

Close Up

M A G A Z I N E August 1987



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Hank Williams, Jr. is surrounded by some of his "rowdy friends" - Jeff Stevens and the Bullets - after a recent concert performance. Pictured backstage are (l to r) Terry Dotson, Warren Stevens, Williams and Jeff Stevens.



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Close Up

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On The Cover . . .

Hank Williams, Jr.

Hank Williams, Jr., the legendary son of a legendary father, has been performing for three decades, and at age 38 has racked up a considerable number of trophies and accolades. But some of his greatest accomplishments have come in the first six months of 1987. To date, close to a half million fans have attended 48 Hank Williams, Jr. concerts at which he debuted his landmark one and a half million dollar stage show, perhaps the most elaborate ever for a Country entertainer. His 55th career album, **BORN TO BOOGIE**, was released in July. He is one of the few acts ever to sell out the mammoth Omni Center in Atlanta and just recently he broke Elton John's previous attendance record at Nashville's Starwood Amphitheatre by playing to over 15,000 frenzied fans. Williams is the only living artist ever to have nine albums on the **BILLBOARD** record chart at the same time. The only other person ever to accomplish this feat was Elvis Presley. In the past eight years, Williams has won awards from both the Country Music Association and the Academy of Country Music, received 10 songwriting awards from BMI, posted seven number one singles and seven number one albums, racked up 14 gold albums and two platinum albums, and recorded with such American legends as Ray Charles, Willie Nelson, Huey Lewis, Waylon Jennings, Tom Petty, George Jones, Dickie Betts and George Thorogood. Yet despite all the other honors, Williams says the most exciting night of his life was when he won the 1987 Academy of Country Music's Entertainer of the Year Award in April, 1987. "As I walked up to the stage, I had the feeling that Momma and Daddy were watching me, and when I took hold of the award, I heard Daddy say 'Go get 'em, Bocephus.' I swear I felt Daddy pumping through my veins that night!"

Williams has been confirmed to perform on the 21st Annual CMA Awards Show October 12.

Nanci Griffith

Although her name and music may as yet be unfamiliar to many Country Music listeners, Nanci Griffith has become almost a cult hero to a new generation of music lovers. The Texas-born-and-raised Griffith brings to Country Music a sterling pedigree which includes almost two decades of dues-paying, road-wearing experience in the nation's clubs and coffeehouses. Like her music, Griffith personifies the oft-titled "New Breed" of Country entertainer — bright, honest, articulate, intelligent, insightful and independent. Although recently signed to MCA Records/Nashville, the just-turned 34-year-old (July 7) Griffith began playing Austin clubs at age 14. While a lifetime love affair with literature prompted her to pursue an education degree at the University of Texas, she soon abandoned a classroom career for one in music. She recorded her first album, *THERE'S A LIGHT BEYOND THESE WOODS* in 1978 on B.F. Deal Records. She followed four years later with *POET IN MY WINDOW* on the Featherbed label, later releasing two highly-acclaimed albums on Philo/Rounder: *ONCE IN A VERY BLUE MOON* (1985) and *THE LAST OF THE TRUE BELIEVERS* (1986). Her trademark album cover photographs depicted the young singer/songwriter/author clutching a couple of novels by her favorite authors — Eudora Welty, Larry McMurtry or Carson McCullers. Griffith's debut effort for MCA, *LONE STAR STATE OF MIND*, has gained critical media attention and has been perched on the UK Country album charts for weeks. Although she tours 75 percent of the time, she recently met with *CLOSE UP* in her Nashville publicists' office to recount the various facets of her career.

CU: You are credited with being at the forefront of what is being called "Nashville's New Integrity". You tried once before for a career in Nashville with no success. Why do you think the climate is right now where it wasn't before?

NG: Maybe I've grown. That may be part of it. Also, it seemed like for a long time "singer/song-writer" was a bad word. What really helped me and helped me get major label offers and establish credibility was that I had to go out and literally drive myself across America — crisscross back and forth for a good eight years — and really pay some dues. Other artists often don't have to do that to get viability with a major label. My albums *ONCE IN A VERY BLUE MOON* and *LAST OF THE TRUE BELIEVERS* sold as well as some major label Country albums that were at the top of the charts. I think that created a commercial market for me, and I think my audience did that for me across the country.

CU: What kept you going through all that? You've been at it since you were 14. . . .

NG: My audience! They've been so supportive and have grown and helped me grow and given me



characters for my little character songs. They've created a market for me and for Nanci Griffith that would never have existed without them.

CU: Apparently you have a very loyal following.

NG: They are — they're great! They're a very young audience, they average between 15 and 30; they buy records; they read; and I've always been very proud that my

albums have always been on the college charts. And now that commercial Country radio is starting to play me some (they've been very reluctant), but they are starting to give me some airplay, and my audience is listening to Country radio where they weren't before. I love it! I love looking out into my audience and seeing young people with punk do's having a great time while sitting next to someone with a bolo tie on — very straight-laced Country.

CU: Why do you think Country radio has been a little reluctant to play your songs?

NG: They'd always been told that I was folk, and folk music was a bad word, so they didn't want to play me on Country radio. Even though my version of "Love At The Five And Dime" on Rounder Records was more Country than Kathy Mattea's, they still looked at Nanci Griffith as being a folk artist. I think it's going to be awhile before Country radio decides that I'm here to stay.

CU: What got you into singing and songwriting, and which came first?

NG: I think I've been writing songs for as long as I've been able to hold a guitar in my lap, and I started playing guitar when I was six. The literature, of course, is a great escape from everything. It still is. I'm sure everyone uses it for that, hopefully. It gives you a chance to do anything or be anybody you want to, and writing enables you to do the same thing.

CU: Especially the kind of material you write. Do you think a lot of that comes from your Texas background?

NG: I think that Texas writers have always been very colorful, basically because there's not much visual color around them. You learn very early in life to use your imagination.

CU: What made you, at 14 years old, decide to go out and start appearing in clubs?

NG: I loved the music so much, and when I was at that young age, my greatest influences were all living in Austin, and they were all performing solo, and that became something I really wanted to do. At 14, I wanted to sound just like Carolyn Hester and I wanted to

write just like Michael Murphey and Jerry Jeff Walker, then eventually develop my own character. I think it depended on surroundings, and that's what surrounded me. The mystic of performing — the joy of which seemed to be there — and the familiar warmth between audience and performer was so special.

CU: Were you doing this on the weekends, after school, and when did you start actually touring?

NG: I really started touring full-time around Texas and Louisiana and the South when I was about 21. I didn't branch out until about eight years ago, then started extensively going out around the U.S.

CU: Were you working totally on your own without a band or booking agent?

NG: I did all my own booking up until about three years ago. I did all my own management until a year ago — all my own record contracts — I did everything myself, and really appreciate that I had to do that. At the time I thought, "Why doesn't somebody want me? Why do I have to do all

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this myself?' But now I'm glad because I know every aspect of my business. Nothing can get past me. A lot of artists are never given the opportunity to learn that.

CU: Do you find it unusual that Nashville label executives are telling people like you, The O'Kanes, Foster & Lloyd and Lyle Lovett, to go in and do your own thing and 'don't let us mess with you'?

NG: It's not unusual for me, because I never expected commercial success. I had reached the top of the acoustic music field with my records on Philo/Rounder, and it really wasn't important to me. That was the brass ring for me. So I would never put up with anything else except having control — being able to co-produce my own products. I'm too old and stubborn to change now.

CU: You've written a novel, and are writing a second one, and you write your own songs. Does it split your focus? Do you find yourself sometimes being pulled in half a dozen different directions? Do you say 'this week I just really want to be a songwriter? Or an artist?'

NG: Every once in a while I just really get frazzled and feel like I'm really being pulled. I was going through one of those periods and Harlan Howard, who's been my best pal here in Nashville, said, 'I'm gonna tell you something I really believe — You're a writer first, who just happens to be lucky enough to be able to sing. And when you're my age I hope you'll find that you haven't wasted your time — that you're still as productive a songwriter as you are a singer.' And that really hit home, because that's really what I am. I'm a writer first. And when I do get frazzled and feel like there's too many things pullin' at me, something snaps and I'll say, 'This has got to stop,' and I'll shut everything off and go on automatic for a couple of days just to get everything cleared out of my head.

CU: When do you find time to do all this — to do all the parts that make up you?

NG: I think writing makes its own time. It's a necessity of life for me, and because I've always been a regimented writer and worked every day on it, if I go a day without writing, it's like a smoker going a day without a cigarette. It's something that I have to have. I write most of my music on the road. My prose work, my short stories and my novels, I do at home.

CU: What was your first novel about?

NG: It's about three generations of Texans. The title *Two of a Kind Heart*, comes from the propinquity between them. It seems no matter how modern Texas gets we come out just as stubborn as the generation before us.

CU: And your second novel is about the Jersey Shore during the 1940s? How did you come up with that idea?

NG: That's always been very intriguing to me. There was an old Edward Hopper painting about the Jersey Shore and it was so busy, plus that era always really intrigued me — it was such a romantic place.

CU: Do you have to do a lot of research?

NG: Yes, I've done a lot of research. *Love Wore a Halo Before the War* is the working title of it and also the song that's come from it. I didn't know very much about New Jersey — I do now, but the research has been fun. Oral history to me is so much more important than written research, and I try to get as much oral history as I can, from people of that age, than I do sitting in a library.

CU: I think it's very refreshing to see the emergence of lots of strong women on the charts lately. Do you see that as a good sign?

NG: Somewhere along the line women became some kind of victims. Not only that, but the

lyrics to those songs pitted women against women. A hit a couple of years ago even ostracized a woman because she was single. What Country Music was for me when I was young was the Carter Family and Loretta Lynn — she brought music back to all of us. She said 'I'm not a victim and nobody's gonna make me one.' She gave us 'The Pill'. She said, 'Don't Come Home A-Drinkin'' and Lynn Anderson said, 'Hey I beg your pardon, I never promised you a rose garden.' They were wonderful. Then something happened and women were supposed to be victims again. They didn't have anything to say — they couldn't be songwriters. They were just 'girl singers.' We're still referred to like that and it really hurts. I don't think a record company executive or a dj or even a listener knows how much that hurts for them to say, 'Oh, you're one of my favorite girl singers.' They don't realize it.

CU: Why do you think, all of a sudden, there is a strong emergence of girl singers? Because there's you and K.T. Oslin, Patty Loveless, Reba McEntire, The Judds — all real strong women out there.

NG: We had to work real hard for it. We weren't given carte blanche. It took a long time for us to establish that we did have credibility, but we did. I think of everyone you've named, we all went out and made an audience for ourselves. Reba certainly played in many places you wouldn't want to go in to buy a pack of cigarettes. She's worked hard for the things she has, and that's made a difference.

CU: Do you think those of you who've payed your dues will make it easier for those who will follow?

NG: I hope so, but I don't want it to be too easy 'cause I feel like I learned so much, and developed so much as a person because of what I had to do. And I think it's really

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I WRITE THE SONGS

In a city renowned for superb song crafters, Roger Murrah stands a cut above. Soft-spoken and thoughtful, Murrah is a tunesmith totally devoted to crafting quality songs. A 15-year Music City veteran, Murrah has gifted the music world with dozens of Country Music gems including Barbara Mandrell's "Fast Lanes and Country Roads" (with Steve Dean), Steve Wariner's "Life's Highway" (with Richard Leigh), Mickey Gilley's "You've Got Something On Your Mind" (with Norro Wilson and Dave Gibson), John Anderson's "You Can't Keep A Good Memory Down" (with brother Michael and Bruce Burch), Lee Greenwood's "Hearts Aren't Made To Break (They're Made To Love)" (with Steve Dean) and the Oak Ridge Boys' latest chart topper "It Takes A Little Rain (To Make Love Grow)" (with James Dean Hicks and Steve Dean). His first number one song, "Southern Rains", recorded by Mel Tillis, was a double BMI Airplay Award winner and was performed at President Reagan's Inaugural Ball. "A Bridge That Just Won't Burn", recorded by Conway Twitty, won Murrah and Jim McBride a Nashville Songwriter's Association Achievement Award, as well as a BMI Airplay Award. "We're In This Love Together", co-written with Keith Stegall and recorded by Al Jarreau, was on the national pop, adult contemporary, black and jazz charts for six months and was the recipient of several citations. Murrah's and Scott Anders' co-written "Ozark Mountain Jubilee" recorded by the Oak Ridge Boys, was another BMI Airplay winner. Currently a staff writer with Tom Collins Music, Murrah recently talked with CLOSE UP in Collins' Music Row office.

CU: I know you're originally from Alabama. Were you involved in the music scene down there?

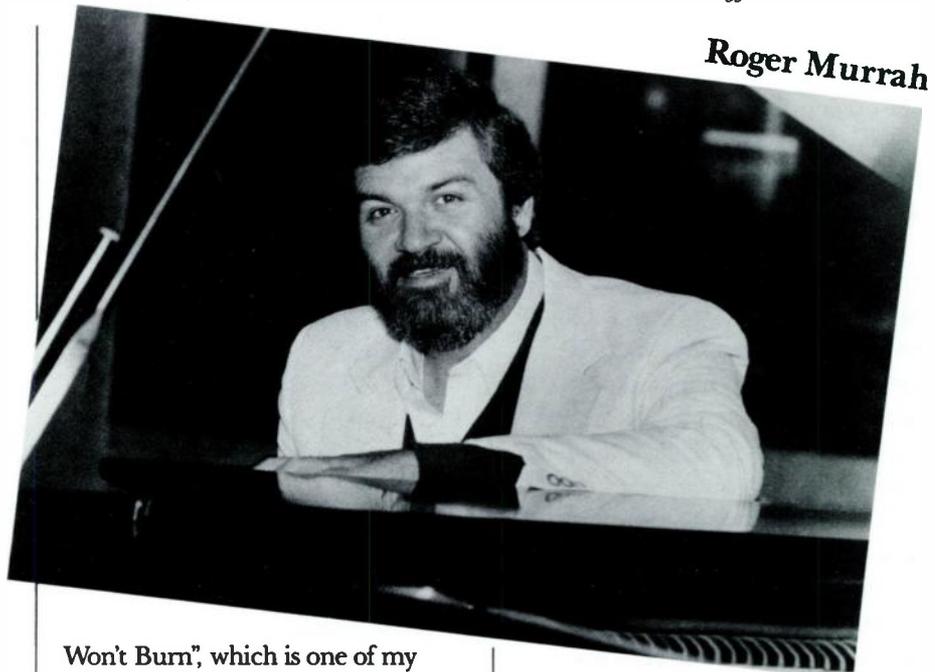
RM: I was part-owner of a recording studio in Huntsville. I had met Bobby Bare at the studio, and when the studio folded I came to Nashville to book Bobby for a fair in my hometown of Athens, Alabama. He asked if I'd written anything and I told him I had one song in the car which was a pop-sounding thing I didn't think he'd like. I played it for him; he liked it and he gave me an exclusive contract from there.

CU: Had you been writing songs as well as running the studio?

RM: I had been writing songs since I was about 18 or 19, but I didn't really become a professional songwriter until I had been up here a few years.

CU: What kind of songs were you writing then?

RM: My background was R&B and pop. When I came to Nashville I learned real quick that in order to make a living, I was gonna have to learn about Country. I'm glad to say I've developed a real love for Country Music since then. I've learned the craft of writing a Country song, but I write a lot of different things. Keith Stegall and I had "We're In This Love Together", but I also had "A Bridge That Just



Roger Murrah

Won't Burn", which is one of my favorite songs, and it's real pure Country.

CU: Did it take you a while to learn that? What was the hardest part?

RM: I was writing closer to it than I realized when I was writing R&B kind of things. Writing Country songs is getting rid of the excess, honing down, getting all you can get out of it to say what you're saying. You only have two and a half minutes and you can get your point across real quick and repeat it a lot so people will know what you're talking about.

CU: Were you working with co-writers or did you just have some

good people helping you learn your craft?

RM: After I signed with Bill Rice, he helped me a lot in learning the craft of it, but it was a subtle kind of coaching. A lot of times it was just a pass on a song, but he might say why he passed. It was a slow evolution of learning. In the meantime, I was watching all around me as to what other writers were doing. These days, one of the things I'm most excited about is getting to work with young writers, and we're doing with these writers in a year or two what it took me little difficult to do by yourself.



years to develop. "It Takes A Little Rain" was James Dean Hicks' first hit song and it went to number one, so that's exciting for him. I feel like a part of that, so that's rewarding.

CU: Do you think there's a danger in young writers thinking the hits may come too easily when they come that fast?

RM: I think there is. I've worked with one or two who started believing their own press. We were helping them, encouraging them, telling them how good they were doing, and they reached a point of over-confidence, which was detrimental to them. The one thing that kind of hurts me for them is there's no way they can appreciate their success like somebody who's gone through a lot. At the same time, it's great that it can happen sooner.

CU: Can you remember what your first big song was?

RM: I remember every one of them. The first one that charted was a Wynn Stewart song, "Raining in Seattle" and it went to number 40. Not that I don't appreciate it now, but a writer lives on just a little hope. He may get it through a "b" side, or a publisher saying he likes a song — but he goes from hope to hope. So I remember the different ones that got recorded, the ones that charted and the first top 10.

CU: You're writing now with Waylon Jennings?

RM: That's real exciting. As a matter of fact, this is an extremely exciting time in my career. Waylon is a big part of it, but there's a lot going on. When I pitched Waylon a song before Christmas he told me he might want to do an album about his life. After Christmas he called me and asked me if I'd be interested in doing it with him. We finished with the album two sessions ahead of schedule. Now a Broadway play is in the works

about it and one of the networks is talking about a docu-drama. It's called *A MAN CALLED HOSS*, and MCA is pulling out all the stops on it. A couple of other things came out of that project, too. When Waylon and I got through writing his album, we were writing another song called "Angels Love Bad Men". Barbara Mandrell heard it, and she loved it and wanted to cut it, so she and Waylon did it on her new album. And the pitch of a lifetime happened during the Waylon sessions. I had the pickers booked for the two sessions we didn't do, and we had to pay them regardless, so Waylon and I had another song that we'd written that hadn't been recorded. He'd talked about doing a duet with someone. I knew they were mixing with John Anderson in the back, so I suggested to Waylon that he and John cut the song. They did and it came off fantastically. It's called "Somewhere Between Ragged and

Right" and it's going to be on John's new MCA album.

CU: You mentioned other projects?

RM: I hate the fact that as important as the Waylon project is, it's overshadowing some things I would be just as excited about if I didn't have that project. Randy Vanwormer and I are writing an album for him, and I'm real excited about him. I had three songs on the Oaks' last album, two of which were singles, and I have their current single "Crazy Love" (again with James Dean Hicks). And I've got three things on Barbara Mandrell's new album.

CU: Do you find yourself co-writing more than you do writing by yourself?

RM: That's about all I do these days. It's easier to have someone there to bounce ideas off. Part of the process of creating is to keep that excitement going, and it's a

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Photo by: Beth Gawinn

BMI recently hosted a dinner for one of its most successful songwriters, Paul Overstreet. This past year Overstreet has had seven of his tunes reach the Top 10, and four of those have hit the number one position. Pictured at the celebration is (l to r) BMI Vice President, Roger Sovine; Director Performing Rights Relations, BMI, Del Bryant; Randy Travis; Tanya Tucker; Overstreet; Paul Davis; Director Writer Administration, BMI, Harry Warner.



Country radio has always shown bright in the Lone Star State, but for the past two years Dallas/Fort Worth airways have been dominated by the market's number one Country radio station, KPLX-FM. The 100,000 watt stereo station achieved its highest share ever, an 8.4, in this past winter's Arbitron ratings. This figure equaled the combined shares of its two closest Country competitors and KPLX's program director Bobby Kraig could not be more excited at the phenomenal success the station has achieved in such a short time.

KPLX changed from beautiful music/easy listening to its present format, modern Country Music mixed with the best and most familiar oldies, in 1980. "We're a pretty high-energy music radio station, but we don't lose the personality aspect either," states Kraig. "All stations have access to the same music so the music's out there and everybody can hear the same record. But you have to have the right people — they're the glue that holds everything together and what gives the radio station a certain spirit. And you can feel that spirit when you're listening. It's real vibrant and alive."

Since Kraig came to the station, he has played an integral part in trying to set 'PLX apart from its competitors. "The growth that we've seen in the radio station is mostly because of everything we've done in the past six years. It has finally come together," adds Kraig. "The staff has stayed virtually unchanged (midday jock Jack Monroe, and CMA's 1986 major market air personality of the year Terry Dorsey have each been with the station over six years), the management has been intact and we're consistent with our advertisers," concludes Kraig.

It's that consistency and hard work that have built a broad appeal for the station, making KPLX the only station in the Dallas/Fort Worth market to rank in the top four of every demographic 18 - 64 in this winter's Arbitrons.

But that should come as no real surprise when one considers Dallas/Fort Worth is the number one Country radio market among adults 12 +, closely followed by Houston-Galveston. Singularly, both of these markets more than double the shares of the third most popular Country market, Washington.

Kraig states that in the Dallas/Fort Worth market, "Country Music has always been pretty popular. But certainly it's on an upswing now, and we're seeing some of the benefits of that. It's almost as though

Country Music is a mass appeal format. We share audiences, not just with Country stations, but with rock and AC stations."

From that standpoint it might be difficult to describe an average KPLX listener and be able to program accordingly. But Kraig states that the station has a loyal audience which is very "active and musically aware of the activities of Country artists. If one of our announcers should make an error — we're corrected immediately."

The Metroplex is also a big market for Country Music concerts, and 'PLX treats its listeners to numerous concerts throughout the year. Recently, they hosted S*K*B and Alabama at Six Flags Over Texas, and the week prior to that the station brought in George Jones, T.G. Sheppard, and Earl Thomas Conley. "There are a lot of clubs in town that bring in Country talent and we're connected in one way or another with those. At Billy Bob's, we give away front row seats to each Country show they have — and that's generally at least two shows a week," boasts Kraig.

While some stations may conduct only one or two promotions like this at a time, KPLX is working on three or four promotions, getting listeners involved and inviting them to attend 'PLX sponsored events. Because the station's coverage reaches a 70 - 80 mile radius of Dallas/Fort Worth, last month KPLX installed a toll free number to give "outside" listeners the opportunity to play contests and make requests.

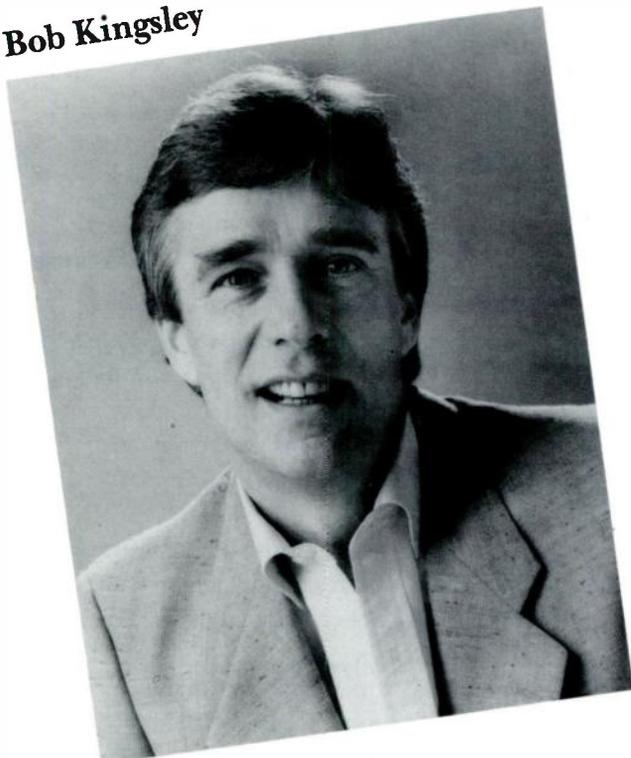
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After a 'PLX-sponsored concert, KPLX's Music Director Mac Daniels (left), and the station's Program Director Bobby Kraig (second from the right) pose backstage with CBS recording artists The O'Kanes.

For nearly fifteen years the American Country Countdown has been "Carrying The Tradition Forward". The Country Music tradition, that is! Hosted by Bob Kingsley, one of the nation's leading authorities on Country Music, the ABC Watermark production is heard weekly coast-to-coast and around the world. From Nashville to Shreveport, New York to New Zealand, stories and records representative of Country Music's distinguished past and ever-changing present have come alive on ACC — the number one rated Country countdown show in America.

Bob Kingsley



At least once a week, listeners can count on hearing the week's Top 40 Country hits, as tabulated by BILLBOARD magazine, plus volumes of Country trivia surrounding the songs, from "What is the longest-held note in a Country Music hit?" to "What member of the award-winning group, the Oak Ridge Boys, was recently voted out?"

According to Tom Rounds, president of ABC Watermark, ACC was conjured up during the planning stages of American Top 40 with Kasey Kasem. Though Kasem's top 40 countdown began airing in 1969, it wasn't until 1973 that ABC Watermark felt there was sufficient support in Country radio for a countdown show to succeed. At that time, the show's first host and co-writer, Don Bowman, was hired, along with head writer Hugh Cherry and editor Don Bustany, the main writer and producer behind AT40. "Even with the quality of those people, we felt it (ACC) wasn't as *authentic* as it could be," Rounds elaborated, so, about six months into the life of the show, we approached Bob Kingsley, who was already well known in the Country field, to come aboard as producer of the show.

"As time went on, Don became more and more

involved in concert dates . . . At this point it was just too much, and Don decided to forego the countdown show." When Bowman left the show, Kingsley began looking for a replacement, changing hats from producer to announcer one day when the acting host didn't make it to a taping. "I decided, heck, why not, and I liked it." That was in the spring of 1978, and Kingsley's been on the air ever since.

ACC got a slow but steady start heard on a mere 100 stations the first year and a half of its life. By 1980, the countdown had more than doubled its number of stations, and today, ACC is heard on more than 800 stations in the U.S., in more than 26 different countries internationally, on over 450 outlets of the Armed Forces Radio Service Network and Voice of America, making Kingsley the "Most Listened To" and "Most Influential" personality in Country Music radio.

In Kingsley's eyes, the characteristics of ACC, the longest running Country countdown show in history, have changed very little over the past decade and a half. "With a show like this, you really are at the mercy of the charts," he relays, "but, because of the continual changes in Country Music it has gotten better."

Kingsley refers to last year's format change from three to four hours as a plus for the show. "Really, three hours gave us just enough time to play the 40 songs and to get in some good stories," the award winning personality says, admitting his love for the innumerable stories contained within Country Music's diverse past. "By going to a four-hour format, we got the opportunity to do some features that relate directly to the history of Country Music.

"Everything I do is tied to the countdown, though," Kingsley stresses, expounding, "Say I'm talking about one of the great guitar players of today . . . I can use that to relate back to great guitarists of the past."

While the additional 60 minutes has added more depth to ACC, more research is required of the countdown's seven-member staff, which along with Kingsley includes Johnny Biggs as co-producer, Pat Shields as head writer, Neil Haislop as head co-writer/interviewer, Barbara Lyon as associate producer, Tom Rounds as executive producer and Matt Wilson as director. "It really is a seven-day-a-week job," emphasizes Kingsley, adding that the entire ACC team has grown very close

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CMA To Present Four Radio Sales Workshops In August

The Country Music Association will present the first in its series of educational forums targeted to radio sales and promotion August 18th at the Ritz Carlton Hotel in Atlanta. Three subsequent workshops are scheduled during August in different parts of the country: August 20th at the Westin Hotel at Fountain Square, Cincinnati; August 25th at The Westin South Coast Plaza, Costa Mesa (Orange County), California; and August 27th at The Wyndham Hotel, San Antonio.

Entitled "Techniques For Results In Selling Country Radio", the landmark day-long sessions will be conducted by the highly-touted firm, The Research Group. Based in Seattle, The Research Group has established an outstanding reputation for helping radio stations achieve great success in ratings, revenue, and profit. They are renowned for their "Mega Rates" study conducted for the National Association of Broadcasters last year.

Targeted to radio station general managers, sales managers and their entire sales staff, the sessions will explore such topics as how to greatly increase station revenues, how to effectively overcome the "Country bias" which exists among advertisers and agencies, how to increase demand for spots and how to develop sales promotions that build ratings and bring in dollars, plus many more.

The Research Group:
"Their recommendations are specific, detailed and very effective."
— Bobby Denton, WIVK, Knoxville

Each session will begin at 8:30 a.m., with a continental breakfast provided. The morning session, "How To Maximize Your Revenues" will take place from 9:30 a.m. to noon, followed by a hosted luncheon. "Sales Promotions That Work" will be discussed in the afternoon session, scheduled from 1:30 p.m. to 4:00 p.m.

On hand from The Research Group will be Larry

Campbell, president; Jim Woodyard, senior vice president; Eileen Marshall, senior research associate; and Roxann Miller, senior research assistant.

The Research Group:
"There's no one who's better at developing a winning strategy."
— Bob Green, WYAY, Atlanta

Jack Walz, chairman of the Radio Sales Workshop committee, commented about the workshops, "While CMA has continued to provide educational forums, we have never directed one exclusively to Country radio sales and promotion. We believe we are satisfying a real need in providing this service for a minimal fee."

He continued, "We are very fortunate in having one of the leaders in radio industry market research and strategic planning services to conduct the one-day sales workshops."

Registration for CMA members or employees of a CMA organizational member is \$65, which includes all materials plus breakfast and lunch. Organizational members registering three to six attendees are eligible for a \$10 discount per registrant; seven or more attendees can deduct an additional \$20 each from the \$65 fee.

A registration form plus hotel and special American Airlines discount information is provided on the next page for those wishing to attend one of the four CMA Radio Sales Workshops.

Back-To-Back Breakers

- ★ Baillie and The Boys consist of vocalist Kathie Baillie, guitarist Michael Bonagura (who are married to each other) and bassist Alan LeBoeuf.
- ★ Before moving to Nashville, the trio worked as studio musicians and background vocalists in New York City. There they recorded national jingles for Pepsi, Burger King, Soft and Dry, and Ford.
- ★ While in New York, LeBoeuf took a two-year hiatus from the group to play Paul McCartney in the hit Broadway show "Beatlemania".
- ★ As a songwriter, Bonagura recently hit the top of the charts with the smash Marie Osmond single, "There's No Stopping Your Heart".



Baillie and The Boys

Special Airline Discounts

American Airlines is offering a discount of 35 percent off the round trip unrestricted coach fare. For this discount, tickets must be purchased at least 7 days in advance. An additional 5 percent off may be available, depending on your departure city and whether you meet all requirements. In addition, American Airlines will confirm reservations at the lowest fare available provided restrictions are met.

These special fares apply to travel during the period Friday, August 14 through Sunday, August 30, 1987, and can only be obtained by phoning 1-800-433-1790, from 7:00 a.m. to 12:00 midnight (CDT) and asking for Star File #S-93059.

After you have made your reservations by phoning the 800 number, you may either purchase your ticket from American Airlines or from your own travel agent if you prefer. Just advise the travel agent that your reservation has already been made and they can then issue the ticket.

We have been able to obtain these special fares from American Airlines as a benefit for individuals attending the CMA Radio Sales Workshops. These fares will not be offered by American Airlines to anyone without this exclusive Star File number.

Delta Air Lines is also offering a special 35 percent discount, available on round trip day coach fares. This special fare is good for the August 18 and August 20 sessions only. To take advantage of the special discount fares, follow these simple rules:

1. No minimum stay — maximum stay 14 days
2. Purchase tickets at least 14 days before departure

3. Limited seating — confirm early
4. Call Delta at 1-800-241-6760 daily 8:30 a.m. to 8:00 p.m. (EST). Please refer to file #A1926.

Hotel Information

If you wish accommodations at one of the following hotels, You **Must Contact Them Directly** at the phone number indicated. To get the **Special Room Rate** be sure to identify yourself as a registrant for the CMA Sales Workshop or you will be quoted the regular room rate.

Atlanta, GA — Tuesday, August 18
Ritz Carlton Hotel, 3434 Peachtree Road NE
Special room rate \$85 Single or Double
Phone (404) 237-2700

Cincinnati, OH — Thursday, August 20
The Westin Hotel at Fountain Square
Special room rate \$80 Single or Double
Phone (513) 621-7700

Costa Mesa, CA — Tuesday, August 25
The Westin South Coast Plaza, 666 Anton Blvd.
Special room rate \$76 Single or Double
Phone (714) 540-2500

San Antonio, TX — Thursday, August 27
The Wyndham Hotel, 9821 Colonnade
Special room rate \$69 Single or Double
Phone (512) 691-8888

REGISTRATION FORM (Photo copies are acceptable)

Please complete and return to:

CMA Radio Sales Workshops,
P.O. Box 22299
Nashville, TN 37202

I wish to attend the following workshop:

- Atlanta, GA — Tuesday, August 18
 Cincinnati, OH — Thursday, August 20
 Costa Mesa, CA — Tuesday, August 25
 San Antonio, TX — Thursday, August 27

Please determine which of the following registration fees applies to you, and check the appropriate box:

- I am currently a CMA member — \$65
 My station (company) is currently a CMA Organizational member. I wish to register the following number (please circle)
1-2 — \$65 ea. 3-6 — \$55 ea. 7/more — \$45 ea.

CHECK METHOD OF PAYMENT:

Check/Money order made payable to: CMA
 VISA MasterCard

Card# _____ Exp. Date _____

Authorized Signature _____

Cancellations less than 48 hours prior to the event are subject to a \$20 penalty.

Name _____

(As it will appear on badge — PLEASE PRINT)

Phone (____) _____

Company _____

Title/Position _____

Address _____

City _____ State _____ Zip _____

**For further information contact:
CMA Special Projects Dept. (615) 244-2840**

Nanci Griffith

(continued from page 5)

important for everybody, and I would recommend even though it is the hardest road — take your music out to the people themselves before you ever take it to the

industry. Because that way you know exactly what people like and what they don't like. Sometimes the industry doesn't understand that. They get a little bit removed from it.

CU: What's the best part of all this success?

NG: Like I said earlier, bringing the college group that follows me

around the country into Country Music. And giving them an incentive to get back to literature and turning off their televisions. And giving them those little stories to believe in, and championing middle America, which I feel my music does. It's been a long time since middle America had a real champion. 

— Judi Turner

Media

"Crook & Chase", a daily magazine show produced by Nashville's Jim Owens, has become the first and only daily television program to be taped before a live audience on Nashville's Music Row. Hosted by Lorianne Crook and Charlie Chase, the award-winning program kicked off its live show in early June, with Barbara Mandrell headlining the show. "Crook & Chase" airs on The Nashville Network and in national syndication, and its Saturday/Sunday edition "Weekend With Crook & Chase", which is also syndicated, is presently viewed by more people than ABC's "Good Morning America", NBC's "Today Show" and CBS' "Morning News", as well as "The Tonight Show", according to the latest Nielsen ratings. "Crook & Chase" can also be heard in more than 80 radio markets nationwide. Available through Star Radio Network, a subsidiary of Jim Owens & Associates, the radio version of "Crook & Chase" features three segments consisting of two major stars plus one of the following rotating segments: trivia/nostalgia, stars of tomorrow, legends in Country Music, top ten records of the week and fan questions answered by the stars.

WWWW radio in Detroit held its fifth annual W4 Country Budweiser Downtown Hoedown in May. A record crowd of 805,000 spectators were on hand at the event, which featured Crystal Gayle, John Anderson, the Bellamy Brothers, the Charlie Daniels Band, Lee Greenwood, Marie Osmond, Ricky Skaggs, The O'Kanes, Billy Joe Royal, Nanci Griffith and Judy Rodman. WWWW's 1988 Hoedown is already scheduled for May 6 - 8.

Rex Allen, Jr. has currently finished shooting a movie in Los Angeles with Charlene Tilton, Sam Bottoms and Stuart Whitman. The movie is entitled "Loner".

The Nashville Network (TNN) will telecast an exclusive, 90-minute musical extravaganza, the "Willie Nelson/Wrangler Music Invitational!", on Saturday, August 8. To be telecast at 11:00 a.m., this special showcases some of the best new entertainers in Country, rock and rhythm 'n' blues selected from ten cities across America. Taped at the Austin Opera House in

Austin, TX, the special focuses on the final competition of a national talent search. The show also includes performances by Nelson, Leon Russell, Dickie Betts and Edgar Winter.

Three songs from the debut CBS/Columbia lp of the sister duo Sweethearts of the Rodeo will be featured on the soundtrack of the Tri-Star Pictures film "Nadine". The film, which stars Jeff Bridges and Kim Basinger, is set for release this month.

"Nadine" is the story of a small town manicurist and her philandering ne'er-do-well husband. The pair become prime suspects when a photographer who takes "art photographs" of Nadine is mysteriously murdered. In a zealous attempt to clear her good name, Nadine is caught in a crazy knot of blackmail, swindles and double-crossing.

AMUSEMENT BUSINESS has announced the publication of Sponsorship Principles & Practices by Ron P. Bergin. This guidebook offers detailed information on developing sponsorship programs for professionals in the venue, event, sport and music industries. Sponsorship Principles & Practices retails for \$75 plus \$3 postage. To order send a check or money order (payable to AMUSEMENT BUSINESS) to: Sponsorship Principles & Practices, AMUSEMENT BUSINESS, Box 24970, Nashville, TN 37202. For additional information call (615) 748-8120.

Brenda Lee recently finished filming for a Cinemax special "The Legendary Ladies". Taped in New York's Latin Quarter, Lee is featured with pop queens Mary Wells, Ronnie Spector (of the Ronettes), Martha Reeves (of Martha & the Vandells), Leslie Gore, Freda Payne and Shirley Alston Reeves (of The Shirelles). Hosting the show is Belinda Carlisle and Grace Slick.

The entire soundtrack of the current movie, "Ernest Goes To Camp", was written and scored by Nashville composer/keyboardist Shane Keister. The movie, written and directed by Nashvillian John Cherry, has proven to be a summer hit, already earning more than \$11 million since its May release. The movie stars Jim Varney, known for his advertisements in which he constantly pesters his unseen neighbor, Vern.



MCA recording artist and 1986 CMA Entertainer of the Year Reba McEntire (right) is spreading her wings into the comedy field. Recently when she guested on Gary Collins' "Hour Magazine", along with the king of comedy Bob Hope (center), she revealed that she might have given stand-up comedy a shot if she didn't make it in music. But judging from her recent list of honors, it looks like Hope will not be having any new competition.

Larry, Steve, and Rudy (top left to right): The Gatlin Brothers, might have found their female counterpart, The Supremes, at the Better Homes and Gardens Super Picnic '87. The day-long event at Arrowhead Stadium included a host of entertainers from magician Harry Blackstone (standing) to (seated left to right) George Burns, Mary Hart, and Rich Little.



Photo by: Kathy Gangusch

Newsline

Ricky Skaggs has signed a tour sponsorship with Country-time Lemonade, marking the first concert tour tie-in for the General Foods brand. The drink company will provide tour support as well as product sampling via on-site distribution, dry giveaways and coupons on seven Skaggs' dates this summer. Sponsored dates are East Bernard and Houston, TX; Merrillville, IN; Cincinnati, OH; Kansas City and St. Louis, MO; and Buffalo, NY.

The Country Music Foundation, which includes the 20-year-old Country Music Hall of Fame and Museum, has been accredited "with highest praise" by the prestigious American Association of Museums (AAM), headquartered in Washington, DC. The AAM cited the Foundation for "fulfilling an important void in the documentation and interpretation of American history in the twentieth century". The Country Music Hall of Fame and

of Jesus' life, and is written by Tim Rice and Andrew Lloyd Webber. Webber is also the author of "Cats", "Evita" and "Starlight Express".

Keith Whitley and his band Miami recently helped to raise \$38,000 to benefit drug and alcohol abuse among children. Whitley and his band played before more than 4,000 spectators in Huntington, WV at the Sheriff's Drug Show.

Twelve different shows featuring Country, rock, pop, folk, and gospel music as well as comedy are scheduled for the Minnesota State Fair Grandstand during the 1987 exposition, August 12 - September 7. Country acts scheduled to appear during the event include Willie Nelson and Family, George Jones and the Jones Boys, Moe Bandy, Alabama, Restless Heart, the Oak Ridge Boys, and Southern Pacific. For complete information, call the State Fair box office at (612) 642-2262.

Newsline

by Williams' historians **Colin Escott** and **Hank Davis**, is universally recognized for its thorough addressing of the Country star's legendary works. Both new sets include an entire side of songs Williams recorded under the name of his "alter ego", **Luke The Drifter**. As with previous Williams' lps, each volume contains previously unreleased recordings.

The first **Los Angeles International Song Festival - USA** will be held at the Hollywood Bowl, September 24 - 26. The festival is expected to attract more than 200,000 professional and amateur songwriters and composers from around the world, competing for a grand prize of \$100,000. Total prize money for the competition exceeds over \$315,000. **Diahann Carroll** and **Tony Orlando** will be the emcees for the event. Performers scheduled to appear include **Gladys Knight** and the **Pips** and international vocal artist, **Emmanuel**. Additional performers will be announced soon. The **Stig Edgren Group** is producing the Song Festival.

Eddie Rabbitt has been named the 1987 guest artist of the **11th Annual Kentucky Fried Chicken Amateur Songwriting Contest**. The contest, designed to inspire and reward talented amateur songwriters all over the country, is co-sponsored by **The Nashville Network (TNN)** and more than 500 radio stations from Alaska to Florida. The contest officially runs from August 1 to 31 and is open to any amateur songwriter who has never had a song distributed nationally. All entries must be postmarked by September 2, 1987. For more details call local radio stations co-sponsoring the contest or write **KFC Songwriting Contest '87**, Dept. N, 3688 Beverly Blvd., Los Angeles, CA 90004.

A demo of "**Bring Them Home, America!**", a song written about and donated to benefit missing children, has been sent to a host of Country Music's top entertainers. The final recording, which will feature a cast of Country Music artists, will be produced in Nashville and promoted and distributed nationally, with proceeds going to the **Bring Them Home, America Foundation**. The song was written by **Dakota Davis**.

The **8th Annual Bluegrass & Chili Festival** is set for September 11 - 13 in downtown Tulsa. Free concerts will be performed throughout the three-day festival by **Doyle Lawson & Quicksilver**, **The Tony Rice Unit**, **Nashville Bluegrass Band**, **The Bluegrass Cardinals**, **Hee Haw's Mike Snider**,

Summer Wages, **Radio Flyer**, **Clearwater Cloggers** and **Danger in the Air**.

Michael Martin Murphey will hold the **1st Annual West Fest** in Copper Mountain, CO over the Labor Day weekend, September 5 and 6. Highlighting the two-day event will be a stellar musical event, an art fair with works by Indian and Western artists, and an Indian dance exhibition. Performers already set for the event include **Dwight Yoakam**, **Holly Dunn**, **The Desert Rose Band**, **Southern Pacific** and **k.d. lang**.

The **Jim Halsey Company** recently negotiated a number of corporate endorsements for members of its rosters. **Roy Clark** has signed on for his sixth year as spokesperson for **Hunt's Ketchup**. Clark will continue to do all television, radio and print ads for the ketchup, appearing in commercials shot from locations in Disneyland to backyard setting. **Dwight Yoakam** has been tapped to several television, radio and print ads for **Signet Bank**, located in Washington, DC, Maryland and Virginia. Also, **Wynonna** and **Naomi Judd** have contracted for a year-long national radio promotion for **AT&T**.

The **Smithsonian's National Museum of American History** has announced plans for a major exhibition on the role of music in American culture. "**Music in America**", a permanent exhibition scheduled to open in 1991, will trace the development of various musical styles that have become known world wide as "quintessentially American." The exhibition will also examine technology's transformation of the musical experience; music as a commercial enterprise, and music as an expression of our society. The exhibition will draw on the museum's world-class collections including musical instruments, sound-recording devices, the first electronic music synthesizer and memorabilia from major performers from all musical genres. A broad range of live musical programs will be planned in conjunction with the exhibit.

Roy & Roy Public Relations and **Stellar Entertainment** have relocated their Hendersonville, TN offices to Nashville's Music Row. The new address is 1019 17th Avenue South; (615) 327-4441.

Appalachian Gold Music Corporation, a Nashville-based entertainment company, has opened a branch office in the Dallas/Ft. Worth area. **Mike McBride**, senior vice president, has relocated to the new branch to manage the operation, which is located at 722 West Euless Blvd., Euless, TX 76040; (817) 540-3748.



On The Move

Stellar Entertainment and **Roy & Roy Public Relations** have expanded their staff. The companies have added former **CASH BOX** editor **Valerie Hansen** as publicist and **Cyndy Crabtree** as receptionist. **Mike Allen** has also joined Stellar Entertainment, and will act as production coordinator for the Forester Sisters.

William H. Weller, general manager of **WGAR-AM** and **FM** in Cleveland, has been named vice president of operations of the **Beasley Broadcast Group**.

Delia Thompson has been promoted to promotion coordinator for **AMUSEMENT BUSINESS**. The weekly publication has also added **Debra Lawson** as marketing assistant.

Formerly with **Zebra Records**, **Bernie Grossman** has joined **Welk Record Group** as national marketing manager.

The **Jim Halsey Company** has added **Sol Saffian** as a vice president concentrating in the areas of personal appearance, booking, and artist development. In his new position Saffian will be relocating to Nashville.

Bobby Cudd has joined the staff of **Monterey Artists**. He will be responsible for the development of personal appearances for the agency's roster.

Steve Warren has been appointed program director for **WING-AM** in Dayton, Ohio.

Vasco Bramao has been upped from account executive to national sales manager of **WMZQ-AM** and **FM** in Washington, DC.

Chris DeCarlo has joined **WDSY-FM** in Pittsburgh, PA. He will be the station's midday air personality.

Awards

Ernest Tubb Records Shops, Inc. named **Willie Nelson** the first recipient of the **Ernest Tubb Humanitarian Award** in June. The award, established to coincide with the 40th anniversary of the record shops was given to Nelson in recognition for his many contributions to and in the field of Country Music as well as for his continuing contributions to the American farmer.

"**Melanie Greenwood's Hot Country Dancing**" video has received an **Award of Excellence** from **The Film Advisory Board of California**. The 40-minute video, shot on location at Nashville's Stage Coach Lounge, includes four instructional Country dance segments choreographed by **Melanie Greenwood**, with production number and a story line featuring **Lee Greenwood**. **Marian George**, president of **Reel Production Inc.** in Nashville, produced the video.

New Companies

Jerry Infantino, a veteran with **A.C. Nielsen Company**, has founded **Camerry Consultants**. The company offers assistance in television research, station clearance consultation, research liaison, and program packaging. For more information, write 26 Ole Musket Lane, Danbury, CT 06810 or call (203) 743-0505.

Harris-Richardson Music Group has opened its new

publishing office at 1102 17th Avenue South, Suite 400, Nashville, TN 37212; (615) 329-0603.

John S. Latimer, Jr. has formed **Events Unlimited, Inc.** to coordinate special projects and events. The company's postal address and telephone number is P.O. Box 22333, Cleveland, OH 44122; (216) 974-9100.

E.R.P.P. Enterprises, formed by **Eden Rosen** and **Patricia Parish**, has opened and specializes in promotional merchandise for music and film celebrities. For more details call or write to P.O. Box 6872, Burbank, CA 91510; (818) 848-7650 or (818) 845-5822.

Founded by **Billy Joe Burnette**, **Bear Records** has reorganized and is now operating under the name **Bear Records-Compleat PolyGram**. More information can be obtained by calling or writing to 629 Debbie, Hermitage, TN 37076; (615) 883-9468.

J.C. Arney has opened **Roll On Music Group**, a full service music publishing company. The postal address is P.O. Box 24454, Nashville, TN 37202; (615) 320-5496.

BlueHole Music Company, Inc. has been formed by singer/songwriter **Bill Harrell**. The company is located at 823 West Broad Ave., Albany, GA 31701; (912) 432-9045.

Signings

Suzy Bogguss to **Monterey Artists** and **Roy and Roy Public Relations** . . . **Donn Reynolds** to **RCA Records - Canada** . . . **Glori McFalls** to **Ric Rac Inc.** . . . **Johnny Russell** to **The Talent Agency** . . . **Glen Campbell** and **John Anderson** to **MCA Records** . . . **Bobby Lee Springfield** and **Mary Chapin Carpenter** to **CBS Records** . . . **George Highfill** to **Warner Bros. Records**.



The **Oak Ridge Boys** recently threw a surprise number one party for **MCA**, celebrating the chart-topping success of their single, "It Takes A Little Rain". Ready to dig into the cake is (far left) **MCA Vice President and General Manager Bruce Hinton**, along with (l to r) **MCA President Jimmy Bowen**, and **Oak Ridge Boys' Steve Sanders, Richard Sterban, Joe Bonsall** and **Duane Allen**.

News/Talk Scores In Format Revenue Survey

The following article appeared in the June 19, 1987 edition of RADIO & RECORDS. It is reprinted with permission.

Stations programming News/Talk, Country or AC formats are most likely to be the big dollar winners in the marketplace, according to a new study by broadcast accountants Miller, Kaplan, Arase & Co.

"Station managers can use these power ratios to help predict performance and market niches," said Miller, Kaplan radio expert George Nadel Rivin.

The Los Angeles-based accounting firm has been collecting radio station revenue information ever since the FCC quit compiling the statistics several years ago. The firm sampled revenue and ratings data of 470 stations nationwide and calculated mean revenue share/audience share ratios for each of 14 radio formats. Each station's 1986 revenue share, as reported to the firm's (National Composite Radio Revenue Report) was matched against corresponding 12+ average quarter hour Arbitron ratings for the summer 1985 through spring 1986 ratings

periods. Those "books" were selected as those most likely to affect revenue performance for the stations during 1986. Revenue shares were adjusted downward 10 percent to factor non-reporting stations.

News/Talk stations scored the highest, with revenues averaging 1.47 times audience share. Country was second with a 1.42 ratio. The poorest scores were recorded by Nostalgia-formatted stations which averaged .71, and of those only 15

percent had ratios greater than 1.00. Three other formats also ranked low — Urban, Easy Listening and Gold.

"What surprised me was the strength of Country, considering the shakeouts there have been nationally in that format, and I was also surprised by the strength of the Spanish format," Rivin said. He predicted that Spanish formats will offer some of the best future growth opportunities for major market broadcasters.

Format Revenue Rankings

News/Talk 1.47	CHR 1.07
Country 1.42	Classical Rock 1.06
AC 1.38	AOR 1.04
Classical 1.35	Easy Listening 83
Soft/Lite AC 1.26	Oldies 83
Spanish 1.24	Urban Contemporary .83
Full Service AM . . . 1.16	Nostalgia/Big Band .71

Numbers are a ratio of revenue share to 12+ audience share.



Rosanne Cash and producer/husband/label-mate, Rodney Crowell, browse through the 150,000 plus record collection at King's Record Shop in Louisville, Kentucky. Cash and Crowell were at the record shop recently for the debut of her latest LP, appropriately dubbed, KING'S RECORD SHOP.

'87 P-O-P Campaign Attracting More Participants

The 1987 Point of Purchase campaign is turning out to be the biggest and best yet, with orders for this year's merchandising pieces up almost 100 percent from last year's orders. "The increase is not that each store is ordering more pieces, but that more stores are participating," said Helen Farmer, director of special projects at CMA. "That is what's exciting about the program in its third year. Merchandisers are now realizing the impact of the promotional pieces on sales."

The purpose of the fall merchandising campaign, conducted by CMA and the National Association of Record Merchandisers (NARM), is to establish higher visibility for the October 12th CMA Awards Show, as well as boost sales and awareness of Country product both before and after the show.

Nine different "Bring Home Country's Brightest Stars" aids are available this year. Included in the series are flats, with graphics on both sides, bin cards, divider cards, shelf talkers, banners, tent cards, art sheets, finalists stickers and posters depicting the five Album of the Year finalists. All the P-O-P graphics

will prominently display the CMA, Kraft — also supporters of the in-store merchandising campaign — and Give the Gift of Music logos.

All order forms for the 1987 P-O-P campaign were mailed to retail and rack divisions throughout the United States in mid-June, with a July 15 deadline set for all orders. All orders will be shipped by August 24.

Helping to assure the success of the '87 "Bring Home Country's Brightest Stars" campaign, representatives from six major labels will monitor its use in retail chains and with rack jobbers. Labels participating are RCA Records, MCA Records, Capitol/EMI America, Warner Bros. Records, PolyGram Records and CBS Records.

For the third year in a row there will be a display contest featuring the "Brightest Stars" materials. Judging will be conducted in Nashville in November by a blue ribbon panel of manufacturer representatives. Prizes totaling \$4,000 will be awarded in both the retail and rack jobber categories at the 30th Annual NARM convention next March. Deadline for entering the display contest is October 30th.



(continued from page 9)

through the years.

"Quite often," says Biggs, "one of us will call somebody else in the middle of the night when a thought for the show hits. The show's close to the hearts of us all, and we constantly share ideas to make it better every week."

Available on a barter basis, with six local avails, ACC is taped on Tuesdays at ABC Watermark's Los Angeles studios. While there is no audience on hand during the tapings, Kingsley says the show has a "live" air to it. "Any jock that has ever recorded a demo knows what it's like to sit there and realize he's talking into a dead machine. By virtue, over the years we've created the right chemistry in the studio and the show, hopefully, comes off as a live radio program.

"In fact, if there is one secret, I'd say that's one thing we've really managed to put a hold on." ACC is shipped via disc or satellite.

For a high school boy who never dreamed of a career in radio, Bob Kingsley has come a long way. The California native began his career after auditioning for a stint on the Armed Forces Radio station TFK in Iceland, where he was stationed as an Airman 3rd Class driving jeeps, trucks and tanks. After returning from overseas he attended California's Modesto Jr. College to take some public speaking and journalism courses. Prior to landing his present job he worked as an air personality and program director at stations in San Jose, Oxnard and Long Beach, California. Throughout the years he has remained a radio consultant and until last year, worked as a programmer/announcer for Drake-Chenault.

Asked to relinquish his favorite job on ACC — producing or announcing — Kingsley genuinely stumbles, "I really enjoy the producer's part of the show. . . . But, I also like and enjoy the announcing part." Whatever, Kingsley knows he's doing what he wants to do.

"Everyone that is involved in it (ACC) is so involved," boasts the veteran personality enthusiastically. "If we can maintain the level of energy we have had for the last several years, I think the American Country Countdown will be around for an awful long time". . . . Continuing the Country Tradition. 

— Kelley Gattis



At the Randy Owen Tournament in Ft. Payne, Alabama, ASCAP members and staff take a break from an intense round of golf. Pictured with Alabama's Owen (right) is Alabama native and ASCAP writer Lionel Richie; Maypop Music Group Vice President/General Manager, Kevin Lamb; and ASCAP's Merlin Littlefield.

Roger Murrah

(continued from page 7)

CU: Does it keep you more disciplined?

RM: Absolutely, and that's part of the reason I do it. I've been with Tom for three years, and with very few exceptions, I've been up in that office working with someone five days a week. I usually get into the office around 8:30 a.m. and start working around 10:00 a.m. I work from 10 until 4. It's worked great and has been very, very productive. Tom has been very conducive to my career because he's made things available, he's enthusiastic, and he's worked for me like no other producer. He has a way of leading you in a direction that maybe you haven't gone before.

CU: Since you and Tom are working with young songwriters, is there anything you try to get them to see or hope that they would learn from this experience that would serve them well throughout their career?

RM: One thing that comes to mind is don't give up — keep on digging for that thing that makes it really good. There's always a way. If the idea is good, keep on until it's written to its maximum strength. It's hard for a new writer to know when he's finished; it really comes with experience. Another thing for new writers to learn is when they're riding a bad horse, get off it as early as possible. The more experience you have, the better you are at spotting a bad idea, because you've experienced it before and

you know what works and what doesn't. I think an experienced writer who's close to the craft and understands something about it knows when something's good. I'd hate not to listen to one like that — one that a writer thinks is good. I'd be scared not to if I was a producer. Most producers realize that, and they like to get a song a writer is excited about.

CU: Is there any one thing that keeps you doing this day after day, especially after 15 years?

RM: Those little things that I haven't done yet. You're always crossing those hurdles. When you get to the top of one mountain, there's always a bigger mountain over there, so you go after that one.



— Judi Turner

KPLX

(continued from page 8)

One of the most popular promotions employed by the station is the KPLX van that cruises the city awarding listeners that have KPLX bumper stickers on their cars. On the weekends, it is not uncommon for 'PLX's air personalities to be seen in the van at various spots in the Metroplex, reporting to listeners "where they're at and what they're giving away". On the van is a Plexiglas vault with a three or four digit combination. 'PLX listeners who come out can try and open it to win what is inside. The vault could be filled with anything from money to whatever the sponsor contributes to the promotion.

The RADIOCARD is a promotion that originated at KPLX and now is being used by 'PLX and other stations that are also in the Susquehanna Broadcasting chain. It's a discount card that can be used on specials ranging from restaurants and discount gaso-

line to free movies. "It's pretty widely used," adds the program director. "We have well over 200,000 of them in circulation in Metroplex." Listeners fill out an application and return it to KPLX's home office to get a RADIOCARD. "By having people fill out this application, we get people who really want the card and will use it, as opposed to just handing out cards. It's really a very good promotion," concludes Kraig.

With promotions, programming, and ratings all going so well, there must be some concern to keep the station up to the listeners' expectations. "I'm not worried about it," jokes Kraig. "It has been a lot of fun and it's been a building process. We're at the point now where what we've been working for we've achieved, and now to keep it is a real challenge.

"But," concludes Kraig, "it's nice to be able to know that not only can you become the number one Country station in the market, but you can also become the number one station in the market. While we haven't reached that yet in the full ratings report — it's possible."



Fletcher Foster

A COLORFUL, UNIQUE REVIEW OF THIS YEAR'S BEST

The Official 1987 Country Music Association Awards Program Book

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Delta Air Lines will again sponsor the Peterborough Country Music Festival in England, by flying some 181 artists, their crews and VIPs to England for the event August 29 - 31. Promoter Jeffrey Kruger has expanded the festival to a three-day extravaganza for the whole family. In addition to the music, the public will see aerial displays, parachute drops, motorcycle stunts, wild west shows, dog teams, escapologists, square dancing, funfair and a circus. There will be a grand parade through the streets of Peterborough to open the festival, led by Peter Moore, London's "Town Crier" who announced the birth of Prince William outside Buckingham Palace.

Kruger's U.S. representative and vice president Trisha Walker says: "We have really gone to great lengths this year to provide the best talent possible for the five shows. Hoyt Axton will headline the Saturday matinee with the Nitty Gritty Dirt Band headlining the evening show. On Sunday afternoon, Billie Jo Spears will close and Johnny Cash, June Carter and the Carter Family will headline Sunday night. Monday evening's show will include the Country Music RoundUp International Awards, with Kris Kristofferson closing the show. Other stars appearing over the holiday weekend will include Ed Bruce, The Whites, Jimmy C. Newman, Nanci Griffith, Billy Walker, Lacy J. Dalton, Barbara Fairchild, Dan Seals, Steve Wariner, Ronnie Prophet, Gloryanne Carriere, Jim Glaser and Freddy Weller. Emcees for the three

days will be Charlie Douglas from the Music Country Radio Network in Nashville, Ronnie Prophet and Wally Whyton from the BBC."

Aside from the Peterborough Festival, Johnny Cash, June Carter and the Carter Family will be performing seven other dates to include Norway, Holland, Switzerland and Poland. Walker says: "John will perform at the Sopot Festival near Gdansk on August 22 and it will be the first time he has ever been to Poland. He has always wanted to play there and will be the only American artist on the bill, with other acts coming from various eastern countries."

Kris Kristofferson will also be performing other dates around Europe to include Norway, Austria and Switzerland.

Johnny Cash, the Nitty Gritty Dirt Band, Billie Jo Spears and Dan Seals will perform in Rotterdam, Holland on September 2.

Kris Kristofferson, Billy Walker, Lacy J. Dalton, Dan Seals, Jimmy C. Newman will play the Nuremburg Festival in Germany on September 5 and the Bern Festival in Switzerland on September 6.

Nanci Griffith, Steve Wariner, Billie Jo Spears, Hoyt Axton and the Nitty Gritty Dirt Band will play the Bern Festival in Switzerland on September 5 and the Nuremburg Festival in Germany on September 6.

Following their European dates, Billie Jo Spears and Freddy Weller will undertake a 16-city tour in major venues around the United Kingdom.



During a recent visit to Bourges, France, legendary Country Music singer/songwriter Emmylou Harris (center) was honored with the key to the city by Bourges' Mayor Jacques Rimbault (left). Also pictured is Harris' interpreter (right).

820 CHAM Radio in Hamilton, Ontario, walked away with **Country Radio Station of the Year** honors at the R.P.M. Big Country Awards, held in May. CHAM's morning man, Cliff Dumas was awarded **Radio Personality of the Year**. Terry Carisse was also lauded at the awards ceremony, taking the **Top Country Male Vocalist** award plus **Country Album of the Year** for his current lp, **NONE OF THE FEELING IS GONE**.

The **British Country Music Association** will present its 1987 Awards Weekend November 6 - 8 at Sand Bay Holiday Village, near Bristol. Featured during the three-day affair will be **West Virginia, Stu Page and Remuda, Clinton Ford, Spellbound, Jan Mark & Norman Russell, The Sarah Jory Duo, Tone Howard and Les Bennett**. Wally Whyton will be the host for the weekend. For more information or a booking form send a self-addressed envelope to BCMA, P.O. Box 240, Harrow, Middlesex, England HA3 7PH.

Warner Bros. Records recently sold nearly 50,000 copies of **Hank Williams, Jr.'s** 1982 lp, **HIGH NOTES** in Czechoslovakia. In addition, a Czech government agency is currently compiling a montage of American Country songs for an upcoming lp to be distributed throughout the country. Two Williams' classics, "I'm For Love" and "Mind Your Own Business" are to be included on the album.

Country in Denmark, Denmark's official Country Music organization, has relocated. The organization, which is involved in radio, promotion, booking and distribution type work, is currently seeking sponsors for its magazine, **CID NEWS**. Those interested in advertising in the magazine or learning more about Country Music in Denmark should write Tommy and Ida Calbin, Public Information Directors, CID, Folemarksvej 100, 2605 Broendby, Denmark.

The **Canadian Country Music Association's** Country Music Week '87 will be held September 7 - 13 in Vancouver, British Columbia. Registration for the week, which includes seminars, artist showcases, a national talent contest, hospitality suites, and much more, is \$180. Also included in the registration fee is the annual Canadian Country Music Association Awards Show, which will feature hosts Janie Fricke and Ronnie Prophet. For more information on the awards week write Country Music Week '87, No. 301, 1401 West 8th Avenue, Vancouver, B.C. V6H 1C9.

TBEM '87

You Can't Afford To Miss It

The Country Music Association's 15th annual Talent Buyers Entertainment Marketplace is set for October 9 - 11 in Nashville. Known as the premier event of its kind, this year's TBEM will be held at the new Stouffer Hotel in the heart of Music City. The informative keynote address and agents marketplace, along with the roundtable workshops and artist showcases will all focus around the theme, "The Business Of The Country Music Business". Last year, over 400 promoters, buyers, agents, managers, and representatives of parks, auditoriums, fairs, clubs, and colleges attended the two-day event.

Watch your mail for registration forms that were sent out in late July!

U.K. Country 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 20 Country releases in combined sales of lps, cassettes and compact discs. The charts are compiled using Gallup's computer-based panel of 500 record outlets.

THIS WEEK	TWO WEEKS AGO	JULY 18, 1987
1	NEW ENTRY	EXIT O Steve Earle & The Dukes — MCA
2	1	TRIO D. Parton/L. Ronstadt/E. Harris — WEA
3	20	JOHNNY CASH IS COMING TO TOWN Johnny Cash — Mercury
4	2	HILLBILLY DELUXE Dwight Yoakam — WEA
5	6	I NEED YOU Daniel O'Donnell — Ritz
6	3	GUITAR TOWN Steve Earle — MCA
7	4	ALWAYS AND FOREVER Randy Travis — WEA
8	11	GIVE A LITTLE LOVE The Judds — RCA
9	7	LONE STAR STATE OF MIND Nanci Griffith — MCA
10	8	AFTER ALL THIS TIME Charley Pride — Ritz
11	13	THIRTEEN Emmylou Harris — WEA
12	9	SWEET DREAMS Patsy Cline — MCA
13	5	GUITARS, CADILLACS, ETC. ETC. Dwight Yoakam — WEA
14	RE-ENTRY	TWO SIDES OF DANIEL O'DONNELL Daniel O'Donnell — Ritz
15	15	STORMS OF LIFE Randy Travis — WEA
16	12	LOVERS AND BEST FRIENDS Don Williams — MCA
17	RE-ENTRY	MORE ABOUT LOVE Philomena Begley — Ritz
18	14	REPOSSESSED Kris Kristofferson — Mercury
19	RE-ENTRY	THE GREAT PRETENDER Dolly Parton — RCA
20	10	THEY DON'T MAKE THEM . . . Kenny Rogers — RCA

Country Music Association © 1987

F A C T F I L E

AUGUST

(*denotes birthdays)

- 1 The Carter Family first records together, 1927
- 2 ***Hank Cochran**; Greenville, Mississippi
- 3 ***Gordon Stoker**; Gleason, Tennessee
Country Music Foundation charter registered, 1964
Columbus sails from Spain to the New World, 1492
- 4 ***Carson Robison**; Oswego, Kansas
Jimmie Rodgers first records in Bristol, Tennessee, 1927
Skeeter Davis employed by Grand Ole Opry, 1959
Ricky Skaggs and Sharon White wed, 1981
- 5 ***Vern Gosdin**; Woodlawn, Alabama
***Sammi Smith**; Orange, California
First atom bomb dropped on Hiroshima, 1945
- 6 ***Lucille Ball**
Loretta Lynn's twin daughters, Patsy and Peggy, born, 1964
The Kendall's "Heaven's Just A Sin Away" enters Country charts, 1977
- 7 ***Felice Bryant**; Milwaukee, Wisconsin
***Rodney Crowell**; Houston, Texas
***B.J. Thomas**; Houston, Texas
Hank Williams appears on the Louisiana Hayride, 1948
- 8 ***Webb Pierce**; West Monroe, Louisiana
***Mel Tillis**; Tampa, Florida
Hank Williams, Jr. has near fatal fall while mountain climbing, 1975
Atom bomb dropped on Nagasaki, 1945
- 9 ***Merle Kilgore**; Chickasha, Oklahoma
Gerald Ford sworn in as 38th U.S. President, 1974
- 10 ***Jimmy Dean**; Plainview, Texas
***Herbert Hoover**
Discoverer 13 launched, 1960
- 11 ***John Conlee**; Versailles, Kentucky
Elvis and Priscilla Presley file for divorce, 1972
First voyage of Fulton's steamboat, 1807
- 12 ***Buck Owens**; Sherman, Texas
- *Porter Wagoner**; West Plains, Missouri
- *Smokey Warren**; Phoenix, Arizona
Berlin Wall erected, 1961
- 13 Razy Bailey's "What Time Do You Have To Be Back To Heaven" enters the Country charts, 1978
- 14 ***Connie Smith**; Elkhardt, Indiana
The Jenkins Family broadcasts what is probably the first old-time music ever on radio over WSB, Atlanta, 1922
- 15 ***Bobby Helms**; Bloomington, Indiana
***Rose Maddox**; Boaz, Alabama
"Jambalaya" by Hank Williams first appears on the Country charts, 1952
Norman Petty dies, 1984
- 16 ***Billy Joe Shaver**; Corsicana, Texas
Elvis Presley dies at his Graceland mansion, 1977
Woodstock rock festival begins in Woodstock, New York, 1969
Jeannie Seely employed at the Grand Ole Opry, 1967
Patsy Montana records "I Want To Be A Cowboy's Sweetheart", the first million-selling Country single for a female artist, 1935
- 17 ***Davy Crockett**
Charlie Walker employed at the Grand Ole Opry, 1967
Charlie Rich's first recording session, 1958
Lou Gehrig breaks record of consecutive baseball games played by one man when he plays his 1,308th game in St. Louis, 1933
- 18 ***Molly Bee**; Oklahoma City, Oklahoma
Mel Tillis' "Coca Cola Cowboy" hits number one, 1979
Jim Reeves enters British pop charts with "Distant Drums", eventually the single went to number one, 1966
- 19 ***Eddy Raven**; Lafayette, Louisiana
Dorsey Burnett dies, 1979
John Wesley Hardin, notorious Texan gunfighter, killed, 1895
- 20 ***Rudy Gatlin**; Seminole, Texas
***Jim Reeves**; Panola County, Texas
***Justin Tubb**; San Antonio, Texas
Mayflower sets sail from Plymouth, England, 1620
- 21 ***Harold Reid** (The Stailer Brothers); Augusta County, Virginia
- *Kenny Rogers**; Houston, Texas
Charlie Daniels Band's "The Devil Went Down To Georgia" awarded Gold single, 1979
Waylon Jennings makes his chart debut with "That's The Chance I'll Have To Take", 1965
Hawaii admitted to the Union as 50th state, 1959
- 22 ***Connie B. Gay**; Lizard Lick, North Carolina



***Holly Dunn**; San Antonio, Texas

Waylon Jennings' *MUSIC MAN* awarded Platinum album, 1979
George Jones and Tammy Wynette wed, 1968

- 23 ***Rex Allen, Jr.**; Chicago, Illinois
***Tex Williams**; Ramsey, Illinois
Japan declares war on Germany, 1914

- 24 ***Fred Rose**; St. Louis, Missouri
Jeannie C. Riley's "Harper Valley P.T.A." enters the charts, 1968
Thousands of people are killed and the cities of Pompeii and Herculaneum are buried following the eruption of Mt. Vesuvius in Italy, A.D. 79

- 25 ***Sean Connery**
***Leonard Bernstein**
Charlie Daniels Band's "The Devil Went Down To Georgia" hits number one, 1979

- 26 ***Lee Hays**; Little Rock, Arkansas
Slim Whitman's "Rose Marie" is number one for the fifth consecutive week in Britain, 1955
Women granted the right to vote, 1920

- 27 ***Jeff Cook** (Alabama); Fort Payne, Alabama
***Jimmy C. Newman**; Big Mamou, Louisiana

*President Lyndon B. Johnson
The first driver to be charged with speeding in the United States, in Rhode Island, is given a five day sentence, 1904

- 28 *Billy Grammer; Benton, Illinois
*Tom Grant; St. Francis, Wisconsin
*Wayne Osmond; Ogden, Utah
Kenny Rogers' SHARE YOUR LOVE awarded Gold album, 1981

- 29 *Michael Jackson
*Ingrid Bergman
THE OAK RIDGE BOYS HAVE ARRIVED awarded Platinum album, 1979

- 30 *Kitty Wells; Nashville, Tennessee
General Douglas MacArthur arrives in Japan and sets up military headquarters in Yokohama, 1945
Cleopatra commits suicide by permitting an asp to bite her, 30 B.C.

- 31 Roy Clark marries Barbara Joyce Rupard, 1957
First professional football game played, Latrobe, Pennsylvania, 1895

SEPTEMBER

- 1 *Conway Twitty (Harold Lloyd Jenkins); Friars Point, Mississippi
*Boxcar Willie (Lecil Travis Martin); Sterratt, Texas
*Lily Tomlin
Germany invades Poland and WWII begins, 1939
- 2 *Johnnie Lee Wills; Hall County, Texas
Japan signs formal treaty ending WWII, 1945
The Great Fire of London spreads over 436 acres, 1666
- 3 *Tompall Glaser; Spaulding, Nebraska
*Hank Thompson; Waco, Texas
Treaty of Paris signed, ending Revolutionary War between United States and Great Britain, 1783
- 4 *Shot Jackson; Wilmington, North Carolina
*Gene Parker; Los Angeles, California
Charlie Rich's "Behind Closed Doors" awarded Gold single, 1973
Los Angeles founded by Spanish settlers, 1781
- 5 *John Stewart; San Diego,

California
*Bob Newhart
Johnny Lee reaches top of the Country charts with "Lookin' For Love", 1980

- 6 *Zeke Clements; Empire, Alabama
*David Allan Coe; Akron, Ohio



*Mel McDaniel; Checotah, Oklahoma

*Sylvia; Kokomo, Indiana
Ernest Tubb dies, 1984

- 7 LABOR DAY
*Buddy Holly
Elvis Presley tops the Country charts with his most successful release on Sun Records "Mystery Train"/"I Forgot To Remember To Forget", 1955
Jesse James' last holdup, 1881

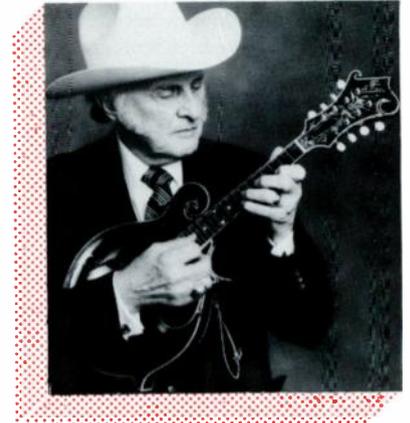
- 8 *Milton Brown; Stephenville, Texas
*Harlan Howard; Harlan County, Kentucky
*Jimmie Rogers; Meridian, Mississippi
*Patsy Cline; Winchester, Virginia
CMA charter signed, 1958
Tornado and tidal wave smashes Galveston and leaves 6,000 dead, 1900

- 9 *Freddy Weller; Atlanta, Georgia
Faron Young has surprise chart success in Britain with the pop top-five "Four In The Morning", 1972
Elvis Presley first appears on the Ed Sullivan Show, 1956

- 10 *Tommy Overstreet; Oklahoma City, Oklahoma
Nat Stuckey makes his chart debut with "Sweet Thang", 1966
Leroy Van Dyke's *Walk On By* enters the Country bestseller list, 1961
Ferlin Husky's "Wings Of A Dove" debuts on the Country charts, 1960

- 11 *Jimmie Davis; Quitman, Louisiana
Leon Payne dies, 1969

- 12 *George Jones; Saratoga, Texas
*Kenneth Threadgill; Travis County, Texas
John F. Kennedy marries Jacqueline Bouvier, 1953



13 *Bill Monroe (William Smith Monroe); Rosine, Kentucky

Barbara Mandrell makes chart debut with "I've Been Loving You Too Long", 1969
U.S. Congress authorizes the first national election, 1788

- 14 Hank and Audrey Williams travel by Greyhound bus from Montgomery to Nashville in hopes of auditioning for Fred Rose of Acuff-Rose Publishing, 1946

- 15 *Roy Acuff; Maynardville, Tennessee
Patsy Cline marries Charlie Dick (her second husband) in Winchester, Virginia, 1957
Billy Joe Shaver makes his chart debut with "Georgia On A Fast Train", 1973

[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 1987 COUNTRY MUSIC CALENDAR, as well as from original research.]

July

- 3-4 Statler Brothers Happy Birthday U.S.A. Celebration / Staunton, VA
- 3-12 Calgary Stampede / Calgary, Alberta, Canada
- 10-12 Stroh's '87 Country Music Concert In The Hills / Hickory Hill Lakes / Ft. Loramie, OH / Call (513) 295-3000 for details
- 11 NSAI Summer Seminar / Belmont College / Nashville, TN / Call (615) 321-5004 for details
- 12-15 New Music Seminar / New York, NY
- 15-16 CMA Board Meeting / Pan Pacific Hotel / Vancouver, British Columbia, Canada
- 18-19 Jamboree In The Hills / Brush Run Park / St. Clairsville, OH / Call 1-800-624-5456 or 232-1170 (in Wheeling, WV) for details

August

- 1 Misty Mountain Music Festival / Franklin, KY
- 28-30 1987 All British Country Music Festival / Worthing Pavilion / Worthing / Call 0903-202221 for details

28-31 Peterborough Country Music Festival / England

September

- 2-3 Rotterdam Country Music Festival / Holland
- 5-6 Country Open-Air / Bern, Switzerland
- 7-13 Canadian Country Music Awards / Vancouver, B.C.
- 8-11 8th Annual Tulsa Bluegrass & Chili Festival / downtown Tulsa / Call (918) 582-6435 for details
- 12-20 Georgia Music Festival / Atlanta, GA
- 19 Georgia Music Hall of Fame Banquet / Atlanta, GA
- 22-26 International Bluegrass Music Association World of Bluegrass 1987 / Owensboro, KY / Call (919) 542-3997 for details
- 27-29 AMUSEMENT BUSINESS and BILLBOARD's "Sponsorship in the Entertainment & Leisure Industry" / Fairmont Hotel / Dallas, TX / Call (615) 748-8120 for details

October

8-10 Grand Ole Opry's 62nd Birthday Celebration / Nashville, TN

- 9-11 Talent Buyers Entertainment Marketplace / Stouffer Nashville / Nashville, TN / Call (615) 244-2840 for details
- 12 21st Annual Country Music Association Awards / Grand Ole Opry House / Nashville, TN
- 12 International Country Music Buyers Association (ICMBA) Fall Meeting / Stouffer Nashville Hotel / Nashville
- 13 CMA Board Meeting / Nashville
- 13 CMA Annual Membership Meeting / Nashville
- 18-24 7th Annual Country Music Festival & Trade Convention / Adams County Fairgrounds / Hastings, NB / Call (402) 756-5541

November

- 2-8 American Music Week
- 6-8 British Country Music Association Awards Weekend / Sand Bay Holiday Village / near Bristol, England
- 30 International Country Music Buyers Association (ICMBA) Winter Meeting / Bally Grand Hotel / Las Vegas, NV



Following a concert by Reba McEntire and Lyle Lovett, the two MCA recording artists were greeted backstage by ASCAP's Merlin Littlefield and MCA Records Vice President Tony Brown. Pictured (l to r) are Brown, Lovett, McEntire and Littlefield.


Close Up
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