



THE PHANTOM

Brief Specifications

CHASSIS

All Steel, TIG welded construction. Space frame design with cross structural bracing. Powder coated. main chassis members are cold rolled box section. A roll bar is fitted directly to the chassis and is braced for additional strength.

SUSPENSION

Suspension is all independant and uses independant damping on all four wheels. Front wishbones are powder coated

BODY

The body is moulded in high quality multi-layer glass fibre and is steel reinforced. The doors incorporate anti-intrusion bars of .75" that are integral to the chassis when the doors are closed. The floor pan is steel. The firewall is 16 SWG steel. All External fittings are coloured as the main body colour. The rear air-deck is designed to create a substantial down-force at speed. The design incorporates side skirts and a front air-dam type spoiler. All Glass is laminated and tinted.

ENGINE

There are two engine options available.

- 1 .. Chevrolet 302 cu in V8.
- 2 .. Ford Cosworth RS500 2,000 cc High Performance.

The Chevrolet engine will be purchased from the USA and will be fitted to the car in the UK. This engine will be fully SMOG approved by the Federal Authorities.

The high performance option, the Cosworth, will only be made available to suitably qualified buyers. This engine will give truly blistering performance and the vehicle will therefore be capable of extremely high speeds with acceleration to match.

GEARBOX

Renault V6-3000 Transaxle Unit. 5 speed. Manual.

CLUTCH

AP Competition Grade Single Plate Diaphragm , Heavy Duty model on Cosworth Option.

BRAKES

Dual Circuit Disk Brakes with dual servos. All brake hoses steel braided using Aeroquip aviation grade hoses.

STEERING

Rack & Pinion. No Power Assistance as standard. Variable rate assistance available as an option on Standard Model. Fitted as standard on Cosworth Option.

INTERIOR

Seats Recaro or GT, trimmed in hide and piped. Carpets are leather bound Wilton. Dashboard trimmed in hide.

INSTRUMENTS

Speedometer, Tachometer, Oil Pressure, Water Temperature, Oil Temperature, Clock, Battery Condition. A boost guage is fitted to the Cosworth Option.

STEREO

Nakamichi Unit system with power output of 150 Watts. Four Speaker System + Sub Woofer. Graphic EQ Fitted. Sony CD Player. Electric Aerial.

Proposed Prices.

PHANTOM 302 Spyder.....82,500 . 00

PHANTOM Cosworth Spyder.....99,950 . 00

Planned Delivery is 12 Weeks.

Payment Terms are: 25% with Order
 25% On Completion Of Chassis
 Balance On Delivery.

Included in Price is specially made soft fibre car cover tailoured to fit.

*John
This was sent
over our computer,
but it indicated
the fax may not have
been received.
Thanks!
Martin*

PHANTOM PRODUCTIONS, INC.
"CREATIVE MUSIC SERVICES SINCE 1964"



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

July 14, 1992

John Neal
Mercury Star Office Equipment, Inc.
418 N. Commerce
P.O. Box 39
Burleson, TX 76028

Fax 817-447-3521

Dear John,

Hope 1992 has been good for you. Would you believe, all things in time.

I was contacted this morning by one of the major British suppliers for used office equipment. He is Harry Reynolds with City Office. He stated their company is one of the largest worldwide suppliers of used copiers.

Mr. Reynolds obtained our name from Jim Cunningham in England, who was one of the folks David Case worked for. We've not heard from David since our talks.

Mr. Reynolds said they are always looking for new sources for their customers. I mentioned what you had done and the work you performed trying to overcome the conversion situation. He said they deal with that all the time and usually can solve the problem in 95% of the cases depending on the machine.

One of the things Chris and I believe held up the deal before (in addition to the conversion problem), was David's company more than likely padding our prices and pushing the price of the machines out of range.

I was not sure you would be interested in pursuing this again. I understand City Office is well known. Would you be interested in a direct connection to Britain's City Office? Mr. Reynolds will call me back around 11:00am today. Would you be open to a "finder's" fee or small percentage for Phantom, if it turns into a bonafide sales situation?

After all your previous efforts, I would love to pass along something substantial to your company. Look forward to hearing from you!

Sincerely,

Martin Theophilus

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

U.K.

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

U.S.

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

Market Leader Facsimile Transmission

To: Chris & Martin
Phantom Productions Inc:

From: David
Market Leader Ltd:

Subject: Power Converters & Coplers.

Hi Guys,

Thanks for your fax, it arrived at just the right time. I have spoken to our buyer and have established the following:

He would be prepared to order 5,000 units initially but would like these to be called off over a 12 month period. He fully expects to exceed these quantities but for obvious reasons he would like to start this off fairly slowly.

He would also like an exclusive on the product in the UK and my suggestion as to how we can achieve this is for Phantom to negotiate exclusive representation in the UK and Europe if we can get it, for the product. This of course would mean that John would have to assure you guys that this was OK and he could continue to supply numbers of this type. Phantom could then sell direct to Tony (The Buyer) and pay us a commission. An alternative is for Market Leader to obtain the exclusivity and then sell to Tony only, paying you chaps over there a commission on each and every sale.

The next important thing we have to achieve is a price for the wretched thing. I will leave it to you to negotiate the best possible price for us bearing in mind that both you and I need to earn some pennies.

Speak to you real soon as Tony wants to order these things NEXT WEEK.

Kindest Regards & Love To All

The BEST WHOLESALER in the BUSINESS

MERCURY STAR

Office Equipment Inc.
418 N. Commerce
Burleson, Texas 76028



PHONE 1-800-678-5770
817-447-8020
FAX 817-447-3521

USED COPIERS

DATE: Sept. 3, 1991 TIME: 3:30 PM.

TO: Phantom Prod.

ATTENTION: Martin

FAX NUMBER: 512 - 288 - 4748

FROM: John

THIS DOCUMENT WILL CONTAIN A TOTAL OF 1 PAGES, INCLUDING THE COVER SHEETS. PLEASE COUNT THE PAGES WHEN TRANSMISSION IS COMPLETED.

IF YOU HAVE ANY QUESTIONS OR INQUIRIES ABOUT MISSING PAGES OR UNREADABLE COPIERS, PLEASE CALL IMMEDIATELY.

MESSAGES: Martin: Good to hear from you again. I am trying to get one of the low artists as soon as possible to try. Should have some results in the next couple of days. Will stay ~~on~~ on it and let you know.

John

MERCURY STAR OFFICE EQUIPMENT INC.
P.O. BOX 39
418 N. COMMERCE
BURLESON, TEXAS 76028

PHONE 1-800-678-5770---817-447-8020---FAX 817-447-3521

July 31, 1991

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

Attn: Mr. Martin Theophilus

Dear Martin:

This is in reply to your second fax today with an 11:38 am time on it.

With a sincere effort to move forward on this, as your fax indicated they would like to do, we would like to respond as follows:

1. Although we initially indicated that prices may change if quantities changed, we are agreeable to accept an order for the 160 assorted Minoltas at the same price we quoted.
2. Terms of payment modified to hopefully accommodate the customer:
 - a. 33 1/3% Cash in advance with order. This would amount to approximately \$16,000.00 which will allow us to get a quick jump on obtaining the copiers. The suppliers of copiers require that wholesalers wire transfer funds before we even see the copiers.
 - b. The balance, \$32,000.00, in an acceptable, unconditional, irrevocable Letter of Credit, in a local U. S. bank, in U. S. funds, that will allow for partial withdrawals against it because there would, of necessity, have to be several deliveries even though we are now initially dealing only with 160 Minoltas.

It will be agreeable with us to meet with your people any day next week at our office and warehouse in Burleson which is approximately ten (10) miles south of Fort Worth on U. S. 35.



PHANTOM PRODUCTIONS, INC

"CREATIVE MUSIC SERVICES SINCE 1964"

701 Brazos, Suite 500 • P.O. Box 90936

Austin, Texas 78709-0936 • U.S.A.

512-288-1044 • Fax 512-288-4748

August 19, 1991

Dear David,

John called me again to say, after making numerous calls last week and this morning, he can find no used machines in the U.S. that have a simple conversion. They all require a gear conversion to go 220V.

He will hold these machines until Friday, waiting to hear from us. He has 30 Minoltas and will have 75 by the end of next week. If you can work out the conversion equipment from Japan or have another market with 110V, let us know.

Happy Monday and all that!

Sincerely,

Martin

Aug 19, 1991

A wire transfer for \$528.00
can be wired to Mercury Stars
Account # 021-372-8, AB# 119092-81.
We will get the Menolta 450 ready
for shipment as soon as we hear
from you.

We are holding about 30 Menolta
450-450Z's at present which we
will hold till the end of this
week, if we haven't heard from
you by then we will start filling
orders for them.

Thank you for your help in
this matter

Sincerely,
John



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August 18, 1991

David,

John Neal advised me Friday that the power converters recommended to him failed to handle the machine. Three of them burned up in the process. He found a large transformer converter for \$47 which would handle the machine; but nothing here in the States will convert the cycles. We found the same here in Austin for \$45. It is bulky and not a realistic option.

We talked to Minolta-U.S. and they referred us to their technical office which was closed by the time we received the number. We will call first thing Monday morning. The initial response from Minolta was that the proper converters were not available in the U.S. and would need to be secured in the country of destination.

John is prepared to ship a machine first thing Monday morning if you still wish to do so. The freight cost is \$227.40 by Federal Express, which is the only carrier able to ship within 5 working days. The copier weighs 240lbs and Federal Express would take it into the Norwich airport to be picked up. He would need the freight charge, plus the \$300 to ship. It would be best to wire the money directly to his account which I can obtain from him Monday morning.

John is also looking for a machine similar to the Minolta 450 that is available and already set up for dual voltage.

He is receiving a lot of calls for this Minolta from his dealers and wants to move the machines he is holding, if they are not a viable option. His truck can take them to dealers Tuesday, if you decide this is not going to work.

Let us know what your preference is.

Thanks!

Martin



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July 31, 1991

John Neal
Mercury Star Office Equipment, Inc.
418 N. Commerce
Burleson, TX 76028

Dear John,

David called this morning and advised they would like to move forward. Initially, they would like to complete the deal for the Minolta 450 and/or 450Z copiers. This involves a large British company who are the ones wanting to come over, as soon as possible, meet the supplier. The other copiers would be arranged following this and then an on-going situation established.

David also said the letter of credit would cost them about \$500.00 and asked we look any other alternatives that would be acceptable. I would like to make this a secure deal for all concerned. They understand no one will obtain this number of copiers without assurances of payment and they are hesitant to pay 50% of this amount, without knowing the copiers are available.

The joint escrow account was suggested and I discussed this with Bank Manager, Sandy Edwards of Franklin Federal in Austin (512-477-5000). She is willing to be a reference and suggests we set up a joint corporate escrow account. David said that once the trip to your warehouse is made and they are happy, their company will issue draft for the full amount which may be deposited in the escrow account.

Basically, it would help for me to know what it would take from us to initiate the deal with you. The persons coming from England only want to see some of the Minolta machines, not proof of the full 160. I will come to Dallas and bring the folks from England to meet you. They would like to do this within the next six days. Is that possible?

Another question is, they have asked that we take care of the power conversion here and pay for it. Do you have a resource that could take of this as we go?

I sincerely appreciate your help on this and am open to any suggestions.

Sincerely,



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David,

July 30, 1989

Just tried to send the original copy of this information, but our faxes weren't speaking.

Here the new, improved offer.

Make and Model	Quantity	Price Each
1. Cannon 2015, 2015S and/or 2015F	100 Assorted	\$300.00
2. Cannon 250, 270 and/or 350	100 Assorted	\$225.00
3. Minolta 450 and/or 450Z	160 Assorted	\$300.00

Prices may change, if quantities are changed.

- A. They will guarantee each copier will pass a copy prior to loading and shipment from their warehouse
- B. They require that we will have to furnish adapters to accomplish dual voltage. I'll speak to him more regarding this, as they have done it before.
- C. Our buyer may make a trip to his warehouse to view some of the copiers and test copiers to pass a copy. Trip is to be at mutual convenience for those concerned.
- D. Prices are F.O.B. their warehouse to any location in Texas. Any other location will require \$25.00 copier.
- E. Quoted prices and delivery will remain in effect for 30 days.
- F. Sorters, C.D. units and additional cassettes available at additional charge. (upon availability).
- G. Payment:
 - 1. 50% cash in advance with order
 - 2. 50% with an acceptable, unconditional, irrevocable Letter of Credit in a U.S. bank in U.S. funds.
- H. Delivery : Within 60 days of receipt of order. Several trips will be required to complete the order for the quantity stated.

The reason for not quoting Cannon 1215 is due to the fact that this model is a fairly new machine which came on the market 1988-89. That makes the machine not too readily available at the quantity and price sought at this time.

The reason for quoting an assortment of models is due to the fact that the quantities desired will be more readily available in an assortment at the prices sought.

I also am faxing (hopefully) some additional info on the copiers. Hope the financial arrangements can be made agreeable to all.

Thanks!

Martin



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July 29, 1991

David,

Tim called me back. He was caught up in trying to fill the quantities. He feels he has reached a brick wall. In combination, he may only be able to fill one container with all the machines he has found.

He said that in recent weeks, Mexico has cornered the market and exhausted supplies. Tim checked in 38 states with Wholesalers and has only been able to secure 50 Canon PC270s. The 1215s are a newer machine and not coming back used in any large quantities. The Minolta is less available and he is still waiting call-backs on those.

Mexico is currently buying the PC270 for \$315, so his old suppliers are not wanting to sell at his previous price, which was, of course under the \$185 he quoted.

I have another source, who believes they can meet the deal, but may need a couple of days to respond. I asked they let me know tentatively tomorrow.

This second dealer said, due to their unavailability, he might have to find a substitute for the 1215s.

I'll let you know, as soon as I know more. We might be looking at a combination of suppliers here (although, they may all be after the same machines).

Sincerely,

Martin



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To U.S. Office

August 10, 1989

FAX To: David Case
Phantom, U.K.

From: Chris

Dear David,

Thought I would send you a quick FAX to see how things are going with Phantom, U.K. and to bring you up-to-date with things at this end.

Martin and I attended a demo of the Pinnacle Video Graphics System here in Austin last week. It has some interesting features like flip pages, rolling boxes that contain various shots, etc. but doesn't seem as sophisticated as Wavefront. The company is based out of Houston and are trying to push the product in Austin. We did obtain a video demo tape and can send a copy to you if you would like. We still have not heard anything from the Intelligent Light people in New Jersey. If we haven't heard from them by next week, I'll call Steve Leyenski. We were happy to hear of the interest from Hewlett Packard. When will you be coming over to New Jersey for training on the system?

How are things on the recording end? Do you still want Mark Luke to come over around the 27th August for two weeks? He is really looking forward to working with John and Paul again and spending some time with all of you. We have held all bookings from August 26th to September 9th. We did fly Mark Luke out to L.A. for two days this week to see if he could speed things up. He brought back a rough copy of the mix. The vocal tracks sound good, but there is still a lot of work to be done on the mix.

Anthony in Portland called last week and has decided he definitely wants to work in the U.K. for a year of his internship in architecture. He has heard a lot of good things about the Milton Keynes area. Would it be possible for you to ask the Milton Keynes Chamber of Commerce or equivalent to send him some information about the prospects. He still holds his British citizenship. His address is:

Anthony Perez
1607 SW Montgomery, #1
Portland, OR 97201-6072, U.S.A.

Thank you so much.

We will try to give you a call this weekend. Take care.

Chris

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 •
EASYLINK MBX 19037870 • FAX 011.44.908.608148

U.K.

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Tel. 01.512.320.9098 or 01.512.288.1044 •
FAX 512-288-4748

U.S.

14 Gifford Close
Eagleton

Milton Keynes
MK6 539

England

Martin + Chris Theophilus
Phantom Productions Inc.
PO Box 4870
Austin Texas 78765

Dear Martin + Chris

Bad news.

In the course of trying to get my £1,100 fees outstanding from CSB Ltd, I discovered that David had a condition of his bankruptcy terms I did not know about. He was, and is, barred from all management and promotion on behalf of a company or partnership. In spite of the fact that you are American, this may well mean that much of what he did and (if still on) does for you is illegal.

David has put me in a position of risk with respect of aiding and abetting breach of bankruptcy terms, conspiracy, and fraud. You would not expect me to refrain from appropriate moral and legal action. If the bankruptcy court does not seize/seize? Phantom Productions Ltd, I will sue and ask for liquidation. I may do that anyway.

Please accept that I have never at any time done

or said anything with any intention of dishonesty or deceit.

I actually left CSB Ltd on Oct 2nd 1989, and accepted personal disadvantage rather than do anything that might damage the company.

I am now a distributor with NSA building an ethical business in environmental products. It is difficult without a telephone (a £3000 bill is another David Case legacy) but I shall have one available shortly, and I will let you know the number when it is in.

Just in case you would be interested, I propose to get someone to contact you about the NSA opportunity. It is a very serious opportunity to gain financial independence and have a lot of fun and can be operated part time without damaging one's on-going situation.

God bless you.

Yours sincerely

Patrick

(PATRICK CASSENS)

with people sponsored for you in the UK, Germany, Ireland etc, so it is very important to maintain the integrity of the system.

All the best Patrick.

P.S. If you do decide that NSA is right for you as a result of this approach, please note that rebates and bonuses flow along lines of sponsorship and you should be better-sponsored on my behalf. You could finish up



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

July 11, 1989

Fax To: David, Phantom U.K.
011 44 908 261 429

From: Chris

Pages: Two

Dear David:

Hope that you have now recovered from your horrendous flights. We thoroughly enjoyed your visit David and are very excited about the Tele-BIS system and are eager to get started on marketing it in the U.S.

We were also delighted to hear of your success with Intelligent Light. It sounds like a remarkable system and we look forward to receiving a video presentation from Steve Leyenski. Austin is becoming quite a center in the film/video industry. Peter Coquillard has been talking to a film company here that last week got a \$5M shooting contract awarded.

As we told you on the phone David, we are sending you a copy of the Billboard ad regarding Denise Rich - rather interesting eh!

Lance Keltner called yesterday and said he had checked the Roy Head albums in storage and they have 5,000 warped records - so glad you asked him to do that. Would you be willing to work on a licensing agreement in the U.K. on this product? Bobby Lockhart said there has never been any prior activity on the album in Europe except some airplay several years ago. Please let me know if you are interested and if you want cassettes shipped over.

I had a call yesterday from Althea. She was concerned that Sheila's illness was the reason she hadn't heard from you. I told her that you were still very interested to buying a house in Austin, but that your computer business had expanded so rapidly that business had to come before personal interests. I said that if everything went as planned, you would soon be able to buy a house outright. Circle C is going great guns, so she said not to wait too long.

David, did you ever get a map of Texas for the office? If not, please let us know and we'll put one in the mail.

Take care and love to all.

Chris

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U.S.



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

U.S. Office
Reply To:

June 1, 1989

Fax To: David

From: Chris

Dear David:

Just wanted to touch base with you. I didn't know whether you had tried to send the fax to us that you spoke about on the phone last week. Our fax has rung several times, but nothing comes through.

It sounds as if you are extremely busy, but glad the Hotel Billing System is progressing well. When will you be coming to Chicago to meet with the Hyatt chain? Please give me as much notice as possible before your arrival in Austin so I can get the Easyview sessions set up - thanks.

We were happy to hear that John's album is coming along so well and will anxiously await copies of the album. Please say hello to him for us.

You will probably be getting a tape and promo from a guy Alex Abravanel. He was living in Austin, but is currently in Norway doing some gigs. He will be travelling on to Majorca and Barcelona in July and wants to come to England later in the Fall. His material is hard to define and I don't know what kind of a market there would be for it in the U.K., but I did give him your address and he said he would ship you a copy.

We will be sending you a copy of The Phantom Group business plan within the next couple of days. It does focus on where we hope the Company will be in a few years - hopefully MAKING MONEY and everyone doing what they enjoy doing.

Love to all.

Chris

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U.S.

GEORGE THOMPSON ASSOCIATES

6 Mill Lane, Woolstone, Milton Keynes MK1 0AJ, Buckinghamshire, Telephone: Milton Keynes (0908) 607507

PAYING YOUR HOTEL BILL - AS SEEN ON TV.

CSB introduce their revolutionary new HOTEL BILLING SYSTEM which will transform the way you pay your hotel bills.

The HOTEL BILLING SYSTEM enables each hotel guest to instantly view their itemised account at any time using existing television sets. This also allows for payment from your own room, allowing quick and easy exit from the hotel.

Other relevant hotel details can also be displayed making it a very flexible, personalised information system.

The HOTEL BILLING SYSTEM is available in seven languages, so no matter what your nationality, it can speak a language you understand. Installation is quick and simple with no disruption to existing structure, thus maximising use of all rooms.

At CSB we control the manufacture and installation of this unique system hastening the end of congestion in hotel lobbies and impatient guests throughout the world.

Further Information From:

PC:USER

BRITAIN'S BIGGEST GUIDE TO IBM COMPATIBLE PERSONAL COMPUTING

The art of colour publishing

- Artisan Graphics System
- Aldus PageMaker v3.0
- Cobra graphics card

ALL THAT'S NEW FOR PS/2



▲ News – PS/2s need software 'fix' for 1-2-3, NetWare

▲ Intuitive Accounts

▲ BUYER'S GUIDE: 386 COMPUTING

3-16 AUGUST 1988 ● Full-colour publishing: Artisan, PageMaker v3.0 ● Compaq Deskpro 386/25 ● Intuitive Accounts ● Map-Master ● Guide: 386 computing

Artisan Graphics System

Artisan Graphics from Cambridge Computer Graphics is probably the first affordable (tens rather than hundreds of thousands of pounds!) four-colour graphics system

by David Case

Anyone who's ever used one of the currently available computer graphics packages for the PC/AT will probably have mixed emotions about the suitability of the product to handle the task in hand.

The industry has spent a small fortune on marketing these products and, if we believe all we read and hear, then for less than the cost of a return ticket from London to Cloud Cuckoo Land, we can produce the highest quality graphics on our trusty PC fitted with 256Kb of RAM and a Taiwan Special EGA. Now for the real world... High quality computer graphics are not cheap. They require extremely powerful processors and software of a sophistication that is normally well beyond the range of our humble AT compatibles. The cost of such systems range from one hundred thousand to well over one million pounds.

Fortunately, the area between the low and high-end types of system has been addressed by a few companies, and these products have rapidly gained recognition. Into this market Cambridge Computer Graphics has launched the Artisan Graphics System.

It's a professional standard graphics sub-system designed for the serious graphics user, but with an ease-of-use that puts many of the smaller 'Paint' packages to shame.

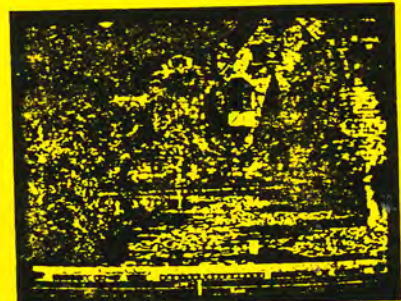
The Artisan Graphics System is a serious collection of graphics goodies. Anything with a monitor as large as the thing that arrives with Artisan has to be really serious. It needs an AT-compatible machine as a minimum, into which must be installed the graphics sub-system. This sub-system comprises two cards that must occupy two adjacent 16-bit expansion slots. These are the whizz-bang graphics card, called the Xcellerator, and the extra graphics memory card. The extra memory is optional, but at least 2Mb is essential to run Artisan - and 4Mb is better.

This extra memory is exclusive to the graphics system and is not recognized by DOS so it isn't available for use by other programs. The monitor is manufactured by Cambridge Computer Graphics, and provides a 20-inch diagonal screen with a resolution of 1,024 x 768 with up to 256 colours displayable at any one time from a palette of over 16 million.

The input device for the review was kindly provided by Cambridge Computer Graphics after the manufacturer, TDS, let us down on promised delivery of the loan equipment. However, I must say that the TDS tablet proved to be a terrific device, offering great flexibility



The basic Artisan workstation... a large desk is essential



A sample from the picture file (left) which is zoomed by pressing F2 (right)

and a pressure-sensitive pen for extremely high control over the plentiful facilities offered by Artisan.

The review machine was a 20MHz Mission 386 fitted with two 40Mb hard drives and a maths co-processor. The system will normally be supplied fully installed and configured but we decided to install the system ourselves. The installation process was delightfully simple. There are two installations to be completed, one for the Xcellerator drivers and one for the Artisan system itself.

We installed the Artisan software first only to be told by a rather terse message that we must install the Xcellerator drivers first and run the start-up program for the Xcellerator card, as this must be running to install Artisan. The rest of the process was very simple and, following the prompts provided, proceeded quickly.

The monitor must be turned on before starting Artisan as the system checks what type of

monitor is installed. Develop the habit of turning everything on before typing 'ARTISAN' at the DOS prompt and you'll be in business.

The first thing you notice about the Cambridge Monitor, apart from its size, is how good the display is. Artisan welcomes you with a central notice board on the graphics monitor and helpful prompts on the standard system monitor. The menu is displayed on the bottom of the graphics monitor and is accessed by moving the pen down to the bottom of the graphics tablet.

The manuals, one for the Xcellerator and one for Artisan, are reasonably well written and detailed, but lack the professionalism of the products they accompany. Rather than reading the manual, the best way to get familiar with Artisan is to play with it. In defence of CCG I am told that a new manual is currently being prepared and will be available *real soon*.

The menu block is self explanatory, with

each option displayed in a small box. Options with sub menus are displayed in upper-case and options with no further selections in lower-case. Once I'd got over the annoyance of having to return to the **ABORT** option every time I wanted to cancel an action (the pen has only one button – its pressure-sensitive tip), I found menu selection extremely rapid. A second button on the pen would be extremely useful! There are 14 options on the main menu, four of which have no further sub-menus. These are **RECOVER**, **ABORT**, **STATUS** and **EXIT**. **RECOVER** is used as a kind of oh-shit-I-didn't-mean-to-do-that button.

A subsequent press in the **RECOVER** option toggles between the pre-recovery image and the recovered image, great for those moments of indecision. **STATUS** displays a panel on the screen telling you how many colours are left, brush sizes, spray densities etc, and information about the current state of the graphics image. **EXIT** leaves Artisan after asking if you have saved your image, and returns to DOS.

There is a **PALETTE** option for defining colour ranges and creating special colours. On selecting it, two further choices appear to the right of the main menu choices – **SHADES** and **MIXCOLOR**. Select **SHADES** and you're asked to pick a base colour and a secondary colour. On completing this the sub-palette to the right of the menu block displays 16 evenly spaced shades from the base colour to the secondary.

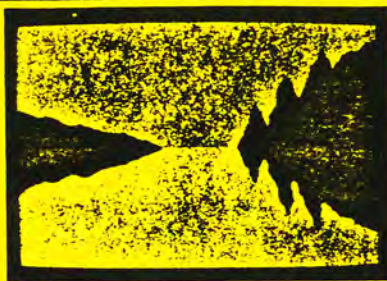
The **MIXCOLOR** option displays a window on the screen much like an artist's palette, with the base colours displayed down the left and right sides of the window. You can pick a colour, move the cursor into one of 16 mixing areas and place the strength of your chosen colour there by simply depressing the pen. The longer you hold the pen down, the stronger the colour.

Collect other colours in the same way and plop them in the same mixing square to get really flexible colour control. Artisan caters for creating a palette of colours from a scanned image. This means that colours can be picked straight off the screen, thereby allowing natural, realistic colours to be used with the scanned image. Saving and retrieving the images from disk is great fun. Artisan provides a gallery of images on the disk for you to select. Moving the pen and positioning the cursor on the correct image is very simple.

There is also a **MORE** selection which displays the next gallery page should the image you wish to retrieve not be displayed.

Images can also be saved as symbols or floating icons, which can then be used for all sorts of clever stuff like montages, every estate agent should have one of these. Take a piccy of the house, blot out the power station behind Willy's window and paint a beautiful blue sky in the background and Bob's your auntie's live-in lover...

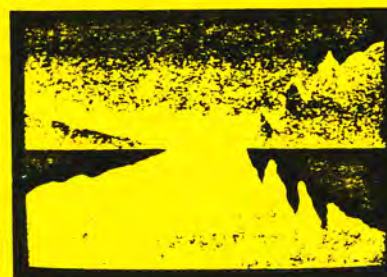
There is a demonstration picture on the Artisan System as supplied called **CASTLE PIC** and this is the one I decided to load in and have my wicked way with. Loading was reasonably fast and the image on the screen was amazing. The



STEP 1



STEP 2



STEP 3



STEP 4



STEP 5

A guide to Artisan's masking feature:

STEP 1 The mountains are drawn using freehand pen and filled with paint

STEP 2 Add the highlights using cylinder

STEP 3 Mask off the mountains so when we draw the moon and reflection we leave the mountain as is

STEP 4 Draw in the moon and reflection in the water using disk

STEP 5 Strip the mask and view your masterpiece courtesy of Artisan

STEP 4 Draw in the moon and reflection in the water using disk

STEP 5 Strip the mask and view your masterpiece courtesy of Artisan

STEP 5 Strip the mask and view your masterpiece courtesy of Artisan

STEP 5 Strip the mask and view your masterpiece courtesy of Artisan

picture truly looked like a photograph – the visual detail was staggering.

I pressed one of the hardware zoom buttons (function keys 1 to 5) and the image blasted into its new size instantly. The zoom facility allows for editing in all sizes and includes a full pixel editor. I could then scroll the complete picture around the screen using the pen, to reach the parts other systems cannot reach.

Artisan has a very large range of drawing and painting functions, including spheres and cylinders, with full automatic highlighting. Facilities to copy and stamp (copy without background) are included, and all areas copied or stamped can be manipulated prior to positioning. Amazingly, the copied image can also be laid over the existing image as a transparency of whatever density you require.

Images can also be dragged across the screen, creating great speed-freak effects. For the imaginative (or accomplished) graphics-doer the range of image manipulation and creation tools is staggering. One I found great fun was **PIPEBRUSH**. This allows you to position your pen anywhere on the image and pick up the area around the end of the pen as a sort of glorified patterned brush. Painting trees is now so easy it's almost boring.

In the **CASTLE PIC** image, which is, in fact, a picture of a folly somewhere in Wiltshire, there is a tower built of bricks. One's sadistic nature comes to the surface here – let's paint out all the windows and brick them up. Easy! Select **PATDEF** – this defines an existing area of the screen as a pattern – and then select **PATBRUSH**, move the pen over the windows, press down and paint, and voila, no windows. The program remembers which bits were shadow and which were light and adjusts the pattern accordingly.

The **MASKING** facility is very functional. For those of you who have never used masking, a mask is a sort of cover that you use to literally mask off something that you have already done while you do something else. For example, **CLEAR** the screen with a deep blue and **BLOCK** the bottom half of the screen in a slightly darker blue. Change to black, select **FREEHAND** and **PEN**, then draw some mountains on the horizon. Next, draw the reflections in the water, change to **FILL**, select **PAINT** and paint the mountains black. Select **MASKING**, **DEFINE**, **PICKCOLOR** and select the black mountains. Hey Presto, the mountains are now safe out of harms way while we draw the moon (see left).

This system is going to find a very big fan club in the DTP market. Artisan, when used with CIPS, the Cambridge Computer Graphics Colour Publishing System, addresses all major graphic arts operations including original illustration, photographic retouching, visualizing, page planning, colour correction and colour separation.

The big problem with computer graphics systems that produce images to be printed by the full four-colour process, is that the computer is capable of generating colours that humble printing ink manufacturers cannot duplicate.

To address this problem Artisan CIPS has a

full set of colour correction algorithms on board, and they have included data as to which colours are printable and which are not.

To colour-correct an image and prepare it for the separation stage, the image has to be saved as a TIF file (an option on the IN OUT menu). The program then asks you if you wish to save colour correction information too. A positive response causes the program to load the CIPS software. In this option you can then view the image as it appears on the computer and as it will look when printed.

A word of warning here, the image can look quite different. If you press the Printable option, you will see why. Highlighted in bright orange are all the colours which are non-printable. The MODIFIED version, or the way it will print, shows how best the computer can adjust your picture for colour printing. You may not like this, however. So Artisan gives you the opportunity to change it.

Go into Printable mode, and you will see sets of graphs under the image which can be viewed in RGB, YMCK (Yellow, Magenta, Cyan and Black - the printing colours) or in Highlight, Shadow and Hue. If you set both sides to YMCK, the left set of graphs will show you bars, the right set will be a set of line graphs. In some cases, some of the bars will be red. These indicate the colours which will give the printer trouble, and are showing orange on the picture. The corresponding line graphs on the right can be adjusted to get rid of the red bars,

thus getting rid of non-printable colours.

Viewing these changes in the MODIFIED mode means that with every change you make you see the interactive result in what will be printed - which means satisfaction guaranteed! You can also get some really weird effects by tweaking the graphs in all sorts of ways, making them negatives, or taking out the red. For the designer this flexibility is really useful.

The printed result *is* what is being viewed, so it is a truly WYSIWYG system. Once the image is to your liking, you simply exit, and all this information is written to a TIF file format.

The system also comes with an ACAD driver and a frame-grab facility that will work with any image that can be produced on the CCG screen. Over 100 packages interface with the Xcellerator screen so there is plenty to choose from.

I have truly fallen in love with this product, and I now know how a motoring journalist must feel when he is given a Ferrari to test, and after the week is out he has to give the thing back and climb into his trusty Marina.

The Artisan system, compared to the small paint packages seems expensive, and at a starting price of around £16,000 it's not exactly cheap. Until, that is, you examine just what you get for your money.

You get original illustration, photographic scanning and retouching (in colour), business graphics, frame grabbing from hundreds of packages, visualizing, colour correction, colour graphics/text integration, colour separ-

ation, output to 35mm slide, laser printers, colour thermal printers, and typesetters.

The scanners and other goodies are also not cheap, but like I said before, Artisan is a serious piece of kit. It has the potential to vastly improve the visual communications of any company or organization that commits anything to colour print.

USER VERDICT

- **PRODUCT NAME** Artisan Graphics System
- **SUPPLIED BY** Cambridge Computer Graphics, Graphics House, Cornett Drive, Waterbeach, Cambridge CB5 9QT TEL: (0223) 863511
- **DESCRIPTION** Professional-quality colour graphics origination system
- **PRICE** from £5,485 (Xcellerator System including 20-inch display, 32-bit graphics controller plus disk drives); £1,995 (Artisan); £3,995 (Artisan CIPS)

	Poor	Moderate	Good	Excellent
Installation			▲	
Ease of Use				▲
Functionality				▲
Documentation		▲		
Value for money				▲

- **PC USER VERDICT** A professional standard product aimed squarely at the serious user, packed with features and facilities to allow fast and imaginative creation of graphics and colour publishing layouts. Apart from the documentation it was difficult to find much to criticize the product on, probably because I was having so much fun using it.

A.I.N. PHANTOM PRODUCTIONS.

**ARTISAN
CASE
STUDY**

***“A complete rock
concert light show –
produced in
less than an hour”***

Have you ever thought about what goes into the making of a successful rock concert? Well, obviously the artist is the major part of it, and of course, the venue. But think on, and you'd have to agree that what really brings out the atmosphere of the venue and the magic of the stage and artist is the light show.

One promotion company, Mass Productions Ltd, of Milton Keynes have developed a way of using Artisan, from Cambridge Computer Graphics, to design complex lighting sequences for the concerts they organise. What they now do makes more effective use of the producer's expensive time, allows more artistic and intricate lighting sequences to be used with confidence, and gives the lighting contractor no excuse not to have the right lighting rig set up.



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

April 20, 1989

Dear David:

Hello there! Just a few things I need to pass along to you regarding the Easyview project. I think we will have to shoot for Nick and Matthew coming over here towards the end of May in order to have time to send out personal invitations to the demonstrations and literature about the program. I would like to make it a very professional invitation (i.e. have them printed), along with a cover letter, a summary to hook their interest in the software and in attending the demonstration. I also need time for them to RSVP.

I have talked to Debra at HQ regarding reserving a conference room both here in Austin and Dallas and that is no problem. However, do you need a dedicated plug or anything else special in the room to demonstrate software. Also, how long would each demonstration be and how many people do you want at one time? Also, when would the instruction manuals be completed, etc?

Everyone I have talked to say they are always interested in finding out about new software and the State agency people use DBase on a huge scale and are interested in anything that makes it easy for new personnel to learn.

I also talked to HQ about possibly renting an office there for a few weeks, but it is rather expensive - \$595 for a three week period and would just have a basic desk, three chairs and a telephone. It would probably be just as easy for Nick and Matthew to work out of the house here as we have the two telephone lines - what do you think? Of course, they are both welcome to stay here with us.

On the Mark Luke project. Have you been able to talk with Fahred yet about the use of a condo in LA? If that doesn't work out, we will make hotel reservations for him before he leaves. I am in the process of drafting a letter to Bill stating our concerns. We do thank you for bringing up the very valid points of concern. We don't want to jeopardize the situation for Mark Luke, but don't want Phantom left out in the cold either. Sometimes Martin and I are just too trusting.

If you can give me a firm date when everything will be ready and when to expect Nick and Matthew I can get the ball rolling on this end. Thanks.

Glad to hear everything with the house is moving along - when do I need to start selecting carpet, tile, etc?

Love to all, Chris

DIRECTORS ► U.S. - Chris & Martin Theophilus • U.K. - Sheila & David Case

1 Padstow Ave., Fishermead, Milton Keynes MK6 2EP, ENGLAND
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EASYLINK MBX 19037870 • FAX 011.44.908.669528

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Austin Centre Tower, 701 North Brazos, Suite 500, P.O. Box 4870,
Austin, Texas 78765 U.S.A. • TELEX 763933 HQ AUS
Tel. 01.512.320.9098 or 01.512.288.1044 •
EASYLINK MBX 62805283 • FAX 512-288-4748

U.S.

April 1, 1989

Dear David and Sheila:

Good afternoon! Martin and I spent Thursday and Friday in the Dallas area and I spent several hours at the Infomart Building which is a huge area housing over 85 companies dealing with computers, computer design systems, printers, software, etc. I did talk to several companies and met with three. Following is some information about Easyview and its competition:

Met with Custom Programming Services - They deal mostly with programs for the Mac. He called his DBase expert who said he thought DBase IV did almost the same as Easyview with the exception of not having to re-define everytime. He said that most major companies were already using DBase IV, including Mobil, Exxon, etc. He thought there was a definite niche for Easyview, but it would have to be marketed to individuals, rather than large corporations. He said it was very difficult for a new company to gain access to a major company. He advised advertising in PC User, PC World and PC Tech Journal. Also said mail order companies such as Educ Comp would be good. I asked for his opinion on state agencies and he was sceptical. However, Martin and I disagree and think there is a tremendous market within the state and Martin has access to individuals who could meet with Nick and Matthew and make decisions.

Spoke with Inforent who are a consulting company who obtain the most suitable hardware and software for specific clients. Their programmer told me about Q and A software which she felt was quite similar to Easyview. She said it is IBM compatible, is produced by Symantec and allows you to bring in Lotus spreadsheets, mailing labels, word processing package and a report writer. She referred me to Gary Kirkam of Forecasting Planning Associates who rents Q and A and teaches classes on this software. I met with him and he was most interested in Easyview. He showed me a demonstration of Q and A and gave me the information sheets which I am sending via fax. It does seem very similar to the demonstration you showed Martin and I. He said it was used fairly widespread throughout the U.S. However, you will notice that the cost is considerably more than Easyview.

Also met with Automation Images. They were interested, but said I would have to speak to the owner and he was out of town for about a week. He said they would be interested to attending a seminar to demonstrate the new product. I also talked to the coordinator at Infomart who arranges conventions, seminars, etc. and she will get details to me a.s.a.p.

Martin and I are curious to know what you think about Q and A - is it really similar? I did pick up a couple of magazines while in the area. One is "Software" and gives a retrospective of the software industry from '69 to '89. The other one is "Computer Dealer" and gives a directory of dealers, but I think they are mostly hardware dealers. I will be happy to mail those on to you if you think they would be helpful.

I also contacted a company named F-1 Services who will research and get names of companies (i.e. who distribute software) throughout the U.S. The cost is \$45/hr and they can do it within two days. They can also do regional listings. I hope this information will be helpful to you David. Please let me know what else I can follow up on from this end.

Love to all, Chris and Martin

P.S. You'll have to re-sort pages on review, but they are all numbered. Hope they all come through.

March 10, 1989

Dear Patrick/David:

Thank you for your fax this morning - those pesky French - we did complete a customs form on the package at the post office in Cannes - it must have come off. I will send a second page to this as an invoice for you to fax to British Customs and many thanks for your help regarding this.

David, we got your phone message on Wednesday evening. So glad that things were going well in Hong Kong - did you get anything finalized on the contract???

We are really looking forward to you, Sheila, Nicky and Andrew arriving on Monday. Could you fax us the flight information please?

We are enclosing a copy of a press release on Mark Luke's contract. We finally got those three songs cleared and the Montei's are going full steam ahead. We thank you again for that referral David. Mark Luke is really excited and so ready to go to L.A. next month.

Hope you aren't too exhausted from all your world travels. We'll promise you some relaxation here next week.

Take care.

Chris and Martin



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To: U.S. Office

March 10, 1989

INVOICE

Contents of parcel shipped from Cannes, France on January 25, 1989 to David Case, Phantom Productions, U.K., 1 Padstow Avenue, Fishermead, Milton Keynes, MK6 2EP, England:

- 49 Cassettes - No commercial value
- 33 7 in. single records - No commercial value
- 40 Bandanas - No commercial value
- 3 Promotion Portfolios - No commercial value

Please note that all of the above items are promotional materials for our artist Mark Luke Daniels and have no commercial value.

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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EASYLINK MBX 62805283 • FAX 512-288-4748

U.S.



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Reply To:

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

4 PAGES

For Attention Martin & Chris Theophilus.

Hi Guys.

Three pages attached are the preliminary pricing structures for pressing and selling both 7 inch and 12 inch mixes of the two tracks just completed.

The really great news is that I have spoken to Kenny Macleod from Impulse and he could be prepared to handle the promotion on a points basis, and that alone could save us thousands in the initial costing.

I am going to London to see him next week and meanwhile he is mailing to you direct a full company profile of Impulse. As a matter of interest they have just had three number one hits in a row. (Not bad Eh!!!)

Speak to you soon.

Cheers

David.

DIRECTORS ▶ U.S. - Chris & Martin Theophilus • U.K. - Sheila & David Case

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EASYLINK MBX 82805283 • TELECOPIER 512-320-685

U.S.

3961714A 21SEP88 23:35 EST

PTS

19037870+

GA

OUTPUT FILE

=JOANNA

.op

DAVID, THIS A COPY FOR YOU AND SHEILA. C&M

September 22, 1988

U.S. Office

Dear Ms. Limon,

Reference our call last night...David Case, our British Director felt your material was very good. We scheduled several meetings with record companies in the U.K. when we are over October 1st through the 15th and will be presenting your material. Please let us know what your publishing situation is. Would sub-publishing be available? Also, would you send us a brief summary of your goals. It would be helpful to know if you prefer a record situation, touring (where?) and if you would release your songs to be covered by other artists.

We have another interesting development. We are preparing to release a single by an artist we manage in England, on Phantom Records, UK. One of his songs is "Honey Come Back" by Denise Rich and Randy Eidlemann of Switzerland. She currently has eight songs in Americas' top 100. Her song writing is excellent, but her vocals are somewhat weak. For this reason she looks to other artists to release her material.

Her album, released in England on MCA, is on the enclosed cassette. Phantom Productions, Inc. has received the rights to re-release these songs utilizing a top quality female artist. It may be released in any territory, in any language. David believes you would do very well with these songs. He would like you to listen to them and let us know if you would be interested. The production is actually complete. The 24-track instrumental masters would be sent from Switzerland, the vocals completed by you and the completed tracks submitted to Ms. Rich for approval. The album would then be released as yours. Additionally, David inquired if you thought any of the songs could be translated into Spanish and be marketable.

The possibilities are varied in this situation. If you felt a couple of the songs were good and wanted to try a single release, or combine the release with some of your own material, that too might be possible. We do not want to distract from your own music or goals. David just became very excited when he heard your voice and offered this situation.

IDG is Denise Rich's company. If they agree with us about your vocals, they could be willing to back the release. If those were successful, subsequent releases of your own material would have a good chance of being backed. Another alternative would be for Phantom Productions to complete a release of some kind.

Please listen to the songs and let us know. If they do not feel right, we still appreciate your consideration. This in no way affects our other efforts on your behalf. Thank you for your time in considering this proposal.

Sincerely,

*KERN

ACCEPTED 3962007A
EASYLINK

3962301A 21SEP88 23:41 EST

PTS
19037870+
GA

*OUTPUT FILE

=DANNY

.op

DAVID, HERE IS INFO GOING TO SANDY. C&M

U.S. OFFICE

September 21, 1988

Ms. Sandy Edwards
Pickin' Porch Productions

Dear Sandy,

The following is a proposal from our United Kingdom Director, Mr. David Case. We are looking for financial backing for Danny White, an eighteen year old artist that Phantom Productions manages in the U.K.

Danny White first came to Mr. Cases' office in Milton Keynes late last year. He is an extremely talented artist and garnered attention from a variety of sources immediately. He has received interest from Anglo Atlantic Records, Chrysalis Records, Polygram Records and the Global Music Group in England. He has been asked to record songs written by Denise Rich and Randy Eidlemann in Switzerland (These writers form a group known as IDG, who are significant song writers and who currently are responsible for eight of the top one hundred songs in the U.S.)

Additionally, in the U.S. Danny White has gained the attention of Richie Valens' publisher in Los Angeles, who requested White recut DONNA. The publisher, the Montei Music Group, was so impressed with the production of Donna, they are shopping White to major labels in the States. Further, Montei Music has agreed to record White at their own 24-track LA studio, and provide seven additional Richie Valens' songs that have never been previously recorded.

In an effort to break Danny White as a worldwide talent, Phantom Productions intends to release White on their own Phantom Records, UK label. This release would then be utilized as leverage to finalize an international album release comprised of the Richie Valens' songs and the new material from IDG.

Mr. Case has lined up top promoters in the U.K. for this release. We have attached a summary of the Impulse Group, who just took on U2 and other details of the U.K. arrangements. We will be most happy to provide additional information on Danny White and the situation we are looking for.

Attached please find press releases on Danny White, summaries on Phantom Productions and other items that relate to the project. We appreciate your interest and look forward to working with you.

Sincerely,

Martin Theophilus

LLLL

ACCEPTED 3961714A
EASYLINK

3962007A 21SEP88 23:38 EST

PTS

19037870+OUTPUT FILE

=MARK

.OP

September 21, 1988

U.S. Office

Ms. Sandy Edwards
Pickin' Porch Productions

Dear Sandy,

Attached is Mark Luke Daniels promo package, single and cassette. We are presently looking for backing of this artist to enable Phantom Productions, Inc. to move him from regional recognition to an internationally recognized artist.

At this writing PPI has the following initiatives in progress:

1. This week, Elizabeth Montei, of the Montei Music Group of Los Angeles, will present Mark Luke Daniels' material to the top Country music industry companies in the U.S. Her presentation includes this package, as well as a video tape of Daniels' September 18, 1988 Showcase at Austin's Colorado Street Cafe. The Showcase resulted in standing room only and was attended by Texas music publishers and the Directors of Phantom Productions' United Kingdom offices.
2. Daniels' single has just been released to 50 Texas radio stations.
3. This promo package is currently being submitted to numerous U.S. record companies and publishers including; MCA, CBS, Warner Bros and similar industry contacts held by Phantom Productions.
4. Phantom Productions, UK is currently shopping Daniels' material to record companies and publishers in their territories that include Europe and the Far East. This includes the planning of a European tour of Texas music in the late Spring/early Summer.
5. Texas Crude Publishing has agreed to record additional songs for Daniels, as they have a strong belief in his potential.
6. A video tape interview of Daniels is being shot at the Copeland, Texas Tavern with radio personality Olin Merle. The 15 minute video will include two songs, some train footage and Daniels' descriptive comments of his musical influences. This tape will be aired regionally and is to be shown to record companies and publishers in Britian between October 1st and 15th of this year.

As noted in the promo material, Mark Luke Daniels is playing quite regularly and has 7 Mr. Gatti's Pizza commercials being shown in eleven states for the next year. We appreciate your interest in Mark Luke Daniels and would welcome discussions regarding the furthering of his career.

Sincerely,

Chris Theophilus

LLLL

PROMOTION PLAN - DANNY WHITE

1. Release single containing DONNA and HONEY COME BACK in the U.K. on the Phantom Records label with the intent of charting the record and gaining attention for the artist. At the same time Whites' material is being actively shopped to major U.S. and International record companies including; CBS Records, MCA Records, Polygram and others.
2. Record the remainder of the album at the studios of the Montei Music Group, Los Angeles. 24-track facility has been offered at no charge.
3. Danny White would then begin a U.S. tour to support the release of the album here in the States. Phantom Productions prefers to complete all releases on Phantom Records, however should a significant major record deal be offered that was in the artist's best interest, that would be pursued.
4. Merchandising plans would be finalized during this period and all other normal promotional efforts would be concentrated to insure Danny White's success.

PROPOSAL:

To obtain backing for the U.K. single release and promotion. Subsequently, based on the level of success, backing of the album release in the UK and the US would be required. We are interested in serious proposals based on Mr. Case's discussions with you on September 18, 1988.

BACKGROUND:

Phantom Productions, Inc. is a twenty-four year old Texas company. Originally the company produced tapes, albums and videos. In the past eight years the company has developed international connections culminating in the establishment of Phantom Productions, UK. Phantom Productions, Inc. based in Austin, Texas is owned by Chris & Martin Theophilus. The Theophiluses are totally involved in the Austin Music industry development including; Austin Chamber of Commerce Music/Film/Video committee, Austin Music Industry Council and were responsible for the establishment of the Austin Community College Commercial Music Program.

Phantom Productions, UK, based in Milton Keynes, England is owned by Sheila and David Case. The UK company, known formerly as Mass Productions, Ltd., formed a joint operation with the US company following their association at the MIDEM Music Conference in Cannes, France. David Case is known for his music marketing and music industry related computer software development. He developed the software for the Roger Waters' Radio Kaos tour and works with Europe's music TV company Sky-Channel. Some summaries regarding his work are attached.

MMHM

ABORTED
*TERM

ACCEPTED 3962301A
EASYLINK



PHANTOM PRODUCTIONS, INC.

"RECORDING TEXAS SINCE 1964"

Dear David,

April 12, 1988

We have enclosed a 3/4" copy of the Austin Cablevision interviews. Norman apologized for the delay on editing. He will provide us with an edited version when it is complete in the next couple of weeks. Some of the timing on the items will change but he wants to run both the interviews on the same show.

Also enclosed is Anneke's additional copies. She is not happy with this production and is attempting to cut more material. Allison is to be in the studio this weekend and will have additional material. She is curious if you might still be interested in her coming to England this summer.

Just for the record, we want you to know how much we appreciate your work, your interest and your support of Phantom. As you requested, here is our attempt at summarizing the agreements we have discussed. We look forward to your comments and understanding.

1. We will both work to support each other in our respective territories.
2. We agreed to split 50-50% all income from successful joint projects.
3. We agreed to establish a joint publishing company through BMI, external from the Phantom/Mass venture.
4. We have agreed to provide a demo video ad for the Israeli' high-chair project and subsequently participate in its marketing.

Some questions...

- A. We keep an automated cost and billing system on each artist. Do you want/need this information on your groups, i.e. Morley Morgan, Danny, etc. ?
- B. Do you do the same for yours and have cost statements on Deborah, Ron, etc.? Is this money you recoup as the deal progresses, or do you recover the costs in the deal itself? Our contract with Deborah and Ron states we recoup our costs up front when significant monies begin coming in. In future deals we believe it may be more appropriate to have funds that are utilized for artist development.
- C. As we establish closer ties, what documentation do you need/require for items like utilization of the Phantom or Mass logos, etc.?

As we mentioned, your energy and support is greatly expanding our capabilities. We appreciate your understanding as we grow together!

Sincerely,

TELEPHONE 512-320-9098
512-288-1044
TELEX 763933 HQ AUS
TELECOPIER 512-320-5821

AUSTIN CENTRE TOWER
701 NORTH BRAZOS, SUITE 500
P. O. BOX 4870
AUSTIN, TEXAS 78765 U.S.A.

Directors - Chris & Martin Theophilus

Dear David and Sheila,

MAY 22, 1988

The following is in regards your EASYLINK letter and our telephone conversation, 05/21/88. The references to ownership of Phantom Productions, Inc., were made at the request of our attorney, Pat Washburn, in an effort to begin finalizing the agreements between the both of you and ourselves regarding the entire operation. This was not intended to be a part of Danny's agreement. In our haste to return the contract to you and proceed with our intent to merge, we included everything in one agreement.

As we discussed on the phone, Phantom Productions, Inc., Christine M. and Martin Theophilus agree, understand and appreciate the opportunity to share equally with Sheila and David Case all management aspects of the artist Danny White! Further, we deeply appreciate the confidence and involvement David has shown us by involving Phantom Productions in this effort. In our opinion, without David's involvement, Danny would not be reaping the benefits nor have the enormous opportunities ahead in his career. Nor would we even be involved with Danny and his family.

In our scheduled meeting regarding Danny's contract with Pat, we brought up our proposed agreement to merge our efforts, which was discussed when David was in Austin. Pat, while encouraging the expansion, requests that we have legally binding contracts on the creation of a Phantom Productions, UK. Our inclusion of the disclosure information was our attempt at initiating those agreements.

What we intended, in what should have been a totally separate letter, was to follow our attorney's guidance, and proceed in a mutually agreeable manner to create Phantom Productions, UK. Pat stressed to us the need to be sure each party is fully aware of the intent of the merger, be comfortable with all the expectations AND provide full disclosure of information regarding the parties concerned.

In this same meeting Pat recommended we each exchange our understanding of this evolution of Phantom Productions, Inc. While the basic splitting of ownership was agreed upon, the details of the ongoing operations need to be identified and also agreed upon. Here are some of the agreements and some items that need clarification.

1) Initially, we discussed the split as being, Chris and Martin 60% US and 40% UK, with Sheila and David 60% UK and 40% US. David has indicated splitting Danny and other efforts 50-50%. When major decisions need to be made, who has the final say? For example, if David and Martin agree and Sheila and Chris disagree, who breaks the tie to allow the corporation to move ahead? Pat suggested 51/49 splits would allow each party to have final say in their own territory. Territories defined as US for Chris and Martin and Europe and Far East for David with other territories to be negotiated as development continues.

2) Pat raised the issue that we both need to define what one or the other may commit the other party for. For example, limiting the amount of a joint expenditure, final approval of a contract (or a \$ limit?), liability, etc. Can an effort in the U.S. bind David and Sheila to the particular event, costs, etc., and vice versa.

3) The third area that came up in the discussion was, if the expansion is indeed an expansion of Phantom's US operation, what happens, for example, to the European development, when David and Sheila are in Texas? What details need to be worked out, representation covered in the U.K., etc.?

As Pat describes it, the verbal agreement (or "Heads of Agreement") is a beginning that needs careful negotiation to the satisfaction of all the parties. A first step, in

his opinion is the sharing of background info (including the fact that Phantom Production, Inc. in Texas is wholly owned by Chris and Martin, "clarifying that no other US investors nor US third parties were in the "wings" and have input as to the corporation's direction.)

We hope this information meets with your satisfaction. We look forward to your response to our comments. We will be out quite a bit this week on separate trips, but will call when we can.

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September 1, 1988

David & Sheila Case
Phantom Productions, UK

Dear David,

Having reread the letter we just sent you, we felt we needed to emphasize several points to make things perfectly clear.

1. We have not talked to Danny nor Ernie since the conversations two weeks ago.
2. While we signed the contracts and continue to participate with Danny White, our understanding has always been and will continue to be that you are in full management control of this artist.
3. We want this to succeed as we believe the potential is high. However, we were specific to Danny and Ernie on Saturday (two weeks ago) that David & Sheila Case are totally responsible for Danny White's management. We are sorry Danny and his dad misunderstood. We should have made it clear in the beginning that our role is to be supportive of Phantom Productions, UK (Sheila & David Case) and provide management here in the States when Danny comes over.
4. Given that you discovered Danny and have provided the total monetary support, we would not see the management situation working in any other way.

Please feel free to share this with Danny and Ernie if you wish. Hope you can continue to make progress with the plans.

Sincerely,

Chris & Martin Theophilus
Phantom Productions, INC
Austin, Texas U.S.A.

MMM
TERM

ACCEPTED 0708052C
EASYLINK

P

August 26, 1988

Sheila & David Case
Phantom Productions, UK

Dear Sheila, David & Nicky,

We are most excited about your trip September 12th to 20th. Mark Luke will provide a Showcase on September 14th and Sandy would like to have a Bar B-Q for a number of folks here whenever it fits everyone's schedule. Also, Bill Montei was advised yesterday of the trip and has time available during that period, just let him know when you will be out there.

There will always be some days that we will have to be at the State, but this period looks good. Here are the only dates that Martin has no control over:

Tuesday, Sept 13, 1:00PM to 4:30PM - Statewide SD Standards Meeting

Wednesday, Sept 14, 7:30AM to 4:30PM - same

The rest of the time is clear. One thought we have is that you might go straight to LA on the 12th and spend whatever time with Bill, get that done and then come back to Austin. Let us know what you think!

This actually is an ideal time for you all to come. The weather will still be in the 90s; but we should have most of the 100s behind us.

It looks as though we will be over on the 1st of October, rather than switching to the 15th. Will this work with your schedule? We would arrive on the 2nd of October, rent a car and drive to Sudbury to see Chris' mum and family. We would be there several days and then drive on over to Milton Keynes. At some point we would spend a few days in London or just wandering, then return the last few days to Sudbury. Our flight out would be early on the 15th.

Let us know how all this sounds.

Again we are excited to meet Sheila and Nicky in person and to spend some time with you all!

Sincerely,

Chris & Martin
Phantom Productions, Inc.

P.S. I'm waiting for the phone company to install that line right now. For your information, I will be managing the logistics of that conference in San Antonio on August 29th to the 31st. We have a holiday on September 5th, GOOD LUCK ON YOUR PRESENTATION ON THE 6th!!! and the rest of our time is pretty open. (Martin)

MMMM

*REEM

ACCEPTED 9372114C
EASYLINK

AUGUST 6, 1988

DAVID & SHEILA CASE
PHANTOM PRODUCTIONS, UK

Dear David & Sheila,

We have been concerned about not hearing back from you on the several items in the past few Easylinks. We were unable to reach you by phone last weekend and obtained your answering machine today. We contacted Paul King to see if you all were okay and he said he would let you know we are attempting to contact you. Paul said Danny is coming along well and Donna is to be the next song he will be working on. Sounds good.

Is there a problem with Easylink? We never received your message regarding Bill Montei prior to our leaving for LA and nothing has been received since. We are working to keep phone costs to a minimum and utilize Easylink all we can. While we would prefer to discuss these items, Easylink does help our costs.

We have been working on the overall goals and wanted to bring you up to date on our situation and note some needs we have.

1. Mark Luke Daniels - the first three songs have been remixed and we are completing his promo pictures Monday (August 8). Copies of the tape and package will be forwarded to you by the middle of August. Texas Crude will be recording three more songs during August while we work the first three. Our goal is to obtain a record deal, have a major Country artist cover his songs and extend his performance schedule both here and in Europe, if you are willing. He is most serious about his music and is playing four nights a week. Mark Luke's seven "Mr. Gatti's Pizza" commercials have now been expanded to eleven states and will run on network stations for the coming 12 months.

2. The music publishing company for Phantom Productions, Inc., U.S. will be Mystikos Music ... MYSTIKOS (Greek) - inducing a feeling of awe or wonder, having magical properties.

3. The video sync-rights for the Tokyo Cowboys that Chris initiated have begun arriving, including one from Arista who have also requested a copy of their video.

4. The Texas music industry study is nearing completion, the EYES & EARS publication on Austin Music is releasing a new issue that include both of us and the Austin Community College Commercial Music program will add two courses in the Fall and five in the Spring semester. So all is well in that area.

Some needs we have are:

A. With the interest we have generated on Danny, it would be most helpful to have even rough mixes of his new material. It would especially help to have a projected date to provide Bill Montei regarding the completion of Donna.

B. What is the status of IDG? If we consider the albums etc., lost, are you sending us additional copies of the things that were coming for Deborah or is Dee recording these? We would like to work some of that material here. Any information on these situations would help.

C. Regarding the 3 IN 1 Chair, what is your reaction to our comments? Given what has happened, if nothing more can be done here we would like to provide the two chairs to the two families who agreed to allow us to video-tape their children. We need to know what you recommend.

D. Should we initiate anything further regarding Anthony either coming to the U.K. or going to California, or not give any false hopes in those directions? We appreciate what you have done thus far.

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D. Should we initiate anything further regarding Anthony either coming to the U.K. or going to California, or not give any false hopes in those directions? We appreciate what you have done thus far.

E. Do you wish to pursue the Tokyo Cowboys for a European tour or would you rather we have them go through Lee Williams direct? We believe Gary Flint could be a very strong supporter of Phantom in Japan.

F. What is the status of the gospel music and the lullabies? We still have contacts standing by for these.

G. The initial proposal for the Mad Dog Studio is due soon. Do you want us to indicate any interest from your end on the investment side of this project. They will be bringing in heavy duty artists from their LA studio to work here.

H. What is the status of your visit to the Texas? We tentatively planned a "showcase" for Mark Luke on August 12 for you to see him, hoping that might fit your schedule. Our U.K. trip may be postponed due to state commitments. Either late September or early October may be needed.

We have been somewhat concerned having not heard from you the past couple of weeks. We have been holding off moving on several items until we have had a chance to truly discuss some of the matters with you. We see your visit here and ours there enabling us to finalize the overall plans for Phantom Productions. Our anxiety does go up when we don't hear from you or things don't arrive as mentioned. It seems to us we need to clear up some loose ends and move on, if all are in agreement or renegotiate the plan if that is necessary. Our attorney has inquired about the formalization of the agreement and we advised no information has been received in that regard yet.

We will be home until noon our time (6PM yours tomorrow) and would like to discuss these items further with you.

Sincerely,

Chris & Martin
MMMM

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TRADE NAME SCAN finds trademarks, service marks, product names.
Try a free scan. Type EXIT INF for InfoMaster Database Service.

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FROM: ESL 19037870

PHANTOM PRODUCTIONS INC

DRIG SYSTEM NBR: 3789383U001 (UK)

TO: 62805283

Dear Martin & Chris,

Thanks for the info on the chair, although it was the last thing I expected to hear. I can fully understand both yours and Sandy's anger and to be quite frank I have nothing at this time to lessen that anger, in actual fact the following text will probably increase it because I have absolutely no explanation that will fully clarify the situation at this time. I cannot even begin to guess at just how the chair has now appeared in the USA, although it obviously has.

The full situation that led up to this chair deal was as follows:

I was approached by David Conway of Conway Harris Designs Ltd, whom I have known for a good number of years, and advised of the marketing opportunity David Conway had arranged for the Chair, and to be perfectly honest, after looking at the item in question I agreed that the product indeed looked a Winner.

I asked David Conway the direct question about where we could sell the product and was informed that he had arranged full worldwide rights to the product on an exclusive basis directly from the manufacturer, who is located in Israel.

David further informed me that he had contracted the foam seat manufacture to a British company in order to pass the safety tests of the European Community Standards Association. This was because the original build quality was not of a high enough standard to pass the required tests, the chair therefore had to have some design adjustments made and this was funded and initiated by Conway Harris Designs Ltd.

David Conway stated that he had personally invested some 44,000 pounds sterling of his own money into the project to get the chair to the standard it now is. As a matter of interest I can confirm this is true because he has just had to re-mortgage his house to cover the continuing costs of this project.

I do know that stocks of the chair are held by Conway Harris Design. I also know that the name on the chair is Conway Harris Design. I also know that Conway Harris Design pay something like 40.00 USD for each and every chair, landed cost in the UK. The seats and covers then need to be made and packed. Indeed just tonight I have handed David Conway 30 pounds sterling for a chair that Sheila and I have just bought for Danny's Sister who gave birth to a daughter yesterday. And this was a reduced price (or so I was informed).

Taking into account that the folks in the USA sell the chair for 49.95 USD lets assume that they are operating on a fairly low profit band of 30% and lets assume they have extremely cheap freight from Israel to the USA of about 5 USD per chair that would mean that they are paying something like 28 USD per chair. Lets also assume that they have no marketing costs also and lets assume that the product is the same redesigned product that Conway Harris now have their name on. This means that these guys must be buying the product at around 16 pounds sterling landed in the USA.

I have also arranged for a full advertising campaign to take place on SKY television. The chair in question has been examined by the Cable television Advertising Standards Committee who were of the opinion that the retail price of 49.95 pounds sterling + Postage and Packing was a realistic price for this product. This I believe equates to about 85 USD Retail.

The chair has been taken up in the UK by the Provident Group, one of the largest household direct sale organisations in the UK and they are paying more for the Conway Harris chair than your guys in the States are selling the thing for. The Provident Group have advised all of their 1,200 agents that the chair is now an authorised product.

The only possible conclusions are as follows:

- 1 . . . David Conway is lying to me and not giving me the full lowdown on the situation.
- 2 . . . I am lying to you and not keeping you informed of what David is telling me.
- 3 . . . Sandy's people are lying to her in order to screw a better deal out of the situation.
- 4 . . . The chair in question in the states is either an inferior copy or an item produced to a lower standard, and nobody is lying.
- 5 . . . The manufacturer in Israel are lying to everybody.
- 6 . . . The manufacturer is producing two chair types.

At this stage the only item above I can comment on is number 2. I have taken in good faith the information passed to me by David Conway and passed said information on verbatim. All my actions in the UK that I have taken on the chair I have taken based on the information given to me by David Conway.

As I see the situation at this time we have a couple of unassailable facts.

- A . . . Conway Harris Design market a chair with their name and logo on it that has passed the tests and standards in the UK and Europe. The chair has also been passed by the Advertising Standards Committee. The chair has also been approved by the Nursery Schools Association.
- B . . . Somebody in the USA markets the identical chair under the Right Start brand.

Although I understand the anger apparent in the easylink message I do not propose at this stage to tear David's head off until I get to the bottom of this matter.

I cannot do any more at this stage than to re-confirm my personal belief in this product. The product is selling in the UK for almost double what Right Start are selling the thing for in the US. You state quite plainly that the product is the same, personally I cannot see that there is any way that it can be. I feel that it could be a copy or perhaps another manufacturer is making a similar product.

I would be grateful if you could show this letter to Sandy and convey my apologies to her, but I will not condemn David Conway until the truth of this matter is brought out into the open.

Coming to the pointed comment about the postal strike I believe I informed you that the postal strike was centered at the Milton Keynes main sorting office and although the strike proved a disaster to Milton Keynes I doubt if it made the national news more than once. I also told you that when the

JULY 16, 1988

David and Sheila Case
Phantom Productions, UK

Dear David & Shiela,

We completed the second video of the 3-in-1 Chair. This is a demo, as we would need better resolution to convert to PAL. We found two very good child models.

In shooting the second set, we were provided some information regarding plans to locate a major recording studio in Austin. This is in the works by California's Mad Dog studios. The plan includes a Neve console and all the top line equipment. The group met with the City of Austin and has received all the approvals for the Music District tax cuts, etc. The MAD DOG STUDIO owners Michael Dumas and Dusty Wakeman spent the better part of last week in Austin working out the details. When this is in place, it will be the most professional studio in Austin. This is the second major music industry group working on such a situation for Austin. They both have said the industry here is PRIME for major business! We also found that they are looking for one additional investor for \$150,000.00 to finalize everything. We thought you might have some foreign parties that could be interested. We will also be meeting with them in Los Angeles when we are there the end of the week.

Their address is: Mad Dog Studios, 1717 Lincoln Blvd., Venice, CA 90291, tel. 213-308-0950.

We are to meet with Sandy again this weekend regarding the Country singer Mark Luke Daniels. Most likely, Chris will enter into a trial management agreement with him following a Monday night meeting.

Things keep happen' over here. When are you all planning to come over? Any specific plans yet? Also, it looks as though we will be in England beginning the first week in September rather than October (we are able to pick up a Texas holiday, Labor Day, which will save us some leave). We will be over for two weeks, most of which, of course, will be with Chris' family AND the Lovely Cases in Milton Keynes!

Have you received our TELEX regarding the chairs/Dallas/etc? If not, we need to get this information to you immediately! Say hi to Danny & family!

Look forward to hearing from you! Martin will be in Abilene Tuesday & Wednesday, then we will be leaving for LA on Thursday afternoon, be in LA Friday most of the day then in San Diego through Monday.

Cheers!

Chris & Martin
Phantom Productions, Inc. US

MMMM

*TERM

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