

Close Up

MAGAZINE

MAY 1990



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- 17,000 REGISTER FOR FAN FAIR
- ROUTE '90; GEORGE STRAIT MAKES EUROPEAN DEBUT

k. d. lang turns torch and twang into absolute gold




Sometimes it's hard to tell which has caused the most stir - k.d. lang's avant-garde appearance or her vocal style. But it's her voice, big and powerful, that's earned her accolades.

This year her *ABSOLUTE TORCH AND TWANG* lp was certified gold, and she picked up a Grammy for best Country female performance. Last year she was nominated for three Grammys and won one for her duet of "Crying" with the late Roy Orbison.

Her previous lps *ANGEL WITH A LARIAT* and *SHADOWLAND* have received critical acclaim, and she's consistently played soldout venues in the U.S. and Canada. She has had the same effect on concert goers in Europe. In May, she'll again be participating in Route 90, CMA's UK joint Country promotion. (See page 3.)

k.d.'s also worked on a tune called "Riding The Rails" for the movie soundtrack of "Dick Tracy" that features songs by Madonna and Brenda Lee.

Not bad for an artist whose highest single has charted at 21.

"I'm really happy that my career has been a gradual build," k.d. said, "Because it has given me a solid foundation of fans, of true people who have sought me out because they like me, not because I've had a top 10 record." 

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UK Marketing Campaign Takes To The Road Again



◆ George Strait



◆ Rosanne Cash



◆ Rodney Crowell



◆ Clint Black

Current CMA Entertainer of the Year George Strait and his Ace In The Hole Band will make their long-awaited European debut during CMA's Route 90 campaign the last two weeks in May.

Since 1986, CMA, along with the UK division of the major record labels, has sponsored a campaign to further the promotion of Country Music in the UK.

This year's Route 90 campaign will also spotlight Rosanne Cash, Rodney Crowell, k. d. lang and Clint Black.

Strait and his band will play the Dominion Theatre in London on May 20. MCA has developed a major marketing campaign to tie in with Strait's visit. The campaign includes a retrospective album, *GREAT STRAIT*, which will be unique to Europe.

Crowell is back to build on the success he had as part of Route 89 both with the media and UK audiences, but this time with wife, Rosanne Cash. Both artists will be using the nucleus of the same band and playing a number of dates in Switzerland, Paris and London.

Grammy Award winner lang was the unexpected success story of Route 88 and returns to the UK in May for what will be three SRO shows at London's Town and Country Club. Supporting lang will be an exciting new Scottish band, The Liberties, the first Country influenced act signed to Chrysalis Records.

Horizon Award winner Black is set to make his London debut at The Mean Fiddler.

Other features in this year's campaign include all the artists taking part in at least two new network tv shows while in London and a number of major window displays in flagship stores such as HMV, Virgin and Tower Records, together with an eight-page

advertisement pull-out in the trade magazine *MUSIC WEEK*. A media trip in the U.S. is also planned to gain press coverage prior to the campaign.

"We were determined to secure some major tv coverage for this year's campaign and have been fortunate to link up with two new series," said CMA's European Director Martin Satterthwaite. Frontier Films' new Channel 4 series "Town And Country" has based its schedule around Route 90 so it can include performances by all the artists. This four-part series, plus two specials on Crowell and lang, are due for transmission in October.

"The other new production is part of BBC tv's continued commitment to Country and takes the form of a six-part series on BBC 2, currently titled 'New West'. The studio-based performance show features not only Route 90 artists but other contemporary acts visiting the U.K. In addition it is hoped at least two acts will perform on 'Rock Steady', the weekly live rock music show on Channel 4."

Although no collective retail push is planned this year, all major labels involved — CBS, EMI, MCA, RCA and WEA — will be sticking relevant product and using the Route 90 logo as part of their individual marketing plans.


"There is no doubt that these campaigns have increased awareness and helped sales of all Country

product but in particular for the 'New Country' artists," Satterthwaite said.

During Route 89 HMV stores had a major involvement in the campaign.

"It drew people's attention to the music and had a definite impact on sales," said Ian Peters, a Country buyer for HMV's Oxford Circus mega-store. "Sales of Country cds are booming and vinyl sales are increasing as well, although much more slowly. The easy listening end of the market is still strong, but younger buyers who are getting into Country for the first time go for newer names like Nanci Griffith and Dwight Yoakam."

Adrian Fitt, buying manager at Entertainment UK, the sole supplier of Woolworth's, which dominates the mainstream Country retail market, saw a significant increase at the time of last year's campaign. "The newer names promoted by Route 89 and its predecessors are increasingly making their presence felt. Nanci Griffith, Randy Travis and The Judds are now among our top-selling Country artists and that wouldn't have been the case a year ago," he said.

CMA is coordinating the Route 90 campaign on behalf of the major record labels, with the firm of Byworth-Wootton International handling press and publicity. The concerts are promoted by Paul Fenn of Asgard. 

Route 90 Performances Slated

Rodney Crowell & Rosanne Cash • May 18 – London Town & Country Club

George Strait & His Ace In The Hole Band • May 20 – London Dominion

Clint Black • May 25 – London – The Mean Fiddler

k. d. lang & the reclines plus The Liberties • May 23 – Dublin Stadium
May 24 – Glasgow King's Theatre • May 26 - 28 – London Town & Country Club

NSAI Honors Songwriters



The Nashville Songwriters Association International (NSAI) recently held its 23rd Annual Songwriter Achievement Awards ceremony, where NSAI members honored writers Garth Brooks and Kent Blazy for the Song of the Year for "If Tomorrow Never Comes". Singer/Songwriter of the Year was Clint Black, and Kostas was named Songwriter of the Year. Pictured at the awards (l to r) are NSAI president Roger Murrah; Brooks; Blazy; Kostas; NSAI Director Emeritus Maggie Cavender; and NSAI Director Pat Huber.

— Photo by Alan Mayor



WSIX FM/AM Program Director Eric Marshall (right) visited with Nashville Songwriters Association International President Roger Murrah (left) and singer/songwriter Mary-Chapin Carpenter during the recent NSAI Super Showcase.



The NSAI recently announced its new officers. Pictured (l to r) are Merle Kilgore, vice president; Norro Wilson, vice president; Keith Stegall, secretary; Roger Murrah, president; and Lewis Anderson, treasurer.

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Country Music Association Staff: **EXECUTIVE:** Jo Walker-Meador, executive director; Ed Benson, associate executive director; Peggy Whitaker, assistant to the executive director; Holly Seeger, administrative assistant; **ADMINISTRATIVE:** Tammy Mitchell Genovese, administrative services coordinator; Dennie Simpson, information systems manager; Ruthanna Abel, communications services supervisor; Jack Hice, mail clerk; **MEMBERSHIP:** Janet Bozeman, director; Diane Jackson, membership assistant; **PUBLIC INFORMATION:** Kelley Gattis, director; Teresa George, senior public information assistant; Lorie Hollabaugh, public information assistant; **SPECIAL PROJECTS:** Helen Farmer, director of programs and special projects; Bobette Dudley, senior program assistant; Renée Noel, program assistant; **EUROPEAN OFFICE, LONDON:** Martin Satterthwaite, European operations director; Julia Morrice, European operations assistant.

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More Acts Confirmed For Fan Fair

More than 17,000 people have registered for the 19th International Country Music Fan Fair to be held June 4 - 10 at the Tennessee State Fairgrounds in Nashville. They'll see performances by Randy Travis, The Judds, the Nitty Gritty Dirt Band and Sawyer Brown among others.

The tentative 1990 Fan Fair Show schedule and a partial artist roster follows:

Monday, June 4
6 - 9 p.m.

Bluegrass Show

Tuesday, June 5
10 a.m. - Noon

Superstar/Independent Label Show

Dave & Sugar
Barbara Fairchild
Andi & The Browns
Donnie Marsico
Jeanne Pruett
Hank Sasaki
Jeannie Seely
Big Al Downing
Susi Beatty
Johnny Russell
Helen Cornelius

2:30 - 4:30 p.m.

PolyGram Records Show

Daniele Alexander
Larry Boone
William Lee Golden
Rich Grissom
David Lynn Jones
Kathy Mattea
Ronna Reeves

7:30 - 9:30 p.m.

CBS Records Show

Mary-Chapin Carpenter
Shelby Lynne
Ricky Van Shelton
Doug Stone
Les Taylor
Zaca Creek

Wednesday, June 6

10 a.m. - Noon

Capitol Records Show

Eddie Rabbitt, host
Garth Brooks
Sawyer Brown
Scott McQuaig
Wild Rose

2:30 - 4:30 p.m.

Warner Bros. Records Show

John Davis, host
Carlene Carter
Randy Travis
Travis Tritt

7:30 - 9:30 p.m.

MCA Records Show

Jerry Clower, host
Bellamy Brothers
Vince Gill
McBride & The Ride
Nitty Gritty Dirt Band
Marty Stuart

Thursday, June 7

10 - 11:30 a.m.

Atlantic Records Show

Nelson Larkin, host
Girls Next Door
Robin Lee
Neil McCoy
Billy Joe Royal
Jeff Stevens & The Bullets

2:30 - 4:30 p.m.

16th Avenue Records Show

Canyon
John Conlee
Dianne Davis
Charley Pride
Randy VanWarmer

7:30 - 9:30 p.m.

RCA Records Show

Shelly Mangrum, host
The Judds
Lorrie Morgan
Paul Overstreet
Prairie Oyster

Friday, June 8

10 - 11:30 a.m.

Arista Records Show

Gerry House, host
Asleep At The Wheel
Exile
Alan Jackson
Lee Roy Parnell
Michelle Wright

1 - 2:30 p.m.

Curb Records Show

Jann Browne
Becky Hobbs
Johnny Lee
Ronnie McDowell

3 - 4:30 p.m.


Cajun Show

10:30 a.m. - 6 p.m. **Grand Masters Fiddling Championship**
(at Opryland)

The \$70 Fan Fair registration includes:

- More than 30 hours of stage shows
- Admission to Opryland, the Country Music Hall of Fame & Museum and the Ryman Auditorium, former home of the Grand Ole Opry
- Two "authentic" Texas lunches catered by the world-famous Odessa Chuckwagon Gang of Odessa, Texas
- Picture taking and autograph sessions with dozens of Country stars
- Grand Masters Fiddling Championship

Fan Fair is listed as one of the Top 20 Events in June by the Southeast Tourism Society, a 375-member organization comprised of representatives from Convention and Visitors Bureaus, Chambers of Commerce, hotels and resorts, advertising agencies and the news media in nine South-eastern states.

For more information write: Fan Fair, 2804 Opryland Drive, Nashville, TN 37214; or call (615) 889-7503. 

Daniele Alexander

Daniele Alexander doesn't consider herself a *great* singer. But let her bend your ear awhile with some of her songs, and she'll take you to the very depths of your emotions, soaring one minute and plunging deep into the bluest part of your soul the next.

"I consider myself someone who can make you feel," said Daniele. When I first started singing, I listened to singers like Billie Holiday, Julie London and Peggy Lee. I remember Billie Holiday used to just give me chills, and I'd say to myself, 'You know what? As long as I can make somebody feel something . . . I've done my job.' And that's what I've always based what I do on. I think I'm a good singer because I have the ability to portray feelings."

The long-legged Texan knows her strengths and weaknesses well - and she's not shy about telling you what they are. She's traveled a long road to reach this juncture in her career, and it hasn't always been an easy one to hoe. But like her mother, who never knew the meaning of the word "can't", Daniele considers the hard knocks she took along the way valuable.

"I cherish all the things that have happened to me during my life for the simple reason that I feel good about me now, and I learned a lot. I don't need anybody else to take care of me now. I know I can figure out the answers, and if I can't, then I can find somebody who can. Not that problems aren't going to happen along the way, but I don't feel helpless. I am not helpless."

“I remember Billie Holiday used to just give me chills . . .”

Helpless is hardly a word that describes Daniele. She's a "can-do" individual who refuses to be anything else but what she is - even if it means that she doesn't meet the sometimes rigid standards that radio and the local music community dictate about Country.

"My material is kind of 'out there'. So the songs I write aren't always perfect material for a Kenny Rogers or a Reba. The things I write always seem to have that branded 'Danieleism' in them that puts them out a little bit far," Daniele said.

"I don't label myself as anything, really. It depends on what day it is. One day I might wake up thinking jazz - but that doesn't mean I'm a jazz enthusiast. It just means there's a lot of music in me, and I'm not confined. And personally, that's okay for me."

Growing up in Fort Worth with her mother and grandparents, (her parents divorced when she was 1), Daniele had musical influences ranging from Led Zeppelin to Tammy Wynette and back again.

"I listened to Country, jazz, rock'n'roll, and I soaked up whatever I was listening to at the time. If I was into Country, I soaked up Country. If I was into jazz, then I soaked up as much jazz as I could. That came in handy when I started working on my own, because I realized you're more liable to get the job if you're familiar with more



than one type of music."

Although music was always a part of Daniele's life, it was never her main focus until after she graduated from high school. Restless, bored and full of energy with nowhere to channel it, Daniele had no real direction in life, so her mother taught her typing in hopes that she would get an office job.

"When I grew up, we didn't even think about college - you didn't even think of what you were going to do in the future. It was just 'What am I going to do for dinner tomorrow?' My mother kept our household going, even though we were very poor. She's a strong, dynamic person, and when I was growing up, you couldn't be weak. There was no time to cry. Her philosophy was 'You have a will, you do things. I don't care if it kills you, you just put your chin up and go on' ", said Daniele.

Knowing there had to be more out there for her than just clerical work, Daniele left Fort Worth to live with her father,

a pilot and pianist, in Huntington, West Virginia.

"My father was a dreamer. He was a typical musician. As long as he got to go play the piano and stay up all night, have a great time, then sleep until noon the next day, he was happy," said Daniele.

"I really found my niche with him, and as far apart as we were, we were very close. Our personalities were alike, and we both loved music and flying. But he was always talking, and never *doing*. So that's why it's always been important in my life to *do* and not just talk. He always talked all these big dreams, but would never do anything about them.

"So that's what I'm doing with my music in a way - helping to finish out his little stint. He talked it up, and I'll finish it. It's kind of a little debt to pay to my mother, since she had to live with the disappointment of my father never finishing what he started."

It was her father who first got Daniele into singing, and she spent two months performing with him before he took

❧ I did top 40 bands, jazz trios, everything. Whatever paid, I played . . . ❧

another job flying and left her on her own.

"I had found what I wanted to do," Daniele said. "It was like all of a sudden I kind of said 'Oh . . . I'm a singer. This is what I do. I feel alive! I feel I have a reason to be here!' And everybody needs a reason to be. I had finally found my reason."

She left West Virginia and went back to Texas in search of a piano player to accompany her, but found no one. So upon the advice of her mother ("Just do it yourself."), Daniele began playing as well as singing.

"I played Dallas, Vegas, Phoenix, Los Angeles and Palm Springs. I did top 40 bands, jazz trios, everything. Whatever paid, I played. A couple of times I'd get really tired of it and think 'I'm dreaming'. I'd get a job bartending or cutting grass for a month or two and then realize that maybe playing piano wasn't that bad after all."

After spending two weeks exploring career opportunities in New York, and two weeks in L.A., Daniele decided to give Nashville a try. She met Larry Henley soon after arriving in Music City, and he introduced her around the music community. Getting a demo right off the bat, there was no need for convincing - she decided to call Nashville home.

"Within a week, it just looked like opportunity to me here. In Nashville, it's music, music, music - not like in L.A. or New York, where music isn't the predominant factor unless you're in the clique. I just happened to be lucky enough to meet a lot of people who were doing things in the business here in Nashville when I first came," Daniele said.

Two years after Daniele made the trek to Nashville, she was signed to Polygram Records by Harold Shedd, creative vice president of the label, who saw her at a showcase at Nashville's Bluebird Cafe.

"I love Harold because he took a chance on me. Everybody else turned it down, but he understands the philosophy that you can't win big, if you don't go big . . . unless you're ready to gamble. He took that gamble with me."

That gamble may pay off in spades. Daniele's debut album on the label, *FIRST MOVE*, yielded three singles, including a top 20 hit on the *BILLBOARD* Country chart, "She's There". And Country Music Television released her first video two months before the single came out, which Daniele believes helped get that single moving up the charts.

Daniele wrote or co-wrote nine of the songs on her debut album.

"I write with other people because if it were left up to me, I'd sit around and wait for inspiration. But I'll write four times a week with other people, so I keep that discipline in there because it's more likely that I'll get something than if I don't write at all.


"I generally do better if you leave me to myself when I'm trying to write, not giving me any limitations or boundaries to stick by. And I'll come up with a good song. It may not always fit into this market . . . but hopefully it will most of the time," said Daniele.

Fitting a certain mold isn't something Daniele is terribly worried about. She's comfortable now with where she is as an artist and feels that Country is expanding enough these days to let different artists such as herself in.

"Sure I don't look like your typical Country Music singer. But you can't tell me Lyle Lovett or k.d. lang do either. I've been into costumes, had every kind of hair color and gone through all kinds of clothes during my career, until finally I've found the look I'm comfortable with," Daniele proclaimed. "I know I'm satisfied with the way I look, and if somebody else doesn't like it, I'm comfortable enough now to say 'Well, I can't help that.'"

Now that all of the pieces seem to be coming together for Daniele, she's ready to get down to business and start touring. Her band, Guise, is gearing up for it, and she's currently writing material for her next album. What does the future hold for this optimistic entertainer?

"The only reason I ever came here was for the music, because I love to sing. I love performing in front of a live crowd. A good day for me is to be able to go and sing that night, have a killer show, and have the audience get all excited and say to themselves, 'Yes! I feel good!' when they leave."

"I got into this business for one reason - the music. And I'm just waiting until I can do that at a steady pace." 

— Lorie Hollabaugh



Tony Brown



A&R executives at record companies – the ones responsible for discovering new talent – have a gambling streak in them. Tony Brown must have more than his share. By his own admission, he's the riskiest A&R person in town. After all, he's signed MCA Records acts like Nanci Griffith, Steve Earle and Grammy winner Lyle Lovett, not your typical Country success stories.

"I don't want to be known as a maverick, but I like having that side of me. If I lose that, I've lost the fun part of the business. I have to have a bottom-line mentality, but the other side is what drives me.

Tony gambles on acts by relying on "gut instinct" but says, "You can't look at just your taste in artists. If they don't sell any records and maybe a few of the press like them, and your friends like them, that's not success. But if you discover artists that affect the industry in any way and make money for the record company, and you see growth, that's success."

Tony's success with Lovett, Griffith and Earle has been through record sales and popularity here and in the UK, not in radio airplay, the conventional route for breaking new talent.

"A lot of Country acts dream of having the popularity they've had overseas. So I think a lot of times we get real myopic about what success is in Nashville.

"I don't think any other label in town has succeeded with fringe acts the way MCA has. You know people admire us

for discovering those kind of acts. I have yet to produce or sign a phenomenon – a Clint Black, a Randy Travis, but I will."

How does he recognize a sure bet on stardom?

"You can only sign two or three acts a year. Every A&R guy has somebody he didn't sign that just haunts him. My latest was Garth Brooks. He was mine, you know. I was thinking he has so much charisma, so much presence and he's so cool, but I just didn't follow my gut. T. Graham Brown used to walk by my office and say, 'Sign me, man.'" Tony didn't, but Capitol Records did.

When Tony saw newcomer Mark Collie, he knew Mark had potential.

"I must've just signed somebody because I was thinking, 'He's so good, but I sure don't need another act.' Somebody said, 'Well, RCA just signed him to a development deal.' My first thought was, 'I can't have him anyway. That solves that.' But then it was like, 'Hell, now I really want him.' It's wanting what you can't have.

"About six months later, somebody said, 'Come see Mark Collie again. RCA did the demos, but they didn't pick up the deal. He's free.' So I went.

"The place was packed, and all these A&R people were there. Mark was twice as good as the first time I saw him,

¶ Every A&R guy has somebody he didn't sign that just haunts him. My latest was Garth Brooks. ¶

so I was going, 'He's a star and I'm going to sign him. I'm going to follow my gut. This guy's going to be huge.'

"I went out to my car and called L.A. As soon as Mark came off stage, I couldn't wait to tell him. You don't normally do that. You say, 'I want to meet you. Can you come to my office Monday?' But something told me, 'Don't take any chances.'"

Tony's career has been marked by taking chances. He played piano for the Oak Ridge Boys in the early 70s when they swept the gospel awards. When the Oaks decided to switch to Country, he left for a group called Voice.

"They opened the show for Elvis. They were awful, but I thought if I got into that group maybe I could play with Elvis. So when Glen D. Hardin left Elvis to go with Emmylou (Harris), I knew the show backward and forward so I said, 'Put my name in the hat.'" He started playing on the road with Elvis in 1976.

Many a parent would love to brag that their son was playing for Elvis Presley.

"My father was a hardshell Baptist preacher, and he never thought it was a good idea. He wouldn't come to the shows. My mother thought it was cool. She said she came to support me, but I think she came to see Elvis," he says.

Tony played acoustic piano, and David Briggs played electric piano.

"David became like a big brother to me. When Elvis died, Glen D., who was playing with Emmylou, left to play with John Denver. I was with David Briggs one day when Emmylou's office called David and said, 'Would you come take Glen D.'s place?' He said, 'I'm not interested. I've got too much going on here in Nashville.' I told him, 'Suggest me.' So he said, 'What about Tony Brown?' and their

response was, 'Never heard of him.' So I went and auditioned." He got the job.

That's how Tony met Rodney Crowell and Rosanne Cash. Later, when the couple was forming a group called the Cherry Bombs, they asked Tony to join.

"I kept thinking, 'Why are they hiring me?'. I thought then I'm going to be like Rodney and Rose and be a gambler. They gambled to use me because they could've hired anybody . . . Working with that whole group of people, I always thought if they ever discovered I'm not as good as they are, they'll kick me out. But they always encouraged me."

Later when synthesizers came in, Tony decided to retire as a musician.

"I knew I had a talent and did okay, but I decided my taste was much better than my ability. Rodney and all those guys kidded me for a long time about becoming a record executive but I think deep down inside Rodney started realizing maybe I had a commercial ear."

Several years later, Rodney asked Tony to help him with an album. Rodney had cut several lps but fame as an artist had eluded him.

"He was so successful as a writer. He and Rose had a house with electric gates. It was like, 'Who needs a Silver Eagle (bus)?'. But he really wanted it.

"In my opinion, he was cutting the wrong kinds of songs. STREET LANGUAGE, his first album for CBS, they said was his rock 'n' roll debut. It's little things like that. His legacy was in Country Music because of the songs he's written like 'Ain't Livin' Long Like This' and 'Till I Gain Control Again'.

"I told him, 'You're throwing away your strengths. You're living like you're trying to be a rebel, and you're a trend-setter. So I we went through all of his songs and I said, 'Can I pick 10 songs I think would be a great Country album?'. We picked out those 10 songs, cut the tracks in one week, did overdubs the next week and then mixed it. Rodney had been notorious for taking so long in the studio, so nobody

“...I always thought if they ever discovered I'm not as good as they are, they'll kick me out.”

could believe it." That album, DIAMONDS AND DIRT, spawned five number one hits and has sold more than 500,000 copies.

Tony decides on musicians for albums the way a director casts actors for a Broadway play. He picks unknowns, takes chances and shifts players to keep the chemistry from getting stale.

And he applies the same principle to his work in the studio. He's shuffling some of the acts with whom he works to other producers.

"If I feel an act isn't growing at the rate with me, then it's my job to move them to another producer. When you do that in this town, people think you've either been fired or you got a divorce from the act, and that's not the way it should be. Even if an act is gold for five albums in a row, I think you've gotta consider another producer might make that act quadruple platinum."

One act he's taken on is Reba McEntire. For the last five years, she's been produced by Jimmy Bowen, now the

president of Capitol Records/Nashville.

"You've seen Bowen's roster. He's going to be busy. Creatively, I think she had reached a time where she needed something fresh. But why would I want one of my biggest artists' careers handled by someone who is so busy trying to build another label? I didn't step in and pull a power play. We talked with a lot of the young producers in town, and she met with a lot of them."

Tony worked under Bowen when Bowen was at MCA Records and for Joe Galante, head of RCA Records/Nashville.

"I'm very lucky I worked for both because they're totally different and the most aggressive people this town has

(continued on page 25)

How he would describe himself to a stranger: "A musician who is a record executive who still dresses like a musician."

New MCA artists to watch for: McBride And The Ride, Kelly Willis

On the music business: "Everybody's a little insecure. They have to be. If you go into any corporate office, Exxon or any big firm, people are all dressed in suits. It's sort of a uniform. But in the music industry it's the 'me' philosophy. We're probably more outspoken and more insecure than other businesses."

Worst advice he's ever received: Get out of the music business.

On Lyle Lovett: "That first album we did was his demos. It's always interesting to see the reviews of that album saying, 'Tony Brown's incredible tastes on the tracks'. And Lyle was being so nice. I said, 'Lyle, tell them those were your demos, and I merely just mixed them. It wasn't my taste. It was yours.' I was really his commercial conscience."

Early aspirations: To be a comedian.

On Rodney Crowell and Rosanne Cash: "It's like a line-backer wanting to be a pole vaulter. Just because he's a jock, he can't pole vault because he weighs 500 pounds. There have been very few in sports who are so versatile like a Bo Jackson. As a jock, he's the same as Rosanne and Rodney and Steve Earle. They really have the abilities to do a lot of things . . . Rose and Rodney's friends range from Yoko Ono to George Jones. They're so admired by such a broad base of people - Tom Petty, George Harrison and all the Country acts that know them."

On Patty Loveless: "Out of all the things I've done, that's probably the most rewarding just because she started from grittiest bottom and worked her way up to where she is right now and not very many people believed in her."



Alabama

A tiny pebble can cause huge ripples in a pond if it's thrown far enough and hard enough. A bigger stone can cause even more ripples by its impact. Country supergroup Alabama hopes that their latest effort, a song geared toward preserving the environment, will be a rock.

And hopefully this rock will bring about an entire wave of change just by its rippling effects.

"We're aiming at making this song a worldwide theme – not just for the U.S. – and we hope to see some great results from it. Maybe President Bush could take on this song as a theme for a campaign to help clean up the environment," Alabama member Randy Owen explained.

"It's really important that this project become something the kids are involved in. This is for the kids. Because if they don't get some help from us, and we don't teach them better ways to take care of the environment, then a couple of generations may be as far as it goes before life becomes really hard to live."

Saving the environment seems like the last problem that members of Alabama should have to be worried about at this time in their lives and careers. Currently celebrating their tenth anniversary with RCA Records, Alabama was recently named Artist of The Decade by the Academy of Country Music.

So why ambitiously embrace a cause like preserving the environment and incorporate it into the realm of their professional and personal lives?

"It's just the way we are," Randy states simply. "We live down in Alabama with our families where our roots are . . . so we don't lose touch with what brought us here. We've always been concerned about ecology, I guess, because being farm kids growing up you're always a little more aware of the land and what goes on with it than you might be otherwise."

That concern has spawned their latest effort "Pass It On Down", an environmental plea addressed to the world and written by Randy, fellow group member Teddy Gentry, Will Robinson and Ronnie Rogers. The initial spark for the song came from Teddy.

"The title for the song came out of a fishing trip that my son and I took over on Weiss Lake," Teddy said. "The day before we left, a friend of mine had been telling me that there was now a certain species of fish that you couldn't eat out of the lake. I think you hear about this kind of thing all your life . . . but when it hits that close to home, it really makes you stop and think."

That's exactly what Alabama is hoping their song will do to people everywhere – make them stop and realize just how important the issue really is.

"Pass It On Down" has become the name of Alabama's 1990 tour, which started in March, and is also the name of their upcoming album due out this month. They opened several dates in the beginning of their tour with "Pass It On Down", but decided to perform it later in the show, so fans could really hear the importance of the message.

"We changed it because we didn't feel like we were getting the point across. The audience is so loud when we open that they were missing a lot of the song, and we also wanted to make a little statement before we do it so that people kind of understand what we're trying to do," said Randy.

Group members Randy and Teddy admit though it would be nice to see "Pass It On Down" become a number one hit, they'd rather see it reach a different level of success, by touching people's hearts and stirring them into action.

"You could have a hundred number one songs, and whether this is a number one song or not, I think it's worth saying and it's something that we feel very strongly about. I think the song can live on longer than the normal single does through actions and through making people think," Teddy said.

"To touch the everyday guy here that gets in his car and drives to work at the factory or wherever, that's what we'd like to do with this song. And I think it's in simple enough terms that you don't have to be a rocket scientist to realize what it's talking about."

To drive the message of the song home even further, Alabama enlisted the help of award-winning producer Jack Cole to create a video for it. They worked with Cole on their recent "High Cotton" video, and found that his ideas for "Pass It On Down" were very similar to their own.

“We’ve always been concerned about ecology, I guess, because being farm kids growing up you’re always a little more aware of the land . . .”

"This is the second video we've done with Jack, and both of them have been great. He always has a beginning, and an ending to his videos, and has meat in the middle," said Randy. "We wanted to be in as little of the video as we could be this time, to not get in the way of the message."

Filmed in part on the Jordan Ranch in Los Angeles and also at an abandoned steel mill and waste dump in Rancho Cucamonga, California, the video uses vivid, powerful images to express its ideas. And unlike its predecessors, there are no foot-stompin' choruses or sing-along verses in this Alabama video – in fact, there aren't even any instruments in it.

"It was a very difficult video to make, because we had to

stand still in the exact same position for hours in the desert with big, heavy coats on in the heat. It was so hot, but we were out there so long that by the end of the day, we needed those coats because it got so cold," Randy remembered.

"It was the most expensive project we've ever undertaken, and it's also the best. It brings the point of the song home better than any other video we've ever done."

"Hopefully the video will help Alabama fans and everyone else identify with what we're saying," Teddy explained. "The whole process of preserving our environment has to start at home, with the grass-roots type people. That's where the progress can be made. It's not in Washington, or with a senator, it's with every household in America realizing there's something they can do."



Produced and directed by Jack Cole, the video for "Pass It On Down" was filmed in the desert outside of Los Angeles and in an abandoned steel mill in Rancho Cucamonga, California. Pictured on the site (l to r, front row) are Randy Owen, Jeff Cook, (back row) Teddy Gentry and Mark Herndon, and producer Jack Cole (behind the camera).

Needless to say, the project is one that is near and dear to Alabama's hearts, and they've embraced it with that same fervor and enthusiasm they've possessed all the way through their career – a career that has taken them to the heights of success, fame and fortune. But accolades and awards aside, the thing that brings them the most happi-

“All of it's a challenge, every day, and all of it is more than we ever really dreamed it could be . . .”

ness now is, simply enough, the same thing that always has . . . making their music.

"The members of Alabama are all as different as daylight and dark," Teddy admitted. "But the one thing we have in common is that we wanted to be successful in the music business as a band."

Having achieved that common goal and even surpassed it, it would be easy for Randy, Teddy, Jeff and Mark to bask for awhile, content in the glow of a decade of outstanding accomplishments in the field of Country Music. But such is not the case.

"I never think about where Alabama's career has been . . . I think about where it's going. Because if you start to feel like you've reached that highest point, that plateau,


and you feel like it might be over – then it's over. All of it's a challenge, every day, and all of it is more than we ever really dreamed it could be," Randy said.

The one thing that has remained constant throughout their career is the love of loyal fans. And the four guys from Ft. Payne haven't forgotten the people who have made it all possible for them over the last decade.

“We're aiming at making this song a worldwide theme . . .”

"Everything we do hopefully represents to the fans the way we feel about them. We love them – they're our life. They're the most important people," said Randy.

"The most miserable feeling in the world is to walk off that stage and feel like you didn't 'hook' it for the fans that night. It's kind of like a ball player that strikes out three or four times in one night. You feel like giving everybody their money back and telling them to come back and see you next time," Teddy said.

"The happiest times we've spent are when we felt like we'd really done one of our better shows . . . there's just not a high like it. The fans are the reason we're out there. And they're the ones who make you want to put on a good show, to put out a good album, to be proud of your work. Because they're the critic. And when you get right down to it . . . they're the only critic that matters." 

— Lorie Hollabaugh

NEWSBREAKERS

Reba McEntire and Alabama were recognized as 1990 top performers in the PLAYBOY Music Poll. Others named were the Rolling Stones, rock instrumentalist Jeff Healy, Fine Young Cannibals and jazz singer Al Jarreau.

Capitol/Nashville and Los Angeles-based Curb Records have entered into a joint venture to release product under the Curb/Capitol label. Artists signed to the new label are Sawyer Brown, Cee Cee Chapman and newcomer Jara Lane. The new agreement also allows Curb to license selected Capitol recordings for inclusion on Curb or Curb/Capitol compilation albums, subject to Capitol's release plans.

Randy Travis has reached a career sales high of over 10 million units in U.S. sales of his five albums. His latest lp NO HOLDIN' BACK recently went platinum, with sales of more than 1 million. Warner Bros. Records hosted a party for industry leaders in late March at Nashville's Union Station to celebrate Travis' achievements.

KZLA KLAC

Radio stations often tout that they'll go the extra mile for their listeners but radio station KZLA/KLAC in Los Angeles has taken that cliché literally.

In March, the station's morning drive personality Stan Campbell broadcast for one week overlooking Hong Kong Harbor as part of KZLA/KLAC's Travel, Tourism and Leisure program. The station's personalities have also visited Hawaii, Ireland, Finland, Texas, Utah, Lake Tahoe, Las Vegas and have plans to air shows from Montreal, Saskatchewan, Utah and Arizona.

Trip giveaways are tied into the promotions most of the time. The station also features a series of as many as 20 different 60-second "infomercials" to paint a picture of the area's tourist attractions. The capsules, which contain no commercial message and aren't for sale, air six times a day on both the AM and FM. And the AM station airs a weeklong live midday remote broadcast from the site of that month's focus.

"In our search for new business, we discovered qualitative information about our listeners which showed them to be way above the marketplace for flying and travel," said Tom Fenno, the combo's general station manager.

"The number one industry in this country is travel and tourism. Because of all these factors we decided travel was a market we should go after."

But the station found that 95 percent of the money spent by the travel industry goes to tv and print ad buys. That's when KZLA/KLAC decided to create an entire concept and program instead of just selling spots.

Ads in the Sunday *L.A. Times* travel section support the campaign. And the combo also promotes its own toll free number so listeners can learn

additional information about the destination.

The promotion has opened up new accounts including airline and hotel buys. But Fenno said ad dollars are coming in from camera and film companies, credit cards, tour operators, luggage manufacturers and even makers of tanning lotion.

"A full 95 percent of the dollars we've made are fresh, exclusive dollars - money we would not otherwise have gotten," Fenno said.

Trips for the remainder of 1990 are booked.

"Every city has flipped over what we've done for them over a four-week period. If we hadn't done a great job, we wouldn't be invited back - but we have been."



Staff members of KLAC/KZLA are shown on their trip to Hong Kong for a special promotion. Pictured clockwise are Donald McGovern, Chuck Clifford, Denise Roberts, Rupert Yap of the Hong Kong Tourist Association; Norman Epstein, Sandy Epstein, and Stan Campbell.

The logistical task of planning, selling, coordinating and making the remote travel arrangements is monumental so the combo has set up a special projects department devoted entirely to carrying out the trips.

"The key is planning," said Bob Guerra, operations manager. "We can't decide where we're going at the last minute. Not every location is compatible with our listeners' lifestyles . . . we have to consider the destinations which are most relatable to our listeners."

For instance, Hawaii is Southern Californians' favorite travel destination so it's been included in the theme months program several times. In April, the station flew Highway 101 and a plane full of listeners to Hono-

lulu where Highway 101 performed a benefit concert.

"Our goal is to make sure we don't turn off the person who expects regular programming when he tunes in," Guerra said. "He gets what he expects, with some additional features based on the location of the remote."

When segments were broadcast for a week from San Antonio, midday personality Stoney Richards interviewed a number of Country stars native to Texas and played songs about the state and tunes written by Lone Star songwriters.

The theme months have been so successful the station's parent company Malrite is looking into ways of making it available to stations in other markets and discussing possibilities with syndicators. And plans are underway to expand the KLAC Travel Club. Listeners would pay a small fee (\$5-\$10) to join. They'd receive a monthly newsletter detailing opportunities to go on selected trips with the station at a good price.

The station is also planning months with themes like "The Best Hamburger in L.A." and "Tankful Trips" with infomercials on adventures that can be taken on a tankful of gas.

"Today's program directors have to readjust their thinking about these types of campaigns," Guerra said. "In the future, sales departments will be coming to us with money from sponsors. Our job will be to put these campaigns together without hurting our station. PDs have to quit complaining and figure how to make them work."

Norm Epstein, KZLA/KLAC's vice president and general manager who came up with the idea of theme months, said KZLA/KLAC was the first U.S. station to broadcast live from Finland.

"We've found Country Music to be well accepted and important throughout our world travels, and our theme month concept enhances our philosophy that imagination is more important than information. We're almost like goodwill ambassadors of Country Music."

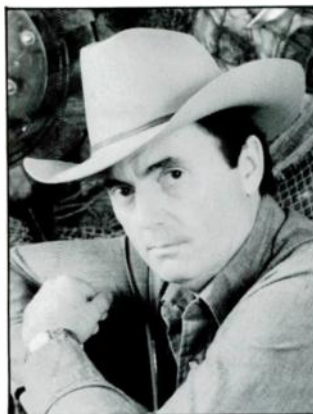
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BACK-TO-BACK BREAKERS



Travis Tritt

- ★ More and more fans are joining Travis Tritt's "Country Club". The release of his debut single in August has sold more than 100,000 copies, making it the largest selling debut Country single by a Warner Bros. artist. Warner Bros. executives called Tritt and said, "There are two artists in the last two years that have gone top 10 with their first single release in Country Music. Clint Black is one - you guess the other."
- ★ The 27-year-old Marietta, Georgia native drives a 9-year-old maroon pickup that sports a bumper sticker that says "Libya sucks". For years, he was a familiar draw in Moose Halls and American Legion posts in metro Atlanta.
- ★ His video of "Country Club" was released on TNN and CMT before the single was shipped to radio stations so fans were calling in requesting the song while programmers scrambled to get copies.
- ★ His album COUNTRY CLUB, released in early March, has sold 225,000 and is already in BILLBOARD's top 10 Country Album chart. The album's second single "Help Me Hold On", one of seven songs on the album he co-wrote, went to number one in RADIO & RECORDS in late April.
- ★ His hero is Hank Williams Jr. "I sort of pattern myself after Hank because, thank God, I was blessed with an open mind and the ability to hear and play and sing several different types of music. I mean we can rock 'n' roll as good as anybody."



Gary Buck



Charlene Bordonaro

Leaders Named In Membership Extravaganza

Each month CLOSE UP recognizes the CMA members who have recruited the most new members. Again this month, CMA spotlights Gary Buck, president of the Canadian Country Music Hall of Fame, and Charlene Bordonaro of The Nashville Network.

They continue to be the leaders in CMA's new Membership Extravaganza recruitment contest which will run through September 1, 1990. The top three member recruiters for the two categories - Top Lapsed Members and Top New Members - will be awarded the following prizes:

First Place - Two free \$200 Awards Show/Party tickets with special awards show seating, limousine service, a room at the Opryland Hotel and two American Airlines tickets from anywhere in the U.S. (if the winners live outside the Nashville area).

Second Place - Gibson Guitar (Provided by Gibson U.S.A.)

Third Place - Sony portable disc player.

The six winners will be recognized at CMA's tenth annual membership meeting at the Opryland Hotel October 9.

Others who have recruited new members are Myra Knott, Joe Moscheo, Karen P. Hill, Rick Sanjek, Chuck Bivens, Joyce Rice, Kelly Nolf, Ray Ferguson, Teddy Heard, Alan Smith, Jean Zimmerman, Jerry Abbott, Jeff Williams, Sue Hiatt, Robert Hobbs, Martha Taylor, Billy Joe Royal, Max Kittel, Jimmie Dickens, Nancy Wendelyn Henson, Jerry Bradley, Russ Schell and Jimmy Bowen.

Ann Tant, Tim DuBois, Ginger Anderson, Ken Ritter, Lacy J. Dalton, Jody King and Jimmy Jay have also recruited members.

For more information about the contest, contact Janet Bozeman or Diane Jackson in CMA's membership department at (615) 244-2840. 

Epic recording artist Shelby Lynne's new video for her single, "I'll Lie Myself To Sleep", was filmed on a beach in Gulf Breeze, Alabama. Filmed by Deaton/Flanigen Productions, the video features beautiful beach shots and dynamic, moody shots of Lynne. Pictured at the shoot (l to r) are George Flanigen (standing), Robert Deaton, (behind the camera) and Lynne (far right).

— Photo by James Carlson



Eddy Raven enjoys his own little piece of paradise in the video for his latest release "Island", from his Capitol Records lp, **TEMPORARY SANITY**. Filmed on location in Tampa, FL, and Jackson, TN, the clip features Raven on the beach with his island princess soaking up the sun. Marc Ball of Scene Three produced the video, with Larry Boothby directing.

"Ole Buttermilk Sky" is the colorful title of Willie Nelson's latest excerpt released from his "Some Enchanted Evening with Willie Nelson" video, distributed by Cabin Fever Entertainment, Inc. The clip contains concert footage of Willie in Nashville, and was produced by Roy W. Wunsch and C. Paul Corbin and directed by Bayron Binkley.

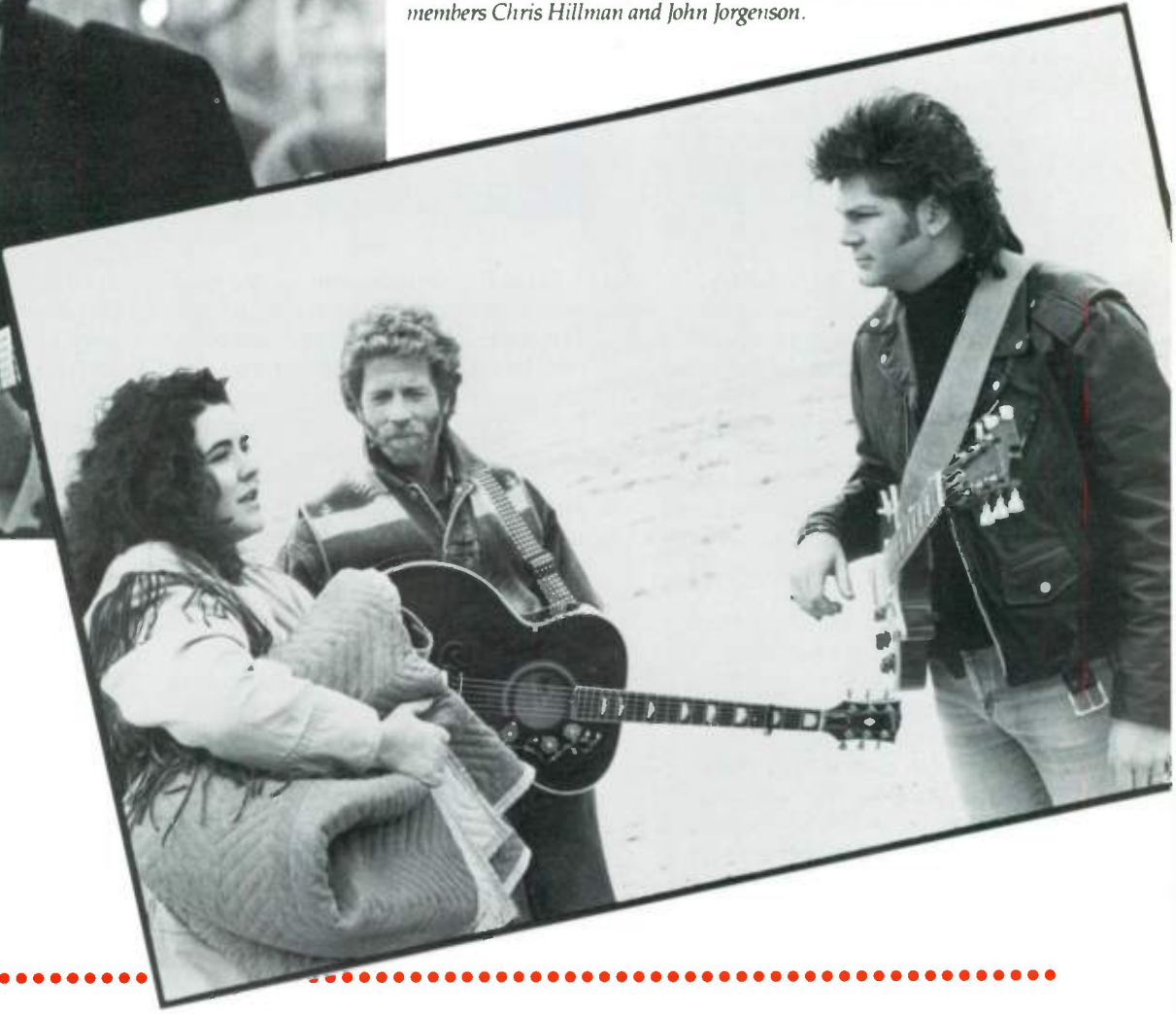
16th Avenue recording artist Charley Pride's latest video, "Moody Woman", was filmed in Nashville's newly renovated Union Station Hotel. The clip, which mixes shots of Pride performing in various locations with shots of beautiful women, was directed and produced by George Deaton for Creatavision Productions.

Vince Gill recently completed a video for "When I Call Your Name", the latest release from his album by the same name on MCA Records. Acme Pictures, Inc. produced the clip, with Joanne Gardner producing and Bill Pope directing.



RCA recording artist Clint Black recently shot a video inside the Westwood Mall in Houston, Texas for his current single, "Walkin' Away". Directed by Jim May and produced by Mary Matthews for Studio Productions, the video centers on Black's performance around an authentic Venetian crystal carousel. Pictured (l to r) are May and Black.
— Photo by Ed Christman

MCA/Curb recording artists Desert Rose Band recently shot a video for their single "In Another Lifetime" in the high desert of California. The video was directed by Bill Pope and produced by Joanne Gardner for Acme Pictures. Shown here on location (l to r) are Gardner and band members Chris Hillman and John Jorgenson.



Denison, TX, was the location for the latest video by the Girls Next Door, "Maybe You Wouldn't Be Missin' Me Tonight", from their HOW 'BOUT US lp on Atlantic Records. Joe Pollaro produced the video for Pollaro Media, with Richard Jernigan directing.

Charlie Daniels recently released a performance clip from his home video "Ranching: The Living Legacy of the American West", produced by Cabin Fever Entertainment. The clip is called "Little Folks", and was produced by Kathleen Jo Ryan and directed by H. Daniel Gross.

Arista recording artist Michelle Wright recently completed a video for her single "New Kind Of Love", which was released in mid-April. Filmed on location in Toronto, Ontario, the video was produced by Phran Schwartz and Kimberly Lansing and directed by Dean Lent for Limelight Productions.

ATS Productions of Austin, TX, and MCA recording artist Kelly Willis teamed up with Nashville's Studio Productions for completion of her debut music video "I Don't Want To Love You (But I Do)". Shot in Nashville at the Bluebird Cafe and a rural cabin near Ashland City, TN, the clip was co-directed by Jim May of Studio Productions and ATS' Carlyne Majer.

Buddy

Ask Buddy Cannon to describe himself, and he'll simply answer, "I'm dirt road Country looking for easy street". To him, his life hasn't been any better or any worse than the next person's. He's just striving to get by.

Ask somebody else to describe Buddy Cannon, and the answer gets a bit more complicated. Songwriter. Back-up singer. Song plugger. Musician. Publisher. A&R manager. All of these music industry professions could be used to *best* describe Buddy, who, since arriving in Nashville in 1972 has logged an impressive list of credentials.

His childhood resembles that of many who grew up in the South during the 50s and 60s. He spent his days under the sweltering sun in his native Lexington, Tennessee picking cotton. At night, he enjoyed the radio presentation of the Grand Ole Opry and family jam sessions hosted by his harmonica-playing mother and her guitar-picking brother. It was during these family gatherings that Buddy took an interest in music.

"I got my first guitar when I was about 12," Buddy remembers. "We were all poor, and every year I had to go out and pick cotton in the fall to make money to buy school clothes. This one year, I saved up my money - I think it was about \$13 - and ordered me a guitar out of the Sears catalog."

At the encouragement of his uncle, Buddy began to learn the intricacies of playing the guitar, and by the time he was in high school, he'd begun playing in a few bands.

Upon graduating from high school, he followed his soon-to-be wife and her family to Chicago, where he polished his skills as a bass player and harmony singer in various bands around the city. It was in Chicago that Buddy met Grand Ole Opry star Bob Luman, who eventually offered him a job as his bass player.

"It was while I was on the road with Bob that I began writing songs," Buddy said. While Luman cut a few songs Buddy had written, none of them achieved much success.



Finally, after three years on the road with Luman, Buddy took a gig with The Four Guys, playing at a Nashville club seven nights a week. But he continued to work at his songwriting, penning several tunes that Jimmy Darrell, a publisher for Mel Tillis' Sawgrass Music/Sabal Music, played for Tillis. "This was in 1976, the same week Mel won CMA Entertainer of the Year. I was working at The Four Guys' club one night, and I got a phone call.

"It was from Mel, and he'd just recorded one of my songs and wanted me to come down to his office and listen to it. I just told the guys I had to go - I don't know how they finished the night out - and I went to Mel's office and stayed there all night partying and listening to the song."

Buddy ended up with four songs on Mel's HEART HEALER album, and a songwriting contract with Sabal Music.

But those cuts didn't pave the way for immediate success. "I almost starved to death," said Buddy. "I wasn't getting any cuts to speak of on anybody else." In 1978, Buddy went on the road with Mel as his bass player.

Meanwhile, he got his first real taste of financial success when Mel cut the number one single, "I Believe In You", which Buddy co-wrote with Gene Dunlap.

With that one song Buddy started getting more and more cuts. One of

Cannon

the highlights was when the legendary Hank Snow recorded one of his tunes. To date, he's had songs recorded by such artists as Vern Gosdin ("Set 'Em Up Joe", "I'm Still Crazy"), Alabama ("Changes Comin' On"), George Strait ("Is It That Time Again"), the Oak Ridge Boys ("Dream Of Me"), and Englebert Humperdinck ("I Believe In You").

It was demos of those songs and others that brought him to the forefront as a backup singer on albums by Tillis, Strait, Gosdin, Glen Campbell and Reba McEntire, to name a few.

Buddy's been as involved in the business side of the industry as much as he has in the creative side. After playing bass for Mel for a year, he went to work as a song plugger for Sawgrass/Sabal Music, a job that he held until 1987 when PolyGram Music Publishing purchased the Tillis catalogs.

"I'd been with Mel's company longer than anybody else on the creative end, so the people at PolyGram decided to hire me to oversee the catalog," said Buddy. "About a year and a half later Harold Shedd took over the A&R department at PolyGram Records. He and I had developed a relationship through songs I'd pitched him for Alabama and other artists, and he asked me to move into A&R with him."

As manager of PolyGram Records' A&R department, Buddy is responsible for listening and finding material he feels would be suited for the roster's acts, which include Johnny Cash, Kathy Mattea, the Statler Brothers and newcomers Daniele Alexander, Rich Grissom and the Kentucky Headhunters.

How does he find time to write his own songs?

"It's difficult to write and hold down a full-time job, but I've almost always had a full-time job. When I was working for Mel in the publishing company I'd come in and plug other people's songs all day, then go home and write. I just make time to do it 'cause for me writing is a kind of release, and it's something I can't see

giving up for anything."

Because he listens to other songwriters' material all day, Buddy says he has to be careful when he sits down to write a song. "I realize the position I'm in that I hear probably half of the songs that are written in town. I'm just always real conscious of that. In fact, if I start working on a song with somebody else, and it begins to sound like something I've heard before, I'll tell them to find someone else to write it with because I'm not into legal entanglements over songs."


While it seems that it would be difficult to come up with new ideas for his own songs after listening to so many other songs during the day, Buddy has found a way to avoid writer's block. "I depend a lot on the new writers in town. A lot of those guys come into town with great ideas, but they don't know how to put them together."

As he works with such aspiring young songwriters as John Northrup and Luke Reed, Buddy is opening doors for them like Bob Luman and Mel Tillis did for him nearly 20 years ago.

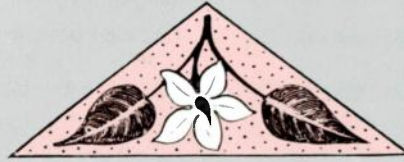
"It's not easy now, and I don't think it was easy then," said Buddy about starting a career in Nashville's highly competitive music scene. "But if you believe enough in what you are doing, there's nothing you can do but go for it."

"That's what I did. I mean, my wife thought I was crazy. There were times when we weren't making enough to pay our bills and feed the kids. But there was never another option for me."

What would he say to someone new in Nashville asking for his advice?

"Listen to what people tell you. If someone takes the time to talk to you, and tell you what they think about your songs, they're interested." 

— Kelley Gattis



RIAA CERTIFICATIONS COUNTRY • MARCH

ALBUMS

GOLD

CHISELED IN STONE . . . Vern Gosdin . . . Columbia
RVS III . . . Ricky Van Shelton . . . Columbia
DIAMONDS & DIRT . . . Rodney Crowell . . . Columbia
ABSOLUTE TORCH & TWANG . . . k. d. lang . . . Warner Bros./Sire
SOMETHING INSIDE SO STRONG . . . Kenny Rogers . . . Reprise

PLATINUM

GREATEST HITS VOLUME 2 . . . Hank Williams Jr. . . Warner Bros.

VIDEOS

GOLD

"I Wonder Do You Ever Think Of Me" . . . Keith Whitley . . . RCA Records
"Reba" . . . Reba McEntire . . . MCA Music Video

JANUARY - FEBRUARY

ALBUMS

GOLD

HIGHWAY 101 . . . Highway 101 . . . Warner Bros.

PLATINUM

NO HOLDIN' BACK . . . Randy Travis . . . Warner Bros.

MULTI-PLATINUM

STARDUST . . . 4M . . . Willie Nelson . . . Columbia



More TV Coverage For Country Music In The UK

A significant increase in the television coverage of Country Music is taking place in the UK during 1990, reflecting a greater awareness by tv executives and producers of the broad range of music and artists now emerging.

The year started with a six-part "Big Big Country" series hosted by Hank Wangford on Channel 4, as a follow up to his "A-Z of C&W". The one-hour documentaries covered such music as honky-tonk, duets and Tex-Mex, with live performance and interviews.

Some of the other major network shows planned this year include:

"Classic Country" — This year's Wembley Country Festival (April 14 - 16), now called The International Music Festival, was filmed by Celador Productions for British Satellite Broadcasting (BSB). BSB took over tv coverage of this long-running event from the BBC. It's planning eight one-hour programs to be broadcast later in the year together with one hour's live transmission from each night of the festival. Headliners were Emmylou Harris, Jerry Lee Lewis and Willie Nelson.

"Rock Steady" — The live weekly rock music show on Channel 4 has plans to feature k. d. lang and George Strait while these artists are in London for Route 90 during May.

"British Satellite Broadcasting" — BSB is the new five-channel satellite-delivered tv service for the UK which went on the air last month. Its all-music channel, The Power Station, has a definite commitment to Country and will initially screen one hour of TNN's "New Country" per week. This is in addition to its Wembley Festival coverage. BSB is also looking at other Country programming which may include a Country magazine type show later in the year.

"BSB recognizes the growing dedicated audience for Country Music that exists in the UK", said Bob Hunter, the Power Station's managing director. "This exclusive deal for the festival will offer Country fans more coverage of their favorite music than

has ever been possible before. BSB's involvement with the International Music Festival is just one illustration of our commitment to increasing the range of music entertainment of the British television viewer."

"New West" — As part of its continued commitment to Country Music, the BBC is developing a new studio-based series for transmission by BBC 2 in August and September. The idea is to reflect the changing image of the music.

Producer Tracey MacLeod said, "We are not in any sense a New Country program, as we wanted to appeal as much to traditional Country fans as to rock audiences. If 'New West' succeeds it will develop into a regular yearly series. I think it's very important that as Country Music gets more and more popular in the UK that the coverage should expand rather than contract."

In addition to some of the Route 90 acts, "New West" hopes to film performance spots with artists such as Guy Clark, Mary-Chapin Carpenter, Butch Hancock and the Desert Rose Band.

"Town and Country" — Four one-hour programs and two one-hour specials featuring the Route 90 artists were filmed in the U.S. during April. Part of a major music thrust for the fall on Channel 4, the series was produced by Frontier Films. Featured artists include George Strait, k. d. lang, Rosanne Cash, Rodney Crowell, Foster & Lloyd, James House and Clint Black.

"Your Cheatin' Heart" — This six one-hour drama series was produced by BBC Scotland for network screening in October. It centers around the Country Music scene in Glasgow.

"Heart On The Line" — The first program in Channel 4's new fall music series is a one-hour documentary focusing on the life and work of Country songwriters in Nashville, concentrating on Harlan Howard and Dean Dillon.

"Torch & Twang" — A planned 50-minute special has been commissioned by Central TV. Hosted by Emmylou Harris, it will give an updated overview of the major new Country stars, writers and producers.

"Gentleman Jim" — A 50-minute documentary, co-produced by TVS and Picture Parade, focuses on the life of Jim Reeves and his fame internationally. Due to air on Channel 4 later this year, the documentary was filmed to tie in with the 21st anniversary of Reeves' death last year.


"National Film Theatre" — During April the NFT in London ran Country films and tv shows under the title "You're Looking At Country". Included were films such as "Sweet Dreams", "Nashville", "Honeysuckle Rose" and "Coalminer's Daughter", plus tv shows on Tammy Wynette, Elvis Costello, Johnny Cash, The Everly Brothers and the CMA co-production "New Country-Gettin' Tough".

"Austin City Limits" — "Austin City Limits" is being considered for transmission by Channel 4 to give UK audiences a taste of the Texas music scene and other artists featured in the long-running PBS series.

"With the absence of any full-time Country radio stations, television is the main marketing and promotion tool to break new artists and help develop the European market," said Martin Satterthwaite, CMA's European director. "It has a major impact on record sales but until recently there has been little Country coverage on tv.

"It's interesting to note, that all these new shows, except TNN's 'New Country', originate from this side of the Atlantic, so perhaps we're at last making an impact."

BBC 2 and Channel 4 are network tv channels covering the whole UK and typical viewing figures for these shows could be up to 3.5 million.

BSB has a potential cable audience of 500,000 and by the end of 1990 it predicts 1 million viewers by satellite. 

Country UK Album Chart

CMA's United Kingdom Country Album Chart appears bi-weekly in MUSIC WEEK, the U.K.'s major trade magazine. It's 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 880 record outlets.

THIS WEEK	TWO WEEKS AGO	April 14, 1990
1	1	THOUGHTS OF HOME Daniel O'Donnell — <i>Tel-Star</i>
2	2	FROM THE HEART Daniel O'Donnell — <i>Tel-Star</i>
3	5	DON'T FORGET TO REMEMBER Daniel O'Donnell — <i>Ritz</i>
4	3	I NEED YOU Daniel O'Donnell — <i>Ritz</i>
5	4	STORMS Nanci Griffith — <i>MCA</i>
6	NEW	BOOM CHICKA BOOM Johnny Cash — <i>PolyGram</i>
7	13	TWO SIDES OF DANIEL O'DONNELL Daniel O'Donnell — <i>Ritz</i>
8	6	COPPERHEAD ROAD Steve Earle — <i>MCA</i>
9	9	NO HOLDIN' BACK Randy Travis — <i>WEA</i>
10	7	LONE STAR STATE OF MIND Nanci Griffith — <i>MCA</i>
11	RE-ENTRY	ALWAYS AND FOREVER Randy Travis — <i>WEA</i>
12	15	OLD 8 X 10 Randy Travis — <i>WEA</i>
13	14	ONE FAIR SUMMER EVENING Nanci Griffith — <i>MCA</i>
14	10	AS LONG AS I HAVE YOU Don Williams — <i>BMG</i>
15	RE-ENTRY	POET IN MY WINDOW Nanci Griffith — <i>MCA</i>
16	8	LITTLE LOVE AFFAIRS Nanci Griffith — <i>MCA</i>
17	17	GUITAR TOWN Steve Earle — <i>MCA</i>
18	18	STORMS OF LIFE Randy Travis — <i>WEA</i>
19	RE-ENTRY	THIRD WORLD WARRIOR Kris Kristofferson — <i>PolyGram</i>
20	RE-ENTRY	THE LAST OF THE TRUE BELIEVERS Nanci Griffith — <i>Demon</i>

© BPI. Compiled by Gallup for BPI and CMA



Members of the UK CMA Market Advisory Committee met at Chrysalis Records in London recently to discuss the Route 90 campaign. Pictured standing (l to r) are Bob Fisher, marketing director, MCA; Paul Williams, international A&R and marketing director, BMG/RCA; Wendy Furness, product manager, EMI; Tony Byworth, Byworth-Wootton Int.; Brian Yates, marketing director, CBS; Ray Still, director U.S. labels and promotion, WEA; Phil Knox Roberts, marketing manager, WEA; Richard Wootton, Byworth-Wootton Int.; Julia Morrice, CMA; Kit Buckler, Epic marketing director; (back) Lee Simmonds, EMI marketing manager catalog development; Maureen Kealy, MCA product manager; (seated) Paul Fenn, MD Asgard Concert Promotion; Paul Conroy, president, Chrysalis; Martin Satterthwaite, CMA European director; and David Hughes, EMI director strategic marketing.

Hank Williams Jr. is planning an extensive tour of Canada in June including dates in Winnipeg, Edmonton, Calgary and Vancouver. He will also make several appearances in Alaska as part of the northern leg of his **Lone Wolf Tour**.

Canadian Country singer and new Warner Bros. Records artist **George Fox** won a **JUNO Award**, similar to a Grammy in the U.S., for Country Male Vocalist of the Year in March. He also signed a contract for a one-hour television special with the **CBC Network**. Fox began a Canadian tour with **Willie Nelson** in late March.

Johnny Chester is currently hosting a Country Music program on **Radio Australia** which airs worldwide each Sunday and Tuesday. In conjunction with Radio Australia, an organization has been formed called the **World of Country Music Club**. For more information, contact Johnny Chester, Australian Broadcast Corp., 699 Highbury Road, Glen Waverley 3150, GPO Box 428G, Melbourne, Victoria 3001, Australia; phone (03) 881-2222.

A free brochure is now available for the **All British Country Music Festival** which will take place August 24-26 at the Pavilion Theatre in Worthing, West Sussex, England. Slated to perform are **Kenny Johnson**, **Brian Golbey**, **Brian Curtis' Acme Bluegrass Band** and others. Ticket information and brochures are available by contacting the Borough of Worthing Leisure Services Department, Town Hall, Chapel Road, Worthing, West Sussex, England BN11 1HQ.

Side Bar



Foster & Lloyd got some help in the studio recently from some famous friends on the song "Whoa", which will be on their upcoming RCA album, VERSION OF THE TRUTH. Sitting in on the session were (! to r) Duane Eddy; Garry Tallent, (from Bruce Springsteen's band); Rick Will, producer; Felix Cavaliere (of the Young Rascals); Rodney Foster; Bobby Field (Webb Wilder); and Bill Lloyd.

Dobro master Jerry Douglas toured nationally with five of the world's finest guitarists, Albert Lee, Tal Farlow, John Cephas, Ledward Kaapana and Wayne Henderson, on the **Masters of the Steel String Guitar Tour**. The tour was produced by the Washington D.C.-based **National Council for the Traditional Arts** and ran from late March through mid-April, stopping in 10 states.

Shure Brothers Inc. has announced the addition of the **L2 Handheld Transmitter** to its **L Series** line of wireless microphone products. Available in three different versions, the L2 features rugged durability, compact size and a new, highly efficient internal loop antenna design.



Reba McEntire has returned to the studio to work on her new MCA album. Working with her at **Emerald Sound Studio** in Nashville recently on some sessions were **Dan Huff** on guitar, **Larrie Londin** on drums, **Michael Rhodes** on bass, **Matt Rollings** and **Kirk Capello** on keyboards, **Steve Gibson** on guitar and **John Jarvis** on piano. Also in at Emerald Sound was **Skip Ewing** who was tracking for a new album. Musicians working on that session included **Tom Roadie** on alternate percussion, **Brent Rowan** on guitar, **Mike Lawler** on keyboards, **Mark O'Connor** on fiddle, **Michael Rhodes** on bass, **Matt Rollings** on piano, **Billy Walker Jr.** on guitar and **Paul Leim** on drums.



At **Digital Recorders** in Nashville, **Eddy Raven** worked on his upcoming album on **Capitol Records** with **Barry Beckett** producing and **Scott Hendricks** engineering. Playing on the sessions were **Eddie Bayers** on drums, **Mitch Humphries** on keyboards, **Michael Rhodes** on bass and **Brent Rowan** on guitar.

1990 Country Radio Survey Now Available

CMA annually surveys all radio stations in the United States and Canada. From the survey results, CMA publishes the most comprehensive list available of stations broadcasting Country Music. The list is now available to CMA members for \$10.00. Non-members can purchase the survey for \$60.00, with qualified candidates receiving a complimentary CMA individual membership (membership application must be completed to qualify). Price includes postage and handling. CMA organizational members may request a complimentary copy of the survey.

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

Mail Survey To: *(please print)*

Name _____

Address _____

City _____ State _____ Zip _____

Phone No. (____) _____

You May Charge Your Payment To:

VISA MasterCard

Card No. _____

Expiration Date: _____

(Signature for Charge Authorization)

CMA Member — Please Include Membership No. _____

Non-Member

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

1990 COUNTRY MUSIC ASSOCIATION COUNTRY RADIO STATION MAILING LABEL SERVICE

CMA annually surveys all radio stations in the United States and Canada. From this survey is compiled the most comprehensive list of stations broadcasting Country Music. From this list, CMA makes available to its members the only mailing label service exclusively for Country radio.

Label Service Features:

Labels are high quality, pressure-sensitive (self-sticking) type printed in three up rows on continuous form backing.

Label format includes:

1. Station call letters.
2. Choice of Music Director, Program Director or Station Manager's name on labels.
3. Complete station mailing address.
4. An asterisk on the label indicating stations which only use syndicated music programming.
5. All labels can be ordered in any of the following sequences:

Zip Code

Alpha by Call Letter

City Within State

Members may order as many sets of labels as they want, in as many categories as they like. Computer printouts in each category are also available for reference and office use, and may be ordered along with the labels. Prices for labels only are in the left price column and prices for labels plus printouts are in the right column of the order form. Prices for printouts only are the same as for labels only. All radio station information is computerized, and is constantly updated with available new information.

The Country radio station list is also available on computer tape/disc. For more information contact Chapple Financial Services, 5115 Maryland Way, Suite 200, Brentwood, TN 37027; (615) 373-1100.

The CMA Country Radio List in its regular printed booklet form (8½ x 11) is available to members for a price of \$10.00. The list contains information pertaining to the stations based on their survey response and is not to be construed as all-inclusive.

TO ORDER: Fill Out Reverse Side and Complete Section Below

Please Return Entire Form — A New One Will Be Sent With Your Order

MAIL LABELS TO: (please print)

Name _____

Address _____

City _____ State _____ Zip _____

Phone Number (____) _____

CMA Membership Number _____

All orders under 5 lbs. will be shipped First Class.

Orders over 5 lbs. will be shipped U.P.S.

Total Enclosed \$ _____
(from reverse side)

Rental Agreement

Regarding the lists requested on this order form, I hereby agree to the following conditions:

1. I will use the labels for one mailing only.
2. I will not reproduce the lists, the labels, or their contents for any purpose whatsoever.
3. I will not sell, resell, or deliver the lists or the labels to any person, firm, or corporation.
4. In the event that I violate or breach the terms of this agreement, I shall be responsible for all damages resulting from such action.

Signature _____

For _____
(Company)

Date _____

All Orders Must Be Prepaid
(\$10 Minimum Order)
(Send Check or Money Order)

MAIL YOUR ORDER TO:

CMA Radio List
5115 Maryland Way
Suite 200
Brentwood, TN 37027

BE SURE TO COMPLETE THE REVERSE SIDE BEFORE MAILING

ORDER BLANK

1990

CMA RADIO STATION LIST LABELS

CATEGORIES	NO. OF STATIONS (APPROX.)	PRESSURE SENSITIVE LABELS ONLY		LABELS & PRINTOUT*		AMOUNT
		No. of Sets	Price Per Set	No. of Sets	Price Per Set	
HOURS						
1. Full-time Country	2108	()	\$140.00	()	\$210.00	\$ _____
2. 5 - 15	429	()	45.00	()	67.50	\$ _____
3. Total List — all full and part-time	2537	()	180.00	()	270.00	\$ _____
REPORTING STATIONS						
4. BILLBOARD	81	()	\$18.00	()	\$27.00	\$ _____
5. CASHBOX	115	()	18.00	()	27.00	\$ _____
6. GAVIN REPORT	208	()	18.00	()	27.00	\$ _____
7. RADIO & RECORDS	188	()	18.00	()	27.00	\$ _____
8. All Reporting (no duplicates)	446	()	45.00	()	67.50	\$ _____
GEOGRAPHICAL DIVISION (all Full and Part-Time Country)						
9. New England (CT, ME, MA, NH, RI, VT)	35	()	\$12.00	()	\$18.00	\$ _____
10. Middle Atlantic (NJ, NY, PA)	89	()	12.00	()	18.00	\$ _____
11. East North Central (IL, IN, OH, MI, WI)	286	()	23.00	()	34.50	\$ _____
12. West North Central (MN, IA, KS, MO, NE, ND, SD)	342	()	23.00	()	34.50	\$ _____
13. South Atlantic (DE, FL, GA, MD, NC, SC, VA, WV, Washington, D.C.)	452	()	34.00	()	51.00	\$ _____
14. East South Central (AL, KY, MS, TN)	380	()	28.00	()	42.00	\$ _____
15. West South Central (AR, OK, TX, LA)	439	()	28.00	()	42.00	\$ _____
16. Mountain (CO, AZ, ID, NV, NM, UT, WY, MT)	225	()	18.00	()	27.00	\$ _____
17. Pacific (AK, CA, HI, OR, WA)	184	()	12.00	()	18.00	\$ _____
18. Canada	104	()	12.00	()	18.00	\$ _____

(To order all stations in categories 9 - 18, see No. 3 above)

SUBTOTAL (\$10.00 Min. Order) \$ _____

POSTAGE AND HANDLING \$ _____ 5.00

TOTAL \$ _____

I prefer that the name appearing on each label be that of the station's:

Music Director _____

Program Director _____

Station Manager _____

I prefer that all labels be in the following sequence:

Zip Code _____

Alpha By Call Letter _____

City Within State _____

*If ordering printout only, price is the same as pressure sensitive labels only.

NEWSLINE

Billy Walker, Connie Smith, George Hamilton IV, Lulu Roman and Johnny Russell are among the acts who will perform as Sunday Mornin' Country celebrates its 10th anniversary. The free performance at the Grand Ole Opry House in Nashville will be held June 10 at 10 a.m. For more information, contact (615) 822-4100 or (615) 373-5741.

Fina Oil and Chemical Company will be the title sponsor of the 1990 Fina/Gatlin Brothers Celebrity Golf Tournament benefiting the **Muscular Dystrophy Association**. The festivities begin May 20 in Dallas with a "pickin' party" followed the next day by the tournament and a gala. For information on golf sponsorships or tournament tickets, please contact the Muscular Dystrophy Association at (214) 480-0011.

Cee Cee Chapman was recently chosen as a spokesperson for **Ireland Coffee**.

Steve Wariner and **Laredo Boots** have entered into an agreement to promote both Laredo Boots and his new album **LAREDO**. The promotion will include special appearances, billboards and giveaways.

Red Man Chewing Tobacco is sponsoring its second annual Country Music concert series, "**The Red Man Flavor of America Country Concert Series**". The 19 shows will feature at least three acts each. Slated performers include **Steve Wariner, Eddie Rabbitt, Exile, the Bellamy Brothers, Patty Loveless, Skip Ewing, Holly Dunn, Lionel Cartwright, Southern Pacific, Marty Stuart, Travis Tritt, Wild Rose, James House, The Shooters, Jann Browne** and **Marsha Thornton**. Ticket prices will not exceed \$10, and in-store and radio promotions in each market will use \$5 off coupons so that some concert attendees will pay as low as \$5.

Leadership Music, a Nashville organization formed to educate music industry executives and potential leaders on all aspects of the music business, was recently awarded a grant from the **National Academy of Recording Arts and Sciences**. Leadership Music was one of four recipients which were given up to \$5,000 each.

The Marty Robbins Memorial Showcase opened in late March at its expanded location at 2613 McGavock Pike, near Opryland in Nashville. The museum chronicles the Hall of Famer's interest in Country Music, race cars, movies and cowboys. For more information, contact (615) 885-1515.

CBS/Tree International recently purchased the **Conway Twitty** catalogs including **Twitty Bird Music, Conway Twitty Music** and **Never Break Music**. The purchase includes "It's Only Make Believe" and 500 other copyrights in addition to 20 number one song masters.

Alabama recently set a new gross attendance record at the **Mississippi Coast Coliseum** in Biloxi, MS on March 3 performing before 11,027 fans. Also in March, Alabama played before 53,041 fans at the **Houston Livestock Show & Rodeo**, breaking the record they set in 1989 for closing day ceremonies.

The **Girls Next Door** recently taped a series of regional commercials for **Oldsmobile** as part of the automaker's "Bored With Ford" campaign. The commercials have been airing throughout the southwestern United States.

In April, TNN introduced its "**Pure Water, Pure Country**" campaign in partnership with the **National Wildlife Federation** and **Clean Water Action** and local conservation groups. A series of public service announcements with Country artists including

Marie Osmond and **Michael Martin Murphey** have been taped. TNN will telecast more than 1,000 30-second announcements valued at \$2 million.

Morgan Rothschild & Company has moved to 155 West 23rd Street, 12th Floor, New York, NY 10011; (212) 463-8200; fax (212) 691-9805.

BMG Music and **RCA Records** have moved to their new headquarters at 1 Music Circle North, Nashville, TN 37203; (615) 664-1200.

Arista Records has moved to 1 Music Circle North, Nashville, TN 37203; (615) 780-9100; fax (615) 780-9190.



K.T. Oslin made a guest appearance on CBS' Western show, "Paradise". She portrayed a character called "Lenore", an obsessed woman out for revenge against a deserter who murdered her son. The show aired in mid-April.

SIGNINGS

Steve Wariner to **Buddy Lee Attractions** . . . **Trader-Price, Joe Barnhill, Billy Hill** and **The Bama Band** to **Bobby Roberts Entertainment** . . . **Lee Greenwood** to **Capitol Records** . . . **Mike Snider** to **Top Billing International** . . . **Sawyer Brown** and **Kentucky Headhunters** to **Entertainment Artists** . . . **Alex Harvey, Molly Scheer, Alice Randall** and **Sam Lorber** to **CBS/Tree** . . . **Sonny Martin** to **Brykas Records** and **Bobbi Smith Associates** . . . **Cissie Lynn** and **The Coal Dusters** to **The Patten Agency** . . . **Don Sampson** to **Opryland Music Group's Milene Music**.

NEW COMPANIES

Neal James and **Billy Don Burns** recently formed **Millennium II Productions**, a television production company. Millennium's first project is "Portrait of a Music Legend", starring songwriter **Hank Cochran** and featuring **Willie Nelson, Vern Gosdin** and others. The address is P.O. Box 121626, Nashville, TN 37212; (615) 726-3556.

Sheila D. Barnard and **Jim White**, owners of **Nashville Cartage and Sound**, have formed a new sound and lighting company, **NCS Pro-Sound and Lights Inc.** with studio drummer **Eddie Bayers** and his father **Eddie Bayers Sr.** NCS has become a full production service for artists to rent and store gear, rehearse music, shoot videos, rent vintage cars for videos, use the delivery and setup service and rent sound and lighting equipment for venues up to 10,000 people. The address for NCS is P.O. Box 121742, Nashville, TN 37212; (615) 386-3700.

Susan Andrews, former vice president of Bill Hudson & Associates, recently opened her own company in Nashville, **The Andrews Agency**. Her clients include Conway Twitty Enterprises and Twitty City tourist attraction, World Class Talent booking agency and others. The address is 2280 MetroCenter Blvd., Suite 300, Nashville, TN 37228; (615) 242-6262.

Publicists **Bonnie Rasmussen** and **Tammi Jackson** recently opened **Creative Media Services Inc.** public relations firm. Their clients include Chet Atkins, Warner Bros. newcomer George Fox and Starway Records' singer Susi Beatty. The address is 1106 16th Ave. South, Nashville, TN 37212; (615) 248-6900.

Archie Campbell Talent Services (ACTS Inc.) has formed **Creative Directions**, a new company division specializing in personal management and public relations for musical entertainers. Alie Campbell will oversee Creative Directions' operations along with Ron Demmans, who has worked for 10 years in songwriting, publishing and record production. The address is 814 19th Ave. South, Nashville, TN 37203; (615) 329-4939.

MEDIA



MCA Recording artists *Riders In The Sky* joined Gene Weed, vice president/television of Dick Clark Productions, in supporting Farm Aid IV by taping special inserts that were broadcast at the concert in early April. Pictured below in front of the camera are *Riders In The Sky* members Woody Paul, Too Slim and Ranger Doug under the direction of Gene Weed (holding boom mic).

In April, **Unistar Radio Networks** debuted "Country Gold Saturday Night Live", Country radio's first national live request show. It's hosted by Mike Fitzgerald. Fitzgerald, who has been hosting Unistar's daily one-hour special "Solid Gold Country" for the last five years, will be succeeded on that show by Charlie Cook. The success of "Solid Gold Country", a Country oldies show, spawned the introduction of "Country Gold". Ed Salamon, president of programming at **Unistar Radio Networks**, will host "The Stories Behind The Songs" beginning May 5. The weekly one-hour program will use in-depth interviews with such artists as Reba McEntire, Hank Williams Jr. and others to find out the stories behind their chart-topping hits.

TNN's "All-Star Salute to Country Music", the network's two-hour special celebrating its seventh anniversary, gave TNN its largest sustained audience in the network's history. The special, telecast on March 7, garnered a 4.3 rating representing more than 2.1 million homes. More than 70 Country stars honored Ralph Emery, who hosts TNN's live primetime "Nashville Now" series.

ON THE MOVE

Terry Cline has joined the staff of **World Class Talent**, serving as vice president of artist relations and international development for the firm. Cline, previously of **The William Morris Agency**, has had 17 years experience in the music industry and was a former president of the **Jim Halsey Company**.

MCA Records recently appointed Susan Levy director of publicity and artist development for the label. Levy was previously director of publicity on the West Coast for MCA, and has been with the label since 1987.

Buddy Killen has named John Craighead chief operating officer for **Buddy Killen Enterprises**, which encompasses the **Soundshop Recording Studios, Stockyard Restaurant, Bull Pen Lounge** and **Meadowgreen Music**, in addition to numerous investment properties. Craighead served as comptroller at **Tree International** for the past five years.

Laura LiPuma has been promoted to vice president and director of creative services at **Warner Bros. Records/Nashville**. LiPuma has been with the label since 1982, working in the capacities of art director, senior art director and creative director in the Los Angeles and Nashville offices.

Ben Iannuzzi has joined the staff of **Starstruck Entertainment** as controller, handling all of the company's accounting and financial functions. Iannuzzi comes to Starstruck from **Health Images, Inc.**, an Atlanta-based corporation.

John L. Peroyea, general manager of WYNK AM/FM in Baton Rouge, LA, has been elected president of the **Louisiana Association of Broadcasters**. Peroyea also serves as president of **Narrangansett Radio**, which operates seven stations in four states.

Westwood One has appointed Barbara Johnson promotion manager for two Westwood One divisions, the **Mutual Broadcasting System** and the **NBC Radio Networks**. Prior to joining Westwood One, Johnson was co-owner of **Creative Resources**, a Kill Devil Hills, NC advertising/public relations firm.

Deborah Lansing has joined **KRFX-FM** in Denver, CO, as an account executive. Lansing was formerly an account executive at **KWGN-TV Channel 2**, and has spent the last seven years in television sales.

AWARDS

Two Country acts were recognized in the **PERFORMANCE Magazine Readers' Poll** for 1989. Country superstar Randy Travis was voted *Country Act of the Year*, and new Country sensation Clint Black was the choice for *New Country Act of the Year*.

Canadian radio station **CHAM-AM 820** in Hamilton, Ontario, was honored as *Country Radio Station of the Year* by **THE RECORD** magazine. CHAM morning man Cliff Dumas was voted *Country Radio Personality of the Year*, marking the third time he has received this recognition.

The Braun Family was recently awarded the **Western Heritage Awards' Wrangler Trophy** from the **National Cowboy Hall of Fame** for their artistic merit, integrity and outstanding achievement in portraying the spirit of the pioneers in the developing of the West. The group's album, **MUZZIE BRAUN AND THE LITTLE BRAUN BROTHERS**, won in the *Best Western Music* category.

CMA OFFERS CD SERVICE

CMA will soon be mailing order forms to Country radio stations to sign up for CMA's compact disc service.

The order form will list participating record companies and the yearly price ranging from \$20 to \$115 to receive that label's product. CMA's annual processing fee is \$25. Because of the switch by most labels from vinyl to cds, CMA changed from an album service to cds this year.

Several advantages of the service include:

- Receiving all cds promptly.
- Paying one check to CMA rather than one to each record company.
- Avoiding purchasing product locally at a higher retail rate.
- Subscribing on an annual basis making the cd service a known cost to include in the station's operating budget.
- Contacting one office with questions instead of trying to reach each record company individually.

The labels participating in the service are Arista, Atlantic, CBS/Epic, Curb, Doorknob, MCA, PolyGram, RCA, 16th Avenue and Warner Bros.

Each Country station will receive a brochure and order form, but only CMA broadcast organizational members are eligible to participate. Those stations which are not CMA members may join to receive the service.

For more information about CMA benefits contact Janet Bozeman or Diane Jackson in CMA's membership department at (615) 244-2840.

In Memoriam

LOIS GRAFF

Lois Graff, 40, died on March 18 following a battle with cancer. She was employed by Moress Nanas Golden in Los Angeles and had been with MNG Entertainment for seven years. Before that she worked for Capitol/EMI Records in London for 11 years. A memorial service was held on March 19. In lieu of flowers, contributions may be made in her name to the Kenneth J. Norris Jr. Cancer Research Hospital Bone Marrow Transplant Unit, 1420 San Pablo Street, Room A-304, Los Angeles, CA 90003.


seen. If you look back on Nashville and the old days, you probably think how great it was when Owen Bradley and Chet (Atkins) were cutting all those records. Since then there hasn't been anybody that's made the impact that Galante and Bowen have made.

"I want to be the best of those two people because I really respect both of them. I love Joe's marketing aggressiveness and when he believes in something how he goes for it. I love Bowen's passion for the studio. I think Bowen and I -

“We had auditions and finding a piano player who can play a Country shuffle, who doesn't play cocktail, who doesn't think every (musical) bar has to have piano fills is impossible. . . . Then David Briggs told me about Tony Brown and all I had to hear him play was left hand - the guy was great.”

— Emmylou Harris

our disagreements if we had them - have been over the creative sense. Through the years when you look at bands there have always been creative differences like in the Eagles between (Glenn) Frey and (Don) Henley and in the Beatles between (John) Lennon and (Paul) McCartney. Bowen actually groomed me as a producer so I learned a lot and eventually took my own course.”

And for Tony Brown, it's that uncharted course where being a risk-taker, a bit of a gambler, has paid off. 

Teresa George



MAY

(* denotes birthdays)

- 1 *SAM McGEE; Franklin, Tennessee
- *SONNY JAMES; Hackleburg, Alabama
- *RITA COOLIDGE; Nashville, Tennessee
- Loretta Lynn chosen Artist of the Decade by Academy of Country Music, 1980



- 2 *LARRY GATLIN; Seminole, Texas
- *R.C. BANNON; Dallas, Texas
- *JOHN WARE; Tulsa, Oklahoma
- *Bing Crosby
- J. Edgar Hoover dies, 1972
- 3 *DAVE DUDLEY; Spencer, Wisconsin
- *Sugar Ray Robinson
- Alabama's lp, THE CLOSER YOU GET, certifies gold, 1983
- City of Washington, D.C. incorporated, 1802
- 4 *AL DEXTER; Jacksonville, Tennessee
- *TIM DUBOIS; Grove, Oklahoma
- J.L. Frank dies, 1952



- 5 *TAMMY WYNETTE (Virginia Wynette Pugh); Itwamba County, Mississippi
- *RONI STONEMAN; Washington, D.C.
- *Karl Marx

- Ronnie Milsap's GREATEST HITS VOLUME 2 certifies platinum, 1989
- Rodney Crowell tops RADIO & RECORDS' Country chart with "After All This Time", 1989
- Alan B. Shepard becomes first astronaut in space, 1961
- 6 *CLIFF CARLISLE; Taylorsville, Kentucky
- * (GEORGE) RILEY PUCKETT; Alpharetta, Georgia
- *JOAN MARSHALL SCHRIVER; Buffalo, New York
- *KYLE BAILES; Enoch, West Virginia
- *TERRY ALLEN; Wichita, Kansas
- *LORRIE (LAWRENCINE MARY) COLLINS; Tahlequah, Oklahoma
- 8 *RICKY NELSON (ERIC HILLIARD NELSON); Los Angeles, California
- *HOMER BAILES; Charleston, West Virginia
- *Harry Truman
- Reba McEntire makes her chart debut with "I Don't Want To Be A One Night Stand", 1976
- George D. Hay dies, 1968
- 9 *BOBBY LEWIS; Hodgenville, Kentucky
- *HANK SNOW; Liverpool, Nova Scotia, Canada
- Jimmie Davis becomes governor of Louisiana, 1944
- Nixon impeachment hearings begin, 1974
- Bob Neal dies, 1983
- 10 *MAYBELLE CARTER; Nickelsville, Virginia
- "Wildwood Flower" recorded by the Carter Family, 1928
- Dwight Yoakam's GUITARS, CADILLACS, ETC. lp certifies platinum, 1989
- "Beneath Still Waters" by Emmylou Harris reaches number one, 1980
- 11 *BOB ATCHER; Hardin County, Kentucky
- *MARK HERNDON (Alabama); Springfield, Massachusetts
- *Irving Berlin
- Lester Flatt dies, 1979
- 12 *WHITEY FORD "The Duke of Paducah"; DeSoto, Mississippi
- *JOE MAPHIS; Suffolk, Virginia
- *BILLY SWAN; Cape Girardeau, Missouri
- 13 MOTHER'S DAY
- *JOHNNY WRIGHT; Mt. Juliet, Tennessee

- *JACK ANGLIN; Columbia, Tennessee
- Hank Williams, Jr.'s GREATEST HITS VOLUME 2 lp certifies gold, 1986
- U.S. declares war on Mexico, 1607
- Bob Wills dies, 1975
- 14 *CHARLIE GRACIE; Philadelphia, Pennsylvania
- Tanya Tucker makes her chart debut with "Delta Dawn" at age 13, 1972
- Guitarist Mose Rager dies, 1986
- 15 *EDDY ARNOLD; Henderson, Tennessee
- *George Brett
- Ricky Skaggs joins the Grand Ole Opry, 1982
- 16 George Strait makes his chart debut with "Unwound", 1981
- First Oscar award presented, 1929
- Reba McEntire's GREATEST HITS lp certifies platinum, 1989
- Clint Eastwood and Merle Haggard enter the Country charts with "Bar Room Buddies", 1980
- 17 *GRANT TURNER; Abilene, Texas
- *J.D. MARTIN; Harrisburg, Virginia
- First Kentucky Derby, 1875
- Buffalo Bill Cody begins Wild West Show, 1883
- New York Stock Exchange founded, 1792
- 18 *JOE BONSALE (Oak Ridge Boys); Philadelphia, Pennsylvania
- *RODNEY DILLARD; Salem, Missouri
- *GEORGE STRAIT; Pearsall, Texas
- 19 *MICKEY NEWBURY; Houston, Texas
- *LESTER WILBURN; Hardy, Arkansas
- Clint Black tops RADIO & RECORDS' Country chart with the smash single "Better Man", 1989
- "King Of The Road" by Roger Miller awarded a gold record, 1964
- 20 *George Gobel
- *Cher
- Alabama has the number one single on BILLBOARD's Country chart with "If I Had You", 1989
- Jerry Reed makes his chart debut with "Guitar Man", later a huge hit for Elvis Presley, 1967
- 21 Charles Lindbergh lands in Paris, 1927



Waylon Jennings tops the Country charts with "Luckenbach, Texas (Back To The Basics Of Love)", 1977

- 22 *RALPH PEER; Kansas City, Missouri
*ANDY ANDREWS; Birmingham, Alabama
- 23 *SHELLY WEST; Cleveland, Ohio
*MAC (MALCOLM) WISEMAN; Waynesboro, Virginia
The Judds' GREATEST HITS lp certifies platinum, 1989
K.T. Oslin's album, '80s LADIES, certifies platinum, 1989



- 24 *ROSANNE CASH; Memphis, Tennessee
*Bob Dylan
Samuel Morse sends the first telegraph message, 1844
- 25 *ERNEST V. "POP" STONEMAN; Monorath, Virginia
*TOM T. HALL; Olive Hall, Kentucky
*JESSI COLTER (Miriam Johnson); Phoenix, Arizona
- 26 *HANK WILLIAMS, JR.; Shreveport, Louisiana
*John Wayne
Jimmie Rodgers dies, 1933
Willie Nelson makes his first chart appearance with "Touch Me", 1962
- 27 *DON WILLIAMS; Plainview, Texas
*KENNY PRICE; Florence, Kentucky
*REDD STEWART; Ashland City, Tennessee

- 28 MEMORIAL DAY
*CHARLIE MCCOY; Oak Hill, West Virginia
*GARY STEWART; Letcher County, Kentucky

- 29 *JERRY DENGLER (Mason Dixon); Colorado Springs, Colorado
*John F. Kennedy
*Bob Hope



- 30 *WYNONNA JUDD; Ashland, Kentucky
*JOHNNY GIMBLE; Tyler, Texas
First Indianapolis 500 held, 1911
Dolly Parton and Carl Dean wed in Catoosa County, Georgia, 1966
- 31 *VIC WILLIS; Schuler, Oklahoma
*JOHNNY PAYCHECK; Greenfield, Ohio

JUNE

- *JOHNNY BOND (Cyrus Whitfield Bond); Enville, Oklahoma
*Pat Boone
Johnny Horton's "Battle Of New Orleans" is the number one pop song in America, 1954
- 2 *CARL BUTLER; Knoxville, Tennessee
First radio patent awarded to Marconi, 1896
- 3 *HOMER LOUIS "BOOTS" RANDOLPH, JR.; Paducah, Kentucky
Hank Williams' last show on "Louisiana Hayride", 1949
Steve Wariner tops the BILLBOARD Country chart with "Where Did I Go Wrong", 1989
Donna Fargo tops the Country chart with "The Happiest Girl In The Whole U.S.A.", 1972
- 4 *CHARLIE MONROE; Rosine, Kentucky
*FREDDY FENDER; San Benito, Texas
*Dennis Weaver
Alabama's first June Jam in Ft. Payne, 1982

- 5 *DON REID (The Statlers); Staunton, Virginia
"Urban Cowboy" premieres in Houston, 1980
- 6 *ROSALIE ALLEN; Old Forge, Pennsylvania
*JOE STAMPLEY; Springhill, Louisiana
*GID TANNER; Thomas Bridge, Georgia
- 7 *TOM JONES; Pontrypridd, Wales
*WYNN STEWART; Morrisville, Missouri
*CLARENCE WHITE; Lewiston, Maine
- 8 *RAY MELTON; Hampton, Georgia
*STEVE FROMHOLZ; Temple, Texas
*VERNON OXFORD; Benton County, Arkansas
U.S. forces authorized for combat in Vietnam, 1965
- 9 *Les Paul
*Cole Porter
Kathy Mattea has the number one song on RADIO & RECORDS' Country chart with "Come From The Heart", 1989
Lorrie Morgan employed by the Grand Ole Opry, 1967
Wilma Lee Leary and Stony Cooper marry, 1941
- 10 *F. Lee Bailey
*Judy Garland
Willie Nelson has the best-selling lp, STARDUST, and single, "Georgia On My Mind", 1978
- 11 WILMA BURGESS; Orlando, Florida
Hank Williams debuts on the Grand Ole Opry, 1949

[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 1990 COUNTRY MUSIC CALENDAR, as well as from original research.]

MAY 1990

- 4-6 Music City Tennis Invitational / Maryland Farms Racquet and Country Club / Nashville, TN / Call (615) 259-3625 for details
- 4-6 Los Angeles Independent Music Conference / Beverly Garland Hotel / Los Angeles, CA / Call (818) 763-1039 for details
- 9-13 RADIO & RECORDS 1990 Convention / Century Plaza / Los Angeles / Call (213) 553-4330 for details
- 11 Fifth Trucker Festival / Zurich, Switzerland
- 11-13 Calico Spring Festival / Calico Ghost Town / Yermo, CA / Call (619) 254-2122 for details
- 15-17 Alternative Country Festival / Paris, France
- 20-21 Fina/Gatlin Brothers Celebrity Golf Tournament / Dallas, TX / Call (214) 480-0011 for details
- 25-27 International Singer-Songwriter Festival / Frutigen, Switzerland
- 25-27 Albi A L'heure de Nashville / Albi, France
- 25-27 Prairieland Countryfest / Prairieland Park / Firth, NB / Call (402) 782-8933 for details
- 26-28 Fifth Morecambe International Festival of Country Music / Morecambe, England
- 30- National Association of
- June 3 Independent Record Distributors and Manufacturers (NAIRD) Convention / Opryland Hotel / Nashville, TN

JUNE

- 2-3 Harlow Country Music Festival / Harlow, England
- 4 TNN/MUSIC CITY NEWS Country Awards / Grand Ole Opry House / Nashville, TN
- 4-10 19th Annual International Country Music Fan Fair / Tennessee State Fairgrounds / Nashville, TN / Call (615) 889-7502 for details
- 8 23rd Annual International Fan Club Organization Dinner and Show / Tennessee State Fairgrounds / Nashville, TN / Call (719) 962-3543 for details
- 9 International Fan Club Organization Brunch and Business Meeting / Nashville Marriott Hotel / Nashville, TN
- 10 Sunday Mornin' Country / Grand Ole Opry House / Nashville, TN / Call (615) 822-4100 for details
- 15-17 Huck Finn's 14th Jubilee / Mojave Narrows Regional Park / Victorville, CA / Call (714) 780-8810 for details
- 16 Sixth Swiss Alps Country Music Festival / Grindelwald, Switzerland / Call (615) 228-1700 for details
- 24 Promenade of British Country / Royal Albert Hall / London, England

JULY

- 1 Fourth Good 'N Country Festival / Kent, England
- 6-7 Country Festival / Skjak, Norway
- 11-12 CMA Board Meeting / Broadmoor Hotel / Colorado Springs, CO
- 20-23 Americana '90 / Newark Showground / Nottinghamshire, England
- 30- South Plains Third Annual Blue-Aug. 3 Grass Workshop / South Plains College / Levelland, TX / Call (806) 894-9611, ext. 277 for details

AUGUST

- 12 Floralia Festival / Holland
- 24-26 All British Country Music Festival / Pavilion Theatre / Worthing, England

SEPTEMBER

- 1 Wohlen Festival / Wohlen, Switzerland
- 8-9 Rock & Country Festival / Bern, Switzerland
- 22-23 Gstaad Festival / Gstaad, Switzerland

OCTOBER

- 8 CMA Awards Show / Grand Ole Opry House / Nashville, TN
- 9 CMA Board of Directors Meeting / Opryland Hotel / Nashville, TN
- 9 CMA Annual Membership Meeting / Opryland Hotel / Nashville, TN

CBS labelmates **Timmy Wynette** and **Doug Stone** recently sold out two shows at **The Roxy** in L.A. The performance marked the first time Wynette played **The Roxy** and the first time Stone played outside his home state of Georgia. Joining the two after the concert is actress **Faith Ford** of the tv series "Murphy Brown".



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