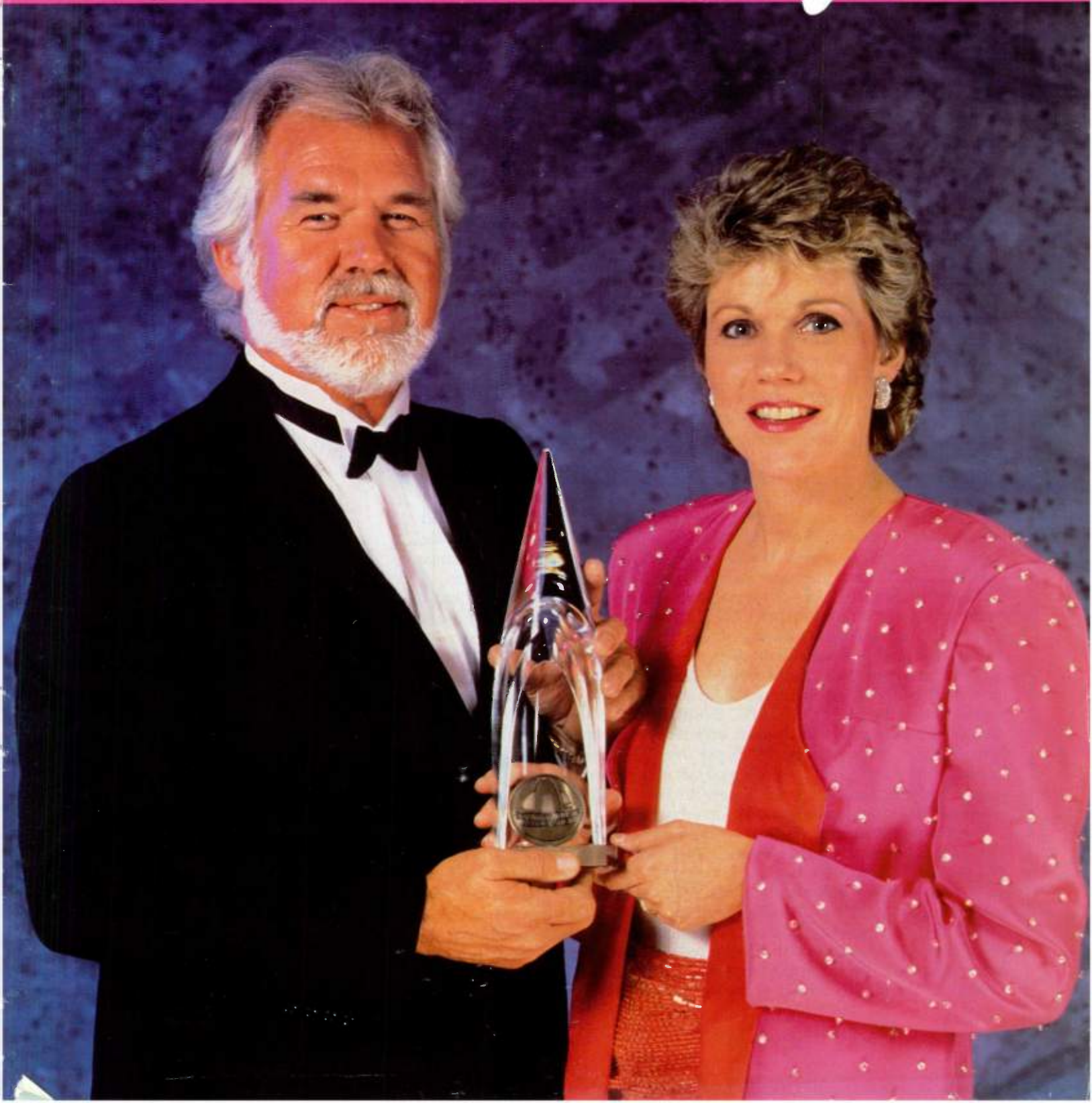


Close Up

MAGAZINE

AUGUST 1989



Anne Murray & Kenny Rogers Slated To Host CMA Awards Show

Anne Murray and Kenny Rogers will head the array of artists on the 23rd annual Country Music Association Awards Show as they join to host the industry's preeminent awards gala Monday, October 9th at 9:00 p.m. (EDT). This marks the first time the two superstars have hosted the show together — Murray co-hosted with Willie Nelson in 1983 and with Kris Kristofferson in 1986; Rogers hosted in 1979, 1984 and 1987. Broadcast live from Nashville as a two-hour CBS television network special, the CMA Awards Show is touted as "America's Premier Music Awards Telecast", having been on major network television since 1968. This year's show will feature the first live performance of Murray and Rogers' duet, "If I Ever Fall In Love Again", which appears on Rogers' recently released lp, SOMETHING INSIDE SO STRONG.

The multi-talented Anne Murray has been one of the most successful female performing artists of the last two decades, scoring an impressive array of hits on the Country, pop and adult contemporary charts. It was the release of "Snowbird" in 1970 which set her feet firmly on the path to superstardom and the beginning of an illustrious career which has earned her a place in the hearts of music fans everywhere. Her classics "Danny's Song", "Shadows In The Moonlight", "Could I Have This Dance", "Now And Forever", "You Needed Me" and "A Little Good News" are among the many hits which have propelled this Canadian-born singer to more than 20 million in record sales.


Celebrating her 20th anniversary with Capitol Records in 1989, Murray has earned four multi-platinum and 11 gold albums and two gold singles in the U.S., in addition to numerous Grammy, American Music and Juno Awards. She and Dave Loggins were named CMA's Vocal Duo of the Year in 1985 and her recording of "A Little Good News" won both Single and Album of the Year honors in 1984.

The Anne Murray Centre, which displays memorabilia of her stellar career opened July 28. It is located in her home town of Springhill, Nova Scotia.

Kenny Rogers enjoys the status of one of today's most versatile, talented and important entertainers. Since his emergence on the scene in 1978 with "Lucille", Rogers has charted hit after hit both as a solo artist and with such duet partners as Dottie West, Dolly Parton and Sheena Easton. The recipient of countless commendations for his artistry, his trophy case includes numerous gold and platinum records, along with five CMA, three Grammy, 18 American Music, 10 People's Choice and eight Academy of Country Music Awards.

Coupled with his successful singing career, Rogers has, in the last 10 years, parlayed an equally successful television career, with a dozen specials, five movies-of-the-week and miniseries to his credit. His most recent television special, titled after his SOMETHING INSIDE SO STRONG lp, featured as guest stars Dolly Parton and Willie Nelson, and debuted the much touted music video, "Planet Texas". A movie based on "Planet Texas" is currently in the works, with Rogers in the starring role. A syndicated talk show hosted by Rogers is also being planned as is the second annual "Kenny Rogers Classic Weekend", a sports and entertainment special to be taped in September.

Irving Waugh, executive producer of the CMA Awards Show, expressed his enthusiasm at having tapped two of Country's brightest stars to host this year's Awards Show. "The CMA Awards Show has become one of the most highly rated, highly visible of all awards shows. To have two artists of Kenny and Anne's calibre hosting the show will indeed set the tone for another fine production."

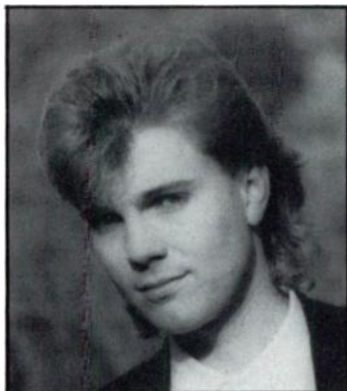
The 1989 CMA Awards Show will be produced by Bob Precht of Sullivan Productions, Los Angeles. Walter Miller will direct. For the seventh year, a stereo radio simulcast of the show will be satellite-delivered by the Mutual Broadcasting System. CTV will also carry the show live in Canada. 

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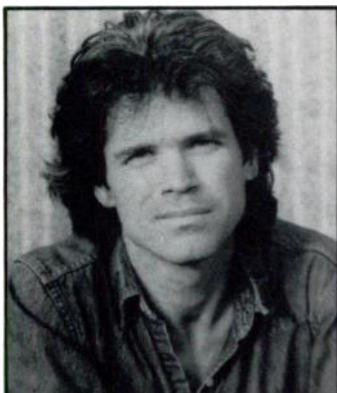
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Garth Brooks



Lionel Cartwright



J. C. Crowley



Linda Davis



Robin Lee



Shelby Lynne



Canyon

Top Talent At TBEM '89

Some of the freshest new acts in Country Music will appear on the showcases at the Country Music Association's 18th annual Talent Buyers Entertainment Marketplace on October 6 - 8 at the Hyatt Regency Hotel in Nashville.

TBEM gives promoters, club owners, managers, record label executives and representatives from fairs, parks and auditoriums across the country the opportunity to network with the industry's top talent agents, gain innovative promotional ideas from panel presentations, and witness first-hand the hottest new acts on the Country market today at two talent showcases.

Confirmed to perform at TBEM are Garth Brooks, The Burch Sisters, Canyon, Lionel Cartwright, J. C. Crowley, Linda Davis, Robin Lee, Shelby Lynne, Scott McQuaig, Lorrie Morgan, Shenandoah, Russell Smith, Marty Stuart and Jason D. Williams.

The theme of this year's seminar is "Making Money With Country Music — Winning Ideas For The 90s". Along with the showcases, registrants can attend two panel presentations by industry leaders on strategies for increasing music event profits. The two panel presentations will offer ideas on increasing ticket sales at colleges, fairs, theme parks, special events, clubs, arenas, amphitheatres and performing arts centers.

New this year to TBEM is a contest that will be held to reward the most profitable tried and proven promotional ideas. Winning ideas should be submitted no later than Monday, September 11, and will be judged by a panel of industry professionals. Cash prizes totaling \$2,000 will be awarded for the most successful promotions at the opening ceremonies on Saturday. All submitted ideas will be published in a handbook and distributed to all registrants of the seminar.

Fall Sales To Be Boosted By P-O-P Campaign

Consumers at local U.S. record outlets will be swayed to buy Country product during the fall months through the Country Music Association/National Association of Record Merchandisers (NARM) Point-of-Purchase campaign. The campaign, now in its seventh year, is conducted to establish higher visibility for the October 9th CMA Awards Show, as well as boost sales and awareness of Country product both before and after the show.

The theme of the campaign, "Bring Home Country's Brightest Stars", will be displayed on six merchandising pieces, including flats, bin cards, which will double as tent cards, divider cards, shelf talkers, banners and posters. Artists' pictures will be featured on most of the merchandising aids which are complemented by graphics featuring a contemporary star brightly colored in shades ranging from mauves to orange. The CMA and Give the Gift of Music logos will also be displayed in the graphics.


Twelve artists from seven different record labels are participating in this year's campaign: Billy Joe Royal (Atlantic/America Records), Ricky Skaggs and Ricky Van Shelton (CBS Records), Tanya Tucker and Dan Seals (Capitol Records), The Oak Ridge Boys and Patty Loveless (MCA Records), Kathy Mattea (PolyGram Records), Alabama and Ronnie Milsap (RCA Records) and Highway 101 and Randy Travis (Warner Bros.

Records). Artists featured in the campaign must have had a top 20 album on the charts during the eligibility period of May 1, 1988 to April 30, 1989.

In addition to contributions from CMA and NARM, each label represented on the P-O-P pieces will financially support the campaign as well as have representatives monitor its use in retail chains and with rack jobbers.

For the fifth year 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. Entry forms for the display contest will be sent when materials are shipped. Deadline for entering the contest is October 31.

A plaque will again be awarded for Best Overall Company Performance, which is based on the level of a company's participation and its support of the campaign through promotion and direction.

Order forms for the 1989 P-O-P campaign were mailed to retail and rack divisions throughout the United States in late June, with a July 26 deadline set. CMA will coordinate with NARM in obtaining the orders. The printing and fulfillment will be done by CMA. All orders will be shipped by mid-August. 



BMI honors Country comedian Jerry Clower at a luncheon in celebration of his 20th anniversary with the performing rights organization. Pictured (l to r) are Don Fowler of World Class Talent; WSM's Charlie Douglas; Clower; BMI Vice President Roger Sovine and Tandy Rice of Top Billing.

— Photo by Don Putnam


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Close Up

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Hall Of Fame Nominees Announced

Nominees for induction into the Country Music Hall of Fame were announced July 5 by the Country Music Association. The 1989 Hall of Fame inductees will be named during the 23rd annual "Country Music Association Awards Show" on October 9. The show will be broadcast on the CBS television network from 9:00 - 11:00 p.m. (EDT).

This year, two candidates will join the elite membership of the Hall of Fame — one in the Open Category which is a performer or non-performer, living or deceased. The other will come from the Non-performer Category which is only inducted every third year.

Nominees are: *Open Category* — Tennessee Ernie Ford, The Jordanares, The Louvin Brothers, George Morgan and Hank Thompson. *Non-performer Category* — Don Law, Ken Nelson, Jack Stapp, Cliffie Stone and Irving Waugh.

OPEN CATEGORY:



Tennessee Ernie Ford — Affectionately known to millions as "The Ol' Peapicker", Ernest Jennings Ford was born in Bristol, Tennessee on February 13, 1919. Ford studied voice, became a radio announcer, and after service in World War II sang professionally on Cliffie Stone's "Hometown Jamboree" show in Pasadena, California. A long string of record hits

began in the late 1940s — "Mule Train", "Anticipation Blues", "Cry Of The Wild Goose", "Shotgun Boogie" and the biggest of all, a four million-seller on Merle Travis' "Sixteen Tons". Ford's warm bass voice and down-home ways became nationally familiar through his long-running television show. He is perhaps best loved for his renditions of gospel favorites.



The Jordanares — This legendary quartet was formed in Springfield, Missouri but relocated to Nashville in the early 1950s. They sing spirituals, barbershop numbers and popular tunes. Their first major success on records came singing backup for Red Foley on "Just A Closer Walk With Thee". For some years, they were featured regularly on the Grand Ole Opry, but gained their greatest notoriety as long-time vocal backup for Elvis Presley on records, in movies, on tv and on stage. From 1965 - 75, they were included in the Top Ten Most Popular Recording Groups in the world (according to NEW MUSICAL EXPRESS magazine in England) along with the Beatles and the Rolling Stones. The makeup of the group has changed a few times, but the best known members are Gordon Stoker (tenor), Hoyt Hawkins (baritone), Neal Matthews (second tenor) and Ray Walker (bass). These four performed together from 1958 until Hawkins' death in 1982. Matthews is also often credited with developing the popular numbering system used by Nashville musicians. From the early days of "Hound Dog" and "All Shook Up" through "Four Walls" and "Crazy" to "The Gambler", their voices have been heard on literally thousands of recordings.



The Louvin Brothers — Though their career as a duo was brief, the Louvin Brothers are among the most influential singer/songwriters in Country Music history. The team was composed of brothers Ira and Charlie Loudermilk of Henegar, Alabama. Ira, born in 1924, played mandolin and sang pure, high tenor harmony. Charlie, born in 1927, played guitar and usually sang lead baritone. From 1951 to 1963, when the duo broke up, the Louvin Brothers were unchallenged as Country Music's top brother act. They joined the Grand Ole Opry in 1955 on the strength of "When I Stop Dreaming", their first big hit. Other still popular Louvin numbers include "If I Could Only Win Your Love", "I Don't Believe You've Met My Baby", "Are You Teasing Me?" and numerous gospel favorites. Ira died tragically in 1965, but Charlie went on to have a successful solo career.



George Morgan — "The Candy Kid", George Morgan was one of Country Music's earliest crooners. Born in Waverly, Tennessee on June 28, 1925, Morgan grew up in Ohio where his first professional singing was done for radio stations in Akron and Wooster, Ohio. These led to a

regular spot on WWVA's Jamboree in Wheeling, West Virginia. His acceptance in Wheeling and the success of his earliest Columbia records, most notably the self-penned "Candy Kisses", brought him to Nashville and the Grand Ole Opry, where, except for a three-year absence in the late 1950s, he stayed until his death. The early 1950s were his heyday, as Morgan racked up hits with "Please Don't Let Me Love You", "Room Full Of Roses", "Cry Baby Heart", "Almost" and "I'm In Love Again". He recorded for several labels after the mid-1960s and was reclaiming a modicum of notoriety with early-styled hits like "Red Rose From The Blue Side Of Town" on MCA Records when he died of heart problems in July 1975.



Hank Thompson — Born in Waco, Texas in 1925, Hank Thompson attended Princeton University, Southern Methodist University and University of Texas. A familiar radio artist in Texas and Oklahoma, Thompson is a durable exponent of honky-tonk and western swing music. Thompson's compositions had unique qualities. Ironically, many of them were rooted in nursery rhymes: "Humpty Dumpty Heart", "Rub-A-Dub-Dub" and others. Thompson's compositions/recordings included "Green Light", "Whoa, Sailor" and his 1952 million-seller, "The Wild Side Of Life". From 1953 - 1965, Thompson's Brazos Valley Boys won most western band polls, and Thompson's influence pervades the 1980's Country-rock scene. His 18-year tenure with Capitol Records produced sales in excess of 30 million units. Hank Thompson has since recorded for Dot and Warner Bros. Records.

NON-PERFORMER CATEGORY:



Don Law — Don Law was born in the British Isles and like his predecessor, Arthur Satherley, he rose to prominence as an executive with Columbia Records. He began his career in 1942 as an audit clerk and became an important producer and executive within the Columbia organization. As one of Country Music's finest producers, he guided the talents of some of the industry's biggest stars including Carl Smith, Ray Price, Lefty Frizzell, Marty Robbins, Jimmy Dean, Johnny Cash, Stonewall Jackson and Carl Perkins among others. Law died in December 1982.



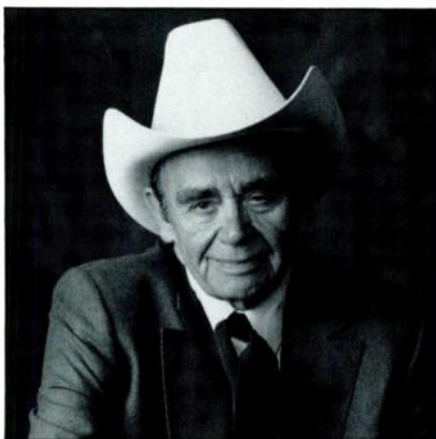
Ken Nelson — At 14 years of age, Ken Nelson's first radio broadcast was as a vocalist. He became a radio announcer in Chicago in 1935 at WAAF and later music director. In 1939, he became musical director of WJJD and WIND in the Chicago area where he started "The Supper-time Frolic", which at the time was one of the biggest Country programs in the nation. Nelson began working for Capitol Records in 1946 and in 1948 was sent to California to head

Capitol's Transcription Department. In 1952, he became head of the Country Music Department at Capitol and produced many hit recordings by artists such as Tex Ritter, Hank Thompson, Buck Owens, Merle Haggard, Roy Clark, Freddie Hart and Jean Shepard. Perhaps his most long-lasting contributions are as a prime mover in the expansion of Country Music, including being a founding director and president of CMA, a trustee and chairman of the board of the Country Music Foundation and in convincing the National Association of Recording Arts and Sciences (NARAS) to establish a chapter and open an office in Nashville in 1964. He is in retirement in Southern California.



Jack Stapp — A Nashville native, Jack Stapp was reared in Atlanta. He began his career at the age of 16 with station WGST/Atlanta. His legendary reputation began the next year when he became WGST's program manager. While at the station, Stapp demonstrated an early ability of recognizing talent by hiring a staff announcer named Bert Parks. Moving to New York, Stapp became a staff producer at CBS and quickly was promoted to night-time program manager. Stapp returned to Nashville prior to World War II to become program director of WSM, where he assembled a large staff orchestra, as well as vocalists, writers and arrangers. He personally produced the Prince Albert Grand Ole Opry for NBC Network and brought to the Opry the major Country stars of his era. Red Foley, Hank Williams, Eddy Arnold, Ernest Tubb, Hank Snow, Webb Pierce, Bill Monroe, Minnie Pearl, Faron Young, Carl Smith, Kitty Wells, Pee Wee King and many others

were signed by Stapp. He helped establish the Grand Ole Opry Birthday Celebration. A founder of the Country Music Association, Stapp also served on CMA's board of directors and was instrumental in bringing the annual "CMA Awards Show" to national television. Along with Louis G. Cowan, he established Tree Publishing Company, which became an undisputed giant in the music publishing field. Stapp was influential in the careers of such writers as Roger Miller, Curly Putman, Willie Nelson, Hank Cochran, Bobby Braddock and Sonny Throckmorton. Jack Stapp died in 1981.



Cliffie Stone — Somehow, the career of almost every West Coast Country entertainer has been touched by Cliffie Stone. His "Hometown Jamboree" television show brought such stars as Johnny Cash, Eddy Arnold, Jim Reeves, Johnny Horton, Wesley and Marilyn Tuttle, Merle Travis, Tex Ritter, Freddie Hart, Liberace, Tennessee Ernie Ford, Lefty Frizzell and many others into millions of homes on Saturday nights. A member of the Disc Jockey Hall of Fame in Nashville, Stone still presents Country Music to America's heartland by producing radio and television shows, entertaining and serving the Country Music audience. He was mentor, advisor and manager for several well-known stars. He was one of the founding owners of Central Songs, one of the West Coast's largest publishers. Stone was president of the Academy of Country Music for two years and served on the board of directors of the Country Music Association. Currently, he represents Gene Autry's music publishing interests.



Irving Waugh — A Virginia native, Irving Waugh joined WSM in 1941 as an announcer and later became sales manager and president of WSM. In 1949, the Friday Night Grand Ole Opry radio show was started under his guidance, and in 1950, he oversaw the construction of Nashville's first television station. Two years later, he helped launch the first Grand Ole Opry Birthday Celebration. Along with Jack Stapp, Waugh interested Kraft Foods in sponsoring the "CMA Awards Show" on network television in 1968. He conceived and supervised the development of the Opryland entertainment complex, and in 1971, he initiated Fan Fair. He retired as president of WSM in 1977 and currently serves as executive producer of the "CMA Awards Show". He owns I. W. Television Productions and was creative consultant on the network television showing of the 60th Birthday Celebration of the Grand Ole Opry. He has served on the CMA Board for 20 years and is the namesake of the Irving Waugh Award of

Excellence, which was established and awarded to him in 1983. The award is to honor persons who are originators and caretakers of actions that have dramatically broadened and improved Country Music on a national and international level for the industry as a whole, which best describes the career of this elegant gentlemen.

Hall of Fame candidates are judged on their contributions to the advancement of Country Music and the indelibility of their impact. A candidate's influence on others is also a major consideration, along with an established public image of leadership in Country Music.

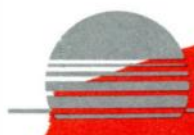
The process of selecting Hall of Fame inductees is divided into two phases: nomination of candidates and election of winners. A Hall of Fame Nominating Committee comprised of 12 industry leaders is responsible for nominating a slate of Hall of Fame candidates. From this slate, inductees are chosen by a panel of about 350 Hall of Fame electors, each of whom has at least 10 years of experience in the industry.

Upon induction into the Hall of Fame, members are recognized with a bronze plaque at the Country Music Hall of Fame in Nashville. The first Hall of Fame members were elected in 1961. Now almost 50 individuals and acts have been honored including Hank Williams, Roy Acuff, Bill Monroe, Red Foley, Owen Bradley, Minnie Pearl, Kitty Wells, Connie B. Gay, Paul Cohen, Wesley Rose, Gene Autry, Tex Ritter, Grant Turner and Loretta Lynn. **Cu**



Juice Newton receives a key to the City of Nashville after a standing ovation performance recently at Nashville's Center Stage. Pictured (l to r) are Dan Harrell, Newton's manager; CMA Executive Director Jo Walker-Meador; Newton and Nashville Mayor Bill Boner.

— Photo by Beth Gwinn



The Shooters

Take five guys from any street corner in the country who love to play music, put them together, and you've got a band.

Take five guys all from the same area, who have similar goals and ideas musically and love what they're doing enough not to compromise, and you've got The Shooters.

Take those same five guys, put them on a hectic touring schedule promoting their second album, try to keep them together through it all, and you've got a challenge. Walt Aldridge, leader and producer of The Shooters, recognizes that challenge, and admits that getting the band together wasn't the hard part. In fact, he had the record contract before he even had the band.

"It's not hard to get five guys from anywhere together and say, 'Would you like to be in a band that has a record deal and be able to make the kind of music you want and not conform.'"

What's hard is keeping those five guys together during the time when you're out there for a few years trying to break the act. It's hard to know if you're making the right decisions, but it's not hard to find guys who are willing," said Walt.

Walt had been writing songs, producing and engineering on albums for years at Fame Studios in Muscle Shoals when he was approached by CBS Records about a record deal. It was his cooperative writing efforts with Shooters vocalist and bass player Gary Baker that interested the label in the first place.

And so, The Shooters were born. Walt and Gary hand-picked the other members of the band, keeping in mind various avenues of experience, backgrounds and musical goals.



Taking their name from the John Wayne movie, "The Shootist", Walt, Gary, guitarist Barry Billings, keyboard player Chalmers Davis and drummer Michael Dillon began working on their first album.

Walt actually started producing The Shooters' first album before the entire band was in place. The album yielded four top 40 Country hits — "They Only Come Out At Night", "Till The Old Wears Off", "Tell It To Your Teddy Bear" and "I Taught Her Everything She Knows". The band is currently on tour promoting their second album, *SOLID AS A ROCK*.

"I think we were much stronger as a band when we cut the second album. In fact, the difference between this album and the first one was that before we made this album, we had the opportunity to go out and work together and learn each other's strengths and weaknesses. We didn't have that opportunity the first time and weren't as familiar with each other musically," Walt said.

"Whatever we are or whatever we aren't musically, we always wanted to be right on the outer perimeter of the cutting edge of contemporary Country Music. We've always tried to be true to whatever our influences and our honest roots are, and have poured all that together to come up with our sound," said Walt.

The Shooters' music follows no specific standards and fits in no certain category, which seems to be just the way they like it. Blues-based with a heavy pop influence, it reflects the sounds the members grew up with in and around Muscle Shoals.

All five members of the group have similar tastes and influences musically. Guitarist Barry Billings has been playing guitar since the age of 9, and was a road musician with the Cornelius Brothers and Sister Rose in 1978 before working with The Shooters.

Keyboard player Chalmers Davis began working sessions in Jackson, Mississippi before moving to the

Muscle Shoals area. His credits include records by The Gatlins, Tammy Wynette, George Jones, T. G. Sheppard and Mac Davis.

Drummer Michael Dillon worked in Dickey Bett's band on the road and on the Allman Brothers Band Reunion Tour before becoming a Shooter.

Shooters vocalist and bass player Gary Baker first enjoyed success in the industry as a pop artist in the group LeBlanc and Carr. He also toured with Jim Stafford, and has written hit songs for Gary Morris, Steve Wariner and Alabama.

"Being in The Shooters has been wonderful for me because the music that we're playing now is exactly what I've always wanted to do anyway — it's perfect for me," Gary proclaims.

As a part of The Shooters, Gary says the biggest change he has seen in the past few years is the emergence of more groups in the business. But he maintains The Shooters are different from a lot of other groups because of their unity.

"First, we record by ourselves. Walt is our producer, and we produce our own records. Whatever sound comes out on our album is us — pure Shooters — and it can't be duplicated by any other group or by studio musicians," Gary said.

"Our band isn't centered around any one member. Everybody has their spot in the show and in the business of the band, and we all know what

that is. Walt's our leader, and we know that. A lot of other bands have their one lead singer, and don't play on their own records. Somebody outside the band leads them in all of their decisions. But with us," Gary said, "there's a lot of unity. We all work together to make our sound happen."

"A group is collectively what it is individually, so if we're different in any way, it's due to what the individual members bring to the group and contribute," Walt adds.

The Shooters realize contemporary acts are bound somewhat by the confines of Country radio, and are aware of the dues that must be paid before they can venture into riskier areas with their music.

"Any contemporary act walks that fine line all the time between how contemporary they can be and how contemporary Country radio will allow them to be. We all have to operate within the boundaries of what's acceptable for playlists for Country radio. There's always going to be that side of you that has other things that you want to stretch out and do, but you have to earn your stripes before you're able to do that," Walt admits.

Walt knows quite a bit about earning stripes, having years of experience in the business and several hit songs to his credit. His song-

writing talent has been used by such Country artists as Ronnie Milsap, T. G. Sheppard, Earl Thomas Conley and Ricky Van Shelton, and he even wrote a techno-pop song for the film "White Nights" called "My Love Is Chemical".

The Shooters provided Walt with an opportunity to make a new kind of music that he had never before had an outlet for. His early songwriting successes have given him added reinforcement and confidence enough to help the band stick to its guns musically, even though it hasn't always been the easiest thing to do.

"We knew from the start that there were two ways we could go about it. We could make very safe Country radio records and win a few fans and then get crazy, or we could do what we felt was true to us and play *our* music, which is what we've done.

"We know it's a little slower rise doing it that way. But I think every artist who wants to be a true artist hopes he can do things that are significant and will be musically different and interesting. But that does require a few more stripes before you can get to that point," Walt said.

"We want to be real artists. And to do that, you have to be willing to take your lumps. We've just decided to make *our* music . . . and we hope a ton of people like it." **Cu**

— Lorie Hollabaugh

NEWSBREAKERS

A recent survey conducted by Management Horizons revealed that teenagers spend more time listening to radio than they do watching tv, and as they mature, radio listening time increases while tv viewing decreases. According to the survey, published in part by RADIO & RECORDS, teens overall average 3.7 hours of radio listening versus 3.1 hours of tv viewing on weekdays, and 6.4 hours of radio versus 5.9 hours of tv on the weekends.



Country rocker Dwight Yoakam recently entered the fashion merchandising business. His new clothing company, DY Ranchwear, is currently planning a fall line of western wear including a \$150 western-style jacket available in four different colors.

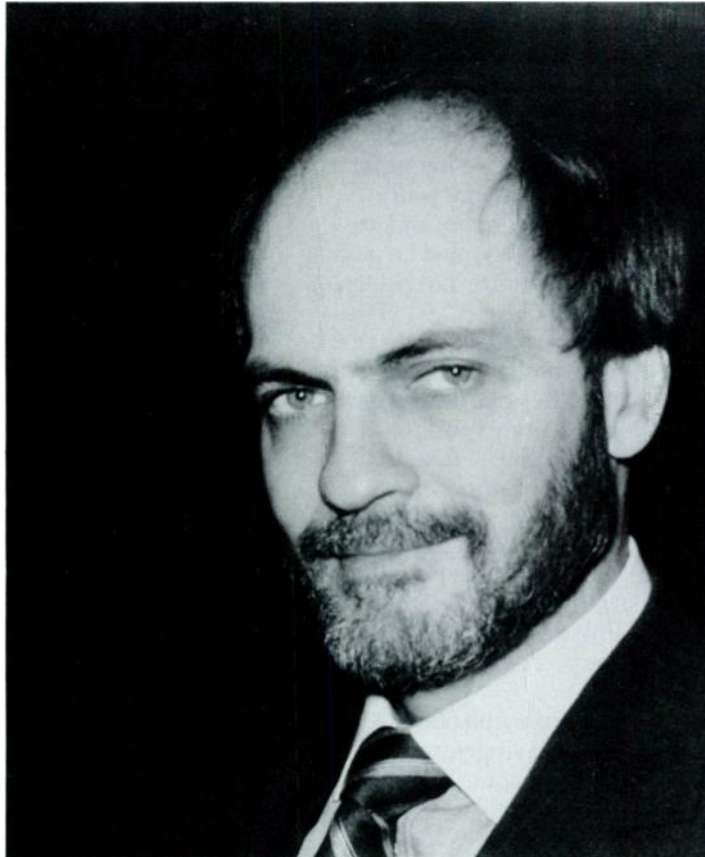


Rocker John Hiatt (left) and Country boy Ricky Skaggs visit backstage at the 20th New Orleans Jazz and Heritage Festival where both appeared in concert.

— Photo by Tim Campbell

I WRITE THE SONGS

Bobby Braddock



Six years ago, Bobby Braddock could call just about any producer in town and get a call back — fast. After all, he'd penned hits like "Golden Ring", "Faking Love", "Something To Brag About", "Thinking Of A Rendezvous", "I Don't Remember Loving You" and a score of others. Having the name Bobby Braddock on a song sweetened the odds of a steep chart climb to the top.

But now it takes longer for Bobby's phone to ring. He hasn't had a number one since 1983 — plenty of cuts on albums and top 40 singles, but not that elusive number one.

"I have to prove myself again. In this town, you're as good as your last record. But that just makes me work that much harder. I'm not comparing myself to Bach or Stephen Foster but when you look at the works of some-

body a long time ago, you don't think they didn't have a lull in there?"

A professional lull — not charting in BILLBOARD as often or as high — doesn't always parallel what's going on in a songwriter's personal life. He may be writing better than he ever has.

It just takes time, sometimes years, to get those songs recorded.

Bob McDill wrote "Don't Close Your Eyes" five years before Keith Whitley turned it into a number one and had to wait a decade before "Song Of The South" became a hit for Alabama. Troy Seals and Dave Kirby waited eight years before Jo-El Sonnier made a top 10 record out of "No More One More Time" and Rafe VanHoy wrote "What's Forever For" four years before Michael Martin Murphey took it to number one.

Similarly, Braddock co-wrote the two-time CMA Song of the Year "He Stopped Loving Her Today" three years before it was pitched to George Jones. He penned the T. G. Sheppard hit "I Feel Like Loving You Again" three and a half years before it hit number one.

"People assume when you're having a dry spell, 'Well, he's lost it'. I have a lot to prove."

But Bobby's felt that need to prove himself before. One of the worst times in his life was in 1970.

"I'd just had a big success with (Tammy Wynette's) 'D-I-V-O-R-C-E'. Then suddenly a year went by and I didn't get anything recorded. Here I was 30 years old and I thought it had all gone away."

It hadn't. In the summer of 1971, Lee Hazelwood and Nancy Sinatra went to the top of the pop charts in England with Bobby's song, "Did You Ever".

Then he enjoyed what he says was that wonderful, magical time at Tree (a major Nashville publishing company) with other songwriters like Sonny Throckmorton, Rafe VanHoy, Don Cook, Kieran Kane and Jamie O'Hara of The O'Kanes and one of his primary influences, Curly Putman.

"The vp in charge of creative endeavors was Don Gant. There was someone who really motivated us.

"He loved songwriters and at the end of the day we would gather in his office and listen to each other's songs. Sometimes they were wild partying days. There was such camaraderie then. Gant told us we better enjoy these days because they wouldn't last forever. And he was right."

Several years later, Don Gant dropped dead of a stroke at 44.

In Bobby's hit-making heyday at Tree, he says he probably drank and partied too much and didn't handle his financial success like he should've.

"I was a terrible businessman. I didn't go out and buy a yacht or three

Cadillacs. But I made a lot of money and didn't invest it or spend it wisely. I used to be embarrassed about making a lot of money. I was even embarrassed about having a lot of hits. I realize now how stupid that was. I no longer think making money is something to be ashamed of. That's why I know success would be a lot more precious to me now."

Even with chart success comes a lot of rejection.

"You have to realize that you're setting yourself up for a lifetime of rejection as long as you're a songwriter. Every time someone doesn't cut one of your songs it's rejection. It's saying 'We like someone's song better than yours'.

"I don't think I've ever gotten used to rejection. It's sorta like when I was a young man I'd never ask a girl for a date unless I was positive she'd say yes. If you can't stand rejection there's no way you can survive in this business as a songwriter. There's a lot of politics too."

But he doesn't lose his sense of humor over it.

He's penned songs like "The Kute Klux Klan" about parents indoctrinating kids into the Klan and "Madison Avenue Pusher Man" about ad agency types, "I Lobster But

Never Flounder" which he and his ex-wife Sparky co-wrote in a Red Lobster restaurant, "Dolly Parton's Hits", "You Can't Have Your Kate And Edith Too" and "The Elderly Brothers". Some of those songs appeared on his HARD PORE CORNOGRAPHY lp.

One of the quickest songs he penned was a 1960's top five tune for the Statler Brothers. "I wrote it in 10 minutes. It was about this guy having a girlfriend named Ruth and she went off and left him and now he's 'Ruthless'."

Even some of his serious songs have a lighter side.

"I Don't Remember Loving You" was kind of heavy about a guy in an insane asylum because his girl left him. But it was kinda light, too. It's a depressing song you can dance to."

He also makes light of his singing abilities.

"I've been with about six major labels which should tell you something about my singing. I've had every chance in the world."

Bobby's taken chances with his songwriting, too.

He wrote "Unwed Fathers" with John Prine and "I Believe The South Is Going To Rise Again", in the early 70s which was considered a liberal tune about race relations.

"I write more love songs than anything else. It's sorta my job. That's what we do. We write songs about love. If I could write anything, it would be less love songs and more about social issues, and maybe a little more history. A little more comedy, too.

Bobby says songwriting has its drawbacks but is more rewarding for him than a 9 to 5 job.

"When one of your peers likes your songs it makes it worth it. It also means just as much when someone you don't know says something.

"I walked into a restaurant one time and 'Would You Catch A Falling Star' that John Anderson recorded was playing. The waitress said, 'Whoever wrote that song sure knows what he's talking about'. To me that was the ultimate compliment. If you have some good luck, songwriting's well worth the heartache."

Bobby's had his share of both — heartache and good luck. He's still at Tree where he's been for two decades and still writing songs. Dan Wilson, one of Tree's professional managers, is working closely with Bobby on some new material.

Bobby believes it's good.

He hopes producers think so, too. **CJ**

— Teresa George

BACK-TO-BACK BREAKERS

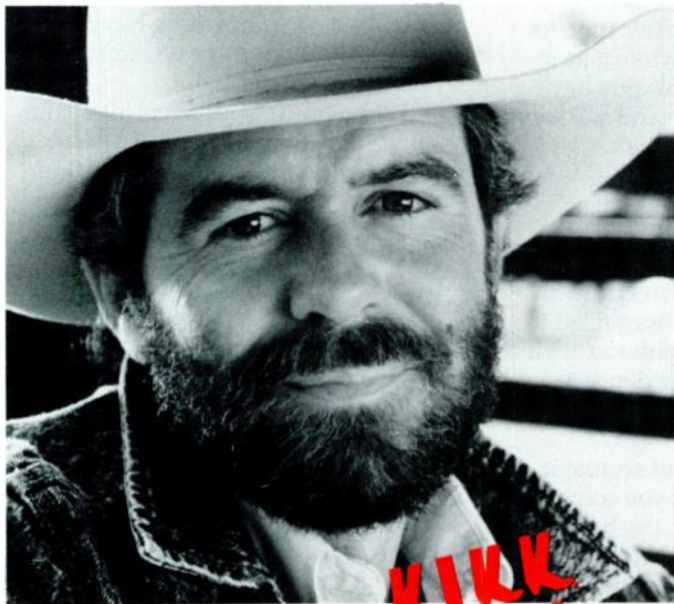
Garth Brooks



Garth Brooks' debut single, "Much Too Young (To Feel This Damn Old)", has moved into BILLBOARD's top 10. The single is one of five Garth co-wrote on his current self-titled lp.

- ★ Garth recently made his Grand Ole Opry debut to a packed house on June 24.
- ★ These successes didn't come without a few struggles. Garth came to Nashville from his native Oklahoma in 1985. He returned home 23 hours after reaching his destination, down but not ready to give up.
- ★ While completing his college education at Oklahoma State University, Garth sang with the group Santa Fe. The band performed in Oklahoma, Texas and New Mexico.
- ★ Garth returned to Nashville in 1987 with Santa Fe. Although the group broke up, Garth stuck to his dreams. His determination paid off when he signed to Capitol Records.
- ★ After signing a recording contract, Garth teamed up with well-respected producer Allen Reynolds (Crystal Gayle, Kathy Mattea).
- ★ MUSIC ROW magazine said of Garth, "He's more than a good-looking guy who can sing well. He thinks for himself and he takes chances."

KIKK



KIKK
96 FM
Sounds like
TEXAS!

Here at KIKK the temperature on the back porch is 85 degrees. This back porch may not have Aunt Ethel, rocking chairs and calico cats, but it still gives Houstonians that down-home feeling.

"We have kind of a family approach in our on-air delivery," says Craig Magee, KIKK's general manager. It is not surprising that KIKK lends itself to this sort of family closeness. "It's very hard to discern whether we're a team effort or a family effort. I like to think that we're a team, but when you look at it, we're kind of a KIKK family."

KIKK has developed a special relationship with its listeners. Many have been with the station since it went on the air 26 years ago.

"Kids get into Country because their parents listen to us. A lot of people say 'My folks listened to KIKK, and now that I've grown up I'm listening more than I used to.'"

Not only are the listeners faithful, but so are employees. "Our station has been around 26 years and I think we have about three employees that are 20-year people. Joe Ladd, our music director, just had his 20th anniversary. One of the business managers, Patsy Burton, has been here for about 22 years. We don't have many people leave us."

Although half of Magee's 24 years in radio have been with the Country format, he hasn't been with KIKK as long as some employees. He came to KIKK in October 1986 as general manager from WIL in St. Louis.

Magee has seen quite a few changes during those 24 years.

"I think Country has become more unified particularly in the last two to three years. In the 70s and through the 80s there was a lot of outside influence on Country from pop and contemporary. A lot of artists were being forced to try to put out music that was Country, but had the potential to be a crossover hit."

Although Country Music has changed through the years, the popularity of KIKK has been consistent. The radio station has the original set of call letters — KIKK. "Other people have called them the best call letters in the U.S." Right now the station is the number one Country station in its market, according to the latest R&R RATINGS REPORT.

KIKK's format attracts a wide range of listeners. "We've got a lot of surgeons and bank presidents. We just had a call from the chairman of one of the largest banks in Texas who wanted to know if we could get him two George Strait tickets."

The station pleases Little Leaguers and lawyers. "We certainly don't have any blue humor on the air. Parents know it's something they can turn on and their kids can listen to."

KIKK sponsors a free concert each May and October. In June, the KIKK Cajun Fest, which includes arts and crafts, kiddie rides, petting zoos and Cajun food, takes place. "We had Jo-El Sonnier and Patty Loveless as headliners." The Houston Livestock Show and Rodeo gets a big hand from KIKK, too. To begin with, KIKK kicks off the rodeo with a fireworks show. And, the station gives away a few pickup trucks and is the sponsor of the wild horse race every night.

Outside promotions have become popular for Houstonians. "We usually draw in the neighborhood of 35,000 - 40,000 people."


Why such large crowds? "We do a good job of getting an established headliner, plus new, up and coming artists. We had Randy Travis before he was hot. This last show we did, we had Clint Black and we already have Clint for next spring. He'll probably be our headliner."

Magee says it's the hard work backstage that makes KIKK's promotions work. "All of our station people show up. Everyone comes to lend a hand, so when we do an outside promotion, all the employees bring their husbands, wives and kids to help out."

Teamwork has paid off. Joe Ladd has won the CMA Music Director of the Year — Large Market the past two years. Jim Robertson has won Program Director of the Year for two years in a row. "Last year I'd say the greatest honor I had was winning the CMA General Manager — Large Market Award. Out of the four possible CMA awards for Large Market last year, we won three."

What does the future hold for KIKK?

"I think that as Country changes, we change. A lot of times we're one of the first stations to play a new artist who has gone on to be a major star. I think that shows we're not staid in our approach to music selection. We're always looking for new artists to highlight since KIKK represents the current sound in Country Music.

"I'm not sure I know what direction Country is going to take or that I can predict its future. I can only predict whatever direction it does take, we will be a forerunner. I think a lot of new artists help bring over non-Country listeners — and once Country gets 'em, we keep 'em." 

CMA Broadcast Personality Nominees Named

The finalists for the 1989 Broadcast Personality of the Year honor have been announced by the Country Music Association.

Nominees were selected in two rounds of voting by CMA members in the Radio and Broadcast Personality categories. Tabulation of the ballots was conducted by the accounting firm of Deloitte Haskins & Sells.

An anonymous panel of judges, all of whom are leaders in the field of broadcasting, will review air checks from each finalist and select a winner in each market category. Winners will be announced on the CMA Awards Show to be telecast live October 9, 1989 on the CBS network.

Following are the nominees listed alphabetically within each market category:

LARGE MARKET: Johnny Dark, WCAO/Baltimore; Joe Hoppel, WCMS/Virginia Beach, VA; Jerry King, KKYX/San Antonio; W. Steven Martin, KNIX/Phoenix and Charlie Morgan, WFMS/Indianapolis.

MEDIUM MARKET: Keith Bilbrey, WSM/Nashville; Bill Dollar, WSOC/Charlotte, NC; Country Joe Flint, KSOP/Salt Lake City; Gerry House, WSIX/Nashville and Karl Shannon, WVLK/Lexington, KY.

SMALL MARKET: Tim Closson, KHAK/Cedar Rapids, IA; Dandalion, WRKZ/Hershey, PA; Dr. Sam Faulk, WLWI/Montgomery, AL; Bobby Owen, KEAN/Abilene, TX and Cousin Ray Woolfenden, WPWC/Dumfries, VA.



Mercury artist Kathy Mattea explains the design on the cover of her new album *WILLOW IN THE WIND* to talk show host Pat Sajak during a recent appearance on the program.

— Photo by Ted Fezell




Friends of Roy Acuff tell him of the great response Charlie Louvin's version of Acuff's classic "The Precious Jewel" is receiving around the world. Pictured (l to r) are Charlie Louvin, L. J. Wayne, Acuff, Louvin's producer Hall Wayne and Billy Deaton.

— Photo by Skip Jackson

American Airlines Offers Discounts

American Airlines is offering exclusive Meeting Saver Fares to CMA members for special events in Nashville during October 3 - 16, 1989. These fares will make it easier to attend the CMA Talent Buyers Entertainment Marketplace October 6 - 8, the CMA Awards Show October 9 and the Membership Meeting the next day.

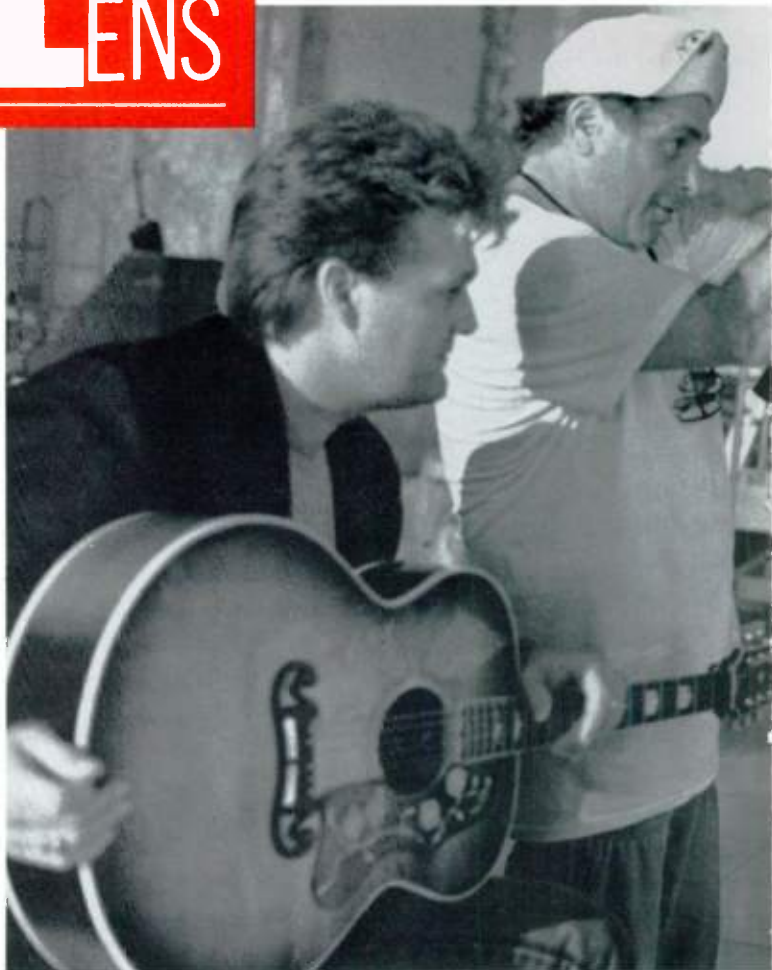
To take advantage of this exclusive low fare, tickets must be purchased at least seven days before departure. Another five percent discount may be available from some departure cities.

The special fares are valid for roundtrip travel to Nashville on American Airlines or American Eagle domestic flights. To find out what special fares are available, call the Meeting Services Desk toll free from anywhere in the U.S. (including Hawaii, Alaska, Puerto Rico and the Virgin Islands) or Canada seven days a week from 7:00 am. to midnight (CDT). Dial 1-800-433-1790 and ask for STAR FILE No. S0109FJ. For areas other than mentioned above, call your local American Airlines reservation office and ask for the International Congress desk. After you have made reservations, you may either purchase tickets from American Airlines or a travel agent. Just advise the agent that your reservation has already been made and he or she can issue the ticket. Since this is an exclusive benefit to CMA members, discounts will not be given without the Star File Number. 

BEHIND THE LENS



▲ Mercury artist Shane Barmby is "Ridin' and Ropin'", even without his lasso, in his second video from his debut lp, *LET'S TALK ABOUT US*. Shown (l to r) are Barmby, Derek Stephens and C. J. Hicks.



▲ Epic recording artist Ricky Skaggs recently completed the music video for "Let It Be Me", the second single from Skaggs's new album *KENTUCKY THUNDER*. Executive director on the video was CBS Records' James Carlson, with director and producer credits going to Jack Cole and Tammarra Wells. Pictured with Skaggs at the shoot (standing l to r) are Cole; Wells and Carlson.

— Photo by Beth Gwinn



▲ Highway 101 takes a break during the filming of a video for their current single, "Honky Tonk Heart", taken from *HIGHWAY 101* on Warner Bros. Records. Pictured (l to r) are Jack Daniels of Highway 101; Clare Corsick, hair and makeup artist; Cactus Moser, Paulette Carlson and Curtis Stone of Highway 101; Dale Scarberry, director of photography; Mike Merriman, director; Chuck Morris, manager of Highway 101 and (kneeling) Bob Liebel, a contest winner.

The **Bellamy Brother's** video for their single "You'll Never Be Sorry" was released this summer. It was produced by **Joanne Gardner** and directed by **Wayne Miller**.

Cee Cee Chapman takes a ride on a boxcar in her recent video "Twist Of Fate". The video, shot in Nashville, also features her performance clips.

Universal recording artist **Scott McQuaig's** video "Honky Tonk Amnesia" will be released in conjunction with his first single.

Tanya Tucker's video "Daddy And Home" uses still and film footage of her childhood. The video, shot at the Loveless Motel & Cafe in Nashville, was produced by **Marc W. Ball** and directed by **Larry Boothby**.

Billy "Crash" Craddock soaks up the sun in his recent video "Another Miserable Day In Paradise". The video was produced by **Paula Whitaker**.

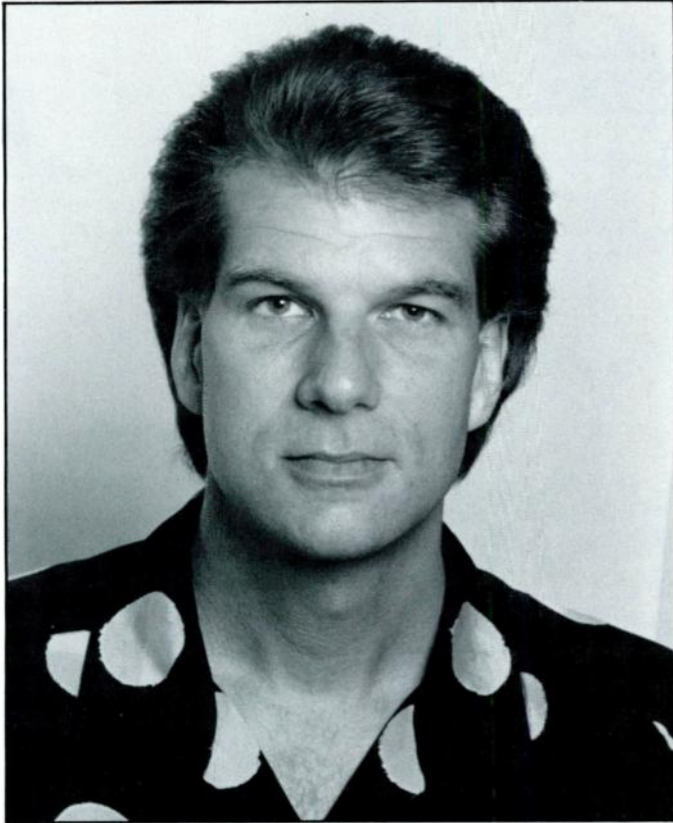


RCA artist Becky Hobbs is ALL KEYED UP as she films the video for her first single, "Do You Feel The Same Way Too." Hobbs' lp ALL KEYED UP is set for an August release. Pictured (l to r) are guitarist Don London and Hobbs. ▶

— Photo by Dene Berry



▲ Garth Brooks, Capitol Records, picks his guitar during the filming of his first music video, "If Tomorrow Never Comes". The song will be the second single from his self-titled debut album.



Steve Buckingham

There's a certain amount of curiosity that surrounds a producer. People want to know:

What are the characteristics of a hit song?

What makes an artist a star?

How is that unique sound of an artist found?

Over the years the answers have equated into the success of great producers like Owen Bradley, Billy Sherrill and Quincy Jones. But ask them these questions and they would be hard-pressed to answer.

Steve Buckingham is no different. "I can't verbalize or try and set up rules or criteria for something that is totally emotional and creative," he says.

Ask him what one word would best describe his creative thinking and he'd quickly respond — spontaneity. "I don't think that it is wise for me to over-analyze these creative and emotional things that come from my heart."

As the current producer of such well-known Country acts like Ricky Skaggs, Sweethearts of the Rodeo and Ricky Van Shelton, Steve's career took off in 1978 after his first production effort, "I Love The Nightlife" by Alicia Bridges, sold over two million singles and earned a Grammy nomination in the rhythm and blues category for Best R&B Performance by a female.

"That's one of those records you get once in a lifetime," said the Virginia native, who paved his way to success as a studio musician playing guitar behind such acts as Joe South, Johnny Nash, Jackie Wilson, Bobby Bare, Lloyd Price and others.

It was during those years as a studio musician that Steve became friends with George Massenburg (Earth, Wind and Fire, Trio and Linda Ronstadt). "He had a four-track studio and later a 16-track studio and we would spend time in the studio on weekends learning to make records." Later, after moving to Atlanta, Steve met up with publisher Bill Lowery, who introduced him to Alicia Bridges.

Even though he had the phenomenon of "I Love The Nightlife" under his belt, Steve says he still had to scramble. "Nobody really knew who I was; I was kind of out of the mainstream." His good fortune, though, led him to a meeting with Arista founder and president Clive Davis.

"I spent hours with Clive. It was the first time I had met him and luckily, I was too naive to be nervous," Steve recalls. "Clive would play records that had just been released and then he would ask me how far I thought they would get in the charts. And on things that hadn't been released, he'd ask me if I thought the song was or wasn't a hit and why I didn't think it would be a hit.

"He grilled me for hours and finally ended up telling me that if I ever found a song I believed in, he would find me an artist to record it." Steve found the song ("Fire In The Morning"). Clive liked it. And, Melissa Manchester cut it.

Steve's work with Melissa Manchester led to his hooking up with Dionne Warwick, Bettye LaVette and High Energy and earned him the distinction of producing top 10 records in the pop, black, adult contemporary and dance charts.

In 1980, Steve decided it was time to settle down in a town where there were studios available; he had tired of traveling to Los Angeles and New York to record. So he moved to Nashville, bought a farm and unknowingly, began his conversion to Country Music.

To Steve, the production of r&b, pop, dance, etc. had become much less creative. "The production was relying more on programmed synthesizers than on a live rhythm section and I wasn't really into it."

In 1983, singer/songwriter Mark Gray approached Steve about producing him. "I knew if I tried to do it by myself people would think, 'Oh gosh, a pop producer trying to do Country.'" Even though he had been strongly influenced by the Southern flavor of Country and r&b as a child, he knew what the perception on Music Row would be. "I don't think anyone would have gone out of their way to give me a shot, but at the time when Mark had asked me to produce him, two people — Buddy Killen and Bob Montgomery — had gone out of their way to be supportive."

Steve and Bob teamed up to co-produce Mark, in turn landing the singer/songwriter a deal with CBS Records. Steve then began working with Tammy Wynette, producing her comeback duet with Mark Gray, "Sometimes When We Touch".

"The things I started doing here (in Nashville) didn't seem that foreign from what I had been doing in some of the other music (formats)," Steve explained, adding that CBS Records eventually asked him to join its A&R department. "It was like one day I looked around and I was doing nothing but Country."

But Steve doesn't really categorize his career. "Music is music to me — you just have different castings around it. Obviously, I treat it differently in respect to its sounds. But with Country, I didn't feel like a fish out of water.

"I grew up in the South which was heavily influenced by the classic Country records of the 50s and 60s as well as Memphis rockabilly, gospel and rhythm and blues. While I worked in bands that played Country and bluegrass, I also played in groups that did nothing but soul music in the 60s. I feel that everything I do now is a combination of these different styles."

Steve says there isn't all that much difference between his approach to a Country session versus say an r&b or a pop session. "I don't cut Ricky Van Shelton the same way I cut Betty LaVette on Motown or Melissa Manchester on Arista. Again, there is a different cast of instruments but I don't sit down and scratch my head, going 'Gee, how should I handle this'.

"If you've done your homework and you understand the genre of music you are working in, there shouldn't be a problem. The only time there is a problem is if you bite off something you don't really understand. And I just don't do that."

While he is pleased with the direction Country Music has taken over the past few years, Steve is unwilling to predict the future. "I've always said you can never predict a great phenomenon. Nobody said what we need is a great mother and daughter act or a person who used to cook catfish or someone who sings traditional Country. Nobody predicted or planned The Judds or Randy Travis or Ricky Van Shelton and nobody went out looking for K. T. Oslin.


"Those type of artists are rare that just come along and no matter what odds are against them, they're so good and they have so much to offer that they sell a lot of records and have an emotional impact on many people. It is stories like that that make Country Music more popular."

Asked what advice he'd give to a young Steve Buckingham trying to break into the music business, Steve says, "It was competitive when I got into it and believe me, that hasn't changed. I think you have to have a real good backing in some area of music. You have to be an engineer, musician or writer because it's rare to come across a successful producer who's never done any of these things.

"To be honest, if you talk to six or eight producers you'll hear six or eight different ways they got to where they are. But, I think you've got to put yourself in a place where things are happening and you can learn from people around you, which is still basically New York, Los Angeles or Nashville.

"It's a sacrifice," Steve said. "If you really feel this is what you want, you've got to say this is what I want to do and I'll find a way to do it. That's one thing I feel all the people that I've worked with have in common — they found a way to do it no matter what."

If you'd asked him seven years ago what he'd be doing today, Steve probably wouldn't have answered working in only Country Music. "I was headed in one direction and now I'm totally in a different direction.

"But I must say I love what I'm doing." In retrospect, Steve says he's where he wanted to be all along. 

— Kelley Gattis

S I D E B A R

Tom T. Hall recently made use of his ties with South Plains College in Levelland, Texas by hiring Scott Sumner, a fiddle player who studied sound technology there at the Tom T. Hall recording studio. Hall was honored by the school in 1985 when a scholarship program and recording studio were named after him. Sumner joins Steve Story to make up the twin fiddles in Hall's band.

Donna Douglas, better known as Elly Mae Clampitt on the "Beverly Hillbillies" tv sitcom, was recently in Nashville working with record producer Gene Breeden on a double album project at Gene Breeden Studios. The project will consist of original and classic gospel and Country songs and features Nashville musicians Terry Crisp on steel guitar, Mike Rojas on keyboards, Ed Glass on drums and Mark Evans on bass.

Recording artist Judson Spence recently recut a song for the ABC sitcom "The Wonder Years". The Atlantic recording artist and members of his band recut the Dobi Gray classic "Drift Away" at 16th Avenue Studios.

Rodney Crowell was recently at Nashville's Emerald Sound Studios laying tracks for his next album. Tony Brown produced with Michael Rhodes on bass, Barry Beckett on piano, Eddie Bayers on drums, Paul Franklin on steel guitar and Stewart Smith on acoustic guitar.

John Denver has been working on two new albums for his label Allegiance Records at Eleven Eleven Sound Studios in Nashville. Denver is co-producing the albums with Roger Nichols, who is also engineering the projects. Musicians include Jerry Carrigan on drums, Glenn D. Hardin on keyboards, Jim Horn on horn, James Burton on guitar and Jerry Scheff on bass.

At Nashville's Music Mill Studio, Mason Dixon worked on his new Capitol Records album. Playing during the sessions were Brent Rowan on electric guitar, Eddie Bayers on drums, Dennis Burnside and Matt Rollings on keyboards and Michael Rhodes on bass.



INTERNATIONAL

The **Nitty Gritty Dirt Band** traveled to the Soviet Union in June to perform concerts in Moscow at the **Variety Theatre** and at the **Tretyakov Gallery**. They also performed during the opening reception for the acclaimed Anschutz collection of American Western art. In 1977, the band was the first Western pop music group to tour the U.S.S.R. They spent a month there playing to live audiences and participated in a massive tv linkup of 145 million viewers.

Savannah recording artists **Gary Fjellgaard** and **Michelle Wright**, 1989 Big Country Awards Female Vocalist of the Year, were guests on the CBC prime-time music special "Canada Day" on July 1. About 50,000 people gathered on Parliament Hill in Ottawa for the party and telecast.

George Fox won an unprecedented four **Big Country Awards** presented by RPM, one of Canada's music trade publications. Fox won **Top Male Vocalist**, **Canadian Country Artist of the Year** and **Top Country Composer and Best Country Single** for "Angelina".

Singer/songwriter **Dave Cornelius** was chosen winner of the national competition to select a theme song for the annual Carabram multi-cultural festival in Brampton, Ontario. "Carabam Carry You Away" will be used in all promotion and marketing for Carabam functions.

Randy Travis, **Nanci Griffith**, **Don Williams** and **Tammy Wynette** have planned fall tours of the U.K.

The **Judds** and **Willie Nelson** will be featured in television specials in August on the BBC and **K. T. Oslin**, **Ricky Skaggs** and **Reba McEntire** will be a six-part series in the U.K.

K. T. Oslin was recently honored with her first Canadian gold lp for **THIS WOMAN**.

The **Canadian Country Music Association** announced that **Ronnie Prophet**, **Carrol Baker** and **Tracey Brown** of the **Family Brown** will co-host the **1989 Canadian Country Music Awards**. Nominees will be announced August 3 and the awards show will be broadcast September 9.

Country artist **Jimmy Davis** is the subject of a Japanese book. The book, written by **Toru Mitsui**, covers Davis' life from a sharecropper's cabin to a governor's mansion.

Deborah Wood Productions has relocated to a new address: 35 Churchill Road, Ajax, Ontario L1S2K9; (416) 428-8428. The fax number is (416) 427-1828.



RCA labelmates **Jo-El Sonnier** and **Becky Hobbs** visit with Nashville and U.K. friends after a show at the **Half Moon** in Putney, England. The show was part of the CMA sponsored **Route '89** tour. Pictured (l to r) are **Tony Byworth**, **Byworth-Wootton International**; **Richard Fenn**, promoter; **Paul Williams**, RCA/London; **Joe Galante**, senior vice president/general manager RCA/Nashville; (second row) **Randy Goodman**, vice president/product development RCA/Nashville; **Sonnier**; **Hobbs**; (third row) **Mike Robertson**, **Hobbs' manager** and **Jack Weston**, vice president/national Country promotion RCA/Nashville.

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. It is featured on BBC Radio and in numerous consumer publications in the U.K. and Europe. The charts are compiled by Gallup, the organization which also compiles the British pop charts. Released every two weeks on Monday, 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	LAST WEEK	July 22, 1989
1	4	COPPERHEAD ROAD Steve Earle — MCA
2	1	FROM THE HEART Daniel O'Donnell — TelStar
3	3	ABSOLUTE TORCH AND TWANG k. d. lang and the reclines —WEA
4	5	I NEED YOU Daniel O'Donnell — Ritz
5	6	DON'T FORGET TO REMEMBER Daniel O'Donnell — Ritz
6	15	WILL THE CIRCLE BE UNBROKEN VOLUME 2 Nitty Gritty Dirt Band — MCA
7	2	OLD 8 X 10 Randy Travis — WEA
8	9	LONE STAR STATE OF MIND Nanci Griffith —MCA
9	8	SOMETHING INSIDE SO STRONG Kenny Rogers — WEA
10	18	LITTLE LOVE AFFAIRS Nanci Griffith — MCA
11	7	ONE FAIR SUMMER EVENING Nanci Griffith — MCA
12	13	TWO SIDES OF DANIEL O'DONNELL Daniel O'Donnell — Ritz
13	14	BLUEBIRD Emmylou Harris — WEA
14	12	LYLE LOVETT AND HIS LARGE BAND Lyle Lovett — MCA
15	RE-ENTRY	GUITARS, CADILLACS, ETC., ETC. Dwight Yoakam —WEA
16	10	ALWAYS AND FOREVER Randy Travis — WEA
17	RE-ENTRY	EXIT O Steve Earle — MCA
18	17	NEXT TO YOU Tammy Wynette — CBS
19	NEW	501 BLUES Merle Haggard — CBS
20	20	GUITAR TOWN Steve Earle — MCA

Country Music Association © 1989

What Everyone Should Know About Tapping The U.K. Market

Following are comments London-based publicist Richard Wootton delivered on Country Music and the European media at the recent Country Music Association board meeting in Amsterdam, Holland.

Wootton has his own company, Richard Wootton Publicity which handles rock, folk and blues clients and Byworth-Wootton International, a music industry services company which he runs with Tony Byworth.

When CMA opened its London office in 1982, Country Music had a low profile and poor public image in Europe.

This was especially true with regard to people in the media and in record companies.

There were long-established Country scenes in most territories, with magazines, weekly radio shows and occasional festivals; but they involved too few people to be considered important by the major record companies.

However, as CMA's Market and Opinion Research International (MORI) survey revealed in 1984, Country Music was popular with the general public in the U.K. and was a potential growth area.

A key recommendation that we've followed is the introduction of fresh, current and progressive Country artists coupled with positive visual images.

Thankfully, Country Music now has a much improved image and visibility in the U.K., though we still have a way to go in Europe.

The U.K. is not Europe's biggest territory — the French and Germans buy more records — but it's important because most European hits break in the U.K. first. Britain is the stepping stone into Europe, which is why so many record companies have their international bases in London.

As with the U.S., it's radio and tv exposure that sells records. In the U.K. there are only four national tv stations — BBC 1, BBC 2, ITV and Channel 4. Satellite tv started recently and may become important in the future.

There are surprisingly few outlets for music on U.K. television. There is the U.K. counterpart to Johnny Carson's "Tonight Show" called "The Wogan Show", which has featured several Country acts, and there is Breakfast tv. But there are almost no outlets for Country videos.

Country acts get limited exposure, but thanks to the media interest aroused by CMA's New Country, Route '88 and Route '89 campaigns, several acts have been featured on top shows.

Britain has few radio stations compared to the U.S., though the next few years are going to see a welcome increase in both national and local stations.

There are no Country Music stations in Europe. Country Music is largely confined to specialist shows broadcast in the evenings, but in the peak daytime hours it has to compete with all other kinds of music. Another breakthrough of the CMA campaigns has been in awakening the most important national station — BBC Radio One — to the value of playing Country Music occasionally.

Radio One has a virtual stranglehold over the U.K. charts. Quite simply, if Radio One doesn't play your record you won't get a hit. And if you don't get a hit you don't sell albums.

CMA's recent Gallup poll showed 68 percent of people who bought Country records listened to Radio One (far more than any other station). We still have a way to go in persuading Radio One to play Country on a regular basis. However, Radio One has agreed to a Country Music series, highlighting the relationship between Country and rock and this will be linked to the next CMA campaign. Music Box TV is preparing a series for Channel 4 which is also likely to be seen in Europe.

In the U.K. there are only 90 local/regional radio stations. Forty are operated by the BBC. The other 50 are independently owned, commercial stations. A welcome trend has been programming that gets away from the pop charts, including the new BBC station in London, Greater London radio, which supported Route '89. On this station you'll hear Country acts between Fleetwood Mac and the Traveling Wilburys — and they sound great.

A key to breaking through at radio is the U.K. press.

The print media plays an important part — more important than in the U.S. — in creating interest in new bands, artists and music. The British read more magazines and newspapers than almost any other nation.

There are three weekly music newspapers, *New Musical Express*, *Melody Maker* and *Sounds*, which are important trend setters. Young record buyers buy most of the music weeklies. Older record buyers get their information from glossy monthlies and daily newspapers, all of which cover music on a regular basis.

For those of you used to choosing between *USA Today*, or *The Wall Street Journal*, let me show you the mind boggling choice of national dailies in the U.K.:

Daily Mirror, *The Sun*, *The Star*, *Daily Express*, *Daily Mail*, *Today*, *The Guardian*, *The Daily Telegraph*, *The Independent*, *The Times*, *The Financial Times* . . . and we can also get *USA Today*, *The Wall Street Journal* plus *The New York Herald Tribune*.

Important monthly magazines include *Q* (comparable with *ROLLING STONE*), *SKY* and the new *20/20*, which supported Route '89. Despite the number of publications it isn't an easy job to get coverage, particularly if something isn't stylish or credible.

In the U.K., more than in the U.S., image and looks are of vital importance. Dwight Yoakam, Lyle Lovett, Nanci Griffith and Steve Earle all look hip, which helped us in getting journalists and subsequently record buyers to actually listen to their music. Warner Bros.' U.K. release of Randy Travis' *OLD 8 X 10* album featured a totally different photo and graphics from the U.S. release to give him a hip, credible appearance to British consumers.

EUROPEAN MEDIA

Western Europe comprises 15 countries, with more record buyers than the U.S. As previously mentioned, hits invariably start in the U.K. and then follow into Europe.

Certain similarities exist between media outlets in different European countries. The music press is dominated by glossy magazines that place great importance on style and looks but each territory is different and has to be approached separately.



Canada Celebrates Country Music In September

This year, President George Bush will proclaim October as Country Music Month. But in Canada, the celebration starts earlier.

September has been proclaimed Canadian Country Music Month by Marcel Masse, Minister of Communications. This is the third year the proclamation has been made.

How do Canadians celebrate?

Much the same way as the United States — with awards, record label promotions and special events.

But Canada has a special Country Music Week that moves from city to city each year. So the "Canadian Country Music Association Awards Show" moves, too. This year's site is Ottawa, Ontario.

During Country Music Week, September 4 - 10, numerous concerts, outdoor shows, a Country jamboree and professional music seminars will be held in Ottawa.

Ten thousand dollars will be given to the first place winner of The Bud Country Talent Search on September 7. Twenty-two finalists will compete for the prize. The second place winner will receive \$5,000 and the third place winner will receive \$2,500.

The week will be capped off with a President's Dinner where Country Music industry leaders will be recognized with Citation Awards.

The CCMA awards show will air live from the National Arts Centre in Ottawa on CTV on September 9. Ronnie Prophet, Caroll Baker and Tracey Brown, of the Family Brown, will host the show.

"We have three of Canada's finest Country performers hosting what has been the number one Nielsen-rated Canadian awards for the past two years," said CCMA President Paul Mascioli.

One of the show's highlights will be a segment featuring the top 10 all-time Country songs. Currently a poll is being taken by COUNTRY MUSIC NEWS and on Country radio stations. The medley of top songs will be performed by 10 new Country artists.

Award nominees in each category will be announced August 3. So far, k. d. lang and the reclines, Ian Tyson and Rita MacNeil are scheduled to perform.

During September, a national program is carried out to promote the recordings of Canadian Country artists in retail stores. With the support of major record companies, the campaign includes in-store displays and posters. Radio identifications by various artists will also be distributed to Country radio stations across Canada to generate interest.



BMI hosted a number one party to celebrate the success of the recent chart-topping hit, "Lovin' Only Me", co-written by Even Stevens and Hillary Kanter and published by ESP Music. Sharing a congratulatory moment (l to r) are Roy Wunsch, CBS Records/Nashville, senior vice president; Stevens; Kanter; BMI Vice President Roger Sovine and Sharon White, standing in for husband Ricky Skaggs who recorded the hit.

— Photo by Beth Gwinn

U.K. Market (continued from page 19)

Musical tastes vary. Country Music finds more favor in Holland, Switzerland and parts of Scandanavia, than say in Germany, France, Spain or Portugal.

Meanwhile, the importance and influence of the media varies from country to country. In Holland there are limited radio and tv outlets, so getting good exposure on radio and tv almost guarantees a hit. The problem is getting the exposure in the first place.

However, in Italy, where there are lots of outlets, you can do six tv shows and still make no impact on the charts.

France is unique. Records take months to get in the charts, yet a couple of key tv shows in Paris are often all that are needed for a slow but sure climb to success.

Germany has no one media center and musicians must spend several media days traveling among different cities to be effective.

In Sweden they have so many hills that radio and tv reception are poor, so the print media and the new cable tv are all important.

MTV Europe is already established in several countries — notably Holland and Scandanavia — and its importance in breaking hits will obviously be significant.

The progress that has been made in the U.K. has begun to translate into Europe and we are encouraged by the arrival of increasingly important tv and radio outlets that will cross international barriers bringing Country Music to bigger audiences.

The approval and licensing of new broadcasters in television, radio and cable will dramatically increase the number of European media outlets over the next decade. The emerging European economic community will facilitate movement and trade among countries permitting them to do business more like the interstate commerce in the U.S.

That means Country Music will offer tremendous opportunities for those willing to work to exploit the huge but challenging market.



Since TBEM will be held concurrently with the International Marketplace of Festivals, a joint cocktail reception will be held for participants of both seminars on Friday evening, with the IMOF's "Nashville Gala" show to be held afterward.

"We're pleased to have the opportunity this year to be able to combine events with the International Marketplace of Festivals," said Joe Sullivan, president of Sound Seventy Inc. and TBEM chairman.

"We feel that this year's schedule is much more accommodating to participants. It features one major panel discussion per day from some of the top executives in the industry, and still allows time for the registrants to conduct

business in the afternoon with booking agents, attend the showcases, and visit the POLLSTAR resource center if they wish," he said.

POLLSTAR, "The Concert Hotwire", will provide artist touring schedules, manager-label-agent contacts, video presentations, and the latest in computer communications for the entertainment industry. The agents marketplace will also be open at various times throughout the weekend, offering registrants the opportunity to network with industry booking agents. Talent agencies will occupy individual booths this year in the hotel ballroom and agents will be available for discussion on booking talent for the coming year.

An individual talent buyer or promoter who has made an extensive contribution to the advancement of Country Music during the past year will be awarded CMA's SRO Award, and will be honored during the opening ceremonies on Saturday, October 7. Last year's recipient was Don Romeo of the Don Romeo Agency, Inc.

The keynote speaker for the opening ceremonies will be announced in the September issue of CLOSE UP.

TBEM registration forms will be mailed in early August. The registration fee for current CMA members and new members is \$150, if paid by September 16. After the deadline, the fee is \$200. Non-member registration is \$215 before September 16 and \$265 afterward. A \$25 food coupon, redeemable at any of the Hyatt's restaurants, and a ticket for the opening cocktail reception that includes complimentary drinks is included in the registration fee.

For companies that register three to six people, a \$25 discount will be given for each registrant. With seven or more, the discount is \$50 per person.

Registrants will receive extra bonuses including a coupon booklet for discounts in Church Street Centre, Nashville's downtown shopping mall. Participants are also invited to attend Opryland's show, "Music, Music, Music", starring Brenda Lee and will have an opportunity to order tickets for CMA's nationally televised awards show on CBS-TV on Monday, October 9.

For TBEM information or registration brochures, contact CMA's Special Projects Department, 7 Music Circle North, P. O. Box 22299, Nashville, TN 37202; (615) 244-2840. 



Scott McQuaig



Lorrie Morgan



Russell Smith



Marty Stuart



Jason D. Williams



Shenandoah



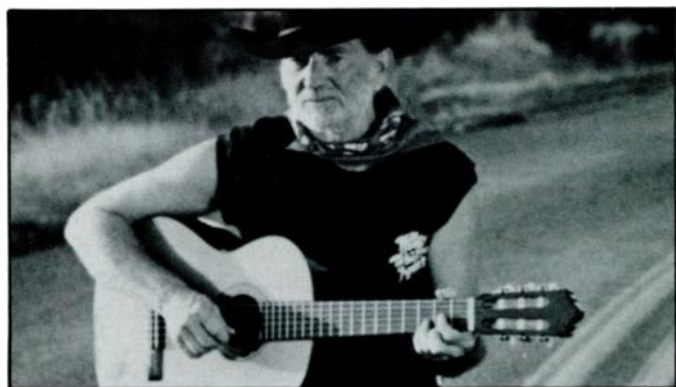
Burch Sisters

NEWSLINE

Ronnie Milsap was recently named aide de camp to Tennessee Governor **Ned McWherter** for enhancing the state's reputation through his music. The award is the highest civilian honor a Tennessee governor can bestow.

Universal artist **Lacy J. Dalton** recently added her vocals to "Spirit Of The Forest", a special song released to raise money for the **Earth Love Fund/Save the Rainforest Campaign (ELF)**. She was the only Country artist to participate. Other singers who contributed their talents were **Joni Mitchell**, **Ringo Starr**, **David Gilmour** of **Pink Floyd** and **Deborah Harry**.

Jim Foglesong, president of **Capitol/EMI America**, was recently named chairman of the **Country Music Foundation Board of Trustees**, replacing outgoing chairman **Joe Talbot**, who will remain on the board. Other trustees include **Grelun Landon**; **Bill Denny**, Nashville Gas Co.; attorney **Richard Frank** of Dearborn & Ewing law firm; **Janice Wendell**, Eric Ericson & Associates; **David Conrad**, Almo Irving Music Publishing; **Wesley Rose** and **Emmylou Harris**. Harris will also remain president. **Ralph Emery**, host of TNN's "Nashville Now", was named executive vice president and **Roy Wunsch**, CBS Records/Nashville chief was named first vice president. The three newly elected vice presidents are **Connie Bradley** of ASCAP; **Roger Sovine** of BMI and **Tim Wipperman** with Warner/Chappell Music. Bradley was also voted secretary and **Bill Denny** was voted treasurer. Also serving as officers are Vice Presidents **Joe Galante**, RCA Records; **Frank "Pee Wee" King**, Grand Ole Opry



Singing "Mamas, Tell All Your Babies, Don't Mess With Texas", **Willie Nelson** is the latest Texas entertainer to jump on the states' anti-litter campaign. He joins stars **Stevie Ray Vaughan**, **The Fabulous Thunderbirds**, **Jerry Jeff Walker** and **Joe Ely** in Texas' "Don't Mess With Texas" anti-litter campaign. Since it was established four years ago, the state has seen a 60 percent decrease in visible litter.

star; **Bob Kirsch**, Welk Music Group; real estate developer/investor **Nelson C. Andrews**; independent television producer **Irving Waugh**; **Lynn Shults**, Capitol/EMI America Records; **Frank Jones**, Airborne Records and **Bruce Hinton**, MCA Records. **Roy Horton**, **Connie B. Gay** and **Brad McCuen** serve as trustees emeriti.

Alabama and **Jo-EI Sonnier** will perform at the 1989 **Minnesota State Fair** in St. Paul, MN which runs from August 24 through Labor Day, September 4. The **GMC Truck American Tour** at the state fair on August 27 will feature **K. T. Oslin**, **Randy Travis** and **Tammy Wynette**.

Randy Travis, **Ricky Van Shelton** and **Kathy Mattea** recently completed promotional spots for the **Department of Interior**.

The **Ohio Country and Western Music Association** has selected **Reba McEntire** as its **Woman of the Year** and **Ricky Van Shelton** as **Man of the Year**. The association's awards show will be held September 23 in Canton, OH. **Kathy Carter** of **WQXK** in Salem, OH and **Jaybird Drennan** of **WSLR** in Akron, OH, will co-host the event.

Frontier Ranch in Columbus, OH was the site of a special **Bluegrass Tribute to Ricky Skaggs**. Skaggs and his band performed at the June 24th event and were joined by artists who were instrumental in his early career including **The Country Gentlemen**, **J. D. Crowe**, **Ralph Stanley** and **Boone Creek**.

Merle Kilgore, manager of **Hank Williams, Jr.**, has been among music industry executives fighting against the sale of "private merchandise" which uses the names or photographs of entertainers without their permission. Recently Tennessee Governor **Ned McWherter** signed into law an amendment that would ban those sales. Now the unauthorized use of an individual's name, likeness or photographs for commercial purposes is a criminal offense under state law. Before, it wasn't a crime and about the only recourse was through filing a civil lawsuit.

The **Academy of Country Music** has added another awards category — **Top New Male Vocalist**. The award will be given on the ACM awards telecast in April 1989.

The **Gary Morris/Continental Airlines Benefit and Celebrity Golf Classic** netted more than \$45,000 to benefit the **American Cancer Society**. The June event was held in Denver.

Directors of **Jamboree in the Hills** have unveiled plans for a 185-acre site for the event, about two miles west of the current site near **Wheeling, WV**. Development of the site is expected to exceed \$1 million.



MCA/Curb recording artist and **Country/rock** pioneer **Chris Hillman** recently donated one of his trademark turquoise **Manual** jackets to the **Country Music Hall of Fame** archives. Pictured (l to r) are **Desert Rose** member **Herb Pederson**, **CMF** Director **Bill Ivey**, **Hillman** and **MCA Records/Nashville** President **Bruce Hinton**.

— Photo by **Tim Campbell**

Bluegrass/gospel entertainers, **Little Roy Lewis and Lewis Phillips** of the award-winning **Lewis Family** recently received official endorsements from **Gibson USA** guitars.

Lynn Anderson helped North Dakota celebrate its 100th year as a state with a **Centennial Tour** of the state in June.

The **Musicland Group Inc.** opened its 700th **Sam Goody** store in Atlanta in late June at a \$142 million retail and entertainment complex. The Musicland Group operates Musicland, Sam Goody and Suncoast Pictures stores.

The **Maripat Davis Fan Club** has changed its name to the **Maripat Fan Club** and moved to a new address: c/o Virginia & Erin Runnion, 2509 Thousand Oaks Blvd., Suite 135, Thousand Oaks, CA 91362.

The management and public relations firm of **Bobbi Smith Associates** has recently opened a Nashville office. The office is located at 527 Laurel Park Drive, Nashville, TN 37205; (615) 352-0724. Clients include the pop/gospel trio **Totally Awesome** and singer/fiddle player **Vernon Derrick**.



A surprised **Ralph Emery** was ousted from his post as host of TNN's "Nashville Now" when CBS/Epic recording artist **Ricky Skaggs** took over the show as CBS Records saluted TNN. The show, featuring CBS artists **Ricky Van Shelton**, **Shenandoah** and **Shelby Lynne**, was followed by a party CBS Records threw for all TNN employees. Pictured after the show (seated l to r) are **Stan Thorn**, **Mike McGuire** of **Shenandoah**; (standing l to r) **Jim Seales**, **Shenandoah**; **Ricky Van Shelton**; **Marty Raybon**, **Shenandoah**; **Emery**; **Skaggs**; **Shelby Lynne** and **Ralph Ezell**, **Shenandoah**.



MEDIA

Garth Brooks takes to the screen as he portrays himself in "Nashville Beat" on TNN. The two-hour film reunites **Kent McCord** and **Martin Milner** of "Adam 12" fame in a police drama. It is scheduled to air in October and will be released in theaters overseas.

CNN caught **Helen Cornelius** in the kitchen during Fan Fair week. Cornelius will be featured preparing one of her favorite recipes in an upcoming segment of "Nutrition News". CNN will also use at-home footage of the artist while focusing on her gifts as a singer/songwriter.

The 1989 edition of the *Tradeshow & Convention Guide* is now available through **AMUSEMENT BUSINESS**. This comprehensive directory contains a central directory of conventions and trade shows planned for the next five years with dates and locations. Send \$82.50 to **AMUSEMENT BUSINESS**, Single Copy Department, Box 24970, Nashville, TN 37202 to order your copy or call (615) 321-4251.

Nashville broadcast personality **C. C. McCartney** will host the **International Talent Services Inc.** syndicated program "The Back Forty". The "countdown" type show will feature songs from the second half of the Country charts which will be prepared by **THE GAVIN REPORT**. For more information call (615) 822-3596.

Country Music listeners throughout Georgia and surrounding states began receiving a double treat as America's first FM-FM simulcast combo began broadcasting the end of June. **NewCity Communications of Atlanta, Inc.**, parent company of **WYAY-FM**, purchased **WEKS-FM**, also of Atlanta. The station's signals do not overlap so they are free to broadcast simultaneous Country Music.

Carolyn Rada Hollaran has recently written "Our Brightest Stars in Country Music". Volume one reveals profiles and personal sketches of 56 of the brightest stars in Country Music with candid shots and some full-color photographs.

RIAA-CERTIFICATIONS

COUNTRY LPS

June

PLATINUM

TAMMY WYNETTE'S GREATEST HITS . . . Tammy Wynette
 . . . Epic

GOLD

RIVER OF TIME . . . The Judds . . . RCA

January - May

PLATINUM

GREATEST HITS VOLUME 2 . . . Ronnie Milsap . . . RCA
GUITARS, CADILLACS, ETC., ETC. . . . Dwight Yoakam . . . Reprise
GREATEST HITS . . . Reba McEntire . . . MCA
THE JUDDS' GREATEST HITS . . . The Judds . . . RCA
'80'S LADIES . . . K. T. Oslin . . . RCA
A DECADE OF HITS . . . Charlie Daniels Band . . . Epic
HEARTLAND . . . The Judds . . . RCA

GOLD

BUENAS NOCHES FROM A LONELY ROOM
 Dwight Yoakam . . . Reprise
SOUTHERN STAR . . . Alabama . . . RCA
GREATEST HITS VOLUME 3 . . . Hank Williams, Jr. . . Warner Bros.
BEYOND THE BLUE NEON . . . George Strait . . . MCA

SIGNINGS

Cee Cee Chapman and **Exile** to The William Morris Agency . . . **Skip Ewing** to The Ken Stilts Company . . . **Lillian Standfield** to TSMB Records . . . **Darlene Austin** to Venture Harbor Music Group . . . **Livingston Taylor** to Arne Brav Associates . . . **Eddie Preston** to Turnkey Attractions . . . **Shane Barmby** to Buddy Lee Attractions . . . **Waylon Jennings** to Kathy Gangwisch & Associates, Inc. . . . **Asleep at the Wheel**, **Pam Tillis**, **Lee Roy Parnell**, **Alan Jackson** and **Michelle Wright** to Arista Records.

New Media Inc., a newly-formed video company with bases in Phoenix and Nashville, has released a new video magazine for Country Music. The magazine, **INSIDE COUNTRY MUSIC**, is advertiser-supported and will include entertainment news and features on Country Music acts. **Jim Halsey** of the **Jim Halsey Co.**, will act as an advisor for the magazine.

TNN explores the legacy of **Elvis Presley** in three one-hour specials this month. The viewer will follow Presley's life from his Mississippi roots to his glory days in Las Vegas with looks at his fans, friends and family in "Elvis: The Fans/A Perspective", "Elvis: Heart & Soul/Untold Stories" and "Elvis: The Echo Will Never Die". One special will be aired each night beginning August 15.

Charlie Chase gets the last laugh this month as he hosts a TNN special on practical jokes. "Funny Business With Charlie Chase" will feature **The Gatlin Brothers**, **Lee Greenwood**, **The Statler Brothers** and **Mel Tillis** in a 60-minute show to be telecast August 19.



George Strait is presented with a gold medal from Cathy Lawrence, Special Olympian of the Year and Denis Poulos, executive director of the Texas Special Olympics at a sold out concert at Southwest Texas State.

ON THE MOVE

Judi Pofsky has joined **The Ken Stilts Company** as vice president of artist development. Pofsky, former senior vice president of **The Jim Halsey Company**, will be overseeing **Skip Ewing's** daily management. **Ken Stilts** also announced the promotion of **Chuck Thompson**, who has served as director of press and publicity for five years, to vice president of public relations.

Tracy Johnson has been named head of the television, commercial and film department of **The Jim Halsey Company**. Johnson was previously an agent with the company.

Sungroup, Inc. announced the appointment of **Marshall R. Magee** to the new post of vice president, radio and chief operating officer of its Southeast division.

Bob Saporiti has been promoted to vice president of promotion at **Warner Bros. Records/Nashville**. Saporiti joined the label as national promotion director in 1985.

Patricia Branam, production coordinator of TNN operations, has been named associate producer of "Hee Haw".

KICKS 99 FM in North Augusta, SC, has added account executive **Elizabeth Campbell** to the sales department.

KROR-FM in Yucca Valley, CA, has announced **Arden Campbell** as the new mid-day air personality/promotions director.

AWARDS

Opryland Hotel was recently presented two awards from the **American Hotel & Motel Association** in the **Stars of the Industry Competition**. A **Gold Key Public Relations Achievement Award** was presented for a guest relations program that served almost 10,000 visitors at the Nashville International Airport last year. An honorable mention was presented to the hotel in the ongoing special events category for its annual Country Christmas celebration.

Five Country artists were nominated in the **1989 Top Jukebox Awards**. The awards are given by the **Amusement & Music Operators Association** and are presented in five categories.



Gurley and Beals Named Top CMA Recruiters

Each month **CLOSE UP** recognizes the CMA member or members who have recruited the most new members. This issue, CMA spotlights **Cathy Gurley** of **Gary/Gurley Associates** in Nashville and **Jeffery Beals** of **The William Morris Agency**. Others who have recruited members are **Dick Williams**, **Rocco Cosco**, **Martha Taylor**, **Frank Scherman**, **Jerry Bradley**, **Roger Sovine**, **Jo-El Sonnier**, **David Stewart**, **John Dorris**, **Paige Levy**, **Rhubarb Jones**, **Darleena Burke**, **Buddy Killen**, **Gail Starr**, **Jim Foglesong**, **Joe Faires**, **Michael Allen**, **Chuck Bivens**, **Carlyne Majer**, **Roger Murrah**, **Harry Warner**, **Wanda Stanley**, **Cheryl Carpenter**, **Merle Kilgore**, **Donna Hilley**, **Tim Wipperman**, **Tom Boyd**, **Terry Gehman**, **Brian Spradlin**, **Dale Lay**, **Kay Knight** and **Judy Baldwin**.



Johnny Cash sings a song before accepting The Songwriters Guild of America's Aggie Award from SGA President David Weiss. The award was presented at a special tribute show on June 28 at the Vanderbilt Plaza Hotel in Nashville.

— Photo by Alan L. Mayor

Winners will be announced on September 12 in Las Vegas at an AMOA awards ceremony. Country nominees include "Baby's Gotten Good At Goodbye", George Strait; "From A Jack To A King", Ricky Van Shelton; "Hold Me", K. T. Oslin; "Streets Of Bakersfield", Dwight Yoakam & Buck Owens; and "There's A Tear In My Beer", Hank Williams, Jr. and Sr.

The Virginia Association of Broadcasters recently presented WSLC-AM and WSLQ-FM the award for Best Substance Abuse Campaign for the second year in a row. The Roanoke stations received the 1988 award for their Arrive Alive . . . Don't Drink and Drive campaign.

WWVA in Wheeling, WV was honored with five awards from the West Virginia Associated Press Broadcasters Association. The station won first place for Best Investigative Reporting, Best Documentary and Best Feature. Honorable mentions were awarded for Spot News Coverage and Sports Special.

BMI recently presented Citations of Achievement to writers and publishers of the 66 most performed songs on American radio and television during the past year. Country songs included "Crying" written by Joe Melson and Roy Orbison and The Restless Heart hit "Why Does It Have To Be (Wrong Or Right)" written by Randy Sharp.



Trisha Walker, formerly international director for the Jim Halsey Co., has formed TWI — Trisha Walker International. The company will specialize in talent buying and tour coordination for overseas projects and career development of artists overseas. The address is 4006-A Auburn Lane, Nashville, TN 37215; (615) 269-0856. The fax number is (615) 297-5280.

Country Makes Debut At New Music Seminar

In its continuing effort to broaden the Country Music market, the Country Music Association was involved in the 10th Annual New Music Seminar July 15 - 19 at New York's Marriott Marquis. An international confab, the New Music Seminar attracts up to 10,000 delegates annually from around the world. This marked the first year Country Music has been showcased at the prestigious event.

Four of Country Music's brightest newcomers performed as part of a special New Music Seminar concert package Monday, July 17 at the new Ritz. The show featured the Desert Rose Band, Foster & Lloyd, Kathy Mattea and Southern Pacific.

Helen Farmer, director of special projects for CMA, said, "Because of the exciting changes in Country Music today, Monarch Productions felt the music should play a major role in the 1989 New Music Seminar; therefore, Country was among performances by such music formats as pop, r&b and rap."

On Tuesday, July 18, a panel entitled Making New Waves — Country Music in the Mainstream was presented. The focus of the panel was to introduce younger people interested in a Country Music career to the creative side of the industry.

Panelists included Larry Fitzgerald, Fitzgerald/Hartley, Los Angeles; Tom Kennedy, NewMarket Media Corp., Winston-Salem, NC; producer Kyle Lehning (Randy Travis, Anne Murray, Dan Seals), Nashville; PolyGram recording artist Kathy Mattea, Nashville; songwriter Michael Clark, Nashville; Universal recording artist Gary Morris, Nashville; and Tim Wipperman, Warner/Chappell, Nashville. Nick Hunter of Warner Bros. Records, Nashville moderated the panel.

CMA and the Nashville Entertainment Association shared a booth, sponsored by the Tennessee Film, Entertainment and Music Commission, highlighting music from Tennessee at the seminar. In addition to showing current Country Music videos, 2,000 sampler cassettes featuring Rosanne Cash, T. Graham Brown, the Desert Rose Band, Foster & Lloyd, Kathy Mattea and Southern Pacific were handed out. Miniature samples of Nashville's famous Goo Cluster candy bars were distributed also.

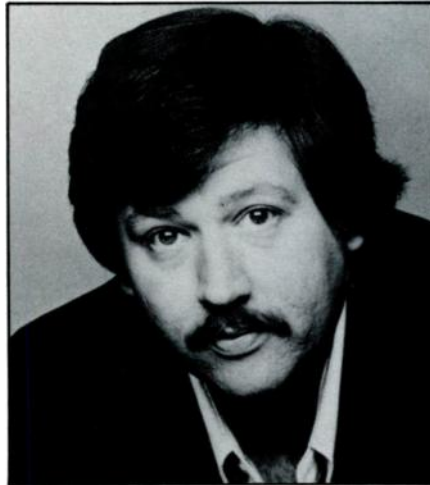


AUGUST

(* denotes birthdays)

- 1 ***Cindy Burch**; Jacksonville, Florida
The Carter Family first records together, 1927
- 2 ***Hank Cochran**; Greenville, Mississippi
***Rod Brasfield**; Smithville, Mississippi
Johnny Cash signs with CBS Records, 1958
- 3 ***Gordon Stoker**; Gleason, Texas
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
Kenny Price dies, 1987
- 5 ***Vern Gosdin**; Woodland, Alabama
***Sammi Smith**; Orange, California
***Neil Armstrong**
Marilyn Monroe dies, 1962
First atom bomb dropped on Hiroshima, 1945
- 6 ***Dwight Butcher**; Oakdale, Tennessee
***Lucille Ball**
Loretta Lynn's twin daughters, Patsy and Peggy, born, 1964
The Kendalls' "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 ***Junior Samples**; Cumming, Georgia
***Jimmy Dean**; Plainview, Texas
***Jimmy Martin**; Sneedville, Tennessee
***Herbert Hoover**
Rin Tin Tin dies, 1932
Discoverer 13 launched, 1960

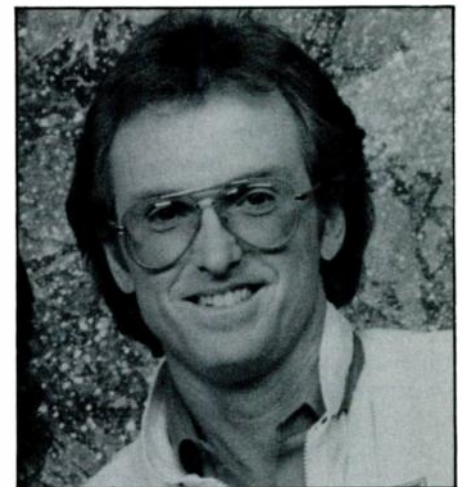


- 11 ***John Conlee**; Versailles, Kentucky
Hank Williams, Jr.'s HANK LIVE awarded gold album, 1987
Alabama's ALABAMA LIVE awarded gold album, 1988
- 12 ***Buck Owens**; Sherman, Texas
***Porter Wagoner**; West Plains, Missouri
***Smokey Warren**; Phoenix, Arizona
Berlin Wall erected, 1961
- 13 Vernon Dalhart records "The Prisoner's Song", Country's first million-seller, 1924
Disney's "Bambi" premiered, 1942
- 14 ***Connie Smith**; Elkhardt, Indiana
The Jenkins Family broadcasts what was probably the first old-time music ever on radio over WSB, Atlanta, 1922
- 15 ***Bobby Helms**; Bloomington, Indiana
***Rose Maddox**; Boaz, Alabama
***Don Rich**; Olympia, Washington
"Jambalaya" by Hank Williams first appears on the Country charts, 1952
Napoleon born, 1769
Will Rogers dies, 1935
Norman Petty dies, 1984
- 16 ***Billy Joe Shaver**; Corsicana, Texas
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

Elvis Presley dies at his Graceland Mansion, 1977

- 17 ***Wayne Raney**; Batesville, Arkansas
***Davy Crockett**
Charlie Walker employed at the Grand Ole Opry, 1967
Charlie Rich's first recording session, 1958
- 18 ***Jamie O'Hara** (The O'Kanes); Toledo, Ohio
***Molly Bee**; Oklahoma City, Oklahoma
***Robert Redford**
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
"Wizard of Oz" premieres, 1939

- 19 ***Eddy Raven**; Lafayette, Louisiana
Anne Murray's CHRISTMAS WISHES and NEW KIND OF FEELING awarded platinum albums, 1987



- 20 ***Rudy Gatlin**; Seminole, Texas
***Justin Tubb**; San Antonio, Texas
Alabama's MY HOME'S IN ALABAMA awarded multi-platinum album, 1986
- 21 ***Harold Reid** (The Statler 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
Sam Magee dies, 1975
Hawaii becomes 50th state, 1959
- 22 ***Connie B. Gay**; Lizard Lick, North Carolina



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

23 ***Rex Allen, Jr.;** Chicago, Illinois
***Tex Williams;** Ramsey, Illinois
 Hank Williams, Jr.'s **WILD STREAK** awarded gold album, 1988

24 ***Fred Rose;** St. Louis, Missouri
 Jeannie C. Riley's "Harper Valley P.T.A." enters the charts, 1968
 Mt. Vesuvius begins to erupt, 79 A.D.

25 ***Sean Connery**
***Leonard Bernstein**
 "The Devil Went Down To Georgia" by the Charlie Daniels Band hits number one, 1979
 The Nitty Gritty Dirt Band has first number one with "Long, Hard Road", 1984

26 ***Lee Hays;** Little Rock Arkansas
 Jeannie C. Riley's "Harper Valley P.T.A." awarded gold record, 1968

27 ***Jimmy C. Newman;** Big Mamou, Louisiana
***Jeff Cook** (Alabama); Fort Payne, Alabama
***President Lyndon B. Johnson**

28 ***Tom Grant;** St. Francis, Wisconsin
***Wayne Osmond;** Ogden, Utah
 Kenny Rogers' **SHARE YOUR LOVE** awarded gold album, 1981
 Martin Luther King, Jr. makes "I Have A Dream" speech in Washington, DC, 1963

29 ***Pam Rose;** Melbourne, Florida
THE OAK RIDGE BOYS HAVE ARRIVED awarded platinum album, 1979

30 ***Kitty Wells;** Nashville, Tennessee
 Randy Travis' **ALWAYS AND FOREVER** awarded multi-platinum album, 1988

31 **PONCHO AND LEFTY,** a joint lp by Merle Haggard and Willie Nelson goes platinum, 1984
 Roy Clark marries Barbara Joyce Rupard, 1957

SEPTEMBER



1 ***Conway Twitty** (Harold Lloyd Jenkins); Friars Point, Mississippi
***Boxcar Willie** (Lecil Travis Martin); Sterratt, Texas
 Earthquake hits Tokyo, killing 200,000, 1923

2 ***Johnnie Lee Wills;** Hall County, Texas
***Jimmy Connors**
 World War II ends, Japan surrenders, 1945

3 ***Tompall Glaser;** Spaulding, Nebraska
***Hank Thompson;** Waco, Texas
***Mary Ann Kennedy;** Muskego, Wisconsin
 Jim Reeves leaves Louisiana Hayride to join Grand Ole Opry, 1955

LABOR DAY

4 ***Shot Jackson;** Wilmington, North Carolina
***Paul Harvey**
 Merle Haggard, John Schneider, Hank Snow, Mel Tillis, Tammy Wynette, among others announce the first Bakersfield to Chicago "FarmAid" train trip, 1985

5 ***Bob Newhart**
***Raquel Welch**
 The Country Music Association is chartered, 1958
 Glen Campbell's "Rhinstone Cowboy" awarded gold single, 1975

6 ***Zeke Clements;** Empire, Alabama
***David Alan Coe;** Akron, Ohio
***Mel McDaniel;** Checotah, Oklahoma
 Ernest Tubb dies, 1984

7 ***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
 Jimmy Carter signs Panama Canal Treaty, 1977

8 ***Milton Brown;** Stephenville, Texas
***Harlan Howard;** Harlan County, Kentucky
***Jimmie Rogers;** Meridian, Mississippi
***Patsy Cline;** Winchester, Virginia
***Peter Sellers**
 Country Music Association charter signed, 1958

9 ***Freddy Weller;** Atlanta, Georgia
***Tom Wopat;** Lodi, Wisconsin
***John McFee** (Southern Pacific); Santa Cruz, California
***Otis Redding**
 Elvis Presley first appears on Ed Sullivan Show, 1956
 Faron Young has surprise chart success in Britain with the pop top-five "Four In The Morning", 1972
 Alabama's **JUST US** awarded gold album, 1988

10 ***Tommy Overstreet;** Oklahoma City, Oklahoma
***Charles Kuralt**
 Nat Stuckey makes his chart debut with "Sweet Thang", 1966
 Ferlin Husky's "Wing's Of A Dove" debuts on the Country charts, 1960

[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 Marie Cracknell and Linda Cauthen, and the Country Music Foundation's OFFICIAL 1989 COUNTRY MUSIC CALENDAR, as well as from original research.]

JULY

- 2-4 Twentieth Annual Statler Brothers' Happy Birthday U.S.A. Celebration / Staunton, VA
- 19-20 CMA Board Meeting / The Greenbrier / White Sulphur Springs, WV

AUGUST

- 4-6 WE Fest Camping and Country Music Festival / Detroit Lakes, MN / Call (612) 333-5577 for details
- 20 WAYZ Summer Fun Festival / Waynesboro, PA

SEPTEMBER

- 4-10 Canadian Country Music Week / Ottawa, Ontario / Call (416) 252-1025 or (613) 724-4939 for details
- 7 Bud Country Talent Search / The Centre Point Theatre / Ottawa, Ontario
- 9 Canadian Country Music Awards / National Arts Centre / Ottawa, Ontario
- 7-9 10th Annual Bluegrass & Chili Festival / Tulsa, OK
- 10 First Annual Music City

OCTOBER

- 5-9 International Marketplace of Festivals (IMOF) / Nashville, TN
- 6-8 CMA Talent Buyers Entertainment Marketplace / Hyatt

- Celebrity Chili Cookoff / Metro-Center / Nashville, TN / Call (615) 255-8777 for details
- 15-24 Eleventh Annual Georgia Music Festival / Call (404) 656-3551 for details
- 19-22 International Bluegrass Music Association Trade Show and Fan Fest / Owensboro, KY / Call (919) 542-3997 for details
- 23 Eleventh Annual Georgia Music Hall of Fame Awards Banquet / Georgia World Congress Center / Atlanta, GA
- 24-26 AMUSEMENT BUSINESS & BILLBOARD Seventh Annual Sponsorship Seminar, "Winning At Sponsorship" / Hotel Inter-Continental / New Orleans, LA / Call (615) 321-4254 for details
- 25-27 NARM Retailers Conference / Biltmore Hotel / Coral Gables, FL
- 25-29 1989 National Quartet Convention / Municipal Auditorium / Nashville, TN

NOVEMBER

- 10 CMA Board Meeting & Election of Officers / Sovran Bank - Downtown / Nashville, TN

JANUARY 1990

- 17-18 CMA Board Meeting / Orlando, FL

FEBRUARY

- 28 - Country Radio Seminar / Opry-Mar. 3 land Hotel / Nashville, TN

MARCH

- 10-13 NARM Convention / Century Plaza Hotel / Los Angeles, CA

- Regency Hotel / Nashville, TN / Call (615) 244-2840 for details
- 9 CMA Awards Show / Grand Ole Opry House / Nashville, TN
- 10 CMA Board of Directors Meeting / Opryland Hotel / Nashville, TN
- CMA Annual Membership Meeting / Opryland Hotel / Nashville, TN
- 21-25 NARM Wholesalers Conference / Arizona Biltmore / Phoenix, AZ
- 29-31 Berlin Independence Days '89



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Riders in the Sky and Joey Miskulin harmonize backstage at the TNN studio with Roy Rogers before a "Hee Haw" taping. Pictured (l to r) are Ranger Doug, Too Slim, Rogers, Woody Paul and Miskulin.

— Photo by Don Putnam