

Close up



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May 1986

Record Crowds Expected For Fan Fair

It is expected to be the Country explosion of '86. It's Fan Fair. And it's big. Already more than 15,000 fans have registered to attend the 15th Annual International Country Music Fan Fair, scheduled for June 9 - 15 at the Tennessee State Fairgrounds in Nashville.

Often noted as a lovefest between Country artists and their fans, Fan Fair, co-sponsored by the Country Music Association and the Grand Ole Opry, has done nothing but grow in its fifteen year history. Approximately 5,000 people attended the first Fan Fair event in 1972 — a four-day event which took place in April. In 1985, an unprecedented 19,500 fans attended the entertainment extravaganza, and according to Hal Durham, senior vice president and general manager of the Grand Ole Opry, registration for this year's June event is expected to be 10 percent higher than last year's, bringing the total registration to nearly 21,000 fans. "We are substantially ahead of last year's pace on registration and every indication that we have says this is going to be a record breaking year," Durham said.

What does that say about Country Music? "I think the way registration has gone for Fan Fair says very definitely that the interest nationally for Country Music is as great as ever or greater," commented Durham.

Some of the most exciting names in Country Music will be performing at Fan Fair. Artists confirmed to date include Bobby Bare, New Grass Revival, Sawyer Brown, Tanya Tucker, Marie Osmond, T. Graham Brown, Dan Seals, Southern Pacific, Gary Morris, Randy Travis, Pake McEntire, The Judds, Eddie Rabbitt, Reba McEntire, Ray Stevens, Steve Wariner, The Whites and Crystal Gayle.

The CMA International Show will bring artists from all over the world to perform in front of standing-room-only crowds. Representing their countries at the show will be Lee and Ray Kernaghan — Australia; Family Brown — Canada; Karel Gott — Czechoslovakia; Indigo Lady — England; Nancy Wood — West Germany; Sandy Kelly — Ireland; Love Potion — Japan; and John Brack — Switzerland.

Considered to be one of the best entertainment values available, registration for Fan Fair is \$60, which includes a full schedule of events, plus two delicious meals, a ticket to the Country Music Hall of Fame, Opryland U.S.A., and the Ryman Auditorium.

Following is a tentative schedule for the 1986 International Country Music Fan Fair. Except as indicated all activities will be held at the Tennessee State Fairgrounds.

Monday, June 9	7:00 p.m. - 10:00 p.m. Bluegrass Show	Thursday, June 12	10:00 a.m. - 12:00 noon Capitol/EMI-America Show
Tuesday, June 10	10:00 a.m. Opening Ceremonies		2:30 p.m. - 4:30 p.m. Independent Label Show
	10:30 a.m. - 2:30 p.m. Songwriters Show		7:30 p.m. - 9:30 p.m. CBS Records Show
	3:00 p.m. - 5:00 p.m. Polygram Records Show	Friday, June 13	10:00 a.m. - 12:00 noon International Show
	8:00 p.m. - 10:00 p.m. MCA Records Show		2:30 p.m. - 4:30 p.m. DOT Records Show
Wednesday, June 11	10:00 a.m. - 12:00 noon All American Country Games (Vanderbilt Stadium)		6:00 p.m. - IFCO Dinner
	2:00 p.m. - 4:00 p.m. Warner Bros. Records Show		8:00 p.m. - IFCO Show
	7:30 p.m. - 9:30 p.m. RCA Records Show	Sunday, June 15	10:30 a.m. - 6:00 p.m. Grand Masters Fiddling Contest (Opryland)

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HORIZON

Mark O'Connor

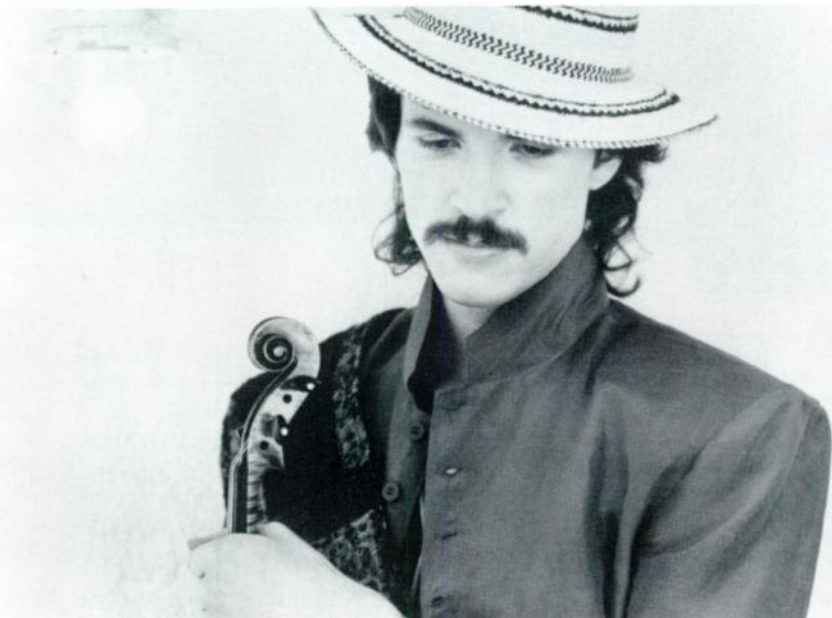


Photo by: Randy Green

Mark O'Connor's remarkable talents and style claim a very special place in Country Music. Such a statement is not mere coloring; his six albums, stretching back to 1974, provide extraordinary evidence of his skills as a musician, producer, arranger and composer. These facts wouldn't seem all that incredible until you consider the fact that Mark O'Connor is only 24 years old.

"I had a pretty normal childhood," said O'Connor, one of the newest additions to Warner Bros. Records,

Nashville division, "but when I told friends that my parents put me on a plane to go down to Nashville by myself to compete in the National Junior Fiddle Championships, they said, 'Well, that's not normal, Mark.' But to me it wasn't strange. I just got a lot of attention because I was small."

A native of Seattle, Washington, Mark has received a lot of attention. At age seventeen, he won the Grand National Fiddle Championship, the youngest musician ever to do so. He's also won two National Junior Fiddle

Championships, as well as the National Guitar Flatpicking Championship. To date, O'Connor has garnered nearly 90 first place showings for his prowess on fiddle, guitar and mandolin. *FRETS* magazine had to place O'Connor in its "Gallery Of The Greats" so its readers would not continuously vote him into the best violinist and multi-instrumentalist award, an honor he's harvested six times.

But has this attention and acknowledgement gone to his head? "No . . . I really didn't think much about it until I started trying to make a living out of it," pondered O'Connor. "When I was eighteen, it seemed like all I ever tried to do was my best. I just didn't have a handle on the business end of things and what it means to go over well."

When Mark was twelve years old, his family would travel the festival circuit so that he could play his fiddle for appreciative crowds. During that year, their travels made it to Nashville, where at the advice of Tutt Taylor, Mark was persuaded to play at an 'open mike' at the "Pickin' Parlor". "Charlie Collins and Brother Oswald were there that night and heard me play my fiddle. After a short break, and after they made a few calls, some people came down to check me out. That weekend they introduced me to

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Up

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Fan Fair

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More than 300 exhibition booths will be housed at the Fairgrounds, with such artists as Johnny Cash, Alabama, Charlie Daniels, The Judds, George Strait, Reba McEntire, Gary Morris, The Oak Ridge Boys and Exile represented.

The booths will be open from 11:00 a.m. to 6:00 p.m. on Tuesday, June 10. On Wednesday and Thursday, June 11 and 12, the booths will be open from 10:00 a.m. to 6:00 p.m., and on Friday, June 13, the booths will be open from 10:00 a.m. to 2:00 p.m.

Prizes will again be awarded this year for the three most attractive booths, to be voted on by the exhibitors. A first place prize of \$500, second place prize of \$400 and third place prize of \$300 will be awarded to the three winning exhibitors. In order for any exhibitor at Fan Fair to be eligible to win a prize, an artist **must** have been present at the booth sometime during the week's festivities.

As an added gesture many artists will hold their own fan club events during Fan Fair so they may spend more time with their fans and friends. According to Loudilla Johnson of the International Fan Club Organization, the following artists have fan club events scheduled during the week: Reba and Pake McEntire; Jan Howard; Barbara Mandrell; Louise Mandrell; Ronnie McDowell and the Cannons; Lorrie Morgan, Tom Grant and Darlene Austin; Benny Wilson; Susie Deveraux; Jeanne Pruett; Margo Smith; Helen Corneilus; Lee Greenwood; the Oak Ridge Boys; Gary Morris; Conway Twitty; Ronnie Robbins; T.G. Sheppard and Janie Fricke.

For more information or registration forms write Fan Fair, 2804 Opryland Drive, Nashville, TN 37214.

Horizon

(continued from page 2)

Roy Acuff and he invited me to play a set with him that evening on the Grand Ole Opry." That same year saw Mark record his first of five albums for Rounder Records, a label with which he began his studio musician career with the likes of Bela Fleck and Jerry Douglas.

After the years at Rounder, O'Connor toured with mandolin-maestro David Grisman and jazzmaster Stephane Grappelli. He played guitar and occasional fiddle on numerous dates and three albums. From there Mark joined rock's most fastidious band, Dixie Dregs, where he recorded one LP then left the band to pursue his solo career. On the advice of the legendary Chet Atkins and "Cowboy" Jack Clements, O'Connor moved from Atlanta (the Dixie Dregs' home base) to Nashville to become a session artist.

"My goal was to get one session a month! That would help me make the rent difference," chuckled O'Connor. "At first the sessions were just here and there. It took about a year or so for my name to get around, and then I started playing on really good master sessions. I didn't really do much demo work . . . it just went from kind of nothing to big labels and artists. Currently I'm doing about five to ten sessions a week."

"Sometimes I get so busy that I just can't do everything. I try to rearrange

my schedule and sessions, but it's really different. I get a kick out of playing music during the day and coming home at night. It's wild . . . I've never done anything like this before."

As far as the future is concerned, O'Connor would like to tackle scoring for movies and shows, in addition to session work and his solo career. "I feel that even though my work is diverse, I can make a variety of styles sound like 'Mark O'Connor music'. The whole thing with me being on a new label is fusing electronic sounds, synthesizers and digital samplings, along with the overall acoustic sounds, to try to make a new type of music that's pleasant and doesn't sound all thrown together in a mish-mash. It's been done, but not that much."

Somewhere between the tours to Japan, Asia, Australia and numerous other points on the globe, O'Connor has managed to cut his first solo endeavor for Warner Bros. entitled MEABUBGS OF. The nine original compositions, or "opuses", are

complimented by a guitar medley of American classics performed by Mark in memory of the great Merle Watson. Besides producing, composing and arranging the cuts, O'Connor let his creative process continue into the names of the songs themselves. Songs such as "A Bowl Of Bula (Then Twice Clap The Hands)", "The Robotic Muso (Tertium Quid)", and "Irish Maiden" grace the LP with styles ranging from haunting to exotic.

"I don't know if I have a certain style. I mean, I think I just go through different phases. I may be honing in on a style with the fiddle, but I'd like to keep it open for awhile because one of the key things about becoming a successful instrumentalist is to be recognizable when you're soloing," said O'Connor.

Webster's New Collegiate Dictionary defines style as, "a manner of expression characteristic of an individual . . ." Whether Mark O'Connor knows it or not, he definitely has style.

— Rich Carr

Trivia Quiz

Name the entertainers who have recorded under the pseudonyms Overton Hatfield, Bobby Sheridan and Scotty Wayne.

Answer To Trivia Quiz On Page 17

Meet Your Board

Jim Foglesong

A veteran of 30 years in the recording industry, Jim Foglesong is a native of Lundale, West Virginia. A graduate of the Eastman School of Music, Jim went to New York to launch a singing career and was hired as a musical assistant in the engineering department at Columbia Records. In 1953 he produced his first album and worked with artists such as Robert Goulet, Julie Andrews, Al Hirt, Ed Ames and Sergio Franchi. As a professional singer, he performed in virtually every kind of music, and he and his wife toured with Fred Waring's

Festival of Song for a short time. He moved to Nashville in 1970 and was named president of Dot Records, thus becoming the first president of a major label to reside in Nashville. Dot purchased ABC in 1974 and in 1979 MCA purchased the ABC labels. Jim became president of MCA's Nashville division, his third major label in Nashville without changing jobs. In 1984 Jim assumed the presidency of Capitol/EMI-America's Nashville operation. He and his wife, Toni, reside in Brentwood, Tennessee. They have four children.



Gary Morris



Photo by: Rande St. Nicholas

Although Gary Morris is now one of the dominant forces in contemporary Country Music, athletics was the focal point of his Fort Worth, Texas boyhood. He lettered in four sports in high school, excelling in football, and ultimately winning a college scholarship. In college he formed a trio with a couple of friends, playing Abilene on the weekends for \$15 a piece. Following his sophomore year in college, Gary migrated to Colorado playing clubs in Colorado Springs before settling in Boulder where he became a construction worker and worked a bar for beer and cheeseburgers. Moving to Denver, he headed a trio entertaining regularly at Taylor's Supper Club while singing in a studio and writing jingles for Coors

Beer and Frontier Airlines. In 1976, Gary was part of a trio that entertained at Jimmy Carter campaign stops. That led to a White House performance when the Carters invited the CMA Board for an evening. Among those in the audience was Norro Wilson of Warner Brothers, who signed Gary to a recording contract three years later. Since that time Gary has released a

string of solid Country hit songs including "Wind Beneath My Wings" which was 1984's Song of the Year from both CMA and ACM. He made his acting debut in Joseph Papp's production of *La Boheme* in New York and is currently starring in ABC-TV's prime time soap, "The Colbys". Gary lives with his son, Sam, in Franklin, Tennessee.

Bill Luther

Bill Luther is a native of North Carolina who graduated from Appalachian State University. He began his career as assistant principal and coach of a high school in Meadows of Dan, Virginia, moving to Danville, VA in 1952 as athletic director and coach of Brosville High School. In 1954 he became athletic director for the Danville City Recreation Department and was subsequently Director of Recreation, Assistant to the City Manager, Director of Parks and Recreation, and Administrator of Supervision, Planning and Promotion of the Municipal Auditorium. He moved to Spartanburg, South Carolina in 1967 as manager of the Spartanburg Memorial Auditorium and became manager of the Greenville, South Carolina Memorial Auditorium in 1975. He was



appointed executive director in 1979. In 1981 he became director of the Von Braun Civic Center in Huntsville, Alabama. He and his wife, Doris, reside in Huntsville. They have three children.

Tom Collins



Photo by: Melodie Gimple

A highly successful producer of such artists as Barbara Mandrell and Ronnie Milsap, Tom Collins is also president of his own successful music publishing company, Tom Collins Music. A native of Lenoir City, Tennessee (who just honored him with Tom Collins Day), Tom attended the University of Tennessee/Knoxville. Scuttling plans to become a dentist, Tom decided to teach school, but his interest in music soon outweighed his desire to teach. He

moved to Nashville in 1970 and was hired by Jack D. Johnson and Charley Pride at Pi-Gem Music. Tom helped establish the firm's publishing catalogue while becoming one of the top producers in the business. He is credited with bringing Ronnie Milsap into Country Music and started Sylvia

on her career course. Tom was the winner of CMA's Producer of the Year award for best album three times in four years. He served as chairman of the board of CMA in 1979 and 1980. Tom and his wife, Jenny, reside in Nashville with their two small children.

Kathy Gangwisch

Kathy Gangwisch is president of Kathy Gangwisch & Associates of Kansas City, Missouri, a public relations firm representing some of the top names in Country Music. Her clients include Sawyer Brown, Exile, Janie Fricke, The Gatlin Brothers, Lee Greenwood, Gary Morris, The Oak Ridge Boys, Eddie Rabbitt, John Schneider, T.G. Sheppard, Ricky Skaggs, Don Williams, Hank Williams, Jr. and Tammy Wynette. A graduate of Missouri State University, Kathy formerly lived in Los Angeles. She is listed in Who's Who in Industry and Finance and Who's Who in America.



Her company is recipient of the Entertainment Public Relations Firm of the Year by Performance Magazine.

Jim Schwartz

A native of Duluth, Minnesota, Jim Schwartz began his 40 year music industry career in 1946 when, along with his father and brothers, he founded the record distribution company of Schwartz Brothers. The company entered the rack merchan-

dising field in 1963 and in 1969 opened the Harmony Hut retail division. In 1980 they opened SBI Video which has become one of the nation's largest independent distributors of video software and accessories. Jim served as a director and officer of ARMADA and

in 1965 was instrumental in consolidating ARMADA's distributor members into NARM. He was elected to the Board of NARM in 1967 and became president in 1970. He served as president of NAVD (National Association of Video Distributors) in 1985 and is chairman of the advisory committee of the Music Business Institute. Jim lives in Alexandria, Virginia with his wife, Cora. They have two sons.

The Commission on the Bicentennial of the United States has officially slated the three-year period from 1987 - 1989 to commemorate the evolution of the United States Constitution. The primary purpose of the celebration is to educate the people of the United States, fostering them with a just appreciation and a clearer understanding of the Constitution. Throughout the remainder of 1986, CLOSE UP will provide significant dates of 1786, so that our readers can focus on the events leading up to the Constitutional Convention in Philadelphia in the summer of 1787.

May 4, 1786 Rufus King told John Adams that America should become self-reliant

May 12, 1786 Congress declared tributaries of the Mississippi and St. Lawrence Rivers commercial waterways

May 16, 1786 John Adams wrote John Jay that Congressional taxes would be beneficial



AIRCHECK

Station KVOO

As you read, 50,000 watts of Country Music power is radiating out of Tulsa, Oklahoma and the source is the award-winning KVOO 1170 AM. Covering 60 of Oklahoma's 77 counties, as well as parts of Kansas, southern Missouri and western Arkansas, KVOO recently topped the fall books with an impressive 11.6 showing. Three FM stations tied for second place in the Tulsa market with an 11.5 book.

How do they do it?

"That's a good question!" said former CMA Broadcast Personality of the Year and current KVOO Program Manager Billy Parker. "We are probably best known as a more 'traditional' type Country Music station. We play all the contemporary hits, but we like to mix them heavily with more traditional favorites like George Jones and Lefty Frizzell."

Currently thriving on the newer talent out of Nashville such as Dwight Yoakam, Randy Travis and Keith Whitley, KVOO does most of its listeners research over the telephone on their 24-hour request line. "We'll have calls for George Strait that out-request the more contemporary stuff 5 to 1 . . . easy!" To stay within that sound, KVOO consistently promotes itself. Using a theory of "more winners, more often" the station constantly is in the public's eye, not by giving away big houses or fancy cars, but rather by giving a listener \$100 or a trip to the Grand Ole Opry. This is done by going out in their "Country Cruiser" (van) and traveling to shopping centers or surrounding towns and broadcasting remotes back to the station asking listeners to come down and register for the particular premium. "We get out and are visible," said Parker. "It's simple, but it's extremely effective for us."

"We at KVOO believe totally in personality radio," said Parker, speaking of the air staff of five individuals, not including KVOO's seven-man news team and six person sales staff. "We don't believe in jukeboxes! By that I mean we're not a station that just gives weather and time. We like to talk to the folks one on one, be a part of the community and show them we care."

KVOO also has a fresh approach to its playlist. "Our playlist depends on how many good records there are," said Parker confidently. "I might be playing sixty one week, seventy the next and one hundred singles the following week. It all depends if I've got enough music to expose that my people are going to like."

In addition to being a major trade magazine reporting station, KVOO reports, thoroughly, to its listeners. Having garnered a number of prestigious awards for several aspects of news delivery, the station's broadcast facilities are some of the finest in the southwest. In fact, KVOO's direct dial weatherline logs more than a million

calls a year, just for the forecast! They've also incorporated several specialty shows into their programming which are targeted toward many areas of Country Music, such as the Square Dance News, Bluegrass Show and the number one program in the market for the past ten years — the KVOO Farm Show.

"We believe in forging ahead," stated Parker, "and music programming should follow that thought — especially in Country radio. But I wish that the powers that be would make more emotional stories in the music — Country Music is about people. Jack Cresse, our station manager said that 'Country Music should tell more stories, more often, because the same ole story gets boring.' Our playlist and overall station philosophy would just like to mirror that thought, that's all."



Photo by: Bonnie Rasmussen

Billy Parker (left) and Jack Cresse of KVOO Radio in Tulsa, OK, greet newly-signed Capitol Records artist Barbara Fairchild at the recent Country Radio Seminar Artist-Attendee Welcoming Reception.

Broadcast Personality of the Year Ballots Mail May 1

Nominating ballots for CMA's Broadcast Personality of the Year Awards are scheduled to be mailed May 1st to CMA members in the Radio and Broadcast Personality categories. Voting members may nominate up to three names in each of three award categories (Major, Medium and Small Markets). Those receiving five (5) nominations for Major Market, four (4) nominations for Medium Market, and three (3) nominations for Small Market will appear on the second ballot mailed to the same voting members. The five nominees receiving the most votes in each market category will become finalists. The winners will be selected by an anonymous panel of broadcast judges who review air checks and bio material on each nominee.

Stan Davis

When the final curtain was drawn on last year's Country Music Association Awards show, Stan Davis of WWVA in Wheeling, West Virginia found himself in a very prestigious situation. For only he and Lee Shannon of KWKH in Shreveport, Louisiana have ever been awarded CMA's Broadcast Personality of the Year twice.

Like Shannon, Davis won the award once at a small market station, then again in medium market. But aside from these similarities, Davis is a unique individual who treats the greater Wheeling listening area with a healthy dose of good humor, insight and professionalism unusual in his market.

"I think on the air I'm actually a little bit tamer than I am in person," said Davis. "I'm kind of a wise guy away from the microphone. I like to make people laugh and the type of humor that I do off the air sometimes just doesn't fit into this area and this station. So, I sort of have to tone it down when I'm on the air, and I've been told that by the higher-ups here at the station."

Because so many of his "lines" are not airable, Davis spends a great deal of his time channeling his creative instincts into other areas such as photography and a business he runs on the side that covers producing, publishing and other interests such as spinning records at local clubs and functions when he's not on the air at WWVA.

Davis has also been channeling his interests in a totally different direction lately — marriage.

"I recently was married and I would like to start thinking about the family life and all, so naturally I am interested in the obvious monetary opportunities that successful producing or publishing can bring," said Davis, "but I'm sure that whatever I choose to do in the future will include radio . . . even if it's a weekend shift somewhere."

In the meantime, Davis and his wife, Robin, are enjoying marriage, photography and life in Wheeling. And, according to the awards he receives for his on-air product, the surrounding community will enjoy him too.

"When I'm on the air, I like to be a



Stan Davis

voice that people can tune into and feel like it's their best friend talking to them," said Davis. "I did that when I had to make an aircheck for the CMA award. I went in the studio the day after I had been nominated, just as I usually do, recorded my shift, edited it down and turned it in for the judging. I think if I had done it any other way I would have been fooling myself — it wouldn't have been normal for me to script a tape specifically for that purpose."

The decision to do things that feel right at the moment seems to be the correct one for Stan Davis. As he tests the waters of a number of alternative careers, he's somehow making his current one more beneficial through hard work, creative instincts, and just being himself.

Back-To-Back Breakers

Tanya Tucker

- ★ Born in the West Texas hamlet of Seminold, Tucker's first single, "Delta Dawn" shot to number one on the Country charts, making her an instant sensation.
- ★ She made her first appearance on the stage of the Grand Ole Opry at age 14.
- ★ Recently signed to Capitol Records, Tucker has released her 14th LP, *GIRLS LIKE ME*.

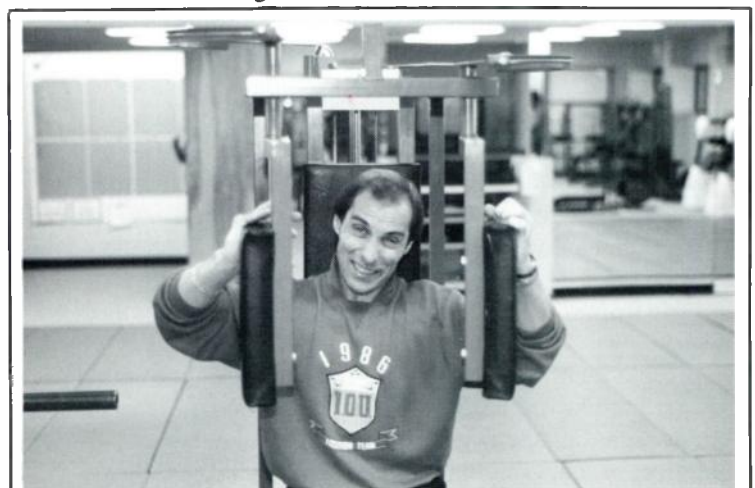
Randy Travis

- ★ A native of Charlotte, North Carolina, Travis' attention-getting, full baritone voice lauded him a standing ovation from the more than 1,000 attendees at the '86 Country Radio Seminar New Faces Show.
- ★ One of his favorite hobbies is lifting weights and he even carries at least 100 pounds of weights with him on the road.
- ★ Prior to signing with Warner Bros. Records he released a record on Paula Records.

Pake McEntire

- ★ The brother of CMA Female Vocalist of the Year Reba McEntire, Pake cites Merle Haggard as a major influence.

- ★ He is a steer roping champion from the Sooner State — Oklahoma.
- ★ When he and his sister, Reba, used to sing for nickels and dimes at the rodeo, Pake would sing "Jesus Loves Me" and Reba would sing "Ain't Nothin' But A Hound Dog".



Exercise mania...Lee Greenwood takes a break from his tough touring schedule to get fit at the KNIX Radio Employee Fitness Center. The Tempe, AZ, station invites touring Country artists to work off "On-The-Road-Again Stress" at its employee fitness center.

HOME TAPING BITE



The following article was written by Margie Berman, the coordinator for the Coalition to Save America's Music.

Congressional activity around the Home Audio Recording Act is flourishing — thanks to the introduction of a new technology developed by CBS Technology Center and the release of the proposed royalty sharing agreement under the Home Audio Recording Act.

The technology, known as "copy-coding", controls home taping and provides a market solution to benefit both those consumers who wish to tape at home and those creators who view home audio taping as a major threat to their crafts and the industry.

A special incentive provision of the Senate version of the Home Audio Recording Act offers an option to the royalty solution. The bill provides that any recording equipment manufactured or imported with a special chip ("decoder"), capable of controlling home taping, would be exempt from the royalty. The development of this chip makes this provision possible to enforce.

The technology is both simple to implement and cost effective. With this new technology, copyrighted records, tapes and compact discs can be encoded with an inaudible signal capable of being "read" by a special electronic scanning chip installed in future generations of audio recorders. Consumers can then buy the type of recording — "copiable" or "uncopiable" — that meets their needs. "Copiable" recordings can be taped normally. "Uncopiable" versions cannot be taped, however, because the scanning chip in the machine periodically inhibits the recording function.

The purchaser who wants a recording just for his or her own personal use would buy an "uncopiable" version of the record. The purchaser who chooses to make multiple copies would buy a "copiable" version, whose price would include compensation for the copyright beneficiaries whose music is being taped.

This solution to the home taping epidemic ensures that only those who wish to tape copyrighted music will pay for that option. Those who buy blank tapes to record lectures or write songs will pay nothing. Future generations of music creators and rights owners will be assured meaningful protection for their work, and the public will be beneficiaries of a continuing flow of music from the most creative music community in the world.

Recent hearings investigating this technological option were quite favorable. Several Senators who had reservations regarding the royalty proposal expressed great interest in "copy-coding" and congratulated the industry for developing this inventive solution.

Until now, the primarily Japanese manufacturers of audio recording equipment have refused to discuss, much less negotiate with the American music commu-

nity on this issue. Therefore, only Congress can ensure implementation of this technological solution to the home taping problem, by requiring decoders to be installed in all machines manufactured or imported into the United States.

The beauty of this technology is that it goes to the heart of the controversy regarding home taping. If, as our opponents contend, home taping is "nonexistent", they should have no reason to object to this proposal. After all, if home taping does not exist, no consumer would bother buying "copiable" albums at higher prices. If, on the other hand, home taping is epidemic as the music community believes it to be, these manufacturers who are using our music to gain profit, will be forced to help those who are harmed by it.

Because copy-coding affects only future generations of equipment, it will be decades before it can make any significant dent in the home taping problem. Therefore, the music community still endorses the royalty legislation as a short term solution to gradually be phased out as a greater percentage of machinery is manufactured with the chip.

The March 25th hearings also investigated the distribution of home taping royalties developed by the music community. The distribution most equitably serves the public policy objectives of the legislation — to compensate those who are harmed as a result of home taping — and the fundamental goals of copyright — the creation and dissemination of new music.

Under the proposed distribution system, 2 percent of the royalty pool will be allocated as a Musical Arts Endowment for the benefit of aspiring songwriters, musicians and vocalists. The monies will be divided equally between the Songwriters Guild Foundation and the National Endowment for the Arts.

The remaining royalties will be distributed to the creators and copyright owners whose works were sold or broadcast as follows:

80 percent of the royalty pool would be shared by copyright beneficiaries and shared as follows: 2 percent to union funds for musicians and vocalists, 23 percent to songwriters and music publishers to be shared equally, 30 percent to the featured performing artist(s) and 45 percent to the recording company or copyright owner of the sound recording.

The remaining 20 percent of the royalty pool would be distributed as additional compensation, in the form of Creative Incentive Grants, to those who received the smallest share — about the lowest third — of the home taping royalties.

(continued on page 12)

1986 Country Radio Survey Is Now Available

CMA annually surveys all radio stations in the United States and Canada. From the survey results, CMA publishes the most comprehensive list available of stations broadcasting Country Music. The list is now available to CMA members for \$10.00. Non-members can purchase the survey for \$150.00. Price includes postage and handling. CMA organizational members may request a complimentary copy of the survey.

**TO ORDER: Fill out form below and return with check or money order to
CMA Radio Survey, P.O. Box 22299, Nashville, TN 37202.**

Mail Survey To: *(please print)*

Name _____

You May Charge Your Payment To:

VISA

MasterCard

Address _____

Card No. _____

City _____ State _____ Zip _____

Expiration Date: _____

Phone No. (____) _____

(Signature for Charge Authorization)

CMA Member — Please Include Membership No. _____

Non-Member

- All Orders Must Be Prepaid • Price Includes Postage and Handling •
- Organizational Members May Request A Complimentary Copy •



In their best duds at the Grammy celebration are (L to R) Rick Blackburn, senior vice president and general manager of CBS Records Nashville; Dorothy Ritter; Rosanne Cash; and Jo Walker-Meador, CMA executive director.

NEWSLINE

The Tenth Anniversary Edition of **Jamboree In The Hills** is scheduled for July 19 and 20 at Brush Run Park, St. Clairsville, OH. One of the surprises at this year's event will be a "Perfect 9" contest involving Jamboree In The Hills goes for all nine years of the festival's history. Artists scheduled to appear include: **The Oak Ridge Boys, Ronnie Milsap, Lee Greenwood, George Jones, Mel Tillis, The Judds, Gary Morris, Ray Stevens, Reba McEntire, Billy "Crash" Craddock, The Nitty Gritty Dirt Band, Sawyer Brown, The Bellamy Brothers, Nicolette Larson, The Girls Next Door** and the **Other Brothers**. Tickets are slated to go on sale May 1, when the Jamboree In The Hills sales office will open a toll-free telephone line including fans residing in West Virginia. The toll-free number, 1-800-624-5456, may be used to purchase tickets or to obtain further information. Advance registration (until July 17) is \$45 for a two-day ticket. Saturday or Sunday-only tickets are \$25 for adults, with children admitted free when accompanied by an adult. On-site tickets are \$50 for two-day and \$30 for Saturday- or Sunday-only admission. Orders by check or money should be sent to Jamboree In The Hills, 1015 Main Street, Wheeling, WV 26003.

John Anderson is participating in The National Association of Broadcasters' nationwide radio campaign against drugs and alcohol. Titled "Operation Prom/Graduation", the radio promos encourage youths to "celebrate sober — the best is yet to come".

Jerry Clower was again honored April 14 by his hometown of Yazoo City, MS, with the dedication of Jerry Clower Boulevard, previously known as U.S. Highway 49E. The dedication took place at the Mississippi Chemical Corporation, where Clower worked as a fertilizer salesman before "backing into show business".

The Ninth Annual **Hodag Country Festival** will be held this year July 11 - 13 in Rhinelander, WI. A stellar line-up of performers, including **George Jones, Reba McEntire, Tammy Wynette, T.G. Sheppard, Dave and Sugar, Jack Green, Eddie Rabbitt, Tanya Tucker, Lacy J. Dalton** and **Bobby Bare** is scheduled to appear at the event. For tickets write to: Hodag Country Festival, 4743 Highway 8 East, Rhinelander, WI 54501. The telephone number is (715) 362-6550 or 369-1300.

Mayf Nutter has been signed by producer Merl Schreiber for a lead role in his upcoming indy feature titled, "Hunter's Blood". The story involves hunting buddies in a suspenseful action adventure from the Jere Cunningham novel of the same name.

Opryland is celebrating its birthday this year as it embarks on its 15th season. The celebration began March 29 and won't end until November 2. In between, park officials anticipate their 30 millionth guest, probably in late summer. All guests during the 15th birthday season will find more than a dozen stage shows in production, including a new show — **Hot Country** — devoted to contemporary Country songs. Complementing these productions will be several special events, including **The Opryland Gospel Jubilee** scheduled for May 23 - 25; **The "Hee Haw" International Clogging Championship** — a four-day event drawing thousands of competitors seeking a guest appearance on "Hee Haw" June 22 - 25; **Spirit-America** — a festival of contemporary Christian music July 2 - 4; and **The Opryland Rock 'n' Roll Revival** — a Labor Day weekend festival starring nostalgic acts from the 1950s and 1960s.

The **International Tape/Disc Association, Inc.** is inaugurating a new series of annual seminars dedicated to improving the quality of pre-recorded audio cassettes. The first "How-and-Why Seminar" will be held May 12 - 14 at the Clarion Hotel, St. Louis, MO. It will be directed by Sam Burger, formerly senior vice president, manufacturing and R&D for CBS Records, and recently named president of Athenia Industries, Inc. For further information and registration forms, please contact ITA headquarters in New York (10 Columbus Circle, Suite 2270, New York, NY 10019; (212) 956-7110), or ITA's European Office (Bellevue Studio A/S, Dortheavej 71, DK-2400, Copenhagen, NV, Denmark; Telephone: 01-19-20-20; Telex: 22226).

The **Country Radio Broadcasters, Inc.** board of directors recently held elections for the coming year. Newly elected to the board were: **Bob Abernethy** of WBOS, Boston; **Ed Benson** of the Country Music Association, Nashville; **Patsy Bruce** of Events Unlimited, Nashville; **Bob Saporiti** of Warner Bros. Records, Nashville; and **Rusty Reynolds**, owner/manager of Osburn/Reynolds Radio, Longview, TX. Reynolds was also tapped as agenda chairman of the 1987 Country Radio Seminar. Re-elected to the board was: **Charlie Cook** of Cook Communications/McVay Media, Los Angeles; **Paul Lovelace** of Capitol/EMI-America Records, Nashville; and **Tom Phifer** of KNSS, Reno, NV. Officers elected were: President — **Mike Oatman** of Great Empire Broadcasting, Wichita, KS; Vice President — **Joe Polidor** of PolyGram Records, Nashville; Secretary — **Beverly Bleisch** of KJFY, Des Moines, IA; and Treasurer — **Jeff Walker** of Aristo Music Associates, Nashville.

The **7th Annual Music City Song Festival** will begin in May. The competition is for amateur and professional songwriters, lyricists and vocalists who submit cassette tapes and lyric sheets to be judged by music industry professionals. Grand prize in the Amateur Song and Professional Song divisions is \$5,000 each. To receive information on the 1986 Music City Song Festival, send your name, address and zip code, typed or clearly printed, to Music City Song Festival, P.O. Box 17999, Nashville, TN 37217, or call (615) 834-0027. Entry deadline is October 1, 1986.

The **Nitty Gritty Dirt Band** is celebrating its 20th anniversary in 1986. To commemorate this milestone, a greatest hits album — **20 YEARS OF DIRT** — will be released on May 13, the exact date of the band's first date together, 20 years ago, at the Paradox Club in Orange, CA. On June 10, the band will host "Twenty Years of Dirt: a Reunion Concert" at Red Rocks Amphitheatre near Denver. Already confirmed for the event are **John Denver, Ricky Skaggs, Rosanne Cash, Doc Watson, Rodney Crowell, Jerry Jeff Walker** and **Nicolette Larson**.

The **Commission on the Bicentennial of the United States Constitution** has slated the three-year period from 1987 through 1989 to commemorate the historical events of 200 years ago when the evolution of the United States Constitution took place. The Commission is encouraging Country Music entertainers to participate in the historic event by writing and using some new material on the Constitution or by holding special concerts where the major theme is centered on patriotic music pertaining to the Constitution and its 200 years of success. For more information about the celebration please contact: Commission On The Bicentennial Of The United States Constitution, 734 Jackson Place, Washington, DC 20503; (202) USA-1787.

Alabama's lead guitarist **Jeff Cook** has donated his personal Peavey double-neck electric guitar to the Los Angeles Hard Rock Cafe on behalf of the band. In turn, the restaurant will donate \$1,000 to Alabama's annual charity concert, the June Jam. The June Jam will be held this year on June 14 in the band's hometown of Fort Payne, AL.

The Nashville Songwriter's Association International held its Nineteenth Annual Achievement Awards in March. Songwriters receiving Achievement Awards include: **Paul Davis and Jennifer Kimball** for "Bop"; **Bob McDill** for "Baby's Got Her Bluejeans On"; **Don Goodman, Pam Rose and Mary Ann Kennedy** for "Dixie Road"; **Willie Nelson** for "Forgiving You Was Easy"; **Jimmy Webb** for "Highwayman"; **Thom Schuyler and Paul Overstreet** for "I Fell In Love Again Last Night"; **Bucky Jones, Ron Hellard and Michael Garvin** for "I Tell It Like It Used To Be"; **Troy Seals, Mike Reid and Fred Parris** for "Lost In The Fifties Tonight (In The Still Of The Night)"; **Paul Davis** for "Meet Me In Montana"; **Thom Schuyler** for "My Old Yellow Car"; **David Bellamy** for "Old Hippie"; **Don Schlitz and Russell Smith** for "Old School"; **Troy Seals and Eddie Setser** for "Seven Spanish Angels"; **Harlan Howard and Chick Rains** for "Somebody Should Leave"; and **Hank Cochran and Dean Dillon** for "The Chair". **Bob McDill** took both Songwriter of the Year honors and Song of the Year honors for "Baby's Got Her Bluejeans On".

Top Billing International has relocated its office to 1114 17th Avenue South, Nashville, TN 37203.

True Value Hardware Stores has signed to sponsor the **Fifth Annual True Value Hardware Country Showdown**, the world's largest Country Music talent contest. The contest involves local, state and regional competitions culminating in the national finals to be televised live from Nashville in November over The Nashville Network. For more information contact: **Dean Unkefer** at (615) 321-5130.

Don and Phil Everly are celebrating their 30th anniversary in music with their latest album **BORN YESTERDAY**. The duo was recently one of the first ten inductees into the Rock 'n' Roll Hall Of Fame.

The **Academy of Country Music** recently announced the winners in three of its awards categories. Winners include: **Country Nightclub of the Year** — **Billy Bob's**, Ft. Worth, TX; **Disc Jockey of the Year** — **Eddie Edwards**, WSIX, Nashville, TN; and **Radio Station of the Year** — **WAMZ Radio**, Louisville, KY.



Broadcast Music, Inc. affiliate, Mae Boren Axton was honored with a Special Recognition Award at the Nashville Songwriters Association International's Nineteenth Annual Achievement Awards ceremony in March. BMI Senior Vice President Frances Preston made the presentation to Axton for her many contributions to the music industry. Pictured at the event (L to R) are Maggie Cavender, executive director NSAI; Axton; Thom Schuyler, NSAI president; and Preston.

Letter To The Editor

March 14, 1986

Dear Judi:

Bravo! to John McEuen for his comments in the March issue of CLOSE UP (and repeated in BILLBOARD). The issue of faceless artists and nameless songs has long been a sore spot to those of us involved in presenting live entertainment.

Particularly in the area of Country Music where the development of newer and younger audiences is a focal point in '86, it is imperative that new listeners become familiar with the artists and their music through announcer identification. It is easier for the long-time Country listener to recognize artists whose musical styles and qualities they have heard repeatedly. But in this age of so many new artists and many old favorites developing new sounds, song and artist identification to the listening audience is indeed a means of survival.

There are countless stories about low concert attendance because there simply was no name recognition. Additionally, how many times has an agent called a talent buyer with a "hot new act" to sell only to get "who"? Once the song is identified it's easy — "Oh yeah, I've heard that, but didn't know who the artist was."

For whatever reasons automated radio is used, the stations must help the artists — in selling the record products and the shows. And help those of us who depend on you to advertise and promote our events to the public. Good ticket sales mean additional shows which mean additional radio advertising dollars. In this business, one hand feeds the other when it comes to promoting Country Music and its artists.

John, thank you for this article and I hope they are listening (and really hearing).

Sincerely,
Sharon Rone, Director
Campus Entertainment
University of Arkansas, Monticello



Happy Birthday to You! Mickey Gilley celebrated his 50th birthday March 9. Some 2000 people showed up to help Gilley celebrate, and President Reagan telegraphed, saying, "If I'm just reaching middle age, you are a young man". It was also the 15th anniversary of Gilley's Club which opened March 7, 1971.

Home Taping

(continued from page 8)

The struggle for passage of the Home Audio Recording Act is far from over. Our opponents are still on the trail trying their best to defeat us. These recent events, however, make prospects for passage brighter than before. The hearings conveyed not only that Congress is concerned about copyright and intellectual property protection but that they are seeking to find a solution to the problem which will meet the needs of creators and consumers alike.

For additional information, write to the Coalition to Save America's Music, 1200 New Hampshire Avenue, Suite 320, Washington, DC 20036.

Gathered at the first Sue Brewer Fund Showcase in March are (L to R) Lew Bachman, executive director of The Songwriters Guild of America; Waylon Jennings, organizer of The Sue Brewer Fund and host of the showcase; Kathy Hyland, regional director of The Guild and administrator of The Sue Brewer Fund of The Songwriters Guild Foundation; and George David Weiss, president of the Songwriters Guild of America.

Photo by: Don Putnam

ON SUNDAY, MAY 25, 1986, 6 MILLION AMERICANS WILL JOIN HANDS FROM LOS ANGELES TO NEW YORK TO TAKE A STAND AGAINST HUNGER AND HOMELESSNESS IN AMERICA.

HANDS ACROSS AMERICA IS HOPE ACROSS AMERICA

While efforts continue to work toward alleviating the hunger of starving millions in Africa, the number of hungry Americans, particularly children and the elderly, continues to grow. It's hard to believe that it's happening here in America, but it's true. Millions of Americans go hungry every day. Millions are homeless. For them, too, there must be hope... and relief.

Hands Across America was created to help the hungry and homeless in America, and is a project of the USA for Africa foundation whose "We Are The World" project last year raised millions of dollars for African famine victims.

Hands Across America is our opportunity to take a stand together to fight hunger and homelessness here at home in the United States — to help Americans help Americans.

BE A PART OF HISTORY

On Sunday, May 25, 1986, Memorial Day Weekend, at 3:00 p.m. (EDT), millions of Americans will join hands in a line stretching more than 4,000 miles, coast-to-coast, demonstrating our strength and our compassion, capturing worldwide attention, and earning a place in history in the largest community gathering ever known in our nation.

By taking a place in the line, or by participating as a concerned contributor who is unable to stand in the line, each one of us joining **Hands Across America** can make a difference in the lives of millions of hungry and homeless Americans.

America needs us to take a stand together now...
Won't you lend a hand?

When you call the 1-800-USA-9000 number in response to this ad, please give the Country Music Association credit by using our source code:U0114.



To make a pledge and join the line:

1-800-USA-9000

WON'T YOU LEND A HAND?



IN ASSOCIATION WITH CITICORP



A PROJECT OF



IN ASSOCIATION WITH
THE COCA-COLA CO

U0114



INTERNATIONAL

Music Directory Canada '86, which features 45 separate categories ranging from Music Associations, Booking Agencies and Artist Contacts, to Entertainment Lawyers, Rackjobbers and Record Companies, is now available in music shops, bookstores and record stores across Canada. Published by CM Books of Toronto, the directory sells for \$19.95. Sound and Vision is the exclusive distributor to the book trade of Music Directory Canada '86. They can be reached at 84 Bleeker St., Toronto M4X 1L8; (416) 963-9323. Copies can be purchased directly from CM Books for \$20.95 (including shipping and handling). CM Books is located at 832 Mount Pleasant Road, Toronto M4P 2L3; (416) 485-1049.

The Ninth All British Country Music Festival will take place at the Pavilion over the August Bank Holiday August 22 - 24. Appearing throughout the weekend will be such Country artists as Philomena Begley, Raymond Froggatt, The Down County Boys, Roger Knowles, Chris Metcalfe and Tom Travis and his Bluegrass Band. For more information or tickets contact the Pavilion Box Office, Worthing Pier, Worthing, England; telephone Worthing (0903) 202221.

The Greater 3UZ Radio, Melbourne, Australia, increased its audience share 60 percent with its new Country format, according to a recent Melbourne radio survey. 3UZ received a 6.7 market share, giving the station its highest position in three years.



I caught you! While on his second European tour in January, Ricky Skaggs took time out to visit with many UK Country Music industry figures. Pictured here with Skaggs (center) and (L to R) Paul Russell, director of production management, CBS/UK; Joe Casey, vice president, promotion, CBS/Nashville; Cindy Leu, manager, CMA European operations; and Malcolm Eade, manager of Epic A & R, CBS International.

U.K. ALBUM CHARTS

CMA's United Kingdom Country Album Chart appears bi-weekly in MUSIC WEEK, the U.K.'s major trade magazine, and in BILLBOARD's Hits of the World. The charts are compiled by Gallup, the organization which also compiles the British pop charts. Released every two weeks on Thursday, the chart ranks the top 30 Country releases in combined sales of LP's, cassettes and compact discs. The charts are compiled using Gallup's computer-based panel of 350 record outlets combined with 30 Country Music specialist shops, who complete diaries.

April 5, 1986

- | | |
|--|---|
| 1 THE KENNY ROGERS STORY
Kenny Rogers — Liberty | 16 DESPERADO
The Eagles — Asylum |
| 2 BEST OF THE EAGLES
The Eagles — Asylum | 17 BOXCAR WILLIE COLLECTION
Boxcar Willie — Telstar |
| 3 HOTEL CALIFORNIA
The Eagles — Asylum | 18 SECOND HAND HEART
Gary Morris — Warner Bros. |
| 4 NEW NOTE
John Williams — Capitol | 19 VERY BEST OF THE EVERLY BROTHERS
Everly Brothers — Warner Bros. |
| 5 SWEET DREAMS
Patsy Cline — MCA | 20 LOVE STORIES
Don Williams — K-tel |
| 6 DOLLY PARTON'S GREATEST HITS
Dolly Parton — Capitol | 21 THE CRYSTAL GAYLE SINGLES ALBUM
Crystal Gayle — United Artists |
| 7 DR. HOOK'S GREATEST HITS
Dr. Hook — Capitol | 22 GOLDEN GREATS
Patsy Cline — MCA |
| 8 ONE OF THESE NIGHTS
The Eagles — Asylum | 23 LONE JUSTICE
Lone Justice — Geffen |
| 9 RHYTHM AND ROMANCE
Rosanne Cash — CBS | 24 FOUR STAR COUNTRY
J. Cash/M. Haggard/W. Nelson/K. Kristofferson — K-tel |
| 10 ROCKIN' WITH THE RHYTHM
The Judds — RCA | 25 CENTERFIELD
John Fogerty — Warner Bros. |
| 11 THE JOHN DENVER COLLECTION
John Denver — Telstar | 26 THE VERY BEST OF DON WILLIAMS
Don Williams — MCA |
| 12 SOMETHING SPECIAL
George Strait — MCA | 27 HELP ME MAKE IT THROUGH THE NIGHT
Willie Nelson — RCA |
| 13 LIVE IN LONDON
Ricky Skaggs — Epic | 28 IMAGES
Don Williams — K-tel |
| 14 OLD WAYS
Neil Young — Geffen | 29 THE BEST OF TAMMY WYNETTE
Tammy Wynette — CBS |
| 15 GREATEST HITS 71/75
The Eagles — Asylum | 30 THERE'S NO STOPPING YOUR HEART
Marie Osmond — Capitol |

Compiled by Gallup for the Country Music Association © 1986 CMA, Inc.

RCA's Restless Heart is shown here following their recent concert at Moonshadow Club in Atlanta. Posing with the group is the Miss Restless Heart contest winner Katherine Dickerson, who was presented with a \$1000 diamond pendant. Pictured (L to R) are Dave Innis, Greg Jennings, Larry Stewart, Dickerson, Paul Gregg, John Dittrich and CMA Board Member Rhubarb Jones. Jones is an air personality on Y-106, Atlanta, sponsor of the Restless Heart concert.



PERSPECTIVE

It has been cited that the environment of many retail record outlets (i.e., the appearance of young sales-people, the music being featured, the positioning of product, the store displays and some of the store clientele) has intimidated Country Music fans to the point that many refuse to enter some record stores. To what degree do you think this affects Country record sales, and do you think there is an easy solution to the problem?

Dave Wheeler

*Director of Marketing
RCA Records/Nashville*

I don't believe that the appearance of many retail employees greatly impacts Country Music buyers' habits. If the appearance of the retail chain is that far out, then I'm sure the management of that chain will take care of the situation. What does affect us is that a great percentage of today's retail personnel are "not into Country Music". They don't listen to Country radio and most of our music turns them off. This definitely impacts us with in-store play, display/merchandising and key positioning of our product. Most local retail managers do not control pricing. Some of the education about merchandising a full-line record store should come from management. A bigger break-through would be to get these retailers into our music by making it more youth oriented — by simply appealing to a younger audience and a lot larger buying demographic. That responsibility lies with the record companies, artists, writers, producers, etc.

There is no question that racked outlets control the larger segment of the Country Music buyer. How much this actually impacts our sales can be debated for years. I wouldn't even guess at our percentage of loss of sales, but I do believe that it hurts us greatly, particularly with new artists and high volume catalogue items. There is no easy solution. More Country buyers shop at K-Mart than at the mall outlets. I've got to believe that this is a much older demographic. We have spent a great deal of money with full-line chains and a lot of the time it really doesn't pay off (dollars spent vs. actual sales). We're still trying though.

Randy Gerston

*Marketing Director
Licorice Pizza/Glendale, CA*

The store environment is neither a surprising or new issue within the retail community. Most people patronize particular stores because they feel okay in that environment. Of course, there are other factors like price, selection and convenience. But the fact remains prevalent that people don't like to go places where they don't feel comfortable — a sporting event for one who hates sports, an in-law's house for dinner, walking outside during a Chicago snow blizzard with no jacket — it's all very basic. I see it this way, if a record retailer turns off a certain type of customer — Country, jazz,

classical, pop, punk, etc. — the retailer loses their patronage. That is why our stores are designed to appeal to all people. We don't take any design themes into radical directions. We have in-store play, but we play all types of music, and none too loud. If a Country customer happens to walk into one of our stores while we are playing a Twisted Sister album, we don't take the album off and put on a Country record. By the same token, when a Twisted Sister fan walks in while we are playing Ricky Skaggs we don't take that off either. Our people want to please all customers.

Speaking of our people, sure we have young people working in our stores and some of them look kind of funny too, but they are great people, hard-working and vital contributors. We encourage them to be knowledgeable in all genres of music and to have a goal of satisfying all customers. The Country Music industry, on one hand, has told us that the Country Music buyer has changed and is now sophisticated. They're not the boot-wearing, gruff old boys we used to think of. On the other hand, they are telling us to treat them different.

My solution is to educate the Country Music consumer, to give us a chance and to stop prejudging us, and to educate the retailer to become more well-rounded in in-store play, employee selection and overall store environment. Our aim is to please everyone.

Vic Feraci

*Sr. Vice President of Marketing
Warner Bros. Records/Nashville*

There is no question that Country fans are intimidated when they go into retail outlets. There is a very high degree of lost consumer traffic as a result of this situation — when you lose traffic, you have to conclude that you certainly are losing potential sales. Let's face it, browsers are eventual buyers, and if you don't get the browsers, your chances of getting the buyers are nil. We have been attempting to change that situation, particularly at retail. The problem is when you have retail outlet clerks who don't enjoy listening to Country Music, the chance of then getting a Country album played in-store is very slim. If you are trying to spread the sales base of an artist beyond the normal Country sale, one of the areas on which you concentrate is getting in-store play. Is there an easy solution? I don't think so. Until the music appeals to those people who are the ones in control of the music in-store, I don't

think the situation is going to change. In addition to the music played in-store, the visibility restrictions regarding in-store display pieces is becoming more difficult because retailers aren't giving us the same kind of space to put up posters and special displays as we've had in the past. If you put that together, number one you aren't hearing Country Music played in-store for the most part, and number two, you walk in and you don't see any displays or any posters of your top Country artists. Certainly your location is not going to look like one that is conducive to inducing the Country consumer to go in and browse at that location. One of the reasons the Country consumer goes to racks and department stores is that the records are just sitting out, and there is no one around — they can browse for as long as they want and look for what they want without feeling that intimidation.

We, at Warners, have instituted a couple of campaigns over the last couple of years to try and help in the area of relieving some of that intimidation factor by developing campaigns with the retailers that include in-store play and visibility through posters and displays being built in the stores. For a period of time it works in the markets. But to have an on-going situation like that throughout the year is a most difficult task for us to try to overcome. Certainly, we did get the high visibility when we ran these promotions and that was helpful.

When you have artists who appeal to the younger people who are clerking the stores, that in itself helps because there is a shot at getting that kind of music played in the store. For example, right now we have an artist by the name of Dwight Yoakam who has a very strong, youth-oriented type of following. Therefore, we are getting a huge amount of in-store play on this artist. Once again this goes back to what I said earlier: If the people in the store like the music they are going to play it because they have control of those in-store play machines. If they are not particularly fond of Country Music, then they are not going to play it, and that is the tough one to overcome.

We have to continue to be aggressive, and if we are going to draw that potential customer we have to run promotions with these people. If we don't do that, of course, we aren't going to have any visibility and we aren't going to have any kind of activity in the area of Country Music at retail. We should step up that area of promotion, doing promotions that include in-store play as an integral part of the promotion tie-in when we run sales promotions with retailers throughout the country.

Jack Eugster

President

The Musicland Group/Minneapolis

I believe the retail record outlet environments have little or no effect on intimidating the Country Music fans. I don't see an easy solution for the problem cited, nor do I view it as much of a problem. Rock music will continue to drive the way retailers position their stores.

Gary Morris

Warner Bros. Recording Artist

There is no easy solution to this problem. The primary burden of solving the problem lies with record companies; however, it is also shared to some extent with wholesalers and retailers. The significance of the problem is really twofold. One, we're not getting records into these stores, and two, when we do, the quality of record positioning is weak within the stores.

Since record companies have the primary burden in solving the distribution problem, they must continue to seek alternative ways to get quality distribution. Hopefully, this can be done within the normal distribution framework. However, if not, I would like to see record companies hold more special, consumer-oriented promotions in record outlets, explore television and the use of television from a mail order standpoint and experiment with special regional promotions and if they work, take them national.

Sometimes I think we get so trade oriented in our distribution efforts that we tend to forget about the consumer. We've got to get more excitement at the sales level for the consumer to become more involved with our products.



Answer To Trivia Quiz From Page 3

Gene Autry, Charlie Rich, Freddy Fender.

Source: The Country Music Book of Lists by Fred Dellar and Richard Wootton.

UPDATE

New Companies

Hilary Rosen, formerly vice president of Liz Robbins Associates, has announced the opening of her new office of government affairs consulting at 1050 Connecticut Avenue, Suite 1210, Washington, DC 20036. The phone number is (202) 223-7920.

Karen Conrad and **Jack Jackson** have announced the formation of **AMR Publications, Inc. (ASCAP)**, **New Haven Music, Inc. (BMI)**, and **Harpeth Music, Inc. (SESAC)**. The offices are located at 808 19th Avenue South, Nashville, TN 37203; (615) 320-5985.

Ray Hawes has announced the formation of **Indie Bullet**, a publication aimed toward indie labels and developing artists. Contact Ray Hawes at P.O. Box 1464, Jacksonville, TX 75766; (214) 586-0967.

Norm Allen is pleased to announce the formation of **Carolina Cassettes** as an independent recording company. For more information contact The Allen Agency, 212 Robin Lane, Edenton, NC 27932; (919) 482-7241.

AAmerican Professional Music, based in Houston, TX, will be opening a branch office in Nashville in June. For further information contact **Tom Faivor**, c/o AAmerican Professional Music, 838 Courtesy Suite 2, Houston, TX 77032; (713) 987-3272.

On The Move

Jerry Patrick takes over the night shift at 98 WONE in Dayton, OH.

Robert Felice has joined RAB as a territory manager in the membership service division; **Michele Duggan** has joined RAB as an account executive; and **Irv Michaels** has joined RAB's finance and administration division as collections manager.

Brad Stone has been appointed to program director of KCPX in Salt Lake City, UT.

Greg Smith has been appointed to program director of K-BUG in Salt Lake City, UT.

Dale Franklin-Cornelius has been named curator of Tennessee Homecoming '86.

KFKF-FM has announced the addition of **Dennis Rooney** to the air staff as news director in Kansas City, KS.

Sue Austin has been promoted to national promotion — CASHBOX for Mike Borchetta Promotions in Nashville, TN.

Wendy Ferris has joined The Wolfe Company, Inc. of Los Angeles, CA as director of public relations.

Jim T. Moore has been appointed U.S. director of advertising/marketing at SCREEN INTERNATIONAL, the London-based entertainment industry trade weekly.

Patrick Logan has joined Nashville booking agency Top Billing, responsible to clubs in the Northeast and Midwest.

Johnny Koval was recently signed by The Music Country Radio Network as a weekend air personality.

Priscilla F. Mooney has been appointed account executive for WEZO radio in Rochester, NY.

John Martin has been named national sales director for WEZO and WNYR radio in Rochester, NY.

Signings

Eddy Raven to The Jim Halsey Company . . . **Darlene Austin**, **Mayf Nutter**, **Rachelle**, and **Loretta Ellis** to CBT Records . . . **John Anderson** to Buddy Lee Attractions . . . **Joe Stampley** to Top Billing . . . **Robin Lee** to World Class Talent . . . **James Patrick Dunne** to Chappell/Intersong.

Awards

Producer **Billy Sherrill** was honored April 21 by the Nashville Entertainment Association with the organization's third Master Award. The award was presented to Sherrill for his numerous achievements behind the music scene throughout the years and his influence that has established him as one of the prime movers and developers of the "Nashville Sound" both at home and abroad. Sherrill, who has produced such artists as Barbara Mandrell, Tammy Wynette and Kris Kristofferson, among others, is also known for writing more than 300 songs. Included in his catalogue of hits are: "Stand By Your Man", "Almost Persuaded", "Most Beautiful Girl", "My Elusive Dream", "Too Far Gone", "A Very Special Love Song", "I Don't Want To Play House", and "Takin' It Easy". Sherrill currently holds 83 BMI Writer Performance Awards and five One Million Performance Awards.

Mel Tillis has received a 1985 Gold Award from the Utah Advertising Federation as corporate spokesman in a 30 second television commercial for Tel America, a Utah based long distance telephone service. Called "Finer Things", the commercial won the Gold Award in the Television Single Spot under \$3,000 classification. The commercial was filmed in Nashville and produced by Evan Twede Advertising of Salt Lake City, UT. In addition to Tel America, Tillis is also a celebrity spokesman for Fina Petroleum and the Whataburger Corporation.



Photo by: Don Putnam

What a night! Bob McDill received double honors at the annual Nashville Songwriters Association International Achievement Awards held in Nashville recently. He was named Songwriter of the Year and also won Song of the Year honors for his "Baby's Got Her Bluejeans On". Pictured at the awards ceremonies with McDill (right) are NSAI President Thom Schuyler and NSAI Executive Director Maggie Cavender.

In Memoriam

CMA extends sincere condolences to public affairs consultant Jim Free on the loss of his father, C.L. Free April 3, 1986 and his mother, Mary Louise Free April 10, 1986.

Congratulations to Frances Preston on being named to the newly created post of executive vice president and chief operating officer of Broadcast Music Inc. Preston was appointed to her new post by the BMI Board of Directors April 2. Preston is a native of Nashville. She has been with BMI for 30 years. She was with station WSM as Nashville began to grow in musical importance. When BMI spotted the trend and sensed that it should be part of the scene, BMI vice president Judge Robert Burton called upon her to head BMI's new office in Music City. She quickly became a central figure in the city's musical and business life and was among the original founders of both the Country Music Association and the Country Music Foundation.

In 1965, Preston became a BMI vice president and, most recently, held the post of senior vice president, Performing Rights, before assuming her new duties. She will be operating from all three BMI offices, headquarters in New York, Hollywood and Nashville. She is a lifetime member of the CMA Board of Directors.



Photo by: Don Putnam

At the recent Nashville Songwriters Association International Annual Achievement Awards is Maggie Cavender, executive director of NSAI, with the Songwriter of the Year finalists-(L to R) Thom Schuyler, Bob McDill, Dave Loggins, Paul Davis and Troy Seals.

MEDIA

The Creative Radio Network has announced the debut of their newest weekly program, "The Elvis Hour". The program is filled with great hits; memories and fun-filled trivia; personal portraits as conveyed by some of Elvis' closest friends, fans and fellow entertainers; live concert recordings; and never-before released interviews with Presley. Host of "The Elvis Hour" is Larry McKay, a 25-year veteran of broadcasting. For more information about the variety show call toll-free 800-392-9999.

Johnny Koval, alias Johnny "K", has landed his own namesake show — "Johnny K's Country" — which features the most popular Country Music videos along with the latest music news, celebrity guest co-hosts and exclusive interviews with some of Country Music's brightest stars. The daily hour-long program is shot on location at various points of interest around Nashville, including Barbara Mandrell Country, The Country Music Hall of Fame and Opryland's General Jackson Showboat. Currently, 30 stations are airing the program, with plans underway for the show to be syndicated via satellite.

The Radio Advertising Bureau has announced that an analysis of radio usage for the last six years, conducted by Interep, reveals that sixty seconds are the preferred length for national radio commercials. Among national clients of radio, four out of every five spots run 60 seconds.

Tammy Wynette has joined the cast of John Conboy's CBS hit daytime sudser, "Capitol". Wynette plays Darlene Stankowski, a waitress who eventually will be the romantic interest of the "Capitol" character played by movie great Rory Calhoun.

GRASSOMETER, a new publication that will feature a bluegrass music chart, the first chart of its kind, has been established by Starlite Entertainment. The chart will feature the Top 30 bluegrass songs for each month across the country. GRASSOMETER will also feature short news items. Press releases from artists, record companies, air personalities, etc., are welcomed. Subscriptions to the magazine are \$12.00 per year and may be obtained by sending a check or money order to Starlite Entertainment, P.O. Box 56, Olustee, FL 37072-0056.

Gaylord Syndicom is currently offering "The Lady Is A Champ", a two-hour special starring Barbara Mandrell, to stations across the country. The special is the syndicated television version of the performer's Las Vegas revue. "The Lady Is A Champ" involves numerous stage sets and backdrops used in Mandrell's MGM/Las Vegas show. She is backed by a 32-piece orchestra, four male

dancers, Bobby Jones and the New Life Singers and her own band, the Do-Rites. "The Lady Is A Champ" is available for two airings, in May/June and August/September of 1986. Gaylord Syndicom is making the show available to programmers on a barter basis. There are 12 minutes of local and 12 minutes of national commercial time in the two-hour special. Television stations interested in airing the special should contact Jane Grams at Gaylord Syndicom — (615) 883-6240.

The National Capital Section of the Society for Range Management (SRM) will be publishing the "Trail Boss Cowboy Songbook", in late fall. The songbook will contain contemporary and traditional cowboy songs, ballads and poetry from the United States, Canada and Mexico. SRM is presently soliciting manuscripts to the songbook. Anyone interested in submitting works to the songbook should write to Frank Khattat, Bureau of Indian Affairs, 1951 Constitution Avenue, N.W., Washington, DC 20245. Deadline for receipt of entries is August 30, 1986.

Nashville journalist John Lomax III is editor of COUNTRY SOUNDS, a new magazine geared to record collectors. Published by Krause Publishing, the 32-page magazine will also include columns, reviews and feature stories. COUNTRY SOUNDS will debut in June with a special 64-page issue.

WGAR FM/AM, Cleveland, OH, and Sea World, have joined the fight against hunger and homelessness in America by extending the May 25th Hands Across America line through Sea World. The "Sea World/WGAR Mile" will add 1,500 people to the original route and will bring \$15,000 in contributions. The first 1,500 people to sign up for the "Sea World/WGAR Mile" and donate to Hands Across America through WGAR will receive complimentary park admission for the day, a \$13.95 value. Those signing up for the "Sea World/WGAR Mile" also receive two half-price tickets to the park, a \$2.50 discount ticket for remaining members of the party and a place in the park's Hands Across America chain. For more information contact Yvette Neira, Promotion Director, WGAR, at (216) 526-6700.

Long-time music trade journalist Bob Millard has established Play By Play Publishing, publisher of the new bi-weekly trade newspaper PLAY BY PLAY. Targeted to radio broadcasters, PLAY BY PLAY offers hard news stories about the Country Music broadcast industry, trends analysis, features and columns. Play By Play Publishing can be reached at P.O. Box 121977, Nashville, TN 37212; (615) 269-4204.



Bright and early on "Today"...Naomi and Wynonna Judd could be singing "New York, New York" after their recent trip to the Big Apple. In addition to chatting with John Palmer of the "Today Show", the Judds performed at Radio City Music Hall with The Oak Ridge Boys and made guest appearances on "The Donahue Show", "Live At 5", and CNN's "Showbiz Today".

BEHIND THE LENS

Amidst the production of their "She & I" video Alabama members (L to R) Randy Owen, Teddy Gentry and Jeff Cook, take time out to go over ideas with director David Hogan (left). "She & I" is currently airing on VH-1.



Deadline Set For CMA Video Of The Year Submissions

A deadline of June 30, 1986 has been established for submissions for the CMA Video of the Year Award. Any Country Music video released between July 1, 1985 and June 30, 1986, not more than ten minutes in length, and containing not more than one song or medley is qualified. All submissions should be on ¾ inch tape.

A blue ribbon panel of experts in the video field will review the clips and select ten nominees. These nominees will be placed on the second round of ballots to be voted on by the CMA membership. The second round of ballots will be mailed in late July. Third round ballots will contain the top five finalists, and the winner will be announced on the CMA Awards Show.

Videos will be judged on all audio and video elements, including, but not limited to, the artist's performance, video concept and production. The award will be presented to the artist on the telecast and plaques will be given to the video producer and director.

The CMA Awards Show will be telecast live over CBS network on October 13, 1986.

All ¾ inch tapes received by June 30, 1986 and complying with established criteria will be reviewed by the judges. Please send all submissions to Peggy Whitaker, Country Music Association, 7 Music Circle North, Nashville, TN 37203.



The Oak Ridge Boys take a make-up break during the recent filming of their "Juliet" video at the Kaufman-Astoria Studios in New York. "Juliet" is the first single from their SEASONS album. Pictured (L to R) are "Juliet", Duane Allen, William Lee Golden, Joe Bonsall and Richard Sterban.

Photo by: Thomas Doran

FACTFILE

MAY

(*denotes birthdays)

- 1 ***Sam McGee**; Franklin, Tennessee
***Sonny James**; Hackleburg, Alabama
***Rita Coolidge**; Nashville, Tennessee
Elvis Presley marries Priscilla Beaulieu, 1967
Loretta Lynn chosen Artist of the Decade by Academy of Country Music, 1980
First U.S. advertisement appears in Boston newspaper, 1704
- 2 ***John Ware**; Tulsa, Oklahoma
***R.C. Bannon**; Dallas, Texas
***Larry Gatlin**; Seminole, Texas
***Bing Crosby**
J. Edgar Hoover dies, 1972
- 3 ***Dave Dudley**; Spencer, Wisconsin
***Sugar Ray Robinson**
Alabama's LP *THE CLOSER YOU GET* certified gold by the RIAA, 1983
City of Washington, D.C. incorporated, 1802
- 4 ***Al Dexter**; Jacksonville, Texas
***Stella Parton**; Sevier County, Tennessee
***Tim DuBois**; Grove, Oklahoma
Kingston Trio won first Country Grammy for "Tom Dooley", 1959
Rock 'n' roller Gene Vincent recorded "Be Bop A Lula", his best known song, in Nashville, 1957
- 5 ***Tammy Wynette** (Virginia Wynette Pugh); Itwamba County, Mississippi
***Karl Marx**
Napoleonic dies at Elba, 1821
Alan B. Shepard first astronaut in space, 1961
- 6 ***Cliff Carlisle**; Taylorsville, Kentucky
***Sigmund Freud**
***Willie Mays**
***Rudolph Valentino**
- 7 *(George) **Riley Puckett**; Alpharetta, Georgia
***Lorrie** (Lawrencine Mary) **Collins**; Tahlequah, Oklahoma
***Terry Allen**; Wichita, Kansas
- 8 ***Ricky Nelson** (Eric Hilliard Nelson); Los Angeles, California
***Harry Truman**
Reba McEntire makes her chart debut with "I Don't Want To Be A One Night Stand", 1976
- 9 ***Hank Snow**; Liverpool, Nova Scotia, Canada
- Jimmie Davis becomes Governor of Louisiana, 1944
Nixon impeachment hearings begin, 1974
The Opry's George D. Hay dies, 1968
- 10 ***Maybelle Carter**; Nickelsville, Virginia
"Wildwood Flower" recorded by the Carter Family, 1928
"Beneath Still Waters" by Emmylou Harris reaches number one, 1980
Winston Churchill becomes British Prime Minister, 1940
- 11 Mother's Day
***Bob Atcher**; Hardin County, Kentucky
***Mark Herndon** (Alabama); Springfield, Massachusetts
***Irving Berlin**
Lester Flatt dies, 1979
Original Siamese twins — Chand and Eng — born, 1811
- 12 ***Whitey Ford** "The Duke of Paducah"; DeSoto, Missouri
***Joe Maphis**; Suffolk, Virginia
***Billy Swan**; Cape Girardeau, Missouri
- 13 ***Johnny Wright**; Mt. Juliet, Tennessee
***Jack Anglin**; Columbia, Tennessee
The Pope was shot, 1981
First flight of the single-rotor helicopter, 1930
U.S. declares war on Mexico, 1607
Bob Wills dies, 1975
- 14 ***Charlie Gracie**; Philadelphia, Pennsylvania
Oak Ridge Boys were the only American act to perform at the grand opening of a French Riviera showplace, The Acropolis, in Nice, France, 1985
Thirteen-year-old Tanya Tucker makes her debut in the charts with "Delta Dawn", 1972
- 15 ***Eddy Arnold**; Henderson, Tennessee
***George Brett**
Ricky Skaggs employed at the Grand Ole Opry, 1982
Las Vegas founded, 1905
First air mail service in U.S. established, 1918
- 16 "Tennessee River", Alabama's first number 1 single released, 1980
First Oscar presented, 1929
George Strait makes his chart debut with "Unwound", 1981
Clint Eastwood and Merle Haggard enter the Country charts with "Bar Room Buddies", 1980
- 17 ***Grant Turner**; Abilene, Texas
First Kentucky Derby, 1875
- New York stock exchange founded, 1792
Buffalo Bill Cody begins Wild West Show, 1883
- 18 ***Rodney Dillard**; Salem, Missouri
***Joe Bonsall** (Oak Ridge Boys); Philadelphia, Pennsylvania
***George Strait**; Pearsall, Texas
- 19 ***Mickey Newbury**; Houston, Texas
"King Of The Road" by Roger Miller awarded a Gold record, 1964
- 20 *"Lonesome" George Gobel
***Cher**
Jerry Reed makes his chart debut with "Guitar Man", later a huge hit for Elvis Presley, 1967
- 21 Charlie Poole dies, 1931
Charles Lindberg lands in Paris, 1927
Waylon Jennings tops the Country charts with "Luckenbach, Texas (Back To The Basics Of Love)". The record stayed at the top for six weeks, 1977
- 22 ***Ralph Peer**; Kansas City, Missouri
First motion picture show, 1891
- 23 ***Mac (Malcolm) Wiseman**; Waynesboro, Virginia
***Shelly West**; Cleveland, Ohio
Captain Kid executed for piracy, 1701
- 24 ***Rosanne Cash**; Memphis, Tennessee
***Bob Dylan** (Robert Allen Zimmerman)
Samuel Morse sends first telegraph message, "What hath God wrought?", 1844
- 25 ***Ernest V. "Pop" Stoneman**; Monarat, Virginia
***Tom T. Hall**; Olive Hill, Kentucky
***Jessi Colter (Miriam Johnson)**; Phoenix, Arizona
- 26 Memorial Day
***Hank Williams Jr.**; Shreveport, Louisiana
***John Wayne**
Willie Nelson makes his first chart appearance with "Touch Me", 1962
- 27 ***Kenny Price**; Florence, Kentucky
***Don Williams**; Plainview, Texas
***Redd Stewart**; Ashland City, Tennessee
- 28 ***Gary Stewart**; Letcher County, Kentucky
"Gideon" by Kenny Rogers awarded Platinum album, 1979
- 29 ***John F. Kennedy**
***Bob Hope**
Hank and Audrey Williams divorced, 1952

30 *Johnny Gimble; Tyler, Texas
 *Wynonna Judd; Ashland, Kentucky
 Dolly Parton and Carl Dean married in Catoosa County, Georgia, 1966
 Indianapolis 500 first held, 1911

31 *Vic Willis; Schuler, Oklahoma
 *Johnny Paycheck; Greenfield, Ohio
 *Clint Eastwood

JUNE

1 *Johnny Bond (Cyrus Whitfield Bond); Enville, Oklahoma
 *Pat Boone
 Johnny Horton's "Battle Of New Orleans" the no. 1 pop song in America, 1954

2 *Carl Butler; Knoxville, Tennessee
 First radio patent awarded to Marconi, 1896

3 *Homer Louis "Boots" Randolph, Jr.; Paducah, Kentucky
 Ernest Tubb marries Olene Adams, 1949
 Donna Fargo tops the Country chart with "The Happiest Girl In The Whole USA", 1972

4 *Charlie Monroe; Rosine, Kentucky
 *Freddy Fender; San Benito, Texas
 *Dennis Weaver

5 *Don Reid (Statler Brothers); Staunton, Virginia
 "Urban Cowboy" premieres in Houston, 1980

Sen. Robert F. Kennedy, at age 42, fatally shot by Sirhan Sirhan in Los Angeles during presidential campaign, 1968

6 *Gid Tanner; Thomas Bridge, Georgia
 *Asher Sizemore; Manchester, Kentucky
 *Rosalie Allen; Old Forge, Pennsylvania
 *Joe Stampley; Springhill, Louisiana

7 *Wynn Stewart; Morrisville, Missouri
 *Tom Jones; Pontrypridd, Wales
 *Clarence White; Lewiston, Maine

8 *Vernon Oxford; Benton County, Arkansas
 *Steve Fromholz; Temple, Texas
 U.S. forces authorized for combat in Vietnam, 1965

9 *Les Paul
 *Cole Porter
 Stu Phillips employed by the Grand Ole Opry, 1967

10 *F. Lee Bailey
 *Judy Garland
 Willie Nelson has the best-selling LP, STARDUST, and single, "Georgia On My Mind", 1978

11 *Wilma Burgess; Orlando, Florida
 Hank Williams debuts on the Grand Ole Opry, 1949

12 *Charlie Feathers; Myrtle, Mississippi
 Jerry Lee Lewis' second record, "Whole Lotta Shakin' Goin' On"

enters the charts, 1957

13 *Dennis Locorriere (Dr. Hook)
 Radio station WSB in Atlanta boosted to 500 watts, 1922

14 *Burl Ives
 Ernest "Pop" Stoneman dies in Nashville, 1968
 U.S. Flag adopted, 1777

15 *Blind Alfred Reed; West Virginia
 *Leon Payne; Alba, Texas
 *Waylon Jennings; Littlefield, Texas
 *Terri Gibbs; Augusta, Georgia

[Factfile is compiled from *The Illustrated Country Almanac* by Richard Wootton (Dial Press), *The Illustrated History of Country Music* by the editors of COUNTRY MUSIC magazine (Doubleday/Dolphin Books), *The People's Almanac #2* by David Wallechinsky and Irving Wallace (The Kingsport Press), *The Encyclopedia of Folk Country and Western Music* by Irwin Stambler and Grelun Landon (St. Martin's Press), *INSIDE COUNTRY* by Catherine Hahn and Rudy Uribe, and the Country Music Foundation's OFFICIAL 1986 COUNTRY MUSIC CALENDAR, as well as from original research.]

Country Gold and Platinum

RIAA Certified Gold and Platinum Awards — March

"Alabama Greatest Hits" . . . Alabama . . . RCA



Saddle up! George Strait was not only the fastest sell-out for the second year in a row at the Houston Livestock & Rodeo February 28, but he also broke the attendance record. 48,642 people were on hand to see Strait at the rodeo.

DATEBOOK

May

- 7-10 The First International Music & Media Conference (IMMC) / Montreux, Switzerland
- 9-11 Fourth Annual May On The Mountain Bluegrass Festival / Louvin Brothers Music Park / Henagar, AL
- 10-11 Calico Spring Festival / Calico Ghost Town / Yermo, CA
- 12-14 ITA "How-And-Why" Seminar / Clarion Hotel / St. Louis, MO
- 21-25 American Women in Radio and Television's 35th Annual Convention / Westin Hotel Galleria / Dallas, TX
- 23-26 7th Annual Midwest Country Music Festival / Greater Ottumwa Park and Campgrounds / Ottumwa, IA
- 27 - Nashville Summer Lights
- June 1 Festival / Legislative Plaza, downtown / Nashville, TN

June

- 6-9 ICMBBA spring meeting / Nashville, TN
- 7-8 2nd Annual Country & Western Festival / St. Mary's County Fairgrounds / Leonardtown, MD

- 9 The 20th Annual Music City News Country Awards / live from the Grand Ole Opry House / Nashville, TN
- 9-15 Fan Fair / Tennessee State Fairgrounds / Nashville, TN
- 10 Nitty Gritty Dirt Band's "Twenty Years of Dirt: A Reunion Concert" / Red Rocks Amphitheatre / Denver, CO
- 14 June Jam / Ft. Payne, AL
- 20-21 Texas Music Association annual Convention / Hyatt Hotel / Fort Worth, TX
- 27-29 Golden Age of Radio Reunion / Sportsman Park Rose Garden Bldg. / Shenandoah, IA

July

- 1-6 Wyoming Country Music Festival and Trade Convention / Tower West Lodge / Gillette, WY
- 11-13 Ninth Annual Hodag Country Festival / Rhinelander, WI
- 12 The Charlie Daniels Band Volunteer Jam / Starwood Amphitheatre / Nashville, TN
- 15-17 CMA Board of Directors / San Francisco, CA

- 19-20 Jamboree In The Hills / Brush Run Park / St. Clairsville, OH

August

- 17 National White House Conference On Small Business / Washington, DC
- 22-24 Ninth All British Country Music Festival / Pavilion / Worthing

October

- 10-12 International Country Music Buyers Association fall meeting / Nashville, TN
- 11-12 Talent Buyers Entertainment Marketplace / Sheraton Music City / Nashville, TN
- 13 20th Annual Country Music Association Awards Show / Grand Ole Opry House / Nashville, TN

November

- 3-9 National Music Week

Moving? CMA's Membership Department asks that you notify them of your new address and phone number, including with the information the name that appears on your membership card.

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