

## COVER STORY

# The Hamstein Music Group

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**The Hamstein Group** of publishing companies consists of three "boutique-style" companies, each one tailored to fit the specific styles of the writers signed with it. Each of the three companies has its own office management and creative/marketing staff. These companies are all supervised by Hamstein Publishing Company, Inc., which also administers the copyrights owned and controlled by each company. The "boutique" companies include: Hamstein Music Group, which consists of **Hamstein Music Company**, Howlin' Hits Music, Inc., and Red Brazos Music, Inc.; **Great Cumberland Music Group**, which consists of Great Cumberland Music, Edge O' Woods Music, and Risin' River Music; **Stroudavarious Music Group**, which consists of Stroudavarious Music, Stroudacaster Music, and Stroudasphere Music. The main office, which houses both Hamstein Publishing Company, Inc. and Hamstein Music Group, is located in Austin, Texas, with subsidiary offices in London and Paris. Great Cumberland and Stroudavarious Music Groups each have their own offices in Nashville, TN.

**Bill Ham**, the manager and producer of ZZ TOP, is the President and founder of the Hamstein Group of companies. Hamstein Music Company was founded in 1969 to serve as the publishing company for songs written by ZZ TOP. In the early years, the company dealt primarily with marketing the music of Texas songwriters in the Rock marketplace. Then Bill decided to expand his publishing interest and hired Richard Perna to assist him with this expansion. During the same year, they signed Clint Black, which opened the door to the Nashville Country music market.

Inspired by the success of the Clint Black project, the company decided to look for other opportunities to conduct business in Nashville. In 1989, a joint venture between Bill Ham and Jimmy Bowen led to the development of Great Cumberland Music Group, which became very successful (Bill Ham bought out Bowen's interest in 1993). Further encouraged, the company developed the third "boutique", Stroudavarious Music Group, a joint venture between Bill Ham and James Stroud.

**Richard Perna** came to work for Bill Ham as Vice President of Hamstein Publishing Company, Inc. in 1987. Prior to that, he had been the Director of Consultation and Research for Copyright Management, Inc. From 1980 through 1987, Richard also developed and taught a comprehensive ten-week seminar entitled "Writer/Publisher Awareness" which dealt with the various business aspects of being a Songwriter and Music Publisher. Many of the students in his seminars are successful songwriters and music executives today (ie: Joe Galante, Randy Goodrum, Kerry O'Neil, etc.).

During his tenure at HPI, Richard has played an intricate role in assisting the company to obtain record deals for Clint Black and Little Texas. With the financial and political assistance of Bill Ham, Richard has overseen the development of Great Cumberland Music Group and Stroudavarious Music Group. In addition to these two Nashville-based operations, Richard has overseen the set-up and operation of Howlin' Hits Music, Inc., Red Brazos Music, Hamstein Music LTD - UK, and Editions Hamstein SARL - France. Currently, he oversees the operation of the 12 publishing companies owned and co-owned by Bill Ham.

Acting as Assistant to Richard Perna is **Kimberly Jones**. Her position encompasses everything from taking Richard's telephone calls to conducting meetings for Richard when he is unable to attend. Drawing upon her background in journalism and public relations, she also coordinates all public relations and publicity events for the Hamstein Group of companies.

Hamstein Publishing Company, Inc. is the administrative branch of the Hamstein Group of companies. It consists of Business Affairs and Creative Affairs. Business Affairs is responsible for copyrighting songs, issuing licenses for copyrighted material, collecting/dispersing royalties, and negotiating and administering all contracts. **Dean Migchelbrink** is Director of Business Affairs. Creative Affairs handles the acquisition of writers and marketing of the songs. Richard Perna oversees both areas, working closely with Dean.

**Dean Migchelbrink** joined the Hamstein Publishing companies in 1989 when he became Manager of Administration. He came into the company with a strong background in music publishing. In addition to studying at *Belmont College* in Nashville, Dean interned at PolyGram Records while he was taking classes. He worked for Copyright Management, Inc. for three years, where he was instrumental in helping them to develop separate Copyright, Licensing and Royalty departments. Currently, he manages all aspects of Copyright Administration, Licensing and Royalties. In addition, he is collaborating on writing a software program that is specific to music publishing administration, marketing and royalties, which is scheduled for commercial release in late 1994. Dean was also responsible for signing the members of Little Texas to Howlin' Hits Music.

Working with Dean in Business Affairs are several key staff members:

**Todd Tocker** is Director of the Copyright Department.

**Tasi Hernandez** is Director of Licensing.

**Stacey Neisig** is the Royalty Manager.

**Bill Preciado** is Director of Marketing and Special Products. He heads the marketing and licensing of music for the motion picture, television, animation, advertising and industrial industries.

**Chris Allen** is Director of International. His position involves communication with all of the companies' affiliated sub-publishers, with emphasis on songwriter/catalog marketing and administration.

Creative Affairs/A&R is headed up by Richard, and wherever Richard is, so is Kim.

Chris Allen's job falls within the realms of both Business and Creative, as he deals with both areas on an International basis. Also included in the A&R department are **Jerome Earnest** and **David Dickinson**. Both Jerome and David assist Richard in the marketing of their writers and their music..

## HAMSTEIN MUSIC



Seated, L to R: Stacey Neisig, Richard W. Perna, Dean Migchelbrink, Tasi Hernandez  
Standing: Todd Tocker, Kimberly Jones, Jerome Earnest, David Dickinson, Bill Preciado, Chris Allen

Photo: Xopher Caselli

Hamstein Music Group consists of three publishing companies owned by **Bill Ham**: Hamstein Music Company, Howlin' Hits Music, Inc. and Red Brazos Music. As mentioned earlier, Hamstein Music was established to publish all of the songs written and recorded by the members of ZZ TOP: Billy Gibbons, Dusty Hill and Frank Beard. Howlin' Hits was established in 1987 to sign the writing talents of Clint Black and Haydon Nicholas. Since then, it has been expanded to represent such tunesmiths as Frankie Miller, Willie Wilcox, the members of Little Texas: Del Gray, Porter Howell, Dwayne O'Brien, Duane Propes, Tim Rushlow, and Brady Seals. Red Brazos was formed in 1989 to represent the music of Jerry Lynn Williams. Subsequently, the company has signed the talents of Nicky Hopkins, Carl Marsh, Jay Booker, Stephen Allen Davis and recently, Joe Hardy.

The Hamstein Music Group likes to develop its writers both as artists and Producers, as well. Notwithstanding the Artist/Producer focus, there have been many notable recording artists who have covered songs written by HMG writers, such as Eric

Clapton, Bonnie Raitt, Robert Plant, and The Fabulous Thunderbirds. Since 1989, the company has had 13 #1 records, over 10 Top Ten records, more than 75 songs included in platinum and multi-platinum selling albums, 14 ASCAP and two BMI Awards. HMG has also been very successful internationally, securing many covers by top artists in Australia, Scandinavia, France and the U.K.

Hamstein Music Group's writer roster also includes the talents of: Kim Boyce, Gary Koreiba, Rocky Hill, Mark Holden, Anthony Little, Ralph Murphy, Jay Aaron and Van Wilks.

## GREAT CUMBERLAND MUSIC



Photo: Richard Orichion

Seated, L to R: Jeff Tweel, Tabitha Eads/ Standing, L to R: Cary Martin, Janice Jarvis, Tim Hunze

Great Cumberland Music Group, founded in 1989, started off right by signing veteran writers such as Rick Giles, Tom Shapiro and Chris Waters. The writers have a tremendous amount of input concerning the operation of the company. With its unique philosophy of "writer committee rule", the company signs new writers only if the other writers approve. They maintain a ratio of five writers to one songplugger to ensure that all of the writers and their songs get the marketing attention they deserve. In its brief history, the company has had four #1 records, more than 16 Top Ten records, more than 25 songs included in 15 platinum albums, 10 ASCAP and six BMI Awards. Last year Tom Shapiro was awarded BMI Country Songwriter of the Year.

**Jeff Tweel** is Vice President of Marketing for Great Cumberland Music Group. Jeff is a 25-year veteran of Nashville's music industry, having worked in many facets of the business since 1969. As a former songwriter and musician, Jeff has established relationships with many producers, label executives, artists and other publishers during the

course of his career. These relationships, combined with first-hand knowledge of a song's creative process, have enabled him to be a strong representative for the writers and catalog at Great Cumberland Music Group.

**Tabitha Eads** is Vice President of Creative Affairs of Great Cumberland Music Group. Before joining Great Cumberland, Tabitha was Director of A&R for RCA Records/Nashville, where she sought new talent for the label, as well as reviewed songs for artist recordings. Tabitha also has a background in music publishing, having co-owned Pannin' Gold Music, a Nashville publishing company prior to joining RCA. With her past experience in the Nashville music community, Tabitha has developed an intricate network of industry connections that enable her to represent the writers and their songs very effectively.

Also on the staff at Great Cumberland are **Janice Jarvice**, Office Manager; **Cary Martin**, Administrative Assistant; **Tim Hunze**, A&R/AV Production.

Great Cumberland's writer roster also includes the talents of: Chuck Jones, Tommy Barnes, John Rotch, Linda Hargrove, Holly Dunn, Nancy Montgomery, Dan Tyler, Rich Alves, Bill McCorvey and Spike Blake.

## STROUDAVARIOUS MUSIC GROUP



Photo: Richard Orichion

L to R: Adam K. Hatley, Jennifer Rainwater, Jeff Carlton, Jan Perry, Chip Hardy

Stroudavarious Music Group was established in 1991, a joint venture between Bill Ham and James Stroud. Since its inception, Stroudavarious has had one #1 record and two Top Ten singles. This year promises to be stellar, with cuts by Tanya Tucker, Blackhawk, Rick Trevino, Orral & Wright, Sammy Kershaw, and Reba McEntire, just to name a few.

**Jeff Carlton** is the Vice President and General Manager for Stroudavarious Music. His background in the music industry began with his first job as a writer for Danor Music. He moved into music publishing several years later when he went work for Willin' David Music. There, he was in charge of administering their catalog and signing country writers. With Stroudavarious since 1991, Jeff works closely with his creative staff and, as a result, has had cuts with many prominent artists.

**Chip Hardy** is Professional Manager and Song plugger at Stroudavarious. With several years experience as a songwriter and independent producer in Nashville, he worked as Director of A&R for MCA Records before joining Stroudavarious.

Also on staff at Stroudavarious are **Jan Perry**, Office Manager; **Jennifer Rainwater**, Administrative Assistant; **Adam K. Hatley**, A&R/AV Production.

Last but not least, Stroudavarious' roster of talented writers includes craftsmen: Larry Butler, Michael Garvin, Tony Martin, Van Stephenson, Reese Wilson, Billy Spencer, Dale Stumbo and Curtis Wright.

Since 1969, the Hamstein Music Company has grown from one publishing company, with one employee and three writers, to 12 companies, with 22 employees and over 40 writers.