



November/December 1986

Reba McEntire Captures Top CMA Awards

In accepting her Entertainer of the Year honor, Reba McEntire promised "to carry the banner for Country Music". McEntire was also named Female Vocalist of the Year for the third consecutive year.

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Photo by: Keith Tippett

George Jones took the Music Video of the Year citation for his first video "Who's Gonna Fill Their Shoes".



Photo by: Alan Mayor

1986 Vocal Duo of the Year, The Judds, performed their sultry number one hit "Rockin' With The Rhythm Of The Rain".

HORIZON

Randy Travis



Photo by: Alan Mayor

First time CMA Award winner Randy Travis accepts the 1986 Horizon Award.

October 13, 1986 will be a night Randy Travis will long remember. Not only was the hot new honky-

tonker crowned CMA's 1986 Horizon Award winner, but he was presented a Gold record for his debut Warner Bros. lp STORMS OF LIFE. Yet little more than one year had passed since the critically-acclaimed young singer had inked his recording deal with the Country powerhouse.

His first Warner Bros. album, released late last spring, remained perched atop the BILLBOARD charts for an astounding nine weeks, spawned two number one singles and achieved Gold status in considerably less than two dozen weeks. On the strength of that one album, Travis had gone from frying hamburgers and catfish in a Nashville nightspot to Country stardom. The Academy of Country Music, in April, named him their Top New Male Vocalist and in August he received four nominations for CMA awards. His face graced publications as diverse as NEWSWEEK, PEOPLE and *The New York Times*. Country had a new crown prince.

His rise to Country's heirarchy has become a familiar tale to his legions of fans and countless readers across the country. Born Randy Traywick 27 years ago in Marshville, North Carolina, Travis (his stage name) grew up listening to his dad's collection of old 78s of Hank Williams, Lefty Frizzell, Ernest Tubb, Gene Autry, Tex Ritter and Roy Rogers. He picked up his first guitar when he was eight, and by the time he was 14, he and his older brother were singing Country Music in local clubs and halls. At age 16, hungering for a taste of the wild life, Travis left home.

Of that decision he has said, "I didn't like school. I couldn't stand it, to tell you the truth. I started runnin' away from home, drinkin' and gettin' into trouble. After about the seventh grade, I just almost wouldn't go to school at all." Travis left school for good in the ninth grade and began running with a fast crowd and getting

CMA
Close
up

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into one scrape after another. At age 17 he was in danger of landing in an institution when he met his current manager, Lib Hatcher, and soon thereafter he was released into her custody. It turned his life around.

Hatcher discovered her protegee when he competed in a talent contest at a Charlotte, North Carolina club she owned. Although she had no prior experience, Hatcher became the teenager's manager, believing so strongly in his future that she sold her club to stake their move to Nashville in 1981.

Randy Traywick became Randy Ray. Hatcher worked as manager of the Nashville Palace nightclub while Travis became the Palace's short order cook. Occasionally he would be called away from kitchen chores long enough to sing on the club's stage. He spent three and a half years as the club's resident vocalist while Hatcher took his tapes to every record label on Music Row. They all turned him down.

Their big break came in 1985 when Hatcher convinced Warner Bros. A&R whiz Martha Sharp to come to the club to hear Travis sing. His plaintive style and pure Country voice so impressed Sharp that she inked him to a contract and paired him with ace producer Kyle Lehning. Although he first appeared on the soundtrack of "Rustler's Rhapsody", his solo effort for Warners was a Don Schlitz-Paul Overstreet penned

tune, "On The Other Hand". Although it enjoyed only moderate success, his next effort "1982" soared to the top of the charts and earned the songwriters a nomination for CMA Song of the Year honors. Buoyed by the triumph of "1982", the label re-released "On The Other Hand" which followed its predecessor to its lofty heights. It also garnered CMA Song of the Year trophies for its writers. The third single from the STORMS OF LIFE lp, "Diggin' Up Bones" recently made it three in a row at the top. This summer Travis was one of the first inductees into the Warner Bros. Hall of Fame.

While the young crooner seems to be taking his fame in characteristic stride, his life has taken a decided 360 degree turn. Most of his days are spent traveling the interstates in a caravan which includes a van, converted bread truck and equipment trailer, including sets of barbells for the dedicated iron pumper. The clean-cut Travis relaxes by lifting weights and jogging and neither smokes or drinks.

While success is sweet for "the hottest property in Country Music" (NEWSWEEK), he realizes it is often a fleeting thing. As he told PEOPLE magazine, "Success is very unstable. That's why I spend so much time really working at this business. It could all be gone a lot quicker than it came."

— Judi Turner

MEDIA

For the second time in 1986, The Nashville Network was the number one rated basic cable network in prime time, outranking other basic cable networks in July, according to A.C. Nielsen's On Line Tracking System data. The A.C. Nielsen On Line Tracking System provides audience data on individual advertiser-supporter cable networks: CBN, CNN, CNN/Headline News, ESPN, Lifetime, MTV, The Nashville Network and USA. In July, TNN received a 1.5 average rating in prime time Monday - Sunday (8 - 11 p.m.), beating out its nearest competitor USA Network which received a 1.4 average rating for the period. TNN also lead the April cable ratings.

Nine radio salespeople at KSON and KSON-FM, San Diego, have earned professional accreditation as Certified Radio Marketing Consultants (CRMC) from the Radio Advertising Bureau. The new members of radio's top-flight professional fraternity are: Local sales manager Jim Infantine, and account executives Don Girdner, Susan Horstman, Terry Janssen, Harry Martin, Sheryl Meshover, Diane Oseguera, Diane Tregurtha and Bob Lueke.

WSM-AM, Nashville, on-air personality Larry Black will shift gears from radio to the silver screen of the movie world next summer when he appears with Jim Varney in the comedy "Ernest Goes To Camp". Black will portray the camp director in the film, which also features former Oakland Raider football player Lyle Alzado. "Ernest Goes To Camp" is about the summer exploits of Ernest P. Worrell, the character made famous by Varney in commercials throughout the nation. Production of the film, a production of the Nashville-based Emshell Producer's Group, is underway in the Nashville area.

Bob Wolfe, the Country Music air personality responsible for organizing the "We Are The World" simulcasts the last two years, has announced his plans for a third world-wide simulcast for 1987, as well as a new project to be titled P.O.E.F.A.D. — Peace On Earth For A Day. The project was designed to create an awareness of the need for at least one day for world peace. P.O.E.F.A.D. is a letter writing campaign to be undertaken by children who will be encouraged to

write their governmental leaders. The letters will be sent to Wolfe, and he will deliver them to their respective United Nations delegate. For more information, call Bob Wolfe at WROM-AM in Rome, GA: (404) 291-9766.

Country personality Ralph Emery debuted a new, syndicated radio program September 22 on 340 stations in 17 midwestern and southeastern states. The five-minute program, sponsored by Goody's headache powder and airing five days a week, opened with a week-long series of interviews with Barbara Mandrell. Dubbed "Goody's Presents Ralph Emery", the program is designed to spotlight one Country artist each week. "Goody's Presents Ralph Emery", is currently airing on stations in Alabama, Arkansas, Florida, Georgia, Indiana, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Virginia and West Virginia.

Country comedians Williams and Ree are adding a touch of ethnic humor to TNN's "Country Kitchen" cooking series this fall as they prepare a different dessert each week on the series. Hosted by Florence Henderson, "Country Kitchen" is telecast on Saturdays at 10:30 a.m., 4:30 p.m. and 10:30 p.m. (EST).

The 1987 *Songwriter's Market* has recently been published by Writer's Digest Books. Information presented in this year's edition of the annual directory includes: more than 2,000 markets for original songs, articles to help songwriters refine their skills and keep up with the changes in the music business, an overview of contracts, advice on how to make a professional-sounding demo tape, and much more. The 1987 *Songwriter's Market* is available at bookstores or from the publisher. To order direct, send \$15.95 plus \$2.00 postage and handling to: Writer's Digest Books, 9933 Alliance Road, Cincinnati, OH 45242. For Visa and MasterCard orders call toll-free 1-800-543-4644 (outside Ohio).

(continued on page 19)

CMA Directors Elected at Annual Membership Meeting

The membership of CMA, meeting in its annual caucus October 14th at Opryland's Roy Acuff Theatre, enacted a bylaws change, elected 16 new directors and presented a number of special awards. Several hundred CMA members from throughout the world were present for the 28th annual membership meeting.

Members passed a proposed bylaws change which eliminated future lifetime directors. Lifetime board members are those who have served as both chairman and president of the organization. There are currently five lifetime directors: Bill Denny, Ralph Peer, Frances Preston, Wesley Rose and Joe Talbot. Their status is unaffected by the bylaws change.

Sixteen new directors were elected by the members attending. New directors and their respective categories are: Advertising Agency: Dick McCullough, E.H. Brown Advertising, Chicago; Artist Manager/Agent: Jack McFadden, McFadden & Associates, Nashville; Artist/Musician: Richard Sterban, Oak Ridge Boys, Nashville; Broadcast Personality: Bobby Denton, WIVK, Knoxville; Composer: Jerry Crutchfield, MCA Music, Nashville; International: Greg Rogers, Wild Life Management, London, England; Publication: Marty Feely, BILLBOARD, New York; Publisher: Dean Kay, Welk Music Group, Los Angeles; Radio: Al Greenfield, The Greenfield Group, Phoenix; Record Company: Jim Foglesong, Capitol/EMI America Records, Nashville; Record/Video Merchandiser: Jack Eugster, Musicland, Minneapolis; Talent Buyer/Promoter: Joe Sullivan, Sound Seventy Productions, Nashville; Television/Video: Terry Lickona, Austin City Limits, Austin; At-Large: Rick Blackburn, CBS Records, Nashville; Tom Collins, Tom Collins Productions, Nashville; and Stan Moress, Scotti Brothers, Moress and Nanas, Santa Monica, California. Each director is elected to serve a two-year term.

Incumbent directors who will be serving the second year of their terms include: Connie Bradley, ASCAP, Nashville; Hal Durham, Grand Ole Opry,

Nashville; Joe Galante, RCA Records, Nashville; Jerry Garren, Helen Cornelius Enterprises, Nashville; Steven Greil, GreilWorks, Nashville; Bill Hudson, Bill Hudson & Associates, Nashville; Ed Konick, COUNTRY SONG ROUND UP, Derby, Connecticut; Bill Lowery, Lowery Music Group, Atlanta; Gary Morris; Randy Owen, Alabama; Jim Powers, Handleman Company, Troy, Michigan; Leonard Rambeau, Balmur, Ltd., Toronto, Canada; Al Snyder, WNVL, Nicholasville, Kentucky; Irving Waugh, Irving Waugh Productions, Nashville; E.W. Wendell, Opryland U.S.A., Inc., Nashville; and Lloyd Werner, Group W. Satellite, Stamford, Connecticut.

CMA President Rick Blackburn presented four Special President's Awards to the non-board member chairmen of CMA's subcommittees: Mary Ann McCready (CBS Records) of the Market Development Subcommittee; Ted Hacker (International Artist Management) of the Talent Buyers Entertainment Marketplace Subcommittee; Phil Graham (BMI) of the Membership Subcommittee and Jack Weston (RCA Records) of the Artist Radio Tape Session Subcommittee. Special President's Awards are presented solely at the discretion of the CMA President. They have been bestowed in only twelve of CMA's 28 years.

CMA's Founding President's Award (established by Connie B. Gay) was presented by Bill Denny to CMA volunteer coordinator Merrill Warner. In delivering the presentation written by Gay, Denny said: "For the past half-dozen or so years, Merrill has been an integral part of the press relations functions for both the CMA Awards Show and Fan Fair, successfully coordinating the efforts of dozens of volunteers, publicists and media representatives. The talents he contributes so generously are his intense loyalty, hard work, tireless efforts, unflappability and sense of humor." Warner, a native of South Carolina, has been a broadcaster, promoter, producer, entertainer and recording artist.

The Founding President's Award was established by Connie B. Gay in 1963 to honor an individual, not currently serving on the CMA Board of Directors, who in the judgment of the Board, has contributed the most to the Country Music Association throughout the year. It is an annual award.

The producers of the award-winning Single and Album of the Year and the producer and director of the Music Video of the Year were presented special plaques recognizing their achievements. Receiving citations for Single of the Year was Kyle Lehning for "Bop"; Album of the Year producers Ronnie Milsap, Rob Galbraith and Tom Collins for LOST IN THE FIFTIES TONIGHT; and Kitty Moon, producer, and Marc Ball, director, of "Who's Gonna Fill Their Shoes" named CMA's Video of the Year.

Also recognized were the winners of CMA's Broadcast Personality of the Year Awards: Major Market — Terry

Photo by: Alan Mayor



CMA Executive Director Jo Walker-Meador gets a double dose of lovin' from CMA President Rick Blackburn and Chairman Joe Galante at the annual membership meeting held October 14 at Opryland.

Dorsey, KPLX, Dallas-Fort Worth, Texas; Medium Market — Coyote Calhoun, WAMZ, Louisville, Kentucky; and Small Market — Dana Webb, WBHP, Huntsville, Alabama.

President Rick Blackburn also delivered the annual President's Address highlighted by an impressive multimedia slide presentation (see page 6).

Nashville City Bank provided refreshments prior to the meeting. A cocktail reception was hosted by First American Bank of Nashville immediately following the meeting.

CMA Announces Leadership for 1987

Jim Foglesong, president of Capitol/EMI America Records, Nashville, and veteran broadcaster Al Greenfield of The Greenfield Group in Phoenix were elected to key leadership positions by the Country Music Association's board of directors at their October 14th meeting. Foglesong will serve as chairman of the board, a position he also held in 1976, while Greenfield was chosen president of the 29-year-old trade organization.

CMA's 37 directors elected a slate of 16 officers to serve a one year term. The officers will work with the directors in establishing policies and projects for the association.

A veteran of 30 years in the recording industry, Foglesong assumed the presidency of Capitol/EMI America's Nashville operations in 1984 overseeing the careers of T. Graham Brown, Sawyer Brown, Dan Seals, New Grass Revival and Marie Osmond among others. He began his music career in the engineering department at Columbia Records in New York. He produced his first album in 1953 and has production credits in every form of music, including work with such artists as Robert Goulet, Julie Andrews, Al Hirt, Ed Ames and Sergio Franchi. Foglesong moved to Nashville in 1970, and was named president of Dot Records in 1973, thus becoming the

first president of a major label to reside in Nashville. He subsequently became president of ABC Records, Nashville when they acquired Dot in 1974 and of MCA Records, Nashville when they purchased the ABC labels in 1979.

Al Greenfield, a Nashville native, has served as president and general manager of radio stations in Chicago, St. Louis, Houston and Nashville. He was president of the radio division of Viacom International in New York where he was responsible for broadcast facilities in New York City, Washington, San Francisco, Houston, Chicago and Memphis. He owned two radio stations in El Paso, Texas prior to forming his own broadcasting consul-



CMA's 1987 Chairman of the Board (L to R) Jim Foglesong and President Al Greenfield.

tancy company, The Greenfield Group, in 1985.

Other officers elected are: Executive Vice President — Jack Walz, BDA-BBDO, Inc./Atlanta; Senior Vice President — Jim Ed Norman, Warner Bros. Records/Nashville; Vice Presidents — David Conrad, Almo-Irving Music/Nashville; Steve Popovich, PolyGram Records/Nashville; Tony Conway, Buddy Lee Attractions/Nashville; Janice Wendell, Eric Ericson & Associates/Nashville; Roger Sovine, BMI/Nashville; Dick Gary, The Gary Group/Venice, CA; Jerry Bradley, Opryland Records/Nashville; Sam Marmaduke, Western Merchandisers/Amarillo, TX; and Brenda Lee/Nashville; Secretary — Alice Prager, SESAC/New York; Assistant Secretary — Tim Wipperman, Warner Bros. Music/Nashville; Treasurer — Lon Helton, RADIO & RECORDS/Nashville and Assistant Treasurer — Merlin Littlefield, ASCAP/Nashville.

The first meeting of the new CMA board will be January 21 and 22 in Key West, Florida.

Country Gold — September

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#7 . . . George Strait . . . MCA

LOST HIGHWAY: The Alternative Music Magazine of Country Music

In an attempt to attract a wider audience for Country Music, the Country Music Association debuted a quarterly feature and news magazine in late November. Called LOST HIGHWAY: THE ALTERNATIVE MUSIC MAGAZINE OF COUNTRY MUSIC, the publication will be circulated to radio stations as well as to retail record stores and selected members of the national media.

The first edition of LOST HIGHWAY will run eight pages and feature MCA Records Country-rocker Steve Earle on the cover. Initial circulation will be 7,500 copies. The publication is not intended as a consumer item but as an orientation piece for radio, retail, and other entertainment professionals.

Most of the articles and columns will be farmed out to free-lancers, but other material will be provided by the editorial committee that oversees the magazine. LOST HIGHWAY will not overlap topics or style with CMA's monthly CLOSE UP magazine.

Editorial decisions will be made by a committee whose members are Randy Goodman, RCA Records; Walter Campbell, Tree International; Kyle Young, Country Music Foundation; Donna Sparks, The Nashville Network; Jane Cleveland, Metro Arts Commission; Jeff Walker, Aristo Music Associates; and Judi Turner, director of public information for CMA.

LOST HIGHWAY will not carry ads and will be circulated by mail.

1986: A Year of Revitalization, Rebirth and Re-dedication

The following speech was delivered by CMA President Rick Blackburn at the Annual Membership Meeting, October 14, 1986.



In late 1985 when your Board of Directors elected Joe Galante chairman and me as president, we made a commitment to conduct our tenure as we would our business. We established the theme of "Education and Communication". It was our cornerstone for a plan of action. We then enumerated six specific goals for focus and development. An overhaul of the committee structure was needed, so we appointed people to these committees dedicated to accomplishing our goals.

■ Our first goal was to attract a new, younger audience for Country Music. Through the initiative of our market development subcommittee, we developed several bold and innovative projects. We funded and staffed, from this same group of volunteers, a revolutionary publication called LOST HIGHWAY. Taking its title from a Hank Williams' tune, the 8-page tabloid aspires to be the ROLLING STONE of Country Music and is being targeted to college, Country and contemporary radio, retailers and national media. It provides an alternative look at fast-developing new talent. The first issue of our quarterly publication will be released later this month.

In February, CMA sent a staff member to the National Association of Campus Activities. This heightened our visibility at the college level and resulted in NACA's Steering Committee seeking our help in providing Country

Music professionals as resource personnel for the 1987 national convention to be held in Nashville. Country artists, talent agents, managers, publicists and record company personnel will appear on educational panels, participate in forums and entertain throughout the 6-day convention where 2,000 college talent buyers will congregate.

■ Our second goal was to enhance our image. The results are tangible and should prove to be the foundation for a highly-productive and profitable future for CMA and the industry as a whole. We commissioned an extensive market research study undertaken by Market Data Corporation of Chicago which explored consumers' musical preferences. The results clearly indicate that Country Music is well-accepted. In fact, five of 10 consumers rate they strongly like Country Music, and acceptance of our music is not limited to specific demographic segments. We see growth potential for Country Music. CMA's Marketing and Promotion Committee, under the leadership of former president Dick McCullough, last month held an executive idea session to begin to extract elements of this research targeted for key segments of the industry in a series of "white papers".

The Education Subcommittee, chaired by Al Greenfield, executed five regional marketing roundtables aimed at increasing profits and addressing challenges on a regional basis. These roundtables were held in Charlotte, San Francisco, Chicago and next month, in Nashville, and have proven to be effective in bringing segments of the industry together for a meaningful exchange of dialogue on a one-to-one basis. It's our hope to continue these seminars in 1987.

Your board approved, in July, a new graphic image for CMA. Making its debut during CMA week, the image is contemporary and visually appealing. The new graphic image will be employed on all CMA-generated materials including CLOSE UP. In

January, 1987 CLOSE UP will appear with a new design and format. We feel CLOSE UP has made great strides in editorial content and particularly in the area of broadcasting. Your board members are profiled in each issue, so you become more familiar with those who represent you.

The visibility of Country Music was certainly heightened during the board's April meeting in Chicago when some of the most important account executives from key advertising agencies were our guests for a luncheon and a show. Gary Morris, in a brilliant 40-minute set, made fast converts of any skeptics in the room. Gary is a powerful weapon in overcoming some of the bias which exists in the advertising community. Also effective was our brochure "America's Best-Liked Music Is Big Business For Advertisers", first released at the luncheon.

Our Awards Show continues to be CMA's most visible tool in taking Country Music to the masses. The show celebrated 20 years by displaying perhaps our finest cast of talent, hosted by Willie Nelson and Kris Kristofferson. During the show we saw the best of Country, pop and gospel. Truly a new height in pure entertainment value. Irving Waugh, Bob Precht and everyone involved in the show deserve our gratitude.

We focused even greater attention on the awards nominees this year. Two special press conferences were held. The Horizon Award nominees and the nominees for induction into the Country Music Hall of Fame were honored during a press conference held July 22 at the Country Music Hall of Fame Museum and hosted by Chet Atkins, The Judds and Minnie Pearl. The finalists for all CMA awards were announced for the first time at a press conference held on the stage of the Grand Ole Opry on August 18th. Randy Travis filled in for Ricky Skaggs because of a family emergency. The event was even more memorable when a surprised Randy read his own name as a nominee in four categories.

■ Our third goal was to improve retail shelf space. An effective means for achieving this goal was undertaken four years ago when CMA joined hands with NARM for the October Point of Purchase merchandising campaign. This campaign encourages retailers to highlight Country Music before and after the Awards Show. The success of this effort, which employs the theme "Bring Home Country's Brightest Stars", is shared equally by CMA, NARM, Kraft and the six major record labels who participate in organizing and funding the campaign. This year's campaign by far exceeded the success of past campaigns, with more than one million stickers and nearly 200,000 other in-store P-O-P pieces shipped to merchandisers throughout the country.

The regional roundtables incorporate a segment on "Who's Responsible for Selling Product". In these meetings, we saw the need to bring radio and merchandisers closer. We will continue to address this in 1987 beginning with a radio/retail workshop as one of our MIPS Sessions at the Country Radio Seminar.

■ The fourth goal is artist development. Without question, the emergence of exciting, young artists on every record label is the success story of the year. The new sound both boosts sales and attracts a new buyer. Our new talent is generating industry-wide excitement about Country Music which has been missing the past few years. National publications like TIME MAGAZINE, *The New York Times*, *The Los Angeles Times*, SPIN and ROLLING STONE have devoted space to the likes of Steve Earle and Dwight Yoakam.

Every label boasts campaigns built around "The Class of '86", with titles such as "New Horizons", "Rising Star" and "The New Tradition". Capitol gave us T. Graham Brown, Dan Seals, New Grass Revival and Sawyer Brown. CBS contributed Sweethearts of the Rodeo, Marty Stuart and the O'Kanes. MCA's Steve Earle and Lyle Lovett are receiving lots of attention, as are RCA's Restless Heart, Wild Choir, Keith Whitley and Pake McEntire. MTM has The Girls Next Door, Judy Rodman and Schuyler, Knobloch and Overstreet, while PolyGram has come through with Kathy Mattea and the

Maines Brothers. Warner Brothers produced Randy Travis, Dwight Yoakam, The Forester Sisters and Southern Pacific. And acts who emerged since 1980 continue to make strong showings — The Judds, Alabama, Reba McEntire, George Strait and Ricky Skaggs lead the way for a new generation of entertainers.

Almost everyone was out in full force for the most successful International Country Music Fan Fair to date. This year's event brought more than 21,500 fans to the Tennessee State Fairgrounds for a week of autograph signings, picture taking and concert going. On stage, more than 100 artists performed during the week. The All-American Country Games showcased our artists' talents in a different venue — on the playing field — and drew the largest crowd in its history.

■ The fifth goal was to develop our industry personnel. Our most effective means of achieving this goal has been through CMA's Board of Directors, the committee and subcommittee system. The board is composed of 65 dedicated men and women who are leaders in all phases of our industry. They work on a purely voluntary basis and receive no compensation to represent you and your interests throughout the year. Their tireless endeavors on your behalf have resulted in an extremely productive and forward-moving year for CMA.

The subcommittees, chaired by bright, energetic young industry executives, are helping to mold and formulate a new generation of leaders for CMA. Let me tell you about some of these people.

The Market Development Subcommittee falls under planning and development and is chaired by Mary Ann McCready and Steven Greil. This subcommittee has been responsible for choosing a slate of 10 nominees for the Horizon Award for board approval, formulating the Horizon Award radio special through DIR Broadcasting, inaugurating the LOST HIGHWAY publication and "Country Comes To Harvard" project. They are now working on plans for increased television exposure for new talent, and investigating a proposal which would effectively join the interests of radio and retail.

The Talent Buyers Entertainment Marketplace Subcommittee, chaired by Ted Hacker, has worked with the TBEM Committee in delivering new and innovative ideas for the 1986 Talent Buyers Entertainment Marketplace held last weekend. For the first time a resource center at TBEM was the total responsibility of Ted and the subcommittee members.

The Membership Subcommittee, under chairman Phil Graham, is undertaking several new projects to increase CMA membership. A new plan was devised to attract organizational members through current CMA member involvement; a promotion in conjunction with the CMA Broadcast Handbook was implemented, as was a Telemarketing Campaign. They also completed a "Beat The Dues Increase" promotion and a special push to attract new members in the artist-musician category.

Jack Weston chaired the Radio Tape Session Subcommittee, which implemented the first tape sessions to be held during the Country Radio Seminar in March. 200 broadcasters attended the Tape Sessions. This project will continue next year as part of the Radio Seminar activities.

The Music Industry Professional Seminar Subcommittee, chaired by David Conrad, devised a series of informative and educational sessions featuring industry executives and authorities speaking on a variety of subjects. Held during the Country Radio Seminar, the MIPS Sessions are a valuable tool in educating the industry and exchanging valuable information.

We're committed to work through the committee and subcommittee concept to develop the industry leaders of the future.

■ Our last goal was International Development. We achieved high marks for an outstanding year internationally. The "Discover New Country" campaign which started in the United Kingdom in March was commendable. The UK Market Development Advisory Committee, composed of the marketing directors of the five major UK labels, declared the first-ever UK Merchandising Campaign a huge success and are formulating plans for a 1987 campaign. It will be tied into tours. The campaign's compilation record

topped the UK Country album charts and appeared on the UK pop album charts. Originally planned as a month-long exercise, our campaign spanned over three months due to strong interest and widespread media coverage. The result was boosted record sales and developed new artists through vast media coverage. CMA is grateful to board member Greg Rogers and our former head of European Operations Cynthia Leu, for untiring efforts in helping to formulate this campaign and seeing it to a successful conclusion. We have a new director of European Operations, Martin Satterthwaite, a Britisher with extensive music experience. Martin is a valuable member who will continue our presence in Europe.

We were happy to see EMI America's international conclave in Nashville — the first time that an international meeting of this magnitude has been held in Music City. Jim Foglesong and staff, including international division head Kick Van Hengle, hosted over 100 label executives from all over the world

for a week of seminars, meetings and showcases. Truly a positive step forward in Nashville's music achieving the international recognition we have sought.

Ricky Skaggs continued his global assault this year with a return to the United Kingdom and the release of his LIVE IN LONDON album.

Down under, radio station 3UZ in Melbourne, became Australia's second full-time Country station. Ratings doubled since changing formats in December, 1985. The decision to change to Country was largely attributed to the April, 1985 visit of the CMA Board to Australia.

And, as an added bonus, membership in the international category increased by 24% since July of last year, making it our fastest-growing category of membership.

We feel no other organization is doing as much for Country Music or any music format. CMA is moving on the cutting edge, innovating and helping to guide our industry. We must continue to set goals and provide

leadership, and with the hard work of our board and continued support from our professional membership, CMA can make Country Music bigger and more profitable.

Yet, none of these developments would have been possible without you — the members of CMA. *You* are the heart and soul of this organization, the very reason for its existence. And we continue to need your help and support. I want to issue you a challenge this afternoon. If you're proud to be a member of CMA — if you feel that CMA benefits you as a Country Music professional, get others involved in the life of the organization. Recruit local artists, songwriters, publishers, record merchandisers, broadcasters, agents and managers in your area as members of CMA.

It's been a good year, a busy year, a year of dedication by all involved, but *you* and only you can make the difference. Get involved; stay involved.

It's been my honor and pleasure to serve as your president this past year. Thank you.

U.K. ALBUM CHART

CMA's United Kingdom Country Album Chart appears bi-weekly in MUSIC WEEK, the U.K.'s major trade magazine. 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.

November 1, 1986

- | | |
|---|---|
| 1 EYE OF THE ZOMBIE
John Fogerty — Warner Bros. | 16 LOVE STORIES
Don Williams — K-tel |
| 2 THE BEST OF THE EAGLES
The Eagles — Asylum | 17 THE VERY BEST OF DON WILLIAMS
Don Williams — MCA |
| 3 ONE WORLD
John Denver — RCA | 18 LONE JUSTICE
Lone Justice — Geffen |
| 4 HOTEL CALIFORNIA
The Eagles — Asylum | 19 THE VERY BEST OF DOLLY PARTON
Dolly Parton — RCA |
| 5 THE KENNY ROGERS STORY
Kenny Rogers — Liberty | 20 THE BEST OF JOHN DENVER
John Denver — RCA |
| 6 GUITARS, CADILLACS, ETC., ETC.
Dwight Yoakam — Reprise | 21 VERY BEST OF THE EVERLY BROTHERS
The Everly Brothers — Warner Bros. |
| 7 SWEET DREAMS
Patsy Cline — MCA | 22 DREAMLAND EXPRESS
John Denver — RCA |
| 8 DOLLY PARTON'S GREATEST HITS
Dolly Parton — RCA | 23 THE VERY BEST OF BRENDA LEE
Brenda Lee — MCA |
| 9 COUNTRY'S GREATEST HITS
Various — Atlantic Gap | 24 THE KENNY ROGERS SINGLES ALBUM
Kenny Rogers — United Artists |
| 10 DR. HOOK'S GREATEST HITS
Dr. Hook — Capitol | 25 THE VERY BEST OF JIM REEVES
Jim Reeves — RCA |
| 11 REUNION CONCERT
Everly Brothers — Impression | 26 CRYSTAL GAYLE SINGLES ALBUM
Crystal Gayle — United Artists |
| 12 DISCOVER COUNTRY/NEW COUNTRY
Various — Starblend | 27 CENTERFIELD
John Fogerty — Warner Bros. |
| 13 THEIR GREATEST HITS 71 - 75
The Eagles — Asylum | 28 THE BILLIE JO SINGLES ALBUM
Billie Jo Spears — United Artists |
| 14 NEW MOVES
Don Williams — Capitol | 29 20 OF THE BEST
Jim Reeves — RCA |
| 15 IMAGES
Don Williams — K-tel | 30 DESPERADO
The Eagles — Asylum |

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INTERNATIONAL

The Performing Rights Organization of Canada Limited (PROCAN) held its 18th annual awards ceremony September 24 at the Four Seasons Hotel in Toronto. PROCAN is a non-profit Canadian company that licenses the performances of music on behalf of more than 19,500 Canadian composers, lyricists and music publishers. During the ceremony awards were presented for the three Country songs that received the greatest number of broadcast performances of all Canadian songs licensed by PROCAN in 1985. Gilles Godard of Cornwall, Ont. was honored with two of three of the awards. He wrote and recorded "Hold On To What You Got" and "Nothing Good About Goodbye". Marie Bottrell of Kerwood, Ont., co-writer with Nashville's Byron Gallimore and Don Phrimmer of "Premeditated Love" was also honored.

Rattlesnake Annie was awarded Gold record certification for her album RATTLESNAKE ANNIE & THE LAST COWBOY October 11 at the Czechoslovakian Country Music Festival, held in Prague. This marks the first time a Country artist has been awarded a Gold record behind the Iron Curtain.

Gord Ambrose has joined CFMK-FM, Kingston, Ont. as music director. Formerly with CFGM in Richmond Hill, Toronto, Ambrose will also be doing the afternoon drive show.

Terry Cline, president of The Jim Halsey Company, was in Tokyo, Japan recently to present the F.I.D.O.F. (International Federation of Festival Organizers) award for Peace and Friendship through music and art to the World Popular Song Festival. Cline was a guest of the Yamaha Foundation, sponsor of the prestigious international festival. F.I.D.O.F. is an international organization with members in 56 countries around the world, representing 360 music festivals.

Irby Mandrell recently returned from a trip to Australia to finalize plans for the "Down Home/Down Under Country Music Celebration", a concert featuring Australian and American acts at the world renowned Sydney Opera House in April, 1987. The event, organized by Tom and Ted LeGarde of the group Australia, already has as featured acts Louise Mandrell, Irlene Mandrell, RC Bannon and Australia. A multi-city media tour which includes Melbourne, Brisbane and Sydney for the LeGardes and the Mandrells is scheduled to precede the April, 1987 concert date. A taped television special of the concert is planned as well as a series of spin-off concerts.

The Canadian Country Music Awards, sponsored by the Academy of Country Music Entertainment, were held September 13 at Centennial Concert Hall in Winnipeg, Manitoba. Canadian Carroll Baker was joined by John Conlee to co-host the show. Winners of the awards were: The Family Brown — Entertainers of the Year; "Now and Forever (You and Me)", Anne Murray — Single

of the Year; FEEL THE FIRE, The Family Brown — Album of the Year; "Now and Forever", David Foster/Charles Goodrum/and Jim Vallance (composers) — Song of the Year; Anita Perras — Female Vocalist of the Year; Terry Carisse — Male Vocalist of the Year; The Family Brown — Group of the Year; Anita Perras and Tim Taylor — Duo of the Year; J.K. Guley — Vista (Rising Star) Award; and HYMNS OF GOLD, Carroll Baker — Top Selling Album of the Year. Additionally, The Family Brown patriarch, Joe Brown, was inducted into the Academy's Hall of Honor.

The British Country Music Association held its annual awards ceremony on November 8. Award winners included: Female Vocalist of the Year — Philomena Begley; Male Vocalist of the Year — Raymond Frogett; Vocal Duo of the Year — Ray Lynam and Philomena Begley; Vocal Group of the Year — Colorado; and Most Promising Act — Stu Page and Remuda. Marie Lester's "He Always Starts A Fire" was named the Best British Single, with the Best British Album honor going to Gerry Ford for his THANK GOD FOR THE RADIO lp.

For the second consecutive year, BBC Radio 2 originated its "Country Club" program live from Nashville on October 16. The program, which aired from the Music Country Radio Network's Nashville studios, featured live appearances by John Schneider, Barbara Fairchild, the Bellamy Brothers, Gene Watson, Emmylou Harris, Paul Kennerly, CMA Associate Executive Director Ed Benson, and Martin Satterthwaite, director of CMA's European Operations. The two-hour special, produced by Colin Chandler, with Wally Whyton as presenter, also featured taped interviews from CMA's October 13th Awards Show with The Judds, Dwight Yoakam, Dan Seals, Marie Osmond and Randy Travis.



Posing in front of portraits of the new NSAI Hall of Fame inductees Dolly Parton and Otis Blackwell are (L to R) Paul Milosevich, artist; Frances Preston, president of BMI; Maggie Cavender, executive director of NSAI; Blackwell; and Thom Schuyler, NSAI president.

CMA Seeks Talent For 1987 International Show

The Country Music Association is seeking applicants for its 1987 International Show to be held in conjunction with the 16th Annual International Country Music Fan Fair in Nashville. The Show will be scheduled for June 9, 10, 11 or 12, 1987.

Featuring outstanding Country performers from around the world, the CMA International Show is considered the most prestigious opportunity available for international Country artists to appear in the United States. With a record 21,500 fans attending Fan Fair

1986, it stands as the largest annual event held in Nashville. The resulting press and television coverage and exposure to music industry professionals are of inestimable value to international talents performing during the event.

Artists residing outside the United States who have had a Country album commercially released within the past 24 months may apply by sending (1) press kit [biography and photographs], (2) copy of Country recordings released and (3) name, address and telephone or

telex number of artist, manager and record label to:

International Show Committee
Country Music Association
P.O. Box 22299
Nashville, Tennessee 37202 U.S.A.

Artists appearing on the International Show will be provided an allowance for transportation, lodging and expenses.

Deadline for receiving entries at CMA is December 31, 1986.

BEHIND THE LENS

CBS Records has re-mixed the audio tracks from its recently released Exile's Greatest Hits videos, making the music available to radio on a 12 inch 33½ rpm single. Dubbed "The Exile Radio Video", this re-mixed soundtrack is five minutes and 49 seconds long and contains portions of four of Exile's hits: "I've Got Love (Super Duper Love)", "Kiss You All Over", "Woke Up In Love" and "I Could Get Used To You".

T. Graham Brown's first music video, "Hell And High Water" was released in September. Filmed at the famous Los Angeles nightclub The Whiskey and at various locations in Nashville, the clip was shot in conjunction with an eight-minute promotional video "Meet T. Graham Brown". Both videos were directed by George Bloom.

"Out Goin' Cattin'", a new music video by Sawyer Brown with a guest appearance by Oak Ridge Boy Joe Bonsall, has been released. The video features the cast, tuxedo clad, dancing and splashing around in the waters of a New York city fountain. The normally dry fountain had to be filled with four truckloads of water, which required several hours to complete, before the final production scene could be shot. "Out Goin' Cattin'", a vocal duet between Sawyer Brown lead singer Mark Miller and Bonsall, was directed by Martin Kahan.

"Touch Me When We're Dancing", Alabama's new music video, was released in late September, coinciding with the release of the group's new album, THE TOUCH. Shot at the Nashville-based video production company Scene Three, "Touch Me When We're Dancing" was directed by Scene Three's chairman of the board, Marc Ball and produced by the company's president, Kitty Moon. Phran Schwartz, manager of product management for RCA served as executive producer.



MTM's Girls Next Door get ready to "bop til they drop" during filming of their recently released video "Baby I Want It". Cavorting for Studio Productions' cameras on a set constructed at Nashville's SIR rehearsal hall are (L to R) Diane Williams, Doris King, Tammy Stephens and Cindy Nixon.

Doris King, Cindy Nixon, Diane Williams and Tammy Stephens — The Girls Next Door, have completed their latest video project, "Baby I Want It". The set, a reconstruction of the Nashville skyline, was the creation of Jeremy Gibb. Several Music City sites, including the L&C Tower, the Tennessee State Capitol, the National Life Building and the Hyatt Regency Hotel, are featured in the video. Executive producers of "Baby I Want It" were MTM CEO Alan Bernard and Studio Productions' Mary Matthews. Coke Sams directed, with Jim May serving as chief cinematographer.



Photo by: Bonnie Rasmussen

Gary Morris celebrates Country Music Month with VH-1 as a guest VJ on the music video channel. Joining Morris during the taping of his VJ segments is EMI America recording artist Dan Seals.

Hits of the past, present and future are the subject of VH-1/Video Hits One's new weekly show, "The VH-1 Hit List", which premiered in September. Each week "The VH-1 Hit List" counts down VH-1's top five videos, introduces a new video and plays a number one video from a featured music chart. In addition, the hour-long show includes clips from current hit movies and home video cassettes, as well as lists of the top five films, home video rentals, television shows and best selling books of the week. The program will also highlight hit songs from the past and clips from classic television series and Oscar-winning films. "The VH-1 Hit List" airs Saturdays at noon, Sundays at 9:00 p.m. and Mondays at 4:00 p.m. (all EST).

The Statler Brothers' latest video effort, "Only You", was a special programming feature on Opryland Hotel's information channel this fall. This marked the first time a music video had appeared on the channel, where the normal fare is a recap of each week's activities at the hotel and elsewhere at Opryland USA. Opryland USA officials felt it was logical to air "Only You" on the information channel because the clip was shot on location in the Opryland theme park. "Only You" features appearances by Lorrie Morgan, Lane Brody, Rebecca Holden and Robin Lee.

Edye Tarbox, a former anchorwoman on KXXV-TV in Waco, TX, joined VH-1 in late September as an on-air personality. Tarbox is the first vj to be chosen from VH-1's national talent hunt, conducted over the summer.

Michael Martin Murphey filmed portions of his soon-to-be-released video, "Long Line Of Love", at a recent benefit concert at the Pioneer Amphitheatre in Palo Duro Canyon State Park near Amarillo, TX. The video, to be released as the first single from Murphey's as-yet-untitled album, will also feature scenes from the west Texas landscape exteriors and the Panhandle Plans Museum, renowned for its reconstructed old west period sets and interiors.

The MTM Music Group has released its first video on Schuyler, Knobloch & Overstreet, (a.k.a. S-K-O). The video, "Baby's Got A New Baby", written by group member J. Fred Knobloch and Dan Tyler, features footage from "Nashville Skyline", a Nashville-produced show focusing on 30 songwriters performing their compositions before a live audience at the famed Exit/In. Director of the project was Jim Yockey, with Peter Kimball of Southern Productions serving as producer.

And The Winner Is . . .



Photo by: Alan Mayor

The diversity of Country Music was showcased when Willie Nelson was joined on stage by (L to R) the Nitty Gritty Dirt Band—John McEuen, Jimmie Fadden, Jeff Hanna, Jimmy Ibbotson and Bob Carpenter—Gary Morris, Rosanne Cash and Exile—J.P. Pennington, Les Taylor, Steve Goetzman, Sonny Lemaire and Lee Carroll.

Reba McEntire captured dual honors at the 20th Annual Country Music Association Awards Show, garnering for the first time the pre-eminent Entertainer of the Year Award. She became only the fourth woman to ever hold the prestigious title, joining the ranks of female greats Loretta Lynn, Dolly Parton and Barbara Mandrell. For the third straight year the Oklahoman took Female Vocalist of the Year honors. Promising to continue carrying the torch for Country Music, the visibly-moved McEntire said as she accepted her Entertainer of the Year bullet, "There's more and more people open to Country Music. My big old boot will be there to kick in a door for each and every one of us."



Marie Osmond and Dan Seals took home Vocal Duo of the Year honors for their chart-topping "Meet Me In Montana". Seals was also awarded Single of the Year honors for his cross-over hit "Bop".

Photo by: Alan Mayor

Texan George Strait continued his reign as Male Vocalist of the Year, taking the honor for the second consecutive year while the mother-daughter duo of The Judds was awarded crystal bullets for Vocal Group of the Year.

As a first-time CMA Awards nominee, Dan Seals captured two of his three nominations when he was honored with Single of the Year for his number one rollicking contemporary tune "Bop". Seals, along with labelmate Marie Osmond, garnered the Vocal Duo of the Year citation.

Newcomer Randy Travis walked away with the highly-coveted Horizon Award, while Paul Overstreet and Don Schlitz, songwriters of Travis' chart-topping hit "On The Other Hand", were presented Song of the Year honors. "I can't get on stage anywhere without saying thank you, Kenny Rogers," said Schlitz, who became the first two-time winner of the Song of the Year Award for different compositions; he won the accolade for Rogers' "The Gambler" in 1979.

Other CMA Award winners included: Album of the Year — LOST IN THE FIFTIES by Ronnie Milsap;

Photo by: Alan Mayor



Songwriters of the Year (L to R) Don Schlitz and Paul Overstreet are joined on stage by Horizon Award winner Randy Travis, who took their "On The Other Hand" to top-ranking status on the Country charts.

Photo by: Alan Mayor



With emotion almost overwhelming him, George Strait accepts his second consecutive Male Vocalist of the Year citation, dedicating it to the memory of his daughter, Jenifer, who was recently killed in an automobile accident.

Photo by: Alan Mayor



Pop star Lionel Richie joins Alabama's Randy Owen and Jeff Cook to perform their current single, "Deep River Woman".

Music Video of the Year — "Who's Gonna Fill Their Shoes" by George Jones; Instrumentalist of the Year — Johnny Gimble; and Instrumental Group of the Year — the Oak Ridge Boys Band. Inducted into the Hall of Fame were Wesley Rose and the late Whitey Ford (Duke of Paducah).

Among the highlights of the show was the collaboration of past CMA Entertainer of the Year Ricky Skaggs with Amy Grant and Bobby Jones and New Life on the rousing gospel tune, "Walkin' In Jerusalem". Pop star Lionel Richie joined voices with Alabama on his self-penned love song "Deep River Woman". Alabama appeared without bass player/vocalist Teddy Gentry who was sidelined by a chronic back ailment.

Dolly Parton, Linda Ronstadt and Emmylou Harris combined their formidable talents to perform "Dear Companion" from their forthcoming trio album.

Making a rare appearance together, Conway Twitty and Loretta Lynn performed their "Louisiana Woman, Mississippi Man", then were joined on stage by some of '85s most powerful duet pairings: Anita Pointer of The Pointer Sisters joined Earl Thomas Conley on their recent successful duet "Too Many Times"; Juice Newton and Eddie Rabbitt performed "Both To Each Other (Friends and Lovers)", their recent RCA collaboration; and Marie Osmond and Dan Seals harmonized on their chart-topping "Meet Me In Montana".

Kris Kristofferson and Willie Nelson co-hosted the star-studded evening, which also featured appearances by T. Graham Brown, Glen Campbell, Rosanne Cash, Steve Earle, Exile, Janie Frickie, George Jones, The Judds, Nicolette Larson, Louise Mandrell, Gary Morris, Nitty Gritty Dirt Band, Oak Ridge Boys, Minnie Pearl, Judy Rodman, Sawyer Brown, T.G. Sheppard, and Steve Wariner.

The show, telecast live over CBS-TV, was seen in 16.8 million American homes and ranked in the week's top 15 shows. According to ratings released by the A.C. Nielsen Company, the Awards Show garnered a 19.2 rating, defeating the NBC Monday night movie, "Can You Feel Me Dancing", which had a 19.1 rating. Ranking in third place was the "NFL Monday Night Football Game" on ABC-TV, which was rated 16.7.

A stereo radio simulcast of the show was satellite-delivered by Mutual Broadcasting.

Photo by: Alan Mayor



Gospel queen Amy Grant gets a hug from Ricky Skaggs after the duo performed the rousing "Walkin' In Jerusalem". Bobby Jones and The New Life Singers also joined in the performance to become the soulful choir behind the old spiritual tune.

The talented trio of (L to R) Linda Ronstadt, Emmylou Harris and Dolly Parton team to perform "Dear Companion" from their forthcoming LP.



Photo by: Alan Mayor



Photo by: Alan Mayor

Hall of Famer Minnie Pearl welcomes Wesley H. Rose as one of the 1986 inductees into the prestigious Hall of Fame. Benjamin F. "Whitey" Ford, who died earlier this year, was also bestowed the honor.

20th Annual CMA Awards: Behind The Scenes Look

Operatic Buddies! Gary Morris poses with "La Boheme" leading lady Linda Ronstadt backstage at the Awards Show.

Willie Nelson and Kris Kristofferson co-hosted the 20th Annual CMA Awards Show, viewed in nearly 17 million homes over CBS-TV.



Photo by: Alan Mayor

October 13th couldn't have been a better night for North Carolinian Randy Travis. Not only was the Country newcomer named the 1986 Horizon Award winner, but he received a plaque for his debut Warner Bros. LP STORMS OF LIFE, which was recently certified Gold. Celebrating with Travis are (L to R) his manager, Lib Hatcher and Martha Sharp, VP of A & R, Warner Bros./Nashville.



Photo by: Alan Mayor



Photo by: Alan Mayor



Photo by: Alan Mayor

Country comedienne Minnie Pearl chats with Mutual Broadcasting's Lee Arnold and Country crooner Dwight Yoakam during the network's post-awards broadcast.

1986 CMA Broadcast Personality of the Year Award Winners

Terry Dorsey Large Market

A radio veteran of more than 20 years, Terry Dorsey of KPLX, Dallas/Ft. Worth, is the driving force behind one of the city's leading Country outlets. Since his arrival at a time when the station had morning show rankings of 5.4, Dorsey has employed humorous "sponsor" routines such as Bobbie Jo Amburgey's Bar and Grill ("She serves Spam 57 different ways") and Hiney Wine ("... with the winery located in beautiful downtown Eules behind the Branch Library"), and a healthy mix of news, music, and talk to capture the lead in morning drive with an 8.2 in Spring '86.

"I see the morning show as a big round table, where the crew is sitting enjoying coffee," states Dorsey. "There's one empty chair and that's for the listener. We try to keep the Morning Show topical as well as local."

Dorsey's Arbitron results are not the only indication of his popularity. His name is on billboards all over the Metroplex, and he has speaking engagements and personal appearances lined up months in advance. He has developed a loyal following and the freedom to play out his zany charades on the air from 6 to 10 every weekday morning. One of his bits, Hiney Wine, has become a marketing phenomenon in itself, resulting in a forthcoming wine cooler. Dallas commuters find the bumper-to-bumper traffic on the freeways a little more bearable during Dorsey's shift as well; they can always look forward to a session of his legendary Carobics ("... an exercise program for commuters stalled in traffic.")

Coyote Calhoun Medium Market

Coyote Calhoun is one of the privileged few who can be identified on a one-name basis, like Sylvia, Cher and Prince. Coyote has become so popular in his afternoon slot on WAMZ in Louisville, Kentucky, that the mention



Gathered with CMA President Rick Blackburn (far left) and Chairman Joe Galante (far right) are CMA Broadcast Personalities of the Year Terry Dorsey of KPLX, Dallas-Fort Worth (major market); Dana Webb of WBHP, Huntsville, AL (small market); and Coyote Calhoun of WAMZ, Louisville (medium market)

of his moniker instantly conjurs up visions of a jocular — albeit serious — personality who's not afraid to tickle your funny bone at any given moment. In addition to manning his afternoon time slot, Coyote serves as both music and promotions director. He seems to attend almost every local Country event, plugs his station on television, and is anxiously awaited by throngs of Louisvillians each weekday afternoon.

"I realize music is the criteria that makes us a success," proclaims the San Marcos, Texas native. "I also believe that humor, and acting like I'm having fun while I'm on the air can be a plus for keeping an audience and garnering new listeners."

"More music, personality radio, I have found — at least for myself — has been the best avenue for winning."

Coyote seems to be on the right track. His station, WAMZ, has just had the best book in its 10-year history, placing second in the Louisville market only to their sister station, WHAS.

"My goal is to keep this radio station a success in this market, and to be one of the forerunners in this industry that I love so much."

Dana Webb Small Market

"I came from a strong family, and I try to create a family atmosphere so the audience will feel as comfortable when listening to me as they do when

they are listening to a member of their own family."

That's how Dana Webb, program director of WBHP in Huntsville, Alabama sums up his approach to his highly-rated morning show entitled "Dana's Place". To say that Webb has had an impact on the Huntsville market would be an understatement. At the controls of the morning show of WBHP for less than two years, Webb brought the station's 6 to 10 a.m. ratings, total persons 12 plus, from a very respectable 11.5 to an outstanding 30.4 — in only one book! A native of Indiana, Webb came to the station with over ten years experience hosting his own radio program and "The Country Store" on PBS. Prior to that he was a teacher of radio and television at his former high school. He holds a master's degree and his name appears in "Outstanding Young Men of America" and "Who's Who in the Midwest". He is a past school board member and his hobbies include "doing whatever Karen (his wife) and the boys want to do."

Careerwise, however, Webb would relish the chance to channel his creative energies to the post of manager for a major market station. But, should he not reach that goal, he'll always have his family.

Says Webb, "I'll consider myself a success if someday my sons (Curren and Correy) ask me to be the best man their weddings."

AIRCHECK

Station WYAY

Inside Country radio circles, word has it that WYAY (Y-106) in Atlanta, Georgia is "aggressive". They're aggressive in music selection, advertising, on-air sound, and the way they speak of themselves. Some even say that WYAY is the future of Country Music radio.

"We're aggressive as far as wanting to meet the Y-106 listener and converting partisans of other music formats to Country Music," says the station's music director, Rhubarb Jones. "We're a very head-to-head radio station. We get out among the people."

Indeed, the aggressive posture has worked well for WYAY within the Arbitron ratings. Since the station's inception in June '84, it has leaped from relative obscurity to constant top-ten placings in the nation's 14th largest market.

"Our whole philosophy is fun, fun, fun," states the one-time CMA Broadcast Personality of the Year. "It's like our morning 'Zoo Crew'; we try to make waking up in Atlanta and driving on these expressways a little easier to deal with. We try to make it fun."

"Our target demo is 25 - 54 and our format clock makes radical changes throughout the day. In the morning we'll play material from Ray Stevens and Pinkard & Bowden. They may not be in the Top 100, but they're fun to listen to."

Stressing that their listening audience is well-rounded when it comes to sampling each aspect of the Country Music spectrum, Jones says that calls rarely, if ever, are received from "traditionalists" saying "that ain't Country" or others saying "that's too Country". Furthermore, Jones says that most phone research shows a definite liking for WYAY's music selection.

"In Atlanta the traditional Country fans also like to hear music from Linda Ronstadt and other 'non-traditional' artists. We feel Country Music is a lot more broad-based than what many people give the format credit for."

The Atlanta Country market was once dominated by a crosstown rival, but since WYAY began broadcasting, market-leading positions have become a race to the wire for each station with each new book.

"I don't think Atlanta had a fun, involved radio station until Y-106 came on the air. We're the fun Country station here. We're separating the cotton from the silk."

WYAY is also heavily promotion-oriented, with several promotions/contests running at one time. They opt to reward listeners with a multitude of smaller gifts (albums, t-shirts, concert tickets, etc.) rather than a single, long-running promotion with the winner receiving a single, outlandish prize.

"We did a concert promotion with Restless Heart recently," says Jones. "The only way to get in and see the show was to win a ticket from us . . . you couldn't

buy them at the local ticket outlet. We had a packed house when they came to Atlanta for their first time. Everybody went crazy over them!"

To keep the flow of the station at a constant level, WYAY balances the fun, the promotions, and the personalities with "at least ten songs in a row," but, according to Jones, it's not a situation where there's a segue after endless segue. The songs are either pre- or back-announced with information about the artist, song, album, or any other pertinent news of the release. The news at WYAY is focused in the morning, with traffic taking the front seat in the afternoon.

Declares Jones, "I think the reason that WYAY is a success is because, above all else, we're a family. This radio station is close . . . and we're a team."

18th Annual Country Radio Seminar Set

The 18th Annual Country Radio Seminar/Music Industry Professional Seminar has been set for February 19 - 21, 1987 at Opryland Hotel in Nashville.

Long known as the Country Music industry's premier academic gathering, the Country Radio Seminar includes various panel discussions (both short and long form), guest speakers, the annual recording artists/attendee cocktail reception, the Artist Radio Taping Session (ARTS), and the annual New Faces Show, featuring 10 of Country Music's newest hit makers.

"This year's seminar will feature a more detailed agenda, including several of the popular long-form sessions, as well as CMA's MIPS sessions," states Mike Oatman, president of the Country Radio Broadcasters. "In addition, we will be presenting several exciting speakers, all combined into a three-day learning/sharing experience."

For registration and additional information, contact Frank Mull, Country Radio Broadcasters, Inc., 50 Music Square West, Nashville, TN 37203; (615) 327-4488 or 329-4487.

Back-To-Back Breakers

The O'Kanes

- ★ The name O'Kanes is translated from the duo's combined last names — the "O" from Toledo, Ohio native Jamie O'Hara and the "Kanes" from Kieran Kane, born in Queens, New York.
- ★ Both men have been inordinately successful as songwriters: O'Hara scored The Judds' chart-topping hit "Grandpa (Tell Me 'Bout The Good Old Days)" and Kane penned "Gonna Have A Party" for Alabama.

Performing Rights Organization's Honor Industry's Finest

Photo by: Bill Preston



BMI's 1986 Robert J. Burton Award winners Dean Pitchford and Tom Snow for the song "Don't Call It Love" are applauded by BMI President, Frances Preston.

Photo by: Don Putnam



SESAC-affiliated writers Stan Webb and Jerry Gillespie accept awards for "Baby Wants" at SESAC's annual awards dinner. Pictured at the gala are SESAC VP Dianne Petty, Cynthia Rodgers and Doyle Brown, both of The Welk Music Group's Somebody's Music, Webb and Gillespie.

J.P. Pennington and Sonny Lemaire of Exile were honored with BMI's 1986 Songwriter of the Year award. The award, given to the writers of country music's most performed songs for the year, is shared with Dennis Morgan. Pictured at the Music Row-staged ceremony are (L to R) Lemaire; BMI Nashville VP Roger Sovine; Pennington; BMI President Frances Preston; and Morgan.



Photo by: Robert Johnson

Ronnie Milsap joins (L to R) ASCAP's Connie Bradley and Tim Wiperman of Warner Brothers Music to congratulate Troy Seals, winner of ASCAP's 1986 Writer of the Year honor.

Photo by: Don Putnam



Photo by: Don Putnam



Kendal Franceschi took SESAC's 1986 Writer of the Year award and was recognized, along with co-writer Quentin Powers with two additional awards, including video recognition, for "Whoever's In New England". Pictured at SESAC's invitation-only gala are (L to R) Franceschi, SESAC VP Dianne Petty, MCA Records VP Bruce Hinton, Tim Wiperman of Warner Brothers Music and Powers.

NEWSLINE

The finals for the **Willie Nelson/Wrangler Invitational**, a national talent competition for new rock, Country and rhythm and blues artists, will be held November 17 - 21 in Austin, TX. Vying for top honors will be the regional winners from competitions held over the past few months in Baltimore, New Orleans, Nashville, Houston, Seattle, St. Louis, Denver, Tampa, New York and San Diego. Each of the three national winners (one from each category) will receive Wrangler apparel, a one-year personal appearance contract with Wrangler, a music video for release, a performance spot on the nationally-televised finals, music equipment from Ibanez (guitars and basses), Tama (drums), Korg (keyboards), Marshall (amplifiers) and \$10,000 in cash.

The **Hollywood Radio and Television Society** is currently accepting entries for the **27th Annual International Broadcasting Awards**. Any company or individual engaged in creating or producing broadcast advertising may enter the competition. The person, company or producer who submits entries must be associated with the production of the commercials entered. Commercials eligible include those broadcast on television or radio anywhere in the world between December 1, 1985 and December 1, 1986, with the exception of those submitted in last year's competition. Commercials must not exceed three minutes in length. A series of three commercials for any product or campaign may be entered as a "series" in a "series" category only. The entry fees are: \$75 for each television entry, \$45 for each radio entry, \$150 for each television series entry, and \$90 for each radio series entry. For more information, please contact the Hollywood Radio and Television Society at 5315 Laurel Canyon, Suite 202, North Hollywood, CA 91607-2772. The telephone number is (818) 769-4313.

Freddy Fender has landed a role in **Robert Redford's** new film "The Milagro Beanfield War". Based on the book by John Nichols, the film tells the story of a water rights war in New Mexico. Making his film debut, Fender will play the part of Sammy Cantu, the mayor of Milagro. The movie is slated for a fall 1987 release.

JIMMIE RODGERS ON RECORD: AMERICA'S BLUE YODELER, a two-record set featuring 36 Rodgers' recordings is now available from Smithsonian Recordings. The set includes a booklet and annotated program by award-winning biographer and historian Nolan Porterfield. It can be ordered from Smithsonian Recordings, P.O. Box 23345, Washington, D.C. 20026. The price, for either lp or cassette, is \$16.98, plus \$2 for postage and handling.

The 1987 nominees for induction into the **Alabama Music Hall of Fame** were announced at a press conference held in Birmingham, AL recently. Nominees include: Lifework Award for Performing Achievement — **The Delmore Brothers, W.C. Handy, Erskine Hawkins, Dinah Washington, Sonny James and Lionel Richie**; Lifework Award for Non-Performing Achievement — **William Levi Dawson, Sam Phillips and Curley Putman**; and John Herbert Orr Pioneer Award — **Joe L. Frank, Sam Phillips and Jerry Wexler**.

Nominated for awards for Contemporary Achievement are: Governor's Sustaining Achievement Award for Popular Music — **Jimmy Buffett, the Temptations, Alabama, Lionel Richie, Emmylou Harris and George Jones**; Classical Performance Award — **Rachel Mathes, Eleanor Bergquist and Irene Jordon**; America's Music Award — **Alabama, Emmylou Harris and Lionel Richie**; Music Industry Award — **Hank Williams, Jr., the Temptations and Willie Ruff**; and Musical Creator's Award — **Muscle Shoals Rhythm Section, Curley Putman and Bill Lowrey**.

Winners of the awards will be announced January 15 at the Alabama Music Hall of Fame Induction Banquet and Awards Show, to be held at Birmingham's Boutwell Auditorium. Tickets for the Banquet and Awards Show are \$50, \$100 and \$150. Awards-Show-only tickets are \$5, \$10 and \$20. For ticket information, write Ticket Chairman, Birmingham Music Club/Junior Board, P.O. Box 76193, Birmingham, AL 35253.

George Strait, Conway Twitty and Johnny Lee are among the entertainers scheduled to perform on Country cruises in November and December. The scheduled cruises begin with George Strait, November 3; Conway Twitty, December 1; and on December 8, Johnny Lee, Lane Brody and Thom Bresh. Each Country cruise is a five-day event sailing through the Bahamas with stops in Freeport, Nassau and a secluded private island. Information on these cruises can be obtained by calling 1-800-433-1333 or if in Florida, 1-800-524-1524.

Nashville entertainer **Sherry Grooms**, along with her husband **Bob Skillen**, has written a song "Just Say No" to coincide with the on-going anti-drug campaign. The song is currently being heard statewide in Tennessee through radio and television public service announcements.

The official **1987 Country Calendar** is now available from the Country Music Foundation. The only one of its kind, the 12½ inch square datekeeper includes album-size photos of **The Judds, Kenny Rogers, Reba McEntire, Willie Nelson, George Strait, Hank Williams, Jr., Ricky Skaggs, Johnny Cash, Exile, Earl Thomas Conley, the Statlers and Alabama**. Hundreds of significant events and birthdays and important anniversaries for all the stars in Country Music, past and present, are noted in the calendar. To order the Official 1987 Country Calendar, send \$8.95 plus \$2.00 postage and handling to the Country Music Foundation Press, 4 Music Square East, Nashville, TN 37203. Trade discounts are available for orders of 10 or more calendars.

The deadline for entering the **35th annual BMI Awards to Student Composers** competition has been announced as **February 10, 1987**. Co-sponsored by the BMI Foundation, the competition will award \$15,000 to young composers. The contest is designed to encourage young composers in the creation of concert music and, through cash prizes, to aid in continuing their musical education. The 1986 - 87 competition is open to students who are citizens or permanent residents of the Western Hemisphere including North, Central and South American and Caribbean Island nations, and who are enrolled in accredited secondary schools, colleges or conservatories or are engaged in private study with recognized and established teachers anywhere in the world. Contestants must be under 26 years of age on December 31, 1986. Official rules and entry blanks for the 1986 - 87 competition are available from Barbara A. Petersen, Director, BMI Awards to Student Composers, 320 West 57th Street, New York, NY 10019.

Kenny Rogers' America: Sights and Insights, a book which reveals a collection of photographs taken by Rogers during his crisscrossing of America, has been published by Little, Brown and Company. The 128-page book, illustrated with more than 100 duotone photographs sells for \$24.95. Coinciding with the book's release, **The Country Music Hall of Fame and Museum** debuted a new 1,000 square foot gallery and a new exhibition on November 1st. "Kenny Rogers' America", an exhibition of 35 duotone photographs taken by the popular music star on his massive concert tours of the United States will be housed in the museum's new Thomas Hart Benton Gallery and will be on display through October, 1987. In addition to the "Kenny Rogers' America" exhibition, fans of the superstar will enjoy a film clip and Rogers' costume from "The Gambler" in the "Country Music and The Movies" exhibit. The electric bass he used as a member of The First Edition is part of the museum's instrument collection.

Dolly Parton has announced a six million dollar expansion for her mountain theme park, Dollywood, located in Pigeon Forge, TN. The expansion will include a unique, new, specially designed mammoth river ride named "White Lightning"; a children's fantasy area where kids can explore tunnels and mazes and climb towers as well as play on the actual movie sets brought to Dollywood from Dolly's new movie for television "The Christmas Angel" (scheduled to air on

ABC-TV in early December). These sets will be caravanned from "Hollywood to Dollywood" and become part of the new multi-million "Daydream Ridge" set to open in May, 1987. In addition, there will be a toy factory, a "lumber camp cookhouse" style restaurant, a candy factory and new craft shops. Dollywood, which hoped at the onset to have 750,000 visitors, had nearly 1.5 million visitors by the close of its first season, October 26.

The **New Mexico Country Music Association** held its fourth annual awards banquet on October 5th in Albuquerque. Charles Moran, radio personality and program director of KRST/KRZY Radio in Albuquerque, hosted the event. Award winners included: Female and New Female Vocalist — **Darlene Johnson**; Male and New Male Vocalist — **Gary Johnson**; Vocal Group — **Leather & Lace**; Instrumentalist — **Gary Johnson**; Songwriter — **Coleen Oldham**; New Group — **Heartline Express**; Instrumental Band — **Leather & Lace**; and Entertainer of the Year — **Bobby Buttram**.

Reba McEntire was the focus of a month-long promotion in nearly 200 Camelot stores nationwide during October. Sponsored by **MCA Records/Nashville**, **Camelot Music** and **Jeep**, the promotion included special store displays set up in each outlet with Reba's album, **WHAT AM I GONNA DO ABOUT YOU**, retailing for \$6.99. With the purchase of each cassette, buyers automatically received a free promotional wooden crate which holds 10 cassettes, and fans could enter to win the grand prize, a brand new Jeep Comanche truck.

Complimentary copies of the **Country Music Hall of Fame and Museum's** new holiday catalogue are now available. Hundreds of one-of-a-kind gift items for fans of Country Music are listed in the catalogue. To order a complimentary copy, write the Country Music Hall of Fame and Museum, Dept. M, 4 Music Square East, Nashville, TN 37203.

Lee Greenwood returned "home" to Sacramento recently to auction artist memorabilia benefitting The Stanford Home for homeless children. Besides Greenwood's personal donations, some of the items auctioned included **Barbara Mandrell's** briefcase, **Kenny Rogers'** autographed jacket and **Waylon Jennings'** tennis shoes. As an extra, Greenwood announced that he would serenade the highest female bidder at his stage show the following evening. Top dollar was paid by one of his high school buddies resulting in the highest paid item of the afternoon.

RCA Records, **Dodge Trucks** and **The Nashville Network** (TNN) have united promotional efforts around a Christmas campaign featuring **Ronnie Milsap** as spokesman. Centerpiece of the campaign is a VideoView contest designed to spotlight RCA's **CHRISTMAS WITH RONNIE MILSAP** lp; the introduction of the new Dodge Dakota, the first mid-size American built truck; and TNN music video programming. Winner of the eight-week promotional blitz, which began October 20, will receive a Dodge Dakota truck and a VIP trip to a Milsap concert. Entrants must watch TNN's music video series, "VideoCountry" and "CountryClips", for contest details.

Fischer & Lucus, Inc., a national record promotion and distribution company, has moved to 1618 16th Avenue South, Nashville, TN 37212. The new telephone number is (615) 292-3611.

Sarah Stein Publicity has relocated to 4309 Nebraska Avenue, Nashville, TN 37209; (615) 383-7987.

The Nashville-based **Hyland Company** has moved to 1001 18th Avenue South, 37212. the new telephone number is (615) 321-0344.

Lane Brody made her dramatic acting debut November 1st when she played the part of Country singer Jenny Jamison in the new ABC series "Heart of the City". Brody sang three of her newest recordings during her guest appearance.

The **National Music Council** has relocated its headquarter's office to 45 West 34th Street, Room 1010, New York, NY 10001. The new phone number is (212) 563-3734.

Jim Foglesong, president of Capitol/EMI America's Nashville division, has been named chairman of a newly created Recording Industry Association of America committee on Country Music. Designed to serve as a catalyst to exchange ideas and information, the committee will meet twice a year to address various timely and pertinent topics in the recording industry. Two similar committees representing jazz and classical music have also been formed.

Ernest R. Breech, **Albert E. Brumley**, **Lester E. Cox** and **John Smith Phelps** were inducted into the **Ozark Hall of Fame** October 19th. The four inductees were honored at a ceremony at the Ralph Foster Museum in Point Lookout, MO.

Cathy Gurley & Associates has moved. The new address is 48 Music Square East, Nashville, TN 37203. The phone number remains the same, (615) 255-2412.

On This Day . . .

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 and 1787, so that our readers can focus on the events leading up to the Constitutional Convention in Philadelphia in the summer of 1787.

Nov. 14, 1786 Samuel Osgood wrote John Adams about the need for a stronger central government

Dec. 4, 1786 Madison supported the establishment of district courts to relieve the judicial burden

Dec. 12, 1787 Pennsylvania ratified the constitution

Media

(continued from page 3)

Dolly Parton's first movie for television, "Dolly's Smokey Mountain Christmas", will air Sunday, December 14, at 9:00 p.m. (EST) on ABC-TV. The two-hour film, which stars Parton, with **Lee Majors**, **Anita Morris**, **Bo Hopkins** and **Dan Hedaya**, along with a brood of adorable children, was directed by **Henry Winkler**. "Dolly's Smokey Mountain Christmas" is the heartwarming tale of a world-weary entertainer (Parton) who returns home to Tennessee for Christmas to regain her run away from the local orphanage. The heroine helps rescue the kids with the aid of Mountain Dan (Lee Majors), with whom she becomes romantically involved.

AMUSEMENT BUSINESS has published its 1987 edition of the *AudArena Stadium International Guide*. The directory is the most comprehensive booking source in the industry and is used by managers, promoters, producers, booking agents and other buyers throughout the year. Included in the guide are more than 5,000 listings of arenas, auditoriums, grandstands and other types of venues in the U.S., Canada and overseas. Information in the listings includes addresses and phone numbers, size and square footage of exhibit and performance areas, seating capacities, concession and catering information, parking availability and more. Copies of the *1987 AudArena Stadium International Guide* are available for \$50 per copy. Orders must be prepaid and sent to: **AMUSEMENT BUSINESS**, Single Copy Dept., P.O. Box 24970, Nashville, TN 37202.

The **Country Music Foundation** has added another special publication to its library. *Cooking With The Country Music Stars* is a cookbook with more than 200 pages filled with hundreds of recipes from the kitchens of Country stars. The hardbound, full-color cookbook can be ordered from the Triple M Company for \$14.95 (plus \$2.00 postage and handling). Send a check or money order to the Triple M Company, P.O. Box 720114, Atlanta, GA 30358.

Alabama will debut in their first network television special November 28. The special, "My Home's In Alabama", will be telecast over CBS-TV at 8:00 p.m. EST. Scheduled performances include **The Judds**, **Willie Nelson**, and **The Charlie Daniels Band**.

George Strait will appear as special guest on "Perry Como's Christmas in San Antonio", an ABC-TV special tentatively scheduled for airing December 6. The special was taped in San Antonio in early November. Also appearing on the special will be **Angie Dickinson** and **Julie Migenes-Johnson**.

UPDATE

New Companies

Sharon Dengler and Curtis Pittman have announced the formation of **Multi Talent Entertainment, Inc.**, a full-service booking agency and artist development company with offices in Nashville and Tyler, TX. Offices for Multi Talent Entertainment are located at 4815 Trousdale Drive, Suite 350, Nashville, TN 37220 or P.O. Box 5100, Suite 108, Tyler, TX 75712; (214) 825-6957.

Bob Tanner and TNT Records are back in business after 20 years retirement. For more information, contact TNT Records at 1422 West Poplar Street, San Antonio, TX 78207; (512) 732-6176.

Monterey Peninsula Artists has opened a Nashville office under the name of **Monterey Artists**. Monterey Artists is a talent agency currently booking the Nitty Gritty Dirt Band, Juice Newton, Vince Gill, Nicolette Larson, Lyle Lovett, and New Grass Revival. For more information, contact Steve Dahl at Monterey Artists, 33 Music Square West, Nashville, TN 37203; (615) 726-0950.

Jerry Duncan has announced the formation of **Starter Promotions**, a full-service record promotion company placing emphasis on chart reporting stations considered "starter stations". For more information, contact Starter Promotions at P.O. Box 110791, Nashville, TN 37222; (615) 331-4967.

Trend Music Group, a music publishing firm, has opened a West Coast office. For more information, contact Trend Music Group, Box 121708, Nashville, TN 37212; (615) 242-2885 or Trend Music Group, 869 East Foothill Blvd., Upland, CA 91786; (714) 981-0337.

On The Move

Joe Galante has been promoted to the position of vice president and general manager for RCA Records, Nashville.

Angela Therber has joined Song Source Inc. and Sixteenth Avenue Sound as administrator for publishing and studio operations.

Rob Battle has joined Entertainment Artists, Inc. as an agent.

Jeff Blake has been appointed to the position of vice president of marketing for The Benson Company.

Norma Gelin has assumed the position of head of national promotion for Ross Records.

Gene Edwards has joined Market Development Group, Inc. as vice president of marketing and promotion.

Stan Hitchcock has been named vice president of Country Music Television.

Susan M. Kraus has been promoted to vice president, media relations, in the department of public affairs and communications for the National Association of Broadcasters.

Chris A. Durney has joined the National Association of Broadcasters as editor of RADIOACTIVE.

Gary E. Girard has joined the National Association of Broadcasters as Northeastern regional manager.

Celia Hill has been promoted Nashville director of professional activities for the Chappell/Intersong Music Group - USA.

Johnny Austin has joined WQHK, Fort Wayne, IN as program manager.

Cynthia Spencer has joined the staff of Susan Hackney Associates and will head the company's new branch office in Ft. Worth, TX.

Darryl Brown has been promoted to vice president/group director, ABC Radio Networks.

Gary R. Ingersoll has been appointed to the position of president of Word, Inc.

Eve Vaupel has been appointed public relations liaison for the Nashville membership office of the American Society of Composers, Authors and Publishers (ASCAP).

James Yelich has joined the Jim Halsey Company as an agent.

Bill Satterfield and **Bill Carlton** have joined World Artist Entertainment in Nashville as agents.

John Robert "Rob" Schmid has been appointed to the staff of the Radio Advertising Bureau as executive producer in the communications department.

Leslie Schaffer has been promoted to the position of national sales manager for KNIX AM/FM in Phoenix, AZ.

Bob Bernstein has been promoted to the position of local sales manager for KNIX AM/FM in Phoenix, AZ.

Darryl Whitehead has joined MJI Broadcasting as promotion director.

Rene Ray has joined the staff of Country Music Television as affiliate relations manager.

Philip J. Giordano was recently appointed senior vice president, ABC Radio Network.

Ben E. Payne, Jr. has been appointed to the position of operations manager for the Musiplex Group.

Sharon Rone and **David Kiswiney** have joined the staff of Bobby Roberts Entertainment Corporation as artist representatives; **Cheryle Culbertson** has been appointed administrative assistant.

Brenda Bissett and **Robert C. Allen** have recently joined the staff of WCAO Radio, Baltimore, MD as air personalities.

Mac Allen has joined SESAC Inc. in its broadcast licensing division.

Jay Christian has joined the staff of WGAR Radio, Cleveland, OH as operations manager and program director.

Signings

Max D. Barnes and **Chick Rains** to Terrace Entertainment Corporation . . . **Ronnie Sessions** to Compleat Records . . . **Leon Everette** to Buddy Lee Attractions . . . **Almost Brothers** to the Jim Halsey Company . . . **Carman** to The Benson Company . . . **Lyle Lovett** to Chuck Morris Entertainment . . . **Tony Joe White** to The Mooreland House Music Group . . . **Kellie & Company** to Comstock Records . . . **Tom Campbell** to Uncle Artie Music (ASCAP) . . . **Jeff Stevens and the Bullets** to Atlantic America Records . . . **Johnny Lee** to McFadden Artists Corporation . . . **The Cannons** to Mercury Records . . . **Leroy Van Dyke** to Triangle Talent . . . **Char Lene** to Part Two Records . . . **Rick and Val** to New Talent Promotions . . . **Sherri London** to Compleat Records . . . **Suzy Bogguss** to Capitol Records . . . **Gary Burr** and **Garwin Music** to Terrace Entertainment Corporation . . . **Orleans** to Bobby Roberts Entertainment . . . **David Slater** to the Jim Halsey Company . . . **Billy Joe Burnette** to Orbit Records . . . **Becky Cruse** and **Gary Leach** to The Benson Publishing Group . . . **Glenn Garrett** and **Dave Clark** to The Benson Publishing Group.

Awards

Bill Monroe was presented with a Lifetime Achievement Award from FRET'S magazine during a September 17th appearance on The Nashville Network's "Nashville Now". GPI Publications' director of operations Roger Siminoff presented the award.

Loretta Lynn has received a Golden Plate Award from the **American Academy of Achievement**. The honor, presented each year to approximately 40 individuals, recognizes men and women who have made exceptional accomplishments in the sciences, professions, business, industry, arts, literature, sports, entertainment and public service fields.

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Highlights of TBEM '86



Photo by: Alan Mayor

T. Graham Brown goes to great lengths to "rock it" for his TBEM showcase audience.

Lon Varnell (center), recipient of the second annual SRO Award, is surrounded by (L to R) 1985 SRO Award winner Hap Peebles, Lynn Anderson, John Anderson and Tony Conway, chairman of the 1986 Marketplace.



Sweethearts of the Rodeo-(L to R) Kristine Arnold and Janice Gill-give the attendees a taste of their talents during one of the three showcases at the '86 TBEM.



Photo by: Alan Mayor

Ken Kragen delivers the keynote address during the opening of the '86 TBEM.

New Grass Revival made a deal with Monterey Artists during the TBEM festivities. Supervising the signing is CMA Executive Director Jo Walker-Meador (far right) with (L to R) Monterey Artist's Steve Dahl, New Grass Revival members Bela Fleck, John Cowan, Sam Bush and Pat Flynn and Monterey's Fred Bohlander.



Photo by: Beth Gwinn

FACTFILE

NOVEMBER

(*denotes birthdays)

- 15 ***C.W. McCall (William Fries)**; Audobon, Iowa
*Petula Clark
- 16 ***Earl Bolick (Blue Sky Boys)**; Hickory, North Carolina
***Troy Seals**; Big Hill, Kentucky
Johnny Cash appears on Country charts for very first time with "Cry, Cry, Cry", 1955
Oklahoma becomes 46th state to enter Union, 1907
- 17 ***Gordon Lightfoot**; Orilla, Ontario, Canada
***Archie Campbell**; Bulls Gap, Tennessee
***Gene Clark**; Tipton, Missouri
Congress convenes in Washington, D.C. for first session, 1800
Henry Longfellow's first poem published, 1820
Suez Canal opens, 1869
- 18 ***Jacky Ward**; Groveton, Texas
***Brenda Vaccaro**
U.S. adopts Standard Time, 1883
Alben Barkley marries; the first Vice President to marry while in office, 1949
- 19 ***Jerry Foster**; Tallapoosa, Missouri
***Dick Cavett**
***James Garfield**
Lincoln delivers Gettysburg Address, 1863
- 20 ***Eck Robertson**; Amarillo, Texas
***Robert F. Kennedy**
President Kennedy signs Executive Order forbidding racial and religious discrimination in federal housing, 1962
- 21 ***Jean Shepard**; Pauls Valley, Oklahoma
***Marlo Thomas**
***Goldie Hawn**
Jean Shepard employed by the Grand Ole Opry, 1956
Flatt and Scruggs' first record for CBS, 1950
Thomas Edison announces that he has invented a "talking machine", 1877
- 22 ***Hoagy Carmichael**
***Billie Jean King**
Steve Sholes of RCA Records pays Sam Phillips \$35,000 for Elvis Presley's contract and master tapes, 1955
President John F. Kennedy assassinated in Dallas, 1963
Lyndon Johnson sworn in as President, 1963
- 23 ***Franklin Pierce**
***Abigail Smith Adams**
Spade Cooley dies, 1969
- 24 ***Johnny Carver**; Jackson, Mississippi
***William F. Buckley, Jr.**
WILLIE NELSON SINGS KRIS KRISTOFFERSON enters the Country charts, 1979
Lee Harvey Oswald killed in Dallas, 1963
- 25 ***Biff Collie (Hiram Abiff Collie)**; Little Rock, Arkansas
***Ricardo Montalban**
***Joe DiMaggio**
Last free election held in Russia, 1917
President John F. Kennedy buried in Arlington National Cemetery, Arlington, Virginia, 1963
- 26 ***Eric Sevareid**
***Rich Little**
***Robert Goulet**
Dottie West debuts on the Country charts with "Let Me Off On The Corner", 1963
- 27 THANKSGIVING DAY
***R.J. Blackwood**; Memphis, Tennessee
***Eddie Rabbitt**; Brooklyn, New York
***Carl Walden**
Army War College authorized, 1901
- 28 First WSM Barn Dance program broadcast in Nashville, 1925
President Lincoln formally adopts the last Thursday in November as a day of general thanksgiving, 1863
America's first automobile race started with six cars on a 55-mile round-trip from Chicago's Jackson Park to Evanston, Illinois, 1895
- 29 ***Merle Travis**; Ebenezer, Kentucky
***Jody Miller**; Phoenix, Arizona
Johnny Horton wins Grammy for "Battle Of New Orleans", 1959
Coffee rationing begins, 1942
- 30 ***Teddy Wilburn**; Thayer, Missouri
***Dick Clark**
***Samuel Clemens (Mark Twain)**
First fiddling contest held in America, in Hanover County, Virginia, 1736
David Allan Coe makes his debut on the Country charts with "(If I Could Climb) The Walls Of A Bottle", 1974
- 3 ***Rabon Delmore**; Elkmont, Alabama
***Ferlin Husky**; Flat River, Mississippi
***Hubert Long**; Poteet, Texas
***Paul Gregg (Restless Heart)**; Altus, Oklahoma
First human heart transplant, 1967
Illinois becomes 21st state of the union, 1818
- 4 Rabon Delmore dies, 1952
World's longest airlift begins, 1958
- 5 ***Don Robertson**; Peking, China
***Walt Disney**
***Martin Van Buren**
Alabama is the first Country group to receive multi-platinum award, 1984
Wolfgang Amadeus Mozart dies, 1791
- 6 ***Helen Cornelius**; Hannibal, Missouri
Thomas Edison invents the phonograph, 1877
Gerald Ford sworn in as Vice President in wake of the resignation of Spiro Agnew, 1973
- 7 ***Bobby Osborne**; Hyden, Kentucky
***Ronnie Sessions**; Henrietta, Oklahoma
***Hugh X. Lewis**; Cumberland, Kentucky
***Gary Morris**; Fort Worth, Texas
Bill Boyd dies, 1977
Japanese attack Pearl Harbor by air, 1941
- 8 ***Jean Ritchie**; Viper, Kentucky
***Floyd Tillman**; Ryan, Oklahoma
***Greg Allman**
***Flip Wilson**
American Federation of Labor founded, 1886
Sixteen of Charles Dickens' books are bestsellers in America, 1859
- 9 ***David Houston**; Bossier City, Louisiana
***Billy Edd Wheeler**; Whitesville, West Virginia
***Sylvia (Sylvia K. Rutledge)**; Kokomo, Indiana
***Beau Bridges**
***Donny Osmond**
The first Christmas Seals are printed, 1907
- 10 ***Johnny Rodriguez**; Sabinal, Texas
WSM Barn Dance becomes Grand Ole Opry, 1927
Charlie Rich's "The Most Beautiful Girl" awarded a Gold single, 1973
- 11 ***Brenda Lee**; Conyers, Georgia
Hank Williams' first recording session, 1946
Fiddlin' John Carson dies, 1949
John D. Rockefeller, Jr. offers land along the East River for United Nations headquarters, 1946

- 12 *Frank Sinatra
Beethoven (age 22) has first musical lesson from Haydn. It cost 19 cents, 1792
Golf tee patented, 1899
- 13 *John Anderson; Apopka, Florida
*Randy Owen; Ft. Payne, Alabama
*Dick Van Dyke
Lulu Belle and Scotty Wiseman married, 1934
Jimmy Dean's BIG BAD JOHN lp becomes first Country record certified Gold, 1961
- 14 *Charlie Rich; Colt, Arkansas
*Nostradamus
Roald Amundsen and four others discover South Pole, 1911
George Washington dies, 1799
- 15 *A.P. Carter; Maces Spring, Virginia
*Rose Maddox; Boaz, Alabama
*Jerry Wallace; Kansas City, Missouri
*Ernie Ashworth; Huntsville, Alabama
The Bill of Rights becomes effective, 1791
- 16 *Earl Bolick; Hickory, North Carolina
*Jim Glaser; Spalding, Nebraska
*Beethoven
Boston Tea Party, 1773
Battle of the Bulge, 1944
- 17 *Nat Stuckey; Cass County, Texas
*Karl Victor Davis; Mount Vernon, Kentucky
Orville and Wilbur Wright fly the first powered airplane, 1903
- 18 *Wilf Carter; Guysboro, Nova Scotia, Canada
*Ty Cobb
The 13th Amendment is ratified, 1865
- 19 *Bill Carlisle; Wakefield, Kentucky
*Little Jimmy Dickens; Bolt, West Virginia
*John McEuen (NGDB); Oakland, California
*Janie Frickie; South Whitney, Indiana
- 20 *Skeeter Willis; Coalton, Oklahoma
- *Harvey Firestone
Elvis Presley receives draft notice, 1957
Louisiana Purchase, 1803
South Carolina becomes first state to secede from the Union, 1860
MONOPOLY board game invented, 1935
- 21 *Freddie Hart; Lochapoka, Alabama
*Albert Lee; Hertfordshire, England
- 22 *Hawkshaw Hawkins; Huntington, West Virginia
*Red Steagall; Gainesville, Texas
*Karen Taylor-Good; El Paso, Texas
Merle Haggard begins a four-week stay at the top of the charts with "If We Make It Through December", 1973
- 23 Jack Greene employed at the Grand Ole Opry, 1967
Hank Snow debuts for the first time on the American Country charts with "Marriage Vows", 1949
"The Gambler" by Kenny Rogers tops the charts, 1978
- 24 CHRISTMAS EVE
*Lulu Belle; Boone, North Carolina
*Stoney Edwards; Seminole, Oklahoma
John Edwards dies, 1960
- 25 CHRISTMAS DAY
*Alton Delmore; Elkmont, Alabama
*Jimmy Buffett; Mobile, Alabama
*Barbara Mandrell; Houston, Texas
*Steve Wariner; Noblesville, Indiana
- 26 *Ronnie Prophet; Calmut, Quebec, Canada
*Bob Carpenter (NGDB); Philadelphia, Pennsylvania
- 27 *Scotty Moore; Gadsden, Tennessee
*Tracy Nelson; Madison, Wisconsin
Merle Haggard debuts on the Country charts with "Sing Me A Sad Song", 1963
- 28 *Dorsey Burnette; Memphis, Tennessee
*Woodrow Wilson
Glen Campbell debuts on Country charts with "Kentucky Means
- Paradise', 1962
Chewing gum patented, 1869
- 29 *Rose Lee Maphis; Baltimore, Maryland
*Ed Bruce; Keiser, Arkansas
Massacre at Wounded Knee, 1890
- 30 *Skeeter Davis (Mary Francis Penick); Dry Ridge, Kentucky
*John Hartford; New York, New York
*Rudyard Kipling
*Michael Nesmith
- 31 *Rex Allen; Willcox, Arizona
*Fred Carter; Winsboro, Louisiana
*John Denver (John Henry Deutschendorf); Rosewall, New Mexico
Roy Rogers and Dale Evans marry, 1947

[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), *Another Beautiful Day* by Rod McKuen (Harper & Row), *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.]

Awards

(continued from page 20)

Nashville's Mayor Richard Fulton presented WSM Radio the Media Award of the Year at a reception sponsored by the mayor's advisory committee for handicapped persons October 10. WSM was honored for its continuing coverage of handicap concerns in the Nashville area, with particular recognition given to the work of WSM News Director Jerry Dahmen in his "I Love Life" series. The "I Love Life" series focuses on Nashvillians who normally don't get any publicity or recognition, but who have overcome major obstacles or problems to give something back to other people.

Buddy Lee, president of Buddy Lee Attractions, Inc. was named 1986 Agent of the Year by the National Association of Talent Directors (NATD). Willie Nelson presented the award to Lee on behalf of NATD at a private, surprise ceremony October 14 in Nashville. Lee, a 36-year veteran of the entertainment business represents a number of top Country artists, including Waylon Jennings, Nelson and Emmylou Harris.

DATEBOOK

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.

November

- 20-22 Billboard's Video Music Conference / Sheraton Premiere Hotel / Universal City, CA
28 - Indy Country Showcase and Expo
Dec. 2 '86 / Hacienda Resort and Convention Center / Fresno, CA / Call (209) 442-3331 for details

December

- 1-4 International Association of Fairs and Expositions / 14th annual convention and trade show / MGM Grand / Las Vegas, NV / Call (417) 862-5771 for details

January

- 15 Alabama Music Hall of Fame Second

Induction Banquet and Awards Show / Boutwell Auditorium / Birmingham, AL

21-22 CMA Board of Directors / Reach Hotel / Key West, FL

- 26 American Music Awards / Shrine Auditorium / Los Angeles, CA
26-30 MIDEM '87 / Cannes, France
30- SPBGMA 13th Annual Bluegrass
Feb. 1 Music Awards & National Convention / Mariott / Nashville, TN / Call (816) 665-7172 for details
31 International Bluegrass Music Association (IBMA) annual convention / Nashville, TN

February

- 13-18 National Association of Campus Activities (NACA) Convention / Opryland Hotel / Nashville, TN

19-21 CRS/MIPS / Opryland Hotel / Nashville, TN

- 20-21 GAVIN Seminar for Media Professionals / The Westin St. Francis / San Francisco, CA / Call (415) 392-7750 for details
24 29th Annual Grammy Awards / Shrine Auditorium / Los Angeles, CA

March

- 28-31 NAB Convention / Dallas, TX / Call (202) 429-5300 for details

April

- 5-9 Gospel Music Association "GMA '87" / Nashville, TN
6 Academy of Country Music Awards / Knott's Berry Farm / Los Angeles, CA
9 Gospel Music Association Dove Awards / Nashville, TN

"Lost In The Fifties Tonight (In The Still of The Night)" was named ASCAP Song of the Year at the organization's annual awards ceremony in October. Pictured (L to R) are writers Troy Seals and Mike Reid; Joyce Milsap and Ronnie Milsap, the artist; and Rob Galbraith of Lodge Hall Music.

Photo by: Don Putnam



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