

MARGARITAVILLE  
The Coconut Telegraph  
PO Box 1459  
Key West, FL 33041

1-800-COCCOITEL

Visit our web site @ [www.margaritaville.com](http://www.margaritaville.com)

Jimmy Buffett's Margaritaville Store, 500 Duval Street, Old Town Key West

PRSRT STD  
U.S. Postage  
**PAID**  
Margaritaville

# JIMMY BUFFETT



2008



2008 CALENDAR

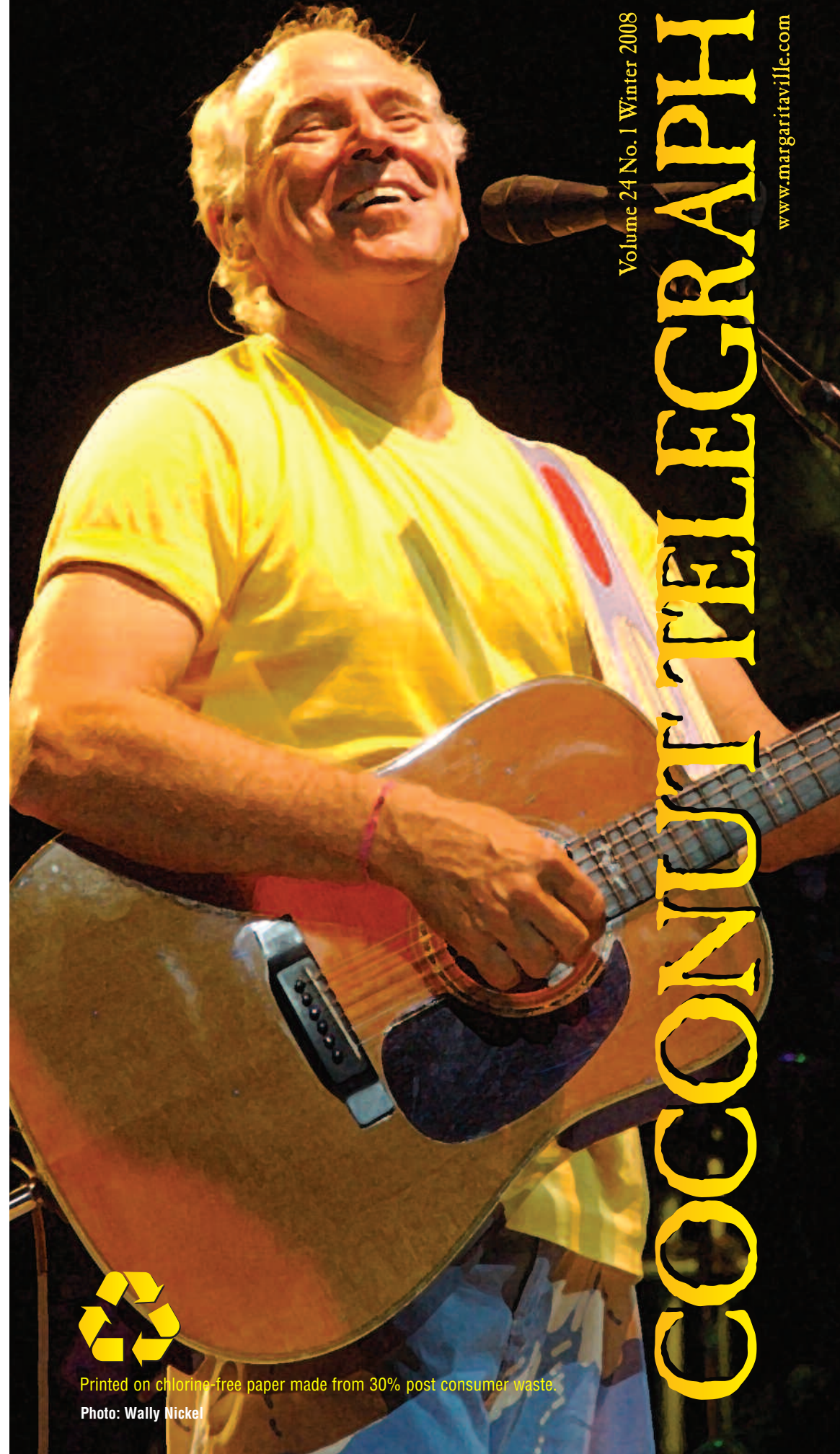
produced by Tom Corcoran

**2008 JIMMY BUFFETT CALENDAR**  
Monthly photos and recollections by  
long-time Buffett photographer Tom Corcoran.  
Also includes recent photos.  
#2242 **WAS** \$12.95 **NOW** \$9.95  
*While supplies last.*



Printed on chlorine-free paper made from 30% post consumer waste.

Photo: Wally Nickel



Volume 24 No. 1 Winter 2008

# COCONUT TELEGRAPH

[www.margaritaville.com](http://www.margaritaville.com)



January 2007

## So Jimmy Buffett walks into a bar...

This being Jimmy Buffett, the bar is on some remote corner of the map – in this case Cape Verde, the Portuguese archipelago off the coast of West Africa. Jimmy was touching down in his plane like Indiana Jones on his way from Puerto Rico to Bamako, Mali on the first part of a journey that would take him to Timbuktu, the Sahara Desert, Morocco, Ireland, and New York – an adventurer's holiday.

He was traveling with his longtime confederate Kino, Spock to Jimmy's Kirk, and four other friends – including MTV godfather Tom Freston and music legend Chris Blackwell, the man who produced "The Harder They Come," brought Bob Marley to the world, and whose Island Records gave a home to everyone from Cat Stevens to U2.

The travelers dropped their bags at a hotel and went off to look for food, liquor and music. They hit a few saloons and found great music everywhere. It was like Cape Verde was Beale Street, Memphis 1955 – everybody was a musician.

But even in this player's paradise, one young man stood out and knocked the world-weariness out of these music veterans. Ilo Ferreira was called onto the small stage at a local restaurant where everyone seemed to know everyone else. Ilo was young – looked like a college senior – and handsome. He showed quiet confidence as he picked up his guitar and adjusted his microphone. Then he started to play and sing and Buffett leaned forward. Ilo had the high, beautiful voice of the young Sam Cooke, effortless charisma, and a natural grace on the guitar. He sang what sounded like an old soul classic none of the visitors could place. Turned out Ilo wrote it. With every song he played, the excitement of Jimmy's crew grew. Where did this kid come from? Could he really be THIS good?

Now, when friends on vacation get together in a saloon to drink and gab, it's pretty common for big plans to be laid and big promises to be made. Bar talk very rarely gets beyond the bar. That night, Jimmy talked with Ilo and his band, even his father, about how good the young man was. Jimmy's companions imagined out loud bringing the kid to America and putting him in a real recording studio. Jimmy just asked Ilo if he would come to lunch the next day – and bring his guitar.

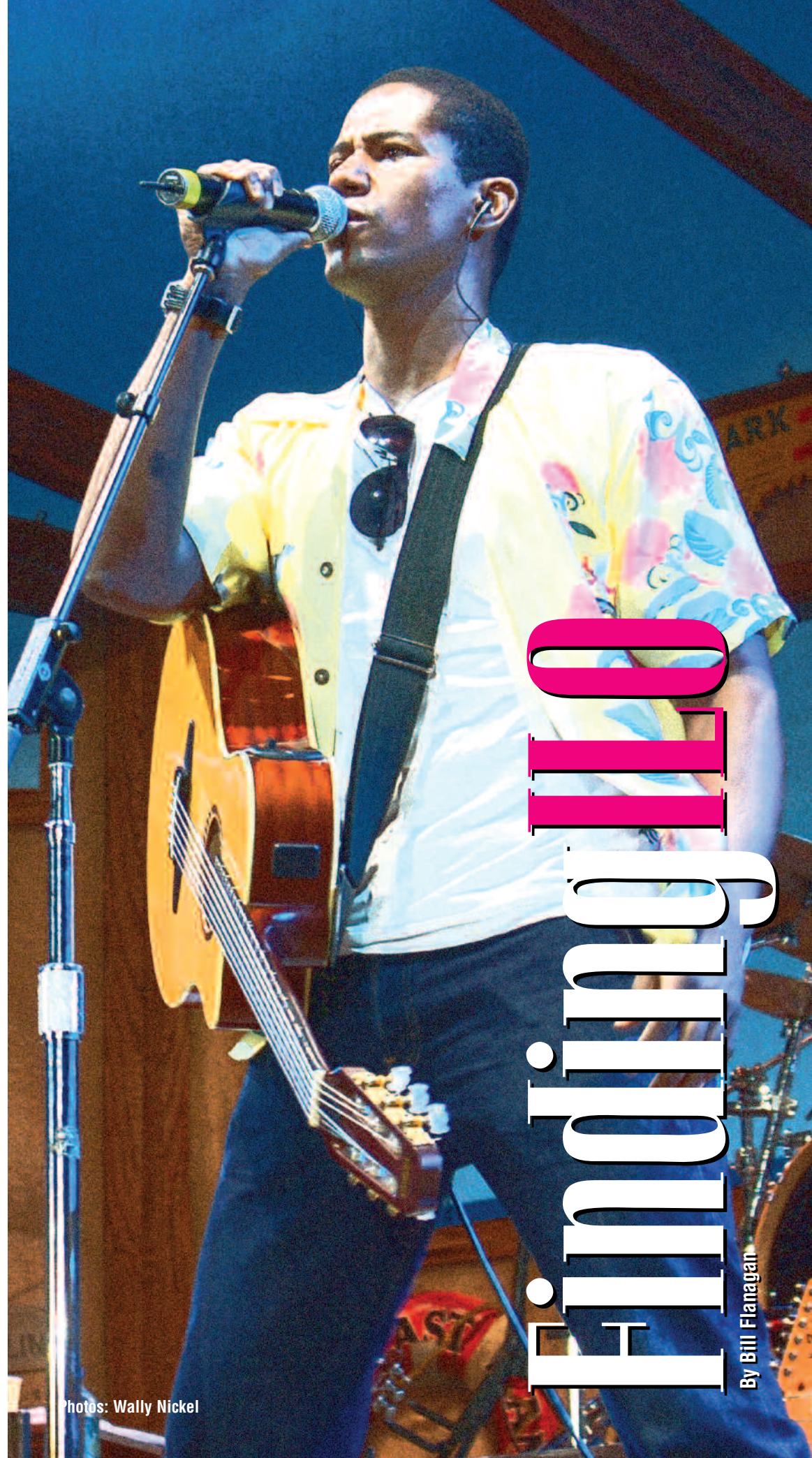
Ilo said sure, and the next day the visitors asked him to play again – in the sober light of day. When he finished they were even more excited. Blackwell and Freston agreed - Ilo really was THAT good. Jimmy and Ilo exchanged emails and phone numbers and promised to keep in touch. Jimmy said to his friends, "I'd really love to bring this fella to America and give him a shot. He's just great."

Now, here is where Jimmy Buffett is different from everybody else in the music business. He didn't forget that ambition when he got back to the States. He did not leave his enthusiasm behind when the plane took off. He stayed in touch with Ilo. He played a tape of Ilo's songs to big time record executives and producers. Other people saw what Jimmy had seen on that island off the coast of Africa. The kid had IT.

Jimmy arranged some studio time for Ilo in Nashville and hooked him up with a name producer who heard what Jimmy heard. Then Buffett got his big brainstorm. The first two weekends in September he was playing his biggest headlining shows ever to just under 60 thousand people a night at the New England Patriot's stadium outside of Boston. What if he brought Ilo over and put him on the show? How would it be for a young singer from Cape Verde to step out on stage with the Coral Reefer Band behind him and 60 thousand Parrot Heads in front of him? It would sure be a test of fire. If Ilo could get through that initiation, he really could become what Jimmy glimpsed for him.

**For complete story select News at [www.margaritaville.com](http://www.margaritaville.com)**

**Bill Flanagan's new novel is called *New Bedlam*, published by Penguin Press**



# Ilo Finding

By Bill Flanagan

Photos: Wally Nickel



# Recording Ilo



Photo: Rob O'Neal

January 2008

## So Ilo Ferreira walks into Jimmy Buffett's recording studio...

This being Jimmy Buffett, the studio happens to be on some remote corner of the map – in this case Key West, the archipelago that reaches out into the Gulf from the west coast of Florida. Ilo came to Key West behind a cold front that caused warm-blooded Iguanas to drop from the trees. His hotel is a short windy walk from the studio..... his home is four time zones away.

Ilo lives in Mindelo, a coastal town on the north shore of São Vicente in Cape Verde, a cluster of Portuguese islands off the West Coast of Africa. For such a small group of islands, Cape Verde has had a deep impact on the Third World music scene. Césaria Evora, a Mindelo native is the world's foremost singer of "morna," the indigenous musical style of the islands. Morna evolved as a hybrid of Portuguese, British, and African rhythms and is defined by mournful melodies and slow tempos. Evora's music captures the essence of the morna in its sadness, longing, and nostalgia.

Jimmy is a long-time fan of Third World music, a mutual admiration that he shares with Island Record's Chris Blackwell and Dan Stroper, president of Putumayo Records. His changes in latitudes expose him to a wide variety of music and it's safe to say that his appreciation of talent is genuine. The stopover at Mindelo included a hoped-for introduction to the barefoot diva herself, Césaria Evora.

As a boy in Mindelo, Ilo learned to play the guitar, wrote a few songs, and even performed occasionally. His eye was on the sky, however, and he studied mechanical engineering in pursuit of a career as a pilot. Ilo followed the typical Cape Verdean academic path; attending college in the fellow Portuguese speaking country of Brazil. But as he matured in Brazil he began to feel the pull of music. He began writing songs again and soon realized that, "music speaks high inside me."

Ilo completed college and returned to Mindelo to tell his parents that he wanted to be a professional musician. Not what the parents of a college graduate want to hear. Ilo wrote songs in Cape Verdean and English and performed in the evening while teaching during the day. One day Ilo's father, Valdemiro Ferreira (Vlú) received a fax from a friend at the Cape Verde Embassy in Washington, D.C. informing him that a famous U.S. musician would be arriving and perhaps something could be organized. This led to Ilo's life altering performance. And while Jimmy missed meeting Césaria Evora, he got the next best thing.

The plan was to have Ilo record several tracks in Nashville. However, when the seasoned pros witnessed the 28-year-old performing his own material, a complete CD was envisioned. The majority of the music and lyrics are Ilo originals. Covers include Jimmy's "Volcano" and Ben Harper's "Lifeline."

Now in the Key West studio, Jimmy is, "on the other side of the wall," lounging at the soundboard with hall of fame engineer Alan Schulman. Ilo is working on an original song, as unaware of the history of the top Nashville session players, as he is amazed by their talent and professionalism. "They hear my song once or twice, and they pick it right up and add their magic to it." The pros are equally impressed with Ilo's songwriting ability.

Ilo gets it honestly. His father Vlú is a well-known songwriter in Mindelo having penned the popular Cape Verdean love song "Padoce de Céu Azul" A father's pride for a son whose achievements surpass his own is immeasurable. Ilo may not be a pilot, but his talent will take him to unimaginable heights. Congratulations Ilo, have a nice ride.

P.S. Hey Jimmy, perhaps on your next trip to Cape Verde, Vlú will introduce you to his close friend, Césaria Evora.



Photo: Wally Nickel





# JIMMY BUFFETT AND THE CORAL REEFER BAND BENEFIT HONG KONG'S NEEDEST CHILDREN

Jimmy Buffett made his Hong Kong debut with an intimate one night only charity concert on January 18 at the Sport's Hall of Hong Kong Football Club.

The concert will benefit the Foreign Correspondents' Club Language Training Centre that teaches English and Mandarin to 300 children aged 2 to 18 who are in residential care at the Po Leung Kuk Orphanage.

The FCC and Po Leung Kuk first set up a Language Training Program in 2004 and through this have been offering after-school English and Putonghua lessons as well as English storytelling sessions to children under the Kuk's residential care. The program aims to strengthen the language proficiency of

these children to enhance their communication skills and facilitate them in their pursuit of further studies and career development.

Po Leung Kuk is a renowned charitable organization in Hong Kong with a long history. Founded in 1878 as a temporary refuge for victims of abduction cases, the Kuk has now developed into a dynamic and diversified social service organization. It now operates over 200 units offering residential and day care for children, rehabilitation of the mentally handicapped, care for the elderly, as well as education of the young. The setting up of a second language centre will mark a major milestone in the Po Leung Kuk's efforts to help the less fortunate.



## Jimmy Buffett's Margaritaville Glendale

Conventional wisdom is that the latest Margaritaville location will soon be the entertainment anchor at Westgate City Center in Glendale, AZ. Glendale is a major suburb just west of Phoenix and home to the National Hockey League Phoenix Coyotes and National Football League Arizona Cardinals. Westgate City Center is adjacent to Jobing.com Arena and the University of Phoenix Stadium, the state-of-the-art stadium hosting Super Bowl XLII in February 2008. There is a great crossover whether it's having a meal and a beer before the game, or listening to the band, sitting by the fountain and continuing the party afterwards.

Plans call for the Westgate City Center to become one of the largest visitor destinations in the Southwest, expected to attract up to 26 million people a year. It has been called the crown jewel of new sports venue complexes, the most exciting "urban, mixed use vision" of the new century. Westgate also features dining, entertainment and hotels along with modern and sophisticated business offices and residential options.

Margaritaville is a two-story 20,000-square-foot restaurant with three bars, patio seating and a balcony overlooking Westgate's showplace water fountain. At 5PM daily the WaterDance fountain erupts in waterworks choreographed to Jimmy Buffett songs.

The interior design is the comfortably Caribbean, down island décor that has become synonymous with Margaritaville Cafes. Maps on the ceiling and fishing boats in the dining room add to the humor and flair found in this desert oasis. Colorful and comical performers parade around the main room and patio creating balloon art for kids and adults alike.

Margaritaville is open for lunch, dinner and late night entertainment 11am to 1am Sunday through Thursday and until 2am on Friday and Saturday nights with live music beginning at 10pm. At 11, the restaurant converts to a night club and the area around the stage is cleared for dancing.

It's not just a restaurant, it's a state of mind.

[www.margaritavilleinglendale.com](http://www.margaritavilleinglendale.com)





# CRAZY SISTA COOKING

## Cuisine & Conversation

With Lucy Anne Buffett

Foreword by Jimmy Buffett

"In this book, LuLu has gotten it all down on paper, with great recipes for food that comes with history. It is a guide to turning your own kitchen into a coastal watering hole for the evening, whether you're in Gulf Shores or Gloucester, Pensacola or Portland. It's all about making a good meal with great friends in a beautiful setting of your choice, where for an hour or two you too can forget the troubles of the day and be a child of the coast. Bon Appetit."

**Jimmy Buffett**

"If this book wasn't any good I'd have to lie because Lucy is my sister-in-law. But, I am spared the pain by the glories Lucy here brings to the kitchen and table and, between the lines, a vision of the good life with all its high and lows and more than occasional joys. If Woody Allen says life is about showing up, Lucy Buffett says hurl yourself into it. This book is a road map to good times."

**Thomas McGuane**

"I've known Lucy Buffett for over 30 years, since she and her little girls lived next door to Louie's Backyard in the wild, wild days of Key West in the seventies. As a woman, a friend, and a fellow restaurateur, we have shared the stories, laughter and tears of this business over many a sunset cocktail. Her love of food and passion for life shine through every page of this book. Cheers to you, LuLu!"

**Pat Tenney**

Louie's Backyard, Key West, Florida

"I love to eat, and I adore cooking. Over the years I've meandered along a culinary path that has taken me from fish sticks in a tract house in West Mobile to beluga caviar on a yacht in Manhattan and back home to boiled crabs at the end of the pier on the Eastern Shore on Mobile Bay."

**Lucy Buffett**

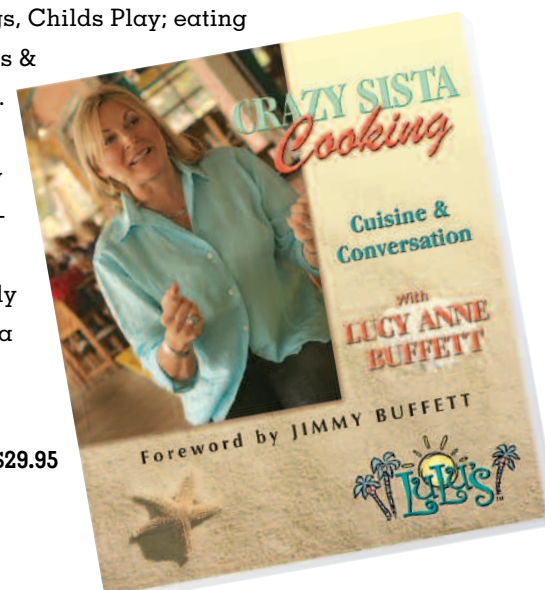
Once upon a time, a Gulf Coast darling, born and raised in one L.A. (Lower Alabama) found herself living and dying in another L.A. (Los Angeles, California). She was born of a clan of adventurous spirits, thriving on life in the sun and life on the run. Still, Lulu knew she'd had just about enough of the plastic pace of Hollywood and yearned for the sweet comfort of home and a way of life that is more about living than "lifestyle."

With many failures in her pocket, and many triumphs in her heart, she packed her bags and headed back to parts known, back to the place where her roots had grown. The memories of a childhood scented by magnolias in the spring, crab boils in the summer, tire swings and the glories of Mobile Bay, were calling her home. Anyone who knows Lulu, knows the woman can cook. She is a passionate entertainer, a natural storyteller, and not unlike her big brother, Jimmy, can throw a party you will be hard pressed to forget, or possibly, remember. She moved to a beautiful spot on Weeks Bay, Alabama, and LuLu's Sunset Grill was born.

"This cookbook basically follows the menu at my restaurant, and just as LuLu's is fun food, Crazy Sista Cooking is a fun read. It has been a dream of mine for 20 years. Growing up in the Buffett family had a huge effect on my love for food and the specific ingredients I tend to favor. My two grandmothers, Hilda "Mom" Buffett and Bessie "Granny" Peets, loved cooking. I consider Mom to be the Gulf Coast home cook. I learned how gumbo was supposed to taste in her Pascagoula, Mississippi kitchen. Granny was the dietician at Gulf Park College, a girls' finishing school in Long Beach, Mississippi. She was a fancy cook and introduced me to fine dining. Spending summers on Mobile Bay played a considerable role in my cooking style. My travels have also had a huge influence on my cooking. Every time I have lived in a different part of the country, I learned to cook another style of cuisine. I have an extensive repertoire, but these days I prefer simple, yet delicious meals that bring me back to what I know best, Gulf Coast cuisine. Crazy Sista Cooking differs from other cookbooks because it offers humorous stories that give you an insight into my family history and favorite family recipes."

Crazy Sista Cooking is artfully assembled, with easy to follow recipes in sections that include LuLu Essentials; marinades, seasonings and stocks, Gumbo Love & Other Deep South Soups, Sauces & Dressings, Childs Play; eating and entertaining with children, Salads & Sandwiches, Cocktail Hour, and more. Sprinkled throughout the book are LuLu's Clues; helpful hints and timely tricks to enhance your cooking experience. The tasteful presentation and beautiful photographs of food and folly show why Lulu's Homeport Marina is a Gulf Coast favorite.

Spiral bound hardback book. #40591 \$29.95







Recycling saves Natural Resources, Energy and our Environment.

Our printing company is committed to participating in certification programs such as the Sustainable Forestry Initiative and Forest Stewardship Council. They have upgraded to state of the art Orion Light Fixtures throughout their facility, conduct energy and operational audits, partner with local waste management company and have practically eliminated all hazardous chemicals and volatile organic compounds from their operations.

Increasing to 30% recycled paper will decrease our wood use by 60 tons, lower solid waste by nearly 25,000 pounds, and produce 150,000 gallons less of waste water – resulting in a total annual energy reduction of 286 million BTU's. By reducing the amount of energy we reduce greenhouse gas emissions and help to curtail global climate change

Keep the recycling efforts going; pass this issue on to a friend, use it to wrap a gift, or paper your Buffett memorabilia room wall. And as long as it's for the greater good, please feel free to line your bird cage with it.

The Margaritaville Store is increasing the percent of recycled paper used to print The Coconut Telegraph to 30%. Veteran readers will recall our early efforts in the 80's using the heavy, speckled paper that interfered with print legibility and jammed postage meters. Fortunately, the quantity and quality of recycled paper has significantly improved and has proven to be a cost conscious competitor to standard paper.

However, paper fibers cannot be recycled indefinitely. Fiber length and strength are degraded with each use, and individual fibers can only be recycled 4-6 times. When fibers become too short, they are not retained in the pulp or paper. New fibers are usually added to recycled pulp when new paper products are made. Consequently, most recycled paper will still contain a certain amount of new pulp.

# Getting Greener

Remember... Margaritaville Gift Certificates Are Available in \$25 Denominations



Would you like to be on our mailing list?  
Merchandise orders exceeding \$25 guarantee a subscription for one year from order date. Yearly subscription only, \$10.

**Mail Orders:**  
Make check or money order payable to Margaritaville.  
Send to **The Coconut Telegraph**, PO Box 1459, Key West, FL 33041.  
**Sorry, No C.O.D.'s.**

**Credit Card Orders:**  
Call Toll-Free **1-800-COCOTEL** (1-800-262-6835) from 9am to 7pm EST, Monday through Friday. \$10.00 minimum credit card order.

**Toll-Free line for orders only please. All other info (305) 292-8402.**  
FAX# (305) 292-6530 or E-mail [keywest@margaritaville.com](mailto:keywest@margaritaville.com)

**Shipping / Handling Charges:**  
Orders up to \$15.00...\$4.95 / \$15.01 – \$30.00 ..\$6.95 / \$30.01 – \$50.00...\$8.95  
\$50.01 – \$75.00...\$10.95 / \$75.01 – \$100.00...\$12.95 / \$100.01 – \$150.00...\$15.95  
\$150.01 – \$200.00...\$17.95 / \$200.01 and over...\$21.95  
Florida residents please include 7.5% sales tax.

For 2-Day Federal Express delivery, add \$7.50.  
For Standard Overnight Federal Express delivery, add \$20.00.  
Please include physical street address.

Air Mail to Canada please add \$5.00 to S/H charges.  
Express Mail International Service charges apply to all overseas orders (Not APO or FPO).

**Returns and Exchanges:**  
If you are not satisfied with any product, for any reason, return it to The Coconut Telegraph within 90 days of purchase date. Please include a note requesting either a refund or an exchange. We will promptly refund the full purchase price, less shipping and handling.



The Coconut Telegraph is published and distributed by The Margaritaville Store, Inc.

QTY	ITEM #	DESCRIPTION	SIZE & COLOR	PRICE	TOTAL

Subtotal  
Florida residents only, add 7.5% Sales Tax  
S/H  
TOTAL

*We accept MC, Visa, American Express and Discover*

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_ Telephone # ( \_\_\_\_\_ ) \_\_\_\_\_

CC # \_\_\_\_\_ Exp. Date \_\_\_\_ / \_\_\_\_ Security Code \_\_\_\_\_

Security Code is a 3 or 4 digit security code found either on the signature line on the back of your card or above and to the right of the card number on the front of your card.

Signature \_\_\_\_\_

For quick and efficient service, please complete the order form above before calling. Thanks.