the *Four Year Old Syndrome* multiple stills of Ben (the four year old) were extracted from our footage by Austin's Metropost and edited at Phantom on Photoshop to provide Del Poling with several options for his promotional. The final product (a composite of Ben's various video stills) is reflected in Ben's picture on the front page of this newsletter. VHS masters were also transferred to Beta SP by Metropost, then duplicated at Allied Film Video in Irving, who encoded the with Macrovision which prevents duplication (similar to rental movies). By the end of 1995, additional equipment will be added to enable Phantom to improve our multiple camera editing and the final mastering of our products. Projects in the works include; Del's *Teen Four Year Old Syndrome* with assistance from Noel Alford and the Austin's Children Theater, Del's Decision making training video (some shots already completed), Mike Murray's training videos, a new hot air balloon Crew Training video more. Please allow us the opportunity to bid on your next project. Call Chris or Martin at 288-1044 or 1-800-401-3330.



■ ■ ■ Austin, Sixth Street ■ ■ ■

Phantom's *Follies, No Earthquakes Here* and Phantom Productions, Inc. co-produced *Austin Sixth Street*, a pilot to promote Esther's promotional producers. Created and produced by Joel McKean, the video follows a pair of couples to Sixth Street where they watch stand up comedy, deal with a flaky baby sitter and go to Esther's Follies (while being watched by a stealth camera). Pure fun!

Services Directory

Phantom Video

on location and studio four camera professional SVHS video production, digital editing, graphics, licensed music, broadcast narrative content development. A video clipping service is also available to external production companies. Projects have included international documentation, corporate promotion and training videos, training tapes with materials for seminars and live music productions.

Phantom Productions, Inc.
1-800-401-3330

U.S. VISA and MasterCard accepted. Send for our 1995 Hot Air Balloon Video catalog and our 1995 Phantom Video Rate sheet.



represents corporate consultants and trainers. Topics available include; change management, decision making, presentation skills, productive meetings, competency based job analysis and many others.

Training videos currently available:

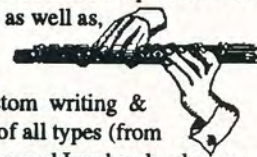
- *Coping with Change*
- *The Four Year Old Syndrome*
(Medical & Business)

Call for scheduling & other corporate resources.

Through Phantom's association with

David Perkoff Music, Inc.

we make available a full range of entertainment. Clients, of which there were 300 in 1994, have included corporations and organizations from all over the US, as well as, brides and universities. DPM provides fully produced musical comedy shows (David excels at custom writing & performances), professional bands of all types (from 16 piece Big Bands, to Rock, Country, and Jazz bands, plus major "national" entertainers) and unique performers such as magicians and hypnotists. Through consultation with the client, Chris and David create the very show you envisioned. Promotional materials with video available upon request.



David Perkoff Music 1-800-388-2336

Phantom Phacts

Publication established 11/83 & circulated internationally 1/85

Published Quarterly by

Phantom Productions, Inc.
Chris & Martin Theophilus, Directors

Phantom Productions, Inc. provides marketing, business management, production and booking services to the entertainment and corporate consultant industries.

1-288-1044 • Fax 512-288-4748
1-800-401-3330



Phantom Productions, Inc.
P.O. Box 90936





AUSTRALIAN HOT AIR BALLOONS

7/266 BOLTON STREET ELTHAM VIC 3095

5th July 1995.

TO:

PHANTOM VIDEO.
c/- PHANTOM PRODUCTIONS INC.
P.O. BOX 90936.
AUSTIN
TX 78709 - 0936
U.S.A.

FROM:

GARY PASK
AUSTRALIAN HOT AIR BALLOONS
7/266 BOLTON STREET.
ELTHAM VICTORIA, 3095.
AUSTRALIA
TEL : 613 431-2812
FAX : 613 431-1430

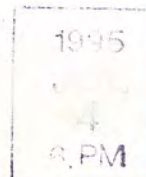
Dear Sir/ Madam,

I was reading with interest your advertisement in The Journal of The Balloon Federation of America.

Could you please send a copy of your catalogue, price list and order form to the above address or fax to us to save time on the above number.

Thankyou for Your Time.

GARY PASK.



*Phantom Video
c/o Phantom Productions Inc.
PO Box 90936
Austin
T. X. 78709-0936
USA.*

Air Mail

PHONE

Phantom Video Balloon Tape Order Blank

Hot air balloon tapes currently available:
(Please indicate number of copies.)

- | | |
|-------------------------------------------------|------------------------------------------------------|
| <input type="checkbox"/> Sunrise Sunset I | <input type="checkbox"/> Poteet Strawberry Fest |
| <input type="checkbox"/> Sunrise Sunset II | <input type="checkbox"/> Crew Training |
| <input type="checkbox"/> Sunrise Sunset III | <input type="checkbox"/> "From the Ground Up" |
| <input type="checkbox"/> Andrews AFB Kodak Race | <input type="checkbox"/> '92 Preakness |
| <input type="checkbox"/> Guanajuato, Mexico | <input type="checkbox"/> '91 Preakness |
| <input type="checkbox"/> '90 Harris Branch Race | <input type="checkbox"/> '92 Ft. Worth Balloon Rodeo |

SALE prices: \$15 each + \$3.00 s/h
2 - \$30 (inc s/h) 3 - \$39 (inc s/h)
4 - \$45 inc s/h

(Regular tape prices are: \$19.95 each + \$3.00 s/h
2 - \$40 (inc s/h), 3 - \$52 (inc s/h), 4 - \$60 inc s/h)

Enclosed is \$ _____ for _____ tapes as indicated above.

Name _____

Address _____

City _____ St _____ Zip _____

Phone _____

VISA/MasterCard (circle type of card used) Call order to 1-800-401-3330

Card # _____ Exp Date _____

Phantom Productions, Inc.
PO Box 90936
Austin, TX 78709-0936
USA

To:

25% Discount

End of year Christmas sale • Ends 12/31/95

1-800-401-3330



Order by 12/15/95 for Christmas delivery

End of year Christmas sale

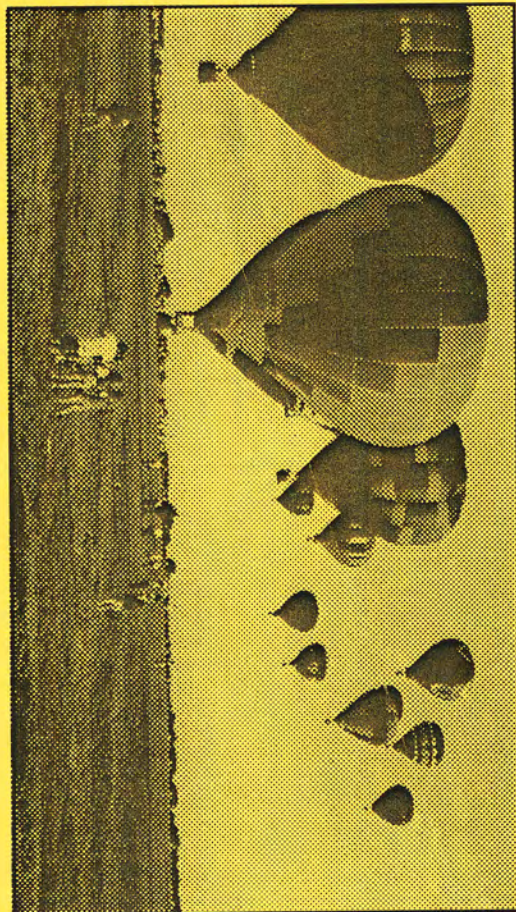
1995 Hot Air Balloon Video Catalog

25% DISCOUNT

Phantom Video is a Phantom Productions, Inc. company

P.O. Box 90936 • Austin, Texas 78709-0936

512-288-1044 • 800-401-3330 • Fax 512-288-4748



Phantom Video

Phantom Video Provides Variety of Ballooning Videos

Phantom began producing video in 1980. Our first tape of Dan Sherrill's Balloon Crew Training class was shot in 1989. With over five hundred hours of ballooning footage, Phantom has created its own catalog of Hot Air Ballooning tapes. A new crew training video will be released in Spring of 1995.

Sunrise/Sunset I (30 min) video includes some of our best ballooning shots set to music. Taken from hundreds of hours, the tape was produced at the request of pilots and interested persons in ballooning who wanted a video that would promote the sport. It includes; single and multiple balloons launching and flying in a variety of settings. **Tree topping, splash & dashes, moon glows** and many special shape balloons. This tape is intended to be entertaining, educational as well as promotional. *A Best Seller!*

If you want to show your friends what it is like to get hooked on ballooning, then even more hooked on competition, this tape is the way to go.

Ruth P. Ludwig, Editor, Ballooning Magazine
Sunrise/Sunset II (30 min) Three part video includes: 1) tours of British balloon factories (Cameron & Thunder & Colt). Shows scenes from computer aided design to layout, cutting, sewing and tours through basket and burner manufacturing areas. 2) Highlight clips of the Andrews AFB Armed Forces Day Air Show and Kodak Balloon Race. 3) Highlights from the Guanajuato, Mexico balloon race. Balloon flight scenes are set to music similar to the original Sunrise Sunset tape.

This is a typical Phantom video - beautifully composed, skillfully edited, with just the right combination of music & natural sound effects to bring the viewer into the events shown....If you're looking for a gift or want a video available for sale to first time passengers, Sunrise Sunset II is a sure bet!

Ruth Ludwig, Ballooning Magazine
Sunrise/Sunset III The Competitive Spirit (25 min) Takes a style similar to Sunrise Sunset I. Some pilot and crew competition sequences, but mostly great balloon scenes and beautiful music. Captures the incredibly friendly competitive spirit.

Guanajuato, Mexico (1 hour) This tape covers 10 days of perfect flying in the mountains and valleys of Central Mexico. Multiple balloons rise over mountains and land near small villages, pilots fly box winds and move around each other with ease, chase crews wind mountain roads and provide excellent support. This tape captures the beauty of balloon flight and international relationships in a spectacular part of the world. This tape is backed by beautiful music from the city's symphony and includes other musical segments of the Mexican culture.

This unique video does an excellent job of drawing you in to share the enjoyment that was experienced by the balloonists during this special balloon event. Every adventure seeking balloonist will surely enjoy viewing this video story many times.

Glen Allen, Hot Air a publication of the Plano, Texas Balloon Club

Andrews AFB Armed Forces Day Air Show & Kodak Hot Air Balloon Race (30) Washington DC (May 1993) This event allows balloon pilots to fly in otherwise very controlled air space. The tape captures the flights over the field and into the countryside. Clips of the air show include the Air Force Thunderbirds and other aircraft.

From the Ground Up (38 min) Crew Training Tape Produced at the request of and in association with experienced balloon pilots and crew, this tape takes you through the entire process of setting up, launching, chasing, recovering and packing up balloons. The tape works to educate persons on the components of a balloon, as well as the steps, safety precautions and skills necessary to successfully crew for hot air ballooning. This is the second edition of the tape first produced in 1989.

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, Winter 1991
• Very good job on the tape-It will be very helpful to my crew, Great • Very good. Will be used a lot!
• I really enjoyed this tape, because I set-up and pack the balloon exactly the way you demonstrated.
• I saw it at a Safety Seminar. REALLY GOOD!

Balloon Pilot Quotes

1991 and 1992 Maryland Preakness Celebration (two separate tapes)
These 45 minute tapes document the hot air balloon races held just prior to the famous Preakness horse race in Baltimore, Maryland. Our staff work to capture all aspects of the event from pilot registration and briefings to setup, launch, competition and the award ceremonies. The majority of the tape is focused on setup, launch, flight, landing and recovery of the balloons participating in the event. Both tapes have great scenes of flying over the Baltimore area. The Klondike Bear, the Famous Footwear shoe and other great shapes participated.

Please accept our warmest thanks for producing such a wonderful tape capturing the many delightful moments of the Maryland Preakness Hot Air Balloon Competition! You have done a magnificent job in featuring all aspects of our balloon festivities!

Sandra W. Cuneo, Executive Director, Maryland Preakness Celebration

Poteet Strawberry Balloon Festival Held October 1993. (35 Min)
The Spring Strawberry Festival (which attracts over one hundred thousand visitors to the community of three thousand), held a Strawberry Balloon Festival for the second year. Competitive flights were flown in the beautiful Texas Hill Country. The event's moon glow is captured from the air by helicopter.

The 1992 Fort Worth International Balloon Rodeo (58 minutes)
Held September of 1992, this festival attracted over 60 balloons from all over the country. It began with a "Moonshine" and included a "key grab" event for a 1993 Chevy truck. Box winds, usually non-existent in this part of Texas, made the Saturday morning competition particularly interesting. We show a pilot evaluating various launch sites in the "key grab" event and another launching quickly after the "bare balloon" mistakenly launched early. Multiple balloons are seen hurriedly launching to compete in the evening's flight.

Harris Branch Hot Air Balloon Festival (40 min)
Forty balloons participated in this 1990 event that includes some of the greatest scoring scenes we've documented. Multiple balloons arrive in line to throw their markers, while others have launched from totally different directions, yet also manage to come right across the target, some only a few feet off the ground!

Phantom Video a Phantom Productions, Inc. company

P.O. Box 90936 • Austin, Texas 78709-0936 USA

1-800-401-3330

The Harvey Pittel Saxophone Quartet

The Harvey Pittel Saxophone Quartet, one of the world's most unique and exciting musical experiences, has paved the way for the saxophone quartet in America and brings to its audiences everywhere a combination of quality music making and elegant entertainment. A hallmark of the HPSQ, from its inception, has been a variety of styles from baroque to bebop. The quartet has received support from and tours under the auspices of the National Endowment for the Arts, Western States Arts Foundation, Mid-America Art Alliance, and the Texas Touring Arts program of the Texas Commission on the Arts. In addition to concert appearances, the group has been featured on radio and television throughout the world, and has served music education through clinics and master classes at public schools, colleges and universities.



Selmer®

The Harvey Pittel Saxophone quartet performs on Selmer saxophones, mouthpieces and ligatures.

In addition to concert programs, the Harvey Pittel Saxophone Quartet performs regularly with symphony orchestra and concert bands and is also available for clinics and master classes. For further information, please phone:

512/346-2355

Fax 512/345-7540 • e mail - hpittel@mail.utexas.edu



The Harvey Pittel Saxophone Quartet



Harvey Pittel
soprano saxophone

Vincent Gnojek
alto saxophone

Roger Greenberg
tenor saxophone

Todd Oxford
baritone saxophone

May 3, 1999 ≈ 8:00 p.m.
Jessen Auditorium

stand

Fugue in G minor ("The Little").....J.S. Bach /
arr. Watters

sit

Quartet..... Aldemaro Romero

Fandango
Serenata - Harvey solo
Choro and Tango

→ Todd's Bit
stand

Something Doing..... Scott Hayden and Scott Joplin /
arr. Frackenhohl

The Cascades Rag..... Scott Joplin /
arr. Frackenhohl

Glen Miller Medley.....arr. Watters

→ Rogers's Bit
sit

Toccata and Fugue in D minor.....J.S. Bach /
arr. Pittel

stand → enter from rear

Don't You Remember The Time?.....W.R. Williams /
arr. Holmes

→ Dance in front

Wabash Blues.....Ringle/Meinken/
arr. Schule

sit

It Might As Well Be Spring..... Rodgers/ Hammerstein/
arr. Young

→ Vince solo

Histoire Du Tango..... Astor Piazzola/
arr. Voirpy

Bordel 1900
Café 1930
Night Club 1960

Three Improvisations..... Phil Woods

La Fille Aux Cheveux De Lin..... Claude Debussy

Le Jardin Feerique..... Maurice Ravel

stand

George Gershwin Medley.....arr. Watters

Encore My Funny Valentine



FUNNY BIZNESS

May 21-25

This could be
tonight's show, it
won't take long.

Warmup with Roger
Hot Hot Hot
Mutual of Suburban Kingdom
A Little Pill
On the Radio
Time Travelers
Christ's Manager
You Make Me Sick
Tonight's Guest Star
One Special Family

8 P.M.



**CAPITOL CITY
PLAYHOUSE**

214 West 4th Street
Austin, Texas 78701

Entr'acte
Apartment Seekers in Hell
NCNB Song
Up the Creek
Dining at the Club
A Developers Lament
The Web We Weave
Hal 9000
Flights of Fluteness
Duetto Grosso
Train Songs
Finally

Special guests include:

Tuesday: Steve Fromholz
Wednesday: Nancy Reed
Thursday: Kerry Awn

Friday: Mary Ann Price &
Floyd Domino
Saturday: Time Travelers

FUNNY BIZNESS BIOS



NOEL ALFORD

Pianist, composer, arranger, director, Zachary Scott Theater, Live Oak Theater, Centerstage Theater, St. Edwards University, University of Texas, Kids Acting, A.C.O.T. Awards, commissioned works tour Europe, very curly hair.

DAVID ARNSBERGER

Actor, singer, five movies, various stage, tv, radio personalities, King of Spamarama, Uranium Savages band, bubba blonde hair.

KIM DAVIS

Soprano, actress, Dallas, Pittsburgh, Kerrville, "Steel Magnolias," "Little Shop of Horrors," Austin movies, radio commercials, very long hair.

ROGER HARRELL

Actor, singer, national touring comedian, writer, film credits, Comedy Defensive Driving, wild reddish hair.

JULIE LOWERY

Actress, singer, dancer, California, Kerrville, "Gypsy," "the Fantastics," "Peter Pan," Spamarama-the movie, hair changes often.

BEVERLY ROBINSON

Actress, alto voice, "Jacques Brel" & "Cabaret," Off-Broadway, Europe, sang the national anthem for the San Francisco Giants, electric hair.

ROBERT STANTON

Actor, singer, Comedy Sportz improv, Margo Lee Show, Houston Grand Opera, HBO, writer, wavy brown hair.

THE LITTLE BIG BAND

Tom Clarkson, Ernie Durawa, John Haddad play jazz, rock, c & w and are the most in demand musicians in Central Texas, thin hair.

BILL HADDAD

Sound, lights, computers, digital video, University of Texas Performing Arts Center, thick hair.

FRED BEACH

Sound, lights, Africa, good vibes man, big hair.

DAVID PERKOFF

Producer, flute, saxophone, comedy writer, check writer, family man, no hair.

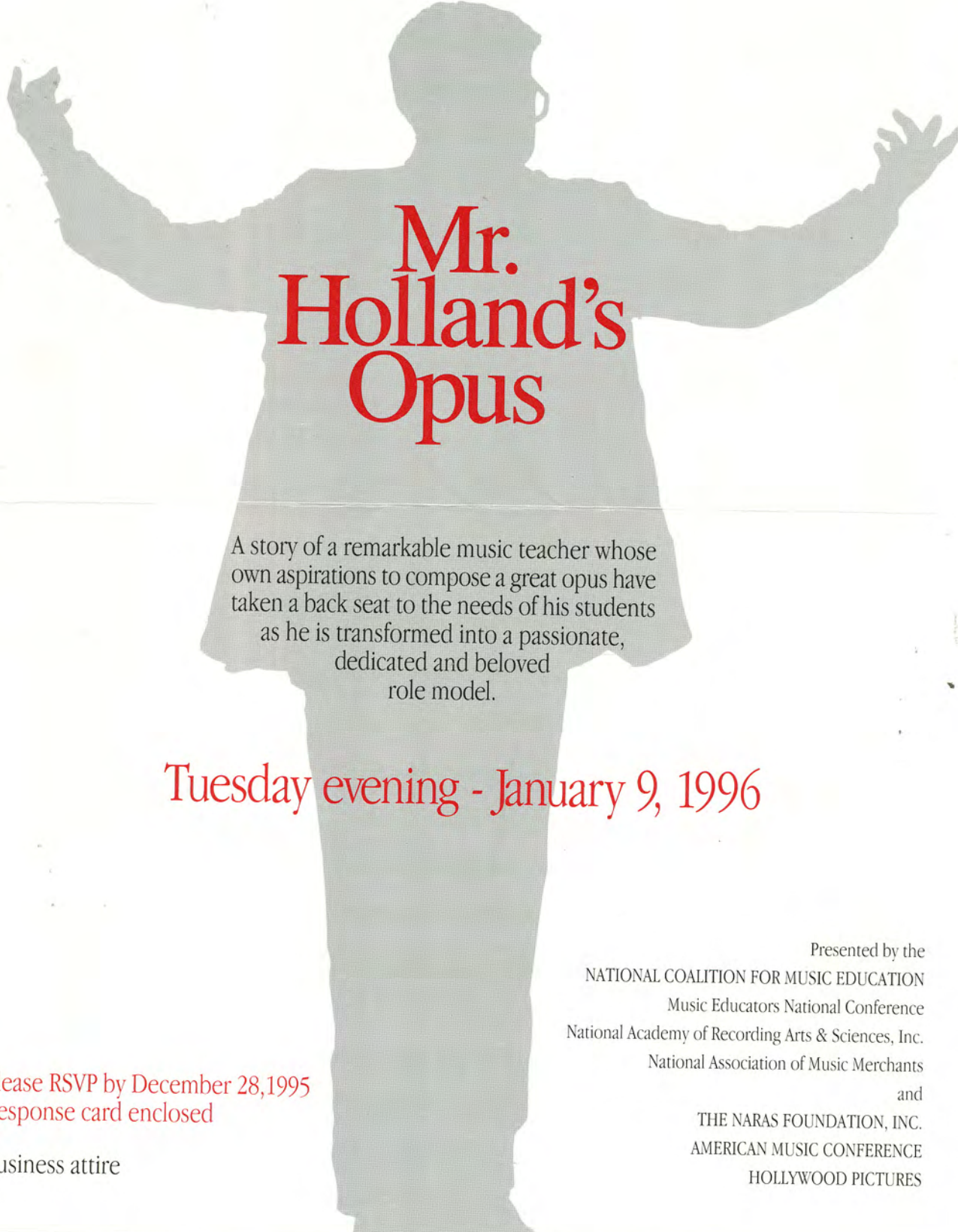
Funny Bizness performs for the most respected corporations and associations in Texas and across the great United States of America. From Dan Rather's birthday bash to Continental Airlines' major accounts party, Funny Bizness writers/producers are known for their custom scripts and superior musical arrangements.

To contact Funny Bizness or The Time Travelers band for the latest freshest entertainment in Austin, please call or write to:

David Perkoff Music Inc., 1001 Stobaugh Street Austin, Tx. 78757
512-458-3400 or 1-800-388-2336

Was His Own.

In a national celebration of music and arts education and the many dedicated arts educators who bring spirit and joy into the lives of our children You and a guest are cordially invited to attend one of fifty simultaneous national premieres of the major motion picture starring Richard Dreyfuss.



Mr. Holland's Opus

A story of a remarkable music teacher whose own aspirations to compose a great opus have taken a back seat to the needs of his students as he is transformed into a passionate, dedicated and beloved role model.

Tuesday evening - January 9, 1996

Please RSVP by December 28, 1995
Response card enclosed

Business attire

Presented by the
NATIONAL COALITION FOR MUSIC EDUCATION
Music Educators National Conference
National Academy of Recording Arts & Sciences, Inc.
National Association of Music Merchants
and
THE NARAS FOUNDATION, INC.
AMERICAN MUSIC CONFERENCE
HOLLYWOOD PICTURES



Of All The Lives He Changed,
The One That Changed The Most,

NATIONAL COALITION FOR MUSIC EDUCATION
"Music for Every Child"

MENC MENC - Music Educators National Conference, est. 1907. The national association that addresses all aspects of music education – band chorus, orchestra, general music, teacher education and research representing more than 65,000 members.

NARAS NARAS - National Academy of Recording Arts & Sciences, Inc. An organization of more than 9,000 musicians, producers and other recording professionals. Best known for the Grammy Awards, NARAS in partnership with The NARAS Foundation, is also responsible for numerous outreach programs involving education, human services and cultural enrichment.

NAMM NAMM - The National Association of Music Merchants, est. 1901. As the International Music Products Association of over 5,000 members, NAMM serves the global music products industry through its mission to strengthen and unify the music products industry and increase the number of active music makers.

AMC AMC - The American Music Conference is the only national organization dedicated to promoting the importance and value of music, music making and music education to the general public. AMC's work with the media on issues critical to the music community have raised the level of awareness in this country to the important role music plays in early childhood development, education, therapy and recreation for individuals of all ages.

NARAS FOUNDATION - The NARAS Foundation, Inc. is a non-profit organization dedicated to returning music education to our schools and ensuring access to our rich cultural legacy. The NARAS Foundation engages in a variety of cultural, professional and educational activities designed to advance music education on all levels from elementary to professional and to ensure the vitality of our educational system and culture at large.

Mr. Holland's Opus

HOLLYWOOD PICTURES presents An INTERSCOPE COMMUNICATIONS/POLYGRAM FILMED ENTERTAINMENT Production In Association with THE CHARLIE MOPIC COMPANY
A STEPHEN HEREK Film RICHARD DREYFUSS "MR. HOLLAND'S OPUS" GLENNE HEADLY JAY THOMAS and OLYMPIA DUKAKIS Music by SHARON BOYLE
Music by MICHAEL KAMEN Lyrics by AGGIE GUERARD RODGERS Edited by TRUDY SHIP Produced by DAVID NICHOLS Directed by OLIVER WOOD Produced by WILLIAM TEITLER and JUDITH JAMES
Executive Producers SCOTT KROOPE and PATRICK SHEANE DUNCAN Written by PATRICK SHEANE DUNCAN Produced by TED FIELD MICHAEL NOLIN and ROBERT W. CORT Directed by STEPHEN HEREK

Distributed by BUENA VISTA PICTURES DISTRIBUTION, INC. ©BUENA VISTA PICTURES DISTRIBUTION, INC.

The office Christmas party getting bigger, better, sober

By LORI HAWKINS
American-Statesman Staff

Austin businesses and their guests are partying lite this holiday season.

The strong economy has prompted more businesses to throw Christmas parties, corporate party planners and executives say. But the unbridled soirees of the mid-1980s are out. Restraint is in.

"Everyone is doing well in this town, and they all want to throw a party," says Paula Fontaine, catering director at the Austin Country Club off Loop 360, which has booked more parties this year than last year.

"Normally you've got parties the first two weeks in December and nothing the week before Christmas," she says. "This year we're booked all the way through, with two on Dec. 22."

A survey of 100 large companies by Battalia Winston, a New York recruiting firm, found that 60 percent were giving parties, and that most would be more

'Everyone is doing well in this town, and they all want to throw a party.'

Paula Fontaine, catering director, Austin Country Club

conservative than last year.

Companies that pulled through tough economic times and laid off employees are celebrating cautiously, says Dale Winston, president.

"There's a belief that spending money to raise morale and bring employees together is a justifiable expense," she says.

In Austin, Dell Computer has rented an exhibit hall at the Austin Convention Center and GSD&M is gathering at the Omni Hotel. Origin Systems, the personal computer game developer, held a Mardi Gras celebration on Saturday night at the

Stouffer Renaissance hotel, with employees wearing masks and costumes covered with sequins and feathers. Tarot card readers, fortunetellers and magicians wandered through the ballroom.

The building company Main Street Homes decided to go big this year, doubling its invitation list to 400 people.

"We've had a wonderful year and there are a lot of people we want to thank," says president Steve Bartholomew. "This seemed like the way to do it."

The Dec. 14 party at Scholz Garten on San Jacinto Boulevard will include barbecue, beer, wine and margaritas.

But some companies are choosing smaller, more casual get-togethers.

"We expected a lot of big parties this year, but we're seeing more functions with 50 to 100 people held at someone's home," says Jerry Doran, general manager of Gourmet Gals & Guys Catering in Austin.

"Back in 1985 we were doing

See Companies, Back Page

From the planners point of view, everything at a party is the entertainment. The appearance of the room, the style of the service, the menu, the plan, the whole enchilada is on stage. Here's a presentation technique that you may not have seen before. Have all the musicians lie flat on the floor at the entry of an elegant event and see what happens! Got that image? Yes, I know that will never happen, but what an impact that would have on your event.

Cool Party #3: Hostess Dani Schaeffer of **The Travis County Medical Alliance Brain Teaser Ball** wanted fun, but formal. So, they used the commemorative T-shirts as chair covers! Everyone relaxed immediately, Of course, having **Kerry Awn and the Little Big Band** as entertainment helped too.

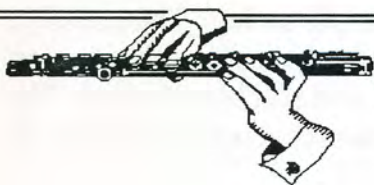
Here's the reason good entertainers and contractors like myself will always have work. People always need great new ideas for their parties! Since my clients have been everywhere, seen everything, and done it all, we always have to find something new to pique their interest. Here are three great ideas we'll never see: 1) Atrium bungy jumping; 2) Tanning bed party; 3) Executive board mud wrestling.

One of the easiest ways to get your creative juices flowing is to think of a time period for your theme - like a 60's party. Quick, what is the first thing to come to mind when I say 1860's party, or a 1560's party, 1460, 1260, how about a 60BC party; how about 2060?

Final thought #4: Dance is underutilized as party entertainment. How about Folkloric, Hawaiian, Asian dance troupes instead of the usual guest speaker?

The best parties are those where the entertainment and the party planner work as a team to make an impact on the guests. I'd like to introduce my team. Booking Agent and Office Manager **Chris Theophilus**, Comptroller **Stephanie Phillips**, Esther's Follies Producer **Shannon Sedwick**, Lone Star Comedy Show Director **Noel Alford**, Little Big Band Lead Singer **John Haddad**, DPM Production Manager **Bill Haddad** and Technical Bwana **Fred Beach**, Computer Maestro **Martin Theophilus** and daughter **Natalie Imogene Phillips Perkoff**, President and Hackberry Chopper **David Perkoff**.

In conclusion, Take A Lot Of Care With Your Entertainment - they can make your party great.



David Perkoff Music
1206 Richcreek Road
Austin, TX 78757

Give David Perkoff Music a call at 512-458-3400 or 1-800-388-2336



Phantom Phacts

A Publication of Phantom Productions, Inc.

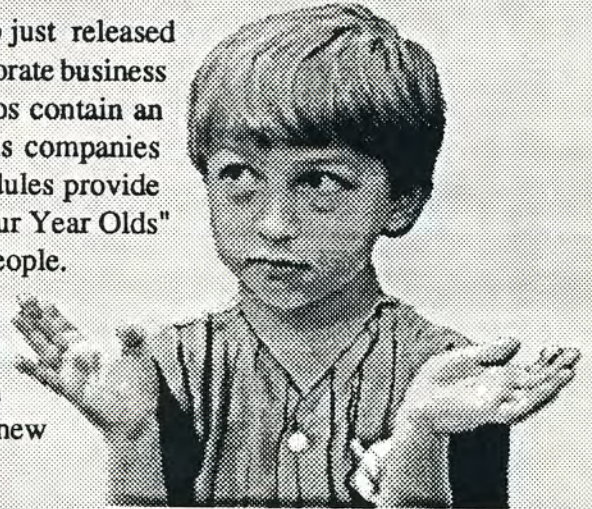
"Creative Entertainment and Production Services since 1964"

Summer
1995

Four Year Old Syndrome Released

Del R. Poling Consulting International and Phantom Video just released two versions of Del Poling's *Four Year Old Syndrome*. One is for corporate business and the other is for the medical community. The sets of five videos contain an introduction and four modules. The introduction identifies the problems companies encounter with persons who fail to take responsibility. The four modules provide strategies to prevent hiring "Four Year Olds," ways to deal with "Four Year Olds" already on your payroll and specific means to bring out the best in people.

In the video series, Del takes a group of corporate managers through the "Four Year Old" behavior patterns. Phantom Video enhanced Del's presentation by shooting and editing numerous vignettes. A Spanish *Four Year Old Syndrome* is being prepared, as is a shorter totally new version using and targeting teenagers.



Ben Acklen provided the *Four Year Old* look for Del's series

Camels complete the set at the Four Seasons for a Casa Blanca Night

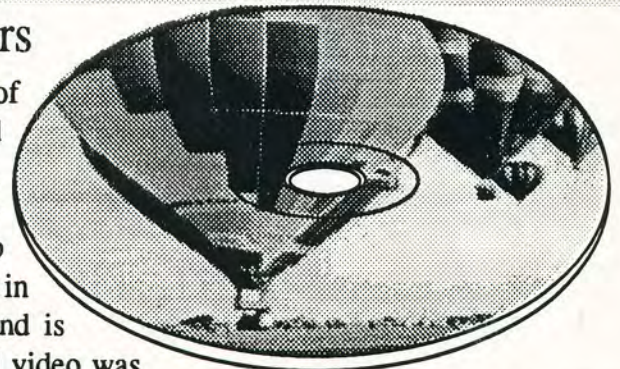


Chris Theophilus, Director Phantom Productions, Inc., David Perkoff (DPMI.) with camel and handler at Four Seasons Hotel for EDS party.

David Perkoff Music, Inc. provided camels and other entertainment for Dallas based EDS at Austin's Four Seasons Hotel followed the next night by a Hawaiian party. DPMI was busy in the D/FW area with three shows in three weeks. Entertainment was provided for an IBM Anniversary event and DPMI will be providing a variety of performers for San Marcos Factory Shop's 5th Anniversary in August. A new comedy and music three part show is being produced by David that includes an impressionist and comedian combined with musical talent. Central Texas Medical Association again selected DPMI to provide their entertainment in 1995 that includes Lee Greenwood. December's schedule is already busy with company Christmas parties, even with our temperatures in the 90's!

Hot Air Balloon Clips Attract CD Developers

In the past six months we provided video clips to a wide variety of sources. Interactive CD projects on ballooning are being completed across the US. John Mareda, President of Ojo Magic in Los Lunas, New Mexico has an overview of ballooning in the works. We were selected as their prime provider and they went with SVHS video equipment to take full advantage of our shots. Cambridge Multimedia in Massachusetts has a ballooning and soaring project under way and is utilizing Phantom clips. A Poteet Strawberry Festival promotional video was aired by CNN and other national media as was a special Moonglow production for the Maryland Preakness Celebration.



© van Iers' bvba (09) 22

Van Martin, miss
This may not get
so you be sure I forgot
to bring your date -
but I'll try. Wanted
you to know that
you are not forgotten.
I hope to have some
time on April 14th
week day. The work at
this place went well.
Successful food. Hope you
are well. Shalom, Mike

Paalsteenlaan 90 - 3620 Lanaken België Telefoon (089)

ROMANTIC HOTEL
La Butte Aux Boies

Martin & Chris Theophilos
P.O. Box 90936
Austin, TX 78709



P.S. Remind me to tell you of my camel-riding experience in Egypt. Never again!

anne durrum robinson

July 8th



Dear Chris and Martin:

Camel and the Four Seasons! What a combination! And I had to go head to head with F.S. at my sister's memorial service to let me bring a big plant through the lobby. Finally I said to the unhelpful catering manager, "I've seen everything but a dead horse go through that lobby, so just hush and have a bellman and a dolly waiting."

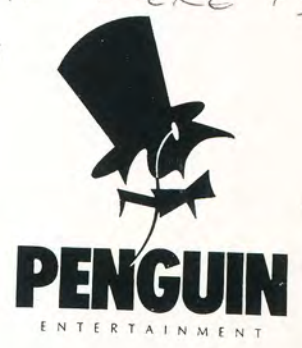
I'm always so impressed with what you two are doing. To say that your events are varied is the understatement of '95.

Continuing good luck to you!

AD

DEAR CHRIS,
WE HAD TO FIND SOMETHING TO THANK YOU FOR THE REFERENCES! THIS IS JUST A SMALL TOKEN OF OUR APPRECIATION, SO PLEASE LET US KNOW IF THERE IS ANYTHING MORE WE CAN DO FOR YOU!

Sincerely,
Joshua Wilkinson



The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music

512-458-3400

May, 1995

Stimulating the P Spot . . . or how to get the most out of your Party Gland.

Now, let's stop right here and make a dirty joke assessment. Please re-read the opening sentence. If you found that sentence to be a double entente, you're right! You may think it's a funny sentence, you may think it's dirty, you may think it's just bad grammar, but any which way it occurs to you, is a big clue into you and your group's sensibilities and you should definitely heed your feelings when you go planning entertainment for your big event.

My friend and brilliant guitarist David Hollowell and I were playing fiesta style music for the Hill Country Meeting Planners recently (**thanks Ray of RK Group for the gig**). These people are a primal force in meetings, just call Meeting Primal International to join. Anyway, **I started thinking** about entertainment, talent, and themes and parties. I found so much that I wanted to say to you, that the shortest time I could allot, was two and a half careers. Soooooo, that's how long we'll be working together. To make that thought even more awesome, there will be no bathroom breaks - we'll do it the EST way.

I know that you folks on my A-List already know a great deal about entertainment and what works well in what context. But we all know that creativity is a tricky, elusive little creature. My job as creative gigolo is to help stimulate that party gland of ours...our P Spot (notice how we almost didn't get back to that!)

Stupid yet Brilliant Idea #1: We've all listened to speakers who could stand a little enlivening. I personally think that any speech given by a CEO to the troops, could be improved with a little live music, as opposed to a casino party for example. We all know how influential music can be to the atmosphere of any function - check out Catholic Mass.

Aspects of the entertainment industry. The public is aware of entertainment as a prime focus. In other words, they attend events where the entertainment is the draw and they pay money to see the entertainer. The audience does not have anything in common, except their interest in the talent and maybe their age (like 13 year olds). That is the generally perceived way show business is perceived generally.

However, in our industry, entertainment is not the principle reason that people gather. The meeting, the convention, the business event is the reason people are gathered (hundreds of people with common ground, and gads, we have to do something interesting and fun with them, and still break even). The folks in attendance may have no idea at all who the entertainment is. The talent becomes an aspect of the event or party, not the event.

Great Suggestion #2: Floyd Domino and Andy Fowler are becoming two of the busiest pianists in Austin for my company, totally pro, play anything, positive attitude, handsome, one with hair, one without.

Sometimes the entertainment is a focus of the party, as an after dinner stage show or high profile dance. Here the planner needs to work just like the promotor of a big, rock concert, managing a lot of money and production details, advertising the show to the constituents and taking care of the performer so they do the best job possible.

ARTISTS' LEGAL AND ACCOUNTING ASSISTANCE--AUSTIN

(formerly "Austin Lawyers and Accountants for the Arts")



February 16, 1995

Ms. Christine Theophilus
Phantom Productions, Inc.
11051 Tangleridge Circle
P.O. Box 90936
Austin, Texas 78709-0936

Dear Chris:

I am saddened to learn of your resignation from our Board of Directors. Nevertheless, I appreciate your position that Board members need to have the time and energy to do its work well. That position shows a tremendous concern and respect for ALAA, and I appreciate you recognizing your limitations. You have provided some important services to ALAA, and we will look forward to your continued support in whatever capacity possible.

You have my very best wishes; I hope that we may have the opportunity to work together again in the future.

Sincerely,

A handwritten signature in cursive script that reads "Cynthia".

Cynthia L. Degitz

cc: Anne Gilliam

learning business, \$5hr - 12 hours a week, good personal & phone skills, transportation. Write why interested PPI, P.O. Box 90936, Austin, TX 78709

prefer English, language arts, education or related fields. During interview, demonstration of writing ability required. Pay rate: \$7.00 per hour. Call Measurement Incorporated for further information and application: (512) 835-6091.

416 Clubs/Restaurants

429 General Help/Part

CAROUSEL LOUNGE. BARTENDER, for Saturday and Sundays/month. 12pm-8pm. 1110 E. 52nd. 452-6790

PART-TIME WORKERS WANTED to hand prepare mailing labels. You must have a typewriter, computer, or good handwriting. Immediate openings. 1-809-474-2689 (L.D. rates apply)

CHEZ ZEE NOW hiring: Bar/Counter, PM & weekends. Host, lunch & weekends. Line Cook, PM. Apply in person: 5406 Balcones Dr. (MoPac & 2222)

MUSEUM OF FINE ARTS
ST. PETERSBURG, FLORIDA

floor plan



CHRIS THEOPHILUS

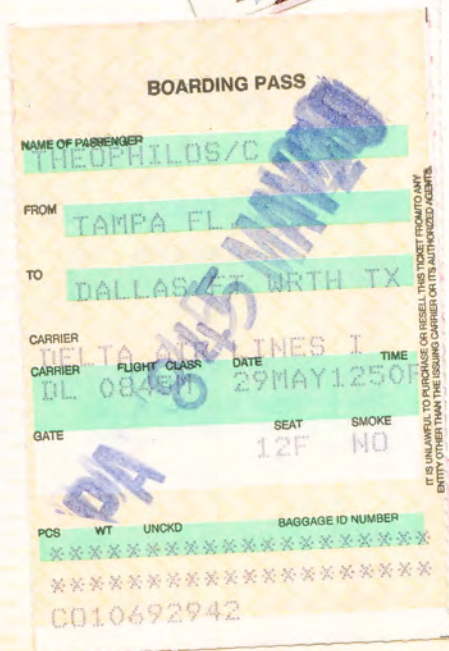
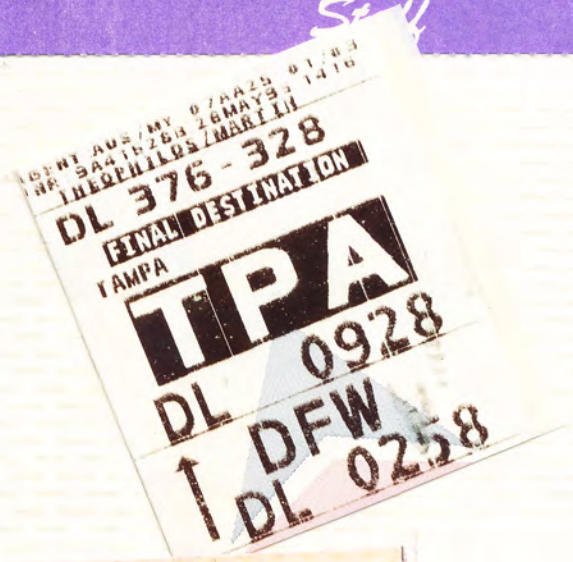
LAT-0 STAFF
AUSTIN TX

Staff
Lumbermen's Association Of Texas

MARTIN THEOPHILUS

LAT-0 STAFF
AUSTIN TX

Staff



BOARDING PASS

FLIGHT/CABIN	DATE	SEAT/SMKG
1636Y	29MAY95	37A
ORIGIN/DESTINATION		
DFW/TAMPA		
PASSENGER NAME		
THEOPHILOS/MARTIN		

CFM/TPA
1636MAY28

DELTA AIR LINES

Jan 30, 1995

Dear Sirs,

Enclosed is a check for
\$22.95 for Sunrise Sunset II
video as advertised in
"Balloon Life" magazine.

This is my 2nd order
I sent in today because I
was going to order this later in
February, -- can't wait --
"Gotta have it now".

Thank You!

Cicci Dow

595 Layto whom it may Concern:
Xenia, (

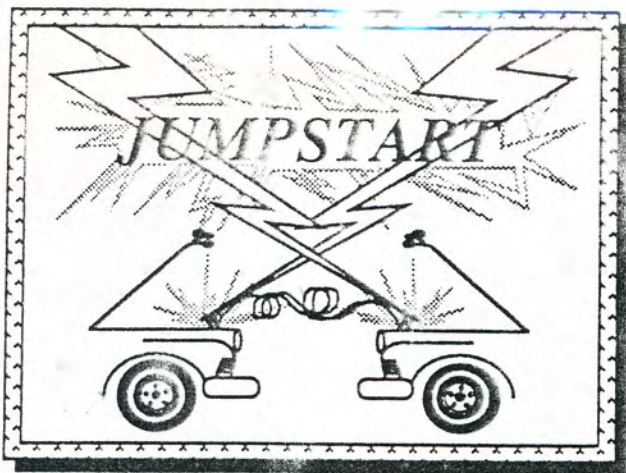
Please send me "Sunrise Sunset II".

We enjoyed the original
Sunrise Sunset so much - that
we would like the next in
line!

Sincerely,
Nada Gournay

P.S. My son is addicted to hot air balloons.

2/20/95



JUMPSTART

*1114B Algarita Avenue
Austin, Texas 78704
512/443-2101*

February 14, 1995

Ms. Sandy Boeser
Apple Computer
2420 Ridgeport Drive, #198-ASO
Austin, TX 78754

Dear Ms. Boeser:

Thank you for the pleasant opportunity of performing for your organization and the Texas Computer Education Association. The band had a great time and was pleased with all the nice compliments it received throughout the evening, making the event inspirational and memorable. As with the compliments we received, we would also like to congratulate you and your staff on the splendid job of organizing the decorations, party favors, and prizes.

Again, thank you so much for considering Jumpstart. Should the need arise again for entertainment, we hope you will consider us. If you have any questions, please contact Ms. Chris Theophilus with David Perkoff Music at 512/288-1044 or 458-3400.

Sincerely,

P. Molina

Patricia Molina

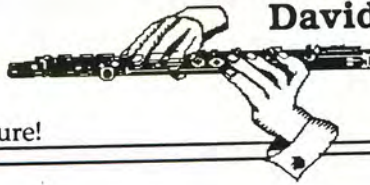
cc: Chris Theophilus ✓



*The Board of Governors
of the Texas Branch of the
National Academy of Recording Arts & Sciences, Inc.®
requests the pleasure of your company and a guest
at a Pre-Grammy® party
honoring
The 37th Annual Grammy Nominees
Tuesday, February 21, 1995
8:30 pm until 10:30 pm
Green Pastures Restaurant*

The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music, Inc.

512-458-3400

January, 1995

Dear A List,

I have been asking around, while horsing around, while hangin' around and it's not just me. Christmas this year was intense. Did you notice? I myself just about went nuts. Not just the retail monster, not just the TV specials, not just the number of jobs, but the synergy of everything and the darn traffic around our developing community made for a continual tenseness. Every day was a battle to stay on top of work, be a good daddy, look toward the New Year and still have fun. In retrospect, I have much deeper appreciation for the people I work and live with everyday, my family and my clients and associates in the entertainment/party/hotel slash production business. All of these folks have to deal with their own level of intense feeling toward the season, plus whatever is going on in their lives, and, of course, everyone has lots going on, yet still maintains professionalism in business, love in family and respect for others ('cause we're stuck with the good way our moms and dads raised us.)

(Subliminal Message: Did you know the Little Big Band played one of Gov. Bush's Inaugural Balls?)

Gosh, I have noticed that the more I refine my business skills, go to the theatre, learn about culture, eat gourmet, that the more my language skills are diminishing. I am in a state of constant Bubba speak and I wake up every day wanting to make a run to the landfill, when I should be at the office on the computer blasting down the access roads of the information super parkway.

And we've just played a fundraiser at Billy Bob's in Ft. Worth for Tarrant County. Last year we helped raise \$250,000.

I have investigated marketing our services on the Internet and cyberville is just not ready for us yet. We tried to download the Chicken Dance song to you, but the wires started to bulge! Anyway, I have a great plan that can work with your help. Please make 25 copies of these papers and send them to 25 friends and industry related people, who could do the same. While you're at it, everyone could send a dollar to my address, after about 25 layers of our pyramid, we could - A) Stabilize the peso. B) End welfare and its reforms in our lifetime. C) Have a terrific party with yet another classic rock band. Whoopie, I think!

Who's that voice on the Stop and Go commercials? That's right, it's Danny Levin of the Little Big Band!

I need yr help. I'm trying to fix something that ain't broke. Please notice that the name of my company has a new word in it, Incorporated, which is a reflection of much business success in the last few years, a reflection of a new level of national business dealings and a reflection of a reduction in my pocketbook of around a thousand dollars.

Three surprising heroes of the Christmas party season, Celtic Stone, Jumpstart Band and pianist Carol Simmons.

My friends and associates Chris and Martin Theophilus and my wife and co-director/member of the board/secretary treasurer Stephanie Phillips are taking this opportunity to refine even further the innovative business systems we use to provide and track the most professional and talented entertainers. We will refine the ways in which we conduct business with you, the most talented and professional clients. And we will try to be refined while doing this. This is a people people business.

The only major high tech corporation we have not assisted is AMD. Please help them to see the error of their ways.

Please read the enclosed flyers. A very successful show is changing names, and we respectfully request all of our friend's help in spreading the word, so that this process is two steps forward, two steps forward, instead of the other direction. Also, there is a sheet of terrific party entertainment ideas, and know ye faithful, that we have many more sheets available. That's right, we're full of sheet.

Have a great year as you travel the service corridors of the mind.

David Perkoff

Winter Wonder Land

by Gary Rominger

Do you have a bad case of winter wonders? I wonder if we can fly before spring? I wonder if George and Sally need crew for a flight in Florida? I wonder if it will ever stop raining so we can fly again? Yup, winter is as hard on the crew who want to get out and chase as it is on the pilot who is grounded.

Even when the winds of winter howl through the hangar, it is possible to keep up, and even improve, your crewing skills. Elsewhere in this issue there are articles for pilots on training the crew—maybe in retaliation for a recent article this space on training your pilot. Good crew people can be out in front of the game by setting up their own winter training programs.

First, check out the safety seminar schedule for your area. January and February are the prime months for seminars and they are a great way to improve your skills. It used to be that the sessions were primarily, if not entirely, focused on the pilots. Now more sessions are planned for the crew.

What? There are no seminars in your area? No problem! Get a bunch of crew people together one Saturday and have your own. Get a copy of *From the Ground Up* from Phantom Video and watch how this crew does things. Discuss the techniques shown and compare them with the way you do things. Are there differences? Why is one way better than another?

War stories! These are always great learning experiences. Invite each person to tell a story about a memorable, forgettable, flight during the past year. What went right or wrong? Discussions such as this often provide valuable insights into what can occur during a flight and 20 hindsight proves valuable to help

ers plan for a similar happening. That is the whole premise behind the *Hangar Flying* articles in this magazine.

For another fun seminar activity, try putting together a true and false quiz on the FARs and other aspects of crewing. For example: Read aloud the FAR on consumption of alcohol, the "bottle to throttle" rule. It states that both pilots and crew must not drink alcohol within eight hours of flight. This means crew cannot have brandy in their morning coffee. True or false? (Hint: read the definition of crew.)

War stories! These are always great learning experiences. Invite each person to tell a story about a memorable, or forgettable, flight during the past year.

knots. You can learn! D knot reduces 50%?

The late looning is the system. Have strate how G ous models c some map w location in lo you find the the local auto an aviation se

What else season? Well, balloon comm party for loca with videos, s owner friendl and it certain new friends. going to have local corn fie flew over the making a shar it.

Crewing most an entir ing a balloon



New Release!

SUNRISE SUNSET III

The Competitive Spirit!

Capturing the contagious energy of ballooning!

This tape is styled after Sunrise Sunset I with great shots and beautiful music. Some task competition and some crew competition, but mostly ballooning captured at its best!

Special Offer to Our Past Customers!
10-25% Discount!

Save \$3 - Send \$19.95 and we pay shipping!
Multiple discount (includes shipping)
2 tapes \$38.00 • 3 tapes \$50
(Regular Price \$19.95 + 3.00 each + shpg & hdlg ea.)

4 tapes for \$60 = 1 Free

Please send number of copies indicated at right
Amount enclosed \$ _____ for # _____ tapes

NAME _____
ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____

VISA / MasterCard (circle one) Exp Date: _____
Card # _____

Partial list of 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*
- The original Sunrise Sunset (30 min)
- Sunrise Sunset II (UK, DC & Mex 30 min)
- Guanajuato, Mexico (1 hour) *Magical!*
- *Mexico has received most glowing feedback!!!!*
- 93 Poteet Strawberry Balloon Fest (35 min)
- 93 Andrews AFB Air Show & Balloon Race (30)
- 91 Maryland Preakness Balloon Event (45)
- 92 Maryland Preakness Balloon Event (45)
- 90 Harris Branch Balloon Meet (45)

Send order to: **PHANTOM VIDEO**
c/o Phantom Productions, Inc.
PO Box 90936 • Austin, TX 78709-0936
Call 1-800-401-3330, or FAX 512-288-4748

1-800-401-3330 • VISA/MasterCard Same day shipping w/Priority Mail, (UPS or FedEx @ \$ cost)

"An *Extravaganza* of Song, Comedy, Magic and More"
"Creative entertainment with a *Texas Kick* !!!"



The Lone Star Comedy Music Show

produced by
David Perkoff Music, Incorporated
Austin, Texas

Tel. 1-512-458-3400, 1-800-388-2336; Fax 1-512-288-4748





Theme party and impersonation favorites from
The Lone Star Comedy Music Show



Great Variety Dance Music from
The David Perkoff Little Big Band
The Lone Star Comedy Music Show



Train Songs - just one of the many BIG production numbers from
The Lone Star Comedy Music Show

The Lone Star Comedy Music Show

produced by
David Perkoff Music, Incorporated
Austin, Texas

Tel. 1-512-458-3400, 1-800-388-2336; Fax 1-512-288-4748





Hi!

Good to hear your voice.
Enclosed is my check — #1579.

Sounds like the "Competitive Spirits"
is another winner for you.
We can hardly wait for it
to arrive. — Don't sell them
all, I'll no doubt order one for
my son also.

Happy New Year!

With love,

Jane Munnell
482 Happy Valley Rd.
Sequim, WA. 98382

10, Jan. 1995

P.S. Please ✓ your address records —
our house # was changed from



National Academy of Recording Arts & Sciences, Inc.

Cordially Invites You to Attend the



Wednesday, March 1, 1995
2:30 pm Pre-Telecast Awards Presentation
5:00 pm GRAMMY® Awards Ceremony
CBS Television • A Pierre Cossette Production
Shrine Auditorium • Los Angeles, CA

Black Tie

Post-Awards Celebration
All-Star Entertainment & Cuisine
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DAVID PERKOFF MUSIC, INC.

AUSTIN, TX.

ASSOCIATE

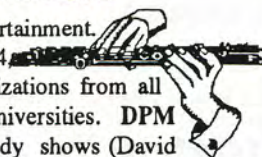


Services Directory

Through Phantom's association with

David Perkoff Music

we make available a full range of entertainment. Clients, of which there were 300 in 1994, have included corporations and organizations from all over the US, as well as, brides and universities. DPM provides fully produced musical comedy shows (David excels at custom writing & performances), professional bands of all types (from 16 piece Big Bands, to Rock, Country, and Jazz bands, plus major "national" entertainers) and unique performers such as magicians and hypnotists. Through consultation with the client, Chris and David create the very show you envisioned. Promotional materials with video available upon request.



David Perkoff Music 1-800-388-2336

The Phantom Agency

represents corporate consultants and trainers. All topics are available including; change management, decision making, presentation skills, productive meetings, competency based job analysis and many others.

Training videos currently available:

- *Coping with Change*
 - *The Four Year Old Syndrome*
- Please call us for scheduling & other corporate resources.

Phantom Video

provides on location and studio four camera professional SVHS video production, digital editing, graphics, licensed music, broadcast narration and content development. A video clipping service is also available to external production facilities. Projects have included international event documentation, corporate promotion and event videos, training tapes with materials for classroom sessions and live music productions.

Phantom Productions, Inc.
1-800-401-3330

P.S. VISA and MasterCard accepted. Send for our 1995 Hot Air Balloon Video catalog and our 1995 Phantom Video Rate sheet.



Phantom Video released the third video in our Sunrise Sunset series. Available the First of December, *Sunrise Sunset III The Spirit of Competition* is experiencing brisk sales. Hawaii continues to be the only state with no Phantom balloon tapes sold. There are only five balloonists listed in the BFA directory for Hawaii. Forty-nine states and eight countries is still good. We'll work on Hawaii.

A new "*From the Ground Up*" Crew Training video is in the works with a March 1995 release. We were contacted recently and negotiations are under way to have Phantom's videos listed in a prominent aviation catalog. The **Plano Balloon Club** contacted us for copies of ballooning videos to be sold again at their February Safety Conference. During the year we have responded to a variety of requests for ballooning clips with uses that included interactive CD's. Phantom Video continues to be the prime source for video on hot air balloons.

Phantom Phacts

Publication established in US 11/83, Intl 1/85

Published Quarterly by

Phantom Productions, Inc.
Chris & Martin Theophilus, Directors

Members: National Academy of Recording Arts and Sciences
Artists Legal and Accounting Assistance of Austin

Phantom Productions, Inc. provides marketing, business management and booking services to the entertainment industry.

Phantom Video provides production and promotional services for entertainers, special events and corporations.

The Phantom Agency provides production and marketing support to corporate consultants.

1-800-401-3330 • 512-288-1044 • Fax 512-288-4748



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



*Happy Holidays and best wishes
for the new year?*

*Best
of
90
Dan
Morris*

!OOPS!

A major communication breakdown occurred in Austin recently! Therefore, the party for Ernie Gammage's 50th Birthday will be held Tuesday, December 6, at The Caswell House at West Avenue and 15th Street. The celebration goes from 5 p.m. to 10 p.m.

The early part of the evening is a fundraiser for CEDEN Family Resource Center and we encourage you to come support this worthwhile cause. Cost is \$10/person or \$15/couple, with entertainment by Christine Albert, Ernie Gammage and Paul Glasse from 5:30 to 6:15.

If the early time doesn't work with your schedule or your budget, come at 8 p.m. at no charge and party with Ernie and family! Parking is available on the street and across 15th Street at the St. Martin's Church parking lot. By the way, this is no longer a surprise --so say whatever you want to Ernie, whenever you see him!!

Questions? Call Christine at 926-5327.

* Special thanks to Celis Brewery for their generous donation to this event.



Phantom Phacts

A Publication of Phantom Productions, Inc.
Chris & Martin Theophilus, Directors

Winter
1994

'Creative Entertainment Services since 1964'

Wishing you a very safe and happy holiday season!



David Perkoff, Gary Morris and Chris Theophilus at the Four Seasons Hotels where Gary performed for the Central Texas Medical Association.

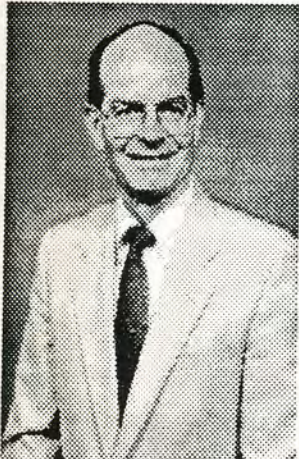
DPM's Best Year Wraps with New Year's Eve Galas

David Perkoff Music is wrapping gifts and wrapping up the best year to date! Phantom Productions is very proud of our association with David who has enjoyed growth of approximately 40% the past two years. David's success secret is his commitment to provide his clients with the very best in entertainment, top quality custom comedy writing and an adherence to detail making every event special and hassle free for the customer. This has made David Perkoff Music one of the Southwest's top entertainment companies. In fact, DPM was the talent resource of choice for both the Stouffer Austin Hotel and Austin's Four Seasons Hotel when it came to entertaining their prime clients at Christmas.

In addition to this being a banner year for DPM's Esther's Traveling Follies & the Little Big Band, Chris & David also began providing national acts to clients including a benefit with Gary Morris for the Central Texas Medical Association. For the third year, DPM will be providing the Stouffer's New Years Eve entertainment with the Little Big Band and Hot Wax. Events for 1995 exceed past years early bookings, so call Chris at 1-800-388-2336 to secure your dates,

Corporate Consultants Capture Content

Phantom Video's clients Mike Murray of Austin & Del Poling of St. Petersburg, Florida, provide consultation to top executives around the world, as well as training to their employees. Mike and Del now reach a broader market by providing videos of their work. Mike recently taped a session for the State of Texas on *Coping With Change* which subsequently went to Sprint and other companies. For Del, Phantom is first producing five modules on *The Four Year Old Syndrome*, the content of which provides organizations with innovative ways to deal effectively with

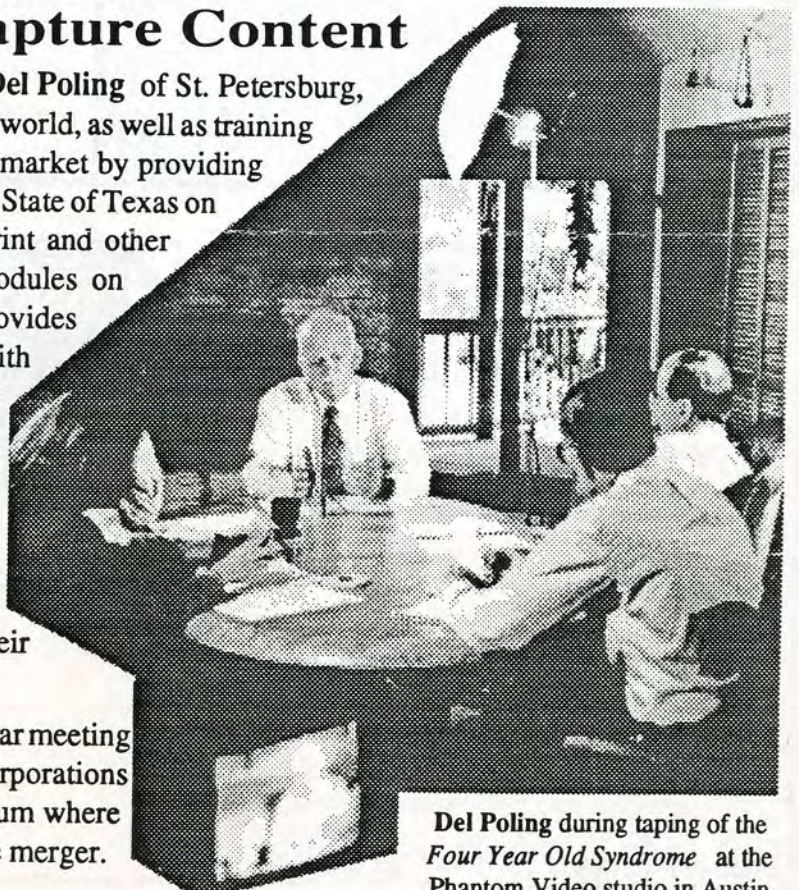


Mike Murray
Creative Interchange Consultants

irresponsible employees. The tape includes; screening new hires, dealing with current staff and taking action for improvement.

Mike and Del are in high demand, so video tapes with support materials provide an extension of their work, not otherwise available.

Mike was in Europe earlier this year meeting with top executives from major corporations and Del just returned from Belgium where he assisted with a major corporate merger.



Del Poling during taping of the *Four Year Old Syndrome* at the Phantom Video studio in Austin

Phantom Video Provides Variety of Ballooning Videos

Phantom began producing video in 1980. Our first tape of Dan Sherrill's Balloon Crew Training class was shot in 1989. With over five hundred hours of ballooning footage, Phantom has created its own catalog of Hot Air Ballooning tapes. A new crew training video will be released in Spring of 1995.

Sunrise/Sunset III *The Competitive Spirit* (25 min) Takes a style similar to Sunrise Sunset I. Some pilot and crew competition sequences, but mostly great balloon scenes and beautiful music. Captures the incredibly friendly competitive spirit.

Sunrise/Sunset II (30 min) Three part video includes: 1) tours of British balloon factories (Cameron & Thunder & Colt). Shows scenes from computer aided design to layout, cutting, sewing and tours through basket and burner manufacturing areas. 2) Highlight clips of the Andrews AFB Armed Forces Day Air Show and Kodak Balloon Race. 3) Highlights from the Guanajuato, Mexico balloon race. Balloon flight scenes are set to music similar to the original Sunrise Sunset tape.

This is a typical Phantom video - beautifully composed, skillfully edited, with just the right combination of music & natural sound effects to bring the viewer into the events shown....if you're looking for a gift or want a video available for sale to first time passengers, Sunrise Sunset II is a sure bet!

Ruth Ludwig, Ballooning Magazine

Sunrise/Sunset I (30 min) video includes some of our best ballooning shots set to music. Taken from hundreds of hours, the tape was produced at the request of pilots and interested persons in ballooning who wanted a video that would promote the sport. It includes; single and multiple balloons launching and flying in a variety of settings. **Tree topping, splash & dashes, moon glows** and many special shape balloons. This tape is intended to be entertaining, educational as well as promotional. *A Best Seller!*

If you want to show your friends what it is like to get hooked on ballooning, then even more hooked on competition, this tape is the way to go.

Ruth P. Ludwig, Editor, Ballooning Magazine

Guanajuato, Mexico (1 hour) This tape covers 10 days of perfect flying in the mountains and valleys of Central Mexico. Multiple balloons rise over mountains and land near small villages, pilots fly box winds and move around each other with ease, chase crews wind mountain roads and provide excellent support. This tape captures the beauty of balloon flight and international relationships in a spectacular part of the world. This tape is backed by beautiful music from the city's symphony and includes other musical segments of the Mexican culture.

This unique video does an excellent job of drawing you in to share the enjoyment that was experienced by the balloonists during this special balloon event. Every adventure seeking balloonist will surely enjoy viewing this video story many times.

Glen Allen, Hot Air a publication of the Plano, Texas Balloon Club

Andrews AFB Armed Forces Day Air Show & Kodak Hot Air Balloon Race (30) Washington DC (May 1993) This event allows balloon pilots to fly in otherwise very controlled air space. The tape captures the flights over the field and into the countryside. Clips of the air show include the Air Force Thunderbirds and other aircraft.

From the Ground Up (38 min) Crew Training Tape Produced at the request of and in association with experienced balloon pilots and crew, this tape takes you through the entire process of setting up, launching, chasing, recovering and packing up balloons. The tape works to educate persons on the components of a balloon, as well as the steps, safety precautions and skills necessary to successfully crew for hot air ballooning. This is the second edition of the tape first produced in 1989.

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, Winter 1991

- *Very good job on the tape-It will be very helpful to my crew, Great • Very good. Will be used a lot!!*
- *I really enjoyed this tape, because I set-up and pack the balloon exactly the way you demonstrated.*
- *I saw it at a Safety Seminar. REALLY GOOD!*

1991 and 1992 Maryland Preakness Celebration (two separate tapes)

These 45 minute tapes document the hot air balloon races held just prior to the famous Preakness horse race in Baltimore, Maryland. Our staff work to capture all aspects of the event from pilot registration and briefings to setup, launch, competition and the award ceremonies. The majority of the tape is focused on setup, launch, flight, landing and recovery of the balloons participating in the event. Both tapes have great scenes of flying over the Baltimore area. The Klondike Bear, the Famous Footwear shoe and other great shapes participated.

Please accept our warmest thanks for producing such a wonderful tape capturing the many delightful moments of the Maryland Preakness Hot Air Balloon Competition! You have done a magnificent job in featuring all aspects of our balloon festivities!

Sandra W. Cuneo, Executive Director, Maryland Preakness Celebration

Poteet Strawberry Balloon Festival Held October 1993. (35 Min)

The Spring Strawberry Festival (which attracts over one hundred thousand visitors to the community of three thousand), held a Strawberry Balloon Festival for the second year. Competitive flights were flown in the beautiful Texas Hill Country. The event's moon glow is captured from the air by helicopter.

The 1992 Fort Worth International Balloon Rodeo (58 minutes)

Held September of 1992, this festival attracted over 60 balloons from all over the country. It began with a "Moonshine" and included a "key grab" event for a 1993 Chevy truck. Box winds, usually non-existent in this part of Texas, made the Saturday morning competition particularly interesting. We show a pilot evaluating various launch sites in the "key grab" event and another launching quickly after the "hare balloon" mistakenly launched early. Multiple balloons are seen hurriedly launching to compete in the evening's flight.

Harris Branch Hot Air Balloon Festival (40 min)

Forty balloons participated in this 1990 event that includes some of the greatest scoring scenes we've documented. Multiple balloons arrive in line to throw their markers, while others have launched from totally different directions, yet also manage to come right across the target, some only a few feet off the ground!

Phantom Video a Phantom Productions, Inc. company

P.O. Box 90936 • Austin, Texas 78709-0936 USA

1-800-401-3330

Dear Martin,

February 25-26, 1995 the North Texas Ballooning Association will present a safety seminar in Dallas. I will call you soon to ask about a consignment sale of videos at this event.

Looking forward to Sunrise/Sunset

Glen



Glen Allen
8 Crompton's Gap
Richardson, TX 75080



The definitive version of the Austin music scene has been captured.

Be the first to see it.

You are cordially invited to the
Premiere Screening
and Dinner for
Americana Television Network's
"Roadshow: The Austin Music Scene,
Parts 1 and 2"

Thursday, December 1st
Threadgill's Restaurant; the
Upstairs Store and Museum
6416 N. Lamar Blvd./Austin
6 to 9 p.m.

Hosts: Austin Convention & Visitors Bureau,
Greater Austin Chamber of Commerce,
Threadgill's Restaurant

Food, Drink and Good TV

Please Note: Screening starts promptly at 6 p.m.

RSVP: Karen Jordan (512) 404-4366

AMERICANA TELEVISION NETWORK, INC.

LOBEGRAND
Ticket and Label Co
21033
IF DETACHED

T R A N S M I S S I O N B Y F A X

PHANTOM PRODUCTIONS Austin Texas

To: _____

Attention: Chris Theophilus

Subject: _____

Date: NOV 11th 1994 Pages (incl. this one): _____

001-512-288-4748

Dear Chris,

Once more at least this way I would like to thank you and Martin for your nice hospitality and the beautiful diner invitation to your place.

I never feel anywhere else more at home than at yours.

Your beautiful home and very warm welcome is always something very special to me.

I always feel very guilty that I cant welcome you over here in germany like that.

Perhaps one time youll be able to come and spend a weekend in our region.

All the very best to you both

Jürgen Kramer

Intercord Records

SUNRISE SUNSET III
The Competitive Spirit!

Capturing the contagious energy of ballooning!
This tape is styled after Sunrise Sunset I with great shots and beautiful music. Some task competition and some crew competition, but mostly ballooning captured at its best!

Special Offer to Our Past Customers!
10-25% Discount!

Partial list of ballooning tapes available:
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 - Donna Cook Eastman, Ballooning Magazine

The original Sunrise Sunset (30 min)
 - Guanajuato, Mexico (1 hour) Magical!
 - Mexico has received most glowing feedback!!!

93 Poteat Strawberry Balloon Event (45)
 - 93 Andrews AFB Air Show & Balloon Race (30)
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 - 92 Maryland Preakness Balloon Event (45)
 - 90 Harris Branch Balloon Meet (45)

Save \$3 - Send \$19.95 and we pay shipping!
 Multiple discount (includes shipping)
 2 tapes \$38.00 · 3 tapes \$50
 (Regular Price \$19.95 + 3.00 each + shpg & hndg ea.)
4 tapes for \$60 = 1 Free
 Please send number of copies indicated at right
 Amount enclosed \$ _____ for # _____ tapes

NAME _____ STATE _____ ZIP _____
 ADDRESS _____
 CITY _____
 PHONE _____

Exp Date: _____
 Same day shipping w/Priority Mail (UPS or FedEx @ \$ cost)

Send order to: **PHANTOM VIDEO**
 c/o Phantom Productions, Inc.
 PO Box 90936C · Austin, TX 78709-0936
 Call 1-800-401-3330, or FAX 512-288-4748

Phantom Video
P.O. Box 90936
Austin, TX 78709



The Competitive Spirit

New crew training "From the Ground Up" will be released in early 1995!

Phantom Productions, Inc.

'Creative production since 1964'

Phantom Video provides professional documentation of balloon events all over the world. Using professional SVHS equipment, we capture all the action with at least two cameras. Our final product is digitally edited into a promotional video that will reflect the great exposure your sponsors receive.

Phantom Videos help events: Our videos help pilots:

- Document sponsors
- Attract new sponsors
- Provide media clips
- Draw more pilots
- Attract commercial balloon contracts
- Promote ballooning & gain customers
- Publicize fun and competition flights

Our pricing is lower than most other professional videographers. We know hot air ballooning! We know where to be and what sponsors expect to see.

May we bid your next event?

Give Chris or Martin a call at 1-800-401-3330

PS: Hot Air Balloon Clubs use our video for fund raising!

Phantom Video Balloon Tape Order Blank

Hot air balloon tapes currently available:

(Please indicate number of copies.)

___ Sunrise Sunset III	___ Poteet Strawberry Fest
___ Sunrise Sunset II	___ Crew Training
___ Sunrise Sunset I	___ "From the Ground Up"
___ Andrews AFB Kodak Race	___ '92 Preakness
___ Guajuato, Mexico	___ '92 Ft. Worth Balloon Rodeo
___ '90 Harris Branch Race	___ '91 Preakness

Tape prices: \$19.95 each + \$3.00 s/h • 2 - \$40 (inc s/h)
3 - \$52 (inc s/h) • 4 - \$60 inc s/h

Enclosed is \$ _____ for _____ tapes as indicated above.

Name _____

Address _____

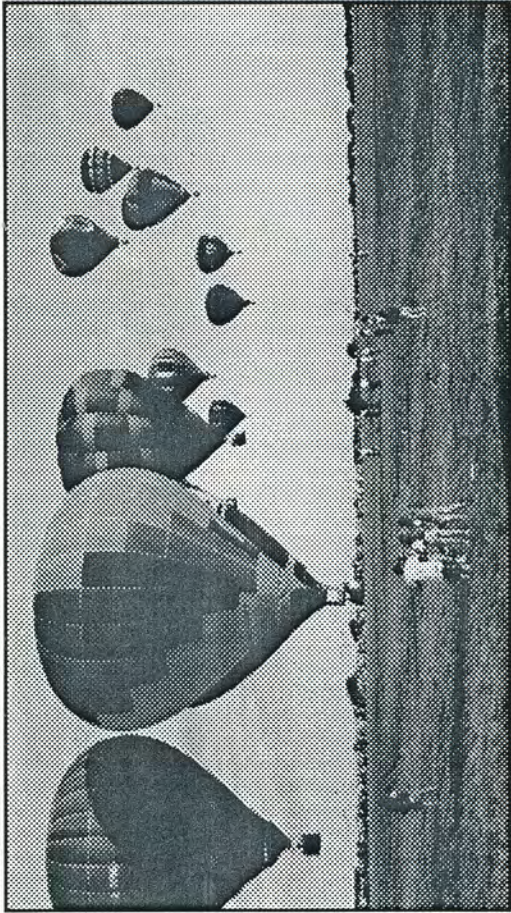
City _____ St _____ Zip _____

Phone _____

VISA/MasterCard (circle type of card used) Call order to 1-800-401-3330

Card # _____ Exp Date _____

Phantom Video



1995 Hot Air Balloon Video Catalog



Phantom Video is a Phantom Productions, Inc. company
P.O. Box 90936 • Austin, Texas 78709-0936
512-288-1044 • 800-401-3330 • Fax 512-288-4748

In Celebration of Texas Music Month

**THE 1994
AUSTIN CHAPTER
OF THE
TEXAS MUSIC ASSOCIATION
AWARDS SHOW**

October 19, 1994
Hyatt Regency Town Lake

Master of Ceremonies
Ray Benson

☆

Guest Speaker and Special Hon
Michael Greene, President/CEO o

Guest Presenter
Roger Sovine, Vice President, BMI

☆

Musical Performances by

Arista/Texas Recording Artist
Ricardo Castillon (of La Difer
Joel Nava

dos Records Recording Artists
Beto y Los Fairlanes

Sponsored by **NationsBank**

00007

Austin Chapter of the TMA
Awards Party
October 19, 1994 8-10 p.m.
Hyatt Regency Towne Lake
208 Barton Springs Road
Sponsored by NationsBank
ADMIT ONE

The Austin Chapter of the Texas Music Association
1994 Austin Music Awards

Outstanding Music Business Award

Wayne Nagel and Don Harvey
Austin Rehearsal Complex

Media Award

Don McLeese
Austin American-Statesman

1994 Achievement Award

Bob Meyer
City of Austin Music Liaison/Austin Music Commission

Outstanding Artist Award

Ian Moore
The Ian Moore Band

President's Award

Robin Shivers
The Shivers Group/ACTMA Board of Directors
For Outstanding Service to the Austin Chapter of the TMA

Lifetime Achievement Award

Johnny Gimble

1994 Sovine Award

Michael Greene, President/CEO
NARAS®
For Outstanding Service to the Austin Music Community

☆

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Layne Lauritzen
Terry Lickona
Stuart Lodge
Carlyne Majer
Mike Mordecai

Kristen Nagel
Bruce Perkins
Cameron Randle
Robin Shivers
Steve Thompson

00000

Austin Chapter of the TMA
Awards Party
October 19, 1994 8-10 p.m.
Hyatt Regency Towne Lake
208 Barton Springs Road
Sponsored by NationsBank
ADMIT ONE

UT takes precautions to make sure Sooners steer clear of Bevo

BY DEBBIE GRAVES
American-Statesman Staff

DALLAS — In a pen somewhere in Dallas this morning, Bevo sleeps. The location is hush-hush to protect him from marauding Sooner fans who've been known to glue his trailer shut to keep him from attending the annual Red River showdown in the Cotton Bowl.

For Bevo, the burnt-orange-and-white 10-year-old Longhorn mascot of the University of Texas, this is his big weekend, as it is for thousands of University of Texas and University of Oklahoma fans.

"Everyone is pumped up for the game. Everyone is hoping it doesn't rain tomorrow," said Cydie Shon, a UT junior from Irving. Heavy rains began pummeling Dallas in the midafternoon today and are expected to curb the enthusiasm.

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Bevo

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A shot from UT's Smokey started the golf tournament. "It's kind of a shotgun start," Appling said.

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That's because, like most mascots, has been the target of dirty tricks. The mascot was named Bevo after Aggies in February 1917 branded the score, 13-0, of the UT-Texas A&M game on the university's steer. To avoid this embarrassment, UT used branding irons to read Bevo, the mascot's name.

Longhorns name the

GOING ONCE. GOING TWICE. GOING AGAIN FOR THE YEAR.



© 1994 Crystal Anniversary Art Auction

Artists' Legal and Accounting Assistance—Austin

Thursday, October 27, 1994, 6:00 - 9:00 p.m.

Congress, Franklin Plaza

ALAA hopes will show your appreciation by patronizing and supporting these businesses and artists that have so generously contributed to this event.

Artists' Legal and Accounting Assistance—Austin (ALAA) is a nonprofit arts service organization created in 1979 to provide FREE legal and accounting assistance to the Austin area arts community.

ALAA recruits volunteer attorneys and accountants who agree to donate their time to serve lower-income emerging and mid-career artists and arts organizations by addressing the unique problems associated with the business aspects of their art professions.

ALAA sponsors 3-5 annual educational conferences designed to bring artists, arts administrators, attorneys, and accountants together to learn about and discuss the most current, requested, or controversial issues relating to the arts.

BOARD OF DIRECTORS:

Cynthia Degitz, President
Laura Stapleton, Vice President
Thomas P. (Pat) Washburn, Secretary
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Britt Buchanan
Serena Kuvet
Lisa Palmer
David Sokolow
Christine Theophilus
Diane Van Helden
Robert J. West

Anne Gilliam, Executive Director

In Celebration of Texas Music Month

**THE 1994
AUSTIN CHAPTER
OF THE
TEXAS MUSIC ASSOCIATION
AWARDS SHOW**

October 19, 1994
Hyatt Regency Town Lake

Master of Ceremonies
Ray Benson



Guest Speaker and Special Honor
Michael Greene, President/CEO of

Guest Presenter
Roger Sovine, Vice President, BMI

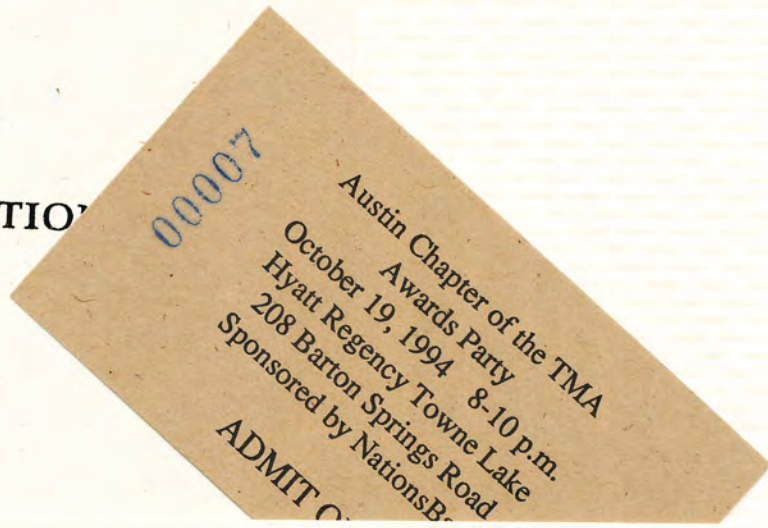


Musical Performances by

Arista/Texas Recording Artist
Ricardo Castillon (of La Diferencia)
Joel Nava

dos Records Recording Artists
Beto y Los Fairlanes

Sponsored by **NationsBank**



The Austin Chapter of the Texas Music Association
1994 Austin Music Awards

Outstanding Music Business Award
Wayne Nagel and Don Harvey
Austin Rehearsal Complex

Media Award
Don McLeese
Austin American-Statesman

1994 Achievement Award
Bob Meyer
City of Austin Music Liaison/Austin Music Commission

Outstanding Artist Award
Ian Moore
The Ian Moore Band

President's Award
Robin Shivers
The Shivers Group/ACTMA Board of Directors
For Outstanding Service to the Austin Chapter of the TMA

Lifetime Achievement Award
Johnny Gimble

1994 Sovine Award
Michael Greene, President/CEO
NARAS®
For Outstanding Service to the Austin Music Community



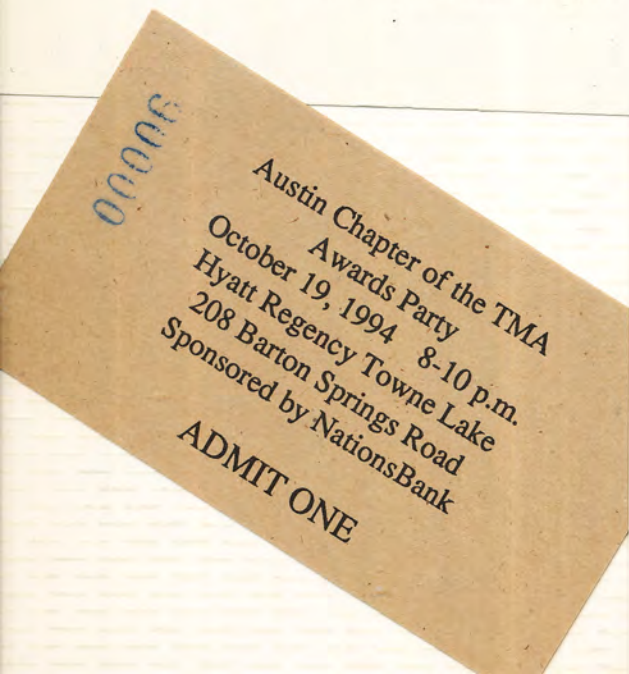
Austin Chapter of the Texas Music Association
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Terry Lickona
Stuart Lodge
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Congress, Franklin Plaza



Central Texas Medical Center Foundation

Four Seasons Hotel, Austin

October 9, 1994

Mr. Terry Paul Gilmore
Chairman, CTMC Foundation
Chairman, 1994 Stars of Texas Gala

Welcome

Mr. Terry Paul Gilmore

Invocation

Ms. Reesa Boyd, Vice Chairperson
Hospice of Central Texas Advisory Board

Dinner

Presentation

Mr. Terry Paul Gilmore
Mr. Joel Hass, President/CEO, Central Texas Medical Center
Mrs. Maude Ogle, Chairperson, Hospice of Central Texas
Advisory Board

Gala Entertainment

1994
**Stars of Texas
Gala**



U2

Central Texas Medical Center Foundation

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Gala Entertainment

Gary Morris

Tonight's entertainment was produced by David Perkoff Music

The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music

512-458-3400

Hey Look Me Over . . .

September, 1994

I was looking over some brochures of entertainment agents in our fair city by the creek thinking about how David Perkoff Music Co. was way overdue to have a new brochure too.

Remember, to be agent, you don't have to be able to play an instrument, like we can, you don't have to have any stage experience, like we do, you don't have any technical or production skills, like we know, you don't have to have a license, like we don't, and your telephone number doesn't have to be 512-458-3400, like ours is.

But, you do have to have that brochure so thousands of potential customers can peruse it thinking to themselves, "My, what clever fellows and fellas these agents are to know so many bands and entertainers so well that they can list them on this brochure. To know this many bands and comedians, they must stay up all night, every night, seven days a week, 365 days a year listening to music, otherwise how could we be sure we were getting the most appropriate, most professional and in our price range talent available that showers and doesn't swear on stage." This is a very good question, because as I looked at various brochures, I found myself, Mr. Experience, saying, "I don't know half these bands, what's wrong with me?" I mean, Who's Incognito? What's Dirty Oliver? Where's Native Sun? Why is Sweet Daddy Redd? When is Belly Dancing? How many is a Little Big Band? Oh wait, that's my band. Trust me, they're pretty good.

So, we immediately decided not to list any of the groups we weren't familiar with just because they were on everybody's brochures. We would go with the groups and individual entertainers with whom we were intimate - don't worry, we use protection. Actually, we don't know everybody. We don't know Ray Charles personally, but we could book the man.

And then I opened our talent file, mouse mouse, click click, and wow what a treasure chest! For years, we have been bragging on our company's creativity, our original slant toward entertainment at theme parties, formal events, and specific corporate functions. Clients call us because they like the particularly high level of musical expertise and personal energy we send to their events. And our talent file clearly shows this: our band list, individual musician list, solo and unusual performer list, and ideas list is unlike any agent brochure on my desk, I mean in my circular file under my desk.

We have over 700 talent listings squeezed into 40 megacrunchies. We have after dinner stage shows like Esther's Traveling Follies, Comedy Sportz, Daniel White Magic, James Courts Hypnotist, Danny Gans Impersonations, The Time Travelers Music Revue. We've got jugglers, and characters, and clowns and casinos and body builders, and photographers and video and decorators and sound and lights and on and on and other agents to help if we get stuck.

The more cynical party planner (is that an oxymoron?) might say "Put up or shut up"! so here are just a few examples for you, not even including the Shirrells and the Platters and Chubby and the Fifth Dimension and Gary Morris, Ronnie Milsap, Crystal Gayle and a ton of other stars, oh loyal reader or mom or Aunt Henrietta or Uncle Peter:

Happy Xmas and Hanukah booking,

David Perkoff

WHAT A LAUGH!

Austin's cutting edge comedy keeps its razor-sharp wits about it

"Are you Esther?" It's the constant question as I stand at the exit door of Esther's, watching people from Iowa, Dallas, Australia, Alabama, all over the map, leaving happy and full of the good word about the Austin comedy scene.

No, I'm not the famous swimming star of the '30s, but sometimes I feel like I'm diving into one of those Busby Berkeley movie pools, teeming with bodies, all in synch but threatening to erupt into chaos any minute. The Austin comedy scene mirrors in many ways other "scenes" here in Austin: music, science and technology, arts, athletics. All these areas of endeavor, and many others, are being practiced at or near their highest levels here. We're so used to the quality, it's easy to take it for granted sometimes.

It's a fairly stable comedy scene here compared to the current national one of clubs closing. That's come in the wake of the huge glut of a few years back when comedy clubs opened



The cast of Esther's Follies with Shannon Sedwick, with microphone above and at center below, continues its 17th year of topical satire with a repertory company of a dozen performers. photos by alan po

WHAT A LAUGH!

give them rein to experiment, try new bits, crash and burn. It's part of the excitement of the comedy genre.

The comedians themselves have to practice diversity. "A local stand-up headliner can work six to eight weeks per year between the Velveeta Room and the Laff

op, and maybe two weeks each in Houston, Dallas, San Antonio, El Paso, Corpus Christi and Mexico. Like parks, they must travel to survive. Or, like parks, they'll have to work night jobs.

the chosen 40 in the contest. More Austin comics are turning into headliners as they crisscross the country: Nancy Reed, this year's "Funniest Person" winner, Tom Hester, Amos Ewing, and, of course, Austin's favorite comic and regular Esther's guesteer Kerry Awn. Comedy-sportz is diversifying by hitting a new market: High school students making up new teams of improv players, working with AISD to allow the groups to compete across the city. Chris Cannon is one of Austin's select comics to have

Jay Leno's fax inside line, selling his jokes to the *Tonight Show* host. Turk Pipkin is writing comedy books, magazine stories and TV shows, such as the upcoming *Circus of the Stars* for CBS and a movie of



staff file photo
Esther's Follies has been cracking up Austin for 17 years, even pulling unwary pedestrians into the act in front of its plate-glass Sixth-Street facade, far left. Esther's Follies founder Shannon Sedwick, left, still has the magic when she sends up Patsy Cline's



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Happy Xmas and Hanukah booking,

David Perkoff

Capital Area Division
3429 Executive Center Drive, Suite 200
Austin, Texas 78731-1620
Tel 512 346 6880
Fax 512 343 0271

September 1, 1994

Mr. Martin Theophilus
Phantom Productions, Incorporated
11051 Tangleridge Circle
Austin, TX 78709-0936

Dear Mr. Theophilus:

Thank you for donating your video services for the special event *Laughter is the Best Medicine*, benefitting the American Heart Association. The 18 minute promotional tape of the event looks fabulous and will help sell the event to sponsors in the future.

Your donation of 4.75 hours for the editing of the promotional tape is valued at \$384.00 and is considered a tax deductible contribution.

Again, thank you for your generous donation.

Sincerely,



Kerry A. Phillips
Communications/Development Assistant

Chairman of the Board
Gwen Hoffman
President
Paul J. Roach, M.D., FACC
Chairman-Elect
Sylvia H. Maggio
Secretary/Treasurer
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Public Affairs Chairman
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John Tumlinson
Council Executive Director
Gil Jester

"The Four Year Old Syndrome"

by Del R. Poling

We also recommend Del Poling's video "The Four Year Old Syndrome." Professionals in the hiring process provide statistics that show 50% of persons in today's work force exhibit Four Year Old behavior.

Del provides insight to behaviors that inhibit productivity and have the potential to destroy a company. The video assists you in hiring persons who do take initiative, provides ways to effectively work with persons who have never taken responsibility (determining if they may be molded into productive employees), and recommends "next steps" if stronger action is required.

Del's examples vividly bring to life behaviors that companies and organizations are faced with daily that include: employees "coping-out, denying, blaming and sliding out of situations." Del then proceeds to give the viewer concrete examples on how to effectively deal with this universal problem.

The tape includes the overview and four modules totaling 90 minutes for \$750.00. For more information on this tape, please call 1-800-401-3330, or send your order to Phantom Video, PO Box 90936, Austin, TX 78709-0936.

Mike Murray


For more than 20 years, managers, corporate executives, government officials and others have relied on Mike Murray to help them work more productively and synergistically. As owner of his own consulting business, and as a featured speaker for a major seminar company, Mike has trained more than 160,000 seminar participants in areas such as change management, conflict resolution, strategic planning, customer service, creative problem solving and team building.

Mike has taught in 48 of the 50 United States as well as in Indonesia, Malaysia, Thailand, England, Belgium, Hong Kong and Singapore.

Mike uses a wide variety of teaching and learning processes to enable workshop participants to equip themselves with skills and strategies for successfully accomplishing their mission.



Coping With Change

Hi!

Three hot air balloons in a colorful sky. One is orange, one is green, and one is purple. They are floating against a background of soft, blended colors like blue, green, and purple.

Thanks for returning
My Check —

Hurry and make more
HAB videos so I can
send another check! 😊

Thanks again,

Jane Kennell

Chk dated July — here it is 20, Aug. —
where does time fly to?



**BREAKFAST
FOR YOUR
BRAIN**

**MUSIC
FOR YOUR
SOUL**



**WEEKDAYS ON
KGSR In the Morning**
with **Cecilia Nasti**
and **Ed Mayberry**
5:30 - 9:00 AM

**107.1K
radio
AUSTIN KGSR**

Laughter

◆ IS THE BEST MEDICINE ◆



Hear Ye! Hear Ye!

THE KING AND QUEEN OF HEARTS
REQUEST THE HONOR OF YOUR PRESENCE
AT THE PARAMOUNT THEATRE
TUESDAY, JUNE 21, 1994.

IT WILL BE AN EVENING OF
FUN AND FROLIC SPOOFING HEALTHCARE REFORM
AND THE LOCAL MEDICAL COMMUNITY
WITH THE RENOWNED JESTERS FROM ESTHER'S FOL
AND THE KINGDOM'S MEDICAL COUNSEL.

THE DRAWBRIDGE LOWERS AT 7:30 P.M.
THE MERRIMENT BEGINS AT 8:00 P.M.

ATTIRE: COURTLY CASUAL

MANY THANKS TO FROST BANK FOR GRACIOUSLY
HOSTING THE SPONSOR RECEPTION.



MarAnn & Cleve,
We got some reviews
on this. Thanks!

Fluke

8/13/94

TX TEACHERS RETIREMENT - 3 CAM SNOOT

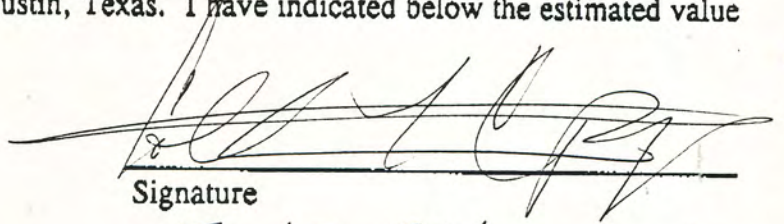
ARTISTS' LEGAL AND ACCOUNTING ASSISTANCE OF AUSTIN
DONATIONS FOR ANNUAL BENEFIT CONCERT - 1994

I, Colleen L. Cupp, representing Dancing with Style

have donated to Artists' Legal & Accounting Assistance of Austin (ALAA) the following:

1 private dance lesson.

All donated items will become the sole property of Artists' Legal & Accounting Assistance of Austin (ALAA). I understand that these items will be raffled off as door prizes by ALAA at a benefit concert to be held on Wednesday, July 27, 1994 from 7:00 to 11:00 p.m. at The Broken Spoke, located at 3201 S. Lamar Blvd., Austin, Texas. I have indicated below the estimated value of the donation.



Signature

7-13-94

Date

35.

Estimated value of donation

Please return this completed form to:
Artists' Legal & Accounting Assistance of Austin
c/o Ms. Sheri L. Toivonen
Glass & Company, CPAs, P.C.
515 Congress Avenue, Suite 1900
Austin, Texas 78701
512/480-8182

For redemption - call Colleen Cupp
Dancing with Style
4511 Manchaca #100
Austin, Texas 78745
280-2249



Dear Chris & Martin,
Lee & I enjoyed ourselves at your "Phantom Turns 30" party. The dinner was really delicious and it was quite interesting learning about your business.
Your home is beautiful we felt right at home in the Southwest desert!
Thanks again,
Alanna & Dee
Cochran





August 8, 1994

Dear Chris,

Just a note of thanks for all of the work you put into our summer concert. While it may not have been as grand as we hoped, it was a success -- we raised several thousand dollars! Your contacts in the entertainment industry and your skills in working with the entertainers are invaluable to us, and we appreciate everything you do!

Regards,
Cynthia

P.S. Thought you might like to have the enclosed pictures.

More Scenes



John Cambridge (pictured here with his wife Joan) is an outstanding rock guitarist Phantom has been working with in Luton, England since 1990.

Phantom Records • A Phantom Productions, Inc. co.



INTERNATIONAL TIES... In 1991 John Cambridge and Mark Luke Daniels, through Phantom, UK, completed a joint album combining Texas Country with British rock! Phantom's goal has always been to provide unique opportunities to those we promote. Mark Luke was referred to Phantom by Sandy Edwards, a bank manager for Franklin Federal Savings. *Shadow of A Doubt*, Phantom's first CD production and international distribution deal, was our first comprehensive development contract. Prospects looked great when Phantom's Directors signed Mark Luke to a publishing deal with Richie Valen's worldwide publisher. The signing of the deal took place in Monte Carlo. On May 1, 1990, Mark Luke signed a seven album contract with Gene Simmons (rock group KISS) under the RCA Record Label.

Mark Luke referred Pat Mears to Phantom and while attending the 1991 MIDEM in Cannes, France (with the Gulf War in progress), we were able to help Pat solidify a record contract with Silenz Records of Holland. They wired her funds to complete her album, before we even made it back to Austin. Pat has now become a huge hit in Europe, while in the US she is relatively unknown. Incidentally, Mark Luke also referred Tracy Lyn Phantom in 1989.



Pat Mears opened to a festival audience of 150,000 in Europe



Jurgen Kramer & Gary P. Nunn are the two in the center

Phantom has been lucky to work with some truly good folks in the music business. When Jurgen Kramer with Germany's Intercord Records called Chris and asked to meet some well known Texas musicians the response was great. Over a two day period, Jurgen (accompanied by two men with German radio and a German Country Music journalist) and Phantom's Directors met with; Jerry Jeff Walker, Chris Wall, Steve Fromholtz, the Tejana Dames, Gary P. Nunn, Christine Albert, Rusty Weir, Marcia Ball, Calvin Russell and Butch Hancock



Mike Kanda from Tokyo, Japan (shown here at Gruene Hall with Tracy Lyn), explored Eastern resources for our talent. He has been a Country Music fan since his teens. Mike has now moved to the US and is working in Country Music.

Phantom maintains close ties with others in the international entertainment business. Chris has arranged US tours for Pat Mears, Tom Pacheco of Ireland and assisted other companies around the globe.

Pictured to the right are Tom Pacheco, an Irish Folk Singer, originally from Texas, Jorg Hacker



with Intercord records of Germany. Clive Hudson, Director of Round Tower

PA0621 ORCH R J 11 ADULT
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 SECTION/AISLE MC 14X
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 ROW/BOX SEAT
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 NEW YORK LIFE/SANUS
 PRESENT
 LAUGHTER IS BEST MEDICINE
 TUES. JUNE 21, 1994
 All Taxes Incl if Applicable
 ADM \$ 45.00
 ** ** ** * ** ** **



Hot Air, Hot Music, Hot Comedy and more!

In August of 1989, Martin gave Chris a class in crewing for Hot Air Balloons, taught at Austin Community College by Dan Sherrill (pictured to left, fourth from left). We are still surprised to where that has led. As no videos on crew training existed, Phantom produced one with Dan as host. The tape has been sold in 9 countries (Brazil, Canada, England, Israel, Japan, Mexico, Spain, Sweden and the United States) and all US States except Hawaii (must be difficult flying on the islands). Dan also enabled Phantom to produce the documentaries on hot air balloon events at Harris Branch '89 & '93 (Austin, TX), Maryland Preakness Celebration '90 & '91, plus the '93 news compilation (Baltimore), Fort Worth Int'l Balloon Rodeo '92 and the Guanajuato, Mexico Balloon Races '92. Phantom Video also documented the Kodak sponsored Andrews Air Force Base Air Show & Hot Air Balloon Races '93 (Washington, D.C.), the hot air balloon factories of England '93, the 1993 Poteet Strawberry Balloon Fest & the 1994 Poteet Strawberry Festival attended by 130,000. Phantom Video has also released two annual (1992 & 1993) compilations of their balloon work. A new training video is in the works to be released the Fall of 1994.



In 1987, as Phantom worked to develop new artists, we found a real void in their knowledge of the actual business of music.

Martin served on the Austin Community College Business Management Advisory Committee and recommended that ACC initiate a degree program in Commercial Music. Chris & Martin worked for two years completing studies and soliciting the help of others to make this a reality. Now students can earn an Associate Degree in **Commercial Music Management** (including the business of music and production with classes in actual recording studios). Martin Chaired the ACC committee overseeing the implementation of this program. He also served on the Board of the **Austin Music Business Association** and later Chaired that group as well. He is also a member of **NARAS, the National Association of Recording Arts & Sciences** (Grammy's). Chris served on the AMBA Board and is now completing her second term on the Board of the **Austin Lawyers and Accountants for the Arts**.



David Perkoff's Little Big Band



Esther's Traveling Follies

Tomorrow... There are many exciting opportunities in the works for Phantom's future. **David Perkoff Music** is growing with more national gigs. **Phantom Video** is in the process of completing training videos for Texas based corporate consultant **Michael Murray** that include consultants from Florida, Arizona and Oregon. Through DPM corporate resources we anticipate an expansion of comprehensive services to all clients!

Phantom Phacts

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Phantom Productions, Inc.

Chris & Martin Theophilus, Directors

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PhantomProductions provides marketing, management and booking services to the entertainment industry.

Phantom Video provides production and promotional services for entertainers, special events and corporations.

512-288-1044 • Fax 512-288-4748



Phantom Productions, Inc.

P.O. Box 90936

Austin, TX 78709-0936

USA



Phantom Phacts

A Publication of Phantom Productions, Inc.
Chris & Martin Theophilus, Directors

'Creative Entertainment Services since 1964'

Summer
1994

Celebrating Thirty Years in the Entertainment Industry

A brief perspective... In June of 1964, knowing Martin's parents had given him a multitrack tape-recorder, Granger Hunt, a singer/songwriter in Alpine, Texas, asked Martin to help develop some new songs. The songs were later mastered by **Ron Newdoll at Accurate Sound Studio** in San Angelo, Texas & released. That's all it took. What is now Phantom Productions, Inc., was born. The company was originally named **Highland Sound Company**, at Martin's grandmother's recommendation (Ms. Crerar came to the States from Kirkintilloch, Scotland). The company moved to Austin, Texas in November 1978. The majority of the audio recording work was on-location, so in 1979 a van was added. Working mostly with individual performers, Highland Sound also recorded performances in Austin, Dallas, Houston & other Texas cities under contracts with **Austin Custom Records**.

In order to provide performers better exposure, video production services were added and became Phantom Video.

Going international... Chris & Martin married in June of 1985. (What a busy month June is!) Chris is from Sudbury, Suffolk, England. Their first date included four hours with **Peter Butcher, at Riverside Recording Studio**. In the beginning, Chris & Martin both worked full time for the State of Texas. Knowing she had married into the entertainment industry, she began learning all she could about the business. Her total belief in Phantom helped move it from a part time business to what it is today. With Peter and Chris' UK ties, combined with a desire to create something unique for Texas music, Phantom began looking at the international music markets.



Pictured here is Mark Luke Daniels, Andy Murphy (Panda Productions) with Chris and Martin Theophilus at the international music industry conference 1989 MIDEM, held in Cannes, France.

Early days...

With a studio built in his parents home, Martin recorded everything from look-alike Beetle bands to an eleven piece Tejano band, including drums & brass in the living room.



Two Ojinaga, Mexico guitarists came in for a session and part of the services included rushing the players back to Mexico before the bridge closed at midnight.

What's in a name?

In audio recording, microphones are often driven by batteries and other power supplies. One source of mike power comes from audio mixing boards and is known as *phantom powering*. The connotation of a behind the scenes empowering seemed to describe the work we were doing for new struggling artists. The name Phantom Productions was created in 1980 and a logo was designed by Austin artist **Dennis Parker**. A combination of the audio phantom powered mikes, the Phantom of the Paradise movie with Paul Williams and the Phantom of the Opera, all contributed to Dennis' design. This logo and name were subsequently trademark protected in the U.S. The logo was also registered in the United Kingdom for work being completed there by **Phantom, UK**, a sister company during the late 1980's.

Today... Services to **David Perkoff Music** top our priorities in this third year of providing logistical, booking, marketing & video to DPM. Producing **Esther's Traveling Follies**, David also performs (playing sax & flute) in his band (the Little Big Band), writes custom musical comedy shows



David Perkoff

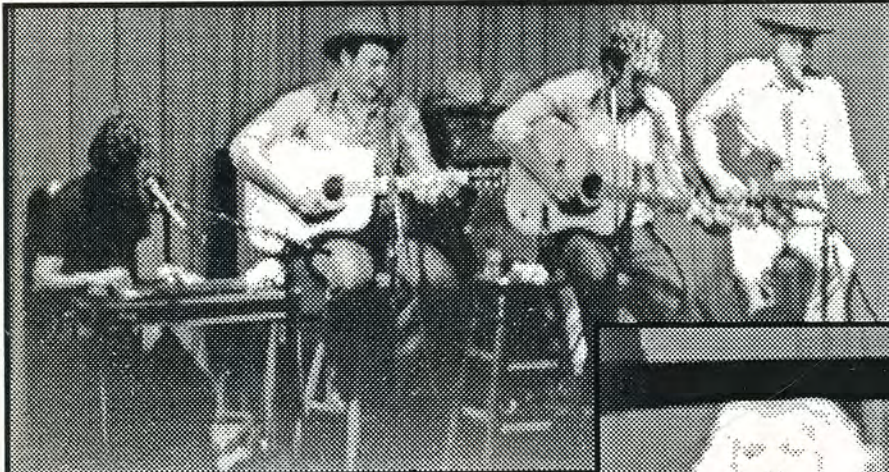
and produces over 300 gigs a year throughout the United States for major corporations, associations & organizations. 1994 has taken the Follies troupe to New York, LA & Florida.

Scenes from the Phantom Scrapbook

The variety of locations and musical styles keep Phantom's entertainment business exciting. Past projects have ranged from recording **Clifford Zirkel's Big Band** in 1982 at Austin's Symphony Square (to the right), to recording and producing (with Dan & Dave), Phantom's first '81 album *Dan & Dave, Live at the Back Room* (directly below). A video of **Dan & Dave** (known as *Legends in their Spare Time*) was Phantom Video's first venue production. Production locations have included; Steamboat, Cactus Club, Continental Club, Broken Spoke, UT's Bass Concert Hall, Laguna Gloria, Gruene Hall & many more.



Phantom often found international record companies more responsive to Texas music than U.S. companies. **Deborah Giles** was one of the first acts we personally promoted in England, presenting videos to record companies including **Island Records**. Deborah (below) is taping a show after returning from her 1987 Russian tour with **TIES**.



1983 recording space was tight at times. **Jeff Burkett & James Hinkle** (left) in the only available isolation space (reaching for that special chord or corduroys).

From Symphony Square to the Heavy Metal venues of Austin, San Antonio and Houston, Phantom banged heads in '89 with **Skull Duggery** (below right). One night we had to go from a big band concert at a country club, to a Country music venue and then to a Heavy Metal night spot in San Antonio. Major decision...What to wear? Black! Black tails, black jeans and all black.

James Hinkle helped us produce three songs for a new Country artist we began managing in 1990 named **Tracy Lyn James** was **Marcia Ball's** lead guitarist at the time and Marcia's band backed Tracy



in the studio. **Tracy Lyn** is now completing her 1st album produced by **Sunny & Mitchell Markham** at **Emerald Studios** in San Antonio. She just completed shooting a music video (on film) in Dallas, set to her original song, *I Know You're Lyin', 'Cause Your Lips Are Movin'*. Tracy Lyn writes all her own material..much more to come from her!



Bottom row; James Hinkle, Tracy Lyn & Fred Remmert of Cedar Creek Recording Studios

SPORTS PEOPLE

Avid balloonists aim to hit the spot

Visions of Around the World In Eighty Days. Hot-air balloonists will compete in the clouds over Melbourne, Fla., this weekend, the first of a new 12-event pro racing circuit called Balloon Tour America.

The 30 pilots from 15 states do not race each other; they use knowledge of the weather and flying skills to hit ground targets.

Organizer Rob Schantz, 47, was 29 when he took his first balloon ride in Cincinnati. "You go from that first ride and get stuck," he says.

He and his wife, Jeta, who holds nine world records, own three balloons. He flies them for advertising, public relations and entertainment.

Pilots will get points and prizes in one of the 11 regional races to qualify for the \$50,000 final championships in Anniston, Ala., Oct. 19-23.

"I can't help but quote Winnie the Pooh," says Schantz, "No one is uncheered by a balloon."

**P h a n t o m
 t u r n s
 t h i r t y !**

Be there!



The Theophilus' are throwin' a purty!

Saturday

**June 18, 1994 • 6:30PM
 til the cows come home**

(Chris grew up on a farm)

**11051 Tangleridge Circle
 Please R.S.V.P. 288-1044**

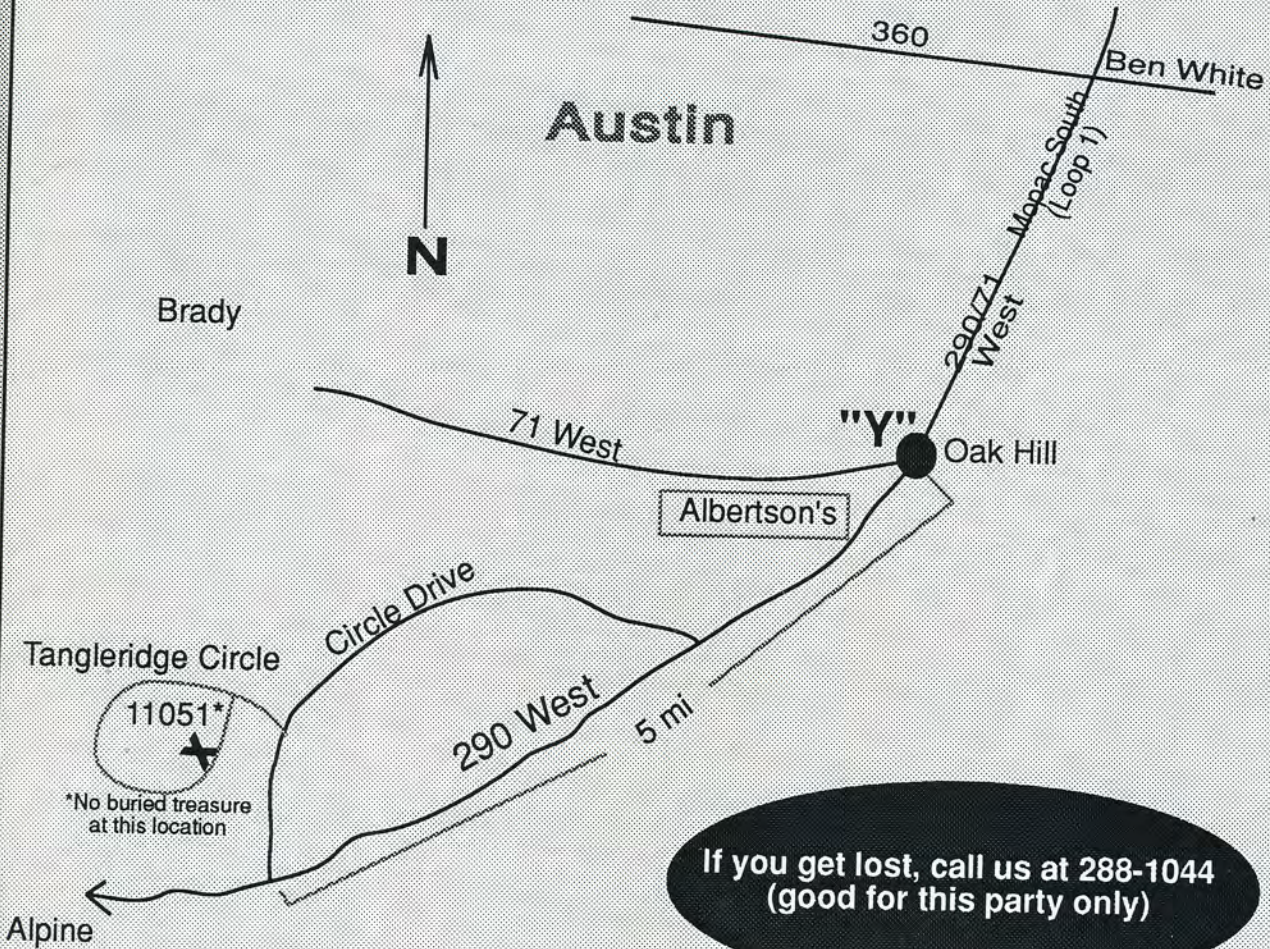
Put it on your calendar now!

We're celebrating our company's being in the entertainment business for 30 years. (actually, we felt it was time for a party!)

We'll have a lot of good food, some Shiner Bock (or is that Bach?) and some good wine, or is that whine?

There'll be some entertainment folks (although Saturday night is often a work night), hot air ballooning folks (after the sun sets), the neighborhood and just good ol' friendly folks.

Please come join the fun!



Instructions: Go West! Take Mopac South and stay on 290 West (like to Johnson City, El Paso, LA, etc.). At the "Y" in Oak Hill (Albertson's), stay on 290 West and go exactly 5 miles and take a right on Circle Drive. Take the first left off Circle Drive and then the next first left and we're the second house on the right.
 (Note: DON'T take the first right on Circle Dr that you'll see at 2.5 miles. Go a full 5 miles. Just up the hill from the Texaco station, you'll see a sign for Circle Drive).

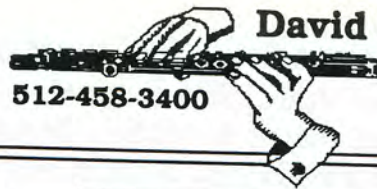
Put it on your calendar now!

Put it on your calendar now!

Put it on your calendar now!

The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music

512-458-3400

We're all Legends in Our Own Minds.

DPM's **Chris Theophilus** has become a most knowledgeable person regarding acts that were famous before David's time (that's BDT), and they continue to be big time party draws. People we've recently contacted and have up to date info on include:



Famous Impersonators: **Laura Smith** as Marilyn, **Victor Solimine** as Elvis, and **David Perkoff** as **Daryl Zanuck** at a Doubletree Hotel Client party

Peter Nero	Judy Collins	Roger Williams		
Eddy Arnold	Burt Bacharach	Dionne Warwick		
Vikki Carr	Bobby Vee	Brenda Lee		
Crystal Gayle	Charlie Pride	5th Deminsion		
Bo Diddley	Everly Brothers	Coasters		
The Shirelles	Jerry Lee Lewis	Bobby Rydell		
Steve Lawrence	Shirley Jones	Marvin Hamlisch	Pointer Sisters	Rita Coolidge
The Spinners	Frankie Avalon	The Platters	B.B. King	Temptations
Billy Joe Royal	Cleo Laine	Connie Stevens	McQuire Sisters	Fabian
Ben Vereen	Victor Borge	Andy Williams	The Little Big Band	
The Righteous Brothers		Paul Revere, (no, not George's bud)		

Chris will be glad to share her archeological findings with you. Speaking of Dinosaur we mean Legends, David's Little Big Band will be opening for **Glen Campbell** at the Legends of Golf gala at the Erwin Center the first week of May; the following evening is the big gig of the year - for **Pam Webb** and the Texas Mental Health Association Gala - this one is at the Marriott at the Capitol in Austin.

Sax , wives and Video tape: Influence your friends, impress the competition, become a mental paranormal telepath, and divine the hottest party entertainment for 1995! First, select a number between one and ten. Don't tell us what it is. Multiply the number by 9. If the result is a two digit number, add the two digits together, if not, use the single digit as it is. Subtract 5. Now assign the resulting number one of these letters: A=1, B=2, C=3, D=4 E=5 etc. Using that letter, name a country. Using that Country, name an animal that begins with the last letter of the Country's name. Finally, name a color that begins with the animal name's last letter. (your answer is in our P.S., but please don't peek)

Continuing Migrations: As our last letter was being mailed, Esther's Traveling Follies was heading to Florida for a show for the Independent Bankers Association of Texas (thanks to **Chris Williston** and **Janie Holstein** for being such gracious hosts) and for Time Warner Inc. The cast enjoyed the Universal Disney Beach experience to the max. Then, ETF teased the American Society of Travel Agents at the behest of Continental Airlines' **Kathleen Yarborough** in Ausin and in Newport Beach, California, (all three coasts were clear). El Paso Natural Gas, Central Texas LAN Association and the Sand and Gravel Motor Carriers Association of Texas have been the most recent comedy converts. Thanks go to **Cookie Mcguire**, **Aron Cleaver** and **Dan Felts** for taking the time to think how the Follies unique brand of custom satire could fit their so different groups and then inviting us to produce the shows.

Because Perkoff was in LACA, he missed his **THIRTEEN MINUTES OF FAME** with the Legendary Uranium Savages who were on CBS's Good Morning Show to promote Austin's Annual Spamarama (essential to any Uranium Savage's well-being). Although DP sadly missed the 6AM gig, the potentate of potted pork, **David Arnsberger**, forgave him over a couple of bloody mary's at the Anaheim airport at 7AM the next day, and both Savages managed to make it back to play for Spamarama, one of the great Texas events.

Just When You Thought It Was Safe To Say David Perkoff Music will become a Legendary Purveyor of Elegant Music and Custom Stage Shows... You're Right!! Suddenly, we're booking Jerry Jeff Walker for Southcoast Capitol, Body Builders James Butler, Andrea Clemons, Monica Brant and John McKinney, Marimbist A.D. Munguia, Beto and the Fairlanes Band and Hula Hula Kahoonna Keito St. James for the Lumberman's Association of Texas (last year we loaned them a live elephant from our back 40). We've booked Miss Trixie and her Gunfighters for the Gainesville Factory Shops, Clowns and Jugglers for Motorola's 20th Birthday bash, and Line Dance Instructor Helen Fosgee for Cogen Technology of Houston. Those New Jersey folks at the Barton Creek Country Club learned how to say "I 'magine" while being introduced to the Cotton Eyed Joe and the Two Step by Danny Levin, Cowboy Dick, and John Haddad, The Texas Fancy Trio. Magician Ray Anderson is off to the Manhattan Sheraton Hotel in New York City to perform for Continental Airlines, Shannon Sedwick (Esther's Theatre) is performing for the Turtle Creek Chorale at Dallas' Meyerson Center, and David is off to the The Fairmont Hotel in Dallas with the Little Big Band.

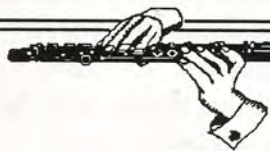
No wonder David is beside himself, all this action and his Phantom Video associates, Chris and Martin Theophilus were off in Poteet, Texas at the Annual Poteet Strawberry Festival shooting Alligators (with video, that is)...strawberries, bands, strawberries, crafts, strawberries, dust, strawberries. . . .berry berry quite contrary?

We've arrived at the legendary bottom Line. David's CPA, Lane Lauritzen reports that you, our clients must like what we've done with your receptions, bashes and galas. So please keep asking us for more unique and out of the ordinary entertainment ideas..... unique and out of the ordinary!!!!? talk about waving a red flag in front of David (no bull!!)

Sincerely,


Martin Theophilus

P.S: Again, the P.S. marks the spot for the most important communication. Actually, David doesn't know we are sending this out. You see David likes to be known as an entertainer and writer/creative producer. We don't like to use the word agent too much around the office, because agents are not exactly synonyms for truth, justice and the American way. HOWEVER!... we are constantly asked to be a talent resource and do enjoy a terrific booking, and we look forward to many more. (Answer to our puzzle, DPM will soon be booking orange kangaroos in Denmark).



David Perkoff Music
1206 Richcreek Road
Austin, TX 78757

Give David Perkoff Music a call at 512-458-3400 or 1-800-388-2336







STRAWBERRY
FESTIVAL

PARKING
PERMIT

OFFICIAL

Poteet
Strawberry
Festival



All Access
Back Stage
Pass

Nita Harvey

May 27, 1994

Dear Martin & Chris:

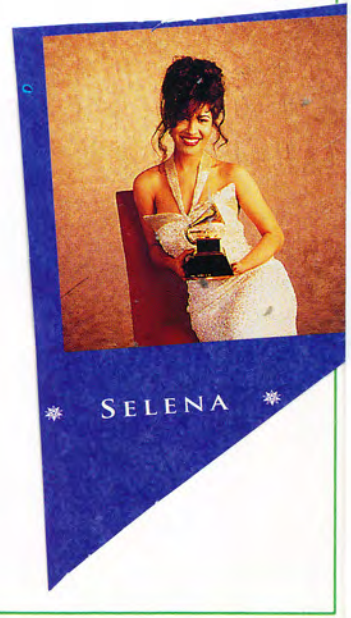
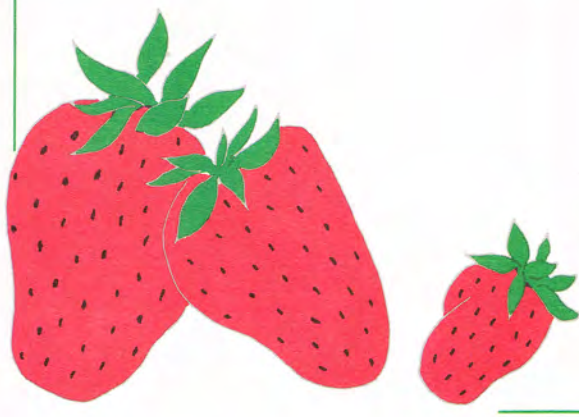
The video is wonderful...everyone just loves it.

I am on vacation next week, so I will review the short promo tape and get back to you around the 1st of June, then you can get beta tapes ran for us.

Thanks for the fantastic job. You both are great to work with.

"Berry" truly yours,

Nita

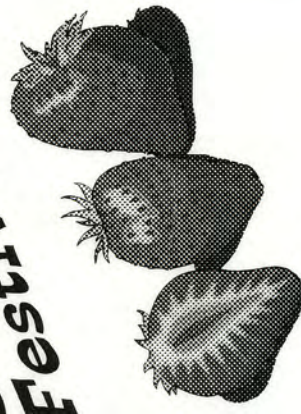




7TH ANNUAL POTEET STRAWBERRY FEST



Poteet Strawberry Festival

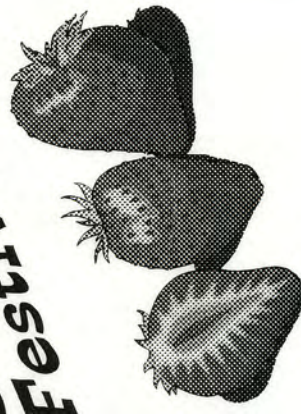


All Access
Back Stage
Pass

ENTERTAINMENT SCHEDULE

FRIDAY, APRIL 8, 1994	
Star Riders	12:30, 2:30, 4:30, 6:30
South Texas Gunfighters	11:30, 1:30, 3:30, 5:30
Fiddlers' Registration	11:00
Fiddlers' Contest	12:00 - 5:00
Cadillac Trax	11:00 - 3:00
Drugstore Cowboys	3:30 - 6:30
The Towman Brothers featuring Gary Stewart	8:00 - 1:00
Rodeo (Sponsored by Coors)	3:00 - 5:00
SUNDAY, APRIL 10, 1994	
Lex The Clown	12:30, 2:30, 4:30
Southwestern Bell Children's Contests	2:00 - 4:00
Fred Cowan Puppets	12:00, 2:00, 4:00, 6:00
Little Critter TIGERS Program	1:00, 3:00, 5:00
Running Springs Exotic Petting Zoo	11:00 - 8:00
Showstoppers	12:00, 2:00, 4:00
Michael Mezmer, Master Hypnotist	1:00, 3:00, 6:00
Little Texas Concert	5:00
Selena y Los Dinos Concert	8:00-10:00
Kachunga & The Alligator	11:00, 1:30, 4:30
Swiftly Swine Racing Pigs	12:30, 2:30, 3:30, 6:30
Texas Celebration	11:00 - 1:00
C.W. Storm with Amy Lum	2:00 - 4:00
Richard Halley & The Western Stars	6:00 - 8:00
HEB 4-H Taste of Texas Food Show Judging	11:00 - 12:00
Sure-Jell Jam Contest	1:00
Taste of Texas Auction	12:30
Shoe Box Float Contest	4:00, 5:00, 6:00
Lex the Clown	12:30, 2:30, 4:30
Star Riders	11:30, 1:30, 3:30, 5:30
South Texas Gunfighters	11:00 - 12:00
Gospel Music by The Fisk Family	11:00 - 12:00
Fiddlers' Finalist Warm-Up	12:00
Fiddlers' Finalist Contest	1:00 - 4:00
Straight Shot	12:00 - 3:00
Carolyn Steele and Southern Fever	5:00 - 10:00
Rodeo (Sponsored by Coors)	3:00 - 5:00
SATURDAY, APRIL 9, 1994	
Star Riders	5:30, 7:30
Little Critters TIGERS Program	6:30
Running Springs Exotic Petting Zoo	5:00 - 9:00
Michael Mezmer, Master Hypnotist	7:00
The Mavericks Concert	8:00
Shawn Camp Concert	9:00
Swiftly Swine Pig Races	5:30, 6:30
Kachunga & The Alligator	7:30
The Denny's	5:30 - 7:30
Lex the Clown	6:00, 7:00
Star Riders	5:00, 8:00
Young Country Dance (Sponsored by Miller Lite)	8:00 - 12:00
Steer Roping	6:30 - 9:00
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Poteet Strawberry Festival



All Access
Back Stage
Pass

AIR SHOWS

+ BALLOON RACES

= INCREASED PROFITS

By Rob and Jetta Schantz

Unlike the loud and fast perfor-

mances associated with air shows, hot air balloons rise like gentle giants from the earth, enthraling spectators with their color, size and sheer spectacle as they drift on the wings of the wind. Like sizzle and silence, when they work together they prove that opposites attract.

As our first form of manned aviation, balloons have recently been rediscovered by those putting together special events—including air shows. They offer the ideal opportunity to help increase sponsor sales and capture greater numbers of spectators of all ages and demographics.



International Council of Air Shows
 1931 Horton Road, Suite 7
 Jackson, Michigan 49203
 Phone: (517) 782-2424
 Fax: (517) 782-5886
Thank You
 Linda Singer
 Director of Member Services

Through rides, balloons can also provide greater interaction for the media, your sponsors and VIP's by allowing them to be active participants in your air show.

Standard aircraft acts can't always provide rides. When they can, the number of potential sponsor and media rides is often limited. But a typical gathering of between 25 and 40 hot air balloons can provide as few as 40 or as many as 70 rides. During an air show weekend, each balloon can fly four or five times, operate on a tether, provide night glows and endless photo opportunities. If you're looking for ways to hook sponsors and increase media coverage, balloons have distinct appeal.

Because hot air balloons fly from the operations field into the surrounding community, they provide more than entertainment at the event. As they fly and land throughout the area, they serve as additional promotion for your air show and for your sponsors. Beyond their eye appeal, balloons can fly advertising banners on their baskets and on their envelopes.

Traditionally, balloon events have been held on their own. The Albuquerque Balloon Fiesta, for example, is the largest balloon gathering and draws more than 1.6 million spectators over nine days. After we attended Oshkosh and compared the crowds there with the crowds from Albuquerque, we hit on the idea of combining air shows and balloon races.

Although several existing balloon races, like the Battle Creek Balloon Championships, enjoy a scattering of military and civilian aircraft perfor-

Balloons and aircraft worked together to draw in huge crowds at last May's Kodak/Washington D.C. Airshow and Balloon Races.



mances, no one has ever before combined full-fledged air shows and balloon races. So for the past several years, we have integrated balloon races with air shows of all sizes, including several annual events with the Blue Angels and the Thunderbirds.

We've found that balloon flight times blend well with air shows. The balloons can fly sponsors and media on the morning flights, then launch again immediately after the last air-craft performance in the afternoon. Balloons are valuable in helping to hold the spectators longer. This increases concession sales and eases the crush of outgoing traffic. A good percentage of spectators will stay to watch.

With their versatility and uniqueness, hot-air balloon races can be the key to rounding out your existing air show—or they can be the centerpiece for a totally new event. If you'd like more information on how to enhance your air show with balloons, call us at Skysigns Unlimited, 904-223-4362.

Rob and Jetta Schantz of Skysigns Unlimited have organized hot air balloon events across the country for the past 12 years. Last year, they formed Balloon Tour America, a series of balloon races staged at air shows. This year, the tour will culminate at the Anniston, Alabama airport as part of its annual air show, featuring a \$50,000 prize purse.

David comes in many sizes...



Creative

consulting for custom scripting...



**Classical to
Country**

Trios, quartets and other groups from



Orchestras

from the Little Big Band
to other
national talent.



The Little Big Band

+



**Esther's Traveling
Follies**

**The
Best
= Entertainment
you've
ever
experienced!**

David Perkoff Music 1-800-388-2336 or 512-458-3400

DPM 1994

Some marketing ideas...

- The newsletter works...keep it going & tighten list
- Get something on prime client's desk in first 10 days of the new year (heavy bookin' period!)
- In addition to newsletter & new promo on bands, send flyers like NO HITCHES...name, name, name
- Most of business (any business) is still "old clients!" Keep focused on them AND work on out-of-town. That's where thoughts about "no hitches," 1993 Quotes or David's many sizes comes in. These would be targeted to clients who knew us. Jog the memory..."DPM took care of everything for us...Let's do it again." OR "I knew David provided classical flute, but national acts?ETF?!!!"
- Out-of-town what works...what doesn't? A thought...before radio syndication, the rural stations broke new talent. What if we go after the Victoria Theaters and build a ground swell that Dallas can't ignore? \$\$\$ How do we keep it profitable and meet the medium community budgets?
- Statistics show that Corporations and Associations are 50%+. What would be most enticing about DPM.

These are just a few preliminary thoughts for when we have time to get together...

1/3/94



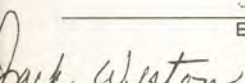
NASHVILLE CHAPTER
NATIONAL ACADEMY
OF RECORDING ARTS & SCIENCES, INC.
Two Music Circle South • Nashville, TN 37203
(615) 255-8777

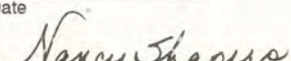
Martin Theophilus

is a member in good dues standing

3/31/94

Exp. Date


Jack Weston, President


Nancy Shapiro, Executive Director

The Recording Academy® is pleased to send you your membership card identifying you as a member of the Academy and entitling you to the benefits of NARAS® membership.

With our thanks for your support of the Academy and the hope you will become actively involved in the work of NARAS.


Ed Green
President/CEO
Recording Academy

90405

The NARAS Credo:

We, the National Academy of Recording Arts & Sciences®, dedicate ourselves to the advancement and enlightenment of the recording industry. We pledge ourselves to foster creative leadership for artistic, cultural, educational and technical progress, and to give formal recognition to high artistry and craftsmanship in the recording field. As artisans and spokespersons for our industry, we shall pursue the highest standards for our respective fields, and strive for excellence overall.

The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music

512-458-3400

La La La La La La La La La La La La La La La La La La La La La La (this is the correct # of La's!!)

Sing, Sing a Song, Sing Out Loud, Sing out Strong

Sing of Good Things and Bad .

Sing of Good times you've had etc. (come on everybody, yer not all singing!!)

Adventures in LA LA Land. So much has happened since our last letter. December was nuts. And I know it wasn't just David Perkoff Music Co. Every client, all our entertainment cohorts, friends and relations seemed to be operating at 220 volts instead of 110. New Years eve was hot. Thank you **Linda Poole** and Stouffer Hotel, **Valerie White** and Horseshoe Bay, **Lillian Beckwith** and the University Club, for having us out to your parties; of course they were the best ones in town.

Suddenly, we ARE **Esther's TRAVELING Follies**. We just played a terrific show opening for the Dixie Chicks at **Billy Bobs in Ft. Worth**. What a great place! Live bull ring, the coolest photo booth in the world, 2000 in the audience. We helped **Tarrant County Foundation** raise 175,000 clear dollars, and super kudos go to event planning wizards **Jan Simus and Trudy Raines of Combined Concepts in Ft. Worth**, and to ultra chairperson money raiser **Rosie Moncrief** (a certain Senator is her husband). Dave and **Noel Alford** (who impersonated **Van Cliburn**) **Roger Harrell** and **David Arnsberger** wrote scripts celebrating the city's attractions and teasing the movers and shakers. The outstanding feature of the whole evening turned out to be the politeness of the Billy Bob staff, from the **many parking guys** in their greatcoats and cowboy hats to the security men to **production chief Robert Gallagher**, sound and light boss **Dirt and his wife** and crew. They were awesome, take a hint everybody - consideration for others is way cool. And Dave's going back to play a fund-raiser at the **Ft. Worth Science and History Museum's Jurassic Park Party** in February with a special band to play world beat type music, featuring **Jamie Hilboldt's special DinoBurp** sound samples.

The Traveling Follies cast returned to Austin and performed for **Continental Airlines** and the **American Society of Travel Agents**. How was the Show? Well, the cast was immediately if not sooner asked to play one in LA, then again in New York City. Dave and **Chris Theophilus** worked closely with **Kathleen Yarborough** in Houston and fax machines in several other cities to get that one together. And **Nigel Osborne of Trafalgar Tours NYC** also asked the cast to go LA next week (as you read this) to do a show at the **Anaheim Hilton** touting the coach tours of Europe. Now I bet you're counting those LA's. especially since Dave and his amazing friend and drummer **Ernie Durawa** just returned from 2 LA days at the **National Association of Music Merchandisers** show. This is the biggest musical toy show anywhere, and great fun. Are we nuts, but we just missed the earthquake?!

LA notes: The NAMM show. We met **Ed Thigpen**, Oscar Peterson's drummer, saw **Tower of Power's rhythm section** demonstrating serious funk from three feet away. Walked by **Stevie Wonder** and his entourage, saw **Tony de la Francesco** playing the hottest Hammond organ we ever heard packing 20 people at a time into a little sound proofed booth and blowing them away, he has five records out on Columbia and lives in Philly and is only 22 years old I hate him. The last band we saw (after 20 or so) was **Dweezil Zappa's band**. Frank's kid is young and LA groovy and his band is frenetic and kinda weird looking, duh some surprise. but the musicianship was phenomenal. They played one song for 15 minutes that comprised 60 or 80 snippets of famous rock tunes, each snippet lasted 4 or 8 beats, the sounds matched the original and they perfectly snyched each together and kept going and going and going. Hilarious and a real mind blower. Dave got to play some 14 carat gold flutes, Ernie signed a couple more endorsement deals for drums and sticks and stuff and we found a great award winning Mexican food restaurant that turned out to be owned by a man named **Garcia from San Antonio**. It's on Chapman street right near the convention center.

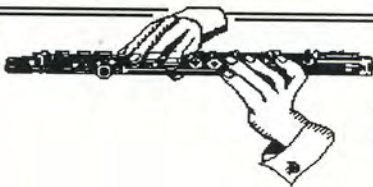
So what are the hottest musical items for the coming year? Well, obviously the technologically oriented stuff is moving ahead by leaps and bounds, but the two things that stuck in Dave's mind were the earth drum business and a new computer accompaniment system for kids. These **Whole Earth World Beat Wellness Bonding Drums as Sculpture** are made in sizes from hand held to coffee table and are beautifully carved and painted and perfect for passing out at the Neighborhood Watch party and then everybody beats the hell out of them and scares away crime. It's cool. Then this computer system we saw called **Vivace** will be released soon and **Rob Fedson at Strait Music** will sell it to you for a bunch of money well spent. It has piano, orchestral and band sound programmed into it that plays the accompaniment for the major literature for all the instruments, and the kicker is it follows the musician in tempo. Slow down, it slows down, speed up, so does the machine, skip ahead and it follows. It can change key function as a strobe tuner and on and on. Most kids have to learn Bach or Mozart and then work in contest without ever hearing the other parts to the piece. That's like being on a football team and never having the other players around. Ridiculous. Well I hope Rob sends me a commission or a machine for hyping it for him. My prediction is every school in the US will have one in three years.

Everyone knows Dave's main man buddy bass player is **Tom Clarkson** who cut his musical teeth in the jazz clubs of Houston and has been with the Little Big Band for about six years. But who was the 2nd bass player for the Little Big Band, back in the middle 80's. Well it was **Lynn Keller**, UT girl, now living in LA LA land. Lynn is getting ready to record an album with **Michelle Shocked**, did a tour last year with **Diana Ross**, played at the **Academy Awards**, and she's only 4' 11" maybe. But she is still as sweet and nice as can be. The differences now are an undeniable strength and monstrous on the bass and more red curly hair than would fill an overhead on the plane. Lynn also has her own party band called **the Suits, a hot LA motown band** all girl that wants to play some parties in Texas. They charge a reasonable price plus travel. The total \$\$ would be similar to the most popular show bands here. If you've already experienced **Rotel, Duck Soup, Hot Wax, the Little Big Band** (If you haven't, why the heck not?) and want something similar but different, something really cool and still hot, get a new Suits.

Since this is the first letter of the new year, let us remind the intrepid reader that this is the A-List letter. When we take 1500 previous clients, add 2000 names from our corporate marketing data base, include 700 talent and production support resources, and run everything through a salad shooter, the 200 top key hot people pop out, those folks who have made our business; then we add 50 family and that's how we get our A-List. Thank you all!!

David Perkoff

P.S. Here's where the experts tell us to put important marketing information, but we'll wait till next month to tell you about our trip to Orlando Florida and the work and fun we expect to have. bye now.



David Perkoff Music
1206 Richcreek Road
Austin, TX 78757

Give David Perkoff Music a call at 512-458-3400 or 1-800-388-2336



Martin Theophilus
David Perkoff Music

INE BARRACKS, GROUND DEFENSE /SECURITY FORCE
GUANTANAMO BAY, CUBA

RANDUM

DATE: 9/10/24

AUSTIN CONVENTION AND VISITORS BUREAU

FROM: Timothy G. Chico
TO: Phantom Video

Dear Sir ...

Enclosed you will find a check for 2 videos: Washington D.C. Air Show & Balloon Race and Guanajuato, Mexico - (\$40.00 for two w/ shipping \$3.00)
Total amount \$43.00

Please forward to the below address:

SENT TIMOTHY G. CHICO USMC
PSC 1401 Box 92
FPO AE 09596-0092

Thank You!

**E
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Greater Austin Chamber of Commerce ANNUAL BANQUET

THE POWER of Collaboration

AUSTIN CONVENTION CENTER

Parking in Convention Center Garage (2nd at Brazos)

NEWSLETTER

FEBRUARY

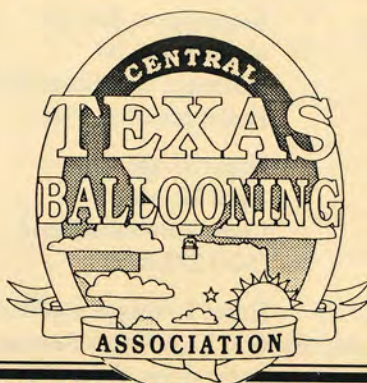
1994

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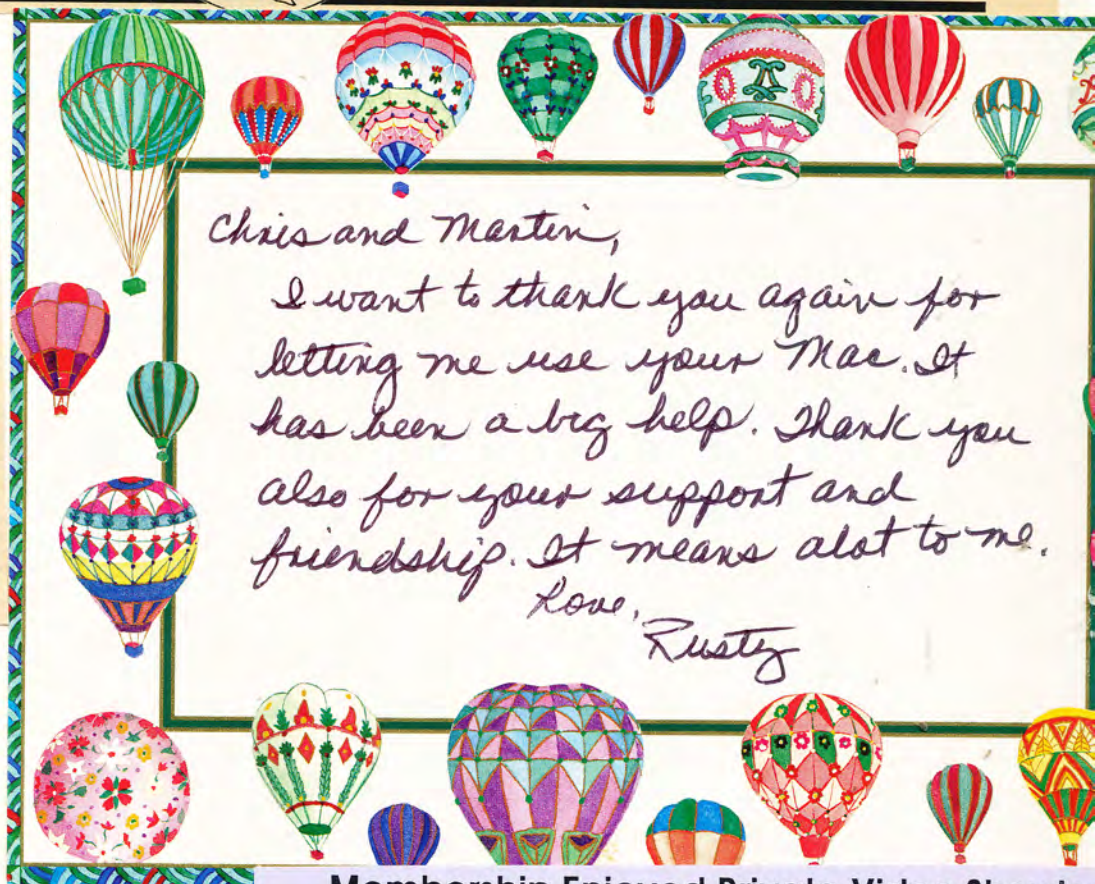


I hope to see everyone at the February meeting. Chris and Martin Theophilus are going to share a double-feature with us, a video of the recent race in Poteet, and a sequel video, "Sunrise/Sunset II."

For those of you who haven't joined yet this year, this is the last time you'll get to read my flowing prose — or if that is a disincentive, join now and I'll stop writing!!(not).

Tami

FEBRUARY 1994



Chris and Martin,
I want to thank you again for letting me use your Mac. It has been a big help. Thank you also for your support and friendship. It means alot to me.
Love,
Rusty



Membership Enjoyed Private Video Showing

Thanks to club members **Chris and Martin Theophilus**, the membership was treated to a private showing of *Sunrise / Sunset II* and the *Poteet Strawberry Balloon Festival* at the February general meeting.

One facet of Chris and Martin's company, Phantom Productions Inc., is Phantom Video, through which they provide professional documentation of balloon events all over the world.

They capture all the action with at least two cameras, then digitally edit event into a promotional video that will reflect the great exposure the sponsors receive.

Sunrise / Sunset II is a 30 minute video in three parts. First, tours of British hot air balloon factories (Cameron and Thunder & Colt) which show scenes from computer-aided design to layout, cutting and sewing of envelopes, and include tours through basket and burner manufacturing areas. Secondly, are highlights from the Andrews AFB Armed Forces Day Air Show and Kodak Balloon Race. And finally, highlights from the Guanajuato, Mexico balloon race. Balloon flight scenes are set to music similar to the original *Sunrise / Sunset* tape.

The *Poteet Strawberry Balloon Festival* video recorded the 1993 balloon festival, including its competitive flights in this Hill Country community of 3,000. The event's moon glow was captured on film from the air.

Phantom's library of balloon videos also includes separate videos on *Guanajuato, Mexico*; *Andrews AFB Armed Forces Day Air Show and Kodak Air Balloon Race*; *Maryland Preakness Celebration*; *Fort Worth International Balloon Rodeo*; *Harris Branch Hot Air Balloon Festival*; and the crew training tape, *From the Ground Up*.

The tapes run \$19.95 each plus \$3.00 shipping/handling; two for \$40; the



Phantom Phacts

A publication of Phantom Productions, Inc. © 1993

Winter 1993

"Creative Entertainment & Production since 1964"

H. Ross Perot Takes 2nd Place In ABC's America's Funniest People Show

Esther's Follies' cast member **H. Ross Perot** (alias, **Cindy Wood**) won 2nd place in one of this Fall's **America's Funniest People** television shows. Cindy does a great impersonation of Perot, quickly drawing charts and talking non-stop about the budget. Cindy also plays the Perot character for some of **David Perkoff Music's** clients.



H. Ross (Cindy) is pictured here with Chris Theophilus, Phantom Production's Director, during the Independent Insurance Agent's conference at the Austin Convention Center.

Happy New Year!

As we head into 1994, we want to wish all our friends the very best. This past year was our busiest ever. **David Perkoff Music's** bookings hit new records and next year's scheduling looks to beat that! **DPM** starts the year off with shows in Orlando, Florida at the **Disney Hotel**.

Some of **DPM's** 300 clients this year included; **3-M, Motorola, Anderson Consulting, Univ. of Texas, GMAC, Westinghouse**, plus two major grand openings of **Factory Outlet Malls** in San Marcos and Ganesville. For '94, we already have bookings from **Continental Airlines, State Farm**, and **Fort Worth's** celebration for having been chosen as an **All American City**.

Phantom Video has production bids in to the **Maryland Preakness Celebration** again. We just completed a media coverage compilation of their 1993 event. In January we will be in Portland, Oregon holding pre-meetings with the organizers of the **Vancouver, Washington** event. We will be shooting their balloon festival in August. Copies of the **Poteet Strawberry Balloon Fest** were just shipped and we will document their April festival which attracts over 100,000.

We are also very happy to report that an association with one of the top corporate consultants in the U.S., **Mike Murray** has become closer. Mike is working with us to develop training tapes based on his expertise.

Tracy Lyn's Makin' Tracks

San Antonio's **Emerald Recording Studio** has been **Tracy's** second home in 1993. **Producer Mitchell Markham** and his wife **Sunny** have made a dream come true by producing an incredible album comprised totally of **Tracy's** original material.

Jurgen Kramer of **Intercord Records, Germany**, sat in while several of **Tracy's** vocals were cut and raved about the potential of this album.



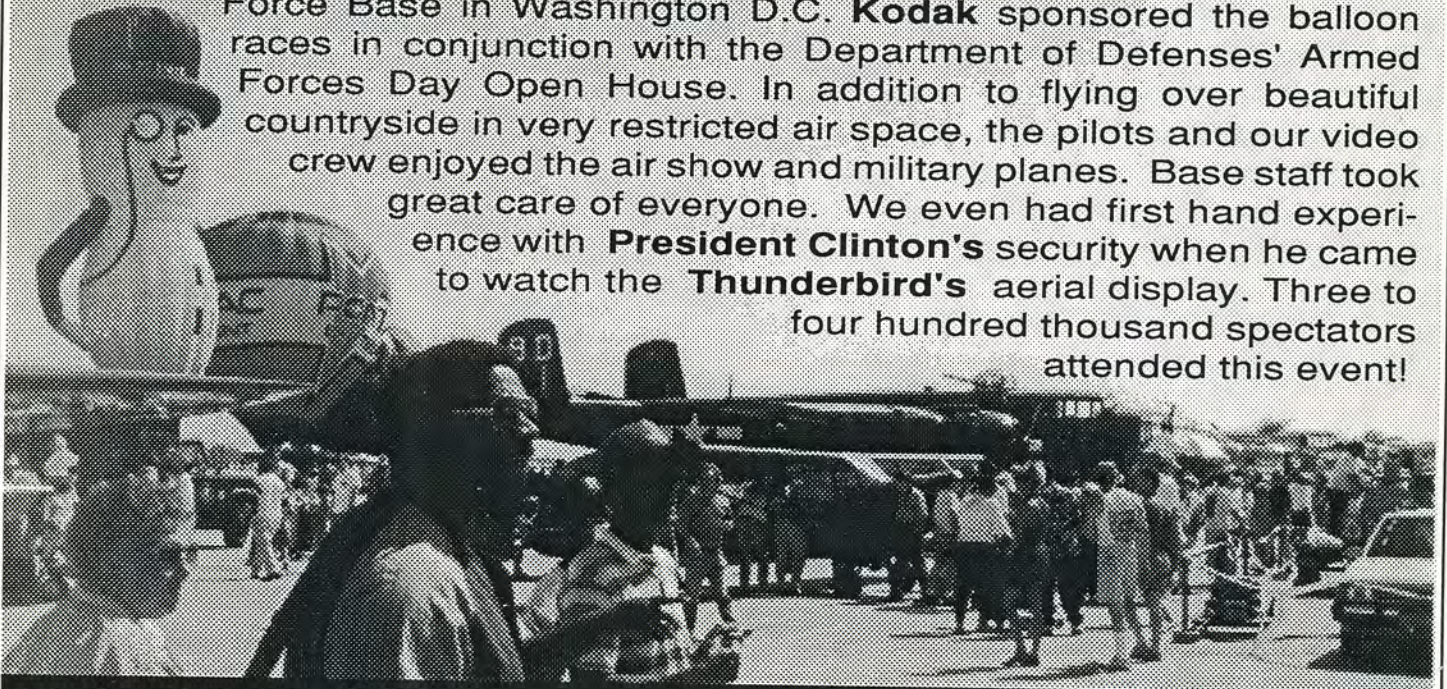
Players on the album include; **Gene Elders, Paul Glass, Marty Muse, Lynn Daniels** and **Chris Gage**.

Due out in early 1994, **Tracy Lyn's** album will be used to promote her live performances and hopefully attract major label attention!



Phantom Video Ends 1993 Up 100%

Phantom's video production, especially hot air balloon event documentation and promotion increased by 100%. This photo was taken at Andrews Air Force Base in Washington D.C. Kodak sponsored the balloon races in conjunction with the Department of Defense's Armed Forces Day Open House. In addition to flying over beautiful countryside in very restricted air space, the pilots and our video crew enjoyed the air show and military planes. Base staff took great care of everyone. We even had first hand experience with **President Clinton's** security when he came to watch the **Thunderbird's** aerial display. Three to four hundred thousand spectators attended this event!



Phantom Video has just released a hot air balloon catalog that includes a compilation (Sunrise/Sunset II) of our best 1993 work. The tape is in three segments, beginning with shots of a fox hunt in the area of England that Chris grew up. We then move on to tour two of England's hot air balloon factories. Part 2 provides a quick overview of the Washington D.C. shoot and the tape ends with some spectacular shots around the mountains of Guanajuato, Mexico. During 1993, we secured a contract through Corporate Hot Air to produce a promotional video for a Hong Kong marketing company on a hot air balloon event to be held in Shanghai, China. Also, a Canadian company has requested we market their hot air balloon competition tape in the U.S. beginning in 1994.

Again, we wish all of you the very best in the coming year!



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

MUSIC

EXCESS EQUIPMENT: Teac 3300
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decks \$25-\$75, Maxon wireless FM
communicators (30) \$20 each, Sony
CD player and Yamaha receiver
(needs some work) 512-288-1044

the ALAArm

Winter/Spring 1994

Vol. 1 No. 1

the newsletter for Austin Lawyers and Accountants for the Arts

from the Editor:

Dear ALAA members, clients and supporters:

At long last, here is the first edition of the ALAA newsletter. The ALAA Board of Directors has wanted to put out a newsletter to its members and clients for years; however, nobody has been brave (read "foolish") enough to step into the breach and produce one, until now. So, here goes.

One of the comments heard most often from our members is that they don't hear from the organization. One of the main purposes then for this newsletter is to let everyone know what's going on with ALAA.

As the newsletter grows, we will be soliciting articles regarding current issues in arts-related law and accounting in Austin. We hope to be able to publish a regular series of such articles to keep our members informed of recent developments in arts law and accounting. Anyone wishing to submit articles for consideration may send them to the ALAA office, at P. O. Box 2577, Austin, Texas 78768, attention: Anne Gilliam, Executive Director.

Finally, we will let our members and clients know something about the people involved with ALAA. We welcome any potentially embarrassing information on any of our Board members.

So here, then, is our first issue of what we hope will be a hugely successful newsletter. With any luck, you should look forward to receiving this on a regular basis. - Pat Washburn

ALAA - OUT OF HUMBLE BEGINNINGS

ALAA grew out of a group of attorneys who would periodically meet to share cases and referrals for arts-related clients; the initial group included **David Sokolow** (who is *still* on the ALAA Board), **Brian Grieg, Kristine Sanders Everett, Gary Polland, Paul Leche, and Deborah Mussett**, among others. The group was incorporated in 1979 as Austin Lawyers and Accountants for the Arts, formed specifically to offer *pro bono* legal and accounting services to artists and arts-related organizations. In September of 1981, the group held its first regular monthly meeting, at which the members would discuss arts-related cases. During its first full year of operation, approximately 5 cases were placed with ALAA member attorneys and accountants. ALAA functioned for several years entirely on volunteer work from its Board of Directors.

Today, ALAA has a Board of Directors of 14 people, including attorneys and accountants in private practice, attorneys for governmental agencies, and persons involved with the arts and entertainment industries. ALAA now logs approximately 225-250 cases a year and has around 100 volunteer lawyer and accountant members. **Anne Gilliam** serves as ALAA's 4th Executive Director. Anne is in her second year with ALAA, and is extremely excited to her position.

Let's all join together to explore ALAA's

ALAA'S BOARD OF DIRECTORS:
Serena Kuvet, President (Texas Department of Insurance)
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Anne Gilliam, Executive Director
P. O. Box 2577
Austin, Texas 78768
(512) 338-4458

1993 EDUCATIONAL CONFERENCE

ALAA's 1993 Educational Conference was held on April 24, 1993 at the Texas Law Center here in Austin. The focus of the Conference was "Marketing your Creative Arts -Intellectual Property". Notable speakers included **Prof. Alan Rau** from the U.T. School of Law, **Andrew Long** of Darla Johnson/Andrew Long & Company, **Paul Congo**, Executive Director of ACTV, and **Greg Marishak**, C.P.A. from Dallas. Luminaries in the afternoon panel discussions included **Paul Beutel**, director of the Paramount Theater, **Shannon Sedwick** of Esther's Follies, **Kinky Friedman**, musician, mystery writer and cigar aficionado, **Russell Korman** of Russell Korman Jewelers, **Rick Linklater**, producer/director of *Slacker* and *Dazed and Confused*, and **Carlyn Majer**, President, Texas Music Association. Attendance was comparable to last year's successful conference. The post-conference reception was, as always, an excellent schmoozing opportunity for conference attendees and speakers. ALAA extends its gratitude to all conference speakers and ALAA Education Committee members **Rob Carter**, **Bill Cooper**, **Cynthia Degitz**, **Layne Lauritzen**, **Clive Luke**, **Gary Rische**, **Katherine Smith**, **Diane Van Helden**, and **Pat Washburn** (committee chair) for their help in planning this event. Special thanks to **Anne Gilliam** for her tireless efforts in pulling off all of ALAA's functions.

SUMMER CONCERT

ALAA's annual benefit concert was held at **Scholz Garten** on July 27, 1993. Billed as "The Quintessential Austin Evening," this year's line-up included the venerable **Steve Fromholz**, the fabulous **Austin Lounge Lizards**, the radioactive **Uranium Savages**, and cheesy **Kerry Awn**, as m.c. for the night. Approximately 400 people were in attendance, which made the concert one of the most well-attended of ALAA's events in recent years. It was a legendary hot and muggy Austin night with lots of cold beer served. The **Lizards** were twangin' their way through their irreverent and eclectic mixture of bluegrass and C&W. ALAA was

fortunate, through the hard work of ALAA Board member **Christine Theophilus**, to reunite the **Uranium Savages**. Not just anybody can get these crazies to do that. **Anne Gilliam**, ALAA's Executive Director, arranged the venue, sound, publicity, AND persuaded the **Austin Lounge Lizards** to play. C&W singers **Chris Wall** and **Jimmie Dale Gilmore** were sighted by a fan (**Anne Gilliam**) who was able to cajole **Chris** and **Jimmie Dale** to volunteer to play for a future ALAA concert. Kudos to ALAA President **Serena Kuvet** for chairing this event and organizing and participating in all of the background work. We appreciate the work of our volunteers: **Grace Renbarger** and **Britt Buchanan** of Hughes & Luce; **Sheri Toivonen**; **Cynthia Degitz**; **Layne Lauritzen**; **Ken Hamilton**; **Bob West**; **Linda Glaze**; **Sarah Maline**; **Charlotte Whitaker**; **Sarah Phillips**; and **Bonnie Kuvet**. Special thanks to **Janet Hargett** of Hughes & Luce for graphics and computer work, and **NightRider Overnite Copy Service** for donating their printing and paper. Sponsors for the event included, at the \$500.00 level, **Deitch & Hamilton** and **Hughes & Luce, L.L.P.**; at the \$300.00 level, **Serena Kuvet**; and at the \$100.00 level, **Arnold, White & Durkee**, **Baker & Botts, L.L.P.**, **Jane Burruss & Lisa McNair Palmer**, **Comerica Bank - Texas**, **Echelon Executive Suites**, **Ford & Ferraro, L.L.P.**, **Glass & Company, C.P.A.s**, **Layne Lauritzen, C.P.A.**, **The Principal/Eppler, Guerin & Turner, Inc.**, **Scanlon & Buckle, P.C.**, and **Sheinfeld, Maley & Kay**. Raffle Prizes were generously donated by **GTE Mobilnet**, **Capitol City Playhouse**, **Chez Zee Cafe & Bakery**, **City Grill**, **Esther's Follies**, **Four Seasons Hotel-Austin**, the **Laff Stop**, **Paramount Theater**, **Sweetish Hill Bakery**, **Waterloo Records**, **Zachary Scott Theater**, and **Zoot**. Let's do it again real soon!

Dear Martin & Chris,

I enjoyed the Mexico video so much that I wrote a review about it for the PBA newsletter.

I now have several of your ballooning videos. I enjoy each of them. I am looking forward to viewing Sunrise Sunset II.

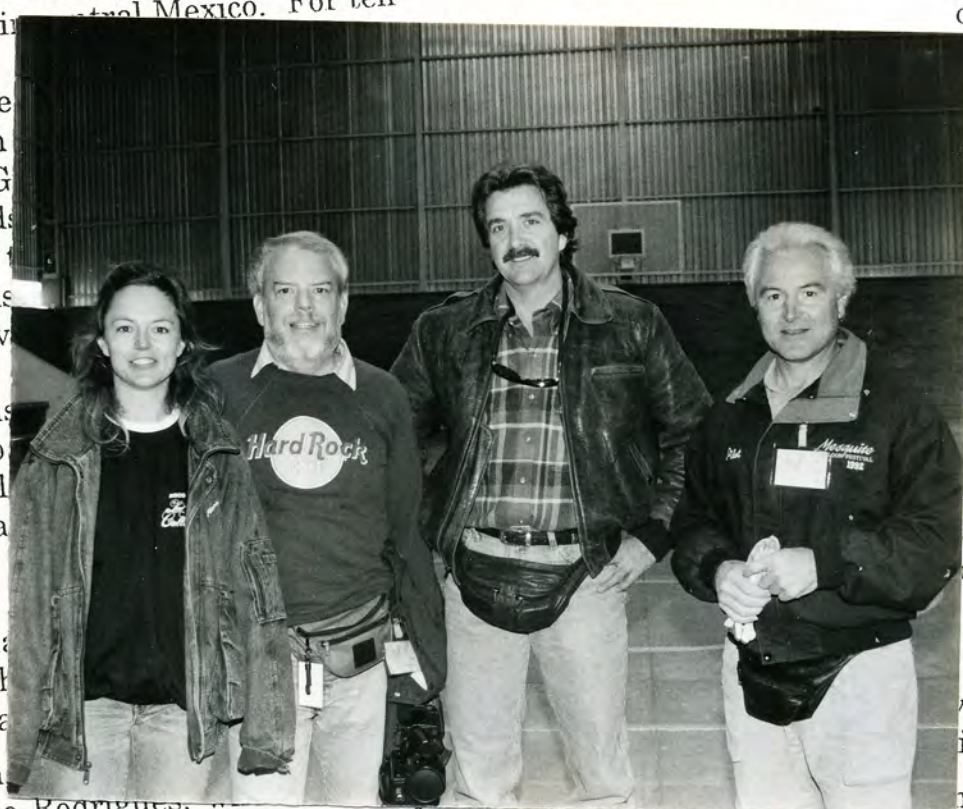
Sincerely,

Glen Allen

Primer Festival Internacional de Vuelo en Globo

Guanajuato, Mexico
November 20-29, 1992
A Video Review By Glen Allen

Imagine hearing symphony music as you float above beautiful mountains and valleys in central Mexico. For ten fun-packed days of camaraderie over North America, the people of Guanajuato and hundreds of new friends share the joy as you view the produced Theophilus opening p wonderful Guanajuato balloons children. Guanajuato during the the visual Early in to Marco Rodrigues, unique balloon festival. After attending the Albuquerque International Balloon Fiesta in 1991,



recruited Dan Sherrill of Austin, TX to help him organize this festival. This is one of the many things we learn from narration that is carefully woven into the ballooning action. As the pilots and crews share their thoughts with us, their names and hometowns appear on the screen.

To keep your interest and attention, the video moves smoothly among the many activities experienced during these ten magical days. The variety of action includes:

- the balloons flying as the symphony plays in the background
- looking down on the beautiful mountains and valleys surrounding Guanajuato
- flying low over the city and watching the action of daily life there
- the many excited children chasing the balloons and helping to pack the envelopes
- interviews with pilots, crews and passengers/listening in on radio conversations between pilots and crews
- balloon glows
- participation in several celebrations of the local people balloon inflation, launches, and landings
- views of the wonderful architecture in Guanajuato
- chase action
- the Guanajuato Orchestra in concert
- a lot of fun packed into one hour of video.

unique video does an excellent job of drawing you in to share the excitement that was experienced by balloonists during this special evening event. Every adventurous

balloonist will surely enjoy this video story many times. Available for \$19.95 US plus shipping and handling from:

Phantom Productions, Inc.
P.O. Box 90936
Austin, TX 78709-0936
Phone: +1 512 288 1944
Fax: +1 512 288 4748

Residency questions once again surround candidate for board

Continued from B1

moved to Florida on Dec. 1.

Workman, who house-sat for Heppner in May and June, had access to Heppner's previous key through a mutual friend. The address on his voter registration card was changed to the Alameda address on Nov. 29, two days before the filing deadline for the election.

"That's my legal address for voting and living," he said.

A candidate for the school board must have lived in the district for six months. Workman previously listed 1911 Brackenridge St. in the same voting precinct as his address. But owners of that home say he has not lived there for at least 14 months.

Bill McCann, a Travis Heights voter, said he has called the Travis County district attorney's office to ask for an investigation of Workman's address. McCann has also asked the school district to investigate.

Attorneys with the district attorney's office could not be reached for comment to determine whether it will pursue an investigation.

McCann, as well as some members of the South Austin Democrats, said the question about Workman's residency had arisen in 1992 when Workman sought reelection as a Democratic precinct chair. There were questions then about whether he actually resided at the Brackenridge Street address. Workman lost his reelection bid.

Questions about Workman's address have followed him for years.

In the fall of 1991, former officers with Austin ReLeaf and Save the Oaks Fund Inc. say Workman began living in their organizations' Riverside Drive office without their permission. He had gotten a

key to the office when he volunteered to be secretary of Save the Oaks, a group that fights oak wilt disease.

"As soon as he had access to the space, he moved into it," said Pat Wentworth, a former president of Save the Oaks.

Workman says he was simply storing a few possessions there.

"I told Mike he had no permission from anyone to store stuff there," said Rhonda Genzink Isser, then president of Austin ReLeaf. She and others asked him to remove his personal belongings. But he didn't.

Sawyer and Isser say they learned that Workman had secured another room in the organizations' name without their knowledge and then changed the lock on the door to that room.

Once members gained access to the new room, Sawyer says, "It was set up totally like an apartment: the newspaper, the cup of coffee, a bedroll and a nightlight."

Workman says it's not true that he lived there. "As an officer of Save the Oaks, I spent a lot of time there."

Workman, a political activist, has had run-ins with other organizations he's been involved with as well.

When state Rep. Lena Guerrero, D-Austin, gave up her House seat to accept an appointment on the Texas Railroad Commission in 1991, Workman put out an unauthorized news release on Travis County Democratic Party stationery detailing how the party could unite behind a candidate, said Tim Weltin, executive director of the party.

Although Weltin says he caught Workman making copies of the release and asked him to stop, Weltin says Workman took some



Questions about school board candidate Mike K. Workman's address have followed him for years.

copies out of the office and distributed them at a Capitol press conference.

Workman later became a candidate to replace Guerrero in the House but lost the race.

Workman could not be reached Wednesday to comment on this issue.

Also in 1990 and 1991, Workman, then vice chairman of the Austin Music Industry Council, angered members of that group when he went to the Travis County Courthouse and filed paper work indicating that he and his company, Workman & Co., also did business as the Austin Music Industry Council.

Ernie Gammage, the then-outgoing president of the council that promoted the music industry, said he could never figure out why Workman did that.

Also during this period, Workman stormed out of one music council meeting, causing it to lose its quorum when it became clear the group was not going to elect him president, said Martin Theophilus, a leader with the group.

At the next meeting, he recalls, "We actually had to call the guards to remove Mike." However, the meeting was adjourned before the guards arrived, he said.

Workman said he was proud to have held various offices with the council and does not remember a meeting in which security guards were called to remove him.

R.C.C.I.T. 10/17/91

Officials asked to clarify candidate's eligibility

By Debbie Graves

American-Statesman Staff

While Austin school board candidate Mike K. Workman continues to claim an empty house that he neither rents nor has keys to as his residence, a voter asked the Travis County district attorney to

In addition, the 200-member South Austin Democrats organization Wednesday delivered a letter to the school district asking that it look into the matter.

Several school trustees said Wednesday that they are trying to get the issue of Workman's eligibility added to the board's Monday agenda to determine whether the

"I think the voters of District 6 deserve to have this cleared up," said school Trustee Liz Hartman.

Bill Bingham, the school district's attorney, said, "Only a court can determine residency. We as a school district cannot make an investigation on our own. I'm trying to see if there are any other alternatives to us."

If information on sworn documents is inaccurate, it does raise other legal questions such as perjury and falsification of sworn docu-

Meanwhile on Wednesday Workman continued to say, legal address is 1805 Alameda Travis Heights house in school board District 6.

The owner of the house, Rca Heppner, continues to say is not Workman's residence. "I have no right to be in my house today, the locks have been changed," said Heppner.



*Thanking Chris,
Thanks for your speedy, quality
work. I'm looking forward to a lot
more work together in '94
Shalom,
Mike*

BALLOONING

The Journal of the Balloon Federation of America

Invoice

October 28, 1993

Martin Theophilus
Phantom Productions, Inc.
Austin Centre Tower
P.O. Box 90936
Austin, TX 78709-0936

Dear Mr. Theophilus:

Please consider this your invoice for the following:

Winter, 1993 issue

eighth page, b&w

\$63

I'm sorry I didn't review your Guanajuato video in this issue. I felt that two in a row would have been too much, and the people there seemed very certain that they didn't want anyone else to know about the event. If you'd like me to send it back, please let me know. Otherwise, I'll look forward to seeing whatever else you might produce. I do love your work!

Soft Landings,

Ruth P. Ludwig
Editor

BALLOONING

The Journal of the Balloon Federation of America

Reviews

Yearbook, Phantom Video, History and FAA Plan



Phantom Productions, Inc.
Various balloon event and instructional videos by Martin and Chris Theophilus. P.O. Box 90936, Austin, TX 78709-0936. tel. 512-288-1044.

When Phantom Video sent me their new tape of the Washington D.C. Airshow and Kodak

balloon race, I was a little surprised. Both of the other Phantom videos I had seen were more general in nature: *Sunrise Sunset*, covering ballooning in general, and *From the Ground Up*, a 40-minute crew training video. How could a single event tape be of much general interest?

The truth is, it isn't. Phantom's new 1993 Washington DC Air Show & Balloon Races (Andrews AFB) tape isn't even meant to be marketed to a general audience.

But if you were there, or if you are looking for a way to educate potential sponsors and convince them to fund this or

any other ballooning event, Phantom's documentary is exactly what you need. Every aspect of the event is covered, from sponsor input to pilot feedback, and blended beautifully into a polished product.

Phantom's prime business is producing promotional tapes for artists. But back in 1985, the two happened to choose a certain Austin restaurant to cater their wedding. And that restaurant happened to be owned by balloonist Dan Sherrill, who happened to teach an introductory class in hot air ballooning at a local community college.

Martin gave Chris tuition to the class as a birthday gift in 1989, then produced a 20-

minute tape for the course participants. That tape became the basis for the crew training video.

The crew video led to the documentation of Sherrill's Harris Branch event in 1990, then several others.

Phantom Video now encourages organizers to pre-market the tapes of individual balloon festivals to sponsors, pilots, and spectators on the field. They will produce the video for a flat fee of \$1,500 plus expenses, then sell the tapes. Theophilus says Phantom is also open to splitting income from tape sales, especially if the organizers help market the videos through press materials to the general public.

Ruth P. Ludwi

I am an English balloon pilot subscriber to your magazine and I am writing to show how much I look forward each month to receiving my copy of *Balloon Life* and, with airmail rates, what good value it is. Every informative well produced magazine thanks.

As well as being a pilot I am also an collector, books, photos, videos flown etc. and really it is on this subject that I write to you. Recently in *Balloon Life* I saw an advertisement for videos from Phantom Productions so I made immediate contact with them regarding availability and whether they would be prepared to ship to me in England. That was approximately one month ago. No this isn't a complaint as last night my wife, Lesley, sat and watched the eight video that Phantom sent us, really tremendous. We feel that we have made two friends in Martin and Chris who have provided an extremely efficient and friendly service. I think that in this day and age it is important for periodicals to know that their advertisements are good and give an excellent service. I suggest that anyone looking to have a balloon meet committed to video should look no further than Phantom to do



I hope you can find space to at least put part of my letter in your magazine as this sort of service is exceptional these days.

Incidentally I sent an order to FAVIA following another ad in BL. I am still waiting for even an acknowledgment.

Keep up the good work, thanks again

Mike Willoughby

Woodcote, Reading, Berkshire, England



Lumbermen's Association Of Texas

CHRIS THEOPHILUS

DAVID PERKOFF MUSIC
HOUSTON TX

Special Guest



Esther's Follies

...overnmental regulations and offer their own twisted comic perspective of NAMVECC and the emissions control industry of the present and future. As you enjoy your journey, be on the look out for familiar faces. You may never see them like this again.

For those of you unfamiliar with the tantalizing parodies of Esther's Follies, a little background...

Hailed as the funniest, most popular show in Texas, Esther's Follies combination of vaudeville/satirical musical revue with topical comedy, is the longest running show of its kind in Texas. Esther's Follies began as a by-product of a pool parlor, called Esther' Pool on Austin's East Sixth Street April Fool's Day, 1977. The Follies' national debut was in 1991, with cable TV's *The Comedy Channel* opting for a live taping of two half-hour specials, airing through 1992. Fittingly so, since the Follies rush right in where other theatres fear to tread. Now get prepared, to experience Esther's Follies savvy and savage satirical revue.



Join Us Now... for an adventure beyond your wildest imagination. To boldly go where no man would want to go. To experience ESTHER'S FOLLIES, with its cast of off-

STRAWBERRY
BALLOON
FEST

1993



PARKING
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OFFICIAL

PERMIT #

38

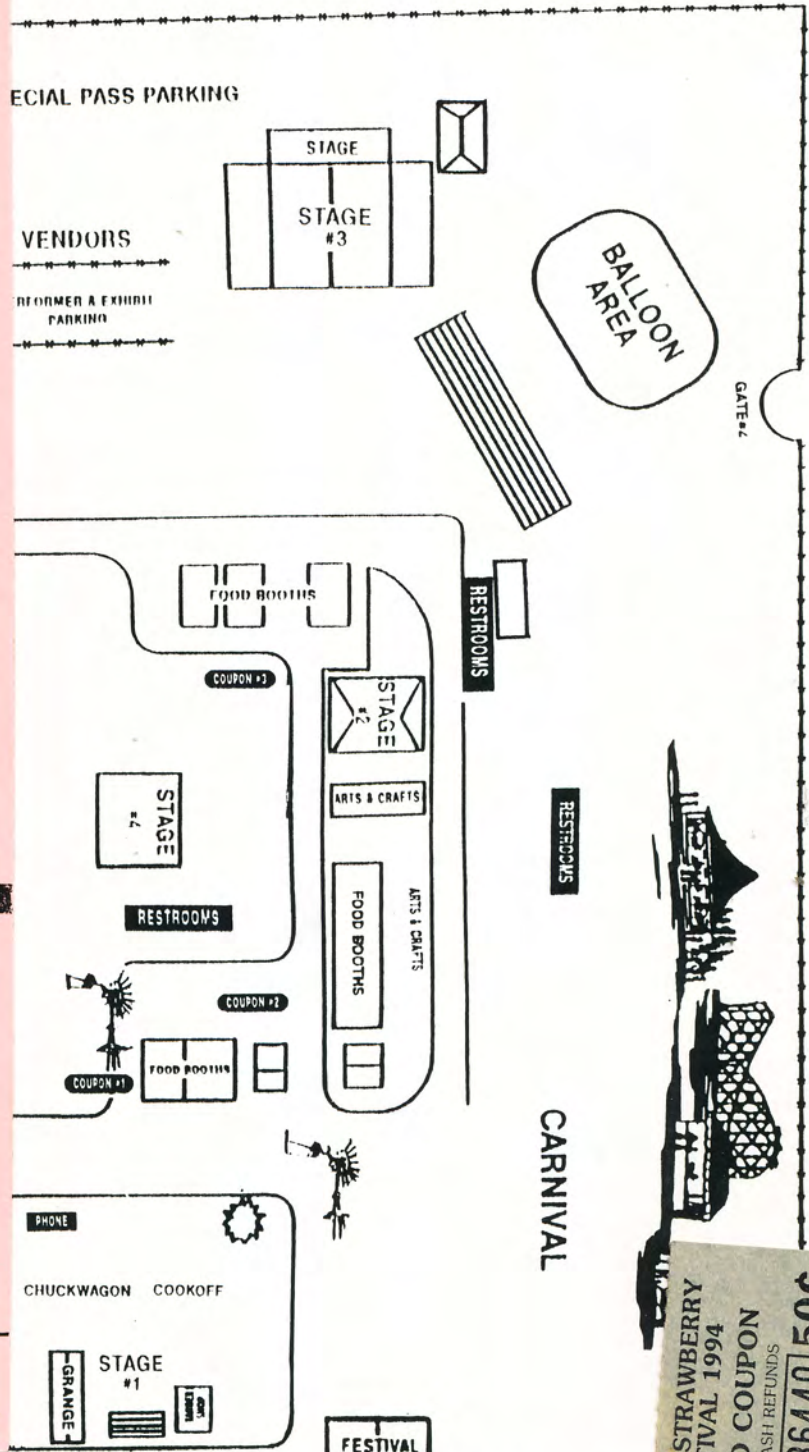
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VENDORS

REFORMER & EXHIBIT
PARKING



CARNIVAL

FREE PARKING

Many thanks for the opportunity, Martin. It's much appreciated.

Sincerely,

Ed
Ed Mayberry



PARKING



POTEET STRAWBERRY
FESTIVAL 1994
FOOD COUPON
NO CASH REFUNDS
50¢ 036440 | 50¢
Weldon, Williams & Lick

STRAWBERRY
FESTIVAL 1994
FOOD COUPON
NO CASH REFUNDS
50¢ 036440 | 50¢
Weldon, Williams & Lick



WELL IS SWELL. In the course of a recent two weeks, David Perkoff Music was asked to write a custom program on Motivation and Teamwork for **SmithKline and Beecham** out of Dallas, then **Sandi Aitken** and **Nancy Cherwitz** of **Austin Motorola** asked us to write a wellness program entitled "Don't Go Home From Work Exhausted" (our secret of course, don't go home!!?), and perform it four times in one day to three shifts of workers (ve-r-r-r-y interesting). These shows seemed related, and the writing was very informative and a learning experience for us as well (fun too). **Amos Ewing** of the **Esther's Follies'** theater cast was delightful as our host/comedian/instructor. Amos, **Noel Alford** and David developed comic health exercises to go with real exercises, and the shows featured lots of audience participation and guest surprises. David, at the invitation of **Christy Criter** of **TI**, also attended a humor seminar sponsored by **St. David's**. He picked up several helpful pointers and particularly liked the part where the speaker had the audience link arms backwards and jump around. It was supposed to be an exercise on cooperation, but turned out to be a terrific rear end rubbing experience with a 19 year old high tech intern. As research continued on the subject matter, we discovered coincidentally one of the books we read was co-authored by **Barbara Lau** of **Seton Hospital**. Barbara is married to **Don Chamberlain**, who was the first guitarist in the David Perkoff Little Big Band back in the mid '80's. What goes around comes around!!

So how do you write good scripts for clients? Pay attention to their goals for the project, do your homework, meet their budget, complete the project on time and liberal use of word processors, fax machines, telephones, coffee and **Glen Livet**.

While getting excited about wellness, we were also writing **Esther's Traveling Follies** sketches relating to creativity and leadership for **Intermedics Orthopedics**. Then we developed a full contact audience participation event for **Novell Inc**. As this letter is being mailed, their San Jose office is flying our whole cast to Phoenix for this modest event. I hope we haven't forgotten to pack anything. And I shouldn't forget the four scripts for **Time Warner Corporation** about the new Information Superhighway, and a sentimental favorite, a show for the **Texas HealthCare Association**. These folks manage and own nursing homes around the state, have a wonderful sense of humor in a very difficult and regulated industry. Yes, it's been a busy six weeks.

Anyway, we think that programs about health and team and spirit and pride and motivation etc etc., (especially when laced with a big dose of entertainment and theatricality) will be the coming thing for corporate presentations, and it travels so well, too. And after we're through, we can all meet in the bar for a cigarette and a few drinks and eat some **deep fried things**.

So remember other **healthy shows** -**Tom Zimmermann, M.A.** - Health, Humor, and Happiness. **Steve Bhaerman** - the **Swami**, whose hilarious column appears in New Texas Magazine; and **James Courts**, Master Hypnotherapist, who just performed for us for **Apple Computers of Austin** and **Therma-Tru** of **Ohio**. Thanks (for the referral) go to **Brenda Follis**, **Dominion Country Club in San Antonio**, formerly of Plaza Club. She was an old buddy of Dave's when she was at Green Pastures in Austin. What goes around comes around!!

By the way, thanks to **Jennifer Jaqua** and **Catherine Durkin** of **Green Pastures** for the lovely dinner the other night while the band was waiting to play for **Shelly Pate's wedding**. Austin is really quite nice, in that the clients and venues so often understand that a little home cookin' goes a long way toward making musicians and entertainers feel welcome and thus do a little better job. What goes down well comes back up well.

Speaking of weddings, we don't mention them alot, but the fact is that when Chris and Martin and David finish their 60 hour work week in the office handling the few zillion details that it takes to arrange entertainment and production for 8-10 events a week and spend another 60 hours trying to find more work for our insatiable talented compadres, what could be more relaxing than to play a few weddings on the weekend?

By and large, after the pressure of delivering shows and music to in-going and out-going presidents of groups riding the political and economic roller coaster, there's nothing like a wedding to get you back to reality. You get to meet neat young (mostly) people starting off on that matrimonial trek together, and their parents, grandparents, families, close friends, old teachers, and other acquaintances, etc. We meet the entire family tree, and we party with them at cool places like **Green Pastures**, or **Mark McAfee's**

THE CELEBRATION OF
**TEXAS
MUSIC
MONTH**

OCTOBER 1993
SPONSORED BY
THE AUSTIN CHAPTER OF
THE TMA AND
THE NASHVILLE CHAPTER OF
THE RECORDING ACADEMY®

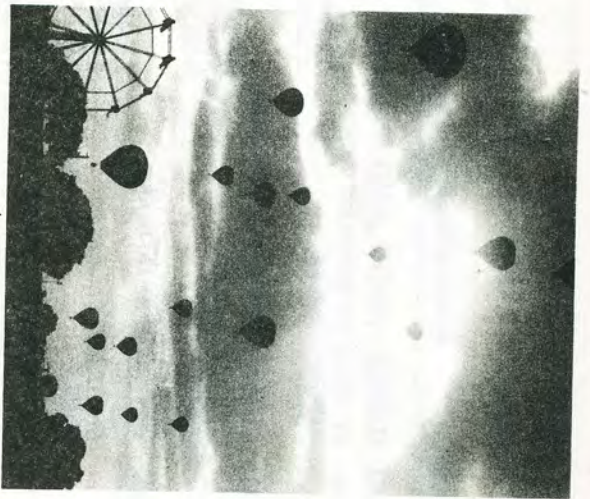


**THE 1993
AUSTIN CHAPTER
OF THE
TEXAS MUSIC ASSOCIATION
AWARDS SHOW**

October 6, 1993
Four Seasons Hotel Grand Ballroom
9 p.m.

Musical Performances
Texas Fancy
featuring
Ethyl and Methyl
(Chris O'Connell & Maryann Price)
Jimmy Day
Danny Levin
Tom Clarkson





STRAWBERRY BALLOON FEST

Poteet, Texas

Friday, October 15, 1993

(Free Gate Admission)

Skyline & Grounds 6:00 p.m.
 Balloon Mass Ascension 8:00 - 12:00 p.m.
 Carnival Armband Night 8:00 - 12:00 p.m.

Saturday, October 16, 1993

Skyline & Grounds

Balloon Competition Flight 7:45 a.m.
 U.S. Cellular Balloon Crew Rodeo 1:00 - 4:00 p.m.
 Skydivers Competition 4:00 p.m.
 Balloon Competition Flight 5:00 p.m.
 HEB Balloon Glow 7:30 p.m.

Coca Cola Stage #1 - Outdoor

Chuckwagon Cookoff All Day

K197 Gunslingers -

12:30, 1:30, 2:30, 3:30, 4:30, 5:30 p.m.

\$4 Gate Admission Saturday & Sunday

HEB Stage #2

Running Springs Exotic Petting Zoo All Day

Miller Lite Stage #3 - VFW Pavilion

Show Stoppers 12:00, 2:00 p.m.

The Mo-Dels 5:00 - 7:00 p.m.

Swing Dance Contest 5:00 - 7:00 p.m.

HEB Stage #4 - Rotary Pavilion

Fred Cowan Puppets 12:00, 2:30, 5:00 p.m.

Last Chance Forever Birds of Prey 1:00, 3:30 p.m.

Coors Lions Club Arena

Ranch Rodeo 3:00 - 5:00 p.m.



Budweiser Lions Club Pavilion

Brian Black Dance 9:00 p.m. - 1:00 a.m.

(Dance Admission - \$5)

Sunday, October 17, 1993

Skyline & Grounds

Balloon Competition Flight 7:45 a.m.
 Balloon Awards Ceremony 10:30 a.m.
 Balloon Fluff & Puff 1:00 - 4:00 p.m.
 Spurs Coyote 4:00 p.m.
 Balloon Competition Flight 5:30 p.m.

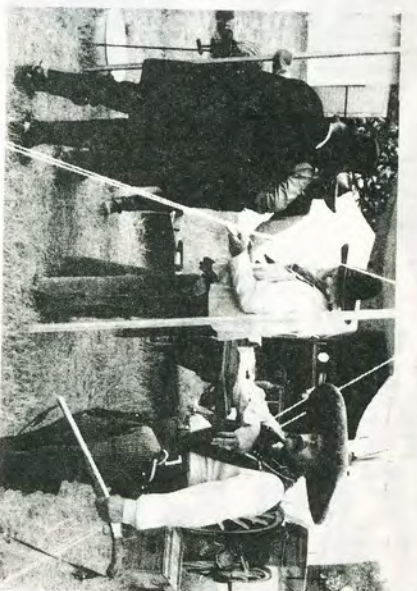
Coca Cola Stage #1 - Outdoor

Chuckwagon Cookoff All Day

K197 Gunslingers -

12:30, 1:30, 2:30, 3:30, 4:30, 5:30 p.m.

Children under 10 Admitted Free Free Parking



HEB Stage #2

Running Springs Exotic Petting Zoo All Day

Miller Lite Stage #3 - VFW Pavilion

Jahmanla 1:00 - 3:00 p.m.

Little Joe's Birthday Party 6:00 - 7:00 p.m.

Little Joe y La Familia Dance 7:00 - 9:00 p.m.

HEB Stage #4 - Rotary Pavilion

Fred Cowan Puppets 12:00, 2:30, 5:00 p.m.

Last Chance Forever Birds of Prey 1:00, 3:30 p.m.

Coors Lions Club Arena

Ranch Rodeo 3:00 - 5:00 p.m.



Carnival Thurs., Fri., Sat., Sun.

Armband Night \$7 Thurs. & Fri.

Classic Street Rod Show All Day Sat.

Arts & Crafts All Day Sat. & Sun.

Helicopter Rides All Day Sat. & Sun.

For Information Call (210) 742-8144

STRAWBERRY
BALLOON
FEST

RANCH ROUND-UP
RODEO ARENA

H-E-B



International Hot Air Balloon Festivals

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Bringing your festival alive with color in the air
Why balloons?

- Balloons add fun, excitement
- Family oriented
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- Balloon events are becoming
- Most effective marketing for
- A great way to draw media

Balloons Attract

Albuquerque
Washington DC
Baltimore

ABC's Client's sa

Dan really made the Baltimore balloon
premier event of the Preakness Celebrati
Triple Crown. His staff are excellent ma
Ms. Sandra Cuneo, Director, Maryland Preat
Dan Sherrill's American Balloon Corpora
to our properties. The whole event went s
every detail and anticipated problems.
Mr. Chip Hamilton, Markborough Properties
Dan Sherrill and his professional staff m
several trips to Guanajuato, Dan checke
recommendations and drew some of the l
Mr. Marco Rodriguez, Primer Festival Internacio

American Balloon Corpora



American Balloon Corporation
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Zaca, Texas 78652-3140
512-280-2558

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Corporatio

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under ove
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40 • 512-280-2558



NAME: _____

**HARRIS
BRANCH
BALLOON
FESTIVAL**

S

July
23-25
1993

Austin,
Texas

SAT STAFF SUN

Phantom Prod.

NAME: _____

**HARRIS
BRANCH
BALLOON
FESTIVAL**

M

July
23-25
1993

Austin,
Texas

MEDIA

FRIDAY 081393

NEED TO HAVE THIS DELIVERED

Phantom Productions
11051 Tangle Ridge Circle
Austin TX 78709

Attn: Martin Theophilus

MUST BE DELIVERED TODAY! (FRI 0813)

AFTER 4pm

it will be unacceptable to deliver Sat AM or before 4pm today

INFORM DELIVERY COMPANY THAT THEY WILL BE
PICKING UP THE SAME PRODUCT FROM

THE CUSTOMER — WHEN THEY RETURN
CUSTOMER'S DEFECTIVE UNIT pls. DELIVER TO CHRIS C.
WE MUST EXECUTE FLAWLESSLY ON THIS ONE!

Regarding Chris' Powerbook

MANAGER
COMPUTER CITY

THX
GREG

San Marcos Factory Shops

Saturday
August 7, 1993

San Marcos Factory Shops David Perkoff Music Talent List

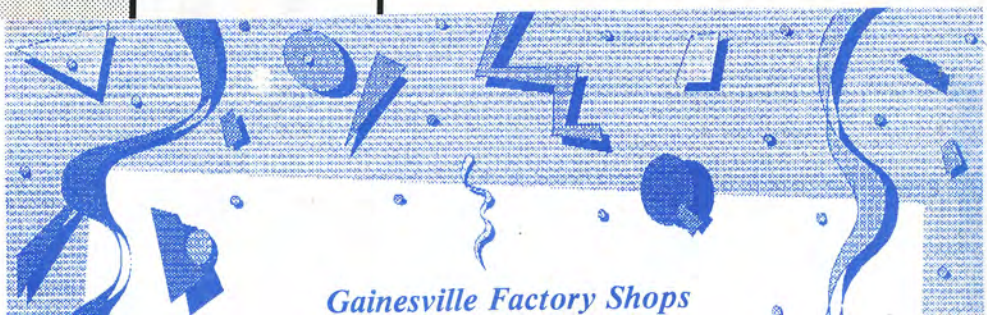
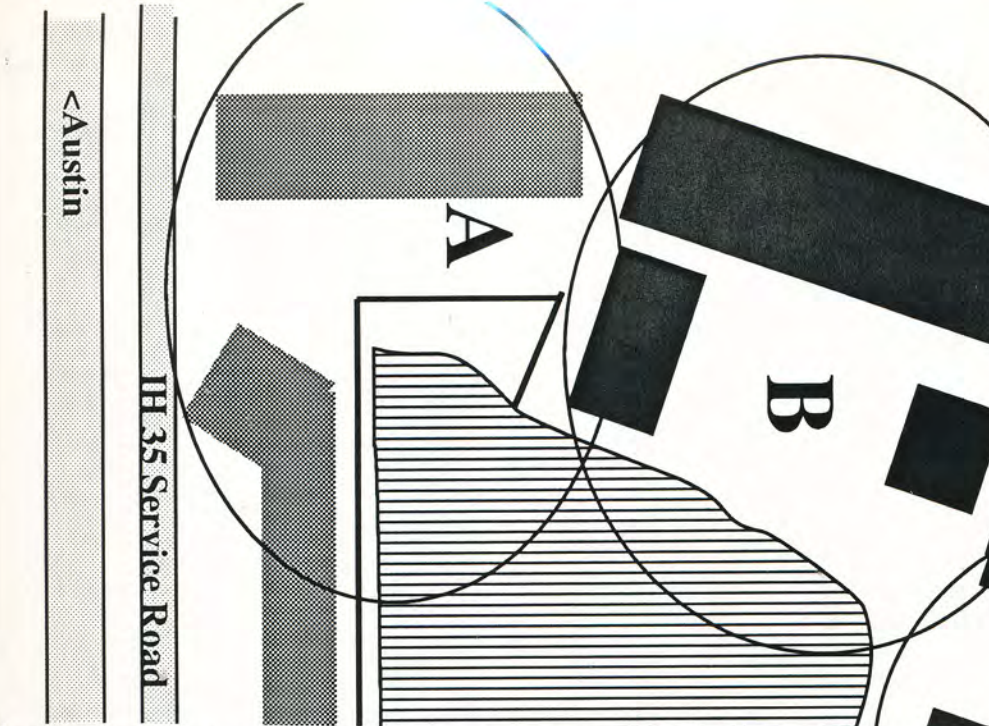
Main Stage

A

B

C

10:00	Ribbon Cutting Ceremony					
10:15	Ray Anderson					
10:30	Clown with Balloons					
10:45	Clown with Balloons					
11:00	Clown with Balloons					
11:15	Juggler					
11:30	Clown with Balloons					
11:45	Juggler					
12:00	Clown with Balloons					
12:15	Juggler					
12:30	Clown with Balloons					
12:45	Juggler					
1:00	Clown with Balloons					
1:15	Juggler					
1:30	Clown with Balloons					
1:45	Juggler					



Gainesville Factory Shops

IH 35 Service Road

<Austin

WANTED



**JIMMY
GUNN**
BROOKS & DUNN



**RICK
VANAUGH**
LORRIE MORGAN



**WES
STARR**
HAL KETCHUM



**MATT
BEARDEN**
JOE DIFFIE



**HARRY
WILKINSON**
NASHVILLE STUDIOS



**HARRY
STINSON**
NASHVILLE STUDIOS



**ERNE
DURAWA**
TEXAS TORNADOS



**CRAIG
KRAMPF**
NASHVILLE STUDIOS

WANTED: BY THE BEST IN THE COUNTRY

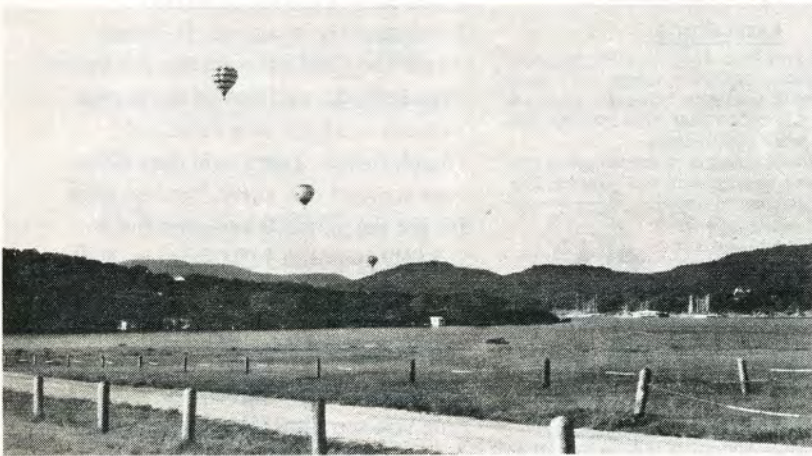
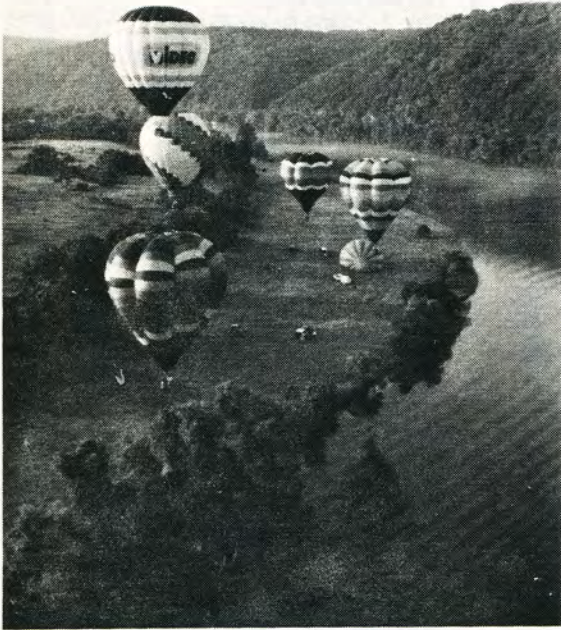
In the country, today's hottest drummers speak softly but carry the big stick - Pro-Mark. Pro-Mark drumsticks can really take a beating from these hard hitters. That's because they're hand-finished from premium grade Japanese White Oak, American Hickory and Maple for a great sound, feel and balance. Pro-Mark is number one in the country. But that's no surprise. Because when you're made as well as Pro-Mark, everyone wants to get their hands on you!

pro.mark
The Best in the Country

10707 Craighead Drive Houston, Texas 77025 Drummer's Hotline 1-800-255-5250

Lake Flight, July 10, 1993

Lake Travis from Steiner Ranch
and back to Quinlan Park for a picnic

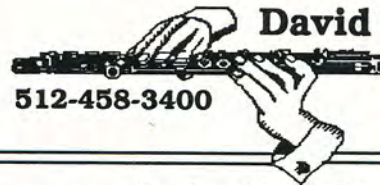


Clockwise from top left:
Launch at sunrise with steam rising from the water.
Looking back at the pack from 2,000 feet.
Lloyd Cates and Sean Steiner greet an early morning boater.
(photos by Fred Edmiston)

Rusty Kaim and Kim Ringer prove their cooking skills at the grill.
Two of the pack steered to landings at Jones Park in Jonestown.
(photos by Chuck Bryan)

The A-List Letter

This letter goes out to our friends - past, present and future!



David Perkoff Music

512-458-3400

Hot time, Summer in the city, back of my neck feelin' dirty and gritty!

If you were cruisin' when you first heard those words, then you're our age. If you haven't ever heard those words, you're probably more familiar with The Charleston than The Freddy, or you're just soft skin and two good knees.

It is Hot, Hot, Hot - must be another Texas Summer. Our beloved entertainers with whom we're sooooo in harmony and concert work, are really sizzlin' this summer. So, if we are coming to entertain, you'd better have some serious air conditioning.....please!!!???



H. Ross with DPM's Chris Theophilus

How do we keep cool in 100 degree + weather? By thinking about mistletoe, the smell of pine, brightly wrapped packages, gathering about the cozy fire, and confetti cannons. Speaking of **confetti cannons**, we just bought six. We shoot 'em, you vac 'em. The greatest confetti blast we ever saw was at the recent **San Marcos Factory Shops Grand Opening Phase III**, for which DPM coordinated two days of continuous entertainment. **General Manager Mitchell Brown** and marketing director **Monica Blackburn** told us their confetti man travels with their company all over the U.S. shooting up shopping malls.



Esther's Traveling Follies' Kim Davis and Roger Harrell with attentive guest from Independent Insurance Agents of Texas

Speaking of shopping, it's time to book your holiday entertainment. Actually, it's too late. (just kidding) Name party bands such as **Hot Wax, Hotcakes, the Little Big Band, Rotel and the Hot Tomatoes and Duck Soup** probably have most of their weekends booked by now, but would certainly be willing to fill in their weeknights and Tuesday mornings. Also, there are tons of excellent bands lesser well-known, such as **The Grapes of Wrath, Lucian Turk, Tracy Lyn, Sparks and Friends, and Special Interest**. All of these bands play high energy music in lots of styles, are very professional and love a great party! Adventurous clients consider more unique entertainment. **Esther's Traveling Follies** will certainly have some holiday comedy surprises, **Andy Ehrenfeld** has just finished scripting a special holiday Xmas children's show for those companies who are family oriented. How about Mex-Tex singer **Harry Porter**? Our present hottest act is hypnotist **James Courts** who will convince you that you really are **Santa Claus** and you really do exist. Speaking of **Father Christmas**, we've got one for adults only.





James Courts Master Hypnotist

James Courts' performance for McLane Food Services' show in Austin was so awesome, that they immediately booked him for two more shows in different cities. If you want some unique after dinner entertainment, James will captivate your crowd.

Kudos to meeting planner Janet Morrow, who whisked David off to scenic Lubbock in July for an MHMR conference which actually was the most fun and creative engagement of the year to date. David scripted an "Ed Sullivan" show starring MHMR honcho Joe Mirisciotti, and directed a cast of in-house talent, who blew away the audience in the Lubbock Civic Center Theatre. AND to Linda Poole for once again having great musical taste for New Years Eve - The Stouffer

Austin Hotel has retained DPM to coordinate Hot Wax and the Little Big Band for their party. Artist Services Company out of Washington, D.C. has asked David's band to back-up the Fifth Dimension for the Seton Gala in September. That put them in the same brilliant company as the Platters, Shirelles, and the Spinners, all in one year.

We're off to Gainesville, Texas this week for three days, twenty five acts, RV, hot times Summer in the city, back of my neckwait a minute folks - it's another of Mitchell's mall openings!

*Why are we still writing our newsletter? Because it works!
We stay in touch, you stay in touch... "In the Summer, in the city!"*

David Perkoff

P.S. Here is where the experts say to put important marketing information - so here goes...

How do you tell when the drum riser is level? When drool is running out of both sides of the drummer's mouth!

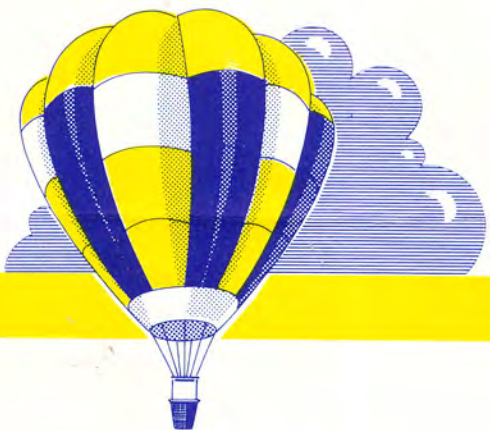
The A List Letter is written by David Perkoff. Chris Theophilus and Martin Theophilus take David's writing and try to make some sense of it all. Thanks to the *Lovin' Spoonfuls* for some timely lyrics. No rights reserved and no copyrights. Please duplicate at will!

MICHAEL F. MURRA



4109 McBrine Place • Austin, Texas 78746

*Dear Martin & Chris,
Thanks for the tape - it looks good
I'd like to pay you the "full"
amount for the full while I have
cash at hand. Let's see what feedback
before we start*



60 WEST CHILTERN, WOODCOTE, READING, BERKSHIRE RG8 0SG. Tel-(0491) 680822

7th July 1993

Dear Chris and Martin,

very many thanks for your friendly efficient service in sending us the eight videos. I know it was business but the way you dealt with my zany request was indeed above and beyond the realms of "just business" I really feel that we have made two new friends in the U.S.A.

Last night we watched the sixth video and the seem to get better and better. As you have gathered I am a complete balloonic. Lesley and I own four balloons, two that we fly quite regularly and two that only come out at vintage balloon inflations. The rest of the time is spent building up my balloon and airship library whic at the moment contains over 600 books plus pamphlets, magazine articles colour slides postcards etc. etc. also about 40 commercially produced videos and 80 videos recorded off air from the T.V. I also give talks to schools Rotary Clubs etc illustrated from my collection of over 15.000 colour slides. That is why I call myself a Balloonatic.

Fortunately our kids are grown up and they still enjoy coming out with us ballooning. I can really recommend it as a good way of keeping a family active together. I may have made myself sound like a geriatric in fact I am 45 and thoroughly enjoying it.

Once again thanyou for your excellent response and please keep us advised of any future productions. It goes without saying that we will want one for our collections. Its really great to put faces to names we've heard at Albuquerque and read about. I never realised Glen Moyer looked like that, and what a good M.C. he makes.

I have written to Balloon Life following your efforts on our behalf and I hope you will get the well deserved mention that I have requested.

Hope we may get to meet you in Albuquerque or maybe give us a call if you get chance next time you are in England.

Best wishes

Mike and Lesley

Austin Lawyers and Accountants for the Arts

14th Anniversary Benefit and Celebration
27 July, 1993
Scholz Garten, 1607 San Jacinto, Austin, Texas

featuring:

Steven Fromholz
The Austin Lounge Lizards
The Uranium Savages
Kerry Awn, Master of Ceremonies

Sponsored by:

Most Supreme
of the
Deitc.
Hugh

Austin Lawyers and Accountants for the Arts
ANNE GILLIAM, VIGILANTE EXECUTIVE DIRECTOR
ALAA'S VIGILANTE BOARD OF DIRECTORS

Extreme
Serena K

TO: 11 AUGUST, 1993
DATE: SEVERAL MATTERS, READ THIS MEMO, IT'S TO THE POINT AND
NOT A TIME WASTER !!!!!!!!!!!!!!!
RE: Board meeting--August 17, 1993--Tuesday--5:45 p.m.

Generous a
of the Arts (1.

Arnold, Whi

Baker & Bo

Jane Burruss

Comerica Bar

Echelon Execu

Ford & Ferrar

Glass & Comp

Layne Lauritzen, CPA

The Principall

Scanlan & Buckle, P.C.

Sheinfeld, Maley & Kay

Chris Theophilus--Responsible for calling all 9-10 Uranium
Savages individually and coercing them into playing (A TRUE
FEAT!! Canonize that woman!). She also called up Steve Fromholz
who agreed to play (what a nice man!). Chris got bids on sound
systems and helped coordinate the evening's schedule. Chris, I
believe, was also around for a couple of hours of BULK MAIL !!!!

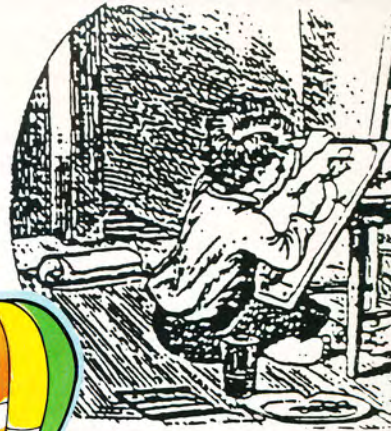
Special thanks to: Janet Hargett of Hughes & Luce, L.L.P. for graphics and computer work and
NightRider Overnite Copy Service for donating printing and paper.

ALAA is a 501 (C) (3) nonprofit corporation established in 1979 to provide FREE
and LOWCOST legal and accounting services to lower income artists and arts
organizations on their arts-related business matters. For information, call Anne
Gilliam, ALAA Executive Director, 512/338-4458.

MANCHESTER COMMUNITY SCHOOL

1901 California Avenue E, Port Orchard, WA 98366 876-7369

Patricia Rylander, Principal



Phantom Video
c/o Phantom Productions, Inc.
P.O. Box 90936
Austin, Texas
78709-0936



January 19, 1993

Dear Phantom Video,

My name is Mrs. Osborne and I am a fourth grade teacher at Manchester Elementary in Port Orchard, Washington. My class and I are studying about hot air balloons.

We understand that your company has several hot air balloon videos. Would it be possible to donate one of these hot air balloon videos to our classroom? We are gathering as much material about our subject as we can that is why we are asking for your assistance.

It would be great to have business and education working together. We look forward to hearing from you soon. Thank you for your time and effort in this important matter.

Mrs. Osborne
Manchester Elementary
1901 California Ave. E.
Port Orchard, Washington
98366

Sincerely yours,
Mrs. Osborne
and 4th
Grade Class

Hi!

482 June Mennell
1143 Happy Valley Rd., Sequim, WA 98382

So glad to get your Post Card.
Enclosed is check for both
Videos - Can hardly wait!
Would you put one of your
post cards (no stamp no address
label - just plain) in with the Videos?
It's for our postcard collection.
Thanks -

Also please note change of
house number (thanks to 911)
How was your trip to Germany?
Did you get any HAB "goodies"?
And many thanks for your
letter (which I haven't answered) -
The youngest member of our family,
Doug, age 42, lost the battle with cancer
and time is slow in healing the loss
of a child.
A better letter next time - keep in touch.
Many thanks. June

We would greatly appreciate your taking a moment
to let us know how you liked these tapes.

On a scale of 1 to 5, with 1 = excellent and
5 = poor, please circle your response.

Mexico

	Excel	OK	Poor
1. Content of Sunrise/Sunset	1	2	3 4 5
2. Useful in promoting ballooning	1	2	3 4 5
3. Retained your attention	1	2	3 4 5

4. What items could be added to improve this
tape? It's perfect from start to finish.

Andrews AFB, Washington DC

	Excel	OK	Poor
1. Content of Sunrise/Sunset	1	2	3 4 5
2. Useful in promoting ballooning	1	2	3 4 5
3. Retained your attention	1	2	3 4 5

4. What items could be added to improve this
tape? It should have been another
hour longer.

5. What other Hot Air Balloon topics would you
like to see on video? Walla Walla, WA.
as a good content. We'll bring
comments all that you produce
ours are the best in the world.
Name (Optional) Keep up the good work
Soft Landings!

June Mennell

1015 Luisill Way
Menlo Park, CA 94025

Ron Newdell
Accurate Sound Co.
3515 Edison Way
Menlo Park, CA 94025

3475A

MAULTIN
I ENJOY YOUR NEWS
LETTER
PLEASE NOTE OUR NEW
ADDRESS
TKS
Ron

We have so much to celebrate.



KORBEL
CHAMPAGNE

3RD ANNUAL JOINT SERVICES OPEN HOUSE

TENTATIVE SHOW SCHEDULE

Friday, May 14, 1993

0600 Kodak Hot Air Balloon Race
0900 Chesapeake Bay Radio Controlled Aero Club
0945 US Army Drill Team
1000 Commander In Chief's Guard

**2 NEW RELEASES! Special offer to past customers
Order by July 31, 1993 & receive both for \$30 Incl. S/H!**

Ballooning in Mexico

Guangajuato, Mexico is magical; the country's third oldest symphony (we taped their performance as a backdrop for the music track), some of the world's largest silver mines, a beautiful city with a European feel (was the second largest city in North America after Philadelphia in the 1800's). Ten days of perfect flying in the mountains and valleys of central Mexico. Multiple balloons rise over mountains and land near small villages. Pilots fly box winds and move around each other with ease. 100s of children help pack up. Chase crews wind mountain roads and provide excellent support. This tape captures the beauty of balloon flight and international relationships in a spectacular part of the world.

Flying balloons around Washington DC?

What about all the controlled air space? That's what made it exciting!

Air Show and KODAK Balloon Race

Andrews Air Force Base, tight security, Balloons, the Air Force Thunderbirds, old planes, spectacular countryside and great flights in a normally very restricted air space.

Regularly \$19.95 + \$3.00 s/h ea or 2 for \$40 including shipping
Call for details and quantity pricing! We ship on day order is received in most cases.
Order now: Phantom Video, PO Box 90936, Austin, TX 78709 • 512-288-1044
Sorry, we are not set up for credit card orders, however we will ship COD!

1530
1630 Hot Air Balloon
1730 Kodak Hot Air Balloon

Flv-Bv
s (Single Flag Jump)



ANDREWS
Air Force Base

3RD ANNUAL JOINT SERVICES OPEN HOUSE

TENTATIVE SHOW SCHEDULE

Friday, May 14, 1993

- 0600 Kodak Hot Air Balloon Race
0900 Chesapeake Bay Radio Controlled Aero Club
0945 US Army Drill Team

1000 Commander In Chief's Guard

1030 Ship

1100

**2 NEW RELEASES! Special offer to past customers
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Air Show and KODAK Balloon Race

Andrews Air Force Base, tight security, Balloons, the Air Force Thunderbirds, old planes, spectacular countryside and great flights in a normally very restricted air space.

Regularly \$19.95 + \$3.00 s/h ea or 2 for \$40 including shipping
All other tapes are also available including: Crew Training, Sunrise/Sunset and other event tapes.
Call for details and quantity pricing! We ship on day order is received in most cases.
Order now: Phantom Video, PO Box 90936, Austin, TX 78709 • 512-288-1044
Sorry, we are not set up for credit card orders, however we will ship COD!

1550

1630 Hot Air Balloon

1730 Kodak Hot Air Balloon



ANDREWS
Air Force Base

Please send you 2
 New Videos Ballooning in
 Mexico and Flying Balloons
 around Washington DC to
 B. J. REAM
 RT 4 Box 25 B
 Sedalia Mo 65301

hope they are as good as the
 last 2 I got

Robert A. Ehner
 966 N. Waveland Avenue
 Gurnee, IL 60031-2354

EHNER 966 N. Waveland Avenue
 Gurnee, IL 60031-2354

Please send me your
 new VIDEOS — as
 advertised both for \$30-
 each S/H. :

BALLOONING IN MEXICO
 The JOINT SERVICES OPEN
 House AIR SHOW
 and KODAK BALLOON RACE -
 I have really enjoyed previous
 videos from you - Outstanding
 SUNRISE/SUNSET — and
 Gentle Breezes
 in training - Myra, Observer



Please send both tapes.
 By the way you did an excellent
 job on Sunrise/Sunset.

Thanks,
 B. J. REAM

We would greatly appreciate your
 taking a moment to let us know how
 you liked this tape.

On a scale of 1 to 5, with 1 = excellent and
 5 = poor, please circle your response.

- A. Content of Sunrise/Sunset
 Excel OK Poor
 1 2 3 4 5
- B. Useful in promoting ballooning 1 2 3 4 5
- C. Retained your attention 1 2 3 4 5
- D. What items could be added to improve this
 tape? _____

E. What other Hot Air Balloon topics would
 you like to see on video? _____

F. Comments GREAT TAPE! WILL
 WEAR IT OUT - CAN SHOW MY
 FRIENDS WHAT IT'S LIKE UP THERE.

Name (Optional) B. REAM
 Soft Landings!

**Andrews AFB
Visitor Pass**



THEOPHILUS OLIVER M
BENNETT
DESTINATION
HANGAR 2

VEHICLE LICENSE
TXW 11Y BEN

VEHICLE STATE
TX

GROUP TOTAL
1

ISSUED BY
BENNETT GORDON H

WORK PHONE
3445

DATE NUMBER
101693

16 MAY 93 20:00

PRIVACY ACT OF 1974 - See reverse)

OMB NO. 0701-0047
Expires: 30 Apr 1990

R 0159457

VEHICLE PASS

ISSUED AT GATE

OMB NO. 0701-0047
Expires: 30 Apr 1990

VEHICLE LICENSE NO. *TXW 11Y BEN*

STATE *TX*

VEHICLE IDENTIFICATION NUMBER *101693*

DRIVER IDENTIFICATION NUMBER *101693*

ACT MIL RES MIL AUTHENTICATION

EXPIRES (Time & date) *16 May 93 20:00*

NO. *R 0159457*

DETACHED FROM
AF Form 75, MAY 87

NAME OF VISITOR
Theophilus Oliver M Bennett

NAME OF SPONSOR
Bennett Gordon H

DESTINATION
HANGAR 2

CIVIL EMPLOYMENT COMMISSARY

PROCUREMENT BASE HOUSING

OTHER *BASE EXCHANGE*

OFFICERS MESS NCO MESS HQ BUILDING

ISSUED BY *Gordon H Bennett*

STATE OF *TX*

TIME & DATE ISSUED
1830 16 May 93

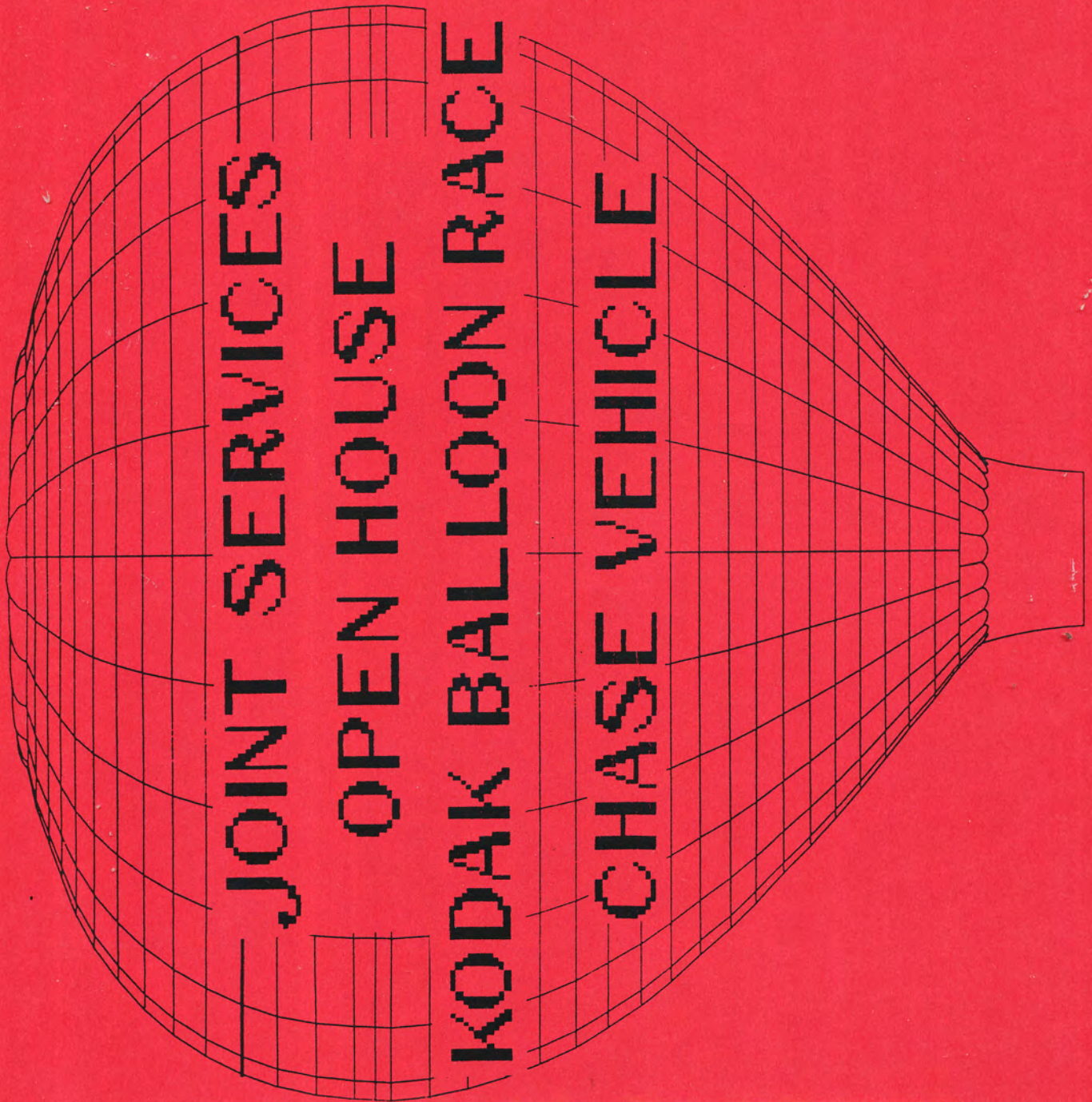
AF Form 75, MAY 87 PREVIOUS EDITION WILL BE USED. COPY 1 - VISITOR



Air Force District of Washington

RESERVED SEATING

Please Present to Usher



Air Force District of Washington

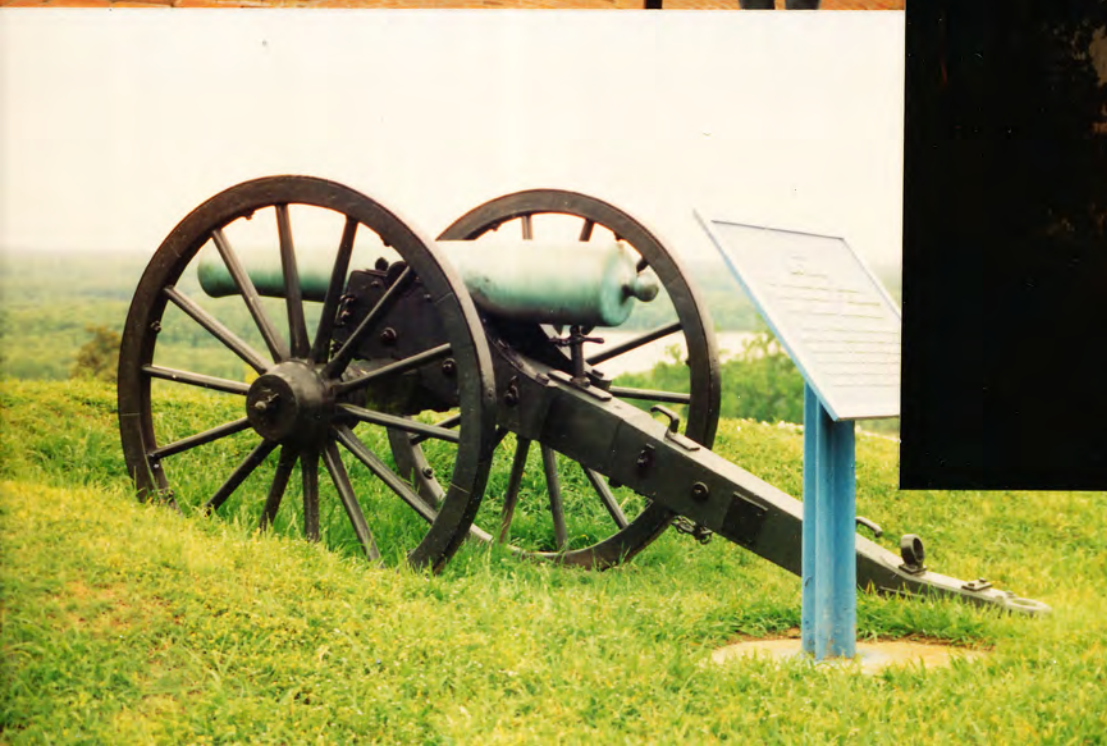
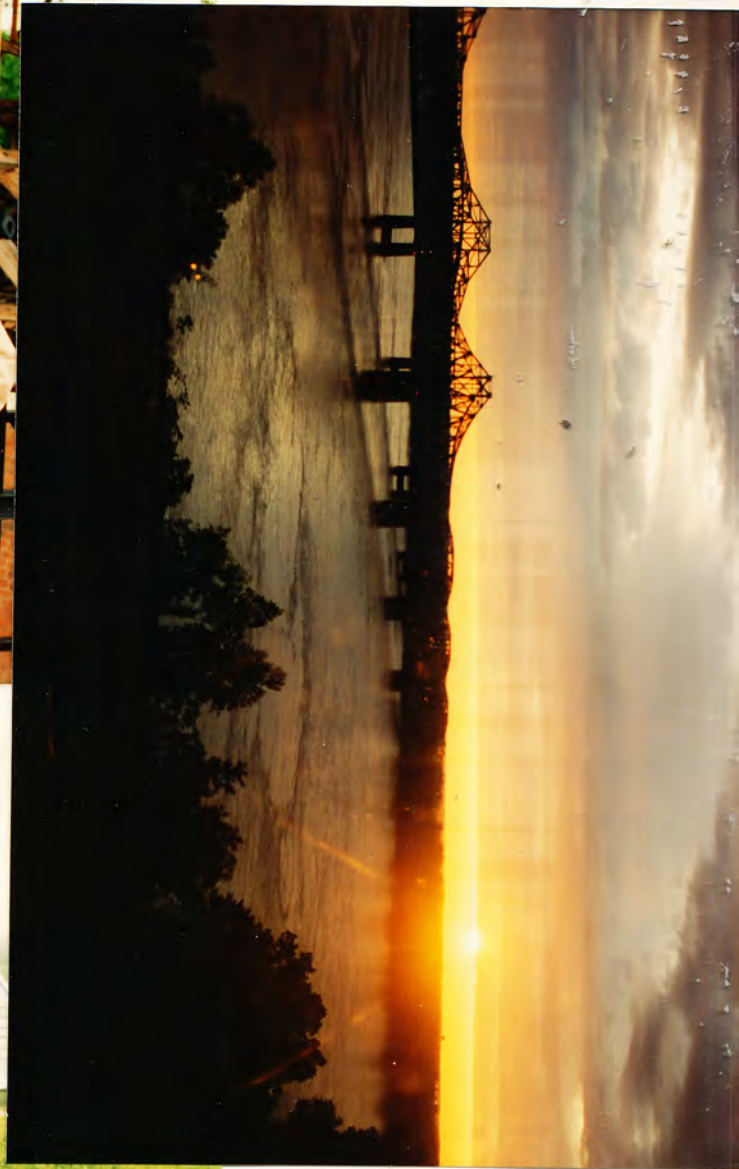
RESERVED SEATING

Please Present to Usher





Guide to
good country
cookin'.



On-Site Profile

Date 4/16/93 Name The Lumberman's Association Kind Annual Convention
 Contact Ms. Barbara Douglas Phone 472-2271
 2ndCont Mark Draper Fax # 472-2271
 Fac Cont _____ Fac Ph _____
 Dress Code Appropriate for Circus Theme Fac Fax _____
 Time 11:00am to 12:30pm (with 10:00am call) and 5:00pm to 7:00pm

Location & Directions
San Antonio Convention Center

Site Performer	Phone	Performer Summary
Jim Crieger	409-894-2186	
Ray Anderson	441-8947	
Flaming Idiots	443-1064	
Hot Wax	258-4290	
Charlie Straight	210-667-9844	
Dan Murphy	450-1080	
Milaka Myers	442-7351	
Betsy Kempner	442-3879	
Sachi Nelson	447-6926	
Jack Byrd	441-3267	
Connie Leaverton	443-1916	
Marshall Davis	443-4030	
Tom Stumbleton	472-4427	
Bill Haddad	444-4824	
Andy Haddad	444-4824	
Michael Swain T&H	409-264-1170	
Jay Rosen	444-1700	
Randy Zimmerman	448-3485	
Gary Slechta	250-1958	
Milan Moorman	832-9761	

Special Instruction:
 The Plaza San Antonio Z
 Freeman Decorating - George Kocian - 210-227-0341
 LUMBERMAN'S
 Barbara Douglas
 Shawntal McCu
 Will & Pat Ivie
 Pres Dick Led
 Greg Wilson
 Paul Baker
 Art Kidd

Comments

To Do's
 Double check everybody - prepare and mail maps for parking, off-

External Prod Resources

Crew Assigned:

1 _____
 2 _____

Crew Setup Date _____
 Crew Setup Time _____

Final Rider Summary

Client to provide 12 x 24 blue plastic tarpaulin and roll of tape, (Perkoff provides labor); Sandwich type refreshments and beverages for 10 persons available by 4:00pm; Shady area for elephant away from Convention Center during daytime; elephant control barriers,

Production Summary

Perkoff to provide lighting at game area at no additional charge.,

4/13/93

10:57:32 AM



"CAESAR & ME"

LAT '93



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

3/31/93

Exp. Date

Jack Weston
 Jack Weston, President

Nancy Shapiro
 Nancy Shapiro, Executive Director



COMPAQ

COMPUTER CORPORATION

MARTIN THEOPHILUS

AA156

ESCORT REQUIRED

VISITING

RUSS BETZEKERN

03/29/93

Entertainment



TASB Great Technology Show

 **MOTOROLA**

MARTIN THEOPHILUS

SF & P

 **MOTOROLA**

CHRIS THEOPHILUS

SF & P



Chris Brown
Manager

Addie Conn
Assistant

GAIDO'S SEASIDE INN

3828 Seawall Boulevard
Galveston, Texas 77550

(409) 762-9625

Ever Road



JAMES HINKLE BAND

(817) 921-5555





(Left to right) Mike Stockton on bass, Ned Pieksen on drums, James Hinkle on guitar and Robert Cadwallader on keyboard.

James Hinkle Band makes the blues in Cowtown

By J. Lee
The Fort Worth Press

When one thinks of Rhythm and Blues, St. Louis and New Orleans usually come to mind. But that may change with the formation of The James Hinkle Band, an aggregate of local talent that may put Fort Worth on the music map.

A native of Fort Worth, James Hinkle, on guitar and vocals, began his career playing country/western and blues in local Texas bars. He moved to Austin in the early 80s and formed his own band, Housewives' Choice, whose upbeat Texas Ska sound became a hit with the college crowd.

After successful Midwestern tours and distribution of the band's debut album in France, Hinkle put his own career on hold to gain the experience of touring internationally with a headlining act.

It was during his years with The Marcia Ball Band that Hinkle was fortunate enough

During his short tenure, Hinkle recorded a very well received project with the band, entitled "Hoo Doo Happens." Under Hinkle's direction, The Hoo Doo Cats took to the road, touring extensively through the South and the Midwest.

James draws on his wealth of experience and creativity with the debut of The James Hinkle Band.

The band is built on a firm foundation of skilled talent, Mike Stockton, on bass guitar, is the quintessential musician. Born into a musical family, Stockton has successfully pursued a career highlighted by major recording contracts, extensive touring, and affiliations with such noted performers as Greg Allman, Jimmy Page, Robbie Robertson, ZZ Hill, Delbert McClinton, Memphis Slim and Mason Ruffner, to name a few. In a review of Mason Ruffner's first album, Rolling Stone magazine hailed Stockton as a solid New Orleans inspired bassist.

skills are brought into focus.

Joining the James Hinkle Band, Ned Pieksen on drums, teams up with two former bandmates, Hinkle from their Housewives' Choice days and Stockton of the Chinchillas, to lay down powerful rhythmic lines ranging from jazz to hard, driving blues. The combination of Pieksen and Stockton as a rhythm section translates into a definite treat for audiences.

To round out the group, Hinkle enlisted the services of keyboard artist Robert Cadwallader, yet another accomplished musician. Roberts' talents on the keyboard are readily apparent in his expressive and moving phrasing. He is also an accomplished writer whose articles appear regularly in the Daily Planet.

The James Hinkle Band can be experienced locally at J&J's Blues Bar and other popular night spots.

With his band of talented musicians, Hinkle produces an exciting R&B sound that rever-



Phantom Phax

Creative Entertainment & Production Since 1964
Phantom Productions, Inc. 11051 Tangleridge Circle, Austin, Texas 78736, USA

TO:

FAX: 011-81-425-79-7735

Mr. Kenichiro Asako

CTY SOKA-SHI SAITAMA Pref ST COUNTRY 340 Japan

DATE: 4/6/96

From: Martin Theophilus

Page 1 of 1

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


Dear Mr. Asako,

In the past the "small parcel" to Japan was approximately \$8. The total charge for the tapes and mailing would be \$48 USD.

If you wish, you may send the order request by fax and we will ship it within 24 hours.

Thank you for your inquiry.

Sincerely,


Martin Theophilus, Director



Phantom Phacts

A publication of Phantom Productions, Inc.

Spring 1993

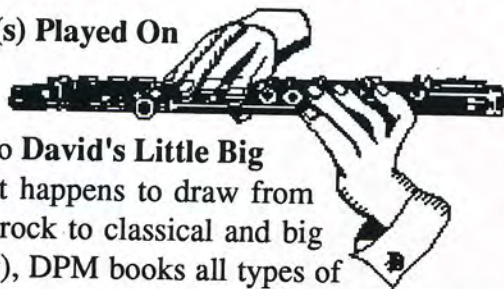
Phantom Is Becoming Very Entertaining



Esther's Traveling Follies Cast

We have been mentioning Phantom's association with **David Perkoff Music** for some time. Phantom provides marketing for DPM. In 1992 we booked just under 300 gigs. Over 600 talent resources are available. If you are looking for first class entertainment of any type, let us plug you into David Perkoff Music. David even provided custom songs and entertainers for **DELL Computer Company** at COMDEX in Las Vegas last November. Our talent also played to the CEOs of the int'l computer industry in Tucson, Arizona this February.

And the Band(s) Played On



In addition to **David's Little Big Band** (who just happens to draw from 1,200 songs ... rock to classical and big band to country), DPM books all types of entertainers for every imaginable event. **David** had seven bands going at once all over Austin on New Year's Eve.

We have a new look

We decided it is time to put some faces with our names. This issue features some of the folks we've been talking about over the past few years and will bring you up to date on what they are up to.

What In the World?

Mexico -

Guanajuato, Mexico was the setting of Phantom Video's latest balloon shoot. Ten hot air balloons from Mexico, Canada and the United States staged the First Int'l Hot Air Balloon Festival. **Marco Rodriquez** set up the event and **Dan Sherrill** directed the flights. The setting was spectacular. The city was the 2nd largest in North America in the 1800s (just behind Philadelphia). They have some of the world's largest silver mines and Mexico's third oldest symphony.



United Kingdom -

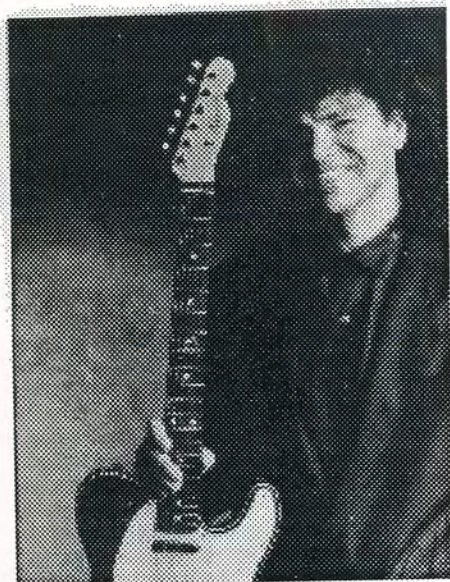


Luton, England is home to **John Cambridge**, who represents Europe for Phantom. John is a fabulous guitarist and has played with many of the top bands, including; **Boy Meets Girl**, **Jennifer Warnes**, **DeBarge**, **Sam Harris**, and other significant Int'l acts.

Japan -

Tokyo, Japan - Phantom received an update from **Mike Kanda** in Tokyo late in January. He resigned from his father's company and is now involved with Japan's only full time Country music radio station. They now air 7 syndicated programs, produced mostly in Nashville. He keeps working his contacts with the Country Music Asso in Nashville and hopes to assist them in establishing a representative for Asian markets.

The James Hinkle Band



James Hinkle blew away Austin's La Zona Rosa on Friday January 29th. Phantom has worked with James for over ten years and never have we been more excited about his writing and performance. Many of you were aware of James' Housewives Choice Band, their sales in Europe and his subsequent work with **MARCIA BALL** as lead guitarist. They performed on **Austin City Limits**, the **Texas Connection** and toured the US, Canada and Europe.

The James Hinkle Band brings home James' essence - exciting R & B that reverberates with Texas' unique musical stylings. With a four piece band including keyboards, bass and drums, James' lead guitar work, song writing and vocal performance is now heard at their best.

Give us a call if you would like to receive the band's demo and promo.

Phantom Phacts (est. Nov '83, Int'l '85)

published Quarterly by:

Phantom Productions, Inc.

Phantom Video • The Phantom Agency • Phantom Records

Chris and Martin Theophilus, Directors
1-512-288-1044 • Fax 1-512-288-4748

United Kingdom - John Cambridge
011.44.582.599928 • Fax 011.44.582.508441

Members

- National Academy for the Recording Arts and Sciences
- Austin Chapter of the Texas Music Association
- Board - Austin Lawyers and Accountants for the Arts (Chris)

SUNRISE SUNSET

Phantom Video -

A compilation tape of our hot air balloon work called "Sunrise Sunset" was released last Fall. The response has been great! • A two hour version of the Guanajuato tape has been released to Mexico with a 45 minute version to be released in the US in March. • In February, we toured and shot video in the British facilities of Cameron and Thunder & Colt, two of the world's largest balloon manufacturers. • We are scheduled to produce the balloon videos for the Baltimore Preakness Celebration and the Washington DC Air Show and Hot Balloon races in May.

Hot air balloon tapes currently available from Phantom Video

- From the Ground Up - Crew Training • Sunrise Sunset
- the Harris Branch Balloon Festival • Guanajuato, Mexico
- 1991 & 1992 Baltimore Preakness Balloon Festivals
- The 1992 Fort Worth International Balloon Rodeo



Phantom Productions, Inc.

'Creative Entertainment Services Since 1964'

P.O. Box 90936

Austin, TX 78709-0936 USA

Lumbermen's Association Of Texas

**CHRIS
THEOPHILUS**

DAVID PERKOFF MUSIC
AUSTIN TX

Staff

Lumbermen's Association Of Texas

**MARTIN
THEOPHILUS**

DAVID PERKOFF MUSIC
AUSTIN TX

Staff

CAMERON BALLOONS LTD



CAMERON BALLOONS LTD., 51 JOHN STREET, BIRMINGHAM, BRISTOL BS1 4NH

Tel: (0272) 637216

Telex: 444825

Fax: (0272) 661168

5 February 1993

FAX TO: MARTIN THEOPHILUS

FROM: DON CAMERON

Thank you for your fax of 4 February with regard to a visit to the factory.

I would be free from the afternoon of 15 February through to the 24th excluding the 19th. Please contact my secretary on the above telephone number to settle a time and date.

I look forward to meeting you.

Best regards





4th February, 1993

Attention Martin Theophilus - Director

Dear Martin,

Many thanks for your fax - and naturally, we would be happy for you to pop in and see us.

Do call us when you are over here and know your schedule.

Look forward to seeing you.

Best regards,

Chris Kirby

We would greatly appreciate your taking a moment to let us know how you liked this tape.

On a scale of 1 to 5, with 1 = excellent and 5 = poor, please circle your response.

A. Content of Breakness '91

Excel	OK	Poor		
1	2	3	4	5

(please write in the name of the video you watched)

B. Useful in promoting ballooning

1	2	3	4	5
---	---	---	---	---

C. Retained your attention

1	2	3	4	5
---	---	---	---	---

D. What items could be added to improve this tape? _____

E. What other Hot Air Balloon topics would you like to see on video? BALLOON

FACTORIES. Follow The DESIGN

LAYOUT, SEWING! SEE how

IT STARTS FROM FIRST Drawing TO

Strawberry Festival was

EXCELLENT, ALTHOUGH Disappointed

AS NO BALLOONS were IN IT.

Name (Optional) VICKI HOWARD

Soft Landings!

ON #E - Follow ENTIRE
Balloon Development

boondoc balloon co.

23 January 1993

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

Chris and Martin;

Greetings from "Sunny" (at last) California.

Wow..... 16 hours of tape; edited down to 2 hours.
Hope you found some time to do Christmas shopping
and other holiday stuff!

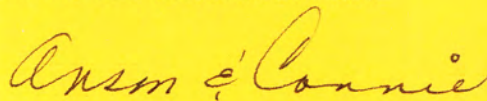
We have settled back into our regular mode and have
told many, many stories of our incredible trip to
Guanajuato. It was an experience we will never
forget.

Attached is a check for two (2) tapes. We will be
going to Canada on February 3rd to visit and fly with
Ron Martin and Bev. If the weather stays like it has
been the last month, we will probably just party
(-16 degrees in British Columbia). Oh well!!!!

We appreciate all the hard work you did to capture
some memorable times. Please keep the extra \$\$\$
and buy a few Margaritas on us.

Again, thanks for all your time and effort. Please call
us if you are ever in the Los Angeles area.

Ansonio and Consuelo Stelmak



Attachment: Check 0338

box 3746
bozeman, montana 59715
(406) 586-8684 / (406) 222-6437

649 31st street
manhattan beach, calif. 90266
(213) 545-7725

Sent 12/29/92



Dear Martin:

We just talked on the telephone and enclosed is my check # 1492 for which you are to send the following HAB Videos: ① Sunrise Sunset, ② '90 Haris Branch Balloon Meet, ③ '91 Maryland Breakers Balloon Event, ④ '92 " " " " " " ⑤ '92 Fort Worth Balloon Rodeo.

Thank you for your interest and kind attention. Please keep my name/address for all future Hot Air Balloon videos - and any other HAB "goodies" that cross your path - we collect any and everything that pertains to HAB/Hot Air Balloons.

Looking forward to hearing from you. May your Holidays be safe and happy.

Sincerely, Mrs. June Mennell

21, Dec. 1992

Mrs. D.J. Mennell 1143 Happy Valley Rd. Sequim, WA 98382



Mrs. D.J. Mennell 1143 Happy Valley Rd. Sequim, WA 98382

Hi Martin & Chris:

The 5 Videos arrived, and to make the joy last longer only one per day is allowed to be played! Sunrise-Sunset was first and we love it! As you see I've enclosed a copy of your post card - you really dropped the ball! Why not put a 19¢ HAB Stamp on your post cards? Well, you guessed it! I did soak (steam) your stamp off and put a HAB one on. We have a fabulous collection of HAB post cards too! Even your yellow one on post card

We would greatly appreciate your taking a moment to let us know how you liked this tape.

On a scale of 1 to 5, with 1 = excellent and 5 = poor, please circle your response.

	Excel	OK	Poor
Content of Sunrise/Sunset	①	2	3 4 5
Useful in promoting ballooning	①	2	3 4 5
Retained your attention	①	2	3 4 5

What items could be added to improve this tape? Perhaps, in the beginning, where it took place.

What other Hot Air Balloon topics would you like to see on video? Everything you fellow come across! HAB! HAB! HAB! HAB! HAB!

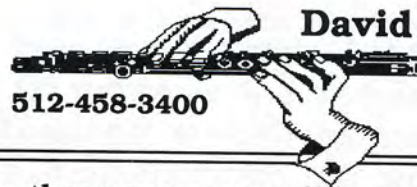
Comments Sunrise Sunset is one of the best we have and we love it 38.

Name (Optional) Mrs. D.J. Mennell Soft Landings!

Please put my N/A on your mailing list for all future HAB Videos you make. Thank you

The A-List Letter

The first issue of some more



David Perkoff Music

512-458-3400

Once upon a time in the land of Austin, there was a small business that started out based on **quality, service and showing up on time**... Oh yes, and talent, music, comedy and showing up on time. Their initial brochures and sales pitches featured their most prominent aspect - CREATIVITY! or baldness, or both...

After several years of doubling the business, slurping shrimp and lobsters with the clients, going to the dry cleaners faithfully once a week, the great depression of 1986 hit and this business only grew 25% a year for four more years.

If you are still reading and have not pitched this paper by now, this sheet is called the **A-List**. It is being mailed to a select group of repeat clients, suppliers, talent and support persons who literally have made our business. And since this is thinly disguised marketing, we'll send it to a few potential clients whom we will certainly bother frequently well into the next century until we get their business too!

Since 1984, David Perkoff Music has provided entertainment and music of the highest quality and creativity to distinguished clients in Central Texas, etc., etc., etc. **Our talent list is over 600 deep** in musicians, bands, artists, actors, writers, creative people of every description who enjoy the spider web lifestyle in which we live. We entertain at 300 events a year and are growing - but we've only just begun. **Speaking of talent:**

Who has four children, deep fries a mean holiday turkey, has composed commercials for Southwest Airlines, the Spagetti Warehouse, numerous politicians, plays cello, fiddle, piano, is always early to engagements, and is probably the busiest free lance musician in 12 counties?

Who booked David Perkoff Music's biggest '92 job, is a fan of the legendary Uranium Savages and lives in a round house?

Who's that British voice behind DPM, a Board Member of the Austin Lawyers and Accountants for the Arts, Director of Phantom Productions, Inc. and loves producing hot air balloon videos?

Match: Barabara Douglas, the Lumberman's Association
Chris Theophilus, DPM Marketing and Director, PPI
Danny Levin, musician extraordinaire, danglin' wrangler

DPM recently wrote & performed a show at **COMDEX in Las Vegas** for Dell Computer Corporation. We booked Hot Wax & the Kay Sparks bands who played the **sensational Stouffer's '92 New Years** eve bash (just ask Catering Director, Linda Poole, who's still feeling the vibes from that one). We arrange most entertainment for the Chancellor of UT. David's Little Big Band performed the wedding for Hal Box's daughter. We're booking Esther's Traveling Follies out of Austin now. They played to packed houses at Dallas' Petroleum Club and Fort Worth's Worthington Hotel. David and Noel Alford are writing a couple of custom computer songs for International Data Group's (the world's largest publisher of high tech magazines) worldwide meeting in Arizona.

References? **We got 'em!**

Why write this now? Because we want to be on your mind, next to your phone, in your happenin' box, and over your fax. Especially at those magic times that you need the best entertainment there is. We have been intending to send out a regular newsletter for some time now, but haven't come to a cusp about content, slant, sales purpose, etc. So this is our decision. We want to write an **interesting, informative letter** regularly (no promises). We are going to write only to our A-List and a few important others. We are going to inform these people and their pets about the personalities and secrets of the people we work with and who make up our success. We are always looking for unique ideas. Here's a few of our after dinner entertainment recommendations:

James Courts, Master Hypnotist - Since 1986, James has earned a reputation of being one of the world's fastest hypnotists, inducing a trance within fifteen seconds. James uses his powers for therapy and has conducted seminars for many large corporations, as well as individuals, on weight control, to stop smoking, drug abuse control and stress reduction therapy. He's a terrific entertainer at association meetings.

Tom Zimmermann, M.A. - Health, Humor, and Happiness. Stress or "Good Time" Management. Tom is a nationally known speaker and trainer assisting businesses and organizations to value their most important resource -- people. With entertaining, energizing, and informative activities, he increases communication, stimulates attitudes of trust and cooperation, and motivates people to feel good about themselves and their work. All this and he's from Austin too!

Steve Bhaerman - The Swami writes a syndicated funny, funny column in the New Age Texas magazine. The Swami does 30 minutes of politically and environmentally correct after dinner comedy speaking and then opens it up for another 30 minutes of hilarious audience participation. Just moved to Austin. Let's put Texas talent to work!

If you see something you think's great, let us know and we'll follow it up for you. What do you want to hear about? Tell us and we'll check out the resources for it.

"Entertainment is my life. I'm deductible!"

Peace, David Perkoff

P.S. The "marketing experts" say you should always include a P.S. You just read it!

This newsletter co-written by Martin Theophilus • No rights reserved and no copyrights. Please duplicate at will!



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Give David Perkoff Music a call at 512-458-3400 or 1-800-388-2336.



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

PHANTOM PRODUCTIONS
CHRIS & MARTIN THEOPHILUS

Dear Chris and Martin,

I will be in Austin for SXSW. When you get this fax I will be probably on my way to Paris. I will be leaving on Monday morning and will get in touch with you once there.

Best regards,

(Signature)

Tel: 93 63 87 36
Fax: 93 21 69 34



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BUSINESS MARKETPLACE

Austin Business Journal

MARCH 8-14, 1993

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Colleges help turn love of music into business careers

By STARITA SMITH
American-Statesman Staff

The open doors of the recording studios, movie sets, concert halls and bars of Austin — the self-proclaimed Live Music Capital of the World — beckon to musical souls who want to make a living in entertainment.

Two local colleges — Austin Community College and Huston-Tillotson College — are offering such people courses in music business management that could make their dreams come true.

One of the success stories is Rissa Trachman, 30, a 1993 graduate of Austin Community College's commercial music management program, who books concerts locally and across the country.

"The income is better than I have ever had in my life. I certainly make a living in the music business ... doing one job. Not too many people can do that in Austin," she said.

Trachman works for Direct Events and is concert production/promotion coordinator at the Backyard and Austin Music Hall. She books performers for shows at those two venues and others nationwide. Her job grew out of an internship she had while she was a student at ACC. Since then, she has worked with the Indigo Girls, Boz Scaggs, Leonard Cohen and many other stars.

While she has been a longtime musician herself, Trachman said she has always had a knack for negotiation and finance, so "it makes sense for me to be in the business side of music."

The impetus for the 5-year-old commercial music management program, which is taught at ACC's Northridge campus, 11928 Stonehollow Drive, came

See Colleges, B6



Staff photo by Larry Kolvoord

ACC students enrolled in the college's commercial music management course blend their love for music with shrewd business skills, hoping to fill a growing market.

Section #	Course	Location	Time	Instructor
COMMERCIAL MUSIC MANAGEMENT				
See also MUSIC.				
R 3919	CMM 1613 MUS BUS SYSTEM	NRG 4147	TH 9:10am - 10:25am	Moore
R 3920	CMM 1613 MUS BUS SYSTEM	NRG 4150	TH 12:25pm - 2:40pm	Mordica
R 3921	CMM 1623 TALENT MGT	NRG 4147	TH 10:35am - 11:50am	Majewsk
R 3922	CMM 1633 RECORD INDUS	NRG 4147	MW 5:40pm - 6:55pm	Staff
R 3923	CMM 1643 CONCERT & STG	NRG 4150	TH 2:50pm - 4:30pm	Roy
R 7412	CMM 1663 CONCERT PROM	NRG 4147	TH 10:00am - 11:40am	Staff
R 3924	CMM 1663 HIST POP MUS	NRG 4150	MW 10:35am - 11:50am	Skiles
R 3925	CMM 1703 AUDIO PROD	NRG 4149	TH 6:00pm - 9:20pm	Clark
R 3926	CMM 1703 AUDIO PROD	NRG 4150	H 6:00pm - 9:20pm	Meeker
R 3927	CMM 1713 MIDI	NRG 4149	M 6:00pm - 9:20pm	Clark
R 3928	CMM 1723 ADV AUDIO PROD	NRG 4148	W 6:00pm - 11:40am	Ridgwa
R+3930	CMM 1733 SYNTHESIS I	NRG 4148	MW 10:00am - 11:40am	Fedson
R-7130	CMM 1763 MIDI II	NRG 4148	TH 6:00pm - 7:40pm	Murphy
R+3932	CMM 2161 ENSEMBLE ROCK	NRG 4150	TH 6:00pm - 9:20pm	Ridgwa
R 3933	CMM 2213 SONGWRITING	NRG 4150	T 12:00pm - 1:40pm	Ridgwa
R+3934	CMM 2613 LEGAL ASPECTS	RCC 314	MW 2:50pm - 4:30pm	Cain
R 7414	CMM 2633 LIVE PERFORM	NRG 4136	MW 4:15pm - 5:55pm	Skiles
R+7753	CMM 2643 MUSIC MARKETNG	NRG 4150	TH 12:00pm - 1:15pm	Rains
R-7413	CMM 2713 ARRANGING/COMP	NRG 4150	TH 5:40pm - 6:55pm	Douglas
	CMM 2723 IMPROVISATION	NRG 4147	MW 1:25pm - 3:05pm	Majewsk
	INTERNSHIP		TH 8:45am - 10:25am	Bellema
			MW 2:50pm - 4:05pm	Scanlon
			MW 12:00pm - 1:15pm	Scanlon
			F 12:00pm - 1:15pm	Scanlon

Colleges prep students for music business

Continued from B1

from members of the local music community, said David Jones, chairman of the Music Department.

"They convinced the college the program was needed," he said, and still support it.

Jones said there are more internships available to his students than can be filled, and more letters requesting the services of the program's 150 students arrive constantly.

"This is from Sector 2 Records," he said, showing off one of the letters from the company, which is moving to Austin.

ACC students also have worked for ZZ Top's recording and publishing companies, White Instruments, BBA Talent Management and other companies.

"There are 600 music-related businesses in Austin. For a town this size that's phenomenal," Jones said.

ACC is one of three Texas institutions offering commercial music management, Jones said. McLennan Community College in Waco has a program, and the University of Texas at San Antonio offers a music marketing program.

Huston-Tillotson College, 900 Chicon St., began offering a music business management course this year. It will include an emphasis on the contemporary entertainment industry.

Several other area schools, including the University of Texas, St. Edward's and Southwestern universities, offer courses in the business of fine arts, which are not so closely tied to the particular demands of the entertainment industry. These classes are geared to the needs of students who want to run nonprofit arts groups and other organizations.

The ACC program combines music theory, business, entertainment law and technology. Students work in ACC's recording studio. They can also use computers to help arrange and write their own compositions. All ACC commercial music students must work an internship before they graduate, Jones said.

Austin Community College

Spring 1995 Course Schedule
College-Credit & Non-Credit Programs

Classes teach students how to be practical while being creative.

An example is Robert "Beto" Skiles' songwriting class. Skiles, leader of Beto Y Los Fairlanes, and a symphony musician and composer, helps each student begin to think of money-making ways to use the songs written in class and elsewhere.

Skiles urges his students to be prolific, with the thought that one of the 52 songs they write in a year may be a success. He also reminds them to protect their rights of ownership.

It all hits home with Kirk Eller, one of Skiles' students and a member of the country band Big Sky, a regular act at the Lumberyard and Post Oak Ranch nightclubs.

"One thing I have learned is that it takes a lot more than talent. You have to know business or you will get eaten alive," he said.