



# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

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**U.S.**



photo by: Jenny Johnson

# MARK LUKE DANIELS









# NASHVILLE CHAPTER NATIONAL ACADEMY OF RECORDING ARTS & SCIENCES, INC.

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August 5, 1988

Martin Theophilus  
Phantom Productions, Inc.  
P.O. Box 4870  
Austin, TX 78765

## GRAMMY® AWARDS

Dear Martin:

This letter will confirm the approval by the NARAS Board of Governors of your application for active voting membership in the Nashville Chapter. Congratulations!

You will be made aware of all NARAS functions and I hope that you will become an active participant.

The Recording Academy, of which you are now a member, is a select group of your professional peers. Our main focus remains the recognition and development of excellence in all the recording arts. We welcome, and have come to expect, the referral of our membership to any qualified prospective applicant. The more members we have in our Nashville Chapter, the more Trustees we can place on the NARAS National Board and the stronger we become. Please sign up someone you think would be an asset to our chapter.

If you have an idea, question, comment, complaint, or just want to discuss our chapter, call me or any Board member. We'll be happy to hear from you.

Welcome to the Nashville Chapter of NARAS.

Sincerely,

*Nancy*

Nancy Shapiro  
Executive Director



Welcome. Los Angeles is proud to have the Grammy Awards show back in the city where the Recording Academy was founded in 1957.

(membership card soon.)

### Colorado Street

C A F E

Colorado

479-6346

Thurs., June 16  
**OLIN MURRELL**

Sat., June 18  
**STAN ALEXANDER**

Tues., June 21  
**ED MILLER, PIPO HERNANDEZ  
RICH BROTHERTON**

Thurs., June 23  
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**MARK LUKE DANIELS**

**Record Release Party  
with ROBERT MILLER/BEN NOTGRASS**

Every Monday: **IRISH SCOTTISH JAM**

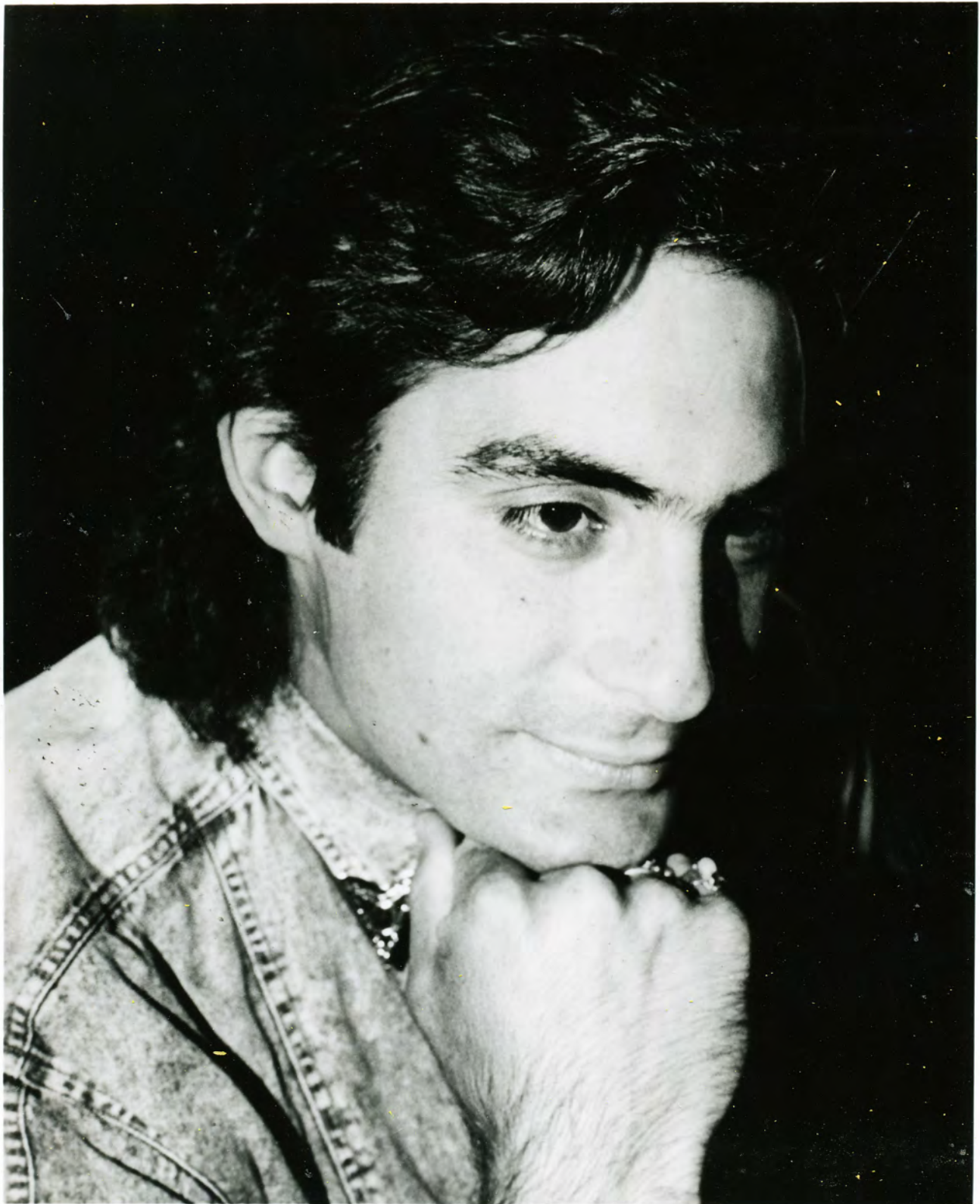
Every Wed: **Open Mike with  
MARK LUKE DANIELS**

Friday: **Jazz with SUZIE STERN & Friends**

Serving Dinner Mon-Sat  
**FREE PARKING**







MARK LUKE DANIELS



MARK LUKE DANIELS

(512) 474-8468

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Phantom Productions, Inc.  
701 BRAZOS, SUITE 500, AUSTIN, TEXAS 78701, U.S.A.



\*\*\*CELEBRATES\*\*\*  
the MANAGEMENT of

**MARK LUKE  
DANIELS**

AND  
the GRAND OPENING  
of the offices of  
**PHANTOM PRODUCTIONS, UK**  
serving Europe and the Far East

with a SPECIAL SHOWCASE of Mark Luke Daniels  
joined by Gene Elders at the  
**COLORADO STREET CAFE**  
705 Colorado Street, Austin, Texas  
9:00 PM, September 14, 1988

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# COLORADO STREET

★ THE AUSTIN ★

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ENGLAND

UK 0908.669528  
Telex 9401702  
FAX 0908.608148  
US 512.320.9098



PHANTOM PRODUCTIONS  
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Austin Centre Tower  
701 Brazos, Suite 500  
P. O. Box 4870  
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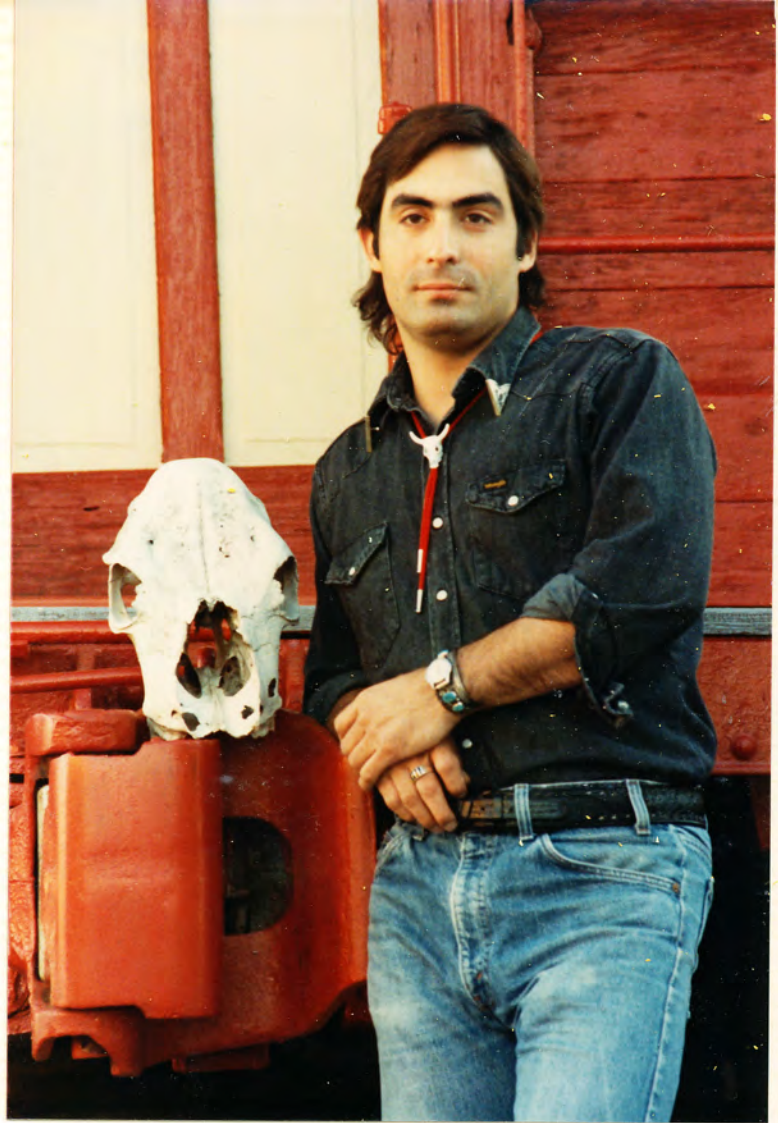














Dear Chris & Martin,

Howdy folks! Wishes for the most prosperous and exciting New Year ever to you!

Down here at the hang-out I've realized that I haven't heard from you since the review for the Mark Luke LP, are ya'll mad at me? I was very pleased to see the write up that followed shortly thereafter in Onward, and slipped by one gig to see MLD and found it quite enjoyable-and we've been working like crazy and I bet ya'll have to.

I don't know if there is much in the insiders poll that will be useful to you- but it's certainly good for a couple laughs, and on the back page is the lowdown for the party on Sunday, hope to see you there!

Peace,

Sylvia

PS.

Seriously! Thanks for your support of MC - and your documenting MLD in such a first-class style.

Talk with ya soon!

Sly

1683

SEC ROW SEAT

ADVANCE  
DEC 31, 1990

ADMIT ONE THIS DATE ONLY

KLBJ-FM  
WELCOMES

JOE ELY

NEW YEAR'S  
EVE PARTY  
CITY COLISEUM  
AUSTIN, TEXAS  
MONDAY  
DEC. 31, 1990  
DOORS: 8:01PM  
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KLBJ-FM  
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NEW YEAR'S  
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AUSTIN, TEXAS  
MONDAY  
DEC. 31, 1990  
DOORS: 8:01PM  
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# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

FOR IMMEDIATE RELEASE

November 1, 1990

## PHANTOM PROVIDES AUSTIN MUSIC'S 'GRAND TOUR' TO GERMAN DELEGATION

The last week of October, PHANTOM PRODUCTIONS of Austin hosted and facilitated interviews for JERGEN KRAMER, International A & R, INTERCORD RECORDS, Germany's largest independent record company.

Accompanying KRAMER were two radio journalists Dieter Vulpus and Franz Ehlen from Frankfurt's largest radio station and a magazine photographer, Elke Dosselmann and writer Georg Fuhmann from Germany's country music magazine *Cowboy Country Circle*.

In the five days the group was in Austin, PHANTOM'S Chris Theophilus coordinated interviews with a large number of significant country acts from Austin, including; TRACY LYN (at Gruene Hall), CHRISTINE ALBERT (at the Saxon Pub), JERRY JEFF WALKER, CHRIS WALL (both were in Luckenbach filming for the BBC), RUSTY WEIR, STEVEN FROMHOLZ (both at the Red River), BUTCH HANCOCK (in his new offices) and enabled them to meet or see perform; MARCIA BALL, the TEXANA DAMES, GARY P. NUNN, CALVIN RUSSELL and AL DRESSEN'S STARS OVER AUSTIN.

The German group also toured the studios of KLBJ (conducted by Ed Maberry), AUSTIN CITY LIMITS, ARLYN RECORDING STUDIOS, REELSOUND'S MOBILE FACILITY (recording at Antone's for the BBC) 6TH STREET STUDIO, HIGH END LIGHTING SYSTEMS and the German radio folks conducted interviews with the KASE 101 staff.

The radio interviews will be aired on the Frankfurt Radio station's country music show and Austin will be featured in the country music magazine.

Interestingly, the group spent more time in Nashville than in Austin. Next year they intend to spend the majority of time in Austin due to the tremendous live music scene here!

PHANTOM RECORDS • MYSTIKOS MUSIC (BMI) • PHANTOM MUSIC (BMI) PHANTOM COMPUTER GRAPHICS  
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U.S.







# A class act

## ACC Music Management program puts on a show

Most students throw a big party after their finals. The students of the Commercial Music Management program at Austin Community College are throwing a big party as their final.

"The Final Blowout," which takes place Friday at Liberty Lunch with six local acts performing, is a project for the students of ACC's Promotion and Venue Management class designed to give them hands-on experience in the subject they've been studying all semester.

The 19 members of the class have handled every aspect of setting up the show along with a handful of members from other classes involved in the Commercial Music Management program, which has an estimated enrollment of 350 students.

"The instructions I gave them were that this should be set up as a real show," said Peter Butcher, one of the program's part-time instructors. "They had to cover all the bases." Butcher, whose background includes running a recording studio, said his only contribution was to select the acts that would perform. He says he did so only to prevent conflicts of interest among the students, because another requirement of the show was that all the acts performing were required to have at least one member enrolled in the program.

The show begins at 9 p.m. with the **Earthkeepers**, followed in order of appearance by **Johnny & the New Sensations**, **Seventh Seal**, **Culture Shock**, **Hush Scarlett** and **Retarded Elf**. A \$3 donation is suggested, with proceeds going to ACC's Townsend Miller Scholarship Fund.

The program, which also includes classes on management, audio, legal matters and various other subjects, eventually leads to a two-year associate degree in commercial music management. "The bottom line is, in a town that's got so much music, we think a little bit of education

### The Austin beat

wouldn't go unwanted," Butcher said.

## TRACY LYN

*Invites You To Join Her*

### December

- 14th - Scandels, Driskell Hotel 9:00 pm
- 15th - Gruene Hall, Gruene 1:00 pm
- 21st - Colorado St. Cafe 7:45 pm
- 27th - The Saltlick, Driftwood 6:30 pm

### January

- 5th - Wedding in Portland
- 11th - Colorado St. Cafe 7:45 pm
- 18th - The Country Star (new dancehall club, 6 miles west of the "Y" at Oak Hill) - band 9:00 pm
- 25th - The Lumberyard, opening for Joel Sonnier - band 8:00 pm

### February

- 8th - The Country Star - band 9:00 pm

*All gigs in Austin, unless otherwise noted*

Tracy's song "Throw Me A Love Line" is receiving airplay on KATG Radio (Austin) 94.7 FM, between 7:00-midnight. Give the station a call at 448-0947 and ask them to play it for you.

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

WHITE ELEPHANT

SALOON



DECEMBER 1990

\$2 Cover

CHRISTINE ALBERT

★ Dollar Drink Nil

# The Austin Beat

by Keith

The theme for December seems to be roadshows, roadshows, roadshows! So many cool bands have been in town in the first of December that I'm blown. Dash Rip Run, Redd Kross, Run Westy Run, just to name a few. Upcoming acts include Amazing Red, 10th Birthday party at Poodie's Red River Saloon on Thursday, December 20. Music will be provided by the Texana Dames and Freddie Steady and the Shakin' Apostles. As finals close in on the students of ACC, the students of Austin Community College Commercial Music Management Program kickoff the Holiday season by presenting Final Blowout" concert on December 14 Liberty Lunch. This show has evolved from professional skills and industry-related knowledge attained by the students throughout the semester. The event is being co-ordinated by the Promotion and Venue Management class but has been designed such a way that not only does the class gain hands on experience in its relevant field, also involves the entire program in the production, promotion, and performances. The goal of producing such a show is to gain practical experience for the students and to promote the program. Bands scheduled to appear are the Earthkeepers, Johnny & the New Sensations, Seventh Seal, Culture Shock, Hush Scarlett and Retarded Elf. Doors open 8:00, show starts at 9:00. Boogie!



Arigato



Merry Christmas and a

Happy New Year 1991

Dear Chris & Martin:  
Just a quick note to say thank you for your hospitality during our recent stay in Austin. We had a wonderful time, and was a meaningful one for both of us. Stay in touch!!!  
Kinoru.

Love,  
naomi & Mike.

naomi joins in me sending both of you



CARD ONLY  
AIR MAIL

MR. & MRS. MARTIN THEOPHILUS  
PHANTOM PRODUCTIONS, INC  
P.O. BOX 4870  
AUSTIN, TEXAS 78765  
USA



4-14-9 MOMOI SUGINAMI  
TOKYO, JAPAN 167



## 2009-2010 Season



Rob Williams. Photo by Kirk Tuck

**THE FLAMING IDIOTS**

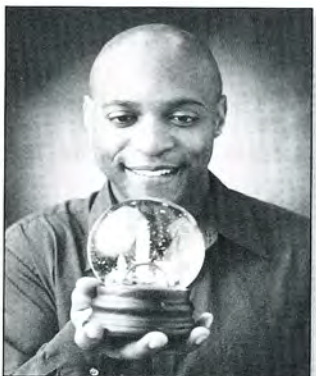
Return to ZACH's Stage!

Starring Jon O'Connor, Kevin Hunt  
and Rob Williams

Musical Direction by Allen Robertson

January 28-March 1, 2010

Just when you thought The Flaming Idiots days of jugglin', jokin', throwin' swag, win', leapin' and conquerin' Broadway were over, Austin brings them back! The Flaming Idiots are returning to stage at ZACH for the sort of theatre circus variety that brought them to international acclaim and got them kicked out of Williamson County.



Marc Pouhé. Photo by Kirk Tuck

**OUR TOWN**

By Thornton Wilder

Directed by Dave Steakley

April 15-May 23, 2010

ZACH theatre is bringing Grover's Corner to Riverside and Lamar for an Austin twist on Thornton Wilder's beloved Pulitzer Prize-winning play. Celebrating heart, passion and community spirit, this *Our Town* production is an Austin twist on a well-known classic. The show is more than a play: it's an experience as unique as Austin!



Lauren Lane. Photo by Kirk Tuck

**BECKY'S NEW CAR**Written & Directed by Steven Deitz  
(playwright of *Shooting Star*)

Starring Lauren Lane

(of TV's "The Nanny" & ZACH's *The Clean House*)

June 3-July 11, 2010

A life-affirming new comedy about an eccentric millionaire who offers Becky the keys to a brand new life. This romantic farce by acclaimed local playwright Steven Dietz offers a fantastically funny exploration about class, wealth and selling out during Becky's wild ride through a clever twist of events.

## Subscribe Now!



Martin Burke. Photo by Kirk Tuck

**THE DROWSY CHAPERONE**

Book by Bob Martin &amp; Don McKellar

Music by Lisa Lambert • Lyrics by Greg Morrison

Directed by Nick Demos

Starring Martin Burke

(Star of *The Santaland Diaries* & *Take Me Out*)

June 24-August 1, 2010

Welcome to the musical comedy with tons of laughs and the most 2006 Tony Awards of any musical on Broadway! Martin Burke stars as a die-hard musical fan who puts on his favorite cast album, a 1928 hit called "The Drowsy Chaperone," when the musical bursts to life.



David Christopher. Photo by Kirk Tuck

**METAMORPHOSES**

By Mary Zimmerman

Directed by Dave Steakley

August 5-September 13, 2010

With the audience seated intimately around a circular swimming pool, Ovid's myths about miraculous transformations are brought to exuberant and inventive life in the water by ZACH's ensemble of Austin actors in a visually stunning production. The transformational power of love, the inevitability of change, and the human ability to adapt are all explored in this humorous, moving and heart-felt adaptation of our shared cultural myths.

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Pick Any 3 or 4 shows and Enjoy all the Benefits  
of a Full Season Season Subscription!

Become a Season Ticket Subscriber by Phone:

**476-0541, X1** - Mon. - Sat. 12 noon - 7 pm

or online 24 hours a day at

**www.zachtheatre.org**

Gift Certificates Available Too!





Eve McArthur • John Conquest

## AMIC Past, Present and Future Tense

Anniversaries, especially for organizations, mark the end and the beginning. This third annual anniversary meeting for the Austin Music Industry Council (AMIC) is especially significant in those respects. Perhaps the greatest change will be in leadership: Ernie Gammage will retire after heading AMIC from its inception in 1986 and its predecessor organization, Austin Music Advisory Committee (1985). He has been a pivotal player in the local industry since 1982 when he helped form the Austin Chapter of the Texas Music Association.

• Under Ernie's leadership many advances have been made toward professionalizing local music business, but he states that he is proudest of AMIC's success in establishing a music business curriculum at Austin Community College because he knows that will have the largest impact over the long term. The past year's projects he sees as most significant were the establishment and funding of an AMIC scholarship for the ACC Music Business Associates degree and the Seminar on Taxes and Accounting for music professionals put on with IRS assistance. Through these and other efforts, AMIC has

accomplish, mostly because they limit themselves to attainable projects that will build and foster a business climate for music, plus AMIC is not mired in extraneous bureaucracy.

• The AMIC chairmanship will pass into the able hands of Martin Theophilus, who, together with his wife, Chris, owns Phantom Productions, and who was another key player in the ACC project.

• Theophilus and Gammage see continuing challenges in AMIC's future. Prime among these is the ongoing need to educate Austin's financial/banking community to the needs and feasibility of the music industry. With the personnel turnover and tight economy of recent years, this has been an often frustrating project, but one of critical importance. Other needs AMIC will be strategizing around include finding ways to create and improve music infrastructure services based in Austin. There is a major need, for example, for folks to do bookings, publishing (song-casting), publicity and promotion on a regional/national basis. Existing music services could use more general business education, especially in marketing themselves and their services. For

brochure, and few publicists have the financial underpinnings or networks to work nationally.

• So Martin and AMIC have their work cut out for them. Meanwhile, Ernie is looking forward to more time with his three children and his garden. He'll still be heard in Christine (Mrs G) Albert's band and hopes more music production work is in his future. **EM**

### AMIC Annual Meeting

Thursday, November 8th

Antone's • 5:30-8:00pm

Members \$2 • \$6 Others

Over 20 Music Business Exhibitors

Refreshments • Cash Bar

Live Entertainment

featuring

**Jimmy LaFave**

**David Rodriguez**

**Christine Albert**

**Tracy Lyn**

**Emerald Eyes**

**Lillian Standfield**



## PHANTOM PRODUCTIONS, INCORPORATED

- ESTABLISHED - 1964 in Texas - OFFICES - Austin, Texas, U.S.A. - Milton Keynes, England

### DIRECTORS - U.S.

- **Chris Theophilus**, Chairperson, International Committee,  
Austin Music Industry Council
- **Martin Theophilus**, President, Austin Music Industry Council  
Chairperson, Austin Community College Commercial Music Program  
Secretary, Audio Engineering Society Central Chapter (1987-89)  
Member, National Academy of Recording Arts and Sciences

- DIRECTORS - U.K. - Sheila & David Case

- REFERENCES - STATE OF TEXAS, DEPARTMENT OF COMMERCE'S MUSIC OFFICE

Mr. Casey Monahan, Director 512-320-9474

- THE GREATER AUSTIN CHAMBER OF COMMERCE

Mr. Ernie Gammage, 512-322-5677

- or any of AUSTIN'S RECORDING STUDIOS

---

### PHANTOM & the 1991 International MIDEM Conference

As you may be aware, in May of this year, we signed Austin's MARK LUKE DANIELS to an eight album record contract with Gene Simmons (of KISS) & SIMMONS' RECORDS (RCA/BMG Worldwide). This was the direct result of our '88 MIDEM work. Often, it is not possible for an act to obtain the exposure required to land a major record or publishing deal, this is one of the reasons we are working to make this available to more U.S. bands.

The benefits for the band include; consultation with our staff regarding the bands' goals, personal presentation of their music to international record & publishing companies, all the follow-up information - i.e., specific responses from each record company (who the material was presented to, their comments & next steps to solidify interest). Our front end work insures that each artist is well represented. Our staff travels regularly to all the major U.S. music centers; New York, Los Angeles & Nashville. These person-to-person contacts ARE the most effective method to break new artists.

The fees PHANTOM charges is to cover initial expenses. We are looking to successfully place your artist's material & at that point would receive a 10% finders' fee, which is the industry standard. Other companies offering MIDEM representation, seem to be only working for the front end fee. We know of one company who is charging \$3,000 & this is the first time their company has been to MIDEM. Also, they have been in business less than a year. Most others average \$1500. Please check out credentials prior to securing representation.

---

### FOR YOUR INFORMATION, SOME OF PHANTOM'S ARTISTS INCLUDE:

- **MARK LUKE DANIELS** - CD (PHANTOM RECORDS) *Shadow Of A Doubt*, very positive reviews. Developed by PHANTOM over the past two years, was signed in May 90 to GENE SIMMONS (KISS), on his custom RCA/BMG label, SIMMONS RECORDS. Discography, *Bares Bones-Railroad Tones* (PHANTOM RECORDS)
- **TRACY LYN** - opened for ALAN JACKSON at Austin's Aqua-Fest. Chosen by the **NASHVILLE NETWORK** to be one of nine featured acts to be interviewed for the network's **Chase & Crook Show**. Other acts interviewed included; THE GATLIN BROTHERS, LINDA RONSTADT, MICHAEL McDONALD, DEBORAH HARRY, and RODNEY CROWELL. Discography: *Traces of Texas* (PHANTOM RECORDS)
- **JOHN CAMBRIDGE**, PHANTOM'S British artist just completed new album *Cambridge Circus*. Phantom is shopping to U.S. record labels. John plays for *Top of the Pops*, & has performed with Boy Meets Girl, Jennifer Wames, DeBarge, Sam Harris, and other significant international acts. Session guitarist on albums by Boy Meets Girl, John Farnham, Jennifer Wames, DeBarge, Sam Harris. Discography: *John Cambridge, The Album*, 1989 - (PHANTOM RECORDS); *Cambridge Circus*, 1990 - (PHANTOM RECORDS); Film score *Dead On Time*, Performed & composed *Commonwealth Games Theme Song*, 1987 for the **British Broadcasting Company**.
- **JAMES HINKLE**, known for his band HOUSEWIVES CHOICE, performed in the MARCIA BALL BAND past two years touring **Europe, Canada & U.S.** including performance at the **LINCOLN CENTER**. Discography: *Gator Rhythms*, (Rounder); *KLBJ Compilation Album*; *Texas' Best* (Hop); *Housewives' Choice Album* (Big House Records); *Housewives' Choice 45 rpm*, *Dangerous/Lovin' Daddy* (Big House Records).
- **CHRISTINE ALBERT** (the Texas Blue Bell Ice Cream Girl) chose PHANTOM's Chris Theophilus to be responsible for her expansion as a national artist. ALBERT just completed the first female "DON'T MESS WITH TEXAS" ad and made it more unique by writing and performing the ad. Discussions under way to shoot video version. Successfully toured **Europe** and the U.S. Discography: *You Are Gold* - 1990 independent release.



# Acting like country-western

## Mark Luke Daniels finds movie and music mix lucrative

**M**ark Luke Daniels signed an eight-record contract recently with a major music star turned record-label executive. But it's not Chet Atkins. And Roy Acuff got out of the business years ago. In fact, it's one of the last people one would expect to be associated with country music.

Indeed, a rock bassist who rose to fame by dressing up like a dragon and spitting blood and fire from his mouth on stage definitely must be regarded as an outsider in the C&W world. But Gene Simmons of Kiss wanted a country act for his Simmons Records label, and he liked what he heard in Daniels.

"Gene was looking for a country act, and we (Daniels and his California-based manager, Monte Music) had a demo, so they submitted some promo material on me," Daniels said last week. "It wasn't two or three days later he called with a contract ready."

"He said it was exactly what he was looking for. He wanted someone that wasn't just strictly country — 'howdy doody country' in his words — he wanted someone that was a little meatier than that, that could maybe write some songs that could cross over. He said I was a diamond that he was looking for."

"Diamond" would seem to be a fitting appellation for Daniels. He possesses great songwriting ability, a good voice, "classic cowboy looks" (as described by manager Elizabeth Monte) and even acting ability. All he needs now is a label that can pull him out of the rough.

But the music industry often overlooks good talent, and Nashville is notorious for being unreceptive to "outsiders." Just because Simmons has considerable stature in the rock world doesn't mean one of his acts can make easy headway in country, a music that does business in almost completely different circles from other musical genres. Daniels said he had concerns about what kind of pull Simmons would have, especially since Simmons has to work out a distribution deal with a larger label.

"We kind of wondered about that, but he's not dealing with A&R people from labels in Nashville — he's dealing with the higher-up people. Eventually he has to deal with the others, but he's starting at the top. He can kind of get around that. That is a concern, but he seems to think there's no problem with it."

It would certainly be a shame if Simmons couldn't clear a landing path for Daniels, because his plane has taken off and is currently flying high. Daniels just returned to Austin last month after a



Kiss's Gene Simmons liked Mark Luke Daniels' hard edge, so he signed him to a contract.

ford-directed movie *Dark Wind*.

The movie almost turned out to be as big a bonanza as the record contract, perhaps bigger. Daniels has acting experience, having done regional television commercials for Coors beer and Mr. Gatti's pizza, and the William Morris Agency — one of the country's biggest talent agencies — will soon have him working on a Chevrolet spot. This experience, combined with Daniels' looks, almost landed him a big part.

"They put me in as an extra for that. They kept telling us to hang on, but they wouldn't give us any information, and we were wondering what was going on. Finally they called and said that, for the longest time, they were considering me for the lead in the movie, which was a big surprise to us. But they went with Lou Diamond Phillips because he has the box-office draw. It's supposed to be a three-movie series, and they said they would try to fit me into something else."

Such ability will no doubt help Daniels in this video age. The 1990s have thus far seen groups like the Kentucky Headhunters and Marty Stuart use video to break out when their early bids



## Country

Lee Nichols

on radio playlists, he will need any advantage he can get.

However, Daniels emphasized that he wants the acting to be just that — an advantage, not a substitute, for his music career.

"I don't think I could leave music behind," he said. "The movie stuff was fun, but music is my life. I've been playing the last 11 years professionally, and I average at least 15 nights a month. It's too much a part of me."

Daniels plays at the Salt Lick tonight, Steamboat Sunday afternoon, the Cactus Cafe on Tuesday and Colorado Street Cafe Wednesday.

Broken Spoke owner James White received a pleasant, and surprising, phone call last week:

"Willie Nelson called me from Ha-

star



FOR IMMEDIATE RELEASE  
DECEMBER 13 1990

For additional information  
Please call 512-288-1044

### **MARTIN THEOPHILUS ELECTED TO HEAD AMIC**

The **Austin Music Industry Council**, elected Martin Theophilus, President of the Austin music business organization. Theophilus is one of the Directors of Austin based PHANTOM PRODUCTIONS, INC. He replaces Ernie Gammage who served as President of the Council for six years. Theophilus served previously on the AMIC Board of Directors. His wife, Chris, just completed a year on the Board and Chaired AMIC's International Committee. He also initiated the successful Austin Community College Commercial Music program in July of 1986 and presently serves as the ACC CM Advisory Committee Chair.

PHANTOM provides personal and/or business management services to several Texas artists including; TRACY LYN, JAMES HINKLE & MARK LUKE DANIELS (DANIELS signed to Phantom's management/development in 1988 and most recently signed an eight album deal with Gene Simmons of KISS). PHANTOM also manages JOHN CAMBRIDGE in the U.K.

Theophilus founded Phantom Productions, Inc. in 1964 in Alpine, Texas and moved the business to Austin in 1978. The company began pursuing international markets in 1980, established a representative in England in 1987 and opened a PHANTOM PRODUCTIONS' office in Milton Keynes, England in 1988. The company launched its independent record label, PHANTOM RECORDS (U.S. & U.K.) in 1989 to serve the company's artists.

Theophilus views AMIC's primary goals as: continuing to build the local music industry; supporting the existing music businesses; increasing the current commitment from the banking, legal and accounting sectors; and developing the quality and quantity of professional managers and support services to the large musician population. The most recent Musician's Register (Austin Chronicle) reflected there are over 650 bands playing live (mostly original music) in the Austin area. Many of these groups go without effective management or take their business to other music areas of the country. **"We are working to keep as much of the business in Austin as is possible! Success will require strong networking and mutual support of these goals among existing Austin music businesses and organizations."**



**SEA OF GLASS - "Smiles That Blind"**

A duo songwriting team from the Texas coast producing pop/rock material.

Discography: *Sea Of Glass*, 1990 Independent release.

**BILLY WILSON - "Sweet Love"**

Easy listening rock singer/songwriter with a unique, searching voice.

Discography: *To Be The Best*, 1990 Independent release.

**21 - "Hurry Home"**

Rock and roll with no borders. All original music with no gimmicks, no hypes, no egos, nothing but the music and the feeling from which the music begins.

Discography: *It's OK, I'm With The Band*, 1988, Oak Haven Records, *Hwy 90*, EP, 1990.

**JAMES HINKLE - "All I Can Do"**

Great Guitarist and talented singer/songwriter. Previous bands: Marcia Ball, Housewives' Choice. Now embarking on solo career. Original material ranging from acoustic sets to Blues. True Texas artist.

Discography: *Gator Rhythms*, (Rounder); *KLBJ Compilation Album*; *Texas' Best* (Hop); *Housewives' Choice Album* (Big House Records); *Housewives' Choice 45 rpm*, *Dangerous/Lovin' Daddy* (Big House Records).

To complete this great round-up of Texas talent, we are finishing with "The Silence" by TRACY LYN.

**PHANTOM PRODUCTIONS' STAFF CAN BE CONTACTED AT THE TEXAS STAND AT MIDEM**



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

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

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

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

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

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

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

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



**PHANTOM PRODUCTIONS, INCORPORATED**

*Proudly Presents*

**PHANTOM'S 1991**

**COMPILATION ALBUM**

**&**

**TALENT ROSTER**

**TO BE REPRESENTED AT**

**MIDEM '91**

**THE PHANTOM GROUP**

Austin Center Tower

701 Brazos, Suite 500

P.O. Box 90936

Austin, Texas 78709, U.S.A.

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

*"CREATIVE MUSIC SERVICES SINCE 1964"*

**PHANTOM PRODUCTIONS, INC. - AUSTIN, TEXAS**

**ARTIST & COMPILATION SONG**

(IN ORDER OF COMPILATION TAPE APPEARANCE)

**MARK LUKE DANIELS - "Honky Tonk Parking Lot"**

Country music for the 90's. Talented singer, songwriter of contemporary country with over 130 unique and "authentic Texas" songs with contagious melodies and powerful lyrics. Debut album *Shadow Of A Doubt* (1990 Phantom Productions) currently being presented to U.S. labels.

Discography: Debut album *Shadow Of A Doubt*, 1990 Phantom Productions; *Bare Bones & Railroad Tones*, 1989 Phantom Records

**ALIEN PROJECT - "1994"**

Extremely versatile rock band who play straight from the heart. Their originals have a great deal of depth and musicianship, with unusually strong vocals.

Discography: CD album, *Welcome to Canavar*, 1990 Independent release.

**TRACY LYN - "Throw Me A Love Line"**

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

Discography: *Traces of Texas* (Phantom Productions)

**LUCIAN TURK - "Radio Waves"**

Impressive blend of rock, rockabilly, new wave rhythms, with a sprinkling of Cajun spice. Powerful, distinctive vocals that demand attention and lyrics worth listening to.

Discography: *Neon Fire*, 1989 Independent release.

**CHRISTINE ALBERT - "Time Stands Still"**

Beautiful, assured soprano voice and gifted writer - sophisticated country material. Successfully toured Europe and the U.S.

Discography: *You Are Gold* - 1990 Independent release.

**JOHN CAMBRIDGE - "Ice Pie"**

Gifted rock guitarist and prolific, outstanding writer. Session guitarist on albums by Boy Meets Girl, John Farnham, Jennifer Warnes, DeBarge, Sam Harris. Now pursuing his own career.

Discography: *John Cambridge, The Album*, 1989 - Phantom Records; *Cambridge Circus*, 1990 - Phantom Records; Film score *Dead On Time*; Performed and composed *Commonwealth Games Theme Song*, 1987 for the British Broadcasting Company.

**MATT KJELDEN - "Somewhere"**

Has written an incredible 200 original pop/rock songs, with intelligent lyrics and solid rhythms.

Discography: *Somewhere*, on Ten Austin Bands in Black and White compilation, 1985, Glitch Records.

**THE CHROMATICS - "City Of Night"**

Tight-knit harmonies atop rollicking rock rhythms and fresh, sassy Texas pop. Energy - plus!

Discography: *Never Enough*, Lizardo Disc, 1990 cassette, *Tune Up*, The Album Network, May 1990, compilation CD of unsigned bands.

**MASQUERADE - "Dance On Me"**

Precise riffing and a powerful rhythm section, this quintet is destined to succeed in the 90's. One of Austin's hottest new bands.

Discography: *The Singles*, EP, 1989 Independent release.

**EMERALD EYES - "Take The Key To My Heart"**

An Austin-based folk/country group consisting of five females, a mother & four daughters, who describe themselves as "the new female family voice for the 90's."

Discography: *Take The Key To My Heart*, Single, 1990, Sundial Records.

**ANDREW WIMSATT - "Time Is Forgiving"**

Peaceful, melodic songs with a jazz influence and lyrics written from the heart.

Discography: *Reflections*, 3-song cassette, 1990 Independent release.

**THE TWINS - "Give My Heart Wings"**

Energetic, mesmerizing performers of acoustic, contemporary folk/pop. This duo always brings audiences back for more.

Discography: *Relationships*, EP, 1990 Independent release.

**KARL REHN - "Suburbia"**

Electronic instrumental jazz album *Electroponic*. The entire project was created by using synthesizers, samplers and drum machines, controlled by a MACINTOSH computer.

Discography: *Electroponics*, 1990 Independent release.

**BOW BRANNON - "Reason in the Rhyme"**

Honky Tonk band playing the Texas dancehall circuit. Discography: *Reason in the Rhyme*, 1988 Independent release.

**GUARDEZ-LOU - "Pleasure of the Beast"**

Alternative music at its best! Underground, psychofunk/jazz/pop music.

Discography: *Flex Mundi*, Coalescence compilation, 1989, Cantankerous Juggernaut, 1990 (unreleased).

**DEVELOPING & REPRESENTING ALL MUSIC STYLES**



# COLUMBIA FRANCE

1 - 3 Rue du Chateau  
92522 NEUILLY SUR SEINE  
Tel . : 47 38 08 08  
Câble : Colrecord Paris  
Telex : 620646 CBSR

Madame, Monsieur,

Nous avons prêté la plus grande oreille aux chansons que vous nous avez proposées.

Hélas, nous n'avons pas été suffisamment séduits et convaincus à l'écoute de celles-ci.

Nous vous remercions toutefois pour votre confiance et nous vous adressons, Madame, Monsieur, nos meilleurs sentiments.

Le Service Artistique,

A handwritten signature in black ink, appearing to be 'J. Dupuy', written over a horizontal line.





# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

November 27, 1990

TO: Mr. Michael Boulanger  
CBS Music

REF: MIDEM Appointment Request &  
Phantom Productions' MIDEM 1991 Compilation Tape

Phantom Productions, Inc. will again be participating in MIDEM 1991. At this time we are working to confirm our appointments and would appreciate the opportunity to meet with you or your company representatives during the conference. May we suggest Sunday, January 20th at 3:45 p.m. at your stand. If this is not suitable, could you please let us know as soon as possible and we will meet you at your convenience.

Our FAX is 0101-512-288-4748 & our telephone # is 0101-512-288-1044.

The enclosed cassette represents some of Texas' finest artists whom we will be representing. We are sending this compilation tape in advance to provide you the opportunity to review the variety of materials we have available for licensing, publishing, etc. Phantom will also be looking for suitable materials for the U.S. market.

The brochure which we are also enclosing, profiles the artists with whom we are working and will give you a better idea of the diversity of Phantom's music. We have finished product available on most of these artists and also video profiles which we can share with you at MIDEM.

If you would like additional information or material on any of these artists prior to January, please let us know. Otherwise, we look forward to meeting with you at MIDEM.

Sincerely,

*Chris Theophilus*

Chris Theophilus  
Director

*Martin Theophilus*

Martin Theophilus  
Director

PHANTOM PRODUCTIONS, INC. WILL BE AT THE

**TEXAS**  **STAND**

DURING THE ENTIRE CONFERENCE!

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1 Padstow Ave, Fishermead, Milton Keynes MK6 2EP, ENGLAND  
Tel. 011.44.908.261426 • FAX 011.44.908.261429

**U.K.**

PHANTOM RECORDS • MYSTIKOS MUSIC (BMI) • PHANTOM VIDEO  
Austin Centre Tower, 701 N. Brazos, Suite 500  
PO Box 90936 • Austin, Texas 78709-0936 • U.S.A.  
Tel. 01-512-288-1044 or 01-512-320-9098 • FAX 01-512-288-4748

**U.S.**



# Onward

Thursday, December 13, 1990  
Austin American-Statesman

## To The Weekend

The best of ...



**Writers pick  
top local releases  
of the year**

**PAGES 19, 20**

Mark Luke Daniels signed an eight-record contract recently with a major music star turned record-label executive. But it's not Chet Atkins or Roy Acuff or anybody you'd imagine. Would you guess Gene Simmons, bass player from the group Kiss?

Page 9

Thursday, December 13, 1990

Austin American-Statesman

9

### Country/Folk



# Mark Luke Daniels



CREATIVE MUSIC SERVICES SINCE 1984

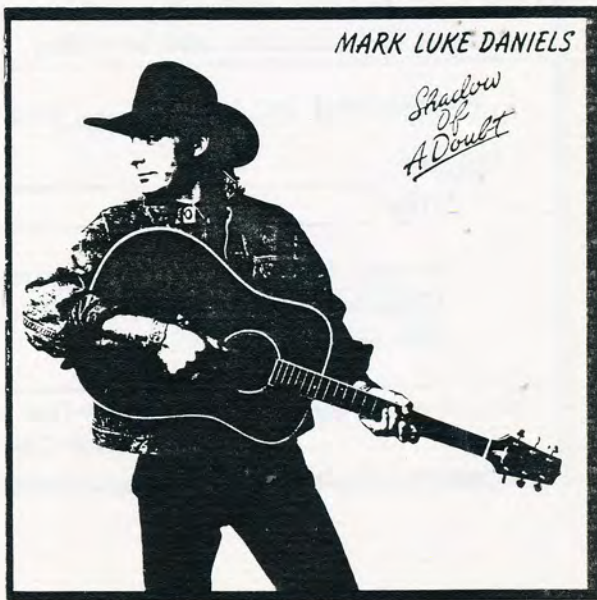


PHANTOM P  
701 Brazos, Su  
Austin, Texas 7



**KISS COLOSSUS**—Pyrotechnics continue to explode seconds after Kiss' *H* *in the Shade* world tour finale at MSG on Nov. 9. Tasco assembled the largest EAW KF850 rig ever for this event, over 13 tons worth in 150 cabinets. Hangs over the stage are left and right discrete point source arrays. Capped with KF10 long throws, they're flown six deep by four wide. See story page SR8.

SPECIAL  
LIMITED  
OFFER!





# MARK LUKE DANIELS

We are pleased to announce that a limited number of MARK LUKE'S Promotional CD, *"Shadow of A Doubt"* is being made available in this offer!

GENE SIMMONS (Simmons Records, RCA/BMG) has given MARK LUKE & PHANTOM PRODUCTIONS, INC. permission to release a limited number of MARK LUKE'S CD "Shadow of a Doubt." This album was initially intended for promotion only to secure a record deal. Now that he has been signed to Simmons Records, this CD will most likely become a collector's item.

In addition to the CD, MARK LUKE will include a signed certificate expressing his appreciation for your support over his development years.

In connection with the CD offer and for a limited time, PHANTOM is also making available the video tape that was produced to promote MARK LUKE to the major record companies. The video includes clips from the ads he appeared in, "Midnight Train" and several music videos from a live performance at Gruene Hall in early 1990.

The CD *"SHADOW OF A DOUBT"* is being offered for \$15.00 + \$3.00 for tax, shipping & handling. With the CD, you will receive the autographed certificate.

The video tape "MARK LUKE DANIELS" is \$12.00 + \$2.50 Tax, Shipping & handling.

*MARK LUKE has greatly appreciated your interest & support and is excited to be able to make this available to his fans!*

PLEASE DETACH AND SEND THIS ORDER BLANK TO THE ADDRESS BELOW

CD's each are \$18.00 total. Videos are \$14.50 each. If you order both, the total is only \$30.00, including the shipping and handling. IF YOU HAVE ANY QUESTIONS, PLEASE CALL 512-288-1044.

Enclosed is \$ \_\_\_\_\_, please send # \_\_\_\_\_ CDs and # \_\_\_\_\_ Video tapes to:

Name \_\_\_\_\_ Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please make your checks payable to Phantom Productions, Inc. and send this order blank to:

PHANTOM PRODUCTIONS, INC.  
P.O. BOX 90936  
AUSTIN, TX 78709-0936

We will make every effort to provide 24 hour turnaround on these orders, so you may give the CD as a very special Christmas gift! THANKS FOR YOUR SUPPORT!



**Best bets**

**Critic's picks**

Flowerhead while the Tavern counters with Grains of Faith, Javelin Boot and the Trance Farmers.

**BOW BRANNON band**

Make it a success!  
 Go there!  
 Yikes, Oct. 18th  
 All Taping

10/16 Red River Saloon Taping  
 10/17 Headliners East  
 10/18 Cypress Creek (Wimberly)  
 14-20 Cafe Torrific (Galveston)  
 10/23 Red River Saloon

10/25 Gruene Hall (Gruene)  
 26-27 Mathias (Houston)  
 10/30 Red River Saloon  
 11/1 Cypress Crk. (Wimberly)  
 11/3 Dickens Inn (Houston)

**GRUENE**

 **OCTOBER**

THURSDAY		FRIDAY		SATURDAY		SUNDAY	
4 7:30 to 11:30 Bow Brannon no cover	5 8 to 12 <b>ASLEEP AT THE WHEEL</b>	6 1 to 5 Call for Band 9 to 1 <b>RUSTY WEIR</b>	7 11:00 to 11:00 <b>4TH ANNUAL GRUENE MUSIC FEST</b>	11 7:30 to 11:30 Bow Brannon no cover	12 8 to 12 <b>JERRY JEFF WALKER AND BAND</b>	13 1 to 5 Chris & Judy no cover <b>CLAY BLAKER</b>	14 2 to 10 <b>TEXAS SUMMER NIGHTS</b>
18 Closed for Private Party	19 8 to 12 <b>THE FABULOUS T-BIRDS</b>	20 1 to 5 Danny Barnes Trio 9 to 1 Call for Band	21 2 to 10 p.m. <b>BBC FILMING</b>	25 7:30 to 11:30 Bow Brannon no cover	26 8 to 12 <b>TRACY LYN</b>	27 1 to 5 High Noon no cover 9 to 1	28 4 to 8 Bill and Bonnie Hearne no cover



For info.



3RD ANNUAL



# HALLOWEEN PART FROM HELL

Halloween Night 8 p.m.  
Top of the Mar...  
618 W. 6th St. (Above Katz...  
Costume and this invitation requir...  
Two creatures per inv...

Costume  
Contest!

Music by i2i

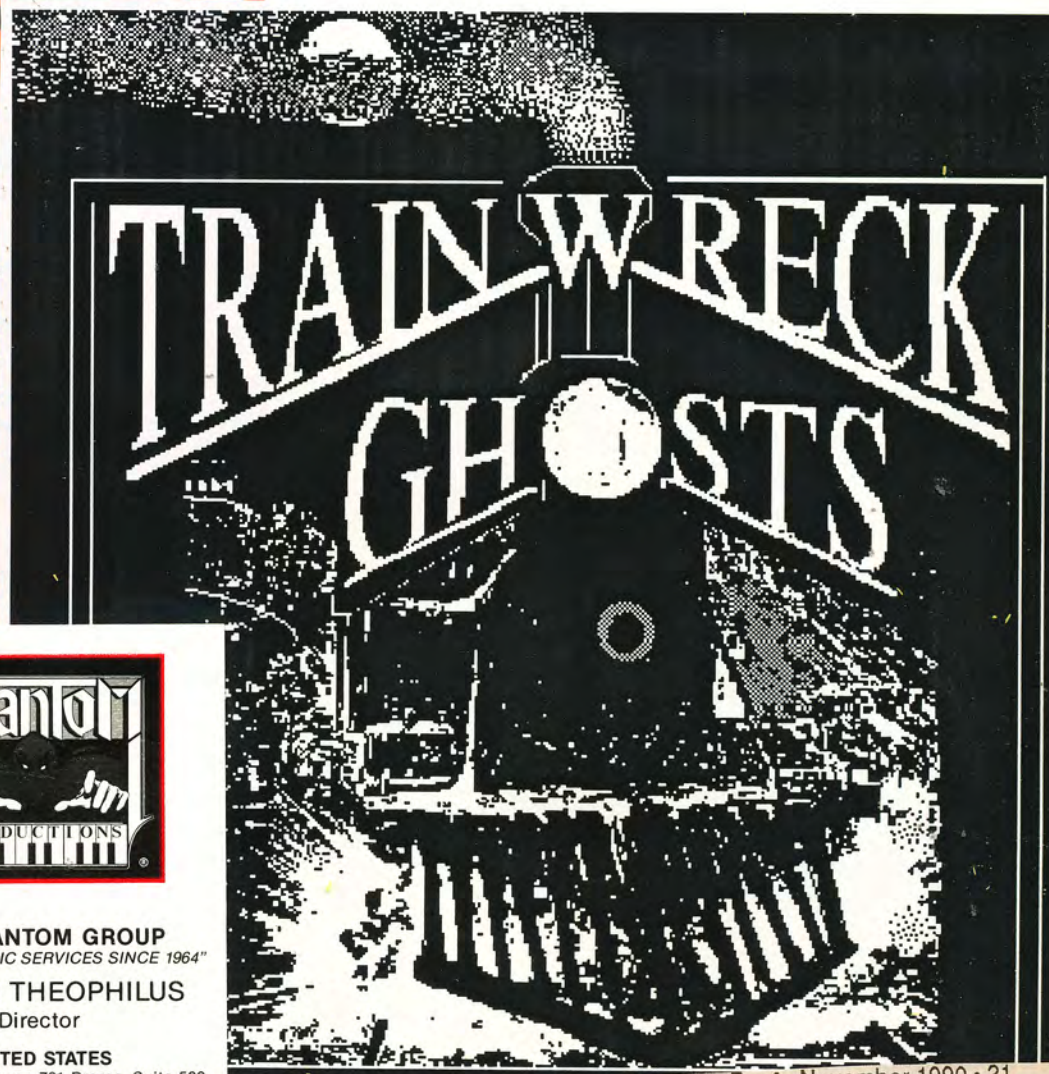
Hosted by Members of the  
Dead Lycanthrope Soci...



Mark Mrkus  
rian Sundram

## THE TWINS

For information:  
About Time Productions  
(512) 444-5125



the PHANTOM GROUP  
"CREATIVE MUSIC SERVICES SINCE 1964"

CHRIS THEOPHILUS  
Director

#### UNITED STATES

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P.O. Box 90936 • Austin, Texas 78709 • USA  
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FAX 512-288-4748

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the PHANTOM GROUP  
"REATIVE MUSIC SERVICES SINCE 1964"

MARTIN THEOPHILUS  
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PHANTOM PRODUCTIONS, INC.  
PHANTOM VIDEO • MYSTIKOS MUSIC  
PHANTOM RECORDS

Texas Beat • November 1990 • 21

The Austin Chronicle, November 16, 1990

### I Look Like Texas Tonight

Hollywood casting agents apparently took a liking to Mark Luke Daniels' "unique Texas look" while he was out in L.A. this summer. Lou Diamond Phillips beat him out of the lead role in the Robert Redford-produced *Dark Wind* series, but MLD is still being considered for a recurring role in the production. Till

"Trainwreck Ghosts self-titled (TG address) So, I cop this tape from Aaron White of Sixth Street Studio and he tells me, "If this isn't the best rock n' roll you've heard comin' out of Austin this year, don't write about it". Well, Aaron, I'm ting... The Ghosts are cut from the same cloth as the Rolling Stones, Black Crowes, and, of late, Johnny Law. Straight forward roots rock *par excellence*. Good female back-up vocals in all the right places. All this and "Fast" Eddie Munoz (Skunks, Plimsouls) playing lead. Righteous, man. While this tape ranks with the best rock n' roll coming out of Austin, I don't know if it's my

The Austin Chronicle November 23, 1990

James Hinkle, from *Housewives' Choice* and the *Marcia Ball Band*, is currently recording...



# AMIC Past, Present and Future Tense

Anniversaries, especially for organizations, mark the end and the beginning. This third annual anniversary meeting for the Austin Music Industry Council (AMIC) is especially significant in those respects. Perhaps the greatest change will be in leadership: Ernie Gammage will retire after heading AMIC from its inception in 1986 and its predecessor organization, Austin Music Advisory Committee (1985). He has been a pivotal player in the local industry since 1982 when he helped form the Austin Chapter of the Texas Music Association.

• Under Ernie's leadership many advances have been made toward professionalizing local music business, but he states that he is proudest of AMIC's success in establishing a music business curriculum at Austin Community College because he knows that will have the largest impact over the long term. The past year's projects he sees as most significant were the establishment and funding of an AMIC scholarship for the ACC Music Business Associates degree and the Seminar on Taxes and Accounting for music professionals put on with IRS assistance. Through these and other efforts, AMIC has grown to be a regional and national model for similar efforts—AMIC don't just talk, they

accomplish, mostly because they limit themselves to attainable projects that will build and foster a business climate for music, plus AMIC is not mired in extraneous bureaucracy.

• The AMIC chairmanship will pass into the able hands of Martin Theophilus, who, together with his wife, Chris, owns Phantom Productions, and who was another key player in the ACC project.

• Theophilus and Gammage see continuing challenges in AMIC's future. Prime among these is the ongoing need to educate Austin's financial/banking community to the needs and feasibility of the music industry. With the personnel turnover and tight economy of recent years, this has been an often frustrating project, but one of critical importance. Other needs AMIC will be strategizing around include finding ways to create and improve music infrastructure services based in Austin. There is a major need, for example, for folks to do bookings, publishing (song-casting), publicity and promotion on a regional/national basis. Existing music services could use more general business education, especially in marketing themselves and their services. For instance, few local studios have basic marketing tools in place such as a services

brochure, and few publicists have the underpinnings or networks to work na  
• So Martin and AMIC have their v  
out for them. Meanwhile, Ernie is  
forward to more time with his three  
and his garden. He'll still be heard in C  
(Mrs G) Albert's band and hopes mo  
production work is in his future.

## AMIC Annual Meeting

Thursday, November 8th  
Antone's • 5:30-8:00pm  
Members \$2 • \$6 Other  
Over 20 Music Business Exh  
Refreshments • Cash Ba  
Live Entertainment

featuring  
**Jimmy LaFave**  
**David Rodriguez**  
**Christine Albert**  
**Tracy Lyn**  
**Emerald Eyes**  
**Lillian Standfield**  
**Papa Chuck**

### Turkey Talking Time in



## MUSIC CITY

TEXAS, COUNTRY, ROCKABILLY, BLUES,  
R&B, ACOUSTIC, FOLK, JAZZ,  
ROCK 'N' ROLL & MORE

### Publishers

Eve McArthur • John Conquest

### Contributors

Sylvia Benini, Mando Hernandez,  
Erin McArthur, Patrick Turner

Send \$ and other mail to:

**600 South 1st #123 • Austin •  
TX • 78704 • 512/441-7423**

December Ad deadline: Nov 24

Listings deadline: Nov 26

### 1990-91 OFFICER SLATE

President: Martin Theophilus (Phantom Productions)

Vice President: (Check one)

Mike Workman (Consultant) \_\_\_\_\_

Steve Shook (Ernst & Young) \_\_\_\_\_

Treasurer: Layne Lauritzen (CPA)

Secretary: Cindy Fincher (Antone's Records)

### 1990-91 BOARD OF DIRECTORS SL

Mike Workman (Consultant)  
Steve Shook (Ernst & Young)  
Beverly Griffith (Griffith Properties)  
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French Smith (Tons Productions)  
Layne Lauritzen (CPA)



















## SOME ADDITIONAL INFORMATION

• A PHANTOM PRODUCED, THREE CAMERA, S-VHS, EDITED, THREE SONG VIDEO DEMO IS REGULARLY.....\$250.00

• PHANTOM'S MIDEEM FEE IN THE PAST HAS RANGED FROM \$100 TO \$200 WITHOUT THE THREE CAMERA VIDEO.  
(Other companies have been charging \$500 to \$1500 for MIDEEM representation without ANY video).

• REGULAR CHARGE FOR SUBMITTING (BY MAIL) MATERIAL TO PHANTOM'S FOREIGN RESOURCES IS BASED ON NUMBER OF DEMOS SENT AND THE FOLLOW-UP REQUIRED. AVERAGE COST FOR INITIAL MAILOUT IS ABOUT \$50 + POSTAGE.

**THIS OFFER PROVIDES ALL THE ABOVE FOR UNDER \$200!**

## • WHY DOES PHANTOM WANT TO REPRESENT YOUR BAND?

WHILE WE REGULARLY PROMOTE THE ARTISTS WE MANAGE TO FOREIGN TERRITORIES, WE DO NOT HAVE THE STAFF TO REPRESENT AN UNLIMITED NUMBER OF ARTISTS.

HOWEVER, THE MIDEEM SITUATION ALLOWS OUR STAFF TO CONDUCT AN AVERAGE OF 100 MEETINGS AT ONE PLACE AND TIME. TO MAXIMIZE OUR RESOURCES WE IDENTIFY BANDS THROUGHOUT THE YEAR THAT, IN OUR OPINION HAVE POTENTIAL TO GAIN RECOGNITION IN THE INTERNATIONAL MARKETS.

THIS ALLOWS US TO BOTH; ASSIST BANDS IN OBTAINING EXPOSURE THEY MIGHT NOT OTHERWISE HAVE ACCESS TO, AND BY PHANTOM'S REPRESENTING HIGH QUALITY ARTISTS AT MIDEEM, WE MAINTAIN OUR REPUTATION IN THE INTERNATIONAL MUSIC MARKETS!



**THANK YOU AGAIN FOR THE TIME YOU HAVE TAKEN TO REVIEW OUR INFORMATION!**

## Here's what some of the pros say about PHANTOM...

*"Unique presentation cut through the hundred tapes waiting to be heard..."*

**San Gualt, Island Records, London**

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

**Jim Zunwalt, Attorney, Kentucky Headhunters Nashville**

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

**Michael Alago, A&R, Geffen Records, New York**

*"Re: Mark Luke Daniels' CD... Cover photos are fabulous.*

*Good luck with this one; it's a real credit to all of you..."*

**Steve Hudson, Texas Music Association Austin Chapter President**

*"Chris & Martin's presentations of their artists are some of the most professional I've seen..."*

**Eddy Levy, Chelsea Music Publishing, London CURIOSITY KILLED THE CAT - 1987**

*"The only time I crossed paths with the Theophiluses (at MIDEEM 1988) was heading in and out gathering material... These guys really went after the business..."*

*They ended up with foreign interest for at least five of their bands, tour dates for two bands, reciprocal agreement with a U.K. company and they provided a composite tape of "live music" available in Austin..."*

**Kathleen Hudson, Buddy Magazine, April, 1988**

**the PHANTOM GROUP - Professional & Persistent**  
*PROVIDING CREATIVE MUSIC SERVICES SINCE 1964*

Phantom Productions, Inc. • 500 Brazos, Suite 500  
Austin, Texas 78701  
Tel. 512-288-1044 • 512-320-9098 • FAX 512-288-4748



Cowboy's

# Country Circle

Probeheft gegen 3 DM in Briefmarken erhältlich, beim  
Cowboy of Wiesbaden - Dachsstraße 21 - 6200 Wiesbaden

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Austin, Texas 78758  
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Fax 512 837-5290

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COUNTRY MUSIC ASSOCIATION

hr

FRANZ EHLEN

»COUNTRY SALOON«  
- Hessischer Rundfunk

Schloßstr. 9  
D-6 Frankfurt/  
West-Germany  
Tel.: 069-776113

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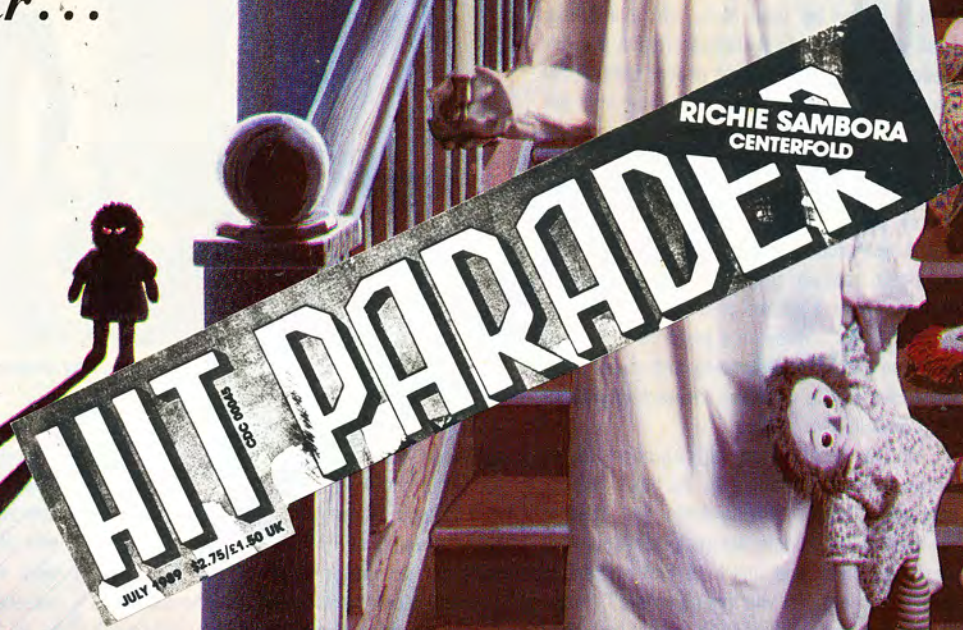
Elke Dösselmann  
Am Wald 1  
6200 Wiesbaden / Germany  
Telefon : 0 61 22 - 1 52 65



# ANNIHILATOR

## ALICE IN HELL

*Alice is lost again,  
but this time she's  
gone too far...*



RICHE SAMBORA  
CENTERFOLD

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JULY 1989 \$2.75/\$1.50 UK

### ANNIHILATOR:

"Canada's answer to  
Metallica"

— METAL HAMMER

"Something new and  
refreshing in  
metal... run out  
and get yourself  
*Alice in Hell*"

— POWERLINE

*... The next step  
could be her last*

ANNIHILATOR *Alice in Hell* (RR9488)  
The debut release on Cassette, CD and LP.  
Distributed by MCA.

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# ANNIHILATOR



## NEVER, NEVERLAND THE • NEW • ALBUM



### "TOTAL ANNIHILATION" MARKETING CAMPAIGN 1990

- VIDEO FOR FIRST SINGLE "STONEWALL" ON MTV NOW!
- NATIONAL GIVEAWAY PROMOTION WITH Z-ROCK AND RIP MAGAZINE, SPONSORED BY BRITISH KNIGHTS ATHLETIC FOOTWEAR!
- FULL U.S. FALL/WINTER TOUR BOOKED BY TRIAD ARTISTS!
- ADVERTISING BLITZ IN ALL CONSUMER METAL PRESS!



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ANNIHILATOR SPONSORED BY BRITISH KNIGHTS ATHLETIC FOOTWEAR  
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# MUSIC CITY

**FREE!**



**OCTOBER**



**INSIDE THIS MONTH**

**SPECIAL WOMEN RISING ISSUE**

**DOSSIER: CHARLENE HANCOCK**

**MVP: SANDRA MARTINEZ**

**TEXAS HYMNAL • REVIEWS • PREVIEWS  
AND MUCH MORE**

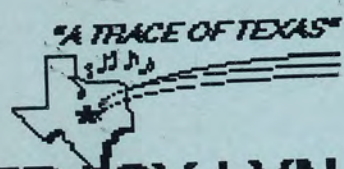




# BMI

S. Kurt Denny  
Director  
Writer-Publisher Relations  
Nashville

10 Music Square E., Nashville, TN 37203 (615) 259-3625



## TRACY LYN

Tracy's T-Shirts,  
audio and video  
cassettes are now  
available through  
mail order.

The very attractive T's are white, 50/50 blend, emblazoned with a red and blue outline of the State of Texas and has Tracy Lyn's name in the center. They are available in small, medium, large and extra large.

The Audio Cassette contains three of Tracy's latest studio recorded songs; "Throw Me A Love Line," "The Silence" and "Best Kept Secret"



The VIDEO cassette provides two music videos; "Throw Me A Love Line" and "Life After You". Plus some cuts from her Austin Aqua-Fest performance where she opened for Allen Jackson

SEE ORDER BLANK BELOW FOR DETAILS

ORDER BLANK

- TRACY LYN T-SHIRT \_\_\_\_\_
- AUDIO CASSETTE \_\_\_\_\_
- VIDEO CASSETTE \_\_\_\_\_

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ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

We will ship all items  
IF YOU HAVE QUANTITY





**WIRED TO AUSTIN**

**Gammage steps down**

An old hand in Austin's music business wants to sing a new tune. Ernie Gammage, president of the Austin Music Industry Council for the past six years, said last week that he will not run for reelection when his term expires next month.

He also said he plans to give up his seat on the board of the Austin chapter of the Texas Music Association and his position on Austin Community College's advisory board for its commercial music management program.

Gammage also will give up his teaching job at ACC's program after the first of the year.

Gammage was recently promoted in his day job at the Greater Austin Chamber of Commerce to

vice president in charge of membership.

However, he said his new duties had little to do with his decision to get out of the music industry development business.

"I want to spend more time making music and more time with my family," he said. "I want to give myself a break from the relentless (job) of pushing Austin as a music center."

Gammage, 45, has two college-age children and a 2-year-old. He also plays bass and sings with the band that backs up his wife, country singer Christine Albert.

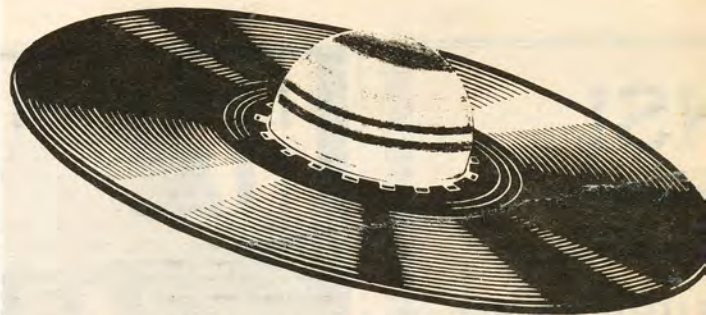
Gammage produced Albert's last record and said he wants to devote more attention to similar projects in the future.

No word yet on the front-runners to replace Gammage on the council, a group that focuses on developing the business side of Austin's music scene.

The council is nominating a new board. Members will be announced Nov. 8.

However, Dick Walker, the chamber's national marketing director, confirmed that he and Gammage have discussed the possibility of Walker becoming the liaison between the council and chamber.

The Austin Chronicle October 5, 1990



**GROOVES IN ORBIT**

**Mark Luke Daniels, *Shadow of a Doubt*, (Phantom Productions)**

Mark Luke Daniels has been kicking around the Austin club circuit for as long as I can remember. Far from flashy or ostentatious, he's a journeyman country performer who gets points for persistence and for holding the line on the pop sweetener that so many C&W songwriters cave in to. From the fiddle and pedal steel to the mournful harmonica breaks, the sound on *Shadow of a Doubt* isn't far from the roadhouse twang employed by countless country bands all over Texas on any given weekend. All the Lone Star elements are in place: there's a couple of drinkin' songs, just as many train songs, a waltz. Only the lyrical quirks of "Honky Tonk Parking Lot" mess with the formula; consequently, that track stands out.

Daniels has a big bear of a voice — sort of like a huskier Bobby Bare when Bare is in a honky-tonk mood. It's not particularly tuneful (Nashville would no doubt have some problems watering it down for mass consumption). Nonetheless, it fits the slow Southern drawl required by his songs.

It's good to see a performer like Daniels get his chance in the recording studio, and with all we've seen in the last year or two — Will T. Massey (who co-writes two tracks on *Shadow of a Doubt*), Hal Ketchum, even Leroy Parnell getting recording contracts — Daniels' pot of gold may be just around the corner. In the meantime, I hope they get a European license for this album, because folks over there will eat this stuff up.

★ ★

— Luke Torn

**JOHN CAMBRIDGE** managed by the PHANTOM GROUP  
 U.K. management by David Case, Phantom, U.K.  
 U.S. management by Phantom Productions, Inc.  
 P.O. Box 90936 - Austin, Texas 78709 - U.S.A.  
 512-288-1044-512-320-9098-FAX 512-288-4748

**JOHN CAMBRIDGE**  
 Demo cuts from the album  
*Cambridge Circus*  
 Ice Pie  
 Song for Joan  
 Makin Tracks  
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 (Anything but)  
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# Traces of TEXAS

A NEWSLETTER FOR TRACY LYN SUPPORTERS - VOLUME I, No 1, October '90

## SUCCESS IN NASHVILLE

**NASHVILLE** - TRACY LYN and PHANTOM'S Directors had a very successful trip to Nashville in August. We met with several prominent publishers and major record label executives and were extremely pleased with the response we received on TRACY' material. The showcase in October has been arranged for them to see TRACY perform live in her own home town. She will return to Nashville at the end of October to co-write with some very seasoned and successful songwriters.

## SPECIAL SHOWCASE on OCTOBER 11, 1990

**AUSTIN** - With the support of a major Nashville entertainment attorney Jim Zumwalt, we have scheduled a special showcase for TRACY LYN, to take place at HEADLINERS EAST, 402 E 6th St. in Austin, on Thursday, October 11th. The event will begin at 9:00 p.m. in the Bojangles Room (upstairs) and will last approximately 35 minutes. Some major country music record and publishing representatives have been invited. Please come out to support TRACY on this very special night. Let's show the record industry what a wonderful, strong support group she has.

### OCTOBER CALENDAR

5th - Green Mesquite	6:30 pm
9th - Colorado St. Cafe	7:30 pm
11th - SPECIAL SHOWCASE at Headliners East	9:00 pm
12th - Convict Hill, Oak Hill	6:00 pm
18th - Cafe on Sq. San Marcos	9:00 pm
19th - Private Party	
24th - Saxon Pub (guest of Olin Murrell)	9:00 pm
26th - Gruene Hall, Gruene (with the full band)	8:00 pm
27th - Private Party	

Please note, all gigs are in Austin unless otherwise stated.

## NEW T-SHIRT DESIGN DRAWS ATTENTION

**AUSTIN'S AQUA-FEST** - TRACY LYN's new TRACE OF TEXAS T-SHIRTS were released for sale at her Aqua-Fest performance on August 9th and have been selling very well. The unique design, created by TRACY and her Dad, with help from other family members, is truly striking. See the back of this newsletter for more info.

**HAPPY HALLOWEEN!**



PHANTOM PRODUCTIONS, INC.  
is proud to be representing  
**TRACY LYN**  
INTERNATIONALLY!

the PHANTOM GROUP

MANAGEMENT, PRODUCTION & PROMOTION  
UNITED STATES - UNITED KINGDOM

TEL. 512-288-1044 • 512-320-9098 • FAX 512-288-4748  
701 Brazos, Suite 500 • PO Box 90936 • Austin, Texas 78709-0936 • USA







## Answers to those MIDEM questions...

- **WHY PHANTOM REPRESENTATION?** Our strengths, in our opinion are; 1) only Texas music company with offices in Europe; 2) not just international contacts, but actual representatives in significant countries; 3) ability to provide (in-house) promotion, the full range of management, business services and video profiles of bands; 4) our staff's 75 years of combined experience in the music industry to name a few.
- **WHAT IS THE CHARGE FOR INITIAL CONSULTATION?** -0- There is no charge to find out what we are about. We welcome your questions.
- **HOW MANY BANDS WILL PHANTOM BE REPRESENTING?** At this time, we are limiting our representation to less than ten bands per participant. We do not want to overload our staff, nor do we want to overwhelm the record company and publishing representatives. We strive to make all presentations unique and provide your music the best possible exposure.
- **WHAT IS INCLUDED IN THE VIDEO SHOOT FOR MIDEM?** A three camera, edited video on the professional S-VHS format. Three of your best songs selected from a full set. A copy of this tape is provided to you for your own use. We present your three video songs, your audio demo and/or masters and your promo pack in the record company/publishing meetings. One of your songs is included, at no charge, in the PHANTOM video overview that has been very well received by the record companies attending MIDEM and in the other European meetings we've held the past several years. **AND YES...these video services PLUS the MIDEM representation, are still available for under \$200 if you arrange prior to October 15,1990.**
- **WHAT IF OUR PROMOS ARE NOT READY BY NOVEMBER?** Most importantly, you might lose out on some of the advance material that is sent to our international resources. These often result in more concrete reactions when we are in the face-to-face meetings in January. Some followup material may be sent in December, but the holiday season reduces the amount of time available to major record company folks.
- **IF WE DON'T PARTICIPATE IN MIDEM, ARE THERE OTHER WAYS PHANTOM MIGHT ASSIST US?** Yes! We offer a full range of management and business services. We are fully computerized with innovative graphics, photography, automated accounting, low cost travel resources and the in-house video services (which is ideal for development and promotion). Our fees are very reasonable and our staff are among the most professional and respected in the business.
- **WHERE DID THE NAME PHANTOM COME FROM?** Our audio recording days in the seventies. Some mikes have batteries and some mikes derive their power from a power pack or audio board. This is called "phantom powering". We liked the connotation of the "behind the scenes" powering...making things happen! Our logo artist also took some inspiration from Paul Williams' "Phantom of the Paradise!"

**KEEP ASKING!**





# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

## PHANTOM PHACTS UPDATE

September 18, 1990

For those of you receiving this for the first time...WELCOME!

- \* **MIDEM** - Thanks for the great response to our MIDEM information! We have received a number of questions regarding this international meeting and will answer the more common ones in this update.
- \* **JAPAN** - The meeting held the second week of September here in Austin with the Japanese went very well. They most enjoyed the County Line Bar-B-Q hosted by Phantom Productions and meeting BILLY JOE SHAYER at the Red River. They returned with some good Texas music and additional Phantom material is on its way to Japan as you read this.
- \* **GERMANY** - Our German representative will be in Austin the third week of October, accompanied by a couple of German radio and TV folks. Radio and TV interviews have been arranged in Texas and we will be discussing our joint participation in MIDEM.
- \* **ENGLAND** - Phantom's United Kingdom Director, David Case, advised us the first part of September that he will be in Japan, New York, Los Angeles and Austin in September and October. His guitarist, JOHN CAMBRIDGE (Top of the Pops, Boy Meets Girl, Jennifer Warnes) just submitted his new instrumental album to PHANTOM, U.S. and promotional material and meetings are now being arranged with domestic record companies.
- \* **FRANCE** - Gerrard (our man in France) is continuing work on our live video exposure in Europe. His FAX last week updated us and work is beginning on his part for MIDEM.
- \* **CANADA** - Our Canadian friends just had a great full page ad in BILLBOARD on their metal group ANNIHILATOR. This band is HOT! Check out Page 41 of the Sept 8th issue.
- \* **LOS ANGELES** - MARK LUKE continues to lay down new tracks in the LA studio. The KISS tour will conclude in another six to eight weeks, and GENE SIMMONS will be concentrating on Mark's projects. Watch for unique & exciting things to come from this pair!
- \* **NASHVILLE** - After our very successful trip to Nashville in August, a significant music attorney has joined with us to provide TRACY LYN with a major showcase here in Austin the second week of October. Back to Nashville in November. More details to come!

Thanks again for your interest in the PHANTOM GROUP!

SEE THE OTHER SIDE FOR ANSWERS TO THE MIDEM QUESTIONS.

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1 Padstow Ave, Fishermead, Milton Keynes MK6 2EP, ENGLAND  
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U.S.



**YOUR MUSIC**



**THE RECORD INDUSTRY**



**TO THERE?**

**HOW DO YOU GET FROM HERE...**

*Creative talent...polished performance...opportunity...financial support...professional representation?  
or is it: ...personal connections...a good attorney...a great video...a well timed showcase?  
or, just a matter of a good demo, patience and persistence?*

Those who have participated in Austin's South by Southwest, attended the New Music Seminar, or been represented at other events where there are opportunities to get your music to record industry professionals, you know it takes all of the above!

**IF...you could have the full attention of several major record industry representatives for 15 minutes; where they would listen to your prime songs; view a video-taped performance; hopefully, express interest in you (if they did not want to sign you on the spot) AND give you, at the very least, three specific suggestions of ways to work your material, which would result in their wanting to extend serious offers... WOULD YOU DO IT?**

More than likely, you've mailed your tapes to the world, left them by hotel doors, or given them to a friend of a friend. All of this is focused on getting your material to someone who has the power to do something with your music. The power to do something that enables the "public" to hear your message the way you want it to be heard! You want the opportunity to show you can compete with what you hear on the radio, view on video and see in record store racks.

**The music business generates over \$10 billion a year! 60% of this amount comes from foreign territories outside the U.S. Often it is easier to chart in Europe, then turn around and break in the States. THAT IS WHAT THIS INFORMATION IS ALL ABOUT! And the the world's largest and most respected professional music conference... **MIDEM!****

MIDEM is held annually in Cannes, France. For about \$600 to \$1,000 per person you can fly there. For another \$2,500 you can obtain meals, lodging, transportation & attend the conference. Once there, it will be necessary for you to arrange appointments with those companies you believe would be interested in your music. There are 50 countries, 1500 companies & about 8,000 music industry professionals in attendance. These include A&R staff & representatives from all the major and independent record companies and publishers. Most allow 15 minute interviews & come to the conference with 80% of their schedule already blocked out. You must quickly hook them into your presentation. Persistent follow-up is essential to solidify their interest. It is our desire to professionally represent qualifying artists at MIDEM!

**PHANTOM PRODUCTIONS** has been successful at accomplishing this for the past four years! That includes pre-set interviews established well before we make that flight. It means submitting material to the record company's representatives (many of whom PHANTOM has worked with for ten years), prior to MIDEM so they know what we are promoting; it means talking and meeting with them in Europe and the U.S. at times other than MIDEM (PHANTOM staff make regular international trips, meeting with music industry executives); and it means persistent follow-up, which if you ask around, is one of the things PHANTOM PRODUCTIONS is known for!

***To apply and obtain details call Chris or Martin at 288-1044***

**The PHANTOM GROUP - United States - United Kingdom**

**PHANTOM PRODUCTIONS, INC. - 701 Brazos, Suite 500 - Austin, Texas 78701 USA**



## Best bets

### On the town

**Edgar Winter & Rick Derringer**, touring behind their new album *Live in Japan*, are at Sneakers tonight. La Zona Rosa is the site of a benefit for Meals on Wheels from 4 to 8 p.m. featuring **Jimmie Dale Gilmore**, **Steven Fromholz**, **Christine Albert**, **Lillian Standfield**, **Caryl P. Weiss**, **Scott Neubert** and **Champ Hood**. Good acoustic shows include **Butch Hancock** at Antone's, **George Enslie** at Hole in the Wall, **Jim Dolbie & Eric Blakely** at Saxon Pub, and **Ted Roddy & Brent Wilson** at Ski Shores. Brunch options include **Marshall Styler** at Shoreline Grill, the **Suzi Stern Trio** at Manuel's and the **Blue Bayou Cajun All-Stars** at Blue Bayou. The **Chemistry Set**, the **Earthkeepers**, **Indra & Jim Volk**, and **Fred Mitchim** play a New Music Network showcase at Chances. **High Noon** is at Green Mesquite, the **Solid Senders** are at the Continental Club, and the **Tony Campise Trio** is at Chez Fred Crossroads.



Christine Albert helps the Meals on Wheels benefit at La Zona Rosa.

AMPEX- REEL #2  
 JAMES

1. GLENCOE	0000	1	2	3	4	3:40
2. CRAZY	0090	X	-	-	X	
3. JEWEL	0156	X	-	-	X	
4. Tell Me	0274	X	-	X	X	3:27
5. See It Coming	0369	X	-	X	X	

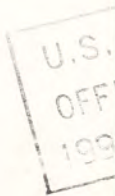
Reel 1

1. WATCHING IT RAW	0000	X	X	X	X	3:25
2. You Don't Have to Lie	0086	X	X	X	X	3:26
3. ALL I Can Do	0180	X	X	X	X	4:10
4. 1000 Old Days	0313	X	X	X	X	

The downtown skyline of a great international city is seen here against the background of the snow-capped San Gabriel Mountains.

© Photo by Dennis Giampaolo

15 Sept 1990



Pos

Chr

110

Hi!  
 I'll try to give you a call in the next few days, but I want to go ahead and drop you a postcard. Things are going well, and I'm learning a lot. Having fun too!  
 Debbie



Published and Distributed by Columbia Publishing, P.O. Box 675, Ojai, California 93023  
 (805) 646-7310

# TRACY LYN

INVITES YOU TO JOIN HER

SEPTEMBER 1990

- 1st - The Place, Refugio 9:00PM
- 8th - Ft. Worth FCI
- 9th - Green Mesquite 6:30PM
- 14th - Bob's Bar BQ, Round Rock 6:30PM
- 15th - Bob's Bar BQ, Round Rock 6:30PM

All gigs in Austin, unless otherwise noted!

TRACY LYN received positive responses in Nashville in August. For this reason she will be concentrating on writing new material for the next two months and return to Nashville in October.



**Zumwalt,  
& Almon  
& Hayes**  
ATTORNEYS

James G. Zumwalt  
Orville Almon, Jr.  
Craig Hayes  
L. Lee Wilson

Music Row 1014 Sixteenth Ave. South Nashville, Tennessee 37212  
Telephone #615-256-7200 Fax #615-256-7106

August 31, 1990

Dear \_\_\_\_\_,

As you may already know, the South By Southwest Battle of the Bands will be taking place in Austin, Texas on October 12, 1990. This contest will showcase the talent of eleven of Austin's best artists, with musical styles ranging from country to jazz to rock.

On October 11, the day before this contest, one of Texas' newest and most promising young country artists, TRACY LYN, will be showcasing. In case you are planning to attend the activities on the 12th, I want to make you aware of this performance as well. Tracy will be performing a 35-minute set of her original material on October 11, at 9:00 p.m. at the Headliners East (see attached sheet for directions).

Please feel free to contact my assistant, Kelly K, for more information about this performance or for a press kit and tape. Tracy Lyn has already begun generating excitement here in Nashville, and I hope you'll take this opportunity to see her perform live in her home town.

Very truly yours,

ZUMWALT, ALMON & HAYES

JAMES G. ZUMWALT

JZ/ps

# TRACY LYN

Performing a thirty-five minute set  
on

October 11, 1990

at

Headliners East

402 E. 6th Street

in the BoJangle's Room (Upstairs)

For more information or for a press kit and demo, please contact

Kelly K at (615) 256-7200

(615) 288-1044







Noddin 1861



Naomi Nimenkanda  
4-4-9 Homoi Sugironi  
Tokyo, Japan 167

元造 箱根物産  
箱根 (2) 3028 番  
電話



Hakone gohira  
kyōyō

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- 黄……ニガキ・クワウルシ
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- 青……ホウ
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# MUSIC CITY

## SEPTEMBER

Volume II  
Number 1  
9/1/90

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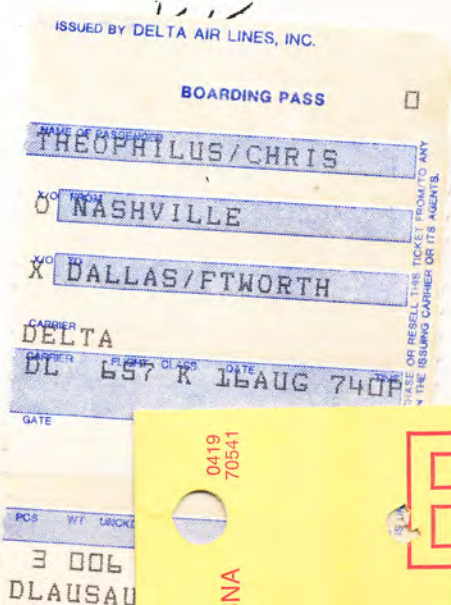
Music Row 1014 Sixteenth Ave. South Nashville, Tennessee 37212  
Telephone #615-256-7200 Fax #615-256-7106

FACSIMILE COVER PAGE

DATE: 8/30/90  
FROM: Kelly K  
TO: Chris Theophilus

Transmitted: 3 page(s). Any problems please contact (615) 256-7200. Our facsimile number is (615) 256-7106. Thank you.

RE: Please let me know what you think. Jim has approved this, but I'd like your comments as well. I do need to call Louis Meyers again and make sure this does not conflict with anything he's scheduled.





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FROM HEAVY ROCKERS TO MOODY BALLADS!  
PLAY IT NOW! PLAY IT LOUD!

FORMER LEADER OF WARLOCK **DORO**



**BULLETIN:** Stevie Ray Vaughan, 35-year-old Texas-born rock and blues guitarist, died early Monday when a helicopter in which he was a passenger crashed into a hillside in Wisconsin. Vaughan had just finished a performance with rock legend Eric Clapton and others, including his brother, Jimmie Vaughan, who survives. Details on funeral services were not known at presstime.

**BY JOHN T. DAVIS**

There were the radio announcements, of course. And before long, CNN put the news up on the bird, and the story began to make its painful rounds. Friends called friends (who called friends) and word of Stevie Ray Vaughan's death began to weave its way into the fabric of thousands of lives.

I heard about it the way that newsmen have traditionally learned of such tidings: There was a telephone with an editor on the other end, a piece of poisonous wire service copy in his hand. "Did you hear about...?" That's the way the conversation always starts and anyone in the news gathering business who has ever gotten such a call has come to dread the phrase. "Did you hear about Stevie Ray?" No. But in the space of those six words was all the news anyone really needed to know.

In ink-stained tradition, the calls usually come in the dark hours, when midnight is just a memory. But the sun blazed remorselessly out of a cloudless sky. It seemed, somehow, incongruous. Nor was that the only note that rang amiss. "It wasn't time yet," was the first unbidden thought. It wasn't time for Vaughan to perish in an air crash, that hoariest of pop culture demises.

He might have died — and damned near did — in the lost-weekend years of the mid-1980s, when he was consuming cocaine and vodka like it was the Breakfast of Champions. But in the latter part of 1986, he spent a month in a school in Georgia where they teach you not to yield to such distractions. And for the rest of his life, he was so straight he made the average Boy Scout look like Caligula.

There was a new album — arguably the best of his career — entrenched on the charts, and a duet project with his older brother, Jimmie, waiting in the wings. *Family Style*, it's called (it is scheduled for release on Sept. 14), and it represents the high-water mark of a years-long personal and professional reconciliation with his brother.



**STEVIE RAY VAUGHAN.**  
(Stephen Hansen photo.)

The last time I saw him, Vaughan was slipping on-stage to sit in with Jimmie and the Fabulous Thunderbirds at this year's Jazz and Heritage Festival in New Orleans. The next day, Jimmie returned the gesture by dueting with Stevie during Double Trouble's set. The two siblings lit up the Crescent City racetrack with incendiary renditions of the T-Birds' dirty-bop chestnut, *The Crawl*, and Vaughan's own *Love-Struck Baby*.

Jimmie used to tell Stevie to stay away from his guitars, dammit. "You know how little brothers screw stuff up," he once told a reporter with a laugh. Years later, he defended the tactic as reverse psychology, a ploy calculated to lure Stevie into the guitar's orbit. But after Stevie got ahold of a copy of Lonnie Mack's buzzsaw instrumental, *Wham!*, enticing him to play became superfluous. By the time he was 12 or 13, he was already sitting in with his brother's bands.

They were Big Jim's and Martha's kids in those days, growing up in Oak Cliff on the wrong side of the Trinity River from Dallas. In 1986, after Jim passed, Stevie returned to the old neighborhood, as much to be near his mom as to put a couple of hundred miles between himself and Austin's chemical temptations. Vaughan — and in fact the whole of Double Trouble — entered a period of unparalleled cohesion and creativity that was only beginning to blossom to its fullest extent.

And when the ascending arc was brutally truncated in a graceless and chaotic instant, there was just the newsman's hand, replacing the phone receiver, and the single, random thought, "It wasn't time yet."

Vaughan helped move Austin's music industry onto a new plane of diversity and professionalism. When he came to town in the early 1970s, River City was smitten by Willie and Waylon and the boys; every band, it seemed, had the requisite fiddle and steel guitar. The young players who were enamored of the blues were exiled to the city's East Side, to venerable juke joints like the IL Club and Charlie's Playhouse.

Stevie Ray had a star-kissed combination of talent and patrons (chief among them clubowner Clifford Antone; and later, rocker

Along with the T-Birds, he helped move the blues across the tracks and onto the charts. When he first arrived in Austin, he slept on top of musician Paul Ray's refrigerator. There were occasions, during Double Trouble's incubation at the Rome Inn, when the waitresses outnumbered the patrons. Less than a decade later, he was turning down Bowie's offer of the lead guitar chair on his *Let's Dance* tour.

Before he was done, he took the Texas shuffles of his youth from Honolulu to Helsinki.

But the moments that endure, at least to this writer, seem to revolve around Austin's precincts: The inimitable sight of Vaughan in his cream-puff Chevy, making his nocturnal peregrinations from South Austin to the Black Cat Lounge, the Continental Club, anyplace where the smoke was thick and the lights were low; the impromptu gunslinger duels with Albert King and Buddy Guy on the Antone's stage; the moments of onstage pyrotechnics which were in such marked contrast to his self-effacing temperament and the utter absorption he brought to his craft. (Once, during a rehearsal, he cut a fingertip. Disdaining a band-aid, he filled the wound with Crazy Glue, sanded it down even, and returned to playing.)

The irony of the latter juxtaposition wasn't necessarily lost on him. Indeed, since emerging from his self-imposed fog over four years ago, very little seems to have escaped him. Every time I saw him in the past few years, either backstage, in a club, or on the street, he seemed at the center of a web of awareness. He never seemed casual about the second chance that sobriety had conferred upon him, and he never failed to remark upon it in his low-key way during his performances.

There is a song, which first saw the light of day on his 1985 album, *Soul To Soul*, called *Life Without You*. There are those who say it was composed for his estranged wife, Lenny, and others who declared it was in honor of master guitar maker Charlie Wirz.

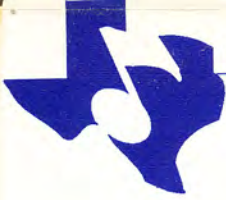
In any event, it became a set piece of the band's set, and there was an interlude in which the band backed down until there was just the rustle of Chris Layton's drums, the subdural thump of Tommy Shannon's bass and the whisper of Resse Wynan's B-3 organ... And Stevie Ray Vaughan's voice, speaking to all those people out in the dark.

His speech, such as it was, contained an acknowledgement — and a warning. And it was, generally speaking, similar to the sentiments he expressed when he accepted his Musician of the Decade honors at the 1990 Austin Music Awards: "I just want to thank God for being here for this, and for having friends who cared enough to love me back to life."

He had the friends. And, to paraphrase the poet, world enough. The only thing Stevie Ray Vaughan

**Gridiron Show**  
 PAGE 4 AUSTIN WEEKLY AUGUST 29-SEPTEMBER 4, 1990  
 Sal Show government and pon... favorites. This year's theme is "Two... They Wannabe." Tickets are \$5 and \$10 for the 2...





# Texas Music Association

Austin Chapter  
P.O. Box 2664 • Austin, TX 78764  
(512) 447-2744

August 7, 1990

Chris and Martin Theophilus  
Phantom Productions, Inc.  
P.O. Box 4870  
Austin, Texas 78765

Re: Mark Luke Daniels CD

Dear Chris and Martin:

Many thanks for the MLD album! I look forward to playing it. The cover photos are fabulous; doesn't Mark Luke look a bit like Gene Simmons on the back cover photo?

Good luck with this one; it's a real credit to all of you.

Regards,

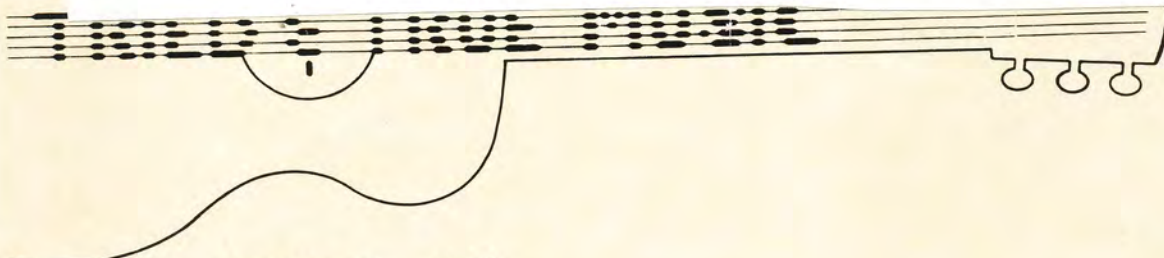
Steve Hudson  
Austin Chapter President

P.O. Box 1088  
AUSTIN, TEXAS 78767  
Tel: 512/499-6386  
Fax: 512/499-6385

Department of Planning  
and Development  
301 West 2nd Street

ROBERT H. MEYER  
MUSIC LIAISON  
ECONOMIC DEVELOPMENT DIVISION

P.O. Box 39 • Austin, Texas • 78767-0039



AUGUST 24, 1990

FOR IMMEDIATE RELEASE

TV OR NOT TV...JERRY JEFF WALKER RECORDS NEW ALBUM IN AUSTIN CITY LIMITS STUDIO, FILMING VIDEOS SIMULTANEOUSLY.

AUSTIN, TX--In years past, JERRY JEFF WALKER'S search for an ideal recording environment has taken him from high-tech Nashville studios to the retro-charm of Luckenbach, TX to the stage of the Lone Star State's oldest dancehall.

For his 21st project, the Tried & True/Rykodisc artist is entering yet another new environment--that of the soundstage. Since Monday, WALKER and his band have been recording in Studio 6-A at KLRU, the Austin PBS affiliate. The stage is normally used to film the popular Austin City Limits series, as well as episodes of The Nashville Network's The Texas Connection show. For WALKER'S purposes, however, the room has been made over as a spacious recording studio.

and friends have been invited to





GEFFEN  
RECORDS

July 19, 1990 .

Chris Theophilus  
Phantom Productions, Inc.  
Austin Centre Tower  
701 North Brazos, Suite 500  
Austin, Texas 78765

Dear Chris:

I want to thank you for your letter, dated June 6th, regarding MARK LUKE DANIELS. I'm glad I could be of some help.

Please know that my door is always open and that I look forward to reviewing other projects in which you think I might have an interest.

Until then, I wish you much success.

Enclosed are some CDs. Enjoy!

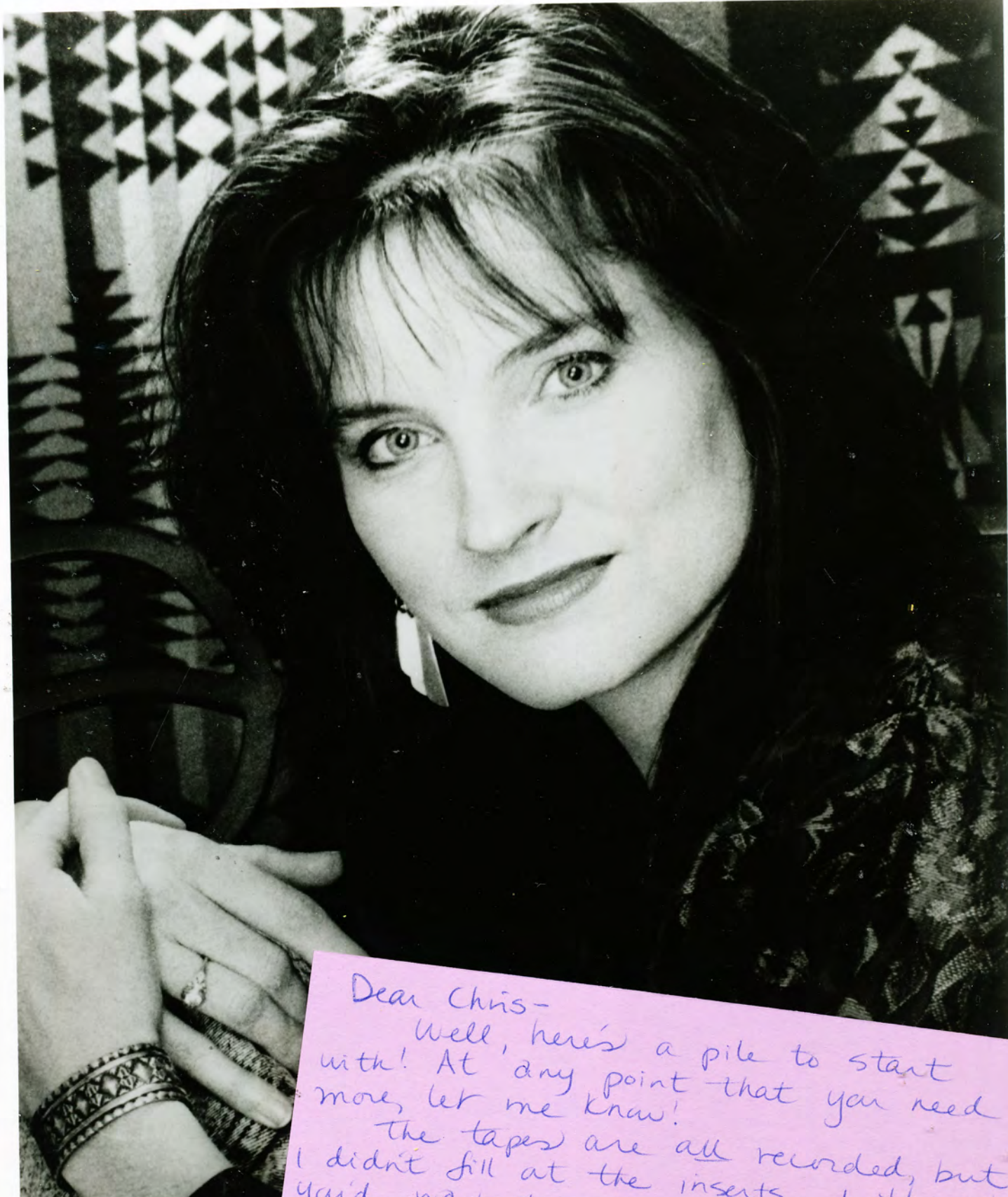
All the best,

Michael Alago  
A&R



9130 Sunset Boulevard	75 Rockefeller Plaza
Los Angeles California 90069	New York New York 10019
Telephone 213 278 9010	Telephone 212 484 7170
Telex: 295854	Answerback: GEFFN





Dear Chris-

Well, here's a pile to start with! At any point that you need more, let me know!

The tapes are all recorded, but I didn't fill at the inserts. I thought you'd want to put the appropriate contact info and have the hand-writing match. There are small pieces of 4 songs - including Don't Mess with Texas. Give a listen.

If you could, would you keep me a list of who you contact and/or send stuff to? I'm trying to do that myself - for my records.

Thanks so much. I hope this ends up successful!



P. O. Box 49207  
Austin, Texas 78765  
(512) 926-5327

Christine  
Albert

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

She was born and raised in the dairy country of upstate New York, but at age 16, convinced her parents to send her out to Santa Fe, New Mexico to finish high school. There she lived with her older brother, a songwriter whose creativity and musical activity fueled her already strong ambition to pursue a similar path. While still in her teens, she joined her first band and spent the next decade touring the Southwest. As she fine tuned her voice and stage craft, she continually pursued the development of her songwriting. Finally in 1982 she made the move to Austin, Texas.

Christine quickly established a reputation as a respected vocalist and gifted writer. Texas audiences responded enthusiastically to the honesty, intelligence, and upbeat nature of her songs, as well as the emotion and range of her voice. After 15 years of hard work and dedication, Christine's own style has emerged.

With her mother from Switzerland and grandmother living in Paris, it is easy to understand the ease with which she sings in French. Blending American country and the French chanson in several of her original songs, it is no surprise that Christine has successfully toured in many European countries during the past few years. Her brand of country music truly has international appeal.

Here at home, Christine has appeared with T. Graham Brown, Steve Wariner, Asleep at the Wheel, Dwight Yoakum and Michael Martin Murphy. She has been a special guest on Austin City Limits and been featured in the Kerrville Folk Festival, Austin Aqua Festival, Isla Mujeres International Music Festival (Mexico) and Bad Ischl Festival (Austria). Since 1988, television viewers throughout Texas and the South have known her as "The Bluebell Girl", singing the praises of the renowned ice-cream while hugging a jersey cow in Bluebell's famous ad!

In front of the television camera, packing two-stepping Texas dance halls with her exceptional band, or entertaining country music fans around the world, Christine Albert delivers. The future surely will deliver her continued success and the recognition she has earned.



ALSO APPEARING AT AUSTIN'S AQUAFEST

August 9, 1990 • 7:00 PM

PHANTOM PRODUCTIONS'

# TRACY LYN

OPENING FOR ALLEN JACKSON



TRACY LYN has been selected by the NASHVILLE NETWORK to be profiled for the CROOK & CHASE SHOW with artists that include; MICHAEL McDONALD, MARY CHAPIN CARPENTER & LINDA RONSTADT



PHANTOM PRODUCTIONS, INC.  
701 Brazos, Suite 500 • PO Box 90936  
Austin, Texas 78709-0936 • U.S.A.  
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The PHANTOM GROUP - UNITED STATES - UNITED KINGDOM



PHANTOM PRODUCTIONS, INC.  
IS PROUD TO PRESENT

# MARK LUKE DANIELS

AT AUSTIN AQUAFEST 1990



28



No 146

PARKING

On Grounds

The PHANTOM GROUP celebrates the completion of MARK LUKE's CD  
**SHADOW OF A DOUBT**

CO-Produced by MARK LUKE DANIELS, PHANTOM PRODUCTIONS, INC. and the MONTE MUSIC GROUP  
and his eight album record deal...details to follow



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The PHANTOM GROUP - UNITED STATES • UNITED KINGDOM



# AUSTIN AQUA FE

## TRACY LYN

*Invites You To Join Her*

- August 3rd - Mike's Place, Round Rock 7:30 pm
- 4th - Wedding in Portland
- 5th - AQUA FEST (opening for Alan Jackson) on the East Stage, with the full band 7:00 pm
- 6th - Gruene Hall, Gruene 1:00 pm
- 7th - Dog and Duck Pub 406 West 17th St. 8:30 pm
- 8th - FCI Seagoville
- 9th to 18th - Tracy Lyn will be in Nashville all week
- 19th - Mike's Place, Round Rock 7:30 pm
- 20th - Mike's Place, Round Rock 8:30 pm
- 21st - Gruene Hall, Gruene (with the full band) 7:30 pm
- 22nd - The Salt Lick, Driftwood 7:30 pm

*All gigs in Austin, unless otherwise noted*  
 TRACY LYN has been selected by the NASHVILLE NETWORK to be profiled during Aqua Fest for the Crook & Chase Show, along with Linda Ronstadt, Michael McDonald, Mary Chapin Carpenter, Alan Jackson and others

DON'T MISS A BEAT!



9

## Entertainment



East

8-3	8-4	8-9	8-10	8-11
	Buster Brown	Extreme Heat	Big Car	The Neville Brothers
	Smokey Robinson	Michael McDonald	Joe Ely	Linda Ronstadt & Aaron Neville
	The Wayouts	Vanguards	Qualified Totally Project Crew Cooley Girls	Tomas Ramirez
	Twang Twang Shock-a-Boom	Sue Foley	Dr. John	Spyro Gyra
	Sara Hickman		The Bizness	the Brew
	Bad Mutha Goose			
	Michael Morales			
	NRBQ			
	Dickie Lee Erwin	A.C. Gonzalez	Tracy Lyn	Junior Brown
	Gary P. Nunn	Gary Hobbs & The Hotsauce Band	Texas Radio	Texana Dames
	Travis Tritt	Ram Herrera & the Outlaws	Alan Jackson	Mary-Chapin Carpenter
	Vern Gosdin			Texas Tornado Featuring Freddy Fender
	Shoulders	Joe Romano & Susan Elliot	Malachai	Al Dressen & Stars Over Austin Featuring Leon Rausch
	Brave Combo	Joe McDermott & Small Little Creatures	Bells of Joy	Denim
		Stephen Doster	Voices of Harmony	Townes Van Zandt

Coca Cola/KASE 101/KV Stage

Coors Extra Gold/KXAN, Ch36/2102 Stage

Christine Albert

Ethyl & Methyl  
Michael Hall  
Alejandro Escovedo Orchestra

Billy Joe Royal

Steve James  
Boo Hewerdine & Darden Smith

High Noon  
Mark Luke Daniels

Alison Rogers  
Shawn Colvin

Bow Brannon  
Gary P. Nunn

Shoulders  
Brave Combo

Austin Lounge Lizards

Austin Songwriters Group Featuring Walter Hyatt & Champ Hood

Tracy Lyn

Joe McDermott & Small Little Creatures

Texas Radio

Malachai

Mary-Chapin Carpenter

Denim

Texas Tornado Featuring Freddy Fender

Al Dressen & Stars Over Austin Featuring Leon Rausch





Bergstrom AFB Control Tower ..... 837-9010  
 Texas DPS ..... 5522

# HARRIS BRANCH

2nd Annual Balloon Festival  
 July 13, 14, 15 1990 Austin, Texas

# Official

Headquarters - Lost Balloon ..... 2  
 Robert Mueller - Austin ATC Tower ..... 1  
 or .....  
 Flight Service Station ..... 1-800-952-5522  
 or toll-free .....  
 Unicom ..... 122.95  
 Bergstrom AFB Control Tower ..... 133.2 MHz

**HARRIS BRANCH**  
 2nd Annual Balloon Festival  
 July 13, 14, 15 1990 Austin, Texas

Official **O** Pass

Name  
**MARTIN THEOPHILUS  
 PHANSTON  
 JEO**

Emergency Phone Numbers:  
 Austin: 911, 911, 911, 911  
 Pflugerville: 911, 251-4100, 251-4004  
 Manor: 911, 272-5522, 911

EMS  
 Fire Dept.  
 Police  
 Sheriff





# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

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52 Lennox Drive, Crownhill, Milton Keynes MK8 0AS, England  
Tel. 011.44.908.261426 or 011.44.908.261314 or 011.44.908.261440  
FAX 011.44.908.261429

Reply To: U.S. Office

FOR IMMEDIATE RELEASE  
July 20, 1990

Contact: Chris or Martin Theophilus  
512-288-1044

## MARK LUKE DANIELS SIGNED BY MAJOR ROCK STAR

PHANTOM PRODUCTIONS is proud to announce that MARK LUKE DANIELS, has been signed to an eight album deal by a "major rock star" and will be moving to Los Angeles to continue recording. The recently formed indie label, which is currently working on distribution details, has three artists, with DANIELS being the only country singer on the roster.

PHANTOM, in an early 1989 press release, made a "tongue in cheek" comment regarding PHANTOM's British recordings of DANIELS which took on a rock edged style and equated the PHANTOM UK product with a well known metal band. Little did we know how close DANIELS' rock association would be. It was PHANTOM, UK's Director, David Case, who provided the resource of the LA publisher, Monte Music for DANIELS.

DANIELS, managed for the past two years by the Austin-based PHANTOM GROUP, has a bright future ahead of him. The rock star, himself a film and multi-media artist, plans to steer MARK LUKE down the same path to success.

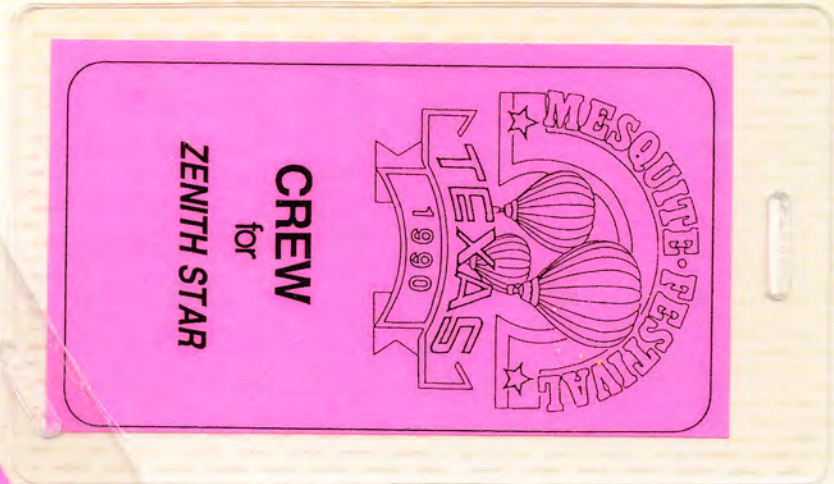
*Shadow of a Doubt*, a CD co-produced by PHANTOM, along with an in-house promotional video was used to cinch the deal.

U.K.

PHANTOM RECORDS • MYSTIKOS MUSIC (BMI) • PHANTOM VIDEO  
Austin Centre Tower, 701 North Brazos, Suite 500  
P.O. Box 4870, Austin, Texas 78765, U.S.A.  
Tel. 01.512.288.1044 or 01.512.320.9098 • FAX 512.288.4748

U.S.





**EMERGENCY NUMBERS**

LOST BALLOON  
HOLIDAY INN LBJ NORTHEAST  
341-5400

POLICE, FIRE, AMBULANCE  
9-1-1

DALLAS COUNTY SHERIFF  
749-8641

TU ELECTRIC  
554-1414

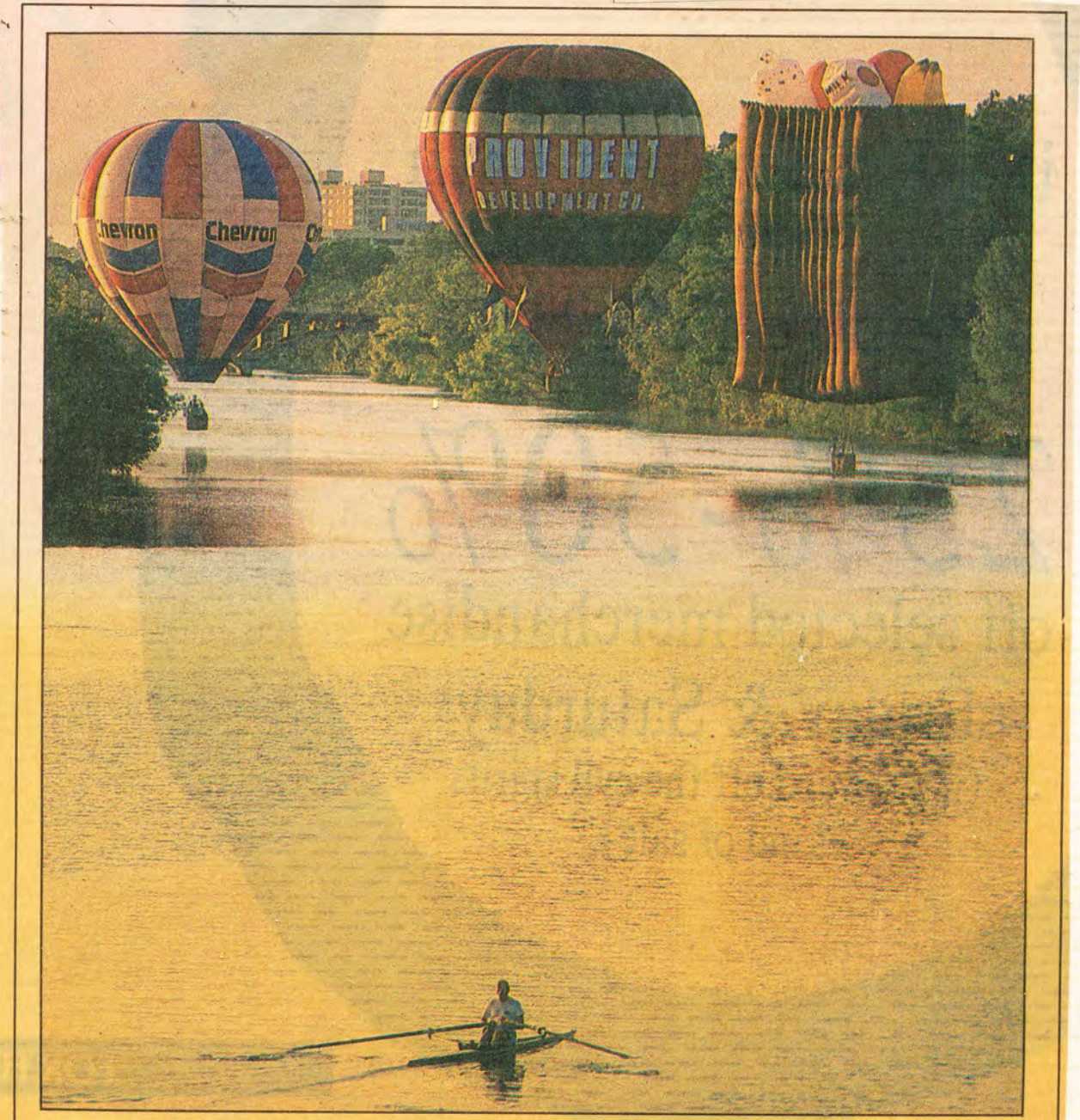
TEXAS HIGHWAY  
226-53

**OFFICIALS**

Pat Cannon (Mobile) (817) 832-7888  
Joey Hodges (Mobile) 502-5273  
Jack Nelson (Mobile) 984-9905  
David Conger (Mobile)

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Next best thing to a ride...Harris Branch Balloon Festival • Capture the excitement! 30 minute video • Aerial scenes, chase, moon glow- Send \$19.95. (+ \$3 shipping, handling and tax) to Phantom Video PO BOX 90936, Austin, TX 78701 or call (512) 288-1044.



Staff photo by Mike Boroff

### Sailing along the river

Hot-air balloon pilots lift off from Zilker Park on Thursday morning. The fliers are practicing for the Harris Branch Hot Air Balloon Festival and Race scheduled for today through Sunday. More than 75 balloonists are expected to compete for \$20,000 at Harris Branch, six miles east of Austin on U.S. 290.





**BALLOON CREW TRAINING  
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Professional crew training video "From the Ground Up"  
assembly, launch, chase & recovery from crew's  
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CREW TRAINING VIDEO

# "FROM THE GROUND UP"

*Narrated by DAN SHERRILL*

A highly energized comprehensive, yet concise training guide for  
HOT AIR BALLOON CREWING.

This video provides the detailed, step by step process that every  
crew member must know. It covers the crew's tasks including;

- unloading & packing • teamwork • setting up the basket & burners
- inflating the envelope • pilot commands • safety procedures
- the chase and even the champagne celebration.

SPECIAL FIRST RELEASE PRICE \$19.95 (VHS)  
(for BETA add \$5.00)

See this exciting new way to train crew members at the pre-registration  
area of the Holiday Inn on Thursday, or at the Headquarters Area at the meet.

---

ALSO, CAPTURE THE EXCITEMENT  
of the

## HARRIS BRANCH BALLOON MEET

BY ORDERING YOUR VIDEO COPY OF THIS EVENT NOW!

DELIVERY WILL BE IN 3 TO 4 WEEKS.

TO ORDER YOUR COPY OF EITHER OF THESE GREAT TAPES, PLEASE COMPLETE THE FOLLOWING.

Please send \_\_\_ copies of "FROM THE GROUND UP" or \_\_\_ copies of "THE HARRIS BRANCH BALLOON MEET"

TO: NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Regularly \$29.95, these tapes may be purchased separately for a special price of \$19.95 each  
or both tapes may be purchased for \$34.95 + tax and shipping of \$3.00 per tape. (BETA + \$5.)

Please enclose check with your order.



VIDEO is a PHANTOM PRODUCTIONS, INC. company.



# Certificate of Appreciation

Awarded to

*Martin Shepphird*

Whose dedication and hard work  
helped make the Harris Branch Balloon Festival of 1990  
a successful and memorable event.

*Car Shind*

Sept. the 18, 1990



# Business & Technology Center

5930 Middle Fiskville Road

Austin, Texas 78752

(512) 483-7542

August 1, 1990

Mr. Martin Theophilus  
P. O. Box 90936  
Austin, Texas 78709

Dear Mr. Theophilus:

This is to confirm the class you have agreed to teach for the Business and Technology Center this fall.

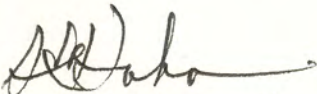
Marketing Commercial Music  
(BTP 1-102,001)      Oct. 8-31                      MW                      7:00-9:00 P.M.

If you have handout materials you will be presenting in class, please provide them to us at least five (5) working days prior to the start of the class. Also, please complete and return the attached Classroom Equipment Request so we can arrange your classroom properly.

This letter also confirms your pay rate of \$20.00 per classroom hour. Paychecks are available the last working day of the month in which you are instructing and must be picked up in person at the Business and Technology Center.

We certainly appreciate your assistance and look forward to working with you. Please contact me at 483-7726 if you have any questions.

Sincerely,



Jerry Haba, Coordinator  
Public Programs

Enclosure:  
Classroom Equipment Request

Austin Community College



## JAMES HINKLE

By any definition, James Hinkle is one of the best guitarists in the business. Currently performing as lead guitarist with the Marcia Ball Band, Hinkle has played at the famous Lincoln Center in New York City, the Jazz Festival and Mardi Gras in New Orleans, and the Rhythm and Blues Festival in Belgium. He has also performed on many national television broadcasts, including Austin City Limits, the Lonesome Pines Special on PBS and The Texas Connection on TNN.

Endorsements by the prestigious Fender Guitars, Miller Genuine Draft, Ernie Ball Strings and Shure Microphones have brought Hinkle recognition in his own right.

A native from Fort Worth, Hinkle began playing country/western and blues in local Texas bars. He moved to Austin in the early eighties and formed his own band, Housewives Choice, whose unique genre of music became a hit with the college crowd. After a successful Midwestern tour of the U.S. and distribution of their debut album in France, Hinkle had the opportunity to join the renowned Marcia Ball.

Hinkle is a multi-talented artist. Besides playing guitar he is also a very gifted singer/songwriter, having written over 100 songs. He is well-known for his versatility as a performer and has shared the stage with Chuck Berry, Albert Collins, John Lee Hooker, Johnny Winters, Lyle Lovett and a host of others.

Constantly challenging his many talents, Hinkle has moved into production and has two recording projects under his belt. He co-produced and arranged The Velvet Monkey Wrench's debut album, a unique collection of new-age songs, which has both European and U.S. label interest. In a totally different style, he also produced a three-song demo for country singer Tracy Lyn.

Future plans for Hinkle include a studio project to record an album of his own material, while continuing to extensively tour with his current band.

Contact: Phantom Productions, Incorporated  
Austin Centre Tower, 701 Brazos, Suite 500  
P.O. Box 4870  
Austin, Texas 78765  
Telephone: 512-288-1044/512-320-9098





*James Hinkle*  
(with the Marcia Ball Band)



**ERNE BALL®**



PHANTOM PRODUCTIONS, INC.  
United States • United Kingdom

(512) 288-1044





# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

July 4, 1990

## PHANTOM GROUP UPDATE

**MARK LUKE DANIELS'** promotional CD, *Shadow Of A Doubt*, is enclosed with our compliments. We have just completed an eight album deal with **GENE SIMMONS** of **KISS**, on his custom RCA label, **SIMMONS RECORDS**. **GEFFEN**, **POLYGRAM** and **COLUMBIA**, have all reflected strong interest in the product. **SIMMONS** views **DANIELS** as a multi-media artist. The **WILLIAM MORRIS AGENCY** has picked up **DANIELS'** booking beginning in August. Movie and commercial scripts are also being reviewed, given **DANIELS** recent success with the **TEXAS COORS** commercial.

**PHANTOM** is also proud to announce that another one of our Country artists, **TRACY LYN**, is rapidly winning awards including *Best New Artist On The Horizon* in a Houston area event. Clint Black's brother was one of the judges. Central Texas music industry professionals, in a Texas music magazine, named **TRACY LYN** as the *Best New Artist To Invest In*. She has been selected to open for **ALAN JACKSON** at Austin's Aqua-Fest and chosen by the **NASHVILLE NETWORK** to be one of nine featured acts to be interviewed and profiled on the network's **Chase & Crook Show**. The event includes; **THE GATLIN BROTHERS**, **LINDA RONSTADT**, **MICHAEL McDONALD**, **DEBORAH HARRY**, and **RODNEY CROWELL**.

**JOHN CAMBRIDGE**, **PHANTOM'S** British rock guitarist has been selected by Japan's **NIPPON GROUP** to complete a special music project with **JYC** this Summer. Details are being finalized in London next week.

**JAMES HINKLE**, recently endorsed by **FENDER GUITARS** and **ERNIE BALL** continues his U.S. tour with the **MARCIA BALL BAND**. The Texas blues band is also endorsed by the **MILLER GENUINE DRAFT** beer company. **HINKLE**, in his independent producer's role, has just completed several studio projects, will be in Scotland three weeks this Summer and will be initiating two more of his own projects when he returns. Cloning is definitely in order!

*Give the PHANTOM GROUP a call. Our artists ARE HAPPENING!*

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U.S.



**JULY 24**

# STARS OVER AUSTIN



Janet Lynn

Alvin Cro

Gary P. Nunn

Robert Earl Keel

Floyd Tillman

Show Time 7:00 PM  
Austin Opera House  
200 Academy Drive  
Austin, Texas  
Ticket Price \$5.00

For Information Call 512/480-8161

Listen For Radio Show Broadcast on Saturdays  
at 6:00 p.m. on KFIT 10.60AM

## TRACY LYN

*Invites You To Join Her*


JULY

- 6th - White Elephant Saloon, Ft. Worth (as full band) 8:45pm
- 7th - Frontier Days Benefit, Round Rock 7:00pm
- 10th - Austin State School 6:30pm
- 11th - Gruene Hall, Gruene 7:30pm
- 13th - Brazos River Bottom, Richmond, Texas 9:00pm
- 14th - Leon Springs Cafe, San Antonio 9:00pm
- 15th - Green Mesquite 7:00pm
- 21st - The Place, Woodsboro 9:00pm
- 24th - Stars Over Austin Show, Steamboat, 6th Street 7:00pm
- 25th - Saxon Pub, 1320 South Lamar 9:00pm
- 27th - Convict Hill, Oak Hill 6:00pm

*All gigs in Austin, unless otherwise noted*

TRACY LYN will be performing on the COUNTRY STAGE at AQUA-FEST AUGUST 9, 1990

Day	Thursday	Friday	Saturday
4	5	6	Matinee: Kim O'Connor
	DIRK BULLARD	TRACY LYN BAND	GARY P. NUNN & THE SONS OF T BUNKHOUSE
11	12	13	Matinee: Leslie Gail Brooks
MAIL S NY	BOB WILLS NIGHT with Leon Rausch & Don Edwards Tickets \$6 Reservations 624-9712	NIGHT TRAIN EXPRESS	DON EDWARDS & THE RUSH CREEK COWBOYS
18	19	20	Matinee: Dirk Bullard
Kim O'Connor	KIM O'CONNOR & FRIENDS \$3.25 Pitcher Night	DIRK BULLARD	HEART OF TEXAS
LESLIE GAIL BROOKS	KIM O'CONNOR	KIM O'CONNOR	HEART TEXAS
Matinee: 22 Dirk Bullard	23	24	25
LESLIE GAIL BROOKS	TRIPLE SPRINGS	TONY LANE & JON MASTIN	TONY LANE & JON MASTIN Aggie Exes Night \$2.50 Pitchers
26	27	28	29
DIRK BULLARD	SILVERADO	Matinee: Kim O'Connor	ALVIN CROWE & THE PLEASANT VALLEY
29	30	31	
LESLIE GAIL BROOKS	DIRK BULLARD	DIRK BULLARD	

**WHITE ELEPHANT SALOON**   
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# COMMERCIAL MUSIC INDUSTRY PROGRAMS

## BUSINESS FUNDAMENTALS FOR THE MUSIC PROFESSIONAL

Business issues unique to a professional career in the music industry. Topics include: publishing and song writing, the record industry, business management techniques and legal aspects.

## MARKETING COMMERCIAL MUSIC

Designed to help the musician, manager, or other individuals working in music, develop marketing plans, design professional promotional packages and identify the best resources for maximum exposure. The course will include information on promo content, graphics, demos, media and attracting interest in an act. In addition to the basic course content, experts from the related fields will provide practical application of the information.

## SUCCESSFUL ARTIST MANAGEMENT

The essentials of entertainment industry personnel management. Includes establishing the artist/manager relationship, planning work, career maintenance, and control issues. Guest speakers include top professionals.

## AUDIO TECHNOLOGY FOR THE MUSICIAN

## AUDIO TECHNOLOGY - LEVEL I

Continuation of Audio Technology-Level I. Students have more "hands on" experience in multi-track studios and utilize the most current techniques for modern audio productions. 18 hours studio recording and mixing. 2 hours lecture.

## HOW TO MAKE A RECORD

This course takes you step-by-step through the producing, manufacturing and marketing a recorded

## INTRODUCTION TO MIDI

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An overview of electronic music MIDI and computer history of the development, computer numbering MIDI definition, uses, and programming techniques on current equipment.

## VIDEO PRODUCTION, AN INTRODUCTION

An overview of the video production process, application of current video technologies, and how to turn video programs. Topics include computers and video time, budgeting, cable, editing, emerging technologies

Tracy Lyn

*Invites you to join her on*

### MAY

1st - ACC Rio Grande Campus	12 noon
2nd - ACC Riverside Campus	12 noon
4th - The Red Lion, Houston	8:00 pm
5th - The Place, Portland	9:00 pm
11th - Bob's Bar-B-Q, Round Rock	6:30 pm
12th - Bob's Bar-B-Q, Round Rock	6:30 pm
26th - The Place, Portland	9:00 pm

### JUNE

1st - Private Party, Portland	
8th - Bob's Bar-B-Q, Round Rock	6:30 pm
9th - Bob's Bar-B-Q, Round Rock	6:30 pm
11th - Southern Executive Inn, thru. Clute, TX	8:00 pm
16th (Saturday night)	9:00 pm
23rd - Private Party, Portland	
24th - Texas Showdown	7:00 pm

All gigs are in Austin, unless otherwise noted.

*Mark Luke Daniels*

INVITES YOU TO COME AND JOIN HIM

### JUNE

1st	- Waterloo Ice House, 1106 W 38th	9:30 pm
2nd	- Center Reef, San Marcos	9:00 pm
3rd	- Tx Showdown, 2810 Guadalupe	7:00 pm
7th	- Convict Hill, Oak Hill	5:00 pm
8th	- Cypress Creek, Wimberley	8:30 pm
10th	- Zilker Park Concert	7:00 pm
11th	- Scholz Garden, 1607 San Jacinto	7:00 pm
30th	- White Elephant Saloon Fort Worth	12:00am

All gigs are in Austin, unless otherwise noted

AS A FAN OF MARK LUKE'S, WE KNOW YOU WILL BE HAPPY TO LEARN THAT HE HAS JUST LANDED AN EIGHT ALBUM DEAL WITH A MAJOR RECORD COMPANY, DETAILS TO FOLLOW.

HE WILL BE IN LOS ANGELES FROM JUNE 12 - 28TH TO SHOOT A MUSIC VIDEO.

Mark your calendar to see Mark Luke at Aqua-Fest



June 6, 1990

Martin and Chris Theophilus  
Phantom Productions  
P.O. Box 4870  
Austin, Texas 78765

Dear Martin and Chris.

Thank you so much for coming to speak to my class in Marketing Commercial Music at ACC. Everyone enjoyed hearing an insider's perspective concerning the music industry. In sharing your personal experiences, you really gave the class the most valuable lessons of all. Where else could they meet and talk one-on-one to respected leaders in the industry? The time you spent with us and your commitment to sharing your knowledge with people just starting out is most sincerely appreciated.

One of the primary reasons for the success of ACC's commercial music curriculum is the wealth of information students gain from professionals like you that are willing to share of themselves in these classes. There is no greater teacher than experience.

Again, thank you as a friend and as a respected colleague. You're one in a million!

Best regards,

## Tracy Lyn

*Invites you to join her on*

### JUNE

- |               |   |          |
|---------------|---|----------|
| 1st           | - Private Party, Portland, TX                                 |          |
| 2nd           | - The Place, Woodsboro, TX                                    | 9:00 pm  |
| 3rd           | - Songwriter's Showcase, Brazos<br>River Bottom, Richmond, TX | 1:00 pm  |
| 4th           | - Scholz Garden, 1607 San Jacinto                             | 7:00 pm  |
| 8th           | - Convict Hill in Oak Hill                                    | 5:00 pm  |
| 9th           | - Mike's Place in Round Rock                                  | 7:00 pm  |
| 11th          | - Southern Exec. Inn, Clute, TX                               | 8:00 pm  |
| thru.<br>16th | (Saturday night)  | 9:00 pm) |
| 22nd          | - Mike's Place in Round Rock                                  | 7:00 pm  |
| 23rd          | - Private Party, Portland                                     |          |
| 24th          | - Texas Showdown  | 7:00 pm  |
| 27th          | - Stars Over Austin, Opera House                              | 7:00 pm  |
| 29th          | - Woodcreek Country Club,<br>Wimberley                        | 6:00 pm  |

All gigs are in Austin, unless otherwise noted

TRACY LYN WILL BE PERFORMING AT AQUA-FEST  
ON AUGUST 2, 1990

Austin Community College





# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

June 12, 1990

Reply To: U.S. Office

## MEMORANDUM

To: Members of the ACC Commercial Music  
Program Advisory Committee

From: Martin Theophilus

Re: American Electronics Association Scholarship Presentation

On June 27, 1990, at 4:00PM in the Austin Chamber of Commerce Board Room, the American Electronics Association will make a formal presentation to Austin Community College for the Townsend Miller Commercial Music Scholarship Program.

The Austin Chamber of Commerce office is located at One Congress Plaza, 111 Congress, Suite 10, Plaza Level. Parking is available in the Congress Plaza parking garage located just East of the Chambers' office on Brazos Street. Drive to the 9th floor and park in the designated Chamber parking area. Your parking ticket will be validated by the Chambers' receptionist.

Please include this event in your schedule, as we would like to have the Commercial Music Program well represented by its Advisory Committee. We will also hold a brief informal meeting following the presentation.

Martin Theophilus

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U.S.



## Orchestrating a move

### ACC to conduct music management classes at Austin Opera House

By Coretta Taylor  
American-Statesman Staff

Austin Community College is negotiating with the owners of the Austin Opera House in South Austin to hold many of its music classes at the building.

All arrangements have been made to conduct the classes at 200 Academy Drive except for signing the lease.

"That's all we're waiting on," said David Jones, head of the college's music and commercial music management program.

ACC holds most of its music classes at its Northridge campus in far North Austin, but a few music classes are also taught at its Rio Grande and Oaks Center campuses.

The proposed agreement, scheduled to be renewed on an annual basis, calls for the college to begin holding many of its music classes at the Opera House in August and to rent about 2,000 square feet for about \$600 per month.

Jones, who is orchestrating the move, said it is needed because music and commercial music management courses are be-

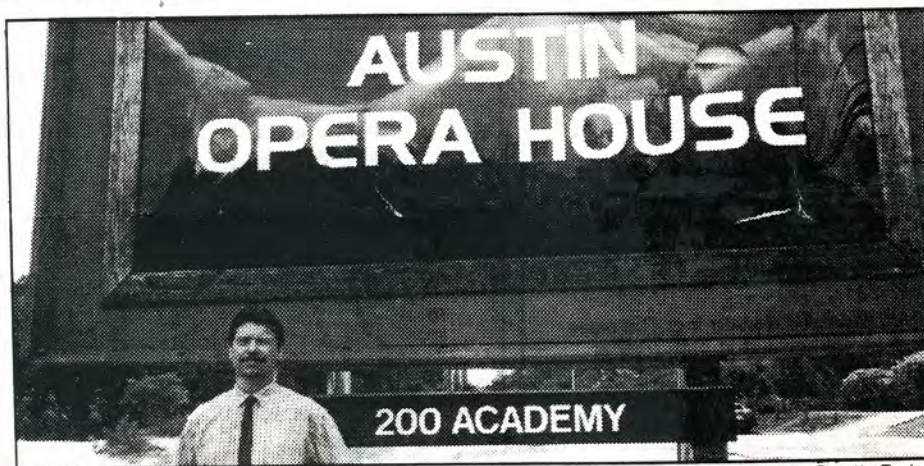
ing added and "we were running out of space."

However, the Opera House space will be a temporary solution to the music department's space problems, according to Charles Nafus, chair of the Northridge campus' humanities department, which encompasses the music department.

He said the college plans to have completed construction on music facilities at the Northridge campus by the end of 1993.

Until then, ACC students may take such

See ACC, Page 3



Staff photo by Coretta Taylor

David Jones is looking forward to the August day when many of Austin Community College's new music courses will be offered at Austin Opera House.

## ACC music classes going to Opera House

Continued from Page 1

new classes as music theory, arranging and composition, improvisation, ensembles, talent management, concert and stage production and private lessons at the Opera House.

Most of the college's other music courses will continue to be taught at the Rio Grande and Northridge campuses, Jones said.

"For the first time ACC will have a real music department and all the classes that so many community colleges" already have, Nafus said.

For example, Donald Chamberlain will teach the college's first

music theory class. "It's like you don't have a program unless you have this class," said Chamberlain.

Ironically, the decision to place the theory and other music classes at the Opera House complex, which is formally known as the Terrace Music & Film Complex, almost never happened.

Jones said ACC officials looked for space at an industrial park and apparently hadn't even considered the Opera House until one of its owners suggested the idea.

Jones said another faculty member was talking to Morris Lyda, a co-owner of the music complex,

about the school's space problems when Lyda said, "Well, how about the Opera House."

Jones said an advantage of the Opera House complex is that it also houses other music-related businesses, such as the Austin Guitar School, Arlyn (recording) Studios Inc. and B.B.A. Management/Fable Records.

"If a class wants to make a field trip to a recording studio, it's next door," said Jones, 40.

The prestige of the South Austin music facility, which was formerly owned by country music star Willie Nelson, is another advantage of the

move.

"The Opera House has always been one of the main music centers of South Austin," said Jones, of 5403 Jeffburn Cove. "If someone wants more (musical) training, what better area to be in than the hub of activity."

The move, which Jones said will bring an enrollment of about 350 students to the complex, will also be compatible with the family residences near the complex, which has enough parking to accommodate students, said Clark Lyda, Morris' brother and co-owner of the complex.



*Rod Kennedy Presents*

# KERRVILLE

# FOLK

# 1990

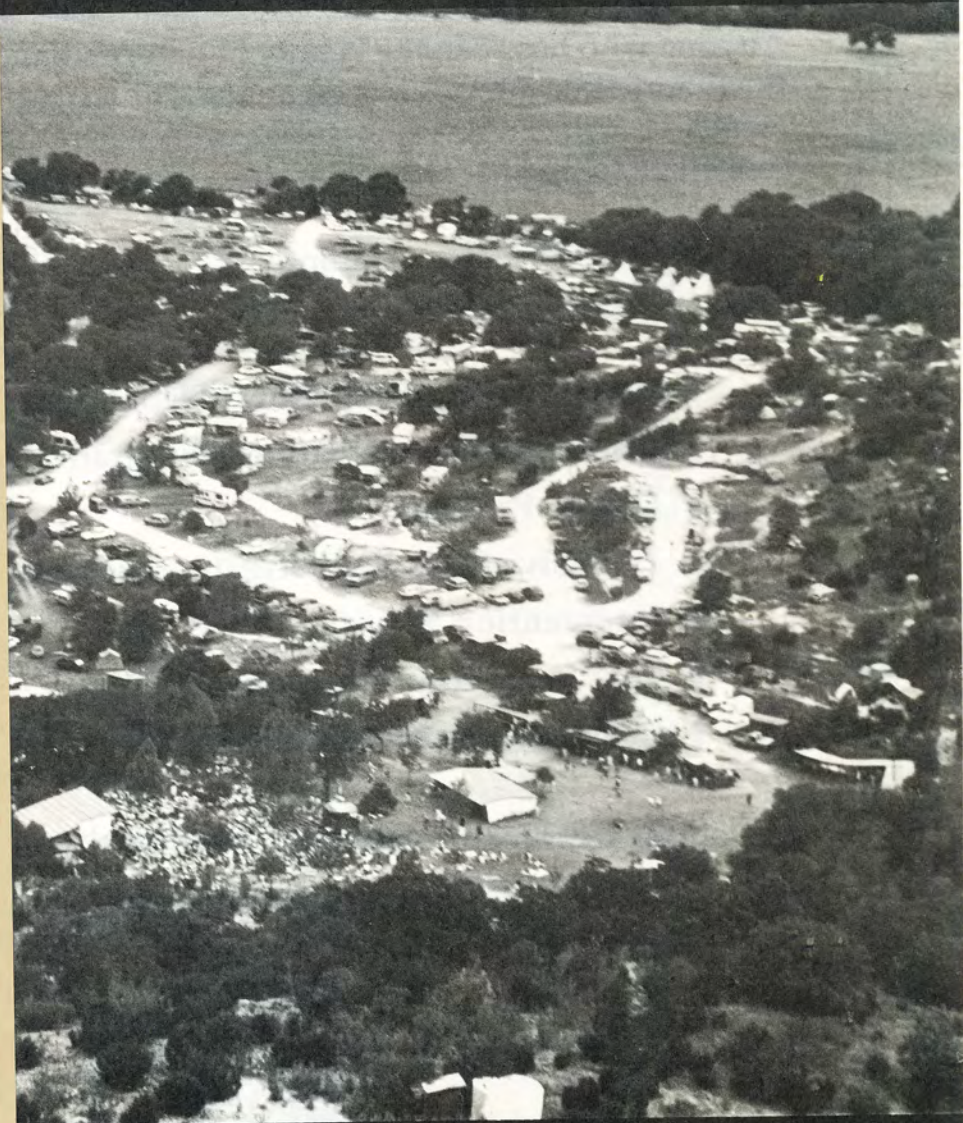
# FESTIVAL

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JUNE 1	FRIDAY at 9pm	ELECTRIC WIND
JUNE 2	SATURDAY at 8:45pm 2pm Matinee	YOUNG COUNTRY Bruce Williams
JUNE 3	SUNDAY at 4pm	JOHN GOODRUM BAND
JUNE 8	FRIDAY at 9pm Chisholm Trail Round-Up	THE PARTY CRASHERS
JUNE 9	SATURDAY at 9pm Noon-4pm 4:30-8pm Chisholm Trail Round-Up	RONNIE TILLSON & SOUTHERN COMFORT Leslie Gail Brooks & Company Kim O'Connor & Friends
JUNE 10	SUNDAY at 6pm 1pm Matinee Chisholm Trail Round-Up	RONNIE TILLSON & SOUTHERN COMFORT Kim O'Connor & Friends
JUNE 15	FRIDAY at 9:15pm	LARRY & THE BLUE NOTES
JUNE 16	SATURDAY at 9pm 2pm Matinee	AMOS STAGGS & THE UNSUNG HEROES Bruce Williams
JUNE 17	SUNDAY at 3pm	WALNUT SPRINGS BAND
JUNE 22	FRIDAY at 9pm	THE PENGWINS
JUNE 23	SATURDAY at 9pm 2pm Matinee	RAY WYLIE HUBBARD John Walker
JUNE 29	FRIDAY at 9pm	THE PARTY CRASHERS
JUNE 30	SATURDAY at 8:45pm Noon-4pm 4:30-8pm	ROSEWOOD Mark Luke Daniels Brian Houser

You'll enjoy our  
"elephant sized"  
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**FEST**  
Festival



La Hacienda

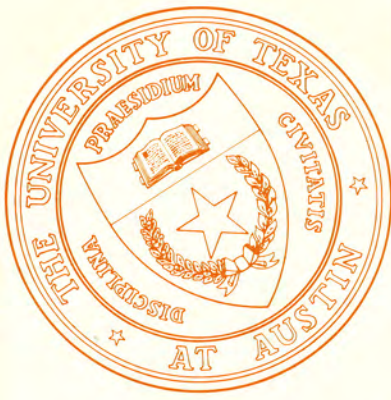
**VALLEY RANCH**



FRIDAY, MAY 18, 1990

1:30 P.M.

BASS CONCERT HALL  
PERFORMING ARTS CENT



AT AUSTIN

THE UNIVERSITY OF

FIRST

GRADUATE

COMMENTS

The U.

of

was

20 May 90

Dear Chris and Martin,  
Thank you for the Hastings  
Gift Certificate and graduation  
card. Your generous gift will  
be put to good use. Your  
thoughts are very much  
appreciated. Take Care,  
Debbie  
P.S. Best of luck to both of you  
as you begin a new phase with Pham

The Board of Regents, Administration,  
Faculty, and Degree Candidates  
of the University of Texas at Austin  
announce the completion of  
Degree Requirements and the Awarding of a  
Master of Business Administration  
in Marketing and Accounting  
to Deborah Ann Spalding  
on Friday, May 18, 1990 at 1:30 pm  
Bass Concert Hall, Performing Arts Center

The Evening Ceremony  
Saturday, May 19, 1990 at 7:30 pm  
Frank Erwin Center



Ann Sm  
Elizabeth Soc.  
and Simon Sokolo  
Jeff Charlton Spelman  
Deborah Ann Spalding  
MBA/MPA GRADUATES  
MAY 1990  
Ann St



Richard R. Shreves  
attorney-at-law

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&  
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a professional corporation

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Austin, TX 78701

GENERAL TERMS OF AGREEMENT

DATE \_\_\_\_\_

I, Gene Simmons intend to sign Mark Luke Daniels to SIMMONS RECORDS. Simmons Records is a custom label of RCA/BMG WORLDWIDE. I intend to release your (hereinafter, "you" refers to artist) records on my label worldwide under the general conditions listed below (and following this Letter of Intent, an additional Recording Agreement both parties will enter into...in GOOD FAITH)...

1. Simmons Records Recording Agreement will guarantee you a recording budget of between \$75,000 and \$100,000 all in for the first LP, as well as a 10 point artist royalty, inclusive of any obligation to a third party and/or Producer...Producer to be determined by Simmons Records in conjunction with you...8 SINGLE RECORDS LP OPTIONS by Simmons Records...Additionally, if you sell GOLD (500,000 pieces U.S.) or PLATINUM (1,000,000 U.S.) there will be an additional 1/2 point jump at every 500,000 units sold in the U.S....with a maximum of 2 additional points at 2,000,000 units U.S.

2. If I feel restrictions within my Custom Label situation at RCA/BMG (i.e. if I do not see "belief" in the artist), I reserve and you give me the rights to initiate talks with other MAJOR LABELS on your behalf...

You agree to accept whatever recording agreement I feel would best serve your interests. In such event, you shall receive a two thirds flow-through (one third to go directly to me from any/all sources relating to your records/videos, but not concerts and merchandising) and I shall continue to act as Production Company for the duration of the recording agreement and/or for the duration of your recording agreement with me, whichever is greater).

**GENE SIMMONS LTD., INC.**  
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Fax (212) 223-9221

# Like It Or Not, You're Going to Get a

# KISS

They've been around for like years and years...sixteen exact. During that time, the ers of the legendary group Kiss one through many changes, yet never "broken up." Quite an lishment in these days of "going r dropping bandmates. Gene s and Paul Stanley started out headlines that centered around mous make-up. The star, the cat, gue. Soon, however, their music er and they were well on their way ming one of the most influential rops of the '70s and '80s.

Their fame and fortune is sure to e on into the '90s, starting with urrent release, *Hot In The Shade*. oublem is the twenty-third of their and it treats us to Kiss at their ng best. Their tradition of sound ury is as strong as ever. To ment such a notorious release, ), along with Eric Carr and Bruce have made sure that their live are just as explosive. Their t 70-city world tour promises to be f the outrageous group's most al shows yet. The excitement up in Lubbock and heads to Austin y 6. In it, the band will unveil the piece of its retrospective show: a t, sunglasses-clad Sphinx that s lasers from its eye sockets. It's

one kiss that will surely blow you away!  
This is a powerful testament of the strength of a group that has constantly been riddled by the critics, still, they've managed to sell in excess of sixty million albums worldwide. They've survived the many musical trends that have surfaced and died during the past 15 years, never giving in to any of them. With this tour, all they want to do is be Kiss. "We decided to look back and get as close as we could to our past," says





1990



1990

1

MAY

1990

1

MAY

GENE SIMMONS  
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Direct Market Consultant

Box 255  
Austin 78767

837-6988  
Voice Page 480-3692



*Mark Luke Daniels*





# ACC OFFERS MUSIC MANAGEMENT PROGRAM

Austin is a music town, filled with bands hoping to strike it big. Unfortunately many band members don't have the business savvy to take a band beyond club performances into studios or record contracts.

Austin Community College is providing a solution with its new Commercial Music Management Degree Program. Designed to educate performers and others in the music industry, this program offers students an opportunity to earn college credits and eventually an Associate Degree in Applied Science, while at the same time furthering their professional careers.

"Initially the program was offered as a series of short continuing education courses," said Cynthia Reed, Student Activities Director. "Those classes were extremely successful, filled to the brim. So, we pulled it altogether into a degree program."

This summer ACC will offer commercial music courses in The Music Business System, History of Popular Music, and Musical Instrument Digital Interface (MIDI).

"In the Fall, we will offer the same courses as the summer semester plus Concert and Stage Production, Talent Management, Concert Promotion and Venue Management, and Legal Aspects of the Entertainment Industry," said David Jones, Head of the Music Department at ACC.

Peter Butcher, a member of the local, national and international music community, teaches one of the

new music management courses.

"I try to cover the gamut, from putting a band together to production, manufacturing records, marketing and record contracts," said Butcher,

who also manages the Austin band Tremors. "I am a firm believer that like any other business, the better educated these people are, the better they will be in the long run."

Martin Theophilus of Phantom Productions, Inc., is the chairman of the ACC Commercial Music Advisory Committee and one of the people who initiated the program.

"I went to Dan Angel (ACC's president) almost four years ago because I have seen schools coming up with programs like this in other parts of the country, and I knew it would be good for Austin," said Theophilus. "The primary focus was to try to increase the professionalism here. That's what was missing."

"What's so amazing about this program is the overall enthusiasm of the advisory committee, composed of working musicians. It's evident that the music industry is interested in our program and in making it a workable one. With the guidance of the committee, we design specific programs and courses to meet the needs of commercial music students that prepare for the working world," said Elbert Marcom, Assistant Vice-president of Academic Affairs and administrative liaison to the advisory committee.

By Renee Mims

# ARRIBA ART AND BUSINESS NEWS

FREE/GRATIS



OVER 30,000 EXPECTED  
FOR SAN ANTONIO 9TH  
ANNUAL TEJANO  
CONJUNTO FESTIVAL.  
INFO AND SCHEDULE  
ON PAGE 2.

MAY 1990

VIDEO SERVICES for the LEGAL PROFESSION

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## Business & Technology Center

5930 Middle Fiskville Road

Austin, Texas 78752

(512) 483-7542

April 10, 1990

Chris Theophilus  
Phantom Productions  
P.O. Box 4870  
Austin, Texas 78765

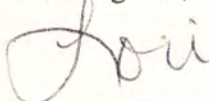
Dear Chris,

Thanks so much for agreeing to come with Martin to speak to my class at ACC. I know the class will profit greatly from your in-depth experience in the music industry. As we discussed, I feel video is a vital part of the marketing mix for up-and-coming artists, and I couldn't think of anyone better to share their knowledge with the class than you and Martin. Again, I would like you to also discuss your management strategies, too. You have an impressive roster of clients that would really interest the class. It will be informal, but please bring marketing materials you've produced to share with the class. I have arranged for a VCR and monitor, so that we can preview some of the videos you've produced. I'll be up front with you to guide the discussion and the question and answer period, so no formal presentation is necessary.

To confirm, you and Vince Hollister are scheduled to come in on Wednesday, May 23rd from 7:45-9:00 PM. The classroom should be the same one you taught in previously at the Business and Tech Center (Room 438). If any conflicts come up with your schedule, please let me know as soon as possible. I look forward to having you participate. The class can gain a lot of insight into this industry from sharing thoughts with true professionals like yourselves.

Again, thank you for sharing your time and enthusiasm. And thanks for thinking of me in terms of helping you out at Phantom Productions. I would love to do so. If you ever decide to expand your staff to include someone with my talents, I would definitely be interested in that as well.

Best regards,



Lori Garrigus



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The basic services included with each of the plans are:

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- wireless microphones
- attendance at the rehearsal with get acquainted with the wedding party and setting
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**Plan 1 (\$175):**  
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• wedding  
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• rehearsal dinner  
• reception (2 hours)  
• guest comments and good wishes

We can also assist you with music bookings for your wedding and reception.

A 50 percent deposit is required at the time of booking with balance due on delivery of finished tapes.

Phantom Video is the video Production arm of the Phantom Productions, Inc. We have been providing production services throughout Texas since 1964.





MARK LUKE DANIELS

*Shadow  
of  
A Doubt*

PR 12133

COMPACT  
disc  
DIGITAL AUDIO

1. Alcohol and Amarillo Highway (3:11)
2. Midnite Train (3:29)
3. Just My Missing You (3:45)
4. You Always Keep Me Waiting (3:08)
5. Honky Tonk Parking Lot (2:59)
6. Shadow of a Doubt (2:58)

7. Standing Trendy (2:56)
8. Fading Away Like My Jeans\* (2:42)
9. While You Waltz Across My Mind\* (3:02)
10. Runaway Train (3:08)
11. Texas Twilight (2:07)

Produced by  
Bill Monte and Mark Luke Daniels  
Executive Producers  
Chris Theophilus & Martin Theophilus

all songs published by  
© Herb Monte Music BMI  
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United States • United Kingdom

CHRIS THEOPHILUS  
Director of U.S. Operations

Austin Centre Tower  
701 Brazos, Suite 500  
P. O. Box 4870  
Austin, Texas 78765 USA

US (512) 320-9098  
(512) 288-1044  
TELEX 763933  
FAX (512) 288-4748  
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PHANTOM  
PRODUCTIONS, INC.

CHRIS THEOPHILUS  
Director of U.S. Operations

UNITED STATES  
Austin Centre Tower, 701 Brazos, Suite 500  
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TEL 512-288-1044 or 320-9098  
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PHANTOM VIDEO • MYSTIKOS MUSIC  
PHANTOM RECORDS







**READY IN TEXAS**—Cedar Creek recording studio in Austin has built its business on a mixture of demos, movie soundtracks and album projects. Studio owner Fred Remmert, shown above at his MCI 600 Series console, said the studio's main attraction is "the atmosphere. It's on a small ranch and it's comfortable."

TAP YOUR FEET,  
SING A LITTLE BLUES,  
DANCE TO THE SALSA  
TIL THERE'S HOLES  
IN YOUR SHOES—

THE CAUSE IS WORTHY,  
THE MOOD IS RIGHT,  
FOR

ADMIT ONE

Saturday, April 28, 7:30—  
KLRU Studios  
UT Communications  
26th and Guad

7:30

Reception  
Studio  
Silent Auction

Introduction  
Harold Blair  
Association  
Austin

*Austin Music Live Tonite!*

is sponsored by the Austin chapter of the American Electronics Association in conjunction with the Austin Music Industry Council. All proceeds will benefit the newly established Commercial Music program at Austin Community College. We thank you for your support.

9:20

Intermission

9:40

Christine Albert  
David Halley  
Mark Luke Daniels

10:15

Awards Presentations  
Donation to ACC

10:30

Omar and the Howlers

**American Electronics Association**

Ticket design by Julie St. John, CompuAdd Corporation.  
Paper donated by OK Paper Company. Printing donated  
by InstyPrints.

*Austin  
Music  
Live  
Tonite!*





## Austin Community College Commercial Music Management Degree Program

Recognizing music as one of the growing enterprises in Central Texas, the Music Department at Austin Community College has established a Commercial Music Management (CMM) program that offers college-credit courses.

### First Semester

- English Composition
- Music Fundamentals
- Personal Computing
- Music Business System
- Restricted Elective

### Third Semester

- Intro. to Technical Writing  
or Business Writing Skills
- Principles of Marketing
- Restricted Elective
- Restricted Elective

### Second Semester

- Math for Business & Economics  
or Technical Math
- Social Science (Choice)
- How to Manage a Small Business  
or Freelance Management  
or Principles of Management
- Legal Aspects of the Entertainment Industry
- History of Popular Music

### Fourth Semester

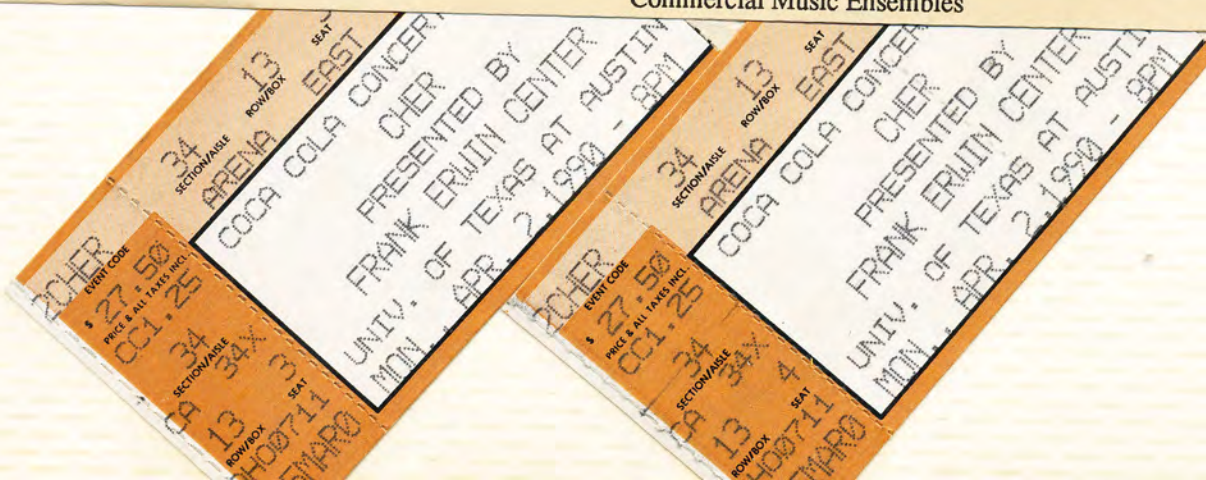
- Restricted Elective
- Restricted Elective
- Restricted Elective
- Restricted Elective
- Free Elective

Restricted Electives are courses that may be chosen from the following list.

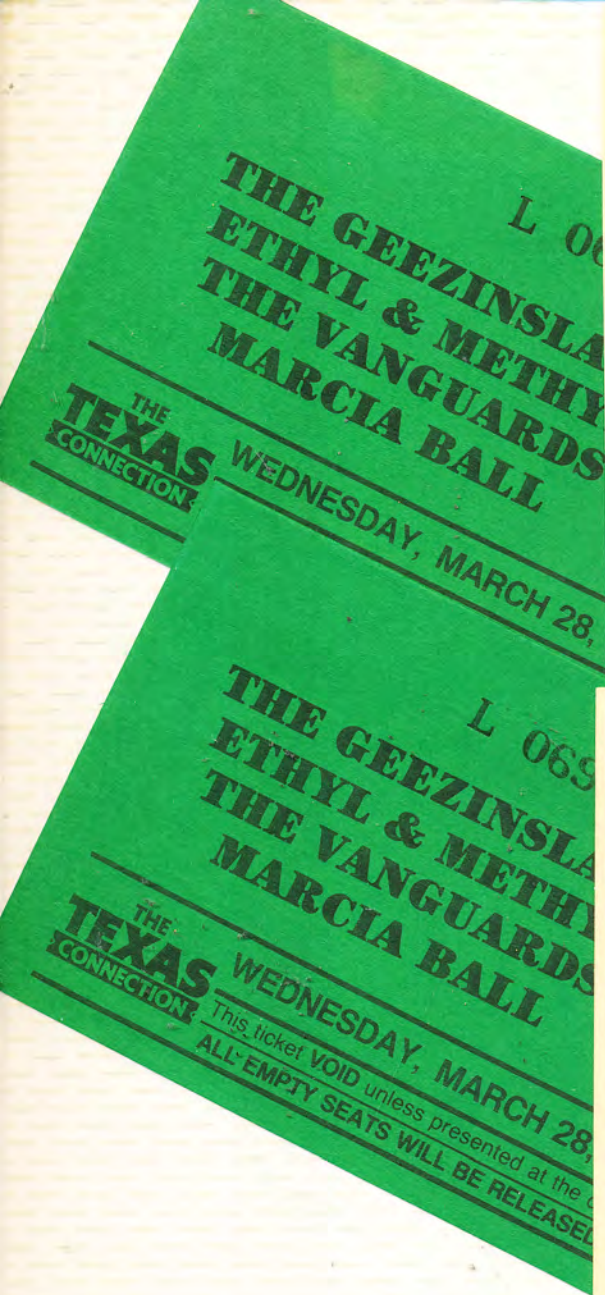
- |  |                                    |   |
|--|------------------------------------|---|
| ·Talent Management                           | ·Music Marketing and Merchandising | ·Jazz History                               |
| ·The Record Industry                         | ·Salesmanship                      | ·Elementary Sight Reading<br>& Ear Training |
| ·Concert and Stage Production                | ·Advertising                       | ·Major Voice Ensemble                       |
| ·Concert and Promotion and Venue Management  | ·Retailing                         | ·Instrumental Ensemble                      |
| ·Musical Instrument Digital Interface (MIDI) | ·Business Finance                  | ·Radio and TV Announcing                    |
| ·Advanced Audio Production Synthesis I       | ·Public Relations                  | ·Television I                               |
| ·Synthesis II                                | ·Guitar Class                      | ·Television II                              |
| ·Music Publishing                            | ·Piano Class                       | ·Audio Production                           |
| ·Live Performance Presentation               | ·Music Appreciation                |   |

Listed below are some additional CMM and proposed music courses soon to be offered at Austin Community College.

### Commercial Music Ensembles







# THE TEXAS CONNECTION

This is a big week for "THE TEXAS CONNECTION," our new Texas music series for The Nashville Network (TNN). Tonight's show marks the half-way point in our taping season, and this Saturday is the series premiere! Tune-in to TNN Saturday at 9:30 p.m. (Austin cable channel 35) for a half-hour with Austin's own ASLEEP AT THE WHEEL! The program repeats Sunday morning at 12:30 a.m. and again the following Friday at 7 and 10 p.m. (Central time).

Tonight's show offers lots of yuks, good country music, and some rockin' good-time boogie-woogie blues--just another example of the variety of Texas music.

### March 28, 1990

- 8:00 p.m. ETHYL & METHYL
- 8:30 p.m. THE GEEZINSLAWS
- intermission-
- 9:30 p.m. THE VANGUARDS
- 10:00 p.m. MARCIA BALL

Each act will perform about 20-25 minutes, with quick set changes and a longer intermission (with fresh COLD BEER) mid-way. It's OK to stand up and stretch between acts, but please don't leave the studio until intermission. Our rest rooms are on the 2nd and 3rd floors.

Special thanks to Lexington Suites Hotel for providing accommodations and Brown Distributors of Austin for providing the cold Budweiser. Join us in thanking our hard-working volunteers for acting as ushers, beer servers and security.



**Marcia Ball Band**  
 P.O. Box 2629  
 Austin, Tx. 78768

For Booking:  
**David Hickey**  
 P.O. Box 330160  
 Ft. Worth, Tx. 76163  
 817 346-6666





## PHANTOM PRODUCTIONS, INC.

Presents a super line-up of Austin's most talented singer/songwriters at a special showcase.

Thursday, March 15th, 1990

at

Headliners East, 406 E. 6th St., Austin

(in the Bojangles Room upstairs)

8:30 pm to 12:30 am

PLEASE JOIN US

8:30 pm

### OLIN MURRELL



The music of Olin Murrell is very rich in American influences and might be said to represent the epitome of modern folk music. Boogie woogie blues, rockabilly, and touching ballads are all exponents of Murrell's talents.

His 22 years in radio have given him a terrific assortment of stories and characters on which to base his lyrics. He tours extensively, performing at festivals throughout Texas, Kansas, Oklahoma and Arkansas.

9:00 pm

### LINDEN SHERWIN



Linden's songs reflect a unique blend of influences. She writes of love and life, using vivid descriptive imagery and blending emotions with an element of wit and eccentricism to give her folk/country music

its individualism.

At the 1990 MIDEM, her music attracted the strong interest of half a dozen European labels and publishers and details are being finalized for a West German tour to support licensing her debut album *Copper Moon* in that country.



9:30 pm

### JAN SEIDES

Jan Seides is a singer/songwriter with an eclectic writing and performing style covering a wide range of genres from folk to pop to jazz.

Her writing talents won major awards in both the 1988 and 1989 Music Umbrella competitions. She has played throughout the U.S., including New York, Los Angeles and Nashville.

10:00 pm

### MARK LUKE DANIELS



An outstanding singer/songwriter of contemporary country, he has a unique and 'authentic Texas' style. Based on contagious melodies and powerful lyrics, Daniels 120 original

songs can take you places you want to go and make you remember ladies you thought you had forgotten.

He has performed in Europe and throughout the U.S., last month playing with Joe Ely to sold-out shows in the Midwest.

Daniels' debut album *Shadow Of A Doubt* was recently completed in Los Angeles and will be presented to the labels.

10:30 pm

### TRACY LYN



A fresh, young talent on the Austin music scene, this gifted singer/songwriter blends contemporary and traditional country to form an authentic and sincere genre of music.

She gained significant media attention when she opened for Ray Price at the 1989 Austin Aqua Fest. Recently chosen as a finalist in the Female Songwriter of the Year and voted as one of the top three artists to invest in by a Texas music magazine.



11:00

### CHRIS CRAWF

Chris Crawf's vocal style has been likened to Jen together with depth of Karl, well as being a songwriter, (well known as

female studio vocalist in Austin. She is a performer with a diverse musical qualities. The more you want to.

11:30 pm

### STEVE ALEXANDER



Solo rockin' blues and electric. N who pioneered New York underground the early '80s has returned to Austin. Original material and versions of Delta classics, Alexander is

a gripping performer who has lived This former Rough Trade and recording artist has just released cassette album *Dirt and Sky* and playing the well-known blues club Antone's.

12:00

### MICHAEL



Probably one of the finest pop writers, melodies and lyrics, a distinct vocal earned Michael a deserved reputation coast to coast.

south by southwest music and media conference. austin, texas.

# Chris Theophilus

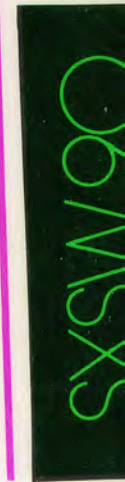
Phantom Productions, Inc.

Austin, TX

# Martin Theophilus

Phantom Productions, Inc.

Austin, TX







★ KEMO MUSIC BMI  
 PYRAMID MUSIC ASCAP  
 ★ HERB MONTEI MUSIC BMI  
 ENGINEER BILL'S RECORDING

★ ADMIN. BY  
 SCREEN GEMS EMI

**MONTEI MUSIC GROUP**  
 Elizabeth Montei  
 Professional Manager  
 818 - 780-3146





# NIGHTLIFE

## TONIGHT

**South by Southwest**  
 Phantom Productions  
 showcase with Michael Aielli,  
 Steve Alexander. Chris  
 Crawford, Tracy Lyn, Mark  
 Luke Daniels, Jan Seides,  
 Linden Sherwin, Olin Murrell  
 Headliners East upstairs



...one of eight  
 ...roductions acts  
 ...Headliners East



MARTIN  
 THEOPHILUS



CHRIS  
 THEOPHILUS

**CHRIS  
 THEOPHILUS**

Phantom Productions, Inc.  
 Austin, TX

south by southwest



**SXSW II**

music and media conference  
 march 10-13 austin texas



**PHANTOM PRODUCTIONS, INC.**  
 North America • Europe • Asia  
 Presents

A talent-loaded showcase of Austin's  
 finest singer/songwriters  
 Thursday, March 15th, 1990  
 Headliners East, 406 E. 6th St., Austin  
 (in the Bojangles Room upstairs)

- 8:30-Olin Murrell
- 9:00-Linden Sherwin
- 9:30-Jan Seides
- 10:00-Mark Luke Daniels
- 10:30-Tracy Lyn
- 11:00-Chris Crawford
- 11:30-Steve Alexander
- 12:00-Michael Aielli

south by southwest

**SXSW 90**

music and media conference

AUSTIN TEXAS





SET LIST

TICKET TO LOVE    RESTLESS  
 DON'T KISS    LET IT RIDE  
 MISSIN' YOU    THAT'S THE  
 I WANNA BE    WAY LOVE  
 I DON'T NEED YOU    OUGHTA BE  
 DON'T TAKE MEMORIES    DID YOU SAY  
 HIT & RUN    LOVER  
 THAT'S THE WAY MAMAS ARE  
 COLOR ME BLUE  
 DON'T YOU JUST LOVE LOVE

# OF NOTE

AUSTIN MUS \* I \* C

AUSTIN MUSIC INDUSTRY COUNCIL

*The Monthly Member Newsletter*

February 1990

\* AMIC's Board of Directors has created four committees on which Members are eligible to serve. They are: Business Development, Education, International, and Membership/Fundraising. If you'd like to find out more about how you can become involved, call: Roy Woodrum, Business Development, 478 8585; Chris Theophilus, International, 288 1044; Membership/Fundraising, Marianne Waters, 250 81213, and Education, Bill Cormack 452 0710.

\* Tax or music business accounting questions? Be sure to attend next week's seminar, Tuesday, February 27. See the enclosed flyer for complete details.







**TRACY LYN**  
TRACE THE BEGINNINGS

Tracy Lyn - Acoustic Guitar/Vocals  
James Hinkle - Electric Guitar/Dobro  
Don Bennet - Bass • Rodney Craig - Drums  
Champ Hood - Fiddle  
Recorded at Cedar Creek Studios  
Producer - James Hinkle • Engineer - Fred Remmert  
Exec. Producers Tracy Lyn/Martin & Chris Theophilus  
Management - Phantom Productions, Inc.  
701 Brazos, PO Box 4870,  
Austin, Texas 78765



Special thanks to all my family and friends who  
donated to make this recording possible.



*Dear Family & Friends,*

*Thank you so much for your kind and generous support.  
Because of your faith in me I was able to record a  
professional demo tape.*

*I hope you enjoy the tape and please know that I  
appreciate your vote of confidence.*

*Tracy  
Lyn*

*Sincerely,*

*Tracy  
Lyn*





cedar creek recording  
24 track automated  
fred remmert  
5012 brighton road  
austin, texas 78745  
(512) 444-0226









**MARK LUKE DANIELS**

*Shadow of A Doubt*

**SHADOW OF A DOUBT**



Mark Luke Daniels—All vocals, acoustic guitar, harmonica  
 Neil Larson—Guitar, electric guitar, harmonica  
 Gene Ebers—Fiddle (courtesy of MCA)—Piano  
 Ray Asstrop—Pedal steel  
 Jimmy Struble—Bass  
 Will Ray—Electric fiddle, bass  
 Tim Horgan—Trumpet  
 Thresa Howell—Backup vocals

Produced by Bill Monte and Mark Luke Daniels  
 Executive Producers—Chris Theophilus and Martin Theophilus  
 Engineer—Bill Monte  
 Photography, Design and Art Direction—Andrew W. Long  
 Recorded at Monte Music Group Studio 1, A Hollywood, California  
 Mastering—Glenn Meadows, MasterTonic, Nashville

**SPECIAL THANKS TO:**  
 Mike Jordan & the Rockermatics, Martin Theophilus, Billy Joe Shaver,  
 U J Coax, John McE, Tom Struble, Marlene, the Jordans,  
 the Crayhunks, Liz Coulter, G.D. & M, Tommy Joe Hill,  
 Gene Ebers for friendship and support  
 and to the Head Banchee, We'l laugh

**THANKS ALSO TO:**  
 Elizabeth Monte, Sheila and David Coase  
 all musicians who worked on the album my mother and family for support, friends and fans

Mark Luke  
 Management  
 Austin, Texas (own)  
 P.O. Box 282, A  
 T.C. 78701  
 For info



**SHADOW OF A DOUBT**

His potential is on fire  
 Personality's all charm  
 He'll agree with you forever  
 Smooth twist off your arm  
 He'll lock you in and hold you  
 He'll lock you in and hold you  
 When you're not looking he'll slip out  
 Lives beneath the cover of darkness  
 Know of a doubt

**STANDING TRENDY**

She's standing trendy at the bus stop  
 The boys are moving slow  
 They're hanging round the block  
 She acts like she don't have a care in this world  
 Every girl a woman  
 Sugar daddy's little girl  
 She's standing trendy at the bus stop  
 My pressure's rising  
 My tears is lookin like a clock  
 I swear the shit must be a millionaire  
 Probably ran off after a little street in Paris

**SO ROCK BABY**

So rock baby for you know that you've been humming  
 Roll steady for a sweet gum drop  
 Sneeze baby how you know that bus is coming  
 Straight to you I wish that I was running  
 For you know that bus is coming  
 She's standing trendy at the bus stop  
 Chewing heavy on a sweet gum drop  
 I do believe things are getting out of hand  
 It's a safety violation in a traffic jam  
 baby to that tune that you've been humming  
 For you know that bus is coming  
 I wish that I was running  
 The bus stop  
 thing she's got  
 and she'll be gone

**FADING AWAY LIKE MY JEANS**

We tried love on like a new pair of jeans  
 It was perfect—it fit just right  
 We've worn it well through the years  
 But it seems  
 You wear a new dress every night  
 Guess the old jeans were just too tight  
 I'm fading away like my jeans  
 Ripping apart at the seams  
 I'm losing you like they're  
 Losing their blue  
 I'm fading away like my jeans  
 The closet is full of memories  
 The story of what we were  
 Those old jeans still look good  
 But they're lost in your fanatic  
 And I'm losing my country  
 I'm fading away like my  
 Ripping apart at the seams  
 I'm losing you like they're  
 Losing their blue  
 I'm fading away like  
 I'm getting old  
 I'm fading away

**HONKY TONK PARKING LOT**

My mama told me son  
 You had a better raising  
 The life's a blazing  
 If you don't get arrested  
 You're going get shot  
 Son, why do you want to hang around  
 That old honky tonk parking lot

She said much less than you bargained for  
 That's much more than you got  
 That old honky tonk parking lot

Girly's in the parking lot  
 Pulling on a bottle  
 Sucking on a rope  
 In the midnight smoke  
 Handing her a tune  
 I think those two really ought to get a room

Much less than they bargained for  
 That's much more than they got  
 That old honky tonk parking lot

Leaving on a Buck, Bob's waiting  
 Looking for a light  
 He don't come to home  
 Cooking up steam  
 I think the new's worth  
 Much less than  
 That's much  
 That's worth

**Phantom Productions, Inc. MARK LUKE DANIELS - SHADOW OF A DOUBT PR 12133**

**ALCOHOL AND AMARILLO HIGHWAY - MIDNITE TRAIN - JUST MY WAY OF MISSING YOU**  
**YOU ALWAYS KEEP ME WAITING - HONKY TONK PARKING LOT**  
**SHADOW OF A DOUBT - STANDING TRENDY - FADING AWAY LIKE MY JEANS**  
**WHILE YOU WALTZ ACROSS MY MIND - RUNAWAY TRAIN - TEXAS TWILITE**







PHOTO BY ANDREW W. LONG



# Mark Luke Daniels



(512) 288-1044

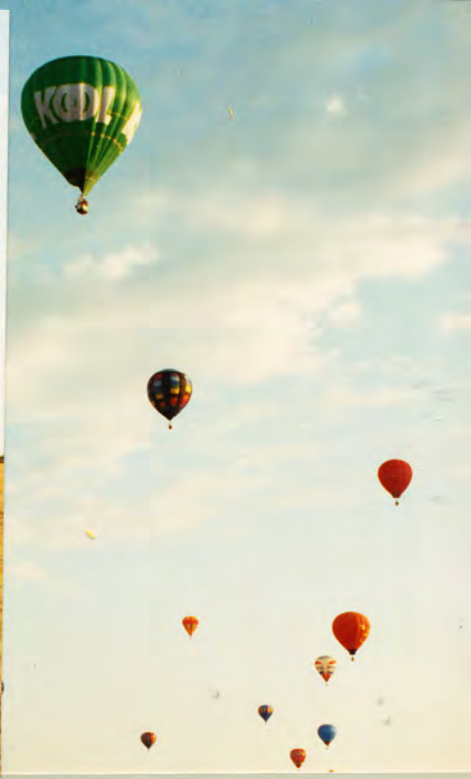


**MARK LUKE DANIELS**

(512) 474-8468

PHANTOM PRODUCTIONS, INC. United States - United Kingdom  
Austin Centre Tower - 701 Brazos, Suite 500, PO Box 4870  
Austin, Texas 78765 USA (512)320-9098,  
TELEX 763933, FAX (512) 288-4748 UK 011.44.908.261426







~~You'll be treated like royalty on this queen of the fleet.  
Two days---London, Paris for three---  
A holiday gift for you to be  
Chosen with Connie whenever you choose  
With love from the Milburns at Christmas whose  
Wish for you in December '89  
Is that your holiday's merry,  
That you travel and dine...  
Having the best in romantic spots  
Creating special memories and certainly lots  
Of special moments, you may listen again  
Then plan your journeyk LET THE JOY BEGIN!~~

II:

Christmas is here and this gift's for you  
Valerie and Bob, just for you two!  
Milburn Air takes you to big N Y C  
A driver awaits you for the next part to be...  
A flight on the Concord to London you'll go  
Your suite's at Claridge's!  
What Fun!...Ho, Ho Ho!  
Take in a play, a tour, a short visit with Ada  
You need only pack as more fun awaits you. *ya*  
A tower suite overlooks Lake Zurich---THE VIEW! *(ya)*  
As you stay at the Dolder Grand...just you two!  
Or do you prefer Brenner's Park Hotel?  
If you prefer Baden Baden, this is "swell!"  
Fuschl Lake is your other choice,  
At Schloss Fuschl ---it's Christmas, Rejoice! *Rejoice!*  
For your next stop is Paris---three days at the Ritz!  
Your driver takes you, there's nothing you'll miss!  
Tour d'Argent, Tallivant, places to dine...  
Lauren may be your favorite---the fare is divine! *divine*  
You'll shop, you'll relax until time to fly  
The Concord back and Milburn Air, bye and bye.  
Or if you want, here's a whole different scheme  
On the Q E II, the creme de la creme.  
Cruise away for fave fabulous days  
Two, London; Three, Paris, Fun and *Gay Gay*  
Your memories will flourish.  
Romance is the game  
You need only call Connie and give her your name  
And tell her your choice, what to do.  
From Bill and Elizabeth with love, this gift for you.  
So, "Merry Christmas", we love you, as we leave the 80's behind  
The 90's await you with the most special times!

FUSCHL  
SCHLOSS

DAZOU  
TALLIVANT



1990 AUSTIN MUSIC INDUSTRY COUNCIL BOARD OF DIRECTORS NOMINEES

CURRENT:

- Ernie Gammage
- Beverly Griffith
- Marienne Waters
- Mike Workman
- Steve Shook
- Mike Sandefur
- Cindi Lazarri
- Bill Shea
- Robert Strait
- Bruce Sheehan

NEW:

- Bill Britton, NCNB
- Bill Cormack, Texas Music Educators Association
- Sandy Edwards, Franklin Federal Bancorp
- Joel Guzman, producer
- David Johnson, studio owner, producer, publisher
- Rick Lawn, Chair, UT Music Dept.
- Ben Morris, ad manager, M.O. & C.
- Susan Piver, Antone's Records
- Mike Stewart, manager, engineer
- Chris Theophilus, partner, Phantom Productions
- Roy Woodrum, CFU, Texas Pacific Film and Video



TEXAS • WORLD • TELEPORT  
A GUYCOM Company

Dec 12, 1989

Martin -

I certainly enjoyed our visit this PM. I apologize for not having my head on straight about our meeting place. Your wife is charming, a real delight. Hope we can work together in the areas.

TD



INNOVATIVE  
COMPUTER  
TECHNOLOGY

Chris Theophilus  
U.S.A.

Research and Development  
Sales and Distribution  
52 Lennon Drive, Crownhill  
Milton Keynes MK8 0RS  
England  
Telephone:  
(0908) 261426/261314/261440  
Fax: (0908) 261429  
Modem: (0908) 261430

Far East Sales  
and Distribution  
1F Parker House  
72 Queen's Road, Central  
Hong Kong  
Telephone:  
852 5-243828/852-228323  
Fax: 852 5-8101381

U.S.A. Sales and  
Distribution  
Suite 500  
Austin Tower Centre  
701 North Brazos, Austin  
Texas 78765 U.S.A.



PHANTOM  
PRODUCTIONS, INC

CHRIS THEOPHILUS  
Director of U.S. Operations

UNITED STATES  
Austin Centre Tower, 701 Brazos, Suite 500  
P.O. Box 4870 • Austin, Texas 78778  
TEL 512-288-1044 or 320-9090  
FAX 512-288-4748

UNITED KINGDOM  
TEL 011.44.908.261426  
FAX 011.44.908.261429

PHANTOM VIDEO • MYSTIKOS  
PHANTOM RECORDS



PHANTOM  
PRODUCTIONS, INC

MARTIN THEOPHILUS  
Director of Technical Operations

UNITED STATES  
Austin Centre Tower, 701 Brazos, Suite 500  
P.O. Box 4870 • Austin, Texas 78778  
TEL 512-288-1044 or 320-9090  
FAX 512-288-4748

UNITED KINGDOM  
TEL 011.44.908.261426  
FAX 011.44.908.261429





Lena Guerrero  
State Representative  
Travis County

December 8, 1989

Mr. Martin Theophilus  
Phantom Productions, Inc.  
701 North Brazos, Suite 500  
P.O. Box 4870  
Austin, Texas 78765

Dear Mr. Theophilus:

I would like to thank you for your letter of November 29. I appreciate your communication with me, it was nice to hear from you.

I am glad to hear that you are doing well. It is my hope that Phantom Productions will become a leader in the music industry here in Texas. Culture is an important aspect of Texas life and I will continue my efforts to preserve it by supporting the arts.

Again, thank you for writing me. Good luck.

Sinceramente,

A handwritten signature in blue ink, appearing to read "Lena".

Lena Guerrero  
State Representative  
District 51

LG/yl



TEXAS HOUSE OF REPRESENTATIVES



GIBSON D. (GIB) LEWIS  
SPEAKER

December 7, 1989

Mr. Martin Theophilus  
Phantom Productions, Inc.  
P.O. Box 4870  
Austin, Texas 78765

Dear Martin:

Thank you for your letter informing me of the creation of a Commercial Music Degree program at Austin Community College. It is certainly quite an accomplishment and I commend you for all of your hard work.

I also appreciate your sharing J.T.'s son's success as the lead guitarist for the Marcia Ball Band. Since I have heard the Marcia Ball Band, I have also probably heard James perform.

Martin, thank you again for your letter and whenever I can be of assistance, please don't hesitate to let me know.

Sincerely,

A handwritten signature in cursive script that reads "Gib Lewis".

Gibson D. (Gib) Lewis  
Speaker

GDL/ktn



# ★ THE AUSTIN ★

# CHRONICLE

## A LIST OF AUSTIN RECORD LABELS



## THE LIST

Compiled by E. A. Sreer

### AUSTIN RECORD LABELS

**ANTONE'S RECORDS**, Jim Yanaway, Cass  
Box 2512, Austin, TX, 78768,  
FAX (512) 444-7680. Juke Jumpers,  
Saley, Legendary Stardust Cowboy,  
The Howlers, Ponty Bone and the S-  
mes, The Mannish Boys, R.C. Banks,  
Jimmy Carl Black, Sweaters, Denny  
Freddie Steady's Wild Country, Big  
From Texas, Leroi Brothers, Teddy &  
Ups, Texana Dames, Live At Raven's,  
Newman, Ellis Marsalis, Cornell  
"If it's a hit, it's Amazing." National  
national sales.  
**BSW RECORDS**, Tom Roudebush, P.O.  
48, Austin, TX, 78716, 282-5682.  
Blanch, Vince Bell, R.C. Banks.  
**DEPPEW'S RECORDS & TAPES**, Susan Piver,  
Johns, 2928 Guadalupe, Austin, TX,  
12-0617, FAX (512) 477-2930. Memphis  
t Murphy, Angela Strehli, Lou Ann  
Marcia Ball, Eddie Taylor, Ronnie  
es Cotton, Doug Sahn, Mel Brown,  
ogers, Omar and the Howlers. An ar-  
source for authentic blues recordings;  
ie most authentic and interesting  
B/Texas labels in the U.S.  
**GLITCH RECORDS**, T.J. McFarland, 3707  
a, Austin, TX, 78704, 441-3229. Alvin  
andy Banks.  
**HEYOKA RECORDS**, Herschel Cunningham,  
33207, Austin, TX, 78764, 385-0901.  
the Howlers, Commandos, Austin  
ristmas (various artists), Shake  
**KEYHOLE RECORDS**, David Johnson, 6608  
Dr., Austin, TX, 78745, 441-5527. Tim  
ryne Deshaune, Scott O'Reilly, Sonja

Amos/David Johnson.  
**BSW RECORDS**, Frank Willson, 308 46  
Bypass, Seguin, TX, 78155, (512) 372-1600.  
**CATFISH RECORDS**, Tary Owens, Julie  
Howell, Willie Owens, P.O. Box 43844, Austin,  
TX, 78745, 480-0862. The Grey Ghost, Texas  
Piano Professors, Texas Blues Reunion.  
**DYNAMIC RECORDS**, Speedy Sparks, 91 1/2  
Red River, Austin, TX, 78701. Chris Holzhaus,  
Junior Brown, Roky Erickson, Ike Ritter.  
**FABLE RECORDS**, 1107 Music Lane, Austin,  
TX, 78704 (affiliated with BBA Management  
and booking, 1109 S. Congress, Austin, TX,  
78704, 477-7777). Beto y Los Fairlaines, Jazz-  
manian Devil, 47X Its Own Weight, Bad Mutha  
Goose, Steam Heat, Starcross, The Brew.  
**FELICITY RECORDS**, Craig Hillis, PO Box  
5754, Austin, TX, 78763, 478-8286. Steven  
Fromholz, Austin All Stars, Austin Christmas  
Collection, FrummoX.  
**GLITCH RECORDS**, Keith A. Ayres, PO Box  
4429, Austin, TX, 78765-4429, 477-3909. Glitch  
Sampler, Vols. I, II, III, IV and V. Specializing  
in Texas compilation albums and novelty  
singles. Marshall Law, Reflectors, The Alien  
Project, Rhythm Rats.  
**HEYOKA RECORDS**, 905 Hillwood Dr., Austin,  
TX, 78745, 448-1037, 444-3155, or 447-3988.  
Mooncoup, Flash Burns. Local independent  
record label offers manufacturing, promotion,  
and distribution of recorded product for its  
artists and clients.  
**JUNGLE RECORDS**, Bruce Sheehan, PO Box  
3034, Austin, TX, 78764, 443-7444. Evan Johns  
& the H-Bombs, Big Guitars From Texas,

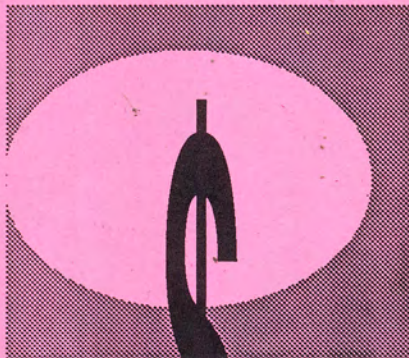
Killer Bees, Mamou, Wild Seeds, the LeRoi  
Brothers.  
**MAL-DO RECORDS**, Henry Maldonado,  
Maldonado's Record Shop, 2207 E. 7th,  
Austin, TX, 78702, 478-0020. Mariachi  
Guadalupano, La Raza Humilde, Johnny  
Degollado.  
**MUSIC LANE PRODUCTIONS**, Wayne  
Gathright, 1100 Music Lane, Austin, TX,  
78704, 447-3988. Cindy Symington, Michael  
Barker, Kay Love, Rhythm Rats.  
**NO AUDITIONS**, Spot, P.O. Box 49767, Austin,  
TX, 78765. Spot, Artless Entanglements.  
**PANDA PRODUCTIONS**, Andy Murphy, P.O.  
Box 4870, Austin, TX, 78765, 288-1044,  
320-9098. Charles Kirkley, No Compromise,  
Rich Harney, Tommy Dean, Texercise w/  
Irlene Mandrell.  
**PEEWEE RECORDS**, Eddie Stout, P.O. Box  
740214, Dallas, TX, 75243, or 2612 Geraghty,  
Austin, TX, 78757, 452-1529. U.P. Wilson,  
Beverly Stauber, Paul Orta & The Kingpins,  
Walter T. Higgs, Uncle John Turner, Mid-  
nighters, Steve "Hook" Herrera, Texas  
Lovers.  
**PHANTOM RECORDS**, Martin & Charles  
Theophilus, P.O. Box 4870, Austin, TX, 78765,  
288-1044, 320-9098. Mark Luke Daniels, Skull  
Duggery. Phantom Records in the U.K., John  
Cambridge, Mark Luke Daniels.  
**POTATO SATELLITE RECORDS**, Tracie  
Ferguson, P.O. Box 472, Martindale, TX,  
78655, (512) 392-1693. Anthology Texas Sum-  
mer Nights, Vols. 1 and 2.  
**RABID CAT RECORDS**, Stacey Cloud, Laura

Croteau, P.O. Box 49263, Austin, TX, 7  
926-9969. Scratch Acid, the Offender  
For Sale, N.O.T.A., Happy World, The  
Instruments, Half A Chicken.  
**STRESS RECORDS**, Jeff Tartakov,  
Depew, Austin, TX, 78751, 451-2212  
Johnston, "and a bunch of defunc  
The in-house label of Stress Worl  
munications. Specializing in Dar  
homemade cassettes.  
**TEXAS ARCHIVE RECORDING**  
**COAST**, Doug Hanners, PO Bo  
Austin, TX, 78760, 444-5035. F  
classic Texas recordings: Th  
Elevators, etc. Gulf Coast re  
Texas ethnic music, 1950s-  
**TRIED & TRUE MUSIC**, Su  
McGuckin, P.O. Box 39, A  
288-1698, FAX (512) 288-5  
Walker, Chris Wall.  
**UNSEEN HAND**, Spot,  
Austin, TX 78765. Big  
Kamakaze Refrigeratr  
**WATERMELON REC**  
P.O. Box 402088, Au  
FAX (512) 448-0344.  
Hal Michael Ketch  
**WORKSHOP REC**  
Box 49507, Austi  
Huckabee. Prod  
music instructi

## AUSTIN RECORD LABELS OVERVIEW BY LUKE TORN



**AMIC**



"Bringing Music and Business Together"

at the  
**Annual Meeting  
and Talent Showcase**

The Mezzanine, The DRISKILL HOTEL  
Thursday, November 16  
5:30 - 8:00 p.m.

Hors d'oeuvres and cash bar  
Admission: \$6.00 general public, \$2.00 AMIC member

*Enjoy Our Terrific Talent Lineup:*

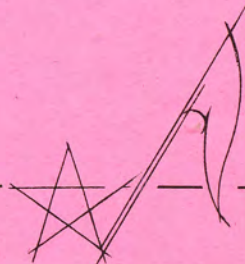
**Mark Luke Daniels**  
**The Chromatics**  
**Rusty Wier**  
**Chris Thomas**

**Rosie Flores**  
**Jimmy LaFave**  
**Barb Donovan**  
*and many more!*

This is AMIC's biggest networking event of the year and is held during Austin's Celebration of National Arts Week...Come meet and mingle with your friends in the music industry and the business community

Exhibitor booths are available for \$20.00. Call 250-8123 for information.

**AUSTIN MUS\*|\*C** AUSTIN MUSIC INDUSTRY COUNCIL











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712 320 9588  
 Fax: 912 858 4749



INNOVATIVE  
COMPUTER  
TECHNOLOGY





Mark Luke shooting Coors Commercial

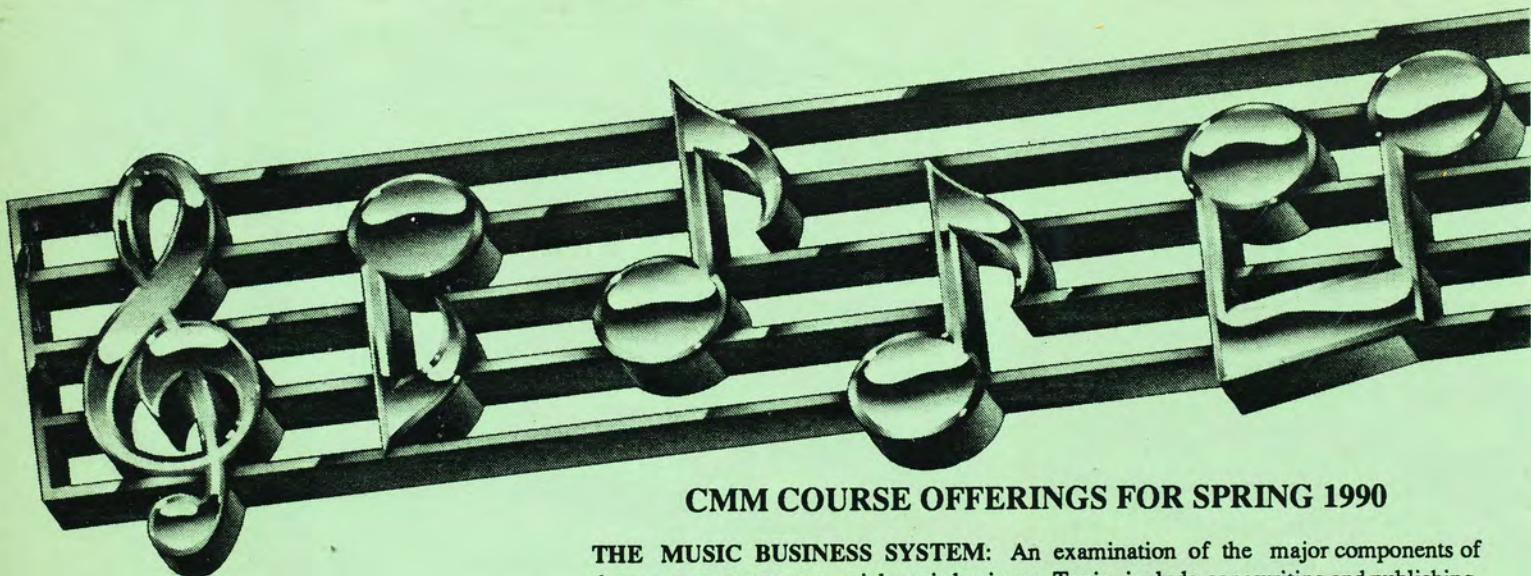




# Phantom's Mark Luke Shooting Coors comercial







## CMM COURSE OFFERINGS FOR SPRING 1990

### ABOUT THE INSTRUCTORS

**L. E. McCullough** is currently employed as a music industry specialist for the public relations firm of Englander & Keese, Inc. Dr. McCullough has had extensive experience in arts agency administration and coordination, music journalism and creative writing, music advertising and publishing, music performance and teaching, as well as film, video, radio, and record production.

**Robert Davis** is currently employed as a music instructor at Austin Community College. Mr. Davis has extensive performing experience playing saxophone and singing for various road and local groups. He also does music consulting for area public schools.

**Robert Skiles** is the creator of the popular musical group "Beto and the Fairlanes". Mr. Skiles has toured Mexico with the Austin Symphony Orchestra. Two of his compositions as well as his arrangements of popular songs have been performed by the Austin Symphony Orchestra. He has written music for original stage productions, commercial jingles, training films and environmental programs.

**Andy Murphy** is currently Vice President in charge of Artists and Repertoire for the international music firm, Phantom Productions. Mr. Murphy has worked as an engineer/producer at numerous studios. He has produced several records and albums with national distribution and performed as well as produced many commercial jingles. Mr. Murphy owns his own music production company, Artsong Music MBI, and his own production company, Panda Productions.

**THE MUSIC BUSINESS SYSTEM:** An examination of the major components of the contemporary commercial music business. Topics include songwriting and publishing, broadcast media, the record industry, business affairs, booking agents, managers, live performance, and legal aspects of the entertainment industry.

CMM 1613

SECTION 2878 Northridge Campus Room 2245  
T/T H 10:35AM - 11:50AM Instructor: Staff

SECTION 2879 Northridge Campus Room 2245  
T/T H 5:40PM - 6:55PM Instructor: L. E. McCullough

**CONCERT PROMOTION AND VENUE MANAGEMENT:** The basics of concert promotion and venue management including considerations in purchasing a club, concert promotion and advertising, talent buying, city codes, insurance, Texas Alcoholic Beverage Commission regulation, ASCAP/BMI licenses, personnel management, concert production and administration.

CMM1653

SECTION 2880 Northridge Campus Room 2245  
T/T H 2:50PM - 4:30PM Instructor: L.E. McCullough

**HISTORY OF POPULAR MUSIC:** Traces the evolution of the music industry with emphasis on the development of popular musical styles. Includes discussion of industry trends and developments through historical analysis and the impact of culture and technology on industry growth.

CMM 1663

SECTION 2881  
M W F 1

SECTION 2882  
T/T H 7:

**AUDIO PRODUCT**  
classroom presentation  
RTF 2723

SECTION 2934  
W 6:00

SECTION 2935  
T 6:00

**ADVANCED AUDIO**  
applications. Includes  
dures, and outboard si  
to final product. Lab fe  
CMM 1723

Section 2933  
M 6:00P

Tuition for most classe

Listed below are some additional CMM and proposed music co

Talent Management	The Record Industry
Popular Music of Latin America	Music Publishing
Music Marketing and Merchandising	Music Theory
Composition/Arranging	Ensembles Improvisation
Legal Aspect of the Entertainment Industry	

For additional information call David Jones,  
Department Head, Music



MIDI Synthesis



# It's a Celebration!

COME AND CELEBRATE THE UPCOMING MARRIAGE OF...

JOHN HEIL AND TRACIE BOENIG

IT'S A PARTY & GENERAL SHOWER FOR ALL

(SELECTIONS ARE REGISTERED AT FOLEYS)

TIME: 5 PM TO 7:30 PM (OR WHENEVER)

DATE: FRIDAY -- OCTOBER 20TH

LOCATION: DALLAS NITE CLUB AT 711

DALLAS WILL PROVIDE US WITH UNLIMITED FREE DRAFT BEER AND A FREE BUFFET FROM 4 PM TO 7 PM (SO COME EARLY IF YOU CAN!)

HOPE TO SEE YOU THERE...A GOOD TIME TO BE HAD BY ALL!!!!

P.S. ASK FOR THE HEIL/BOENIG PARTY AT THE BAR (\$1.00 COVER CHARGE AT THE DOOR)

THANKS,

*Martin + Chris,*

*Thanks so much for the heaters - John + I really do appreciate it! (John especially because he hopes it is going to encourage me to learn how to cook) I appreciated ya'll coming out also - little love!*

*Mr. and Mrs. Charles M. Boenig  
request the honour of your presence  
at the marriage of their daughter  
Tracie Lyn*

*to  
John Michael Heil  
son of*

*Mr. and Mrs. Robert L. Heil  
on Friday, November seventeenth  
nineteen hundred and eighty-nine  
at seven o'clock in the evening  
Our Lady of Mount Carmel  
1008 Austin Street  
Portland, Texas*

*Reception following  
North Shore Country Club*

HELLO

I'M

TRACIE'S Manager

MARTIN

Thank You





P.O.Box 50088 Austin, Texas 78763 (512) 255-5471

RO\*TEL  
AND THE  
HOT TOMATOES

Sept. 27, 1989

Dear Chris and Martin,

Thanks again for coming to our rescue. The video looked better than I anticipated, you both did a great job, and of course you were both a pleasure to work with. I hope we can work on more projects together in the future.

Sincerely,  
Craig Towngate



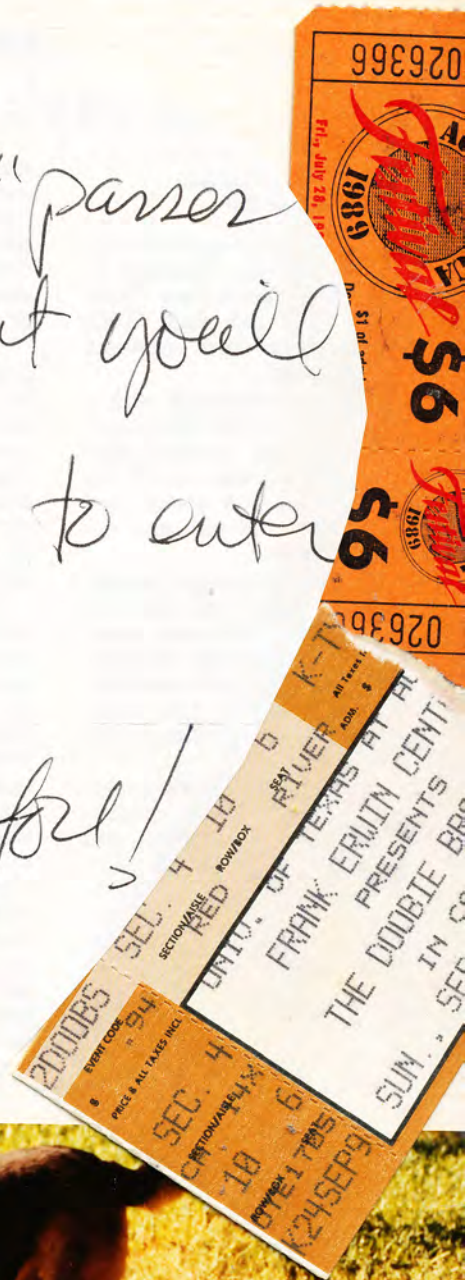


Chris/Martin —

The "Entertainment" passes  
will get you back stage, but you'll  
need the admission tickets to enter  
w/ the parking pass.

See you Fri if not before!

Mie





# BUSINESS

Sunday, August 27, 1989 Austin American-Statesman

# Billboard

NEWSPAPER



Follows page 50

VE 101 NO. 36

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

September 9, 1989/\$4.50 (U.S.), \$5.50 (CAN.), £3.50 (U.K.)

## ACC plans 2-year music management degree

American-Statesman Staff

In an effort to help train people interested in music-related businesses and to assist musicians in developing business savvy, Austin Community College plans to begin a two-year commercial music management degree next January. The 60-hour college credit pro-

proval by the Coordinating Board for Higher Education in October.

ACC also is planning an overlapping degree in commercial sound technology for September 1990.

"We recognized that Austin has a lot of music industry and that this will help create the infrastructure to support that," said Cynthia Reed, ACC's student activities of-

Gammage and Martin Theophilus of the Austin Music Industry Council.

ACC has been testing the market for such courses since last summer with several continuing education courses, including classes on business fundamentals for the music professional and successful artist management.

Those classes, which Reed says

The degrees will help train students for one of about 50 careers, including jobs in publishing, production, booking, venue operations, artist management and audio engineering, Reed said.

Courses also can be taken individually without signing up for the entire degree program.

There are about six other colleges around Texas that offer simi-

# AUSTIN'S FINEST



## AUSTIN'S INTERNATIONAL MUSIC CONNECTION

OFFICES: Austin, Texas • Milton Keynes, England • Hong Kong

Phantom Productions • Austin Centre Tower • 701 N. Brazos, Suite 500 • P.O. Box 4870 • Austin, Texas 78765  
(512) 288-1044 FAX: (512) 288-4748





# ABOUT AUSTIN

## Tuning in to Austin

When it comes to live music, Austin is one of the best places in the country to get it. Be it Australia's Johnny Diesel and the Injectors or Lubbock's Joe Ely stopping in town, home-grown Jerry Jeff Walker or Darden Smith, or just a group of by-night jammers who keep day jobs to pay the rent. Central Texans have known for years that the Capital City's music scene is unlike any other.

What area residents know for certain, *Billboard*, a music and radio industry weekly trade tabloid, is planning to tell its 66,000 readers world wide in a special section, "A *Billboard* Spotlight: Austin Kicks!" scheduled for the Sept. 9 issue.

"Austin is absolutely a thriving music scene," says Lynda Emon, project coordinator for the section.

"But around the country, Austin isn't perceived as anything yet. We're looking to tell the story."

According to Emon, the national exposure could prompt more recognition for local bands and perhaps instigate interest from record company executives.

"*Billboard* is considered one of the bibles of the music industry," explains Austin Chamber of Commerce executive, Ernie Gammage, who helps promote area business support for the music industry. "For Austin to have the opportunity to receive that kind of exposure, the advantage is big time."

During the last two years, *Billboard* has spotlighted three melodically hip cities—Minneapolis as the first in April 1987, Memphis/Nashville in September 1988 and New Orleans in March of this year. Emon says the feedback she has received has reflected positive effects on the featured city, including letters from music-related executives like Sun Records' Sam

Phillips, who discovered The King of Rock 'n' Roll himself, Elvis Presley.

Instead of delegating a brigade of staff writers, *Billboard* enlisted the expertise of veteran local music scene reporters to generate stories on eight assigned topics: Austin's relation to the national scene; history of the scene; clubs and venues; the talent; local record labels; managers, agents and attorneys; recording studios, and how the scene fits in with area business and government.

The special section will be at least 12 pages, according to Emon, but the success of advertising sales (which close in mid August) will dictate how much larger that portion of the publication will be.

Regardless of the length of the section, for live music fans, hot evenings of cool music in the Capital City won't be a secret anymore. And for that, struggling musicians will be happy. ★

—Danni Sabota



*Billboard* magazine has taken on the Capital City's music scene as the topic for a special section coming in September.

**Billboard** THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

VOLUME 99 NO. 5 THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT January 31, 1987/\$3.95 (U.S.) \$5 (CAN.)

**Old, New Have Learned To Coexist on Country Charts** **Wholesalers Slam WEA \$ Hike**

**New Age Labels Seek New Angles**

**Rookies Slug Their Way Into**

Follows page 44

**Old, New Have Learned To Coexist on Country Charts**  
This story was prepared by Gerry Good and Debbie Holly.

**ASHVILLE** Music executives are upbeat once again, buoyed by the most significant trend here in the past decade: the concurrent rise in popularity, airplay, and sales of both traditional and contemporary country music styles.

**Billboard, Halsey To Launch Song**

**Wholesalers Slam WEA \$ Hike**  
This story prepared by Erol Paig in Los Angeles and Geoff Maggid in New York.

**NEW YORK** Wholesalers are reacting harshly to WEA's new price structure, with the two leading recorders cutting back their orders from the distributor and some one-stop passing the increase

**By initially forging a strong identity for the entire label, rather than its individual artists, Windham**

**BILLBOARD MAGAZINE**  
cordially invites you and a guest to a

**Victory Party Sunset Cruise**  
**Wednesday, September 6th**  
**7 to 9 p.m.**  
**FLAGSHIP TEXAS**  
**Lake Travis @ Lakeway**

**Rookies Slug Their Way Into**







CHARIS & MARTIN  
 THEOPHILUS  
 2 Preferred Admi

Band  
 meets

MARCIA BALL

plus

BEAUSOLEIL

15th  
 Anniver  
 Seas

Tonight's taping features the sounds of Austin-based boogie-woogie rockin' queen **MARCIA BALL** and the hot 'n spicy Cajun music of **BEAUSOLEIL**, two artists that hail from the bayou state of Louisiana.

As soon as the tall and lanky **MARCIA BALL** takes her place at the piano (legs crossed and "just-a-swingin'" in time), you might as well surrender. Surrender yourself from the start to her rollicking repertoire of country, blues, barrelhouse, gospel and soul gumbo because you're going to eventually. And lawdy, can she play those 88s!

Ball's hometown of Vinton, Louisiana can be proud. She was blessed with a hazy, evocative voice and a dexterous manner on the piano, and is regarded as a stylistic descendant of all the great pianists of the region, from Professor Longhair and Smiley Lewis to modern-day giant Dr. John.

**Gatorhythms**, Ball's latest LP on Rounder Records (her third), is a typical eclectic Ball set. There's a cajun shuffle ("Daddy Said"), struttin' Crescent City party tunes (Dr. John's "How You Carry On," Ball's "La Ti Da"), heart-wrenchin' blues, a gospel-tinged tune ("Power of Love") and wildly skittering R&B charge ("Red Hot" and "Mobile"). Ball wrote seven songs on **Gatorhythms** and produced the album with Nashville engineer Steve Tillisch.

Garrison Keillor, creator and host of the recently revived "Prairie Home Companion," says that **BEAUSOLEIL** is "the best Cajun band in the world. How's that for "putting in a good word?"

Louisiana's leading Cajun band (from Lafayette) has achieved renown to their rousing performances, excellent musicianship and originality in incorporating old (traditional Cajun, Creole, medieval French) and new Orleans jazz, island rhythm, southern boogie) in a way which maintains traditions of the past while furthering its growth. Together for 12 years, the group has been a strong force in the revival of traditional Cajun music in Louisiana and throughout the world.

**Beausoleil** was founded and is led by fiddler, composer and fiddler Michael Doucet, described as "Cajun's leading young innovator" by *Rolling Stone* magazine. The band, which also consists of David Doucet

MARCIA BALL plus BEAUSOLEIL  
 MONDAY, AUGUST 14, 1989  
 This ticket VOID unless presented at the door by 7:00 PM  
 ALL EMPTY SEATS WILL BE RELEASED AT 7:40 PM  
 AUSTIN CITY LIMITS

AUSTIN  
 CITY  
 LIMITS





# Tracy Lyn



Tracy Lyn may be a relative newcomer to the Texas scene, but she has spurred an excitement among labels, producers and publishers alike. At the invitation of a well-known Nashville producer, she recently spent a week writing with some of the best professional songwriters in that town. She currently has original material to produce an album, but will return to Nashville soon as she is eager to further her songwriting skills with the pros.

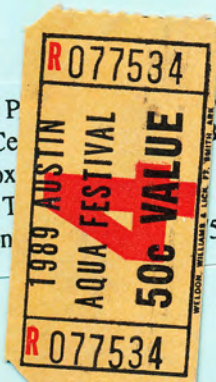
A native Texan from Corpus Christi, Tracy Lyn has developed her own unique style of country music, blending contemporary and traditional, to form an authentic and sincere genre of music. She can perform solo, with her acoustic guitar, or with a full band.

Austin Aqua Festival directors recognized her potential and chose her to open for Ray Price this year on the KVET/KASE stage, backed by Texas Unlimited. Tracy Lyn is enthusiastic about playing such a prestigious gig early in her career. She is a confident performer who quickly builds a rapport with her audience. She has the looks and the voice to become a very significant artist in the world of country music.



*Tracy Lyn is a name to watch for in 1989.*

Contact Phantom Productions  
Austin, Texas  
P.O. Box 1234  
Austin, TX 78701  
Telephone 512-555-1234





# ON GROUNDS



4

# PARKING

Nº 133



AQUASET - CHRISTINE  
band

- 1 SEASONS
- 2 BLUE MOON
- 3 CLAP YOUR HANDS
- 4 BLUES BE E
- 5 GONE GONE
- 6 ART OF LOVING
- 7 I REMEMBER



4

STAGE	JULY 27	JULY 28	JULY 29	AUG. 3	AUG. 4	AUG. 5	AUG. 10	AUG 11	AUG. 12
Miller Lite KVET/KASE, Majic 95 FM Austin-American Statesman Feature Stage	Butch Hancock & the Sunspots Bruce Hornsby & the Range	David Marez Little Joe Y La Familia	Marcia Ball Chuck Berry	David Lindley & El-Rayo X Jackson Browne	Jimmie Dale Gilmore George Jones	TBA Julian Lennon	Tony Perez Dwight Yoakam	Cate Brothers Asleep at the Wheel	TBA Sheena Easton
Budweiser KLBJ-FM Stage	I-Tex Poi Dog Pondering The Radiators	Roman Candles The Nelsons Guadalcanal Diary	Water the Dog The Reivers The Judys	W.C. Clark & the Blues Revue Alan Haynes James Cotton	Quizumba Buster Brown La Sombra	Cul de Sac Hearts & Minds Kirk Whalum	Ian Moore & Moments Notice Chris Thomas Eric Johnson	The Neptunes Dash Rip Rock NRBQ	Chill Factor Spy vs. Spy Beausoleil
Coca-Cola KVET-KASE Stage	Shane Decker & the Vibrolox Cowboys The Maines Brothers	Christine Albert Robert Earl Keen, Jr.	Kelly Willis & Radio Ranch Johnny Mears	Tish Hinojosa Clay Blaker & Texa Honky Tonk Band	Tracy Lyn & Texas Unlimited Carolina of Texas	Texana Dames Teddy & the Talltaps	Freddie Steady's Wild Country Lonesome Strangers	Les Huff Rosie Flores	Haywire Geezinslaws



# CSB

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# FALL 1989 COURSE SCHEDULE

### MARKETING COMMERCIAL MUSIC

Designed to help the musician, manager, or other individuals working in music, develop marketing plans, design professional promotional packages and identify the best resources for maximum exposure. The course will include information on promo content, graphics, demos, media and attracting interest in an act. In addition to the basic course content, experts from the related fields will provide practical application of the information.

SEM 1-486,001 Oct 9-Nov 1 MW 7:00-9:00 p.m. \$40.00

### SUCCESSFUL ARTIST MANAGEMENT

The essentials of entertainment industry personnel management. Includes establishing the artist/manager relationship, planning work, career maintenance, and control issues. Guest speakers include top professionals.

SEM 1-463,001 Nov 6-29 MW 7:00-9:00 p.m. \$40.00

### AUDIO TECHNOLOGY - LEVEL I

Overview of the technology currently being utilized in the recording industry. Classroom presentation and on-site, "hands-on" lab time in area recording studios provide initial exposure to the industry's production capabilities. Site fee of \$55.00 to be paid the first night of class includes all materials.

CEU 1-737,001 Sept 12-Oct 5 TTh 7:00-9:00 p.m. \$24.00 + Site Fee

### AUDIO TECHNOLOGY - LEVEL II

Continuation of Audio Technology Level I. Students will have more "hands-on" experience in multi-track recording studios and utilize the most current technology and techniques for modern audio production. 18 hours in the studio recording and mixing. 2 hours lecture. Class limit is 10. Site fee of \$90.00 to be paid the first night of class includes all materials. (No class night of Oct. 31).

SEM 1-476,001 Oct 10-Nov 2 TTh 6:30-9:30 p.m. \$50.00 + Site Fee

### HOW TO MAKE A RECORD

This course takes you step-by-step through the process of producing, manufacturing and marketing a recorded product. Class limit: 12. Site fee of \$20.00 to be paid first night of class. (No class night of Nov. 23).

SEM 1-462,001 Nov 7-Dec 5 TTh 7:00-9:00 p.m. \$50.00 + Site Fee

### INTRODUCTION TO MIDI MUSICAL INSTRUMENT DIGITAL INTERFACE

An overview of electronic music MIDI and computers. The history of the development, computer numbering system MIDI definition, uses, and programming techniques. Hands on current equipment. Site fee of \$25.00 to be paid first night of class. Maximum 10 students.

SEM 1-487,001 Sept 11-Oct 4 MW 7:00-9:00 p.m. \$50.00 + Site Fee

*A few words offered for your generous support and assistance in the development of the ACC Commercial Music Management.*

*Best wishes for an enjoyable summer.*

*Chris and Martin Theoph...*

*Chris Reed*

*You made it a pleasure to take the "Marketing Beyond the Call of Duty" class at A.C.C. I appreciate your special attention and help. We look forward to seeing you again sometime.*

*Neil Bogart (thank you appreciated. We look forward to seeing you again sometime.)*

*Good luck in your future endeavors!*

*Kim Hitchcock and LaNelle*

*1. To as...*



Vote **YES**

Austin Convention Center



## PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

June 19, 1989

Reply To: U.S. OFFICE

FOR IMMEDIATE RELEASE

CONTACT: Chris, Martin, Andy or Peter

This has been an incredibly busy Spring and here's our Summer update! In addition to our Producer Andy Murphy, Peter Coquillard has joined us, moving from Chicago to Austin the first of June. He will be providing live pre-production consultation to Phantom artists utilizing Phantom Video's support.

The status of current projects includes;

**MARK LUKE DANIELS** - Recorded eleven songs with the Montei Music Group in Los Angeles in May. He was joined by Gene Elders, fiddle player for George Strait; Neal Larson, key-boardist from the Rolling Stones and several members of the Desert Rose Band. We are waiting to review Mark Lukes' rough mixes from the California sessions during the next couple of weeks. This project is to be complete and presented to major labels by Summer's end. We are continuing to promote him in all other areas, have established a strong regional following and he is performing live regularly. Chris and Martin joined Mark Luke for a week in LA and then spent some time with the MusicLine Record company staff in Vancouver, Canada. MusicLine has become a strong tie for PHANTOM in the Canadian market. Their Country artist Rocky Swanson is the #1 new artist in British Columbia and ANNIHILATOR, their Metal group is now touring Europe and will be in the US late Summer.

**SKULL DUGGERY** - Investment proposal is complete and is being reviewed by two accountants and a banker. We are looking for \$10,000 to 25,000 to record and promote 3 to 10 songs and some video to promote this act. We are receiving some development consultation from the MusicLine Records' staff who are seeing success with ANNIHILATOR.

**TRACY LYNN** - We have a trial management relationship in place with this artist, who is doing some co-writing with folks in Nashville. We also have her working with a pre-production consultant from Chicago, who is preparing her to open for Ray Price at Austin's Aqua-fest in July/August.

**JOHN CAMBRIDGE** - David Case, Phantom, UK's Director advised us today that this album will be mastered in the next few weeks and a late Summer release is still planned.

**HONG KONG OFFICES**...David Case has also established a Hong Kong office for the PHANTOM GROUP which will support both the computer software development and our music interests. The music is to be marketed to the film industry considering there are 2,400 films in production at this time. In discussing the China situation with David today, he said the Hong Kong people have become even more intense on insuring projects are well underway. They view the turmoil as having a positive rather than negative impact. The Hong Kong and British staff are meeting next week.

**FRANCE** - In January at the Cannes MIDEM conference, Gerard Kerkvliet, of Nice, France became PHANTOM'S representative. Some projects include; licensing deals in Spain for Bobby Bridger and facilitating interest in Italy for artists that include; the Marshal Tucker Band, early ZZ TOP, Merle Haggard, among others.

PHANTOM VIDEO is busy with productions on PHANTOM'S artists, as well as marketing a 60 minute tape we shot for Rusty Wier's birthday concert.

\$\$\$ Our new business plan is complete and we are shopping for investment interest for both artist projects and some corporate backing.

Again, we appreciate your interest and welcome any comments.

1 Padstow Ave., Fishermead, Milton Keynes MK6 2EP, ENGLAND  
Tel. 011.44.908.669528 • TELEX 94017024 Answerback Disc G  
or 8950511 Answerback one one G Ref 39693001 •  
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U.S.



# MARKS PUBLISHED FOR OPPOSITION

The following marks are published in compliance with section 12(a) of the Trademark Act of 1946. Applications for the registration of marks in more than one class have been filed as provided in section 30 of said act as amended by Public Law 772, 87th Congress, approved Oct. 9, 1962, 76 Stat. 769. Opposition under section 13 may be filed within thirty days of the date of this publication. See rules 2.101 to 2.105.

A separate fee of two hundred dollars for opposing each mark in each class must accompany the opposition.

TM 110

OFFICIAL GAZETTE

MAY 23, 1989

CLASS 41—(Continued).

SN 694,931. PHANTOM PRODUCTIONS, INC., AUSTIN, TX. FILED 11-12-1987.



NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "PRODUCTIONS", APART FROM THE MARK AS SHOWN.

FOR AUDIO AND VIDEO RECORDING STUDIO SERVICES, MUSICAL ARTIST MANAGEMENT SERVICES (U.S. CL. 107).

FIRST USE 4-1-1981; IN COMMERCE 11-1-1981.

Vol. 1102 Number 4

# OFFICIAL GAZETTE

of the  
UNITED STATES PATENT AND TRADEMARK OFFICE

TRADEMARKS

May 23, 1989

## SECTION 1.—INTERNATIONAL CLASSIFICATION

The short titles associated below with the international class numbers are terms designed merely for quick identification and an official part of the international classification. The full names of international classes are given in section 6.1 of the mark rules of practice.

The designation "U.S. Cl." appearing in this section refers to the U.S. class in effect prior to Sep. 1, 1973 rather than the international class which applies to applications filed on or after that date. For adoption of international classification see notice OFFICIAL GAZETTE of Jun. 26, 1973 (911 O.G. TM 210).

U.S.  
DEPARTMENT  
OF COMMERCE

Patent  
and  
Trademark







## NO LIMITS IN AUSTIN FOR CANADA'S ROCKY SWANSON

"I Love You I Need You Goodbye" the first single from Rocky Swanson's new self-titled album for Music Line Records, is currently attracting strong airplay from coast to coast in Canada.

As a result of the success of the new single, the Vancouver-based artist was invited to the 'South By Southwest Music & Media Conference' held March 14th in Austin, Texas by personal request from Roland Swensen of the *Austin Chronicle*, and Executive Director of the Conference. While in Austin Rocky Swanson played 'live' on air in an unprecedented half-hour interview on Austin radio station KVET, and later performed on stage at 'The Chicago House', a local entertainment club.

The performances in Austin have followed closely on the heels of a showcase performance last fall in Nashville's famed Bluebird Cafe, where the performance was heralded by many as being one of the finest by a new act in years.



At the 'South By Southwest Music & Media Conference' in Austin, Texas (L/R) Peter Karroll, Olin Murrell, Gary Taylor of Music Line Records, producer/publisher Ralph Murphy, recording artist Rocky Swanson and four executives of Phantom Productions of Austin, Texas.

(photo courtesy of Music Line Records-Vancouver)

Rocky Swanson had excellent success in Canada last year with his country / rock single, "Roadside Attraction", and the release of his new album is expected to further solidify his stature on the Canadian music scene.

For more information on Rocky Swanson, contact: Gary Bishop, Music Line Records, P.O. Box 48634, Bentall Center, Vancouver, B.C. V7X 1A3, telephone (604) 294-1723 or FAX (604) 467-6924.

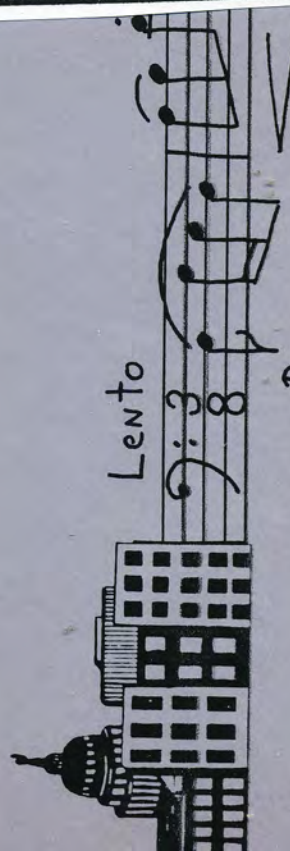
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Duggery

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**Saturday, March 25th, 1989**

*18 and up welcome w/I.D.*

**THE BACK ROOM**

*Produced By*







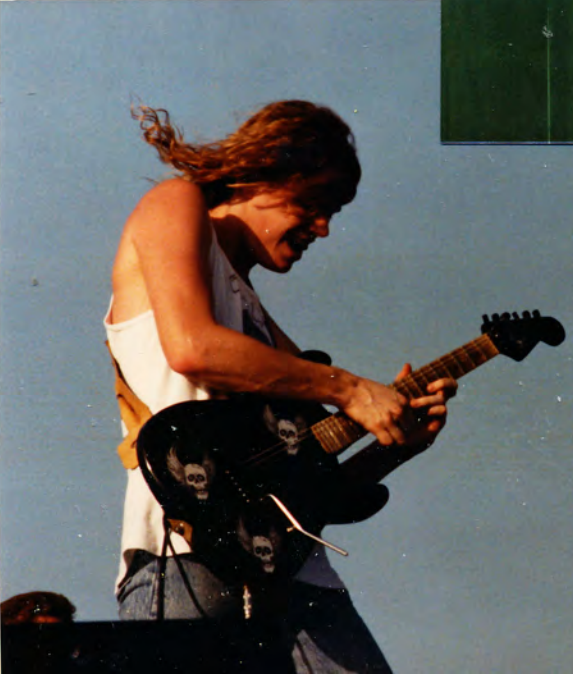
**Skull Duggery**

**Richard Belisle** Vocals  
**Tony Noble** Guitars  
**Jon Erin** Bass  
**Jody Champion** Drums

PHANTOM PRODUCTIONS, INC. United States - United Kingdom  
Austin Centre Tower - 701 Brazos, Suite 500 PO Box 4870  
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Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>Matinee:</b> Brian Houser WICK LANGLEY BAND 2	WICK LANGLEY BAND 3	<b>Matinee:</b> Brian Houser WICK LANGLEY BAND Independence Day 4	KIM O'CONNOR & FRIENDS \$3.25 Pitcher Night 5	DON EDWARDS 6	July 1989 7	<b>Matinee:</b> Triple Springs RONNIE TILLSON & SOUTHERN COMFORT 1
<b>Matinee:</b> Kim O'Connor JAMIE & RAY 9	JEFF GLOVER 10	JEFF GLOVER 11	SILVE \$3.25 Pitcher Night 18	WAL SPRI BA \$3.25 Pitcher Night 25	SILVER AGGIE EXE \$2.50 Pitchers 31	<b>Matinee:</b> Kim O'Connor BRIAN HOUSER 23
<b>Matinee:</b> Tony Lane & Jon Mastin TRIPLE SPRINGS 16	MARK LUKE DANIELS 17	MARK LUKE DANIELS 18	TONY LANE & JON MASTIN 24	TONY LANE & JON MASTIN 25	TRIPLE SPRINGS 31	<b>Matinee:</b> Kim O'Connor TRIPLE SPRINGS 30

08/05/89

# KVET ousts Olin Murrell, switches to all-music format

By John Herndon  
Special to the American-Statesman

The talking's over on KVET-AM radio.

Longtime Austin talk-show host Olin Murrell was fired this week, and co-host Tweed Scott and sports director Steve Fallon resigned in a format adjustment at the station.

KVET (1300) has been a country music station for many years and will remain so. Three years ago Murrell was hired away from KLBJ-AM (590) to start a midday talk show. With Fallon's weekday evening sports talk show and Murrell's show, the station began to project a mixed image — both music and talk. The ratings for KVET have been in a prolonged sag since.

General Manager Ron Rogers said audience research has convinced him KVET needs more consistency in programming, and so the station is returning to its traditional country music format.

"We have tried for a couple years to have a hybrid situation," Rogers said. "It did not appeal to as large a number of people as we need to make it viable. People are telling us we need more consistency. We're making more of a commitment to country music, and at this point we're doing away with the call-in type programs."

Murrell said the cancellation of the program was not really a surprise. "They've been leaving us hanging in the wind for over a year," he said. "They never really promoted it, so it didn't really have a chance to work."

After 22 years of radio, Murrell said he now wants to pursue a career as a singer-songwriter. "I don't know what I'm going to do. I'm not interested in leaving Austin. I already have one job offer and a couple of business opportunities. I'm going on a miniature tour to Fort



Olin Murrell, who says he already has a job offer, wants to pursue a musical career.

Stockton and Ouray, Colo., in August. In September, I have another miniature tour to the Chesapeake Bay area."

Fallon recently was named radio voice of the Houston Oilers, and planned to continue with KVET and travel to the football games. According to Rogers, he resigned to explore possibilities in Houston.

Fallon said, "I really enjoyed my time at KVET. I know it's a business decision. I'm looking for a job. I'd like to stay in Austin."

Rogers said of both hosts: "These are quality people. I like Olin — he's the consummate professional. We feel awfully fortunate to have had Steve in this market this long. He's a great talent."

More staff changes will be announced shortly, as the station further fine-tunes its country music offerings, Rogers said. He said KVET will continue to carry news programs and sports events, including Houston Oilers and Astros games and Texas A&M football.





**MARK LUKE DANIELS**  
(512) 474-8468

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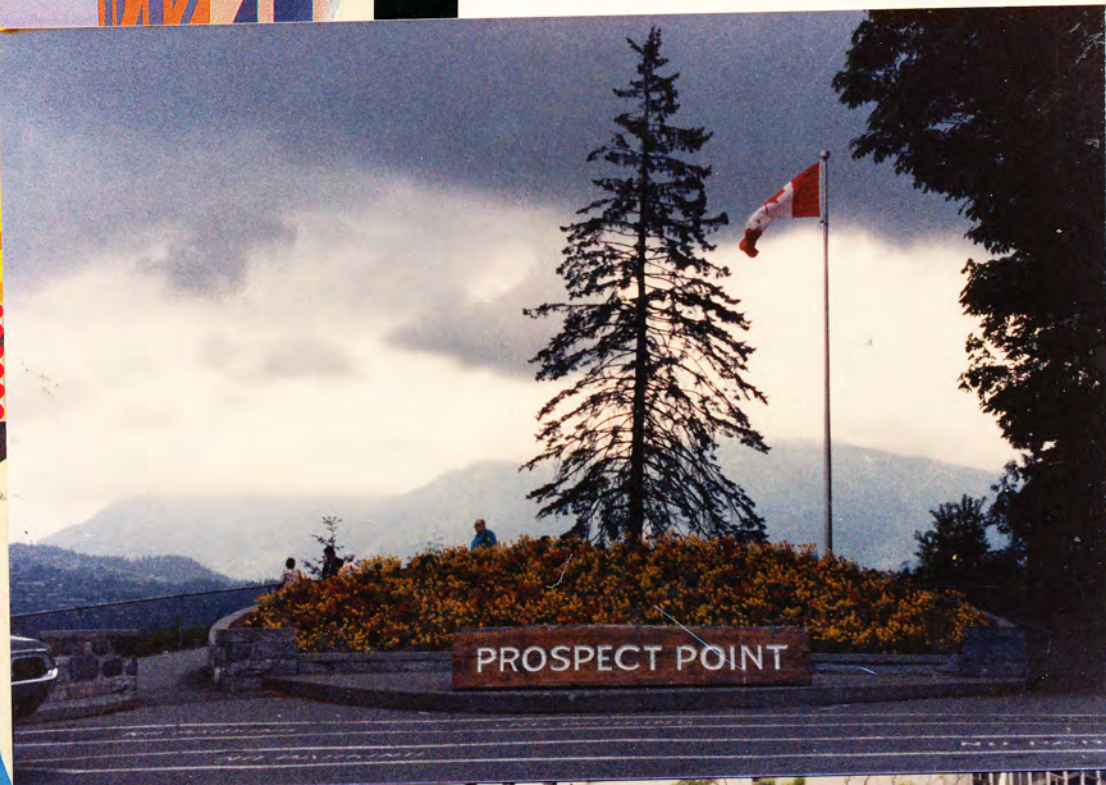


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SHOPPING, ATTRACTIONS, RESTAURANTS,  
ARTS & ENTERTAINMENT GUIDE

# VANCOUVER







ISSUED BY **USAIR**  
 BOARDING PASS 01 OF 02

NAME OF PASSENGER  
 THEOPHILUS/MARTINMR

FROM  
 LOS ANGELES CA

TO  
 SEATTLE WA

CARRIER  
 USAIR  
 FLIGHT CLASS DATE TIME  
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ISSUED BY **USAIR**  
 BOARDING PASS 01 OF 02

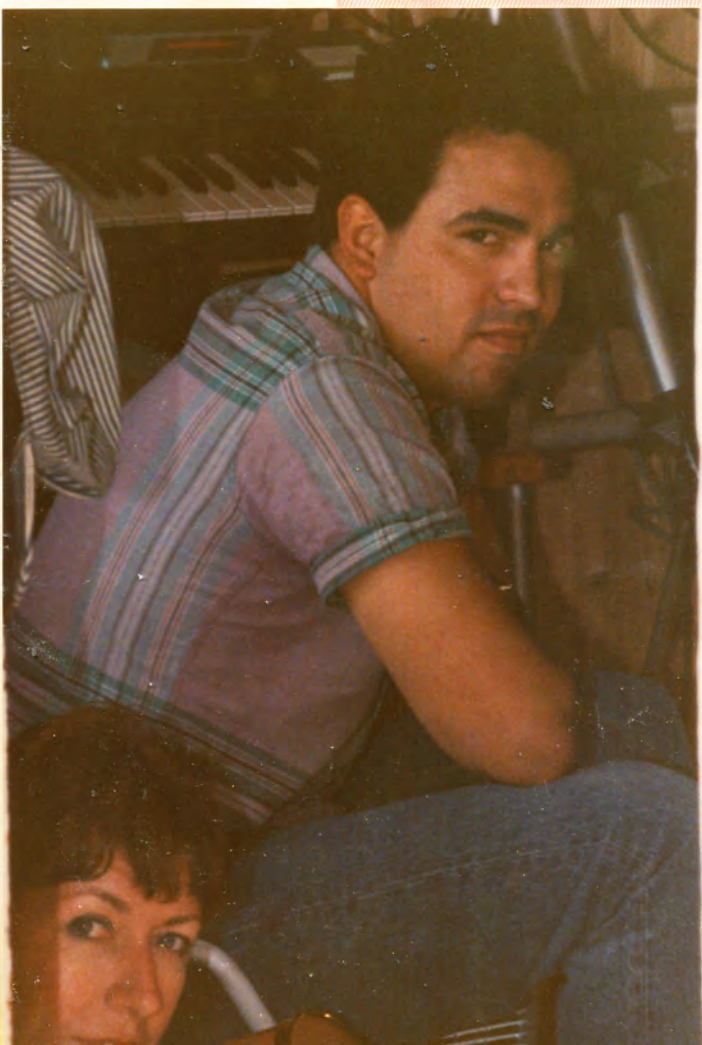
NAME OF PASSENGER  
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 LOS ANGELES CA

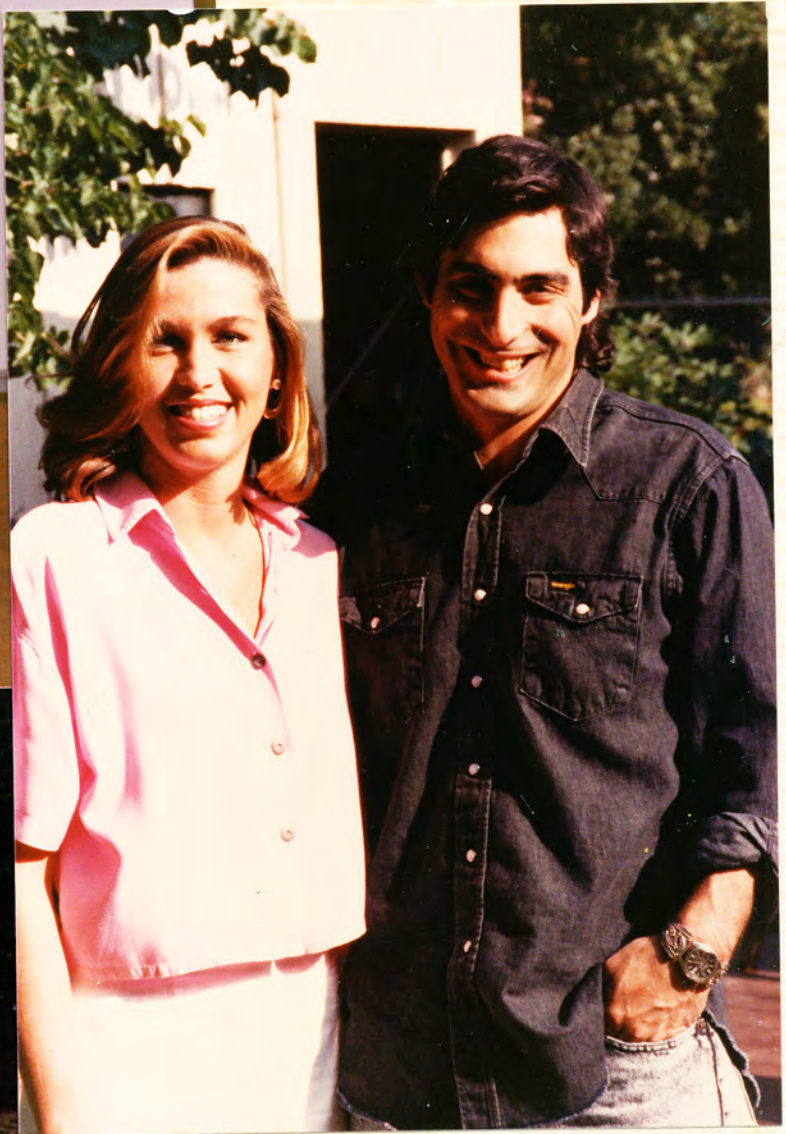
TO  
 SEATTLE WA

CARRIER  
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Mark Luke Daniels' music has been described as "authentic Texas country." His wealth of over ninety original songs are a unique blend of contagious melodies and powerful lyrics about love, experiences of life and people. His deep, strong voice can deliver a ballad or an up-tempo number with the same easy style. He is a very versatile performer with a keen sense of humor. He can play solo with his acoustic guitar and harmonica, with a country band, or with a full rock and roll band backing him (as was the case during his recent U.K. tour.)

The past few months have been busy for Daniels. He attended the world's largest music conference, MIDEM in Cannes, France at the beginning of the year. He was the only country artist in the Texas delegation and performed live several times throughout the conference. The highlight of the trip was an invitation to Monte Carlo, where he was offered a publishing/artist management contract by the Montei Music Group from Los Angeles.

After leaving France, he traveled on to Great Britain where he spent two weeks in Phantom Productions' U.K. studio cutting four songs, which will be released on the Phantom label as a 12" EP this summer. He also played several gigs to his first British audiences whom he wowed with his totally Texas look and the European version of his songs. At one famous nightclub outside London he was on the floor playing and dancing with the fans (something unheard of at a disco club.) Plans are now being finalized for his return to the U.K. for an extended tour.

Daniels will spend a month in Los Angeles cutting a 10 song CD album with Montei Music's producer for presentation to several major labels who have expressed interest in this talented artist. Their association with Screen Gems/EMI, makes Montei Music a significant force in the L.A. scene.

He has shared the stage with many big names including Waylon Jennings, John Denver, Joe Ely, David Allen Coe and Jerry Jeff Walker and has toured with such well knowns as Billy Joe Shaver, John Prine and Steve Goodman. Playing professionally for nine years has taken him across the country playing such events as the Chicagofest, the Milwaukeefest and Kerrville Folk Festival.

Last year he was chosen, from a field of fifty contestants, to do the Mr. Gatti's Pizza commercial for television. The seven segments are being aired over an eleven state area.

If the trend of the last few months are anything to go by, Mark Luke Daniels is well on his way to a golden future.









**Chris  
Theophilus**  
Phantom Productions, Inc

Austin, TX



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CHRIS THEOPHILUS

Executive Briefing Center

10

Visitor  
03/27/89

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# CHICAGO HOUSE

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## SXSW III

Friday, March 17  
Host: Jimmy La Fave

Mark Luke Daniels  
Rocky Swanson









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SERVEUR	TABLE	DATE	
9	63	23/1	EPAX

CAFE DE LA MER  
JAN.25'89 09:37PM

5102 DINER	03 C06	63
1 JAMB. MELON	78.00	
1 PLAT DU JOUR	85.00	
1 TACOS-BOEUF	46.00	
1 SAL. CAFE MER	46.00	63
1 CAFETERIE	15.00	
3 CHEESEBURGER	150.00	
2 EAUX	34.00	
1 EAUX	17.00	
3899 C. CREDIT		471.00

Numero de la Carte/ Cardmember Account Number  
3187 053687 31004

Nom du Titulaire de la Carte/ Cardmember Name  
12/87 THRU 11/89 85 AX  
MARTIN THEOPHILUS  
STATE OF TEXAS

Nom et adresse de l'Établissement affilié/  
Service Establishment  
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98000 MONTE CARLO

Date de la dernière  
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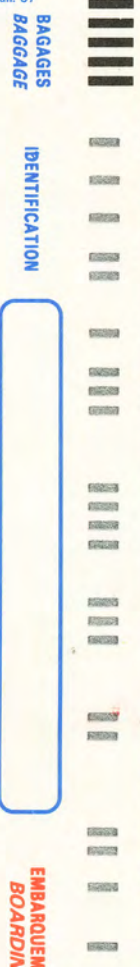


CARTE D'ACCÈS A BORD  
BOARDING PASS

AIR FRANCE

150 THEOPHILUS

NO SMOK



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CORRESPONDANCE  
CONNECTING FLIGHT

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HEURE/TIME

30 JAN PAR Y  
91E 2777  
VOL/FLIGHT

12B  
1E  
SIÈGE/SEAT



Phantom Productions, who did very well at Midem last year, are expecting more of the same with Mark Luke Daniels, Steve Fromholtz and Bobby Bridger all starting a buzz.





Dear Chris and Martin,

A lot of my film was damaged by the x-ray machines in the airports - but I still like this shot.

I really had a wonderful time on the trip - feel like I've been inducted into the music business -

Really enjoyed meeting you -

- Sam

## THURSDAY

1

**Fernando Miramon**, jazz piano in the lobby bar, 5-7 p.m.  
**Barbara Amaral**, Broadway show tunes in the lobby bar, 9 p.m. Driskill Hotel, 604 Brazos St. 474-5911.

**Tropical Denny Geiger**, 5:30 p.m. Acapulco's, 7101 Hwy. 71W. 288-5393.

**Intermezzo**, 5:30 p.m. Radisson Atrium, 700 San Jacinto Blvd. 476-3700.

**Stockton & Johnson** join host **Greg Whitfield** for an acoustic/folk evening, 7:30 p.m. Colorado Street Cafe, 705 Colorado St. 479-6346.

**Timbuk 3 and Butch Hancock** headline the Central America Resource Center Benefit, 8-11 p.m. Liberty Lunch, 405 W. Second St. 477-0461.

**Human Touch** is looking for a full house for its video-taping for the Cannes Film Festival, 9 p.m. The Big Easy, 517 E. Sixth St. 328-5220.







# PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. OFFICE

September 12, 1988

YOU'RE INVITED TO A BAR-B-Q

Sunday, September 18, 1988

beginning at 5:00PM til 10:00PM at

11051 Tangleridge Circle (see enclosed map) or call 288-1044

Phantom Productions is sponsering this event to welcome our British Directors to Austin and celebrate the management of

MARK LUKE DANIELS!

We will have Bar-B-Q and beer, all we ask is that you bring an extra lawn chair if you think about it. There will be some pickin' and general relaxing going on.

If you are able to come, please give 288-1044 a call by Friday and let us know you'll be here.

We look forward to seeing you!

CHRIS AND MARTIN THEOPHILUS



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Side 1  
Runaway Train  
Shadow of a Doubt  
I Ride Alone  
Lost Texas Waltz  
Just My Way of Missing You

Side 2  
Lady Music  
Corvette Smile  
When the Whiskey Wins  
I Get Around  
Haunted

Mark Luke Daniels  
Bare Bones and Railroad Tones  
Phantom Records 003

Side One: Runaway Train / Shadow of a Doubt / I Ride Alone  
Lost Texas Waltz / Just My Way of Missing You ©1989

**Mark Luke Daniels**  
Bare Bones and Railroad Tones  
Phantom Productions, Inc. (512-320-9098)



## MARK LUKE DANIELS



### BARE BONES AND RAILROAD TONES

Side Two: Lady Music / Corvette Smile / When the  
Whiskey Wins / I Get Around / Haunted / ©1989

**Mark Luke Daniels**  
Bare Bones and Railroad Tones  
Phantom Productions, Inc. (512-320-9098)



Songs:  
1,3 By Ben Notgrass, BMI  
2,1: 2,4; 2,5 By Mark Luke Daniels  
and Will Massey

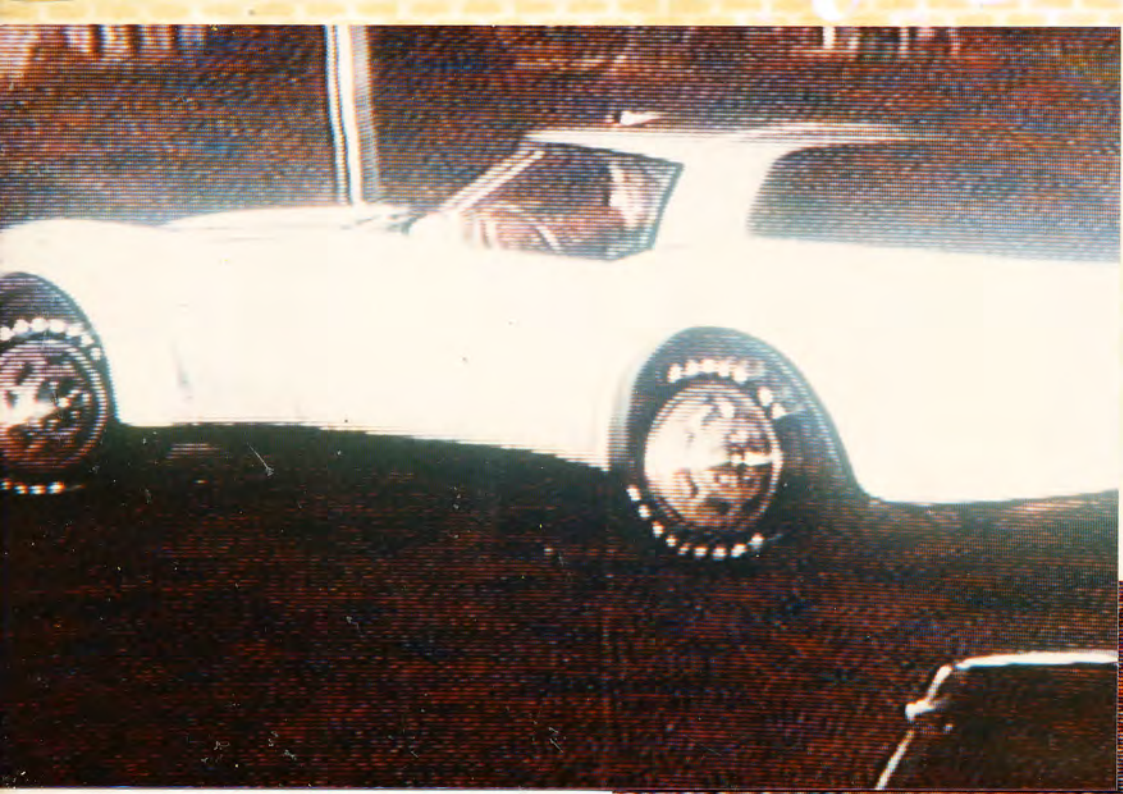
All others by Mark Luke Daniels  
Beautiful Corpse Music, BMI  
All instruments, Vocals and Percussion  
by Mark Luke Daniels

Management -  
Chris and Martin Theophilus  
Phantom Productions, Inc.  
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# Christmas BAZAAR



23 Mark Luke Daniels







Thursday, November 17, 1988

• The Austin Music Industry Council has its annual meeting and showcase 5:30 to 8 p.m. at the Driskill Hotel, 604 Brazos St. Admission is \$10 for non-members; \$2 for members. Entertainment includes music by Tony Perez, Ty Gavin and Ro-Tel & the Hot Tomatoes. Call 322-5677 or 250-8123.

