



Bandstand

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Disc Wars or how to sell Band records

From the chilly ice of Meehan Auditorium to the screams above Cayuga's waters, from Section A to Section Z of enemy football stadiums, a faint cry is lofted by the gentle winds of sport: "At ten thousand dollars a shot, is five more really gonna hurt you?" Yes, Pilgrim, here it is at long last --your very own sure-fire guide to instant success and infamy!

Selling Brown University Band records is a tricky business, to say the least. And when you are confronted by rabid enthusiasts in New York or scowling Harvard alumnae, it is often quite depressing. But, if you can hit upon the proper recipe combining chutzpah, obnoxiousness, and a complete void of tact, selling 100 records is as simple as getting rid of one. Here's how...

The most important thing to remember when peddling your discs is to be a Grade-A Nuisance. A real pain in the posterior. You can be one quite easily, either by standing in someone's view until he actually pays you to leave, or by pulling a fast one or a sob story on him ("Don't you want us to be able to afford some better front line talent next year?") This, of course, is the individualized approach, usually reserved for small hockey rinks or the especially vicious crowds of Ithaca or RPI. In most other surroundings, however, standard yells are much more appropriate...

Band impresses fans in Tiger Town

Our last away hockey trip was to Princeton, where we serenaded the Alumni, won the crowd, and, as usual, lost the game.

Not only did the Band get to sit in the luxuriousness of Baker Rink, but a gaggle of alumni stopped by to sample the concrete benches. The contingency was comprised of: Philip Kaplan '80, Mike Levinger '79, Mary Ellen Pavlovsky '79, Steven Fields '78, Todd Richman '79, Alan Schiffres '79, Liz Birnbaum '79, Billy Leiserson '80, Bruce "Ugly" Yannett '80, S.C. (Dumo) Dewhurst '80/'79, and, of course, Gil Neiger, '79(?) '80(?), '81(?).

The *Daily Princetonian* was so impressed with the spirit of the Band on this trip that they wrote a front page feature. Here are some excerpts from that article:

"The most outstanding feature of the Brown Band is that its players can make different kinds of noise for two and a half hours without showing any signs of wanting to stop. Whoever heard of a band with three

"Most of the alumni are band offspring who participate in the music-making and good-natured bating of the Tigers. Prominent among these people is former band president Bruce Yannett '80, who delivers a cowbell concerto to lead the Brown fans' fight cheer. The rest of the band soon expresses its appreciation by shouting, "U-G-L-Y. You ain't got no alibi. You're ugly, Bruce, you're ugly." And indeed he is.

"But somehow the Bruin results come out looser, in membership, performance and travel flexibility. It's a very Brown-like attitude," (Barry) Fagin ('82) says. "The intensity is different. It's an intensity that comes from inside, not outside. It's what makes the alumni loyal, and it's what makes everybody like Brown, in my humble objective opinion."

"I was almost rooting for the Bruins to tie up the contest so I could hear the band for another ten minutes in overtime."

Copies of this article are available upon request.

- (A) "It makes a great Christmas (or Secret Santa) present!"
- (B) "Pay me and I'll leave."
(this is the most effective line)
- (C) "You'll be sorry when it hits the charts!"
- (D) "Buy it and break it over my head. I don't care. Just give me five dollars."
- (F) "The Princeton Band."

Two additional interest groups are the key to good results. Alumnae are pushovers--you can make them feel embarrassed for not knowing all of the song lyrics, or tap their sense of loyalty ("Gee, I hope I can sell enough records to get us back to Providence"). Piece of cake. As far as the yelling, screaming, drooling hockey fans are concerned, don't worry about actual pain unless you're at The Big Green. And even there, some raw sirloin with a tranquilizer hidden inside usually does the trick. But, if all else fails, one can always get on his knees at St. Lawrence: "Please, sir, I've only got nine more records to sell until I hit one hundred!" It works.

by Peter Ostrow '84

1981 Football Schedule

September 19	at Yale
September 26	at Army
October 3	PRINCETON
October 10	at Pennsylvania
October 17	CORNELL
October 24	at Holy Cross
October 31	HARVARD
November 7	at Rhode Island
November 14	at Dartmouth
November 21	COLUMBIA

Once again, the band is offering its alums an incredible deal—a set of 1980 buttons for a \$10 dollar donation. Receive literary gems such as "BELT THE PUSS" and "BLOW DART". Don't delay!!!!

BROWN BAND ALBUMS ARE STILL ON SALE FOR \$5.

Make all checks payable to BROWN BAND and mail to Box 1145, Brown U Providence, RI 02912.

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Vol. 4, No. 2

The Brown University Band
Box 1145
Providence, RI 02912

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Special thanks to John Bennison and the Brown University Computer Center for use of their typesetting facilities.

Pisces convention

It was Thursday, March 12 at 11 P.M. in North Wayland Lounge. The lights were out. Twenty-five or so band members huddled around a small table in the center of the room, held their breath, and waited. Six of them were Pisces, and they held their breath because they were about to blow out a barrage of candles on a large chocolate cake with chocolate frosting that had the inscription, "Happy Birthday, Lou, Carole, Paul, Greg, Irvin, and Geoff!" As they did, so commenced the Band's first multiple birthday party, sponsored by the Trombone section.

The impetus for the event started when four trombonists, Lou Casagrande '82, Greg James '83, Paul Winsor (Grad), and Geoff Del Sesto '80 ('81?), discovered that their birthdays would fall in the same week, March 11, 13, 14, and 9, respectively. Further investigation revealed that Carole Leather '83, clarinetist extraordinaire, and Irvin Lustig '83, bari-saxophonist incomparable, had birthdays on March 12 and 15. Obviously, this called for a party.

One of the highlights of the party was when President Walter "Big Arms" Armstrong '82 marched into the lounge with a BEERthday case. That's right, a case of generic beer with lit candles strategically placed upon it. The trombonists immediately chucked their pieces of chocolate cake and rushed to check out the frothing on Walter's cake, thus proving once again that not only are the Trombones your friends, but they also know who their friends are!

by Geoff Del Sesto '80

Booters in full swing

by Bob Abbatomarco '82

It's spring - 1981!

And as the birds and the bees have found greener pastures to play in, so, too, has the Brown Band. (Although not so much to play music as our instruments have gone down in favor of some balling - soft balling a change of pace for this hard blowin' band.)

The 1980-81 edition of the Brown Band softball team, the Brown Band "Booters", opened their intramural season with an awesome victory (yes, a victory!) over a team from the Resource Center. The intense, low intensity "Booters" booted their opponents off the field by a tremendous score of 10-4 as 26 band "Booters" had a hand in.

The "Booters", applying a strong, healthy stroke to their bats, beat a number of balls out into the field. As a result, many a "Booter" made it to first base and beyond. Ten "Booters" were able to go all the way and score. Some, however, didn't get past first base and there were also those who couldn't even make it to first base. Surprisingly, though, no "Booter" struck out.

In an earlier sporting event, the Band dropped a heartbreaker to the Wind Ensemble in soccer by a score of 5-4 in a closely fought, action-packed, down-to-the-wire, edge-of-your-seat contest.

Editor's Note: Since this article was written the Band has finished its season, ending up with a record of 3 wins and 2 losses. Any contributions for softball uniforms will be welcome.

If you don't, who will?

Dear Music Lovers,

About a year and a half ago, the Band stunned the music world by producing its record, *Ladies and Gentlemen...*

Over the past year, a brave band of salespeople has been lashing out at hostile crowds throughout the Ivy League and ECAC with their piercing sales pitches, and they have been very successful. Peter Ostrow '84, alone can claim over 100 notches in his tongue; he, along with Matthew Merzbacher '83 and the freshman piccolo section (winners of the Axelrod award) have helped Lou Casagrande '82, business manager, tremendously with sales.

I urge you to consider buying this record, which has all of your old favorites on it. It makes the perfect gift for parents, friends, alumni, Ladies or Gentlemen in fact, even the Princeton Band would enjoy it. Really, in all seriousness, please help the band out and buy a record...just clip out the coupon and send it in.

Ever Truly Yours,

Walter Armstrong '82

Triple overnight highlights

My thanks to Howard, for suggesting to me to beg my teacher to change my exam from Tuesday morning of our return to Wednesday. The decision to go did not come until late Thursday night, but I packed the essentials for any band trip, and before I could comprehend what I was doing and where I was going, I was rolling down Highway-bound for Canton, N.Y. So, armed with my toothbrush, pillow, soccer ball, liquor \$--and, yes, my instrument, too--I had a helluva trip (thank you band board!).

Day 1

Game at Clarkson--where the male-female ratio is 6 to 1 (!!!) and the females are beet Amazons. (I know--my male Clarkson buddies have complained bitterly.) Well, we lost, but not miserably (4-8). I guess what they don't have in women they have in hockey players. Take note, several Clarkson engineers wandered over to befriend our flute and piccolo section (minus Matt). The trombone section had tried that first semester, had no luck either, so no surprise when all of the flutes and piccolos did return to the hotel. Alone.

Day 2

Well, we lost again, but I tried Gil's cookies for the first time. I wasn't aware that the furry-faced groupie was good for something other than groupie-ing. Ate a lot of them. (Thanks, Gil!)

Day 3

We started for the land of gorges, the homestead of Ezra, and the breeding ground for uptight pre-meds. During the trip, Barry decided to chart the series of relationships and bootings that had occurred the night before. I'm sure this chart was not to be used for blackmail purposes. I really think that Barry wants to emulate those African storytellers in *Roots* who knew all about Kunta Kinte. That project had potential, but it was such a monumental task that Barry had to bag it. It had just started to get really interesting, too. (Jessica was about to reveal who she slept with, and the number of times Mark Dinman yorked was being calculated.)

Got to experience the 12 O'clock show. It was quite a sight to see all of the male Brown Band members kneeling before the big E. trying desperately not to pee before their time. Then Norman mercifully ended his speech, and all rushed en masse to Ez and whizzed their bladders out. Matt lost his balance and reached up to grab the pedestal, and got an unpleasant surprise. Also, some Cornellians got the bright idea to pee on the Brown Band that was peeing on the founder. That wasn't too pleasant either.

Day 4

Typical Brown hockey game--we lost. Atypical home crowd--the fans

condemned our goalie to being a sieve 10 hour drive home. It snowed until Syracuse, then we had clear sailing. Walter and the bus driver stayed awake so we didn't get lost or in an accident while the rest of us snoozed on the other band members, seats, and the luggage rack. Sometime early Tuesday morning, my parents unknowingly had the daughter roll by on a nearby highway in a band bus of 35 exhausted Brown musicians.

Hi, Mom! Hi, Dad!

by Carole Fenimore '84

Omitted from our last issue were the results of the annual awards presented at the banquet in November. The band again congratulates these winners:

The Irving Harris Trophy, awarded to the person who has contributed most to the welfare of the Band during the previous football season, was presented to our ex-president, Jessica Stulman '81.

The Paul Maddock Award, given to the person who has contributed most to the spirit of the Band, was voted to Dave Muller '81.

The Axelrod Award, presented for Freshman contribution and spirit was awarded to our three piccolo players: Sue Topchik '84, Kim Anderson '84, and Beth Wood '84.

Ladies and Gentlemen,
Friends and Alumni . . .
The Brown University Band

<p>ALL-STAR</p> <p>... ..</p>	<p>RECORDS AS WE GO ALONG</p> <p>... ..</p>	<p>THE BROWN UNIVERSITY BAND</p> <p>... ..</p>
<p>FOR A BROWN MAN BAND</p> <p>... ..</p>	<p>BEHIND THE SCENES TO BROWN</p> <p>... ..</p>	<p>EVERY YEAR TO BROWN</p> <p>... ..</p>
<p>FOR BROWN AND FOR BROWN</p> <p>... ..</p>	<p>OUR TRADITIONAL SONGS</p> <p>... ..</p>	<p>IN THE FUTURE</p> <p>... ..</p>
<p>OUR TRADITIONAL SONGS</p> <p>... ..</p>	<p>OUR TRADITIONAL SONGS</p> <p>... ..</p>	<p>OUR TRADITIONAL SONGS</p> <p>... ..</p>

Ladies and Gentlemen,
Friends and Alumni

The Brown University Band RECORD!!!

Yes, I want to order
copies at \$5 and \$1
shipping
Total _____

Brown University Band
Box 1145
Brown University
Providence, RI 02912

Make checks payable to Brown University

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Alumni Notes

Mary Ann Kennedy '79 is working at Draper Labs in the Boston area, planning on business school.

Gary Katzenstein '78 is pursuing a Master's degree at UCLA.

David Brock '79 is getting a Master's degree in Bio-materials Engineering at UCLA.

Henri Bulterman '71 is doing computer work for air traffic control systems.

Vic Baltera '76 graduated from law school and has been working for a year in Boston.

Rich Carson '77 is in a Ph.D. program in Biomath at UCLA.

Mitch Lester '79 is in his second year of medical school in St. Louis.

Geoff Del Sesto '80 (but graduating in '81) will be working in the greater Boston area for Computer Partners.

Jeff Alperin '80 will be attending the University of Chicago Law School in the fall.

Bruce Bowler '80 will be in his first year as a graduate in chemistry at Columbia Grad School in his bid for a Ph.D.

Gary Nelson '80 will "go home and watch T.V. After that, I'm not sure what I'll do, but I'll probably eat dinner."

Norman Meyrowitz '81 will be working for Bolt Beranek and Newman, a computer research firm in Cambridge. He will also head a campaign to have the word "bazinga" put in the Merriam-Webster dictionary.

Linda S. Folley '81 will be pursuing a Ph.D. in molecular biology at the University of Colorado at Boulder.

Martin Hsia '78

"I am currently working as a consultant for the Office of Technology Assessment, U.S. Congress, and I am also finishing up my last year at Georgetown Law School. After I graduate in May, I will be moving to Hawaii and will be working for the law firm of Cades, Schutte Fleming & Wright in Honolulu."

Todd Richman '79

"I will be attending Stanford Business School next fall. I figured it was time for Alan Schiffres and myself to split up. Actually this is just a ploy to be near Yanna Bergmans in California."

Rich Fellman '80

Little Richie will be losing his bachelorhood this summer. He will also lose his sanity when he attends medical school in Boston this fall.

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