

ESTABLISHED 1981 • VOL. 17 • #9 • MAY 23 - JUNE 7, 1997

# MUSICROW

NASHVILLE'S MUSIC INDUSTRY PUBLICATION

Tammy  
Graham

Top Ten Album All Stars ★

Breakthrough Artist ★

Breakthrough Video ★

Breakthrough Songwriter ★

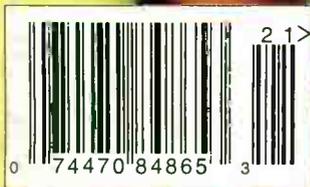
Best Video of the Year ★

Best Song of the Year ★

Marketing Achievement ★



\$3.50



## MUSICROW AWARDS





# 100,000 miles without a hit.

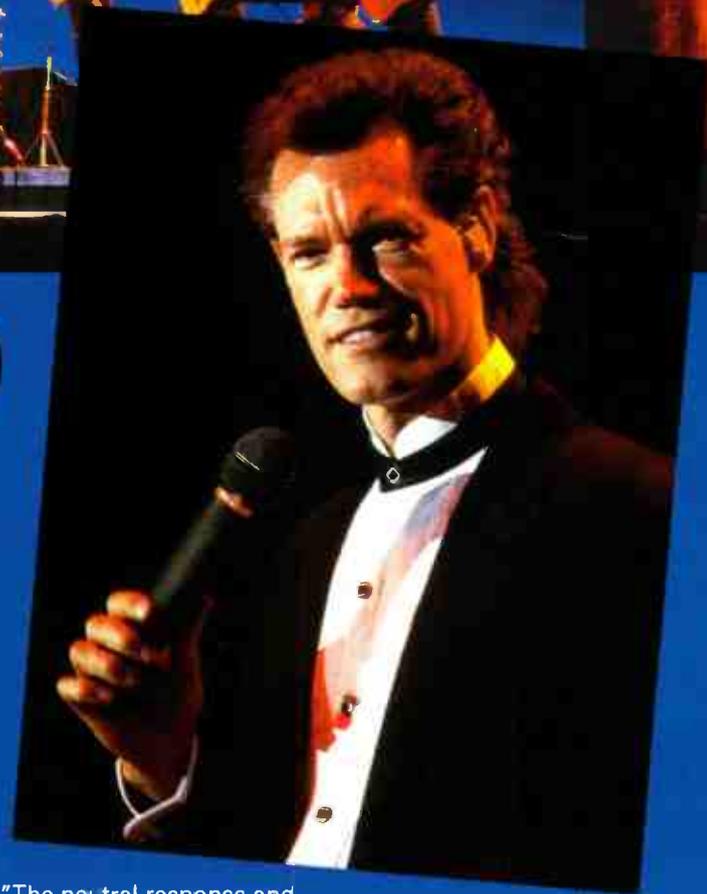
(An "RF hit," that is.)

Grammy-award winning performer Randy Travis knows something about hits. After all, he's had 18 number-one singles and has sold more than 20,000,000 albums. But when he's onstage, at venues across the country, Randy doesn't want his wireless mic taking any "hits" from RF interference. That's one reason he relies on the ATW-1237 true diversity wireless system from Audio-Technica.



"We've never taken a hit," says Travis's FOH engineer Phil Somers. "In a wide variety of weather and temperatures, even outdoors in blowing rain, we've had zero problems."

And Randy really likes the smooth condenser sound. The mic delivers exceptional clarity and definition with virtually no handling noise. Supplied as a hypercardioid, it easily accepts cardioid, subcardioid and omni elements.



"The neutral response and warm low end are very natural," continues Somers. "All in all, it's a wonderful element."

Experience the bullet-proof performance and excellent sound of the ATW-1237 today. Because when you go onstage, you want to *perform* the hits, not *take* them.

**Audio-Technica U.S., Inc.**  
1221 Commerce Drive, Stow, Ohio 44224  
330/686-2600 Fax: 330/686-0719 E-mail: [pro@atus.com](mailto:pro@atus.com)

**Audio-Technica Limited**  
Old Lane, Leeds LS11 8AG England  
0113 277 1441 Fax: 0113 270 4836



**audio-technica®**

AND THE

# BAND

PLAYS ON...



**AND ON... AND ON... AND ON...**  
*It wouldn't be possible without your extraordinary talent. Thank you!*

**JAMES STROUD  
 PRODUCTIONS**  
 900 DIVISION STREET ■ NASHVILLE, TN 37203



**52**  
**#1's**

**83**  
 top **5's**

**99**  
 top **10's**

**115**  
 top **20's**

# THERE'S NO



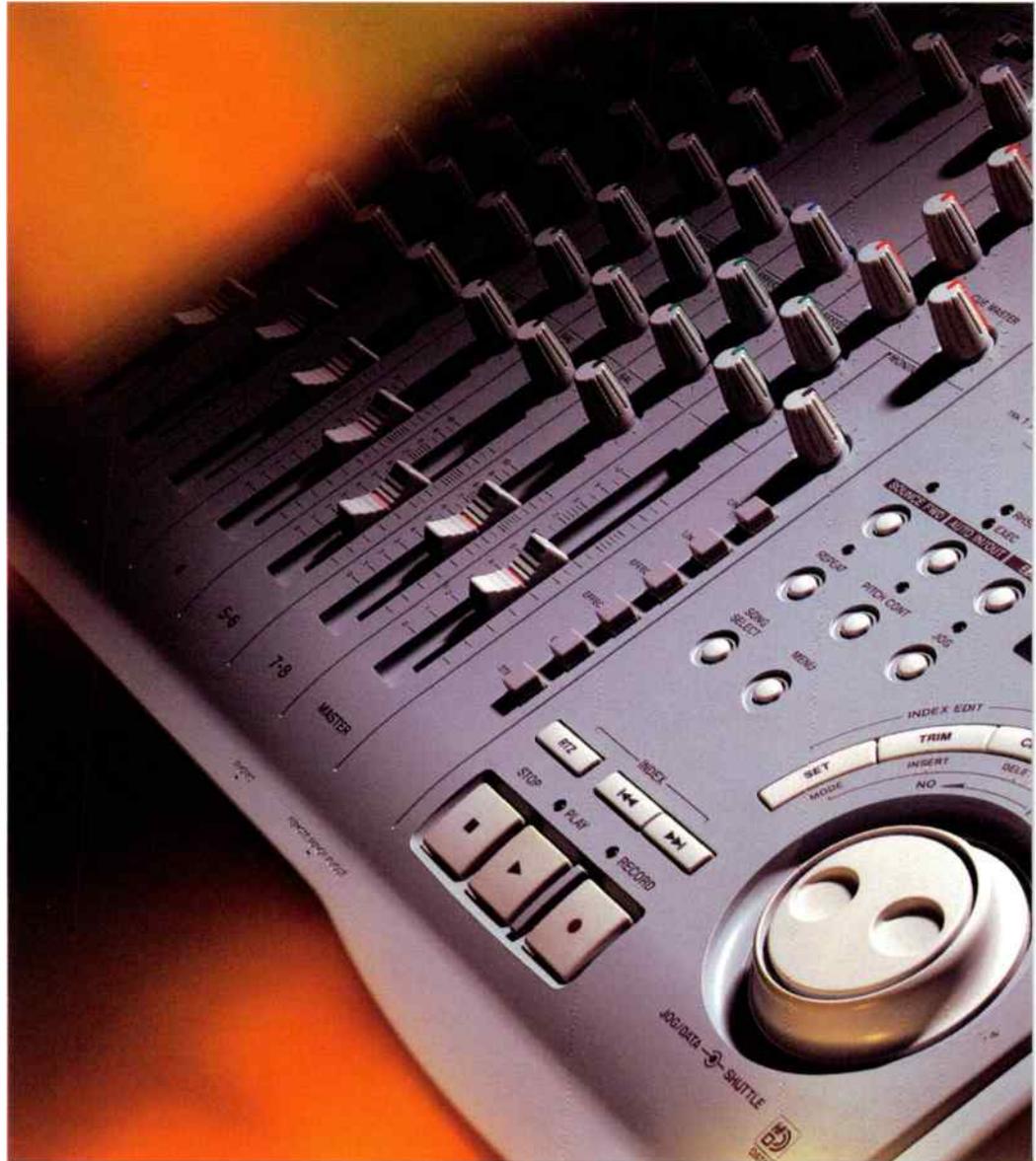
The MiniDisc format has created a recording revolution. TASCAM's 564 makes the most of it to give you more creative power than any other MD multitrack available. It's the only MiniDisc multitrack system built with TASCAM's recording experience and reliability.

## The TASCAM 564 Digital Portastudio®

Built for serious musicians who get inspired by great performance, the 564 is a complete 4-track digital studio with features that other MD multitracks can't match or simply don't have. The 564 complements your creativity with the intuitive operation, ease of use, and durability you expect from the inventors of the Portastudio — TASCAM.

## You're gonna love the 564's jog/shuttle wheel

Hear the difference! Only the 564 gives you audible, frame accurate jogging, cueing and index trimming. The others leave you guessing. Plus you can shuttle at 2, 8, 16, or 32 times normal play speed. Call up system parameters and alter values, even MOVE, ERASE and COPY with one hand tied behind your back.



## Killer arrangements with exclusive Index Programming

Only the 564 lets you segment your song into as many as 20 patterns. And only the 564 has the hot new Index Program feature that lets you rearrange those patterns with as many as 99 steps for tremendous flexibility. Half the intro, double the chorus, or construct a whole new arrangement without losing the original — even after you power down.



## The best mixer section in a MiniDisc Multitrack

It's all here; high quality mic preamps, responsive faders and pots, 3-band EQ with mid sweep, 2 Aux Sends and more. The routing flexibility makes it incredibly easy to Bounce Forward, overdub, monitor, even transfer tracks to another machine for sweetening. All this and only on the 564 Digital Portastudio.

## 5 takes per track. Only from TASCAM!

Imagine the perfect solo. Only the 564 gives you five takes per track to create it. With Auto Punch you can set frame accurate punch-in and out points, even do hands-free punches! To rehearse, just repeat between any two index markers for continuous playback. Only the 564 lets you choose from 0 to 9.9 seconds between repeats. You've got the licks. The 564 helps you make the most of them.

# COMPARISON.



## Bounce Forward only from TASCAM. It's incredible!

The 564's exclusive one-step Bounce Forward feature creates a stereo submix of your four tracks to the next song location on the disc with all EQ, panning and effects processing intact. Now you have 2 more tracks for overdubs. Overdub and Bounce Forward again and again until the music is just right. Even create a studio quality final mix — all within the 564!



## Ins and Outs: XLRs, MIDI and Digital

4 XLR ins. 4 mono ins. 4 stereo ins. Simultaneous use of 2 AUX sends. 2 insert points. 2-Track in. Up to 4 additional live inputs at mixdown with the exclusive Buss Direct System. Sync to your sequencer without wasting an audio track for Time Code. And the only MD multitrack that lets you digitally transfer your mix to DAT or CD-R via S/PDIF? You guessed it — the 564!

World Radio History

## Instant gratification. It's the fastest!

The 564 leaves other MD multitracks in the dust. It's so fast, it doesn't even need a pause button. With the only transport exclusively designed for digital multitrack recording, it continuously loads data for lightning-fast index trimming and song arranging, plus smooth multiple-speed shuttling capability.

## Flex your creativity with non-destructive editing

With the 564, you'll never lose your inspiration. You can always UNDO or REDO the previous edit with the touch of a button. Ping pong, overdub, or create multiple mixes of your song on a re-recordable disc you can stick in your pocket. The 564 even reminds you to save your original tracks. It's a complete digital project studio you can carry under your arm. And it's from the inventors of the original Portastudio.



## There's only one digital Portastudio.

All MD multitracks are not created equal. So don't buy a TASCAM wannabe. You'll end up with a lot less than you bargained for. Get the 564 Digital Portastudio from TASCAM and get the best. For the whole story, dial TASCAM FaxBack at (800) 827-2268 and request document #7620.



Document #7620

**TASCAM®**  
Take advantage of our experience.

Manufacturer's Suggested Retail Price is \$1,499.

©1997 TEAC America, Inc., 7733 Telegraph Road, Montebello, CA 90640 (213)726-0303 • TEAC Canada Ltd., 5939 Wallace Street, Mississauga, Ontario L4Z 1Z8 Canada (905) 890-8008 • TEAC Mexico, S.A. de C.V., Priva de Colina #18, Colonia del Carmen, Coyoacan, Mexico D.F. 04100 (525) 658-1943



NO MUSICIANS...NO RECORDS!



# contents

MAY 23, 1997 VOLUME 17 NUMBER 9



## THE BIG STORY

### 13 9TH ANNUAL MUSICIAN AWARDS

*Music Row* honors this year's Top Ten Album All Stars—the session musicians who put the music in Music City. For complete methodology and details, see page 13.

### 31 MUSIC ROW AWARDS

Throughout our fifteen years of reporting and commenting on Nashville's music industry, we have tried to honor excellence and recognize outstanding achievements. This year's honorees were chosen by a consensus of *Music Row* critics and editorial voices. Categories include Song of the Year, Breakthrough Writer, Best Video, Breakthrough Artist Video and Marketing Achievement. Eligibility was from March 1995—March 1996.



## THE STREETS

- 9 **MUSICAL CHAIRS:** Strait carries MCA to a record week
- 52 **CHRISTIAN NEWS:** Breeden to head GMA
- 52 **LP RELEASES:** For the month of June
- 54 **FINAL WORD:** Letters from our readers
- 54 **EVENTS CALENDAR/CLASSIFIED ADS**

## FEATURES

- 27 **FINANCIAL:** Controlling tour merchandising
- 39 **ROW FILE:** John Hart
- 41 **PEOPLE WATCHER:** Deaton Flanigen Productions
- 42 **BOBBY KARL WORKS THE ROOM:** Chapter 82
- 45 **NASHVILLE BEAT:** Hillbilly heaven tours 328 Performance Hall
- 47 **THE DIRECTORY:** Goods & services for the music industry
- 50 **WRITER NOTES:** Richard Fagan

## REVIEWS

- 28 **ALBUM REVIEWS:** Big House, Anita Cochran, The Ranch, Lee Ann Womack
- 29 **EDGE OF THE ROW:** "...something to do with cats and their role in the militia thing..."
- 38 **SINGLE REVIEWS:** Givin' you the buzz

## CHARTS

- 10 **THE SONGPOWER INDEX**



## COVER ARTIST



**Artist Name:** Tammy Graham  
**Label:** Career  
**Current Single:** "A Dozen Red Roses"  
**Current Album:** *Tammy Graham*  
**Current Video:** "A Dozen Red Roses"  
**Current Producer:** Barry Beckett  
**Hometown:** Las Vegas, NV  
**Special TV/Film Appearances:** *Prime Time Country*;  
 Graham was also the only country artist to participate in the nationally syndicated Easter Seals Telethon. She performed "Let The Girl Be Herself."  
**Birthdate:** February 7, 1968

**Birthplace:** Little Rock, AR  
**Interesting Facts:** Performed at the Texas Grapevine Opry at age 10—her first paying job. She earned \$25. As a child, she opened for Jerry Lee Lewis and was later billed as the "Little Miss Jerry Lee Lewis." She also opened for Faron Young and Gary Morris. Graham cut a demo at age 9 at Bradley's Barn. By age 13, she cut a record with Harold Bradley.  
**Outside Interests:** Hiking, fishing, skeet shooting  
**Musical Influences:** Jerry Lee Lewis, Patsy Cline, Elvis Presley, Vestal Goodman  
**Favorite Records:** Patsy Cline's *Greatest Hits*

# MUSICROW

David M. Ross  
**Publisher/Editor**

Lisa Berg  
**News Editor**

Robert K. Cermann  
**Single Reviews**

Susana Ross  
**Administrator**

Alan Mcyor  
**Photography**

Sheri D. Riddell  
**Sales & Marketing**

Eileen Shannon  
**Receptionist**

Chuck Aly  
**Staff Reporter**

O'Neil Hagaman  
**Financial**

C. Kenneth Maynard  
**Art Director/Production Manager**

### Contributing Writers

Randy Benjamin	Steve Hoad
Charlene Blevins	Beverly Keel
Joey Butler	Otto Kielsing
Robert Colson	Larry McClain
Paulette Flowers	Bob Paxmar
Michael Hight	Rusty Russell
	Ron Young

Published by: **Music Row Publications Inc.**  
 1231 17th Avenue South, Nashville TN 37212  
 Tel: (615) 321-3617 • Fax: (615) 329-0852  
 e-mail: news@musicrow.com  
 www.musicrow.com

### SUBSCRIPTION INFORMATION

Send name, address, and payment to:

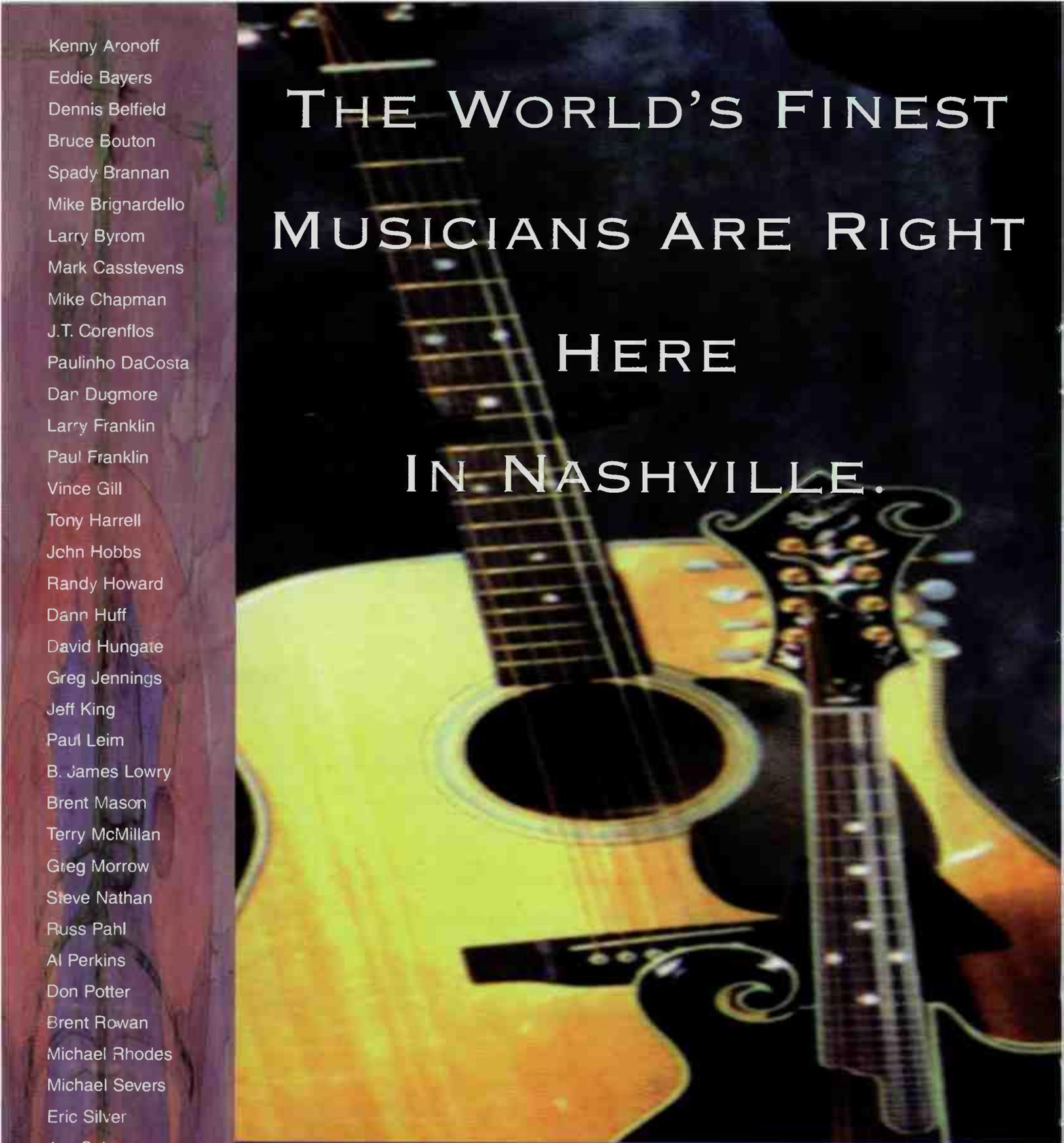
**MUSIC ROW**  
 P.O. Box 158542  
 Nashville, TN 37215

One year subscription (23 issues)

U.S./Second class.....	\$80.00
U.S./First class.....	\$105.00
Canada.....	\$80.00
Overseas (surface).....	\$95.00
Overseas (air).....	\$150.00

MUSIC ROW® (ISSN 0745-5054)  
 is published semimonthly except for January (23 times per year) for \$80.00 per year by Music Row Publications, Inc.  
 17th Avenue South, Nashville, TN 37212.  
 Periodical postage paid at Nashville, TN

POSTMASTER: Send address changes to Music Row, P.O. Box 158542, Nashville, TN 37215 ©1997 Music Row Publications. Nothing may be reproduced without the written permission of the publisher. Music Row® is a registered trademark of Music Row Publications, Inc.



# THE WORLD'S FINEST MUSICIANS ARE RIGHT HERE IN NASHVILLE.

Kenny Aronoff  
Eddie Bayers  
Dennis Belfield  
Bruce Bouton  
Spady Brannan  
Mike Brignardello  
Larry Byrom  
Mark Casstevens  
Mike Chapman  
J.T. Corenflos  
Paulinho DaCosta  
Dan Dugmore  
Larry Franklin  
Paul Franklin  
Vince Gill  
Tony Harrell  
John Hobbs  
Randy Howard  
Dann Huff  
David Hungate  
Greg Jennings  
Jeff King  
Paul Leim  
B. James Lowry  
Brent Mason  
Terry McMillan  
Greg Morrow  
Steve Nathan  
Russ Pahl  
Al Perkins  
Don Potter  
Brent Rowan  
Michael Rhodes  
Michael Severs  
Eric Silver  
Joe Spivey  
Billy Joe Walker, Jr.  
Biff Watson  
Lonnie Wilson  
Glenn Worf  
Reggie Young

*It is an honor and a privilege to work with you.*

*Mark Bright*





# MUSICAL CHAIRS

by LISA BERG

## STRAIT CARRIES MCA TO A RECORD WEEK

### FAST BREAKS

► **George Strait's** *Carrying Your Love With Me* debut, with 194,411 units (No. 1 Country, No. 2 Top 200 LP), accounted for the biggest sales week ever in the history of MCA Nashville—the highest combined chart position, as well...



George Strait

### BUSINESS NEWS

**Fred Cortez** has resigned from Prime Time Management, and the company name has changed to The Clif Doyal Agency. **Clif Doyal** and **Kathie Bartel Doyal** will continue to represent former Prime Time clients **Laredo**, **Steve Maynard** and **Robyn Whitney**...

**Mechel K. Frost** has been appointed Vice President and Investment Relationship Manager in the Trust and Investment Services Division of SunTrust Bank, Nashville. She previously worked at Cutler and Company, where she served as Vice President, Marketing and Client Services Division...



Mechel K. Frost

**Jan Garich** has been appointed CMA's full-time representative for Germany, Switzerland and Austria. Prior to joining CMA, Garich was head of co-op marketing for Germany-based ad agency Feldt & Compagnie...

*Performance* magazine has promoted **Dick McVey** to Senior News Editor/Nashville Bureau Chief. McVey is a four-year veteran of the magazine...

*Country Weekly's* florida-based Executive Editor **Roger Capettini** has exited the company and **Clif H. Dunn** has been named Managing Editor of the magazine. He was previously Nashville Bureau Chief, a position which was filled by **Rick Taylor**, a writer for *Country Weekly*, based in Los Angeles. Taylor will now be working out of the Nashville office...

Senior Music Segment Producer **Clay Smith** has exited from the *Entertainment Tonight* (ET) office in Nashville, leaving Field Director **Greg Travis** in charge. ET's music coverage has diminished in recent months, and Smith's position is not expected to be filled...

A 90-minute edited version of *The 30th Annual CMA Awards* aired March 30 in Sweden and commanded a 67% increase in viewers over last year's telecast. Reportedly, contributing factors to the success included an improved evening time slot (10:15-11:45 p.m.),

promotions broadcast in the days before the show and a CMA publicity campaign to radio, press and the music industry in the month before the telecast. Spearheading the promotion was Benelux representative **Karen Holt**, who recently added the Scandinavian region to her responsibilities. Holt joined CMA in 1994...

BMG Entertainment North America recently entered into a unique partnership with America Online to include AOL's online service software on select BMG CD products. For the same price as standard audio CDs, CDs that include the AOL set-up software will allow consumers to enjoy 50 free hours of AOL's online service. Consumers will be directed to music-related sites and be encouraged to visit AOL, where BMG will provide exclusive content and information relating to its artists and music...

The "first-ever" music chart generated directly by the public via the Internet is now available on the Web at <www.rate-a-record.com>. Using a "point and click" interface, visitors to the site are anonymously polled for their opinion and have the opportunity to "rate" and "rank" the music currently released to radio. Site visitors also have the opportunity to sample new releases and win promotional items...

Nashville Country Club, Inc. recently completed its previously announced merger with Avalon Entertainment Group, Inc., a privately held, broad-based entertainment company specializing in the production of live entertainment events and music marketing programs for corporate clients. NCCI, headquartered in TN, is a diversified entertainment company that operates resort hotels and restaurants and is a national producer of concerts, corporate entertainment and marketing events and television programs...

Belmont University School of Music students **Lee Anne Franklin**, **Stephen Gause** and **Julie Sparks** were to be featured at the 1997 Commercial Music Showcase on April 25. The Curtain Call Award, presented for the third time this year, celebrates the professional achievements of a former Belmont commercial music student. This year's recipient is **Gordon Mote**, keyboardist for **Lee Greenwood** and **Trisha Yearwood**...

Trifecta Entertainment has been retained to represent and support United Distillers, makers of George Dickel Tennessee Whisky, for the 1997 "Dickel Diaries" advertising campaign...

**Gilles Godard**, Professional Manager at Quantum Music, is producing country music records for the French markets of Canada and Europe. He has been in the studio with artists such as **Kim Carnes**, **Steve Wariner** and **Michelle Wright**, working on French versions of their English hits. Godard has arranged to fly in a phonetics teacher from Montreal to help the artists with their French...

"The Reno Revival—A Video Scrapbook" is a video documentary which chronicles the events of the 2nd Annual Reno Revival in

Artist	\$Gross	Tix Sold	%Full	Venue	City, St.	Date
Reba McEntire/Brooks & Dunn	1,012,044	*24,684	98	Baltimore Arena	Baltimore, MD	4/10, 12
Garth Brooks	799,017	**47,356	100	Pepsi Arena	Albany, NY	4/10-12
"Floodfest '97" - Montgomery/Cyrus/HeadHunters/Morgan/etc.	218,125	13,822	93	Freedom Hall Coliseum	Louisville, KY	4/6
The Statler Bros./Rhonda Vincent	136,350	5,050	74	Star Plaza Theatre	Merrillville, IN	4/12-13
Lorrie Morgan	59,292	2,148	63	Star Plaza Theatre	Merrillville, IN	4/5
Newsboys/Third Day/Plank Eye	45,746	3,159	70	Vines Center, Liberty U.	Lynchburg, VA	3/27
Ray Price	20,264	723	30	Ctr. of Greater Des Moines	Des Moines, IA	4/4

source: amusement business

## THE SONGPOWER INDEX

MONDAY • MAY 5, 1997 • #030

Songs are ranked by SPI points.  
Ties are ranked according to highest  
Add Factor Averages.

**SPI = ADD FACTOR + PASSION**

**ARTIST/TITLE/LABEL**

		# OF REPORTS	SPI	PREV SPI	ADD FACTOR	PASSION AVG.
1	TRACE ADKINS/I Left Something.../Capitol	34	8.67	8.06	4.38	4.29
2	REBA McENTIRE/I'd Rather Ride.../MCA	34	8.59	•	4.53	4.06
3	CLAY WALKER/One, Two I Love You/Giant	37	7.43	•	3.86	3.57
4	RICOCHET/He Left A Lot To Be Desired/Columbia	34	7.38	7.53	3.79	3.59
5	SKIP EWING/Mary Go Round/Word Nashville	37	7.32	6.91	3.62	3.70
6	TERRI CLARK/Just The Same/Mercury	20	7.10	•	3.65	3.45
7	AARON TIPPIN/A Door/RCA	36	7.03	6.75	3.64	3.39
8	JO DEE MESSINA/He'd Never Seen Julie Cry/Curb	37	6.92	6.58	3.57	3.35
9	M.C. CARPENTER/The Better To Dream.../Columbia	37	6.73	7.05	3.51	3.22
10	RIVER ROAD/I Broke It, I'll Fix It/Capitol	26	6.65	•	3.27	3.38
11	BILLY YATES/I Smell Smoke/Almo Sounds	33	5.91	4.94	2.88	3.03
12	NOEL HAGGARD/One Lifetime/Atlantic	37	5.86	5.23	3.00	2.86
13	KRIS TYLER/Keeping Your Kisses/Rising Tide	37	5.86	5.70	2.97	2.89
14	KIM RICHEY/I Know/Mercury	34	5.74	5.67	2.74	3.00
15	RAY VEGA/I Can Dream/BNA	37	5.46	5.20	2.57	2.89
16	RICH McCREADY/That Just About.../Magnatone	28	5.29	•	2.54	2.75
17	BLAKE & BRIAN/Shut Up Heart/MCG/Curb	31	4.93	•	2.48	2.45
18	VICTORIA SHAW/Different Drum/Reprise	35	4.63	4.73	2.20	2.43
19	SKY KINGS/Fooled Around And Fell.../WB	33	4.48	4.10	2.24	2.24
20	BAILLIE & THE BOYS/God's Honest.../Intersound	23	4.48	•	2.22	2.26
21	NANCI GRIFFITH/Maybe Tomorrow/Asylum/EEG	26	3.69	3.52	1.73	1.96



Giant Records duo Regina Regina caught up with Naomi Judd during a taping of "After Midnight With Blair Garner." (L to R) Regina Nicks, Judd and Regina Leigh. Photo: Dan Kline

1996. The 2-hour video, which includes jamming, instructional sessions and personal interviews with the students, is \$29.95 and can be purchased from Don Wayne or Lori Reno at 615-889-4197...

**Jimmy Bowen's** autobiography, *Rough Mix*, was scheduled to arrive in bookstores on May 5. Written with **Jim Jerome**, the book is billed as an "uncommonly candid, unbehind look at the often rough and tumble music business by one of the industry's most powerful and controversial players..."

*Three Chords And The Truth: Hope, Heartbreak, and Changing Fortunes in Nashville* by **Laurence Leamer** was due in bookstores May 14. In the book, Leamer writes about numerous contemporary country music artists as well as industry insiders...

Author **Don Keith** is scheduled to sign copies of his two novels, *The Forever Season* and *Wizard Of The Wind*, on May 24 and again on June 7 at various Nashville locations. Keith is a former Nashvillian who programmed KZ Country Radio (now Radio Lightning) from its Music Row studios in the early '80s...

### LABEL NEWS



Rick Baumgartner

**Rick Baumgartner** has been appointed Vice President of National Promotion at Decca Records. Most recently, Baumgartner was Director of National Promotion for Warner Bros. He replaces **John Lytle**, who resigned his post to become **Gary Allan's** manager. Also at Decca, **April Rider** has joined as Midwest Director of Regional Promotion. She was previously an independent record promoter with Skip Stevens Promotion...



John Lytle

**Brad Howell** has been named National Director of Promotion for Warner Bros. Nashville. He was previously Southeast Region Promotion Manager for the label...

**Ken Tucker** has been named National Promotion Manager/Southeast for Warner Bros. Records. Tucker previously handled the Southeast for Giant/Reprise. **Matt Williams** rises to Regional Promotion Manager/Southeast for Giant/Reprise. He was formerly Promotion Manager...



April Rider

Capitol Nashville has promoted **Jason Krupek** to Senior Coordinator of A&R Audio and Visual Services and **Randi Israelow** to Senior Coordinator of A&R...

**Matt McConnell** has been upped to Manager, A&R Administration/Production, Sony Music Nashville. He was formerly Supervisor, A&R Administration/Production, Sony Music Nashville...

Imprint Records and the Hit Label have reached a licensing agreement for Imprint Records' products in the United Kingdom. Formed five years ago by former Chrysalis Records executives **Phil Cokell** and **Savvas Sakkas**, the Hit Label is one of the leading country music labels in the UK...



Matt McConnell

Nashville-based indie label Blue Plate Music has released *Folk Live From Mountain Stage* and *Gospel Live From Mountain Stage*. The new volumes of the *Live From Mountain Stage* series include performances from artists such as **John Hartford**, **The Nitty Gritty Dirt Band**, **Iris DeMent**, **Steve Forbert**, **Cheryl Wheeler**, **The Delevantes**, **The Fairfield Four**, **Sounds Of Heaven** and **Pops Staples**...

## ARTIST NEWS

Waylon Jennings, Travis Tritt, Joe Diffie and Steve Wariner were to join host Porter Wagoner for an impromptu "guitar pull" May 3 during TNN's *Grand Ole Opry Live*. Tanya Tucker made her first Grand Ole Opry appearance in nearly 15 years during the April 19 *Grand Ole Opry Live* segment on TNN...

The Oak Ridge Boys, Bela Fleck and Wynonna were among the artists slated to perform at the opening ceremonies of the first Presidents' Summit for America's Future April 27 in Philadelphia. Summit honorary co-chairmen President Bill Clinton and former President George Bush, General Chairman Colin Powell and former President Jimmy Carter were scheduled to attend...

Pam Tillis' *Greatest Hits* album, which includes the single "All Of The Good Ones Are Gone," is scheduled for release on June 3...

*Same Train, Different Time*, Merle Haggard's tribute to Jimmie Rodgers, is scheduled to be released this summer on Koch Records. It is reportedly Haggard's first "concept" album...

Intersound artist Ronnie McDowell recently completed recording *The Greatest Tribute To The King*, a special project commemorating the 20th anniversary of Elvis Presley's passing. Scheduled for release on June 24, the 19-song project pairs McDowell with guitarist Scotty Moore, drummer D.J. Fontana and The Jordanaires...

The Flying Burrito Brothers' newest album, *California Jukebox*, is scheduled to be released July 8 on Ether

Records/American Harvest Recording Society...

Deana Carter is the only country artist in *Newsweek* magazine's list of "100 Americans for the Next Century." The magazine chose people in all professions whose "creativity or talent or brains or leadership will make a difference in the years ahead..."

Toby Keith and his wife Tricia welcomed their newest family member, Stelen Keith Covel, into the world on April 17. Stelen joins sisters Shelley and Krystal in the Keith household... Former Nashville session guitarist "Little" Jimmy Dempsey was recently named to the Atlanta Country music Hall Of Fame and has released a new self-titled instrumental LP co-produced with Merle Kilgore...

## PUBLISHING NEWS

MCA Music Publishing has promoted Caroline Frilot to Controller, Finance Department and Lisa McCormack to Accounting Manager, Finance Department. Frilot was previously Assistant Controller, while McCormack served as Senior Financial Analyst...

Writer/publisher Dave Burgess and Los Angeles-based producer Keith Olsen have formed a new publishing, production and artist management entity, The Bursen Music Group, located in Nashville's Berry Hill area. 615-297-3134...

John Oates of Hall and Oates has set up a new production company, John Oates Productions, at 19th and State St. in

*continued on page 50*



Trace Adkins was recently presented with a gold record plaque for his debut album, *Dreamin' Out Loud*. He received the honor at the exact same spot where he was offered his Capitol Nashville record contract, Tillie's and Lucy's Bar just outside of Nashville. (L to R) Capitol Nashville President & CEO Scott Hendricks, Adkins, manager Gary Borman and Borman Entertainment's Cindy Wunsch. Photo: Alan L. Mayor

# SIGNINGS

## PUBLISHING

Randy Archer, Claire Lynch  
.....PolyGram Music Publishing  
Clint Charles...Tom Collins Music Corporation  
Billy Kirsch.....Hamstein Music

## RECORDING

Bruce Henderson .....Omad/Paradigm Records  
Ronnie McDowell.....Intersound  
Seven Day Jesus .....ForeFront Records  
The Southern Brothers .....Vesper Records

## E-MAIL/WWW ADDRESSES

Belmont University School Of Music  
[www.belmont.edu/Music/Musichome.html](http://www.belmont.edu/Music/Musichome.html)

Blue Plate Music  
[www.ohboy.com](http://www.ohboy.com)

Bug Music  
[www.bugmusic.com](http://www.bugmusic.com)

Countrycool.com Radio  
[www.countrycool.com](http://www.countrycool.com)

Decca Records  
[www.decca-nashville.com](http://www.decca-nashville.com)

Dottie West Music Fest  
[www.dwfest.com](http://www.dwfest.com)

ForeFront Records  
[www.forefrontrecords.com](http://www.forefrontrecords.com)

Fruit Of The Loom/CountryFest '97  
[www.countrycomfort.com](http://www.countrycomfort.com)

Get Down Records  
[www.primenet.com/~getdown](http://www.primenet.com/~getdown)

Grammatrain  
[www.grammatrain.com](http://www.grammatrain.com)

Ken Biddy  
[copperild@aol.com](mailto:copperild@aol.com)

Kickin' Country  
<http://kickincountry.com>

Lance Cowan Media  
[LCMedia@Sprynet.com](mailto:LCMedia@Sprynet.com)

MC Potts  
[www.mcpotts.com](http://www.mcpotts.com)

Music Row  
[www.musicrow.com](http://www.musicrow.com)

Odyssey  
[www.odysseychannel.com](http://www.odysseychannel.com)

Rate-A-Record  
[www.rate-a-record.com](http://www.rate-a-record.com)

RIAA  
[www.riaa.com](http://www.riaa.com)

Ricky Lynn Gregg's Trail Of Hope Products  
[www.utopianet.com/rlgregg/toh01.htm](http://www.utopianet.com/rlgregg/toh01.htm)

T.J. Martell Foundation  
[www.TJMartellFoundation.org](http://www.TJMartellFoundation.org)

Trademark PR  
[TrademrkPR@aol.com](mailto:TrademrkPR@aol.com)

# KILLER CHOPS

A SHOWERING THANKS

TO ALL THE TALENTED AND DEDICATED MUSICIANS

WHO PLAY ON OUR RECORDS

TONY BROWN & MARK WRIGHT



1997

**MUSICROW**  
NASHVILLE'S MUSIC INDUSTRY PUBLICATION

# MUSICROW

NASHVILLE'S MUSIC INDUSTRY PUBLICATION

## 1997 MUSICIAN AWARDS

by Paulette Flowers & Otto Kitsinger



### TOP 10 ALBUMS

May 1, 1996 - April 30, 1997

#	ARTIST	TITLE	PEAK
1	Trace Adkins	Dreamin' Out Loud	6
2	Alabama	Dancing On The Boulevard	7*
3	John Berry	Faces	9
4	Clint Black	The Greatest Hits	2
5	Garth Brooks	Fresh Horses	4+
6	Garth Brooks	The Hits	7+
7	Brooks & Dunn	Borderline	1
8	M.C. Carpenter	A Place In The World	3
9	Deana Carter	Did I Shave My Legs For This	2
10	Kenny Chesney	Me And You	9
11	Terri Clark	Just The Same	10
12	Bill Engvall	Here's Your Sign	5
13	Jeff Foxworthy	Crank It Up—The Music Album	3
14	Vince Gill	High Lonesome Sound	3
15	Ty Herndon	Living In A Moment	6
16	Faith Hill	It Matters To Me	10+
17	Alan Jackson	Everything I Love	1
18	Alan Jackson	The Greatest Hits Collection	3+
19	Toby Keith	Blue Moon	6
20	Alison Krauss & U.S.	So Long So Wrong	4
21	Tracy Lawrence	Time Marches On	4
22	Tracy Lawrence	The Coast Is Clear	4*
23	Lyle Lovett	The Road To Ensenada	4
24	Neal McCoy	Neal McCoy	7
25	Mindy McCready	Ten Thousand Angels	5
26	Reba McEntire	What If It's You	1
27	Tim McGraw	All I Want	7+
28	J.M. Montgomery	What I Do The Best	5
29	Lorrie Morgan	Greater Need	8
30	LeAnn Rimes	Blue	1
31	LeAnn Rimes	Unchained Melody...	1
32	Kenny Rogers	The Gift	10
33	Kevin Sharp	Measure Of A Man	4
34	George Strait	Blue Clear Sky	1
35	Randy Travis	Full Circle	9
36	Travis Tritt	The Restless Kind	7
37	Shania Twain	The Woman In Me	1
38	Clay Walker	Rumor Has It	4*
39	Bryan White	Between Now And Forever	7
40	Wynonna	Revelations	8+
41	Wynonna	Collection	9*
42	Trisha Yearwood	Everybody Knows	6

+ Peak during period, down from earlier peak \* Bulleted in 4/26 Billboard  
No new cuts on albums 6 & 41. Musicians not shown separately for new cuts on  
albums 4 & 18. No musicians shown for album 12; single of "Here's Your Sign (Get  
The Picture)" with Travis Tritt is not on the album.

# H

ey, you know  
what? There are  
actually people  
in Nashville who  
aren't musicians,  
aren't "in the  
industry," and  
don't even know

what liner notes are, much less read them. Really. And, despite these handicaps, they seem to lead perfectly normal lives. But here at *Music Row* we do read liner notes, and once a year we tell you which musicians play on so many hit albums that they can't possibly lead normal lives.

Yes, it's time for us to perform a public service by listing Nashville's top session players in BIG TYPE so that their friends and families and the powers that be can actually read them, and maybe take these guys out for a nice dinner or something. So, without further ado, here are *Music Row's* Top Ten Album All Stars for 1997.

• MIKE BRIGNARDELLO • STEUART SMITH • BILL CUOMO • DAN DUGMORE • SONNY GARRISH • ROB HAJACOS •

TOM ROADY • CARL MARSH • BRENT MASON • GREG MORROW • STEVE NATHAN • MICHAEL RHODES • RICHARD BENNETT • BIFF WATSON

BIFF WATSON • GLENN WOLF • LONNIE WILSON • LARRY FRANKLIN • MICHAEL RHODES • HARRY STINSON • SAM BUSH • JEFF KING

# hot stuff.



Congratulations and a big thanks to the smokin' talents who make me sound so good—the Nashville Musicians.

—Josh Leo

• ROB HAJACOS • DANN HUFF • STUART DUNCAN • CARL MARSH • BRENT MASON • GREG MORROW • STEVE NATHAN •



## FIDDLE

# ROB HAJACOS



TOTAL	NAME	ALBUMS
10	Rob Hajacos	1, 5, 7, 13, 16, 21, 22, 25, 37, 42 + miscellaneous instruments category
8	Joe Spivey	10, 11, 13, 17, 21, 29, 37, 38 + miscellaneous instruments category
7	Larry Franklin	3, 9, 15, 17, 26, 30, 33 + miscellaneous instruments category
6	Stuart Duncan	11, 17, 23, 34, 38, 39 + miscellaneous instruments category
5	Glen Duncan	13, 27, 28, 29, 37
2	Alison Krauss	14, 20 + background vocals category
2	Hank Singer	21, 35

### WE LIED. THERE IS FURTHER ADO...

O.K., O.K. A lot of new folks are moving into Nashville these days, so we'll explain our system again for all the newcomers out there. We only do this because we like the nice redhead, Eileen, who answers the phones at *Music Row* and we don't want her getting a lot of calls from people who want to know how we could possibly think that Brent's a better guitar player than, oh, Brent, say.

This is a quantitative survey. What we did is make a list of all the albums that appeared in the top ten on *Billboard's* country album chart between May 1, 1996 and April 30, 1997. Then we made lists of the musicians credited with playing on those albums. We gave each musician one point for each album he/she appears on, divided those lists into categories by instrument, and added up the points. Then we took a coffee break. The fact that we think Tom Roady has a really cool name didn't enter into it at all.

So you'll know who played on what without buying your own magnifying glass, we've included a numbered list of the albums surveyed (albums are listed alphabetically by artist) and have then put the album numbers next to each musician's name. So, for instance, you can tell that Roy Huskey, Jr. was the bass player who helped Randy Travis come *Full Circle*. (Get well soon, Roy!)

As always, we only give points to musicians playing on previously unreleased cuts on greatest hits collections. What that means this year is that nobody got credit for any of the four greatest hits albums that charted in the top ten. Neither Garth Brooks' *The Hits* nor Wynonna's *Collection* had any new cuts and, unfortunately, Clint Black's *The Greatest Hits* and Alan Jackson's *The Greatest Hits Collection* did not list the musicians separately in the liner notes.

We tried to be careful about the spelling of names, checking questionable spellings against the union membership directory, but sometimes it just wasn't possible to be sure. For instance, one of the bass players on the albums by LeAnn Rimes is called Curtis Randel on one and Curtis Randall on the other. But you don't have to be a

# MUSICIANS,

# You guys make my world go around.

# Thanks, Don Cook



## A BIG THANKS

to the Nashville Musicians. Your dedication  
and hard work is **noted** and appreciated.

—Byron Gallimore



## DRUMS/PERCUSSION

# EDDIE BAYERS



TOTAL	NAME	ALBUMS
15	Eddie Bayers	1, 3, 10, 11, 13, 17, 24, 28, 29, 30*, 34, 38, 39, 40, 42
11	Terry McMillan	3, 10, 11, 21, 22, 24, 27, 28, 29, 30, 37 + miscellaneous instruments category
8	Paul Leim	15, 25, 29, 32, 33, 35, 37, 39
8	Lonnie Wilson	2, 7, 9, 16, 17, 21, 22, 27
5	Tom Roady	7, 15, 38, 40, 42
4	Milton Sledge	5, 21, 22, 35
3	Sam Bacco	5, 36, 42
3	Owen Hale	13, 19, 42
2	Brad Billingsley	30, 31
2	Fred Gleber	30, 31
2	Farrell Morris	32, 34 (vibes)
2	Greg Morris	9, 30

\* Not listed on album, but played on it per producer

rocket scientist to be pretty sure that the guy who got steel guitar credits all over the place as Bruce Bouton and Bruce C. Bouton is the same dude. Dann Huff got his first name spelled "Dan" on a few albums, but we decided to be consistent and, we think, correct. Mary Ann Kennedy had her name spelled Maryann and Mary Anne, as well as the correct Mary Ann, while Herb Pedersen found his last name spelled Pederson on one album. Some people were formal with Pamela Sixfin, while some just called her Pam. Same thing with Kristin Wilkinson, whose first name was sometimes spelled "Kristen" and, more frequently, "Kris."

We also tried to be very careful to get everybody included correctly. We worked almost exclusively from CD inserts, and whoever got credit there should have gotten credit here. We did have one instance where a producer advised us, in writing, that a musician was omitted from the album credits, but had actually played on the album. Naturally, we credited him. By our count, there are 1,137 individual credits on the various albums. In addition, a total of fourteen albums list musicians individually for each cut (at ten cuts per album, that's 140 more places we had to look), and two list the musicians in the aggregate but list the background vocalists on a cut-by-cut basis. We're not making excuses (well, maybe we are), we're just explaining that there's a lot of work in one of these, and almost no time to do it. The chances for errors are tremendous, and we're proud that in general we've been pretty accurate. Just as we did not intend to ignore Bryan White's fantastic accomplishments as a rookie recording artist a year and a half ago, or his sophomore accomplishments in the most recent year-end review, if we've slighted you, let us know and we'll try to get a correction run. It's not as good as having your accomplishments properly acknowledged in the article, but perhaps it's better than nothing.

In general, we used the description of instruments played from the albums. Sometimes for the sake of consistency we grouped things together, such as B-3, C-3 and Hammond B-3 all became "organ."

HAMSTEIN NASHVILLE  
 THE HEART, THE TALENT, THE VISION  
 IT'S ALL IN THE SOUND OF OUR MUSIC

76 TOP TEN SINGLES • 34 NUMBER ONE SINGLES

BMI SONGWRITER OF THE YEAR 1993 & 1996 • TOM SHAPIRO

56 ASCAP AWARDS • 29 BMI AWARDS

HAMSTEIN NASHVILLE

914 EIGHTEENTH AVENUE SOUTH NASHVILLE, TENNESSEE 37212

(615) 320-9971 • (615) 322-9288 FAX

© 1997 HAMSTEIN PUBLISHING COMPANY, INC.

# To All The Nashville Musicians:

You are truly the  
best players on this  
planet. Thanks  
from all of us on



a PolyGram Company

NEAL COTY • BRENT MASON • JOHN & AUDREY WIGGINS • RODNEY CARRINGTON • BILLY RAY CYRUS  
SHANIA TWAIN • HARLEY ALLEN • WILLIAM TOPLEY • TOBY KEITH • SAMMY KERSHAW • JOHN ANDERSON  
TOM T. HALL • THE RINGERS • KEITH STEGALL • KATHY MATTEA • KIM RICHEY • TERRI CLARK • MARK WILLS



# GUITAR

## BRENT MASON



TOTAL	NAME	ALBUMS
14	Brent Mason	1, 3, 7, 11, 16, 17, 19, 21, 22, 34, 35, 37, 39, 42 + bass category
13	Brent Rowan	2, 3, 9, 10, 11, 15, 21, 22, 24, 27, 28, 30, 37, 38 + miscellaneous instrument category
12	Dann Huff	3, 9, 15, 16, 27, 28, 29, 30, 33, 37, 39, 40
9	Larry Byrom	21, 27, 28, 29, 32, 33, 35, 36, 37
8	Billy Joe Walker, Jr.	3, 14, 16, 28, 29, 35, 39, 42
7	Don Potter	10, 19, 23, 24, 28, 32, 40
7	Biff Watson	9, 15, 26, 28, 33, 34, 42
6	Mark Casstevens	2, 5, 7, 21, 22, 35
5	Chris Leuzinger	5, 13, 19, 35, 39
3	Dan Dugmore	9, 35, 42 + steel guitar category
3	Steve Gibson	26, 34, 35
3	Steuart Smith	14, 40, 42
3	John Willis	11, 13, 15

with the specifics given as an extension on the general category. We let the good folks at the various labels decide when something is a fiddle (which has its own category) and when it's a violin (which is miscellaneous). In the background vocals category, an artist is given credit for singing background on her own album or on someone else's album, not for singing lead on her own. So, for instance, Patty Loveless is getting points for being one of the *Faces* in the crowd on John Berry's album and helping Vince get that *High Lonesome Sound*.

In the past we have not broken down the guitar category, but there is a great deal of information we have not been able to communicate in the past. Some pickers seem to be associated in the minds of producers with electrics, while others are chosen especially for their prowess with acoustics.

### REALLY, HONEST, NO MORE ADO

One thing producers seem to know by heart is that a Brent by any other name is a great guitar player. The Mason kind of Brent picks the top spot this year, as well as taking home another ACM award, by getting the blues. He played on both Toby Keith's *Blue Moon* and on George Strait's *Blue Clear Sky*. But, in a real photo finish, Brent Rowan got *Blue* with LeAnn Rimes and came in only one point behind at 13, to keep his spot at second. Rowan squeaked by last year's number 1 man, Dann Huff, by only one point. But, hey, Dann not only played tag team picker with Rowan on LeAnn's album, he also traded off with fourth-place Larry Byrom on Shania Twain's huge hit *The Woman In Me*. While Dann and the Brents are favorites on the electric guitar, when the producer wants it unplugged, he calls on Larry, Billy Joe Walker, Jr. (5th place), Don Potter, or Biff Watson (tied for sixth). So, if we had split the guitar category into separate electric and acoustic lists, Larry would have taken top acoustic spot, followed by Billy Joe in second, and Don and Biff tied for third.

# THE ONLY DUPLICATING SERVICE THAT COMES WITH THESE LETTERS OF RECOMMENDATION.

When it comes to duplicating, nobody has higher standards than the entertainment industry. Which is why, for over 10 years, some of the biggest names in the business have turned to Opryland Duplicating Services. We know how important it is to provide consistent quality, from first dub to last. And how helpful it can be to provide a full range of services. At Opryland Duplicating Services, we can take your project from start to finish. From specialized package design to customized printing to mailing anywhere in the country. Our top-of-the-line equipment lets

us produce quality duplicates, including JVC-licensed VHS, D2, Digital BetaCam, BetaCam SP, S-VHS, 8 mm, 1", 2" and 3/4" quickly and on time. And you can rest assured that your order will be perfect because our highly trained staff checks it for audio, video and tape stock quality before it is shipped out. So give us a call. You'll find for full service quality duplicating, nobody can copy us.



1-800-554-2348

OPRYLAND  
DUPLICATING SERVICES



A GAYLORD ENTERTAINMENT COMPANY

SONY MUSIC SALUTES  
THE **MUSICIANS.**  
LIGHTING THE WAY...  
ALWAYS.



COLUMBIA





## BASS GUITAR

# GLENN WORF



TOTAL	NAME	ALBUMS
12	Glenn Worf	1, 7, 9, 13, 16, 17, 21, 22, 27, 30, 38, 39
7	Michael Rhodes	3, 7, 10, 11, 24, 28, 32
5	Mike Brignardello	13, 27, 35, 36, 39
4	David Hungate	7, 29, 35, 37
4	Dave Pomeroy	17, 21, 22, 42
4	Leland Sklar	14, 23, 28, 42
3	Roy Huskey, Jr.	17, 35, 36
2	Barry Bales	14, 20
2	Mike Chapman	5, 30
2	Joe Chemay	15, 33
2	Paul Goad	30, 31
2	Gary Lunn	13, 19
2	Brent Mason	17, 37 + guitar category
2	Duncan Mullins	11, 32
2	Curtis Randel	30, 31
2	Bob Smith	30, 31

As for the guitar players who sit down on the job to add that sweet steel sound, every producer in town must have Paul Franklin on his speed dial. In addition to taking home another ACM, Paul slides into first place by a country mile with a phenomenal 22 points. He helped Jeff Foxworthy *Crank It Up* and did *Just The Same* for Terri Clark, as well as playing something called a "pedalbro" on Shania Twain's album and adding a touch of the islands to Trisha Yearwood's *Everybody Knows* with his Hawaiian slide guitar. Bruce Bouton peddles past the pack and lands at number two with 8 points, while Sonny Garrish and Dan Dugmore duke it out for third. Dan, by the way, proved he was a switch hitter by playing his lap steel on six albums, and also adding acoustic guitar licks to Deana Carter's album, electric guitar to Randy Travis', and 12-string to Trisha Yearwood's.

As we all know, bass players are the guys who stand there looking cool while they're actually making plans for world domination. But Glenn Worf is too busy to get into much trouble. He comes in first for the sixth time, and was also an ACM winner again. Glenn helped Trace Adkins do some *Dreamin' Out Loud*, and guided Brooks and Dunn over the *Borderline*, as well as playing on both albums by Tracy Lawrence. Michael Rhodes did what he does the best for John Michael Montgomery to come in second with seven points. Michael also played on Kenny Rogers' *The Gift* and on Neal McCoy's self-titled album. Another Michael, Mike Brignardello, was all Tim McGraw wanted to cut some hits, but Mike's *The Restless Kind*, so he also played on four other albums to come in third. The two Mikes are followed by two Davids in fourth place. David Hungate and Dave Pomeroy are joined at fourth by Leland Sklar, who took *The Road To Ensenada* with Lyle Lovett.

Over on keys, Steve Nathan should be *Dancing On The Boulevard*, because he came in first again with fourteen points to Matt Rollings' ten. But don't feel bad for Matt, because he just

## when "good enough" isn't good enough



Why are the world's producers and engineers turning to Harrison? For some, it's the incomparable sound quality behind history's biggest records. For others, it's the rock-solid reliability, being able to run day after day, week after week, month after month, year after year without worry. Still others have come to rely upon the world's most comprehensive dynamic total automation system, another Harrison invention. They own Harrison's - the most sophisticated fully automated mixing consoles in the world. Remember - before they switched to Harrison - they used to own something else.



7104 Crossroad Blvd, Suite 118 • Brentwood, TN 37027 • Phone: 615-370-9001 • FAX: 615-370-4906 • Email: sales@glw.com  
Visit us on the World Wide Web at: <http://www.glw.com>

*We Love*

*to hear you play!*

THANKS

TO ALL

THE MUSICIANS

FOR SHARING

YOUR TALENTS

WITH US.

JIM ED NORMAN AND YOUR A&R FRIENDS  
AT WARNER/REPRISE NASHVILLE



HEARING IS BELIEVING



PLAY IT AGAIN

World Radio History



## BACKGROUND VOCALS

# DENNIS WILSON



TOTAL	NAME	ALBUMS
18	Dennis Wilson	1, 3, 7, 10, 11, 13, 16, 19, 21, 22, 24, 28, 30, 32, 35, 39, 40, 42
12	John Wesley Ryles	7, 10, 11, 13, 15, 17, 21, 22, 24, 28, 35, 39
10	Curtis Young	1, 10, 24, 27, 28, 29, 34, 35, 38, 39
6	Liana Manis	13, 15, 21, 22, 26, 34
3	Michael Black	3, 19, 29
3	Mary Ann Kennedy	3, 25, 30
3	Kim Richey	8, 14, 42
3	Lisa Silver	13, 32, 35
3	Curtis Wright	27, 35, 38
2	Robert Bailey	14, 40
2	Matraca Berg	9, 42
2	Crista Carnes	30, 31
2	Shawn Colvin	8, 23
2	Lisa Criss	30, 31
2	Deryl Dodd	21, 22
2	Chris Farren	9, 33 + guitar category
2	Kim Fleming	14, 40
2	Alison Krauss	14, 29 + fiddle category
2	Patty Loveless	3, 14
2	Shelby Lynne	14, 16
2	Joy McKay	30, 31
2	Jonell Mosser	15, 40
2	Louis Nunley	28, 32
2	Herb Pedersen	23, 36
2	Pam Rose	16, 30
2	Harry Stinson	16, 42
2	Cindy Walker	16, 29
2	Lari White	19, 36
2	Trisha Yearwood	5, 42



## MISC INSTRUMENTS



# NASHVILLE STRING MACHINE

TOTAL	NAME	ALBUMS
11	Nashville String Machine	2, 3, 5, 9, 22, 25, 27, 32, 37, 40, 42 (Contractor Carl Gorodetzky)
8	Terry McMillan	1 (harmonica), 2 (harmonica), 10 (harmonica), 24 (harmonica), 25 (harmonica), 29 (harmonica), 37 (harmonica, harp), 40 (harp) + drums/percussion category
3	Barry Green	17 (trombone), 32 (trombone), 40 (bone)
3	Rob Hajacos	7 (assorted hoedown tools), 21 (assorted hoedown tools), 22 (assorted hoedown tools) + fiddle category
3	Mike Haynes	2 (trumpet), 32 (trumpet), 40 (trumpet)
3	Brent Rowan	2 (mandolin), 21 (mandolin), 22 (mandolin) + guitar category
3	George Tidwell	2 (trumpet), 17 (trumpet), 32 (trumpet)

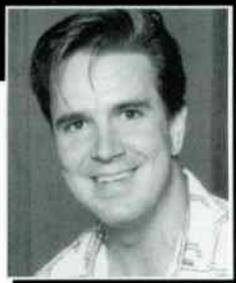
added another ACM to his collection. John Hobbs proved he has *A Place In The World* by nabbing third place for the second year. Keyboard perennial Barry Beckett is back at number five with five points by playing around with newcomers Trace Adkins and Kenny Chesney.

Rob Hajacos regains the top fiddler spot by being one of Mindy McCready's *Ten Thousand Angels* and sending in some *Fresh Horses* for Garth Brooks. Rob, by the way, also tied with a bunch of folks for third place in the "Miscellaneous Instruments" category by providing "assorted hoedown tools" to Brooks and Dunn and

Tracy Lawrence. Joe Spivey garnered eight points to come in second fiddle, but he also proved his versatility by playing banjo on Lawrence's *Time Marches On* and mandolin on Lorrie Morgan's *Greater Need*. In third place, Larry Franklin fiddled around on seven albums, but also added mandolin to two, while last year's first chair fiddle player, Stuart Duncan, comes in fourth with six points. Duncan also played mandolin on two albums, which leads us to believe that there may be a union rule that we don't know about that says fiddlers should be able to double on mandolin. Congratulations to Stuart, by the way, for his

very first ACM award.

Eddie, Eddie, Eddie. What can we say? Eddie Bayers regains the top spot with fifteen points, and he does it simply on "drums." Eddie also took home his umpteenth ACM. Terry McMillan shakes, rattles, and rolls his way into second place for the second year. Terry also takes second place in "Miscellaneous Instruments" for his harmonica work, but here he gets points for adding "percussion" to nine albums and "cowbells" to two more. Paul Leim and Lonnie Wilson tie for third, with Paul providing the "door" on Shania Twain's album and Lonnie clapping along on Faith Hill's.



## STEEL GUITAR

# PAUL FRANKLIN



TOTAL	NAME	ALBUMS
22	Paul Franklin	1, 10, 11, 13, 16, 17, 21, 22, 23, 24, 25, 28, 29, 30, 33, 34, 35, 37, 38, 39, 40, 42
8	Bruce Bouton	3, 5, 7, 15, 21, 22, 30, 38
6	Dan Dugmore	9, 13, 16, 35, 39, 42 + guitar category
6	Sonny Garrish	3, 19, 25, 27, 29, 39
2	Milo Deering	30, 31
2	John Hughey	14, 37
2	Johnny Mulhair	30, 31 + guitar & engineer categories
2	Robbie Turner	13, 36 (steel guitar, dobro, lap steel)

Speaking of claps, lots of musicians got credit for that this year, including Bill Cuomo, Paul Franklin, Dann Huff, Brent Mason, and Glenn Worf. And if you think there is any smart crack we could make about this that would get past editor David Ross, you're wrong. So, add your own punch line here.

As noted, Nashville String Machine, led by contractor Carl Gorodetzky, took home first place in our kitchen sink category, "Miscellaneous Instruments." We should note that the Nashville String Machine is credited as a unit, even though sometimes they were credited separately (and its personnel can vary up to 85 members, if needed).

Dennis Wilson sang for his supper enough to regain first place with eighteen points in background vocals. More than *Rumor Has It* moved John Wesley Ryles up to second place, from last year's third, with an even dozen points. Curtis "Mr. Harmony" Young, no stranger to our top spot himself, nabs ten points to come in third, followed by Liana Manis in fourth with six points.

In our newest category, "Engineers," Mike Bradley wins for the third year, sitting behind the board for Trace Adkins, Alabama, Brooks & Dunn, Faith Hill, and Tracy Lawrence. After Mike, though, you guys are just going to have to settle this in the alley, because we have a thirteen-way tie for second place.

### HE PLAYED WHAT?!

We always like to mention the stranger credits of the year. For instance, Scott Rouse, a producer on Jeff Foxworthy's album, had one credit each for engineer, bass, drums, piano, slide guitar, acoustic and electric guitar, background vocals, harmonica and "everything else." We want to know what else is there? Brandon Conger, Sarah Valley and Megan Dockery provided "Children's Dialogue" for Kenny Rogers, while Michael Jones and Kelly Stewart provided the "Children's Vocal." The multi-talented Marty

The artists make it sing,  
...but the  
musicians  
make it play.

**We salute the studio musicians of Music City -  
the people that play the music that makes the difference.**



© 1996 Arista Records, Inc., a unit of BMG Entertainment



## ENGINEERS

# MIKE BRADLEY



TOTAL	NAME	ALBUMS
6	Mike Bradley	1, 2, 7, 16, 21, 22
2	Chuck Ainlay	14, 40
2	Kevin Beamish	25, 39
2	Joseph Bogan	35, 39
2	Bob Campbell-Smith	3, 30
2	Butch Carr	21, 22
2	Pete Greene	10, 24
2	John Guess	26, 29
2	Greg Hunt	30, 31
2	John Kelton	11, 17
2	Julian King	27, 38
2	Johnny Mulhair	30, 31 + guitar & steel guitar categories
2	Ron "Snake" Reynolds	19, 37
2	Ed Seay	15, 33



## KEYBOARDS

# STEVE NATHAN



TOTAL	NAME	ALBUMS
14	Steve Nathan	2, 3, 9, 11, 14, 15, 27, 28, 30, 35, 38, 39, 40, 42
10	Matt Rollings	1, 16, 23, 27, 29, 34 (piano, organ), 35, 37, 40, 42
8	John Hobbs	3, 9, 16, 25, 29, 30, 33, 39
5	Barry Beckett	1, 3, 10, 24, 28
4	Dennis Burnside	7, 21, 22, 35
4	Hargus "Pig" Robbins	13, 17, 37, 39
3	Bobby Ogdin	10, 24, 32
2	Bill Cuomo	1, 16
2	John Barlow Jarvis	2, 37
2	Jimmy Kelly	30, 31
2	Carl Marsh	16, 28
2	Phil Naish	10, 24
2	Gary Prim	11, 17
2	Benmont Tench	8, 36
2	Pete Wasner	9, 14

Stuart pulled out his trusty "Sitar" for buddy Travis Tritt, and while Terry McMillan provided the "Boot," Shania Twain is credited with her own "Footsteps."

Well, there you have it, until next year. But all the musicians listed here are winners. They've worked long and hard to master their art, and they've all got the talent and discipline necessary to make it in the toughest market in the world. They got where they are by being the best there is and being able to give their best day after day, week after week. And they do it all to make some other star shine. But these folks are the real stars of Music Row. So all the "wannabes" out there should pay attention to what these musicians do on all the great albums. 'Cause, children, that's the way it's done when it's done right. ❖



Bringing You The Sun,  
Moon & Stars...



[www.musicrow.com](http://www.musicrow.com)

[sorry, no pets allowed]

# TO ALL THE NASHVILLE MUSICIANS...

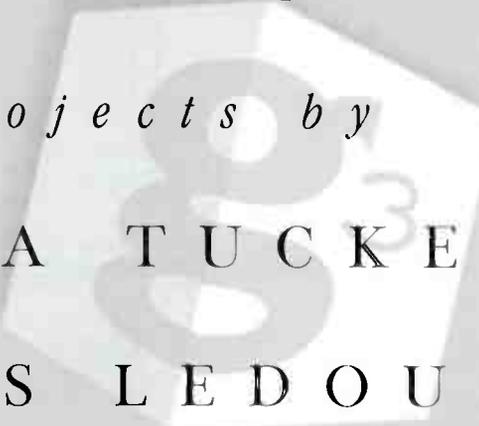
# THE WORLD IS LISTENING!

# THANKS FOR BEING SO GREAT!

Lisa Roy's  
Studio A  
615-320-9394  
[lisaroi@aol.com](mailto:lisaroi@aol.com)



*T*hanks to the  
*i*ncredible talent who  
*h*ave contributed to the  
*c*urrent and upcoming  
*p*rojects by



T A N Y A T U C K E R ,

C H R I S L E D O U X ,

D E A N M I L L E R *a n d*

J O H N C O D Y C A R T E R



gregg brown PRODUCTIONS

21 MUSIC SQUARE EAST NASHVILLE, TN 37203

G CUBED MUSIC/BMI A DIVISION OF WARNER CHAPPELL MUSIC



## FINANCIAL

by Amy Hoeft, CPA, O'Neil Hagaman, A Professional L.L.C.

# CONTROLLING TOUR MERCHANDISING

Since for some artists, net income from tour merchandising can rival that from live performances, decisions regarding merchandising can be among the most important of an artist's career. One of the first questions to be answered is whether to handle the merchandising "in-house" or to lease the rights to a third party. There are advantages to either option. Here are a few areas to consider when evaluating merchandising opportunities.

### CASH FLOW AND LONG-TERM PROFITS

Typically, a third party merchandising company, such as Winterland, Niceman or Sony Signatures, will negotiate for the exclusive rights to manufacture and sell the artist's licensed property, and in exchange will pay a royalty based on gross sales. A key point in these negotiations, and one of the chief advantages of utilizing a third party merchandising company, is the cash advance against future royalties that is typically paid to the artist at the start of contract term. The size of the advance will be determined by the artist's popularity, number of tour dates, expected ticket sales and historical sales of merchandise.

The need for immediate cash from the merchandising advance may well be the deciding factor in favor of allowing a merchandising company to handle the products. However, in many cases the potential long-term profits can be greater when the artist controls the sales of tour merchandise by bringing it in-house, and the economics of each of these options should be carefully considered.

### RESPONSIBILITIES

Whichever arrangement is selected, there are numerous responsibilities associated with selling merchandise, such as recordkeeping, tax compliance and inventory control, that require trustworthy and knowledgeable personnel to travel with the artist and sell the products. The merchandise must be covered by insurance and shipped by reliable carriers. The merchandiser must be knowledgeable in the areas of sales and income taxes, import duties, and fee negotiations with venues. Regular inventory counts must be performed and detailed record keeping of purchases, sales, giveaways and other expenses is extremely important. A competent third party merchandiser will assume responsibility in all of these areas, and is required to account to the artist on a regular basis. Bringing inventory sales in-house, while yielding additional control and (potential) profits, creates all the headaches inherent in managing another business.

### ACCOUNTABILITY

Whether under an internal or third party arrangement, the key to insuring proper payment is the implementation of adequate controls and accountability.

Reputation and credibility are essential in any relationship of this kind—researching the background of individuals or interviewing a potential merchandiser's client roster would be a wise step. Look for ways the merchandiser company has designed their system to account on a timely basis and make certain the contract provides for periodic audits and access to sales, inventory and accounts payable records.

### CREATIVE CONTROL

In most respects, signing with a third-party merchandiser permits the artist to retain creative control of the products to be sold on tour. Under a typical contract, the artist will have final approval on everything from selection of merchandise items, quality of materials, pricing and artwork.

The artist also usually retains the right to designs and artwork for later use after the

merchandise contract expires. This control is not complete, however; the merchandise company will only be willing to design and develop products it believes will sell. The artist with innovative ideas in this area will find more creative freedom in an in-house merchandising arrangement.

### RISKS

Under normal circumstances, a third party merchandiser will assume the risk of producing or purchasing, transporting and selling the merchandise. The products, personnel, and the vehicle used to ship merchandise must be adequately insured and the campaign must be carefully planned to maximize sales and profits. Under either scenario, the artist ultimately assumes the monetary risk associated with merchandise sales. Unforeseen circumstances, such as a cancelled tour or record deal, may find the artist with excess inventory he can't sell, or if under contract, the merchandiser may require reimbursement of the advance.

A successful tour merchandising campaign requires making the proper decisions in many areas, both creative and financial. However you structure your merchandise arrangement, whether by contracting with a third party or handling sales in-house, the key to successful merchandising is finding honest, credible, creative people that will work with you. ♦



## audio-technica. Headquarters

Sam's Music has the best selection of AT mics & headphones in Tennessee.

*Audio-Technica*  
**4050-CM5**

- 40 Series Studio Microphones
- Uni-Point Miniature Mics
- Handheld Dynamic Mics
- Wireless Mic Systems



Music Row  
**244-3200**  
1514 Demonbreun



Cool Springs  
**371-5000**  
Rivergate  
**865-5000**



# ALBUM REVIEWS

## BIG HOUSE/Big House

(MCA Nashville 11446) *Producers: Peter Bunetta, Monty Byrom, David Neuhauser*

**Prime Cuts:** Take your pick

**Critique:** I first heard the name Big House over a year ago and have eagerly anticipated the release of this CD, because it lives up to the buzz that has surrounded it. The first two seconds of "You Ain't Lonely Yet" hints at the end of the "Nashville Sound," where everything is slick and huge and perfect. The production is completely dead and in your face, infinitely more satisfying than yet another record where every instrument is panned in stereo and soaked in delay. The songs groove with a soulfulness few acts these days possess; "Amarillo" and "Sunday in Memphis"—the latter inspired by a visit to Rev. Al Green's church—are classic. And the fiery jam in "Road Man" shows you why no session players were called in: these guys can do it themselves. BH's California roots and Monty Byrom's high-pitched rasp will lead to inevitable comparisons, and had this record come out in the wake of *Common Thread*, it would've been a shoo-in for mega-platinum. As it stands, *Big House* will reach the platinum mark under its own strength without appearing to cash in on country's Eagles fetish of a few years back. If this is where country music is headed, I'm hitchin' a ride.

—Joey Butler



## THE RANCH/The Ranch

(Capitol 7243-8-55400-2-8) *Producers: The Ranch, Keith Urban, Monty Powell, Miles Copeland*

**Prime Cuts:** "Walkin' The Country," "Some Days You Gotta Dance," "My Last Name," "Freedom's Finally Mine," "Tangled Up In Love"

**Critique:** The creative force behind this honest-to-goodness power trio is Aussie Keith Urban, whose name is not unfamiliar to the Music Row community. A self-professed student of our culture and country music, Urban has a better grasp on popular American music than many artists who were born and raised here. Top to bottom, *The Ranch* is a phenomenally enjoyable album, broad and expansive as the Outback, or the American west for that matter. The album's central themes are a) leave the office behind for dirt roads and blue skies—"Walkin' The Country," "Freedom's Finally Mine" and b) regular Joe wants the girl but has nothing to offer other than his heart—"My Last Name," "Desiree." Even when the songs lean a little too heavily on musical cliché, as on the aforementioned girl-name tune and the "Ballad of Curtis Loew" rehash, "Ghost In This Guitar," the entertainment factor is so high you don't really care. Capitol isn't taking the album to radio yet, in an apparent move to delay the filling of their coffers. Perhaps they worry that the guitar-driven

sound is too pop. They shouldn't. The album does forsake steel guitar, but is single-handedly capable of making banjo cool again. Those of you looking for deep insight or high art will be disappointed, but if you're not afraid to cop to an affinity for over-the-top, mass-appeal American music, you must hear this album. The sound pushes the country envelope in much the same way *Not A Moment Too Soon* and *The Woman In Me* did. And if I haven't yet given you a clear picture of the company I think this album is in, let me drop a few more hints: *No Fences*, *Cracked Rear View* and *Born In The U.S.A.*

—Chuck Aly

## ANITA COCHRAN/Back To You

(Warner Bros. 9 46395-2) *Producers: Anita Cochran, Jim Ed Norman*

**Prime Cuts:** "Will You Be Here," "One Of Those Days," "Girls Like Fast Cars," "Back To You"

**Critique:** Anita Cochran not only co-produced her first album, she wrote nine of the ten songs and played every guitar lead as well as mandolin, dobro and banjo. Much has been made of her rather unique talents, and deservedly so. Yet the most remarkable thing about Anita Cochran's debut is not that she's the "female Vince Gill." If you're going to check out *Back To You*, do it because the album heralds the arrival of an artist. Yeah I know, you're sitting there saying, "and?" Here's my point: Good music affects us on an emotional level—makes us move, laugh, cry, etc. An artist uses his or her muse to explore their perspective on humanity—what makes *them* move, laugh or cry—in a way that is (hopefully) meaningful to others. In that sense of the word, Anita Cochran is an artist in a way I think this town often forgets. More than a collection of good music, Cochran's offering gives us a glimpse of who she is, where she comes from and, I think, where she's going. This strong album is not without rough spots, but certainly portends growth which may yield sheer brilliance. An indication of that is the title track which is, perhaps significantly, the last song on the album. *Though the roads may all be new/The one thing that is true/They'll all be leading me back to you*, she sings to her family. The song indicates Cochran's desire to remain uncorrupted by her new career and reveals a maturity that hints at a promising voyage down the road of self-discovery. Here's hoping Warner Bros. sells enough albums to allow the rest of us to accompany her on that journey inward.

—Chuck Aly



## LEE ANN WOMACK/Lee Ann Womack

(Decca 11585) *Producer: Mark Wright*

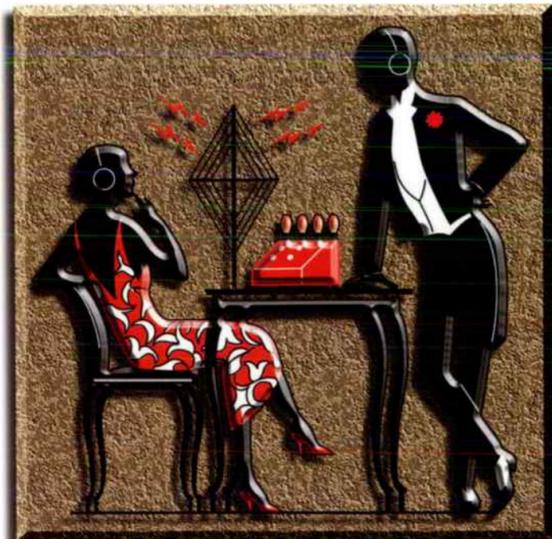
**Prime Cuts:** "The Fool," "Make Memories With Me," "Montgomery To Memphis," "Never Again, Again"

**Critique:** As someone who has collected enough Grand Ole Opry ticket stubs over the past few years to fill up a small shoebox, I was thrilled to hear the traditional sound of Lee Ann Womack's initial single, "Never Again, Again." To say that I was similarly wowed by the rest of the album would be an understatement. Seems like Womack was almost destined for a project like this: Her father was a part-time country deejay, she shunned her senior trip with the rest of her graduating class to come to Nashville with her parents to tour Music Row and watch TNN tapings, she attended Belmont University, interned in MCA's A&R Department and now lives near the Opry House. Get the idea? The songs on her freshman effort are a cohesive lot, with the majority sounding very traditional—yet with an updated, current bent. From the outstanding, bare-bones ballad "The Fool" to the

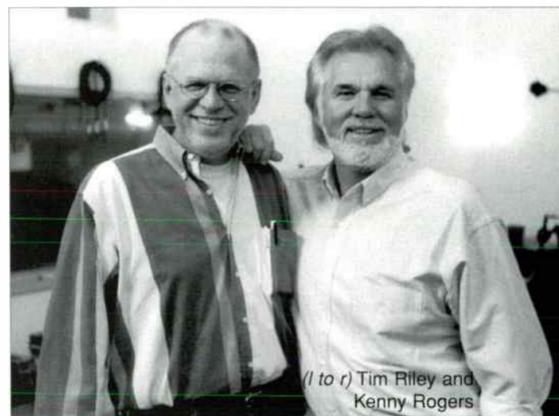
beautiful, soaring duet with labelmate Mark Chesnutt, "Make Memories With Me," there are few misses song-wise. Even one of my least favorites, the trucker song "A Man With 18 Wheels," has a fabulous line which makes it stand out: *His home away from home is in the house that Peterbuilt*. To top it off, Womack even gets writer credit once, co-penning "Am I The Only Thing That You've Done Wrong." Vocally, Womack sounds stronger (and less ordinary) in the higher registers or when she's really belting it out. Still, even on the mid-range numbers, she's pleasant. So keep the faith, country music lovers—Lee Ann Womack has arrived!

—Lisa Berg

# RadioWire



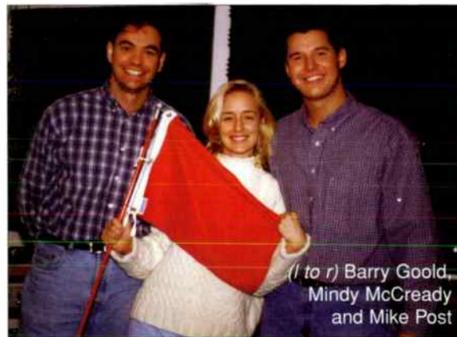
**American Network Radio** and **Tim Riley** brightened up the holidays for scores of country listeners with two Christmas specials, written and produced at



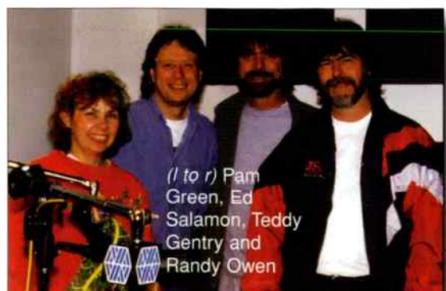
**Audio Productions.** **Kenny Rogers** brought a spirit of Christmas special to the air in celebration of "The Gift." A one-hour prayer for the holidays.



and produced at API, it featured live songs and good conversation, hosted by **Charlie Chase**. And leave it to

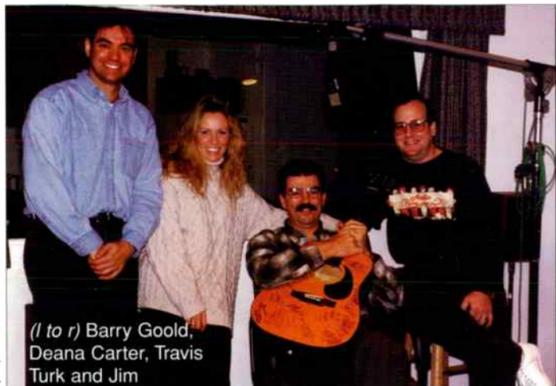


**THE LABELS:** The record keeps on turning and Audio Productions is proud to provide production services for Nashville's finest record labels and their great artists, including:

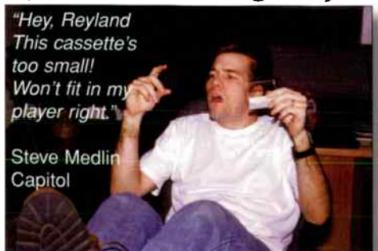


**MCA... Wynonna, Vince, George Strait, Tracy Byrd, Reba, David Lee Murphy and Trisha Yearwood. ASYLUM... Bryan White. ATLANTIC... Tracy Lawrence, Milla Mason, John Michael Montgomery and Neal McCoy. CURB... David Kersh, Tim McGraw, Burnin' Daylight, Sawyer Brown and LeAnn Rimes. ARISTA... Alan Jackson, and Brooks and Dunn. COLUMBIA... Mary Chapin Carpenter and Deryl Dodd, EPIC... Nikki Nelson, Ricochet, Joe Diffie, Collin Raye, Patty Loveless and James Bonamy.**

Also giving us a great "Gift" was **Collin Raye's Christmas Special.** A wonderful album filled with a mix of classic songs and new favorites. And **LeAnn Rimes** waited until after the holidays to light up the API studios with a radio special of her own. Written



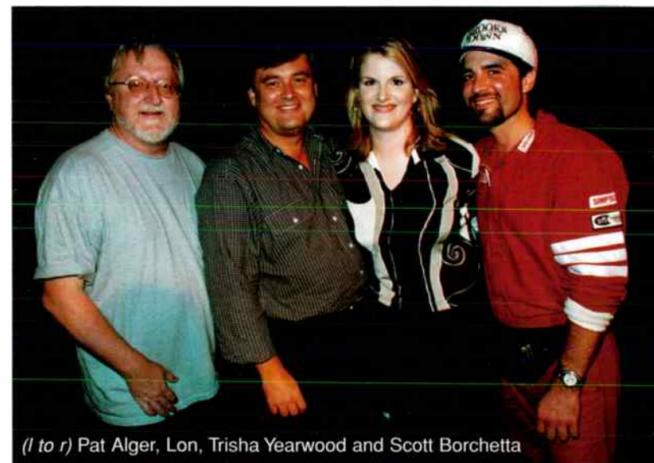
LeAnn Rimes to attract a crowd. After our show, LeAnn held forth at API for more than a dozen media outlets and film crews. **STARLINERS** artist included: **Aaron Tippin, Mary Chapin Carpenter, BR5-49, Kenny Chesney, Ty England, Mindy McCready and Deana Carter.** ANR also produced many of the label product spots done at API.



"Hey, Reyland This cassette's too small! Won't fit in my player right."  
Steve Medlin Capitol



**WESTWOOD ONE ENTERTAINMENT** and host **Lon Helton** continue to provide country radio with the information and entertainment it needs during their weekly Top-30 Countdown, "Country Countdown USA." Recorded each week at API's Studio B, Lon welcomed **Mindy McCready, Ty Herndon, Rick Trevino, Jo Dee Messina, Kenny Chesney, Randy Travis, Blackhawk, Wynonna, Mark Chestnutt, Trace Adkins, Joe Diffie, Tim McGraw, David Lee Murphy, James Bonamy, Lonestar, Diamond Rio, Martina McBride, Ricochet, Terri Clark, Deana Carter, Milla Mason, Kevin Sharp, Tracy Byrd and Travis Tritt.**



**Country Store". Garth Brooks, Brooks & Dunn, David Lee Murphy's New Year's "Party Crowd", and "For The Love of Country." WORLD PREMIERS with: Ty Herndon, Jeff Foxworthy, Little Feat, Randy Travis, Travis Tritt, KT Oslin, Daryle Singletary, Clay Walker, and did someone say George Strait? The shows were hosted by Lon Helton and Hoss Burns, then pressed on to CD and aired on great country radio stations across America.**

Photo Credits: Richard Crichton - all B&W photos, John Lee Montgomery - Trisha Yearwood photo.

**CAPITOL... Suzy Bogguss, Trace Adkins, John Berry, Deana Carter, Chris LeDoux, Billy Dean, Garth Brooks and George Ducas. RCA... Kenny Chesney, Ty England, KT Oslin, Aaron Tippin and Alabama.**



In addition to the many great live shows done through API, **SJS ENTERTAINMENT** produced these pre-recorded programs: **Travis Tritt's "Concert after the Concert", Ty England's "Backyard BBQ", "Monster Country", "The Three Hanks Listening Party", "No Turkeys", hosted by Deana Carter, "Country's Heavy Hitters", "The**



**3D2 - ZEPHYR - DGS - DCI API's fast and easy digital audio connections. Ask THE NASHVILLE NETWORK, HUMMINGBIRD and THE BBC. They use Audio Productions regularly to distribute their audio worldwide.**



Look for Audio Productions on the Web! Check out our new site complete with audio V/O and custom music samples, past newsletters and a cool studio VR tour.  
<http://www.audioproductions.com>

Audio Productions  
615-321-3612  
1-800-726-3612  
615-321-5770 fax



# NASHVILLE AGENCY ACTION

Audio Productions works hard to make sure that every agency client has a high quality audio experience every trip to API. So, a special thanks to everyone who gave us that opportunity, especially ...Castner Knott - Ericson Marketing ...Opryland USA - January & Associates...KFC- Music Partners ...Budweiser - Av Squad - Service Merchandise - Benefit Partners - Dye Van Mol & Lawrence - Bill Hudson & Associates - Bob Doyle & Associates - The Country Music Association ...CMA Awards - Bohan, Carden & Cherry - Louise Mandrell Celebrity Skeet Shoot - Brentwood Music ...Radio H.A.L.O. - WSMV Channel 4 - Envision - Ingram - Dutchie & Associates - CJ Advertising - Gaylord Program Services - Gish Sherwood & Friends - Filmhouse - McNeeley, Pigott & Fox - Cindy Mo Pictures - Greg Travis Television...Countryfest '97 - Ibis Communications - John Perry - Computers For Education - Force Audio - Garmezy Media - Joyce Harrison - Marshall Productions - WKRN - Proper Management...Twila Paris - Music Match - Towers/Perrin - Army Corps of Engineers - New Media Directions - Mike Keil & Associates - Petra/Newsboys - Severance & Associates - Mixed Media Marketing - P & P Productions - Studio Productions - The Tennessean - Phillips Creative - Soundshop Productions - TEA.

## OUT-OF-TOWN AGENCY ACTION

UPS - Time-Life...Home Repair & Remembering Lassie - PBS Advertising...Living Edens - Brown Forman...L & G Distillery - Tallman Music Warehouse...Arizona Ice Tea - Burson Marsteller - PGA Tours - Webster International - Zacuto Audio... Softub - Shorr & Associates - Nascar Country/AI Wyntor - The Tombras Group - Sullivan Productions - Target (Hey, great job on that Addy!) Marketing - The Strategy Group - The Ramey Agency - Ad Media - Chuck Thomas Creative - Sterrett-Dymond - Daniel Douglas Norcross - Faulkner/Rosenberg - Davidson & Chandler - Grey Whale...WV Lottery - Dill Productions - Complete Pictures.



(l to r) John Berry and Tracy Lawrence

**Hoss Burns**, from **Crested Butte, Colorado** and **Suzu Bogguss** along with some members of her fan club, celebrated her album premiere live from Audio Productions. **John Berry** showed a few million listeners across the country why he lives at the top of the charts with a full blown performance of his new album, **"Faces"**, live from **Soundcheck** here in **Nashville**. **Tracy Lawrence** and friends from **CRS** at **Opryland**



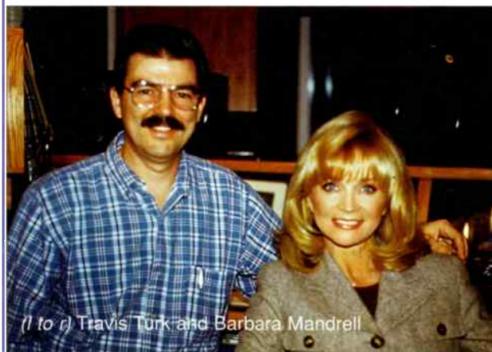
(l to r) Lon Helton, Tracy Lawrence and Mila Mason

played before a full house and the crowd was into it all the way. Host **Lon Helton**, **Tracy**, **John Berry**, **Toby Keith**, **Mila Mason** and **Neal McCoy** treated everyone to an evening of super charged radio!

## SPECIAL AUDIO from API

### ADR: AUTOMATIC DIALOG REPLACEMENT OR LOOPING

(WHEN DIALOG IS SYNCED AND RE-RECORDED TO VIDEO OR FILM)



(l to r) Travis Turk and Barbara Mandrell

**Barbara Mandrell** didn't need the coast to loop her lines for an episode of **"Baywatch"**, just a call to **Travis Turk**, a trip to **Music Row** and **API**. When **"Lunker Lake Productions"** needed to replace more than one hundred fifty lines in their soon-to-be-released theatrical film, **"Lunker Lake"**, they called **Audio Productions**. **MTM** productions used all three beeps to replace lines with Nashville's own **Larry Black** for their new program, **"The Cape"**, seen each week in Nashville on **Channel Two**. **Pecos Films** used **ADR** to punch up a video for **CMT/Canada**



(l to r) Jim Reyland and Cindy Williams

starring **"Prairie Oyster."** **The Glover Group** looped a project for the **Global Network**. Actress **Jennifer O'Neil** performed **ADR** at **API** for **"Poltergeist"**, a **Legacy** production. **API** provided effects replacement for the **Cracker Barrel** TV pilot, **"The Old Country Store."** **Cindy Williams**, a last minute replacement for **Marlette Hartley** in the touring company of **"Death Trap"**, came to **API** to replace dialog from its former star.

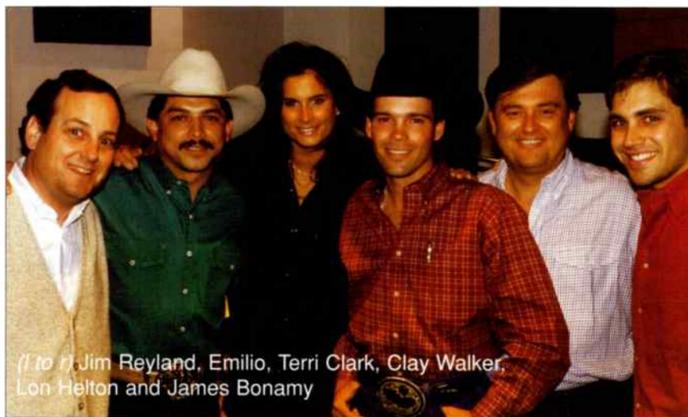
## CONGRATULATIONS

to **Bill Fletcher**, **John Rowley** and everyone at **FLETCHER/ROWLEY "POLITICAL MEDIA CONSULTANTS."** The big guns entered races in seven states this past November and won ten out of thirteen. Thanks for taking **API** along.

**A** very **LARGE** welcome to **LISA KRAMER** the newest member of the **API** band and the person most likely to pull you from a burning deadline. **Lisa** is a great addition to our staff.



# "LIVE NETWORK RADIO" LIVING ON THE EDGE...



(l to r) Jim Reyland, Emilio, Terri Clark, Clay Walker, Lon Helton and James Bonamy

Just where **Audio Productions** likes it. And again in late 1996 and early 1997, **API** proved that nobody does it better. **API** has been very fortunate to work with **Country Music's** best network radio and syndication companies who have partnered with **API** to broadcast great country radio. **SJS Entertainment** and host **Lon Helton** continue to be one of **Country Music's** most successful broadcasting teams. Including **Trisha Yearwood's** innovative live premiere of **"Everybody Knows"**, from the **Douglas Corner Cafe**. It featured **Trisha's** fabulous voice and a host of **Nashville's** greatest

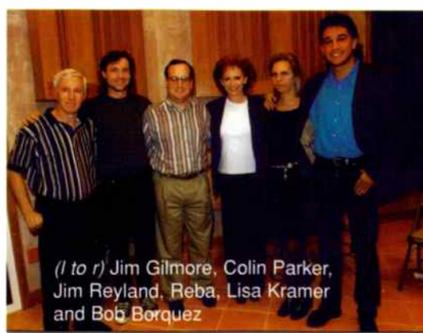
songwriters. **John Michael Montgomery** turned up the heat, live from the **Stadium Club**, to premiere his new album and **Terri Clark** fans had a chance to call-in with questions during her album premiere live from **API**. **Bryan White** performed a special show from the **Oklahoma City Opry** with **SJS** and **API** there to help raise money for the bombing victims' childrens' scholarship fund.

It was a star powerful, **"All Star Evening"** with **Clay Walker**, **Terri Clark**, **James Bonamy** and **Emillo**. The event was recorded live in **API's** Studio B, hosted by **Lon Helton**, to kick off their **"All Star Blow-out Tour"** featuring all four artist.



(l to r) Lon, Mary Chapin Carpenter, Steve Saslow & June, friend of the show and Liz Becker

**Reba** gave us a first look at her new album **"What If It's You"**, and her impressive new **Starstruck Studios** all on one big night. **Billy Ray Cyrus** brought his music and his band and never looked back as he premiered his new CD live from **API**. In October there was no other **"Place In The World"** than the **Birchmere Club** in **Alexandria, Virginia**, for the premiere of **Mary Chapin Carpenter's** new CD. Backed by her great band and with the help of our friends at the **Record Plant**, it was what great radio is all about. **Kathy**



(l to r) Jim Gilmore, Colin Parker, Jim Reyland, Reba, Lisa Kramer and Bob Borquez

**Mattea** and crews from **SJS** and **API** braved the cold to bring back a live premiere, with special guest host



## MICHAEL'S MUSIC CORNER

### MICHAEL STANTON LEADS AUDIO PRODUCTION'S NEW "CD-ROM" DIVISION

The hottest form of entertainment and marketing today is the "CD-ROM." They look great, but until now, the audio has mostly been substandard. Not anymore! Introducing...

#### API'S NEW CD-ROM AUDIO SUPPORT DIVISION!

Armed with state-of-the-art equipment, **API's** vast audio resources and a unique understanding of this exciting computer application, there is a place to get the sound support you need. **Audio Production's** voice talent, sound effects and custom music are blended together for a seamless sound file to compliment any visual. Over the past year, **API** has completed more than a dozen such projects, including **CD-ROM** audio for the **Tennessee Film Commission** and **AB Studios**. Try **API**, hear the difference!

**IN ADDITION TO CD-ROMS...** Michael has been busy with musical scores for a variety of radio specials including: "The Gift", a **Kenny Rogers' Christmas**, **LeAnn Rimes**, **Burnin' Daylight** and the **Collin Raye Christmas** special. Custom music clients included: **Country Fest 97'** for **Greg Travis Television**, **Cracker Barrel's "Old Country Store"**, **The West Virginia Lottery**, **Broadman & Holman** for **John Perry**, **K&N Harley**, **Service Merchandise**, **Bohan, Carden & Cherry**, **The Nashville Arena**, **Caster Knott** and two albums for **Honest Entertainment** and their **OneMusic Library**.

Michael has started scoring a new film, "Friends Till The End." Look for it at a theater near you.



# EDGE OF THE ROW

by RUSTY RUSSELL

## "The Edge Of The Row Credit/Blame Master List and Calculator"

**Y**ou never know where inspiration is going to come from. I just finished reading Jimmy Bowen's fascinating new book, *Rough Mix*. Sheesh. What a great read. Love him, hate him; you gotta admit Bowen is one interesting character. And who wouldn't love to have been involved with some of the music he helped make? Of course, the biggest flap about the book is over Bowen's no-holds-barred dissing of Garth Brooks. Wowwie! (Now, boys, if you can't play nice, you're both going to sit right here and read while the other kids are having recess.) Anyway, this got me thinking; nearly everyone has a theory about what's right and what's wrong with country music, with Nashville, with America, the World, etc. Find a guy or gal who's on top, and they'll be glad to give you their version of "How Things Really Work and Why You Should Do It Like I Do It." Someone on a losing streak will tell you exactly what the problem is and, usually, who's the big culprit. (You hardly ever hear anyone say, "Things are really bad right now, and our research shows it's all because I'm an idiot.") Think of the time we're spending trying to figure all this out—what's going on, who's at fault, who's poised to jump in and save us all, what's gonna work, why it won't work. Think of all the extra time we'd have if someone would figure all this out for us! So Annie The Wonder Dog & I started working on the problem, and after an intense afternoon on the back deck with a few beers and a box of Milk Bones, I believe we've come up with something we can all use: **The Edge Of The Row Credit/Blame Master List and Calculator**. All you have to do is match one item from column A with one from column B, then plug in your choice from column C, and, voila! Everything that could possibly happen in the music business can be clearly understood! Maybe everything in *life!* Check it out:

<u>A</u>	<u>B</u>	<u>C</u>
Garth Brooks	is	God
God	knows	Deana Carter
Jimmy Bowen	are	insanity
Hank Williams, Sr.	could be	success
Radio	causes	Edgar Casey
Tony Brown	has all the	hit records
Major Record Labels	doesn't have	a clue
Artists	will marry	money
Global Warming	is dating	me
Reba	has a percentage of	The World
Mindy McCready	wants to own all of	Garth Brooks
Democrats	should listen to	Jimmy Bowen
Republicans	should have ignored	Satan
Politics in General	won't allow	the next fad
Saturated Fat	sounds like	sex
Money	wants to be	failure
Digital Technology	thinks he/she is	Howard Stern
Pop Music	only plays	bad music
Michael Bolton	refuses to play	good music
Professional sports	owes me	everything
LeAnn Rimes	destroyed	nothing
Elvis	will save	reality
Bill Clinton	died for	Scott Hendricks
Spores	lives for	religion
Aliens	loves	America
Texas	hates	Nashville
Yankees	is/are the root of all	Wynonna
Television	has nothing to do with	radio

Note: After much testing, Annie and I have determined that columns A & C are completely interchangeable.

Now that we'll all be spending less time figuring out who's to bless and who's to blame, we can sit back and enjoy some music. We highly recommend:

*Take That Ride*, from **R.B. Morris** (Oh Boy). Morris didn't make the master list, but maybe he should have. Earthy, insightful songwriting, plenty of soul in the delivery & recording. Bassist Dave Jacques, six-string superman Kenny Vaughn and drummer Paul Griffith (Nashville's coolest grease-slinger) nail the loose-tight thing. My favorite tracks: "World Owes Me," "Hell On A Poor Boy," "Take That Ride," "The Bottom Of The Big Black Hull." Oh boy, indeed.

**Darrell Scott** has a groovy, eclectic disc out, *Aloha From Nashville* (Sugar Hill). Scott found success as a session player through a circuitous route—surely this accounts for the unusual overview evident on *Aloha*. Kinda folky, but with lots of energy. Darrell captured a real sense of urgency on tape (gee, what a concept!). "The Ballad Of Martha White" is brilliant! Funny how different your own back yard looks when viewed through a knothole from the other side of the fence. "Life Is Cheap" is another standout; a painful slice of life exposed through superb imagery, and every songwriter will get a laugh out of "Title Of The Song." Find this. Buy it. Then remember I told you so. Outta time for now—Annie's working on another theory, something to do with cats and their role in the militia thing. Must be a pretty hot idea; she's pacing a rut in the deck. ❖

AMPEX • BASF • FUJI • MAXELL • SONY

Professional  
**AUDIO & VIDEO**  
Tape & Cable

MOGAMI • BELDEN • CANARE  
Custom Cable Assemblies  
Snakes & Systems  
CD's & Data Media  
all formats

**HAVE**  
Call Jim for a Free Catalog  
**615-952-5100**  
FAX 615-952-5700  
1089 Patterson Dr. Kingston Springs, TN 37082

**DISC & DAT**

**DIGITAL EDITING  
DIGITAL MASTERING  
REFERENCE CD'S  
PRE-MASTER CD'S**

**FAST AND AFFORDABLE**  
909 18TH AVENUE SOUTH  
NASHVILLE, TN 37212  
Van O'Dell Owner  
**(615) 340-0062**

come play...

The **Jukebox**

STATE-OF-THE-ART RECORDING  
IN A RELAXED ATMOSPHERE

24 TRACK ANALOG  
32 TRACK DIGITAL

RAINDIRK AND HARRISON  
AUTOMATED CONSOLES

**615-297-9100**

CONGRATULATIONS TO  
JERRY HOLLAND

FOR MUSIC ROW'S 1997  
SONG OF THE YEAR

“FRIENDS”

FROM YOUR FRIENDS AT  
MIKE CURB MUSIC(BMI)

AND

THAT'S A SMASH  
PUBLISHING, INC.(BMI)



# SONG OF THE YEAR "FRIENDS"



WRITER: JERRY HOLLAND

PUBLISHERS: THAT'S A SMASH PUBLISHING, INC. & MIKE CURB MUSIC

ARTIST: JOHN MICHAEL MONTGOMERY

*To honor a writer and publisher based on the craft of songwriting, not necessarily chart position.*

Though *Music Row* has a separate award that honors a songwriter who has charted in the Top 10 for the first time, this year's Song of the Year bears an equally compelling story of dreams realized. Writer Jerry Holland is enjoying once unthinkable success with the number one John Michael Montgomery smash, "Friends."

"It's just totally amazing," he says. "There are so many great writers here and great songs. I just love slugging it out with them every day—the competition is what thrills me. When I hear a great song by another writer, it just fires me up to write another one."

Out of college, Holland went to work in the promotion department of Polygram in New York. After becoming disenchanted with the business, he dropped out to become a karate instructor. A decade later, he decided to give music another go and moved to Nashville for a fresh start. "I didn't want my friends to see me at a writer's night in New York and say, 'Jerry, you're really kicking yourself,'" he admits. Holland made the move four-and-a-half years ago and struggled as many songwriters do—even working in the kitchen at the Bluebird Cafe.

Holland wrote "Friends" prior to getting a publishing deal. "It's really more about losing touch with my friends," he says. "Coming here from New York, changing careers in mid-stream and half thinking I was nuts to do that—then after getting my initial thousand rejections, one night trying to call friends at home for moral support, I couldn't get a hold of anyone. It was like, what good are my friends? That's where the idea, friends get scattered by the wind, came from. It



Jerry Holland

turned into a love song."

He remembers thinking he was on to something when he finished the song. "I put the tape in my back pocket and thought, I got more money than I've ever had in my back pocket. Which is not why you write," he adds. Several Row publishers passed on Holland and the song before he headed over to That's A Smash. "He rode in on a bike with a guitar on his back and knocked at my door," Randy Boudreaux says. Holland played

"Friends" and started to play a second tune. "I said, 'Jerry, you don't need to play another one. I think that's Song of the Year,'" Boudreaux recalls.

"He signed me up, pretty much on the spot," Holland says. "But we didn't demo it for over a year. We did twenty other demos, but that somehow got put off. Two or three days after it was demoed, Randy played it for Al Cooley."

"Randy Boudreaux called up and said, 'I've got an award-winning song for John Michael,'" Atlantic VP of A&R Al Cooley marvels. "He really said that. He came over that day and played 'Friends.' It just blew me away. Everybody who heard that song in the building was blown away. It blew John Michael away."

"I'm a big believer in the song 'Friends,'" Montgomery says. "It's one of the best songs I've ever cut. I'm glad to see it get the recognition it deserves—especially Jerry and the song's publishers."

"It was the first song put on hold for the project months before we cut," Cooley continues. "It was ten across the board and it stayed ten across the board for like five months, which is very unusual."

While Holland is thankful the song



"There are so many great writers here and great songs. I just love slugging it out with them every day—the competition is what thrills me."

remained highly rated by Atlantic, the experience taught him a lot about the songwriting process. "It was a lesson in patience," he says. And that patience has paid off, as the song's success has opened many doors for Jerry Holland.

—Chuck Aly

**Second Place:** "Strawberry Wine"—Matraca Berg/Gary Harrison; Publishers—Longitude Music Co./August Wind Music/Great Broad Music/Georgian Hill

**Third Place:** "Believe Me Baby (I Lied)"—Kim Richey/Angelo/Larry Gottlieb; Publishers—Mighty Nice Music/Wait No More Music/Polygram International, Inc./Julann Music

**SOLICITING POP MUSIC DEMOS**  
for consideration to be recorded. Send demo tape or CD & copy of words to:  
**MCM RECORDS**  
P.O. Box 271421  
Nashville, TN 37227-1421

**LAND AND HOMES**  
Leiper's Fork Area  
Please Call Cindy Garvey with  
J. Carter & Associates.  
*"If I don't have what you're looking for, I'll Find It!"*  
**615-371-1717**

**CONGRATULATIONS**  
**CATHY MAJESKI**

*We're Happy To Have You As A Writer At Team*

**Chrysalis Music**



Greg Barnhill

Kevin Brandt

Michael Caruso

Chris Crawford

Ron Hemby

Tom Kimmel

Jaime Kyle

Mitch Malloy

Judy Rodman

Matt Rossi

Jimmy Scott

Billy Spencer

Shawn

Stephanie

Trisha

...and "Ruby"

**Chrysalis Music Group**

1204 16th Avenue South • Nashville, TN 37212

615-327-4797 • FAX 615-327-1903

e-mail: [Chrysfish@aol.com](mailto:Chrysfish@aol.com)



# BEST VIDEO "WORLDS APART"



VINCE GILL

DIRECTOR: JIM SHEA, PLANET NASVILLE

To honor the overall best video of the year with regards to song, artist performance, visual interpretation and how these elements interact. Awarded to artist and video director.

The treatment reads like a sociology textbook: "Worlds Apart" will be a visually compelling portrait of people in difficult but very real situations. Moving smoothly from one image to the next, the video will be engrossing in its visual beauty and poignancy. Portraying themes of injustice, racial separation and financial uncertainty with honesty will allow the lyrics to take on other meanings. "Worlds Apart" is a powerful song that conjures up images that confront us every day. Treating these issues with respect and candor will create a message that will resonate with each viewer. The images in this video are universal in their strength. Families all over the world are struggling for financial stability. Teenage violence continues to affect the lives of people everywhere. Crime touches each of us in different ways. Racial tension, intimidation and hate crimes destroy the foundations that usually draw us together. The video for "Worlds Apart" will give us the opportunity to address some of these issues. The strengths of Vince's per-



Vince Gill



Jim Shea

formance, coupled with a powerful song, are the perfect ingredients to make a thought-provoking and socially pertinent video." With Jim Shea's direction, the resulting video looks like a work of art.

As we all know, everything in this business begins with a song. After hearing the poignant Vince Gill/Bob DiPiero-penned number, Shea didn't have to think very long about his ensuing video idea. "Worlds Apart" is a powerful piece of songwriting that struck a deep emotional chord in my heart the first time I heard it," Shea relates. "Vince's stirring performance and the song's haunting lyrics were the source of my inspiration in creating the video."

With a video of this magnitude, rankings almost become an afterthought. Still, the clip reached No. 1 on CMT October 2 and followed suit on TNN October 14. The video was shot over the course of four days in various Nashville locations as well as in Oklahoma. Casting played an integral role, with powerful performances coming



"Worlds Apart" is a powerful song that conjures up images that confront us every day."

throughout the clip. Producer Robin Beresford commented, "It was some of the best casting to ever come out of Nashville, I believe. Everyone in the video was wonderful." Done in black and white, the project mixes stark, simple performance footage from Gill with B-roll depicting complex societal situations such as a family facing financial ruin, teenage gang involvement and a racially-motivated church burning. Gill, for one, was pleased with the end result. He states, "I've never been one to make social statements with my songs, but with Jim Shea being the compassionate soul that he is, his visual concept of the lyrics Bob (DiPiero) and I wrote couldn't have been better."

Shea returns that thought and summarizes, "My goal was to capture images that would live up to the quality of the music and underscore its poetic sentiment. I am very grateful to Vince, Larry Fitzgerald and MCA Records for giving me the opportunity to create images for such beautiful music. I am honored that Music Row has chosen "Worlds Apart" as its Music Video of the Year."

—Lisa Berg

**Second Place:** "Three Little Words— Billy Ray Cyrus; Director—Michael McNamara

**Third Place:** "Believe Me Baby (I Lied)"— Trisha Yearwood; Director—Gerry Wenner



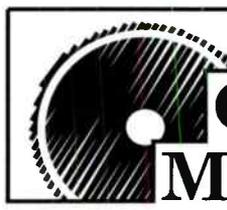
**RIGHT TRACK**

*The Finest Music Administration Software*

- COPYRIGHT    ■ SONG PLUGGING
- LICENSING    ■ PUBLISHING ROYALTIES
- RECORD ROYALTIES    ■ CUE SHEETS

**Right Track Solutions, Inc.**  
1808 West End Ave.  
Nashville, TN 37203  
615-320-0700 Fax 615-329-2290

## Starving musicians. Here's food for thought.



## Nashville Compact Disc Manufacturing

Full service compact disc manufacturing and distribution  
phone ♦ 615 ♦ 865 ♦ 7909      fax ♦ 615 ♦ 865 ♦ 8550

MORE DAY • WHEN I COME TO MY SENSES • RIDIN OUT THE HEARTACHE • BE THAT WAY

YOUR LOVE • GO AWAY • HOW WAS I TO KNOW • IT'S YOUR LOVE • LISTEN TO HER TEARS

▪ A WOMAN IN LOVE ▪ BOURBON CONFESSION ▪ BY THE WAY ▪ FOR

We knew it All Along.  
Now, the rest of the world knows...

**STEPHONY SMITH**  
**1997 Music Row**  
**Breakthrough Writer**  
**Of The Year**



“What Do I Know” – Ricochet • “How Was I To Know” – Reba McEntire  
*and the current hit*

**“It’s Your Love”**

as recorded by Tim McGraw & Faith Hill

**We Love You Stephony!**

**CONGRATULATIONS**

**From Your Friends and Family at**  
**EMI Publishing Nashville**

**35 Music Square East**  
**Nashville, TN 37203 • 615-742-8081**



SO MAD AT LOVE • THAT'S HOW YOU KNOW IT'S LOVE • WHAT'S ONE



# BREAKTHROUGH SONGWRITER



## CATHY MAJESKI, SUNNY RUSS & STEPHONY SMITH

"WHAT DO I KNOW"  
"HOW WAS I TO KNOW"

To honor a Nashville writer who, for the first time in their career, wrote or co-wrote a song that climbed into the top 10 on the Billboard, R&R or Gavin singles chart.

Honoring one songsmith whose work has reached the upper echelons of success is notable enough, but finding a trio whose collaboration has yielded two well-crafted hits, including a number one, is truly remarkable. In a *Music Row* first, this year's Breakthrough Songwriter award goes to three songwriters.

"This is pretty amazing," says Cathy Majeski. "Sunny and Stephony are two of my closest friends, so it's that much sweeter." Stephony Smith, calling from an airport in North Carolina, was incredulous at the success the three songwriters are having. "I'm really overwhelmed," she said. "This has been a dream of mine for so long, so it's sort of hard to swallow. I'm so honored." Sunny Russ is enjoying every minute. "We've had such a blast," she says. "This is great."

As with all overnight success, this concentration of positive response is the prod-

uct of years of hard work. They met and first sang together at writer's nights at the old Third Coast. "We've been writing every week for three years now," Majeski says.

"We started writing together every week," Russ explains. "We wrote over at Little Big Town up in the top room for the longest time. It just got to be a thing. At first it was just because we liked what we were coming up with, now its kind of turned into a profitable thing as well," she laughs.

It was one of these regular appointments that yielded their first Top 10 hit, "What Do I Know," by Ricochet. The song did not, as the cliché goes, write itself. "This was one of those days where nothing was happening," Majeski recalls. "We were just staring at each other. So we went to lunch and Stephony said that we had to come up with at least a title. She'd throw out something off-the-wall, we'd shoot it down and she'd say, 'What do I know?' She did that six

"This is pretty amazing. Sunny and Stephony are two of my closest friends, so it's that much sweeter."

-Cathy Majeski

"I'm really overwhelmed. This has been a dream of mine for so long, so it's sort of hard to swallow. I'm so honored."

-Stephony Smith

"We've had such a blast. This is great."

-Sunny Russ

or seven times and Sunny finally stopped her and said, "Stephony, that's it."

Smith admits a bit of apprehension at having the song cut by, what was at the time, an unknown group, Ricochet. "We were like 'who's that?' It turned out to be a great performance, great vocals and we were really pleased." Having Reba McEntire cut "How Was I To Know" and carry it to number one earlier this year brought Smith some affirmation from her family. "She's it. She's the pinnacle," she says of McEntire. "That made me legitimate with my parents," she laughs.

More good things are in store: Smith is the sole writer on the new Tim McGraw single, "It's Your Love," and all three have credit on what looks to be the new Tanya Tucker single. "I think it's pretty for sure," Russ says. "She sang it on television a couple times, so we're feeling like that's probably going to happen."

-Chuck Aly

**Second Place:** Paul Brandt—"My Heart Has A History,"/"I Do"



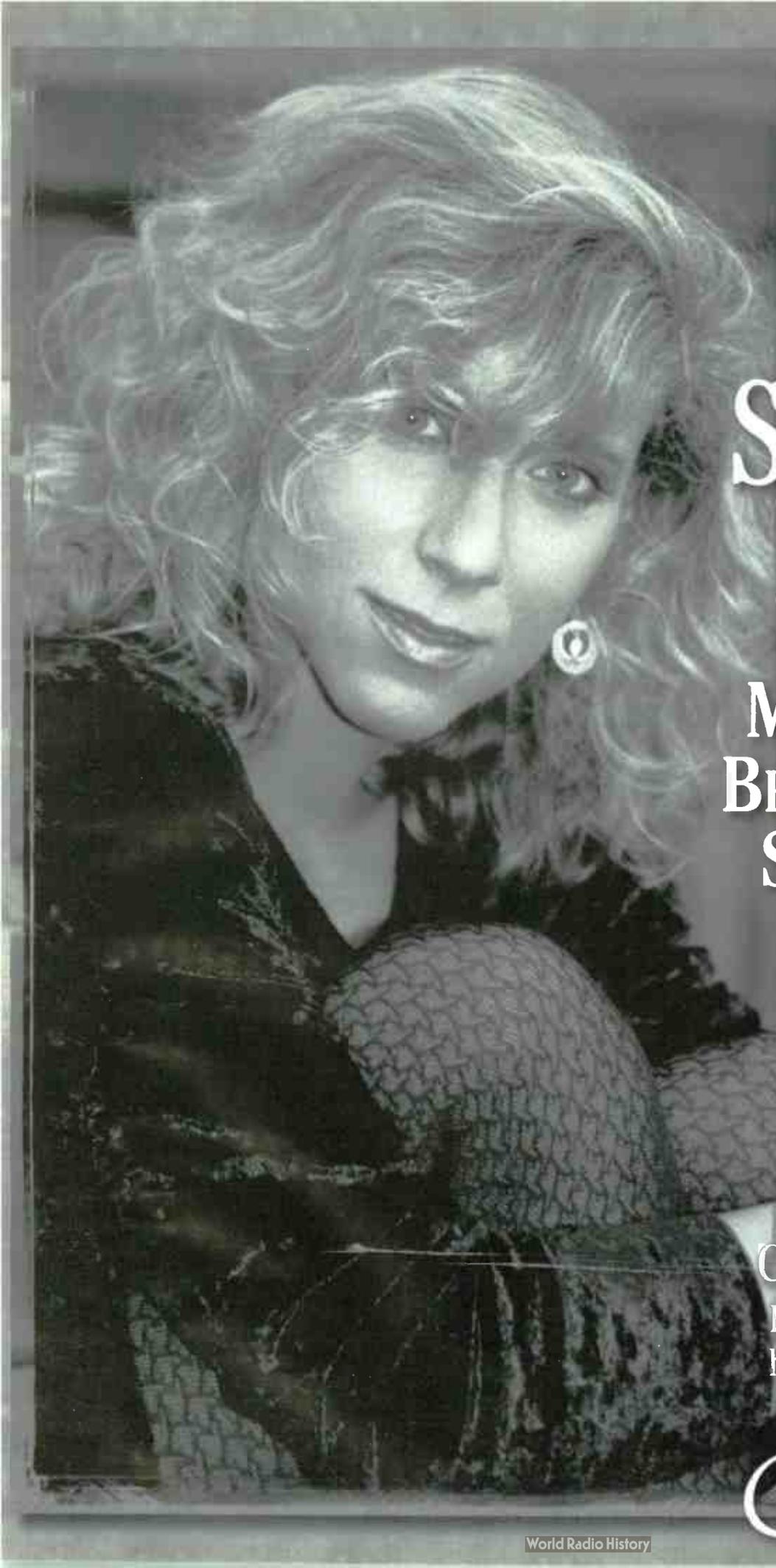
Cathy Majeski



Sunny Russ



Stephony Smith

A black and white portrait of Sunny Russ, a woman with voluminous, wavy hair, looking slightly to the right of the camera. She is wearing a dark, textured top and a large, round earring.

“HOW WAS  
I TO  
KNOW...”

# SUNNY RUSS

MUSIC ROW'S  
BREAKTHROUGH  
SONGWRITER



Congratulations  
From the ones who  
have always known





# MARKETING ACHIEVEMENT RCA RECORDS



## CLINT BLACK GREATEST HITS

To recognize excellence in successfully conceiving and executing a creative marketing plan. Past winners have included MCA Records for its Marty Brown High And Dry Backroads Tour (1992), Mercury Records for its Billy Ray Cyrus Dance Club Promotion (1993), MCA's What It Is Campaign (1994), Warner Bros./Reprise's "Redneck Stomp" Jeff Foxworthy promotion (1995) and MCA's Joe Ely Hour At Tower Train Tour (1996).

With the precision of a military commando raid, the RCA team planned and executed an exhaustive campaign establishing a major sales beachhead during the peak holiday selling season. Within 60 days of its release, the *Greatest Hits* 16-cut project was certified Platinum, becoming the quickest million-seller in Clint Black's career. Although the plan did not incorporate any totally unique elements for country music marketing, it distinguished itself by the ferocity, thoroughness and depth of levels at which it was carried out. It required tremendous effort.

"We knew we had a major opportunity with Clint, but as you near the fourth quarter you only get one shot, so we had to make it count," said RLG Chairman, Joe Galante. "We didn't take anything for granted in our push to drive the consumer and alert them. I've got to tell you that Ron Howie, Randy Goodman, Amy Macy, Dale Turner, Glenda Break and Left Bank Management's Jordan Berliant all did spectacular jobs. Also, Clint went out of his way to make himself available and give of his time. We're very pleased and honored to win this award."

### MEDIA

The first goal was to "create a brand image and awareness of the new album at the consumer level utilizing consistent text and image while focusing on the signature sound and look of Clint Black." This was accomplished through a variety of methods which included special "Coming Soon" point-of-purchase imaging at retail and



Clint Black

racked accounts. The label also scheduled an aggressive series of radio ad buys in the Top-50 country music markets, TV ad buys during the CMA Awards show and digitally delivered a syndicated radio special to stations the weekend before the album's street date (9/24/96).

A large variety of print and TV media interviews were arranged in advance of the LP's release to further reinforce product awareness. Some of the out-



Joe Galante

lets included: a performance on the *CMA Awards* show, *The Tonight Show*, *CNN*, *ET*, *Access Hollywood*, *The Tonight Show with Letterman*, *Regis and Kathie Lee*, *People*, *Us*, *GQ*, *Vanity Fair*, *USA Today Weekend* and more. A Satellite Media Tour was also created to draw more attention at radio.

A second round of consumer advertising was placed during the

Thanksgiving holiday weekend and throughout the Christmas buying season.

"Like The Rain" was released as a single (8/14) and led the charge with win-it-before-you-buy-it contests and special Clint Black posters. Western Union telegrams were sent to PDs, MDs and morning jocks heralding its arrival. In addition, Clint sent personal e-mails to those stations with Web sites and personal letters to those not covered by e-mail. The single eventually climbed to No. 1 and stayed there for three weeks.

### CORPORATE PARTNERS

One of the more unusual aspects of the



*Greatest Hits* project was the Kellogg Cereals Product offer. Over 25 million boxes of "healthy" cereals featured Clint's picture and a manufacturer's rebate offer of \$3-\$5 (cassette/CD) for direct purchase of the album in conjunction with the American Heart Association via a 1-800 number. The campaign began in October and was advertised in 110 million Sunday newspapers.

### RETAIL

The key words for retail were "pricing and positioning." During album release week, Clint performed live and did in-store signings in the Houston, Dallas, San Antonio, Austin, Atlanta and Nashville markets.

Anderson, Handleman, Target, Musicland, Best Buy, Blockbuster, Camelot, Circuit City and Transworld were some of the accounts whose pumps were primed with special in-store materials, endcap placements, in-store video play, bin cards, Sunday Section ads, and other similar programs.

Overall, the *Greatest Hits* and its strong success re-established and reinforced Clint Black, at both country radio and retail, as one of the country format's premier artists.

—David M. Ross



# BREAKTHROUGH ARTIST VIDEO "STRAWBERRY WINE"



DEANA CARTER

DIRECTOR: ROGER PISTOLE, STUDIO PRODUCTIONS

To honor a video which significantly helped establish a new or developing artist. Awarded to artist and video director.

"Strawberry Wine." 'Nuf said, right? At a time when many observers were chronicling the demise of country music as we know it, along came Nashville native Deana Carter with a different sound and a fresh song in "Strawberry Wine." In a virtual whirlwind of activity, the song that told the story of many a teenager reached No. 1, was performed at the Nashville Music Awards and most recently was nominated for both Single and Song of the Year at the Academy of Country Music Awards, not to mention Carter being on the receiving end of a New Female Vocalist of the Year nomination. But the first real glimpse at Carter for many was through the eyes of Studio Productions' director Roger Pistole.

According to the video treatment, Pistole's objectives were to: "Create an alluring video that stands out from the



Deana Carter



Roger Pistole

crowd, translate the ideas within the song into fresh symbolic images, and leave the viewer with a vivid, lasting impression of Deana Carter." Mission accomplished!

Early on though, things didn't go quite as smoothly as everyone had hoped. Pistole relates, "We threw the shot list out the window, because it was raining every day. In fact, every shoot I've been on with Deana, it has rained." Nonetheless, Carter enjoyed the process, remarking, "Joanna Carter (at Capitol) and Roger and his crew always make things go so smoothly—even in the rain—so it's easy to relax and have fun. I love the shots where I was sitting on the fence in the rain." The stormy skies were also responsible for one of the project's most noteworthy elements for Pistole: "The biggest dilemma on that shoot was Deana's hair. We had to

"Things go so smoothly—even in the rain—so it's easy to relax and have fun. I love the shots where I was sitting on the fence in the rain."

keep messing with her hair over and over, because the humidity messed it up. But I think that's why she comes across as being so approachable."

The clip reached the No. 1 position on CMT November 13 and hit the TNN video pinnacle on November 25. Cut with Carter's performance, the video takes place in and around a farm, representative of "grandpa's farm" from the song's lyrics. Two memorable teenagers were cast to "represent" the feeling of first love—the joy and the agony. But Pistole had more in mind than just utilizing prototypical actors. "You see the same people in a lot of country videos," he states. "The casting process for 'Strawberry Wine' was more like an interview of personalities. We got these two together—they were both 17, in high school and all that. On the shoot, a little magic happened, and they actually started dating."

A magical video for the young couple, and for Carter, as well. She summarizes, "I'm so honored that this video was chosen—mainly for Matraca Berg and Gary Harrison, who wrote this special song, and without the song there would be no video. I wore a white slip (in the doorway) that was my grandmother's, who was an inspiration in life and death. So she is being honored, too! Also, I've struggled for a long time with support of people believing in me, and this means we weren't wrong about our hopes and dreams."

—Lisa Berg

**Second Place:** "My Heart Has A History"—Paul Brandt; Director—Thom Oliphant

AMPEX • BASF • FUJI • MAXELL • SONY

Professional  
**AUDIO & VIDEO**  
Tape & Cable

MOGAMI • BELDEN • CANARE  
Custom Cable Assemblies  
Snakes & Systems  
CDs & Data Media  
all formats

**HAVE**  
Call Jim for a Free Catalog  
**615-952-5100**  
FAX 615-952-5700  
1089 Patterson Dr. Kingston Springs, TN 37082

ARTIST DEVELOPMENT NETWORK **ADN**

Image Consulting  
Photos • Press Kits  
Demos • Master Sessions  
Showcases • Publishing

Quality, Reputable, Affordable  
Call Cathy Lemmon  
615-883-0960 • Fax: 615-885-0260



by BEVERLY KEEL

# DEATON FLANIGEN DIVERSIFIES

**A**t a time when many music video companies are suffering from reductions in the number and budgets of videos, Deaton Flanigen Productions has stayed healthy by diversifying into commercials, marketing campaigns and other creative avenues.

Co-owners Robert Deaton, 35, and George Flanigen IV, 38, then bring back what they've learned from venturing outside of the country music arena and apply it to their work in Nashville.

"We enjoy doing music videos so much," Deaton says. "With the market, we looked at the (album sales) numbers just like everybody else did. It's just natural, and a smart business decision, with money being tighter to spend less money on a video."

That's why Deaton Flanigen decided to diversify its client base, of which 60 percent is now located in Los Angeles. The firm only made about 10 music videos last year, including Lonestar's "No News" and "When Cowboys Didn't Dance," as well as the controversial video for Diamond Rio's "It's All In Your Head." "It allows us to grow and do unique things out of this market," Deaton says.

"Our favorite thing is videos, and this is the genre we prefer to be in," he adds. "We're not directors working in country who want to be in pop or rock. In country, you get to tell a story. How many genres can have an 'Independence Day?' We're in it for the long haul. We don't want to do 40 videos in one year and then be burned out."

Deaton Flanigen, which the duo formed 12 years ago, made a name for itself on CMT and TNN through such videos as "Independence Day," (which won the CMA Video of the Year) "Feed Jake," "Silver Threads and Golden Needles" and "Love a Little Stronger." But the firm has also quietly established a national reputation and won international awards by producing network commercials and campaigns. They've won Clios, Addys, Emmys, Nashville Music Awards, Doves, Tellys and virtually every other award out there.

The company has produced four ABC *Monday Night Football* campaigns, winning two national Emmys in the process (once beating NBC's Olympics package). They're now working on the fifth football campaign, which will bring Broadway to Music City.



Robert Deaton & George J. Flanigen, IV

In early May, Deaton Flanigen brought in Savion Glover, the famed tap dancer from *Bring In Da Noize*, *Bring In Da Funk*, as well as other drummers and dancers in the cast to join mainstay Hank Williams Jr.

"This year's going to be different," Deaton explains. "Last year, we did this big epic with the military and the jets and a big party downtown. This year is a more intimate setting.

"The track is more rhythm oriented, just like a music video, as opposed to a storyline. In the past year, there's always been an inner-linking storyline. This year it's like random nonsense."

The project is not only attractive as an outlet for their creativity, but also as a means to expose their work to millions every week. "Forty million people see your product every night," Flanigen says. "Creatively, it's fulfilling because that many people get to see your work. From a business standpoint, when you're showing your reel, there's no one who hasn't seen *Monday Night Football*. It brings instant recognition to your work."

The duo is about to begin the promotional campaign for the TV shows *Grace Under Fire* and *Boy Meets World*, which are about to go into syndication. It launched an image campaign for CBS and produced commercials for NBC's *Sunset Beach* and the Anaheim Angels baseball team. They recently hired producer Joe Ramey, who has an extensive advertising background.

In the country arena, they just finished "Dancin', Shaggin' on the Boulevard," a video for Alabama that will be included free with the purchase of the group's CD at Wal-Mart.

"We feel like from a project standpoint, we're just beginning to scratch the surface,"

Deaton says. "Our best work is ahead of us. You have these layers and you burst through them to another level of creativity."

He says the decade's worth of experience has made their work more precise and unique. "When you first start out, you sometimes do work with the edges more ragged," Deaton adds. "Now there's more precision. The longer you've been doing it, the less you settle for what's already been done.

"We've become good story tellers, able to convey an emotion" he continues.

"The long-term goal is still to make a feature (film). The problem is we've read 100 scripts and haven't found anything we want to produce. Our level of expectation is very high, so we'll just keep on looking."

The video budget reduction has affected the production quality of videos, according to Deaton, but not their creative expression. Budgets that were once \$90,000 to \$100,000 are now \$10,000 lower. "You may not travel as much or get the crane you might have wanted," he explains. "That's not to say you can't be creative, but from a production standpoint, there are sacrifices that have to be made.

"Right now, everybody from the labels to the video directors are shifting in the sand and it hasn't quite settled yet. Most video companies are just tightening their belts and moving on.

"It's going to become better in the future. We're seeing an upswing in the number of the clips being done. Recently, the music has been better. When you have great music, it is a lot easier to come up with a great video.

"The hardest part about making videos is coming up with new ideas. We try not to repeat ourselves," he says. "We have to come up with something that fits the artist and the music. You're not just given a blank sheet of paper and the music. You've got to fit the artist's personality and be true to the artist and the music.

"Also, remember that it's a 3-1/2 minute commercial, basically, where you're promoting the artist, so you have to come up with something the audience likes. Sometimes you get caught up and want to make videos for your peers or the industry." ♦



## DISCLAIMER

by ROBERT K. OERMANIN

# GIVIN' YOU THE BUZZ

I'll be brief, since there is so much music to survey this week.

The big news is the totally amazing number of **DISCOVERY AWARD** contenders. This is, of course, the whole point of being a reviewer, to turn people on to music that gives you a buzz.

The big bonanza is in the Americana/alternative country field. That's where you'll find Darrell Scott, R.B. Morris, Bob Millard and Mary Ann Rossoni, all of whom deserve your attention, as well as a striking Tejano stylist named Shelly. Over in mainstream country, you'll find outstanding debuts by Wes Barnes, Lila McCann and Michael Peterson. There's even a pop/rock-er in the race, **Abra Moore**, courtesy of Arista Austin. She's our winner, but it could just as easily have been any of the others.

As for a **Disc of the Day**, that boiled down to McCann, again, versus country's Kathy Mattea, r&b queen Etta James and alternative country's Son Volt and Julie Miller. Despite everyone else's many merits, I've gotta go with **Etta James**. I hope she records all her records on Music Row from now on.

The Wes Barnes/Johnny Anthony releases on little **CSA Records** made it the only company in the running with consistently quality output in this stack of platters. **Label of the Day** to the underdoggy.

## COUNTRY

### **KATHY MATTEA "I'm On Your Side"**

Writer: Jim Lauderdale; Producers: Ben Wisch/Kathy Mattea; Publisher: Mighty Nice/Laudersongs/Blue Water, BMI; Mercury 162.

She's such a gem. And this has so much rollicking charm.

### **THE WILD WEASELS "There's A Hole In My Pocket"**

Writer: Gabe Medrano; Producer: Gabe Medrano; Publisher: none listed, ASCAP; Moreco CDX.

From the cheesy instrumental intro, you think maybe you're headed for trouble. Then he starts to sing and you're positive. Hands down, the worst indie single I've heard so far this year.

### **DANNY ALLEN "Buy You Some Business"**

Writer: Danny Allen; Producer: Jimmy Harris; Publisher: New Chenaniah, BMI; Rio Bravo CDX.

No, I take that back. This is the worst. He has no vocal range and absolutely no feeling for rockabilly, pseudo or otherwise.

### **TRACY BYRD "Don't Love Make A Diamond Shine"**

Writers: Craig Wiseman/Mike Dekle; Producer: Tony Brown; Publisher: Almo/Daddy Rabbit/Wayland, ASCAP; MCA CDX.

Innocent summertime romance to the accompaniment of some slippery steel gui-

tar. Pretty irresistible. Roll down the windows and sing along.

### **REBA McENTIRE "I'd Rather Ride Around With You"**

Writers: Mark D. Sanders/Tim Nichols; Producers: Reba McEntire/John Guess; Publisher: Starstruck/Mark D/EMI-Blackwood/Ty-Land, ASCAP/BMI; MCA CDX.

More zesty summer breezes. Also irresistible.

### **LAZY T "I Don't Wanna Know"**

Writers: Steve Benjamin/Michael Dean/Lazy T; Producer: Lazy T; Publisher: Lazy T, BMI; Lazy T CDX.

She has personality and some ability as a stylist. But the production and arrangement are like Super Glue on the bottom of her boots. The word "leaden" comes to mind.

### **M.C. POTTS "I'm So Sorry"**

Writers: Noah Gordon/Jason Blume; Producer: Brad Allen; Publisher: C&P Nashville/Zomba, BMI; Critique CDX.

She sings great. The song is strictly routine.

### **LILA McCANN "Down Came A Blackbird"**

Writers: Mark Spiro/Micheal Smotherman; Producer: Mark Spiro; Publisher: M.Spiro/Hidden Words/Nakomis, BMI/ASCAP; Asylum 9815.

Dark swirling drama in the mix. Bright piercing sunshine in the vocal. This lady grabs ahold of this haunting little thing and shakes it to its bones. Gripping and ferociously wonderful.

### **DERYL DODD "Movin' Out To The Country"**

Writer: Deryl Dodd; Producer: Chip Young/Blake Chancey; Publisher: BMG, ASCAP; Columbia 78463.

More of that rock-'em-sock-'em country. Thank you, I've heard more than enough of this sort of thing during the past few years. Bring on the next trend. Besides, this man has so much better quality stuff to offer than this.

### **TIM McGRAW "It's Your Love"**

Writer: Stephony Smith; Producers: James Stroud/Byron Gallimore/Tim McGraw; Publisher: EMI-Blackwood, BMI; Curb 8089.

Hearts-and-flowers, love letters-and-lace romance. It's sweet. But it is not really a duet. I'd have been happier if Faith had been used more prominently than merely as a backup harmony singer.

### **DAVID KERSH "Day In Day Out"**

Writers: Marv Green/Thom McHugh; Producer: Pat McMakin; Publisher: Warner Tamerlane/Golden Wheat/Kicking Bird/Thomhawk, BMI; Curb 1357.

Boring, paint-by-numbers, Music Row contemporary country. Same boring session

players; same generic singer; same hack songwriting. It'll probably be huge.

### **TERESA "Baby That's What Love Does"**

Writers: Teresa/Ronnie Samoset; Producer: Doug Johnson; Publisher: Warner Tamerlane/WB/Samosonian, BMI/ASCAP; Epic 78561.

Bright and crisp and shiny and new.

### **T.J. DENNIS "Gone"**

Writer: S. Rogers; Producer: Kevin Bloody Wilson; Publisher: none listed, BMI; Both Barrels 41095 (track) (619-448-0155).

A stunning vocal showcase. Australian belter takes Ferlin Husky's power ballad, strips off the strings and production, raises the key verse by verse and stands there "naked in the rain." The hair on the back of my head bristled and goosebumps popped up on my arms.

### **BIG HOUSE "You Ain't Lonely Yet"**

Writers: Monty Byrom/David Neubauser; Producer: Peter Bunetta; Publisher: MCA/Shinin' Stone Cold/Bik Haus, ASCAP; MCA 72005.

I have yet to meet the person who didn't like this totally groovy band on first listen. So how come they ain't big stars already? Listen up yer playlist and brighten up some listener's life.

### **MICHAEL PETERSON "Drink, Swear, Steal & Lie"**

Writers: Michael Peterson/Paula Carpenter; Producers: Robert Ellis Orrall/Josh Leo; Publisher: Warner Tamerlane/BMG/Above the Rim, BMI/ASCAP; Reprise 8680.

Clang! Clang! Clang! Major personality alarm! This ol' boy almost jumps right through the speakers at ya.

## AMERICANA

### **JULIE MILLER "Dancing Girl"**

Writer: Julie Miller; Producers: Buddy & Julie Miller; Publisher: Tinkle Tunes/Martha Road, ASCAP; Hightone 8079 (track).

The Celtic drone is hypnotic. Her folk-pop soprano is a delight. Husband Buddy Miller draws cool hillbilly harmony. By the time you get to the electric guitar rave up, you've fallen head over heels. Album features many other delights, including appearances by Steve Earle and Emmylou Harris. Get into it.

### **HIGHWATER "I Fell Hard"**

Writers: Stubbs/Abel; Producers: John Stephenson/Alan Johnson/Highwater; Publisher: Orchard Pig, BMI; Del Rio 22501 (track) (615-383-6723).

I dug his half-strangled, barroom delivery and the tasty little steel guitar licks. If Americana means too country for country radio, this is right in the pocket.

### **JO-EL SONNIER "Juste Une Affaire"**

Writers: Jo-El Sonnier/Bucky Lindsey; Producer: Jo-El Sonnier; Publisher: Wall to Wall, ASCAP/BMI; Rounder 6069 (track).

It's in French. Deal with it. This is real music from one of America's richest traditions. Besides, the squeezebox means two-

step in any language. CD is called *Cajun Pride* and it's all real cool.

**SHELLY** "Blame It On Love"

Writers: Vince Gill/Delbert McClinton; Producer: Shelly Lares; Publisher: none listed; Sony Discos 469830 (track).

Here's another ethnicity heard from. This hot chili pepper was a Tejano buddy of the late Selena. Some of the CD is in Spanish, but this particular sultry rocker is Anglo all the way. Nashville recorded track features Vince Gill on background harmony. Even if he weren't there, her throaty power would be enough to sell this smokin' groove.

**DEANA JO** "Workin' Man's Hands"

Writers: Pierce/Pierce/Marshall; Producer: Johnny Pierce; Publisher: Pierce/Mulberry, ASCAP; Rain 681115 (track) (615-395-7165).

I love working-man songs. However, I am not accustomed to hearing them sung by women who sound like drawing-room debutantes.

**TISH HINOJOSA & KRIS KRISTOFFERSON** "By The Rio Grande"

Writer: Tish Hinojosa; Producer: Booker T. Jones; Publisher: WB/Maverick/Manazo, ASCAP; Watermelon 1062 (track).

OK: They goosed it with some echo chamber. Even so, these two work as a duo better than you might expect.

**SON VOLT** "Back Into Your World"

Writer: Jay Farrar; Producer: Brian Paulson & Son Volt; Publisher: Warner Tamerlane/Grain Elevator; BMI; Warner Bros. 46518 (track).

These boys have set the standard for all the alternative-country "No Depression" major leaguers. Listening to this, I think they just raised the bar a notch. Rootsy and real.

**DARRELL SCOTT** "Great Day To Be Alive"

Writer: Darrell Scott; Producer: Darrell Scott; Publisher: EMI-April/House of Bram, ASCAP; Sugar Hill 3864 (track).

I first heard this guy live in Music City one night and I have never forgotten the experience. It oughta be against the law for any one man to have this much vocal, instrumental, production and songwriting ability. Every single track on this *Aloha From Nashville* CD deserves airplay.

**BOB MILLARD** "Happy Go Lucky So And So"

Writer: Bob Millard; Producer: Stuart Ziff; Publisher: Mike Curb, BMI; Curb Music (track) (615-298-3724).

Ultra cute lyrics. Solid country-rock band with vocals that echo John Prine. The rest of the five-song sampler is equally ear catching. Something different, with lotsa integrity.

**R.B. MORRIS** "Ridin' With O'Hanlon"

Writer: R.B. Morris; Producer: R.S. Field; Publisher: none listed; Oh Boy 16 (track) (615-742-1250).

Put Millard and Morris on a bill together and you've got two of yer stronger new rootsy song poets—both have drawling, individual deliveries, imaginative musical settings and striking, iconoclastic lyric talents. Knoxville Morris has more of a folk-rock edge and is much the darker, as this

swaggering, whiskey-swilling rampage indicates. On this track the backing is Irish; elsewhere on his extraordinary debut CD you'll find electric rock, spoken word and much more.

**R&B**

**E.G. KIGHT** "Somewhere In Atlanta"

Writers: E.G. Kight/Dianna Ryan/Richard Fleming/Sunny Stephens; Producers: E.G. Kight/Skip Slaughter; Publisher: Georgia Songbird/Kight Flying/Air Deluxe/Nitelife Charlie, ASCAP/BMI; Blue South 297 (track) (615-361-9189).

Horns, rhythm and sass. She could use a little more grit, but there's still plenty that's listenable here. CD is titled *Come Into the Blues*; it's pretty straightforward urban/electric in tone and attitude.

**ETTA JAMES** "If I Had Any Pride Left At All"

Writers: Troy Seals/Eddie Setser/John Greenbaum; Producer: Barry Beckett; Publisher: WB/East 64th/Warner Tamerlane/Yasa/Major Bob, ASCAP/BMI; Private Music 100582140 (track).

John Berry's rendition of this just became irrelevant. Miss Etta makes you lis-

continued on page 54

Owners—Larry Sheridan, Robin Ruddy  
Creative Director—Michael Hight

**Best Built Songs**

920-A 19th Ave. S. • Nashville, TN 37212  
(615) 329-1837 • Fax (615) 327-3359



**ROW FILE**

**JOHN HART**

President, John Hart Media  
1314 16th Ave. S., Nashville, TN 37212  
615-292-0616 • FAX: 615-262-0828

"I'm very bullish on radio," John Hart affirms. "The nay sayers aren't even in the ball park." Having been in the radio business since he was nine, Hart knows of which he speaks.

"My first job of any substance was with Colonial Broadcasting," he says. That was in 1983, when he put WUSY-FM on the air in Chattanooga for the group. He served as assistant program director, music director and afternoon DJ for a year before taking over as program director. In 1988 Hart was named Corporate Program Director for Colonial and was responsible for programming four of the group's properties.

During that time, Hart developed, designed and implemented various research programs for his stations. These included weekly callout, auditorium testing, focus groups and perceptual studies. He also began consulting with several country music radio stations as well as Radio Management Services, a company that works with financial institutions who hold lien positions on broadcast properties.

In 1991, Hart joined WXTU-FM in Philadelphia as program director and, over the next four years, pushed the station's ratings into the top five. Two years ago, he decided to "see how I could integrate into Nashville." Finding the radio consultant field to be overly crowded, Hart decided to focus his new firm on assisting labels. John Hart Media now works with

"mostly major labels, providing alternative marketing and research services.

"What we do," he says, "is help labels use all the things that are available to them to reach radio. Obviously airplay is what you want, it's a three minute commercial for your product. But there are many other ways to approach radio besides beating them over the head about airplay."

Part of Hart's philosophy, employed through mediums including *The Monday Memo*, *The Midweek Report* and *Power Facts On-Line*, is to get labels to think in terms of what radio needs. "They're always looking for ways to increase 'Time Spent Listening.'" He feels that helping radio fight their battles will allow the labels to achieve their goals.

Conversely, the radio veteran found his move to Nashville to be a revelatory experience. "Everything surprised me," he admits. "On the other side of the fence, one of the things we don't understand is the size of the business. At radio, you're constantly bombarded by the promotions people and you don't see all the other levels that are at work."

Bringing a better understanding of radio to the record labels is especially important with country music at a crossroads. "We have nine regular clients we work with marketing to radio. Research is going to play a larger role, not necessarily telling people what to do, but helping them make better decisions. Research is just a tool.

As for the predicted demise of country music, Hart doesn't buy it. "There are a lot of journalists predicting the downfall of country music. They've been doing it for a long time and it's not all roses, but the big labels will still be releasing albums ten years from now and profit from doing it. Radio will still be a major chunk of that."

There are challenges out there for radio, and Hart feels one of the keys is trying to lure back the "P3, P4" level listeners. He also sees CMT and technological advances eating away at radio, but not substantially. "There's more local competition—CMT, cable radio—those kinds of things," he admits. "But mainstream country listeners still listen in the car, so until they can put TVs in cars—which I don't think they can do—and provide local traffic, weather and news, I don't see a real threat to radio's core business."

—Chuck Aly



Bobby Karl....

# WORKS THE ROOM

CHAPTER 82

For me, it all started in record shops.

From the age of 10 or so I was clerking in my grandma's music store in Dubois, PA. Lowe's House of Music did it all—records, instruments, sheet music, needles, tuning forks, guitar strings. In the back were stacks of 78s from an earlier era. She had a big RCA Nipper dog made out of plaster. Upstairs above the old tin ceiling were Victrolas and old radio cabinets. Back in the garage, dozens of vintage jukeboxes and pinball machines gathered dust. You could still play some of them.

Man, I loved that place. I loved the old wooden floor, the glass display cases and the long counter with the big brass cash register; I loved the cardboard stand-ups of the music stars and the yellowed posters on the walls. Every week, we'd read *Billboard* together and I'd advise Grammy to pick up in Pittsburgh copies of 45s by The Bee Gees or Buck Owens or whoever was hot that week. She turned me on to Hank Williams, Tony Bennett and Frank Yankovic. I turned her on to The Beach Boys, The Everly

Brothers and Motown.

I helped out there through the 1960s. In the 1970s I clerked at Discount Records in St. Louis. The store kept at least one of every album that was in print; and we prided ourselves that one of us could answer any question about any kind of music that a customer was seeking.

There is just something about a good record store. If I'm having a bad day, just walking into one and browsing through the bins can lift my spirits. I love people who love records; I love the folks who work in record shops. When I moved to Nashville 20 years ago, the town's disc emporiums were my first havens of hospitality.

So it was with a happy heart that I headed to The Arena to celebrate the 50th anniversary of the Ernest Tubbs Record Shop (5/4). The first banquet guest I ran into was **Owen Bradley**. It doesn't get any better than that. **Hillous Butrum, Tandy Rice, Billy Deaton, Jack Greene, Hope Powell, Dave Kirby**, Tubbs biographer/store historian **Ronnie Pugh, The Johnson Sisters,**



Curb Records Chairman Mike Curb (L) and producer Wilbur Rimes (R) display the trophies they received when LeAnn Rimes' "Blue" was named Single of the Year at the 32nd annual Academy of Country Music Awards. Photo: Ron Wolfson

**Austin Church, Nora Lee & Duane Allen, Jim Ed Brown, Ray Pillow, Larry Stephenson, Jo Walker-Meador, Charlie Dick, Stu Phillips, Trish Hennessey, Karen Wheeler** and several members of Tubbs's family (including longtime store employee, daughter **Violet Elaine**) mingled at the 200-person gala.

We dined on some breaded chicken thing, but no one was there for the grub. It was a time of sweet reminiscences about the shop, about E.T., about country music.

## TIME TO GET BACK TO SWINGTOWN

*"He saw the best minds of his generation destroyed by madness, starving hysterical naked, dragging themselves through the L.A. streets at dawn looking for an angry fix, angelheaded hipsters burning for the ancient heavenly connection to the starry dynamo in the machinery of night." (Modified Allen Ginsberg poem)*

Multi-Platinum award winning Texas songwriter

### Chris McCarty

has returned relatively unscathed to Nashville from the west coast with some new country songs.

*Call for a listen and please...pass the cornbread.*

Some of Chris' hit songs have appeared on the Steve Miller Band albums *Fly Like An Eagle*, *Book Of Dreams*, *Italian X-Rays*, *Steve Miller Band Greatest Hits*, and *Wide River*, as well as on country albums *The Time Has Come* by Martina McBride and *The New Frontier* by Highway 101.



Swingtown Music/Chris Keaton Productions Ltd.

121 17th Ave. S. • Nashville, TN 37203  
615-329-2348 • 310-281-8485 • FAX 615-255-5559



**Eddie Stubbs** co-hosted the program with **Keith Bilbrey**, the last announcer to work with E.T., and with **Carol Lee Cooper**, the current host of the store's famed "Midnite Jamboree" radio show. **Ray Pennington**, **Johnny Counterfeit**, **Bob Battle**, **Sam Marshall** of the Jimmie Rodgers Foundation, **Leona Williams**, **Jan Howard**, **Chuck Chellman** and others got up to do sentimental testimonials.

**Stonewall Jackson** was a particular delight. "I could speak about Ernest all night," he said. "And some nights on the bus, I do." Tubb bought him his first stage clothes and took him under his wing until Stonewall's own hits started happening. **George Hamilton IV** was especially eloquent, relating an anecdote about getting on "The Midnite Jamboree" without an audition, recalling encountering a fan in Moscow who'd ordered a country LP from the shop's famed mail-order service and making a plea for donations for a Tubb memorial statue. **Jay Orr** spoke about the great service the store provides to country lovers. **Ernest Tubb Jr.** recalled that the *Music City News* Awards originated at the shop. Carol Lee called 417 Broadway, "a national landmark."

And so it is. At least to those of us who love record stores.

There are now six Ernest Tubb Record Shops. It is the world's largest mail order source of country music. Owner **David McCormick** had 26 employees on stage at one point, including **Fred Buchanan**, who is celebrating his 40th year with the retailer.

"The Midnite Jamboree" returned to Lower Broadway for the golden anniversary (5/3). An outdoor stage was erected for the 2,610th consecutive WSM broadcast of the show. It is second only to the Opry in radio longevity. Frankly, it was a tad chilly by the time 12 o'clock rolled around. But that didn't stop **Bill Anderson** from doing his usual splendid job. Good-guy **Travis Tritt** made a surprise appearance and everybody had a ball.

Now that spring is here, downtown is rocking just about every night. **Kari Estrin**, **Rick de Yampert**, **Hugh Bennett** and 11,000 others attended the kick-off of this year's "Dancin' in the District" concert series (5/1). Despite lousy sound, **The Evinrudes** were great. During the **Jason & The Scorchers** set, **Jason Ringenberg** announced he's getting married again and becoming a father.

Springtime. So many reasons so say "It's great to be alive and be in Tennessee." One of the them is **Tim Mensy**, who showcased at Caffe Milano (4/21). Another is **Malcolm Holcombe**, at The Bluebird (5/3). The same venue also hosted **Harley Allen** (5/7), whose Mercury CD is a thing of wonder.

**Skip Ewing** celebrated the release of

*Until I Found You* at BMI (5/8). **The Gordons** showcased *End of a Long Hard Day* at The Station Inn (4/24).

**Lorrie Morgan** starred at the Summer Lights Festival preview party at MPL Event (4/29). **Alabama** swung by the Target on Lebanon Road to promote its new CD (5/7). **Joe Diffie** celebrated *Twice Upon a Time* at Caffe Milano (5/6). **The Ranch** did their CD-release thing at Tower Records (4/22).

Among the 70 bazillion events clustered around Gospel Music Week were a **Bill Gaither** bash at ASCAP (4/23), **E.T.W.** announcing its anti-violence campaign at The Stouffer Renaissance (4/21). Myrrh Records' 25th anniversary party at same (4/22). **Point of Grace** going Gold at TPAC (4/23), the EMI fiesta at San Antonio Taco (4/23) and **Petra's** silver anniversary at the Convention Center (4/20)—not to mention the **Doves** (4/24), the first TV awards spectacular at the new Arena.

Speaking of awards, this was the third annual Golden Pick presentation for *Country Weekly* magazine (5/5). Staged at the Opry House, the gig featured **Bryan White** surrounded by a host of country newcomers. I am told that 100,000 readers vote for these honors. **Loretta Lynn** was named the Living Legend—no news flash there. On a sadder note, the event marked the swansong of the mag's ebullient **Clif Dunn**, who is being promoted to the

Florida headquarters and leaving Music City.

Clif's always good to huddle with in a party schmooze. I encountered him at the Magnatone Records "do" on Music Row (4/30), as well as **Schatzi Hageman**, **Wayne Halper**, **David Corlew**, **Wynn Jackson**, **Dave Lehman**, Aristo's newly promoted **Angie Watson**, **Lynn Shults**, **Dub Cornett**, **Bobby Young**, **Brian Williams**, **Tom Long**, **Sam Cerami**, **BKWTR** handmaiden **Marjie McGraw**, **Gerry Wood**, **Chet Flipppo**, **Tom Grant**, **Rick Rockhill**, **Tari Laes**, **Alan Mayor**, **Jeff Walker**, **J. Aaron Brown** and **Debe Fennell**.

At the fabulon schmooze, New York lenswoman **Raeanne Rubenstein** was all a-twitter about buying a Nashville home. Wrestler **Chad Brock** has finally begun his Warner album. **David Zimmerman** was excited about Mary Cutrufello, a black honky-tonker in Houston. **Mary Matthews** was fresh from her video shoot at the Bill Monroe tribute concert; she shot 100 testimonials there. Meanwhile the Magnatonians entertained, first the publisher's writers and then the artists, notably **Carol Mack Parker** and **Great Plains**.

The weather was glorious; the sounds were fine and the fellowship was delicious. We really must get together again soon. ❖

TO BE ABLE TO GO TO WORK  
 & HAVE AS MUCH ☺ FUN  
 AS I DO SHOULD BE A SIN. 😁  
 YOU, THE MUSICIANS, CREATE  
 THAT JOY & FUN!  
 ☺  
 THANK YOU,  
 JOHN GUESS  
 GUESSWORKS PRODUCTIONS

*1974*  
*(The Bear)*

*1991*  
*(The Bull)*

*1997*  
*(The Beef)*

YOUR DESIRES HAVE COME OF AGE



THE STEAKHOUSE

USDA PRIME AGED BEEF • FINE WINES  
PRIVATE DINING AVAILABLE IN OUR BOARDROOM

641 CHURCH STREET • NASHVILLE • (615) 259-4558



# HILLBILLY HEAVEN TOURS 328 PERFORMANCE HALL

Up in hillbilly heaven, Faron Young surely was smiling.

Nashville doesn't often get treated to such a lineup of unadulterated "country" performers as when **Johnny Paycheck**, **Wayne "The Train" Hancock** and headliners **BR5-49** took over the stage at 328 Performance Hall (4/19). The audience, made up of older dyed-in-the-wool long-time Paycheck fans and younger fans of retro honky-tonkers BR5-49 and Hancock, enjoyed a night of honky tonk nirvana.

Although he is a legend in more ways than one, Paycheck wisely opted to let the roots country revivalists and hometown favorites BR5-49 close this one down. So after a smoldering set by Hancock, the crowd, which by now filled 328 to capacity, was set for Paycheck's entrance. But first, his hot five-piece **Working Man Band** delivered a trio of Texas dance hall favorites. "This is the best country band Nashville's seen in five years," offered fellow scribe Rusty Russell.

The cigarette smoke parted as Paycheck, looking more haggard than Merle, sauntered onstage to thunderous applause and the clinking of beer bottles. Launching into "I'm the Only Hell (Mama Ever Raised)," the crowd roared its redneck approval. Paycheck, whose voice, which easily stretched from whisper to scream in nanoseconds and seems stronger and more intense than ever, clicked through a brace of jukebox standards such as "A-11," "11 Months and 29 Days" and a hypnotic-sounding "Someone To Give My Love To."

Paycheck, between sips of natural spring water (not "Colorado Kool-Aid"), thanked Tracy Byrd for making new hits of his older material like "Someone To Give My Love To" and Byrd's current chart-topper "She's All I Got." He also showcased some new material from a forthcoming album, including the tasty shuffle "I Wish My Mind Would Stay Out Of This." And while he didn't perform all of the crowd's requests (including my barroom fave "I Drop More Than I Drink"), Johnny closed with a swinging version of the anthem of

the late '70s, "Take This Job And Shove It."

Fresh from a tour of Ireland, Grammy-nominated BR5-49 was, while not exactly back home at Robert's Western World, the Lower Broadway bar that served as their launch pad, at least back in Nash Vegas. And though radio still hasn't embraced the band's retro-hillbilly sound, they have remained true to the spirit of the Father, Son and Holy Ghost (Hank, Jimmie, Lefty).

Little has changed in the band's natural fervor; if anything, they're more focused, tighter, honed by a year on the road from having played everywhere from outdoor arenas to Texas dance halls. Truly honored to be sharing the stage with the legendary Paycheck, they rocked the joint with the appropriately titled "Do Something Even If It's Wrong," their latest shot at the charts. From there it's like they never left Lower Broad as frontman **Chuck Mead** knocked out "Long Gone Blues" and **Gary Bennett** drilled 'em with a double shot: "Can't Get No Grindin'" and the James O'Gwynn nugget "My Name Is Mud." It was Mead again on letter-perfect renditions of "Long Black Veil" and Carl Smith's "Loose Talk." And what BR5-49 set would be complete without the rockabilly-tinged "I Ain't Never" and "Bettie Bettie."

Though it seems that the road is the only place that acts like BR5-49 are going to convert new fans, while the all-hat-and-no-cattle acts rule country radio, they've got a unique quality that, despite its being bottled on Music Row, cannot be manufactured.

Looking like the older, chubbier, sweatier brother of BR5-49, Hancock and his three-piece backing band from San Marcos, TX kick-started his set, getting things heated up with "Juke Joint Jumpin'," a soundalike tip of the hat to Hank Williams (Sr., that is). Hancock, whose original songs are equally derived from the styles of Williams, Jimmie Rodgers and Sun rockabilly cat Charlie Feathers, is a graduate of the nasal-and-twang school of singers. And while much of it seems imitative, Hancock's uninhibited singing, genuine good ol' boy persona, and his band (especially steel guitar/Telecaster ace **Chris Miller**) is the real deal. His mournful, yodel-spiked version of Hank's "Lovesick Blues" halfway through his set and the rocking Rodgers number, "California Blues," which closed the set, really got the honky tonk crowd's attention. A new original number titled "Missing You" was an indication of exciting things to come from "The Train."

—Ron Young



ANDY GRIFFITH  
DC TALK  
FAITH HILL  
KATHY MATTEA  
THE NEWSBOYS  
JAMIE WALTERS  
DIAMOND RIO  
GEORGE JONES  
4 HIM  
BRYAN WHITE  
FIRST CALL  
CARMAN  
LITTLE TEXAS  
PAM TILLIS  
HAL KETCHUM  
PHIL DRISCOLL  
GAITHER VOCAL BAND  
PHIL KEAGGY  
LEE GREENWOOD  
THE MARTINS  
ALAN ROOT  
LEE ROY PARNELL  
BRIAN BARRETT  
TANYA TUCKER  
DONNIE MCCLURKIN  
SHELBY LYNNE  
COLLIN RAYE  
MARTINA MCBRIDE

Now...  
IT'S YOUR TURN

DIGITAL THERAPY  
BY 3D AUDIO

1910 21ST AVENUE SOUTH  
NASHVILLE, TN 37212  
GO3DAUDIO@AOL.COM

6 1 5 - 2 6 9 - 5 5 3 3



# YOUR CONNECTION TO THE MUSIC INDUSTRY!

It's Who You Know...  
 And  
**Music Connection**  
 Magazine has more  
 names, contacts and  
 phone numbers than  
 any other music  
 industry magazine on  
 the planet!

Serving the  
 music industry  
 for over 20 years!



Big House's first magazine cover



4731 Laurel Cyn. Blvd., N. Hollywood, CA 91607  
 (Please Print)

NAME: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 PHONE: \_\_\_\_\_

- SIX MONTHS – \$22 *SAVE \$16<sup>35</sup>*  
 (13 ISSUES)
- ONE YEAR – \$40 *SAVE \$33<sup>75</sup>*  
 (25 ISSUES)
- TWO YEARS – \$65 *SAVE \$82<sup>50</sup>*  
 (50 ISSUES)

OUTSIDE THE U.S. ADD \$25 (U.S. CURRENCY) PER YEAR • MAKE CHECK OR MONEY ORDER PAYABLE TO:  
**MUSIC CONNECTION MAGAZINE** • TO SUBSCRIBE BY PHONE (VISA, MC, AMEX), CALL 818-755-0101  
 PLEASE ALLOW 4 TO 6 WEEKS FOR DELIVERY OF FIRST ISSUE  
 E-Mail Internet Address: [muscon@earthlink.net](mailto:muscon@earthlink.net)  
 World Wide Web Address: <http://www.musicconnection.com>

MUSIC  
 ROW

Visit **MC**  
 Online at  
**WWW.MUSIC  
 CONNECTION.COM**



# THE DIRECTORY

GOODS & SERVICES FOR THE MUSIC INDUSTRY

## ARTIST DEVELOPMENT

Artist Development Network  
POB 271087, Nash., 37227...883-0960  
Cedarhouse Prod/Studio.....395-7165  
POB 125 Arrington, TN 37014  
J. Gary Smith.....327-3178  
1216 17th Ave S Nash., 37212  
Music City Co-op  
107 Music City Cir #323.....885-1333

## ATTORNEY

F. Thomas Giambattista  
1008 17th Ave S.....329-8910

## BACKGROUND VOCALS

Lea Jane Singers.....664-1720  
Glenn Scott.....890-6270

## BOOKING/MNGMT.

Bobby Roberts Co., Inc  
Hendersonville..... 859-8899  
The Box Office  
1010 16th Ave S.....256-5400  
Bradley Music Management  
1100-D 18th Avenue S.....320-3220  
Buddy Lee Attractions, Inc  
38 Music Sq E #300.....244-4336  
Al Bunetta Management  
33 Music Sq W #102A .....742-1250  
Liz Gregory Talent  
1018 17th Ave S #12.....329-4878  
McLachlan-Scruggs Int.  
2821 Bransford Ave.....292-0099  
Rainey Steele/Seymour Heller  
POB 270247 Nash 37227 ..259-7588  
Rick Levy Management  
Orlando, FL .....407-521-6135  
S&S Productions.....230-7865  
Concert Promotions  
Talent Grp. Intercontinental.....254-6999  
118 16th Ave South Ste. 209  
Tim Rand Management  
Nashville, TN .....327-2551  
Top Billing Inc  
1222 16th Ave S #24..... 327-1133

## CARTAGE

Backstreet Cartage & Storage  
Big John Miller.....297-2329



The Largest & Best Cartage Company In Nashville For 8 Years, Insured

386-3700 • Fax 386-3077

Soundcheck  
750 Cowan St.....726-1165  
STUDIO INSTRUMENT RENTALS (S.I.R.) 310 5th Ave S .....255-4500

## CD MANUFACTURING

Disc Mastering  
30 Music Sq W .....254-8825

## U.S. Optical Disc Inc.

54 Music Square East, Suite 101,  
Nashville, TN 37203  
Phone (615) 255-0063  
FAX (615) 255-1770

Committed to delivering quality on time



**CARTAGE**

**UNDERGROUND SOUND**

VOICE 615/242-2442  
FAX 615/254-6491  
WWW.UNDERGROUNDSOUND.COM

## CLEANING SERVICES

**Morton's Cleaning Service**  
615-826-9010

303 Indian Lake Road • Hendersonville, TN 37075  
Specializing in Recording Studio Cleaning  
Commercial & General Office Cleaning  
New Construction Clean-Up  
Window Cleaning

## DEMO SERVICE

Artist Development Network  
POB 271087, Nash , 37227...883-0960  
Midi-Demo Recording  
POB 270333, 37033.....331-8521  
Midi Magic Studio  
Gerry Peters.....646-7440  
Nashville Pro Demos  
POB 148642, 37214.....902-9459  
Song Cellar  
2703 Greystone Ave.....383-7222  
Songwriters Studio  
POB 210902, 37221.....952-2138  
Super 88  
POB 91111.....292-9223  
Windy Hill Productions.....404-832-7913  
114 Habersham Pl, Carrollton, GA

## EMPLOYMENT AGENCIES

Human Resources  
3319 West End Ave #100...385-3100

## ENGINEERS

Richard Adler ..... 646-4900  
Frank Green.....834-5419

## EQUIPMENT CASES

Nashville Cartage & Sound ... 386-3700

## EQUIPMENT REPAIR

Classic Ax  
1024 16th Ave S #203.....254-8058  
Glaser Inst./Bldg & Repair .....794-5388

## FAN CLUBS

Lee Roy Parnell Fan Club  
POB 120073 Nash., TN 37212  
BlackHawk Fan Club.....615-320-8545  
POB 121804 Nash., TN 37212-1804

## GRAPHICS

Anderson Design .....303-937-9656  
1675 W. Yale Ave. #A, Denver, CO 80110  
Copies Unlimited  
120 20th Ave S..... 327-1758  
Cover Art Graphics  
19 Music Sq W .....834-2826

## INSTRUCTION

Voice Training & Coaching  
R. Grant-Williams ..... 259-4900  
Voice Training & Performance Coaching  
Robin Earl ..... 662-5643  
Vocal & Performance Training  
Sarah Reynolds & Assoc....371-8861

## INSTRUMENT RENTAL

**CARTAGE Nashville & SOUND**

Amps, Keyboards,  
Drums, Percussion,  
Organs, Instruments,  
All Brands, Biggest  
Selection In Nashville

386-3700 • Fax 386-3077

**EQUIPMENT RENTALS**

**SIR**

(615) 255 4500

CARTAGE & REHEARSALS

Soundcheck  
750 Cowan St.....726-1165

## INSURANCE

Cooper, Love & Jackson  
Bogie Brewer ..... 292-9000

## LEAD SHEETS

Beard Music Group  
107 Music City Cir #314 ..... 889-0138

## LIMOUSINES

Music Row Limousines .....242-4866

## MAILING SERVICE

David Noel Gibson .....327-7988

## MARKETING

Sel Avison/Barbara Brown .....320-6500  
Jeff Walker & Associates .....269-7073  
www.aristomedia.com

## MASTERING

Custom Mastering  
54 Music Sq E..... 244-8132

## DIGITAL EDITING & MASTERING

CD Masters & Refs  
Vocal Comps & Tuning  
Sonic Solutions  
Located at Woodland Studios  
Contact Frank Green  
615.262.2222

Final Edit Mastering  
2825 Erica Place 37204 .....297-4349

FINAL  
stage

DIGITAL EDITING & MASTERING

10 MUSIC CIRCLE S. 2 5 6 . 2 6 7 6

## GEORGETOWN MASTERS

Sony Digital 48 trk rentals • CD  
Prep • Digital Transfers & Editing  
615-254-3233  
33 Music Sq. W. #108-B

Greystone Digital Concepts ....791-0810  
1393 Old Hillsboro Rd., Franklin, TN



MASTERFONICS

## THE PREMIER MASTERING FACILITY

- Dig & Analog processing
- Tape & Hard-Disc Editing
- Cedar Audio Restoration
- CD, DAT and cassettes & vinyl Mastering

Contact Lois Walker • 615-259-4452

## MASTERMIX

1808 Division St. 321-5970

John Mayfield Sound Engineering  
Pre-Mastering/Dig. Edit. ....383-3708  
Nashville Record Productions  
469 Chestnut St .....259-4200



The better to hear you with

The finest in digital  
and analog mastering

1024 16th Avenue South  
Nashville, TN 37212  
TEL 615.251.9653  
FAX 615.742.9653

## MUSIC PUBLISHERS

Air Deluxe Music  
23 Music Sq E #301.....726-1204  
Allegheny Music Works (814) 535-3373  
306 Cypress/Johnston, PA 15902  
BeKool Music Group Inc  
23 Music Sq E #101.....251-3128  
POB 671008 Dallas, TX 75367  
Best Built Songs  
920 A 19th Avenue S.....329-1837  
Bug Music  
1026 16th Ave S..... 726-0782  
Cavet-Vanderpool Pub .....255-8392  
Christmas & Holiday Music .213-849-5381  
3517 Warner Blvd. Burbank,CA 91505  
Country Showcase.....486-9970  
POB 1678, Springhill, TN 37174  
Don King Music Group.....256-0580  
Double Shot Music.....297-5185  
EMI.....742-8081  
Eran Publishing  
23 Music Sq E #301.....726-1204  
Famous Music ..... 329-0500

G. Reb Publishing  
23 Music Sq E #301.....726-1204  
The GoodLand Group .....269-7073  
Gracenote Music Pub... (201) 714-9533  
Lil Bill Music .....228-2833  
Malaco Music Group.....327-0440  
1012 18th Ave. S., Nashville, 37212  
McLachlan-Scruggs Int.  
2821 Bransford Ave.....292-0099  
Mill House Music Inc  
1710 Roy Acuff Pl ..... 255-0428  
New Clarion Music Group .....269-4746  
Oatman Music.....244-7800  
Pig's Eye Publishing Inc  
POB 110873, Nash., TN.....831-1449  
Pulling Strings .....885-5756  
Rosey Red Music .....242-1500  
SEALCO/SADA Rada Music  
POB 120435 .....321-3453  
Shedd House Music  
1710 Roy Acuff Pl .....255-0428  
Silver Rain Publishing  
.....615-360-1833 / 909-584-7464  
Southern Writers Grp  
2804 Azalea Pl .....383-8682  
Split Publishing, Inc  
1108 16th Ave S .....255-8777  
Tree Publishing Int.  
8 Music Sq W .....726-0890  
Western Beat Music PO Box 128105  
Nashville 37212 .....383-5466  
Write Road Music  
1030 16th Ave S .....242-1375

### MUSIC STORES

Donelson Music Center  
113 Graylynn Dr .....883-2324

### ORGANIZATIONS

AFTRA ..... 327-2944  
ASCAP ..... 742-5000  
Assoc. of Country Entertainers 248-2809  
Audio Engineering Society .....242-0022  
BMI .....401-2000  
Country Music Association .....244-2840  
Country Music Foundation .....256-1639  
Country Radio B'casters ..... 327-4487/8  
Gospel Music Association ..... 242-0303  
Int. TV Assoc. .... 242-0022  
Leadership Music .....321-2808  
Musicians Union #257 .....244-9514  
N.A.R.A.S. .... 255-8777  
Nash Assoc. Talent Directors. 385-5700  
Nash Entertainment Assoc. ....327-4308  
Nash Songwriters Assoc. Int.. 256-3354  
SESAC ..... 320-0055  
The Songwriters Guild ..... 329-1782  
Women Of Music & Ent. Net...360-1373

### PHOTOGRAPHY

Artist Development Network  
POB 271087, Nash., 37227...883-0960  
Nancy Lee Andrews Photography  
Cummins Station #124 .....259-1555  
Keith Carey Creative Photo  
4104 Hillsboro Pk #12 .....385-2526  
Crichton Photography  
940 4th Ave S .....244-4663  
Beth Gwinn, PO Box 22817... 385-0917  
Alan Mayor .....385-4706  
Arlene Richie, POB 20747 Houston, TX  
Media Sources .....713-528-4471  
Thunder Image Grp .....297-5442  
POB 25241 Nash., 37202  
Williams Photography  
623 7th Avenue South .....242-0833

### PRO AUDIO

Russ Berger Design Group Inc  
4006 Beltline #160, Dallas, TX 75244  
214-661-5222 .....Fax 214-934-3935



**EARS AUDIO**  
ENGINEERS ASSOCIATES & RECORDING SERVICES  
**615-327-0805 • FAX 320-0903**

HiFi Buys (Ed Bouillet) .....832-3121  
Sony Pro Audio .....371-1682  
StudioTex, Inc (Jim Kaiser) .....791-5989



**PRO AUDIO SALES**  
**UNDERGROUND SOUND**  
VOICE 615/242-2442  
FAX 615/254-6491  
WWW.UNDERGROUNDSOUND.COM

### PRODUCTION

McLachlan-Scruggs Int  
2821 Bransford Ave.....292-0099  
New West Productions  
Bob Bullock/Jamie Klee.....255-1411  
Rick Beresford, Producer.....269-6967

### PROMOTION

A-Team Promotions  
107 Music City Cir #323 .....885-7187  
Jerry Duncan Promotions  
17th Ave S .....321-2841  
Joe Gibson Team .....952-2416  
Great North .....218-675-6205  
Little Richie Johnson Inc..505-864-7441  
Major Label Promotion 1-800-328-2801



**R&R Billboard & Secondary Impact Stations**  
Jay Harper • Jim Malito • Rebecca Neff  
**(615) 269-7074**  
Fax **(615) 269-0131**  
www.marcopromo.com

### Promote Your Product FREE on National Radio.

Reach 8 million people a day on radio quiz shows. Trade your product for \$325,000 in free advertising time!



Call Lauren at  
**MJI Broadcasting**  
(212) 245-5010, ext. 224.

Butch Paulson Promotions...615-366-6734

**SHINDLER-TURNER & Associates, Inc.**  
A Full Service Promotion Co  
Bruce Shindler • Susan Turner  
814 19th Ave. S. 37203  
**615 327-0944**  
Fax (615) 329-2015

Steve Powell Promotions.....770-242-0807  
270 Haydens Walk Ct, Alpharetta, GA 30202  
Tandem Promotions  
209 10th Ave S. #324 .....313-7746

Bill Wence Promotions  
PO Box 110829 37222 .....776-2060  
Ken Woods Promotion  
1601 Jackson's Valley Pl....885-4313

### PROMOTIONAL ITEMS

Leslie Simone  
Adobe Graphics .....1-800-726-9683

### PUBLICITY



**MEDIA MARKETING • TOUR PRESS CORPORATE CAMPAIGNS VIDEO PROMOTIONS**  
**615-269-7071 • FAX 615-269-0131**  
www.aristomedia.com

Byworth-Wootton International  
34 York Rd, New Barnet, Herts  
EN51LJ, England...(01144)181-440-8884  
Kathy Gangwisch & Assoc .....(816) 931-8000  
Network Ink, Inc  
1101 18th Ave S .....320-5727  
Trademark PR .....331-7800  
P.O. Box 292803, Nashville, TN 37229  
Whiting Publicity & Promotions  
e-mail: chucwhit@usit.net...327-9857

### RADIO PRODUCTION

Audio Productions  
1102 17th Ave S #200 .....321-3612  
Filipiak Music .....255-1602

### RECORD LABELS

American Harvest Recording Society  
PO Box 68 Las Vegas, NM 87701  
.....505-425-5188  
Arista .....780-9100  
Atlantic .....327-9394  
Asylum .....292-7990  
Bellamy Bros. ....329-3277  
BNA .....780-4400  
Branson Entertainment .....329-3277  
Caprice Int .....717-627-4800  
Capricorn .....320-8470  
Church Street Records .....322-9500  
Comstock .....602-951-3115  
Cross Three  
1706 Grand Ave .....329-4329  
Curb/Nashville .....321-5080  
Ditto .....501-783-7073  
Giant .....256-3110  
Intersound International .....329-3277  
Liberty .....269-2000  
MBS Records POB 360, 72058  
Greenbriar, AR .....501-679-4641  
MCA .....244-8944  
Mercury/Nashville .....320-0110  
Oh Boy Records .....742-1250  
River North Records .....327-0770  
RCA .....664-1200  
Showcase America Records  
9 Music Square So. ....486-9967  
Six-One-Five .....776-2060  
SONY Columbia/Epic .....742-4321  
Silver Wing Records .....259-7588  
TJ Records .....355-9583  
Wamer Bros. ....748-8000

### RECORDING STUDIOS 4, 8 & 12 TRACK

Champ Sound  
1705 Church St ..... 327-2979

**Music Row...**  
Not just for earthlings anymore.  
www.musicrow.com



### RECORDING STUDIOS 16, 24 & MORE

Aural Canvas  
Murfreesboro, TN ..... 890-1521  
AlliSongs Studio  
1603 Horton Ave ..... 292-9899  
Beard Music Group  
107 Music City Cir #314 ... 889-0138  
The Bunker .....377-9574  
5204 Williamsburg, Brentwood  
The Castle .....791-0810  
1393 Old Hillsboro Rd., Franklin, TN  
Champ Sound  
1705 Church St ..... 327-2979

### CREATIVE RECORDING

24 track analog • 32 track digital

Sphere Eclipse C w/  
Flying Fader Automation

Additional Pro Tools room w/3D2

**615-385-0670**

Creative Workshop  
2804 Azalea Pl ..... 383-8682  
Crisp Sound/Terry Crisp .....754-7900  
Cypress Studio .....834-2826  
Dark Horse Recording  
2465 Old Charlotte Pk .....791-5030  
Digital Audio Post .....321-0511  
Emerald Sound Studio  
1033 16th Ave S .....321-0511



Artist Development • Vocal Coaching  
Press Kits • Demo Production • Imaging  
**2807 Azalea Place • 269-7656**

Island Bound Studio  
1204 17th Ave S .....320-5413



surround sound ✓ remix ✓  
digital audio ✓ cdr ✓  
transfers ✓  
**615-264-1819**  
www.jamsync.com  
info@jamsync.com

Javelina, 808 19th Ave S .....320-5985  
JTM Recording  
1008 17th Ave S .....329-8900

**2" 24-TRACK**  
\$28 an hour!  
**1-800-5000-MIX**  
Vic Kochanek  
Hendersonville, TN

Magic Tracks  
2712 Larmon Dr .....292-5950



**MASTERFONICS**  
• 2 Rooms-32 Track Digital w/SSL  
• 24 Track Analog available  
• AT&T DISQ Digital Mixer Core  
Contact Susan Sinko • 615-259-4452

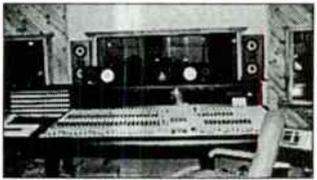
Masterlink Studio  
114 17th Ave S ..... 244-5656  
Midtown Tone & Volume  
49 Music Sq W #104 .....329-0555  
Music Mill  
1710 Roy Acuff Pl .....254-5925

Music Row Audio .....244-3700  
 The Nest .....780-3555  
 Omnisound Recording Studio  
 1806 Division .....321-5526  
 OZ Audio & Post  
 Dave Arrowood.....794-3900  
 The Proffitt Center.....264-1819  
 Quad Studios  
 1802 Grand Ave .....321-4067  
 Rowen Music Studio  
 1019 17th Ave S.....321-2121  
 Recording Arts .....321-5479  
 Sanctuary Sound  
 1216 16th Ave S.....329-2294  
 Scruggs Sound Studio  
 2828 Azalea Pl .....383-7994  
 Seventeen Grand  
 1001 17th Ave. S.....327-9040  
 Bobbe Seymour Recording  
 802 18th Ave S.....259-4488  
 Bobbe Seymour Studio II  
 11Music Sq E #101 .....259-4488  
 Sixteenth Avenue Sound Studio A  
 1217 16th Ave S.....327-8787  
 Sixteenth Avenue Sound Studio B  
 1217 16th Ave S.....327-8787  
 Sound Barrier  
 4605 Gallatin .....228-2570

**CARTAGE Nashville & SOUND**  
 Many Sizes  
 Many Prices  
 Best Value  
 New EAW And  
 Crown Equipment  
**386-3700 • Fax 386-3077**

**RENTAL SOUND**  
 Event  
 Management,  
 Sound, Lights  
 and Staging  
  
 P.O. Box 121026, Nashville, TN 37212  
 Phone: 615-333-2850 Fax: 615-333-8634

**We've Got It All... Just Call Dreamhire**  
 The Largest Full Service  
 Professional Audio Rental  
 Company In The  
 Southeastern United States  
**(615) 321-5544**



**Sphere C 36 Input Console**  
**Tamcam DA-88 32-Track Digital**  
**Studer 24-Track 2" Analog**  
**Sound Control Studios**  
**615-292-2047**  
**2814 Azalea Pl., Nash, TN 37204**

Sound Council .....356-7119  
 Sound Emporium  
 3100 Belmont .....383-1982  
 Sound Kitchen  
 112 Seaboard Ln, Franklin 370-5773  
 Sound Stage  
 10 Music Circle S .....256-2676  
 The Soundshop  
 1307 Division.....244-4149  
 SoundSmith .....826-8929  
 183 Clearview Cir., Hendersonville, TN  
 Studio C 30 Music Sq W .....259-2346  
 Suite 16 Recording  
 1011 16th Ave S.....329-8130  
 Super 88  
 PO Box 91111.....292-9223  
 Syncro Sound  
 1030 16th Ave S.....242-2455  
 Tombstone Recording  
 2813 Azalea Place .....292-9028  
 Wildwood Recording, Brentwood  
 6318 Panorama Dr.....661-4948

**RECORDING TAPE SALES**  
 Have, Inc. ...615-952-5100/1-800-999-4283

**QUANTEGY**  
 Professional Audio Tape  
**242-0022**  
 37 Music Square E.

**REHEARSAL**  
  
**EQUIPMENT RENTALS**  
**SIR**  
 (615) 255-4500  
**CARTAGE & REHEARSALS**

**EARS**  
 ENGINEERS ASSOCIATES & RECORDING SERVICES  
**EARS AUDIO RENTAL**  
 Servicing your rental  
 needs for 13 years  
**615-327-0701 • Pager 747-9454**

**LVR** LIMAN VIDEO RENTAL CO.  
 Meticulously Maintained  
 Broadcast & Industrial  
 VIDEO, AUDIO, and LIGHTING  
 RENTALS  
 24 HOUR EMERGENCY SERVICE  
**(615) 254-1145**

**CARTAGE Nashville & SOUND**  
 Live Sound  
 Meyers, EAW,  
 Soundtracs  
 Crown, Soundcraft,  
 Yamaha  
**386-3700 • Fax 386-3077**

Studio Instrument Rentals (S.I.R.)  
 310 5th Ave S .....255-4500

**SST**  
 Dedicated to meeting  
 the Synthesizer and  
 Computer rental needs  
 of the Recording Industry  
**615-248-4778**  
**fax: 615-248-4775**

**PRO AUDIO RENTALS**  
**UNDERGROUND**  
 VOICE 615/242-2442  
 FAX 615/254-6491  
 WWW.UNDERGROUNDSOUND.COM

**SONG PLUGGING**  
 Chris Keaton Prod .....255-5558  
 Exit West Music  
 PO Box 25122 .....746-9559  
 Makin' Music  
 1230 17th Ave S.....269-6770

**SPECIAL SERVICES**  
 Bluebird Cafe  
 Songwriters Venue .....383-1461

**Precision Wiring**  
 (615) 299-0852  
 installations • cables • technical services

**STAGE LIGHTING**  
  
 Clay Paky Moving  
 Lights, Ceko  
 Boards, Thomas  
 Truss, Lycian  
 Follow Spots  
**386-3700 • Fax 386-3077**

**STRING SECTIONS**  
**nashville STRING machine**  
 CARL GORODETZKY  
 CONTRACTOR  
 615-331-6446  
 615-331-6711  
 708 Sills Ct. Nash., TN 37220

**TAPE DUPLICATION**  
**CASSETTE EXPRESS**  
 "Quality Cassette Copies  
 on Music Row"  
**SPECIAL VOLUME QUOTES**  
 KABA Real-Time System  
**615-244-5667**  
 116 17th Ave., S. • Nashville, TN 37203  
 ALJOISON ENTERPRISES, INC. **DAT**

LaserLabel  
 Nashville .....885-2606

**NEED TAPE COPIES?**  
**Writer's** TAPE COPY SERVICE  
 From DAT...Reel...Cassette...DCC  
**327-3196**  
 1905 DIVISION ST. (Rear of Bldg.)

**GET A FREE T-SHIRT**  
 WITH YOUR TWO YEAR  
 SUBSCRIPTION ORDER



Send name, address and  
 payment of \$140 (2 yrs.) to:  
 Music Row, P.O. Box 158542,  
 Nashville, TN 37215  
**MUSICROW**  
 CONSUMER WITH THE MUSIC PROFESSION

# MUSICAL CHAIRS

continued from page 11

Nashville. Day-to-day operations will be handled by **Monte Willis**...**Teresa Wade** has joined Tom Collins Music Corporation as Executive Assistant to **Tom Collins**...Oatman Publishing has changed its name to Oatman Music. Phone number remains 615-244-7800...

Songwriters **Bob McDill** and **Kostas** have renewed their contracts with PolyGram Music Publishing...

Nashville-based songwriter **Gary Nichols** is scheduled to appear in the New Folk Concerts' "Emerging Songwriters" competition at this year's Kerrville (TX) Folk Festival on May 25...

In the April 23 issue of *Music Row*, **Ken Biddy's** e-mail address was listed incorrectly. He can be reached at <copperfild@aol.com>. *Music Row* regrets the error...

## BOOKING/TOURING NEWS

Martha White Foods will sponsor **Alison Krauss & Union Station's** American tour for the second straight year. The tour began April 4 in Austin, TX and will include stops in Atlanta, Little Rock, Nashville, Myrtle Beach, Birmingham, Boston and New York City. Once again, the band will be traveling the countryside on the Martha White Bluegrass Express bus...

**Neal McCoy** and **Burnin' Daylight** have joined the Fruit of the Loom CountryFest '97 lineup. Five-year-old

**Hunter Hayes**, a Louisiana "squeeze box phenom," will accompany **Hank Williams Jr.** during his CountryFest appearance. The mega concert featuring **Vince Gill, Wynonna, Travis Tritt, Randy Travis, The Charlie Daniels Band, Bryan White, LeAnn Rimes, Jo Dee Messina** and others is set for June 14 at the Texas Motor Speedway in Ft. Worth with over 250,000 expected to attend...

**Tom T. Hall** is scheduled to perform with three other songwriters as part of the "In Their Own Words" showcases June 12 at New York's Bottom Line... **Robert Earl Keen** recently began his "Texas Blitz" tour in celebration of his first major label album debut, *Picnic* on Arista Austin... **Pete Anderson** was to take his *Dogs In Heaven* tour to clubs and small halls during a three-month barnstorming schedule across North America, beginning in April...

**Chubby Checker, Mary Wilson, John Anderson, Loretta Lynn** and **Harley Allen** are slated to perform during the 4th Annual Dottie West Music Fest June 20-21 at the McMinnville-Warren County Fairgrounds in McMinnville, TN. In addition, the Dottie West Music Fest Talent Competition in gospel, country and songwriting categories will be held. Up to \$500 can be won in each, with the first place country winner eligible to compete at the state level in the True Value/Jimmy Dean

Country Showdown. The deadline for entries in the talent competition is June 2. For more information, contact Nicole Worzek at 615-473-5848...

The 2nd Annual Stringbean Memorial Bluegrass Festival is slated for June 19-21 in the Daniel Boone National Forest in Gray Hawk, KY. **Ralph Stanley & The Clinch Mountain Boys, Jim & Jesse And The Virginia Boys** and **Mac Wiseman** are among the performers scheduled for the event. For ticket information, call 606-287-0600...

## RADIO NEWS

Power Country 103 (WZPC) has added **Billy Block's** "Western Beat Radio Show" to its lineup, with the first installment airing April 27 at 7 p.m., featuring Grammy winner **Lucinda Williams**. The show features five hours of interviews, live in-studio acoustic performances, new CD releases, the Western Beat Roots Revival Live Broadcast and the Western Beat Top 10 Countdown...

**Karen Barich** has been promoted to Director of Finance and New Business Development at Jones Radio Network. She was previously Business Manager and Financial Analyst. Jones Radio Network has also hired **C.J. Johnson** as Marketing Manager and **Lou Lavaux** as Business Manager...

The National Academy of Recording Arts & Sciences, Inc. has established a new initiative which will focus on radio's relationship with the creative community. The program's primary focus is to "enhance cooperation between music's makers, marketers and music formatted radio stations." The program's initial effort will honor radio stations in major markets which "consistently practice front and back identification of artists and song titles" with the first annual NARAS RadioActive Award. The first honors were given to WMJX-FM, Boston; XTRA-FM, San Diego; WMMO-FM, Orlando; and WONE-FM, Akron...

## BENEFIT NEWS

The tenth annual Music Row Ladies Golf Tournament and Tupperware Party is slated to be held on June 2 at Old Natchez Trace Country Club. Sponsored by ASCAP, Capitol Records and TNN, the tournament is expected to draw more than 250 music industry executives. Over the past nine years, the tournament has raised nearly \$130,000 for United Cerebral Palsy of Middle Tennessee. 615-742-5043...

The T.J. Martell Foundation's annual Music City Celebrity Luncheon & Fashion Show is scheduled for June 16 in the Presidential Ballroom of the Opryland Hotel. *Prime Time Country's* **Gary Chapman** will host, with **Bryan White, Paul Brandt, Doug Stone, Skip Ewing,**



## Writer's Notes

### RICH FAGAN

**BIRTHPLACE:** South Philadelphia, PA

**YEARS IN NASHVILLE:** Eleven

**PUBLISHER:** OF Music, Inc., co-owned with Tom Oteri (partners 21 years)

**HITS/CUTS/CHART ACTION:** *Billboard* #1 country single of 1995—"Sold (The Grundy Country Auction Incident)," "Be My Baby Tonight" and "I Miss You A Little" by John Michael Montgomery; "Only On Days That End In Y" by Clay Walker; "Americana" by Moe Bandy; Mel McDaniel's "Real Good Feel Good Song." Cuts by George Strait, Shania Twain, Patty Loveless, Collin Raye, Jason & The Scorchers, Neil Diamond, The Blues Brothers Band, The Crickets and Cedrus "T" Judd, among others.

**FAVORITE SONG YOU WROTE:** Uptempo: "Sold;" ballad: "I Miss You A Little"

**FAVORITE SONG YOU DIDN'T WRITE:** "From A Distance"

**ON WHAT INSTRUMENT DO YOU WRITE:** Mostly guitar, sometimes piano

**INFLUENCES:** Hank Sr., Ray Charles, early Dylan, The Beatles, 50s and 60s singles and Jim Croce

**ADVICE TO WRITERS:** Keep improving your craft, but don't forget the love of it/or: Just tie your cassette to a brick and throw it through the A&R peoples' windows. (You might not get a cut, but they'll damn sure remember your name!)

**LITTLE KNOWN BIOGRAPHICAL FACT:** Vietnam Veteran and former homeless person. Song "Americana" quoted by President George Bush (it was his campaign song), and "Light At The End Of The Tunnel" mentioned in the cartoon *Doonsbury*.

**Carman, Jeannie Seely, Jan Howard, Richard Sterban** and others slated to appear. Tickets may be purchased by calling 615-256-2015...

The Nashville Area Chapter of the American Red Cross is slated to hold its Fourth Annual Red Cross Round Up Concert & Silent Auction beginning at 6:00 p.m. June 19 at the Wildhorse Saloon. **Trace Adkins, John Berry, Tammy Graham, Mila Mason** and **Burnin' Daylight** are scheduled to appear at the concert, and items such as Gibson guitars signed by **Dolly Parton, Porter Wagoner** and **Vince Gill** will be available in the silent auction. Tickets will be on sale for \$12 at the door. 615-327-1931...

The 1997 Full Moon Festival, a bluegrass concert, party and auction benefiting Prevent Blindness Tennessee, is scheduled for June 21 at the H.G. Hill Barn on Brookmont Terrace Lane ("Nine Mile Hill") in Bellevue, TN. For information, call 615-352-0450...

**Sawyer Brown's** August 26 concert at the Nebraska State Fair in Lincoln has been named "A Tribute To **Brook Berringer**," in honor of the Nebraska quarterback who was killed in a plane crash in April of 1996. All proceeds, including ticket sales and expenses are being donated to establish a University of Nebraska athletic scholarship



Kim Richey played to a packed house at New York's Bottom Line on April 3. (L to R) Michael Pontecorvo, Director of Artist Development and Touring, Mercury New York; Chris Stacey, National Director Alternative Artist Development/Promotion, Mercury Nashville; Luke Lewis, President of Mercury Nashville; Richey; Steve Ellis, Vice President Promotion, Mercury New York; David Leach, Executive Vice President/General Manager, Mercury New York; Maria Aronis, National Director Promotion and Marketing, Mercury New York; and Richey's manager, Robert Bennett, President of Bennett Management.

and provide support for the Brook Berringer Memorial Fund...

**Sammy Kershaw** served as host of the April 29 "Torch Breakfast" at Planet Hollywood Nashville. The breakfast/celebrity auction raised over

\$10,000 for the 1997 Tennessee Special Olympics. The event was part of the yearly fundraising efforts of the Metropolitan Police Department...

"FloodFest '97" was held April 6 in Louisville, KY to help those in Kentucky

# MUSIC ROW

NASHVILLE'S MUSIC INDUSTRY PUBLICATION



**Music Row** is packed with timely, pertinent information about Nashville's producers, songwriters, musicians, and industry executives—the insiders who create the music and make the news.

**Music Row's** experienced industry journalists keep your fingers on Nashville's musical pulse with:

- The industry's most talked about Single & Album Reviews
- Music Video News & Reviews
- Coverage of current issues & trends
- Recording Studio updates
- Country's only Album Cut Charts

Printed twice monthly (23 issues per year) in an easy to read, glossy 4-color format, **Music Row** has become known for its candid opinions and accurate professional reporting throughout 15 years of continuous publication.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Country \_\_\_\_\_ Zip \_\_\_\_\_

## UNITED STATES

- Yes!** Please send me **1 year** of **Music Row** for just **\$80**
- 1 year, First class **\$105**

**FREE T-SHIRT OFFER!** Subscribe/renew for two or three years and get your free, 100% cotton **Music Row** T-shirt. One size fits all. (allow 6-8 weeks for delivery).

- Send me **2 years** of **Music Row** for just **\$140**
- Send me **3 years** of **Music Row** for just **\$190**

## CANADA

- 1 yr. (2nd class) **\$80\***
- 2 yrs. (2nd class) **\$140\***

## OVERSEAS

- 1 yr. (2nd class) **\$95\***
- 1 yr. (airmail) **\$150\***



\*U.S. funds only

Send payment, name, address and order form to:  
**Music Row**, P.O. Box 158542, Nashville, TN 37215 (615) 321-3617



**SAVE TIME!**

FAX (615) 329-0852

USE YOUR CREDIT CARD TO ORDER BY PHONE OR FAX

- Payment Enclosed • Charge my  VISA/Mastercard  
Card # \_\_\_\_\_  
Expiration Date \_\_\_\_\_ Phone \_\_\_\_\_

# MUSICAL CHAIRS

## RIAA CERTIFICATIONS

A P R I L

### PLATINUM LP

George Strait/*Strait From The Heart*

### GOLD LPs

Tracy Byrd/*Big Love*

McBride & The Ride/*Sacred Ground*

Trisha Yearwood/*Everybody Knows*

## TOP OF THE CHARTS CHRISTIAN

### Christian Hit Radio

"Lead Of Love" • Caedmon's Call  
WarnerAlliance

### Adult Contemporary

"On My Knees" • Jaci Velasquez • Myrrh  
Inspirational

"On My Knees" • Jaci Velasquez • Myrrh  
Country

"Love Lives On" • Brent Lamb  
Word Nashville

### Mainstream Album Sales

*Whatcha Lookin' 4* • Kirk Franklin  
GospoCentric

### Christian Album Sales

*I Surrender All: 30 Classic Hymns*  
Carman • Sparrow

(Source: April 21, 1997 issue of *CCM Update*.  
Reprinted by permission.)

## LP RELEASES

J U N E

### ARISTA

Pam Tillis/*Greatest Hits*

### ASYLUM

Lila McCann/*Lila*

### CAPITOL

Chris LeDoux/*Live*

River Road/*River Road*

### CAREER

Lee Roy Parnell/*Every Night's A Saturday Night*

### COLUMBIA

Ricochet/*Blink Of An Eye*

### EPIC

Sons Of The Desert/*Whatever Comes First*

### MERCURY

Billy Ray Cyrus/*Greatest Hits*

### RISING TIDE

Kris Tyler/*What A Woman Knows*

and Indiana who were ravaged by the March floods. **The Everly Brothers, Exile, The Oak Ridge Boys, Billy Ray Cyrus, The Kentucky Headhunters, Lee Greenwood, Lorrie Morgan, John Michael Montgomery** and **T. Bubba Bechtol** were among those participating in the event, which raised \$270,000. The American Red Cross received all the proceeds...**Clay Walker's** Four Star Blowout Tour assisted flood victims in Cincinnati—\$17,000 was raised at the recent Cincinnati Gardens concert and silent auction...

On March 3 and 4, WTNT 94.9 in Tallahassee, FL held its annual Radiothon to raise money for St. Jude Children's Research Hospital. **Kippi Brannon** and **David Kersh** were on hand for the two-day event, which raised over \$116,000 for St. Jude's...

### TV/FILM NEWS

Pecos Films has signed Director **Rich Murray**, who has directed over 70 music videos for artists such as **Mark Chesnutt, The Spin Doctors, Billy Dean, Arrested Development, Rich McCready** and **The Fugees**. Murray has directed #1 videos in four separate musical genres and received several awards, including a *Billboard* Music Video Award for his work with **Kris Kross**...

Director **Steven R. Monroe** of The Collective received the prestigious Grand Jury Prize for **Crystal Bernard's** music video, "Have We Forgotten What Love Is," at the Houston Film Festival. There were over 4,000 entries in this year's competition. The Collective's **Steven Goldmann** picked up the Gold Award for **Collin Raye's** "I

Think About You" (produced by **Susan Bowman**); **Miller/Murano** received the Bronze Award for **Chris Ward's** "Fall Reaching" (produced by **Ken Byrnes**); and **Thom Oliphant** won a Finalist Award for **Martina McBride's** "Wild Angels" (produced by **Philip Cheney** and **Lenny Grodin**)...

High Five Entertainment's third season of *Monday Night Concerts With Ricky Skaggs* premiered April 21. The 15-part series, which includes performances by **Elvis Costello, George Jones, Martina McBride, Jim Brickman, Carl Perkins, Wade Hayes, Lyle Lovett** and **Faith Hill**, was shot on location at the Ryman Auditorium...

Nashville-based Producer **Maureen A. Ryan** and Production Coordinator **Lisa A. York** worked on the documentary *The Entrepreneurial Revolution*, which was to be broadcast April 29 on PBS. The one-hour video chronicled the subject of entrepreneurship in America...

### CHRISTIAN NEWS

**Frank Breeden** was slated to take over as President of the Gospel Music Association on May 5, replacing **Bruce Koblish**, who departed to take the Reunion Records helm. Breeden served as Secretary of the GMA's Executive Committee for the past three years and is responsible for launching the GMA's Academy of Gospel Music Arts program...

**Steven Curtis Chapman** and **dc Talk** were the big winners at the 28th Annual Dove Awards, held April 24 at the Nashville Arena. Chapman received nods for Artist of



Tim DuBois, President of Arista/Nashville, recently discussed his career and answered questions during the Songwriters Guild of America Ask-A-Pro session. (L to R) SGA's Rick Carnes, DuBois, Ask-A-Pro Coordinator Judie Bell and SGA's Casey Kelly. Photo: Alan L. Mayor

the Year, Male Vocalist, Songwriter and Pop/Contemporary Album for *Signs Of Life*. dc Talk also picked up four wins, for Rock Song of the Year ("Like It, Love It, Need It"), Pop/Contemporary Song ("Between You And Me"), Rock Album (*Jesus Freak*) and Short Form Music Video for "Jesus Freak." **CeCe Winans** was tapped as Female Vocalist of the Year, **Jars Of Clay** received Group of the Year honors and **Jaci Velasquez** was named New Artist of the Year...

SESAC held its Christian Music Awards April 23 at the Hermitage Suite Hotel. **Regie Hamm** received the Christian Songwriter of the Year Award for the second consecutive year, with his publisher, McSpadden-Smith Publishing Co., named Christian Music Publisher of the Year...

ForeFront Records has restructured its marketing department with several new positions: **Doug Mann** has been named Vice President of Marketing. Mann originally joined the ForeFront team four years ago after leaving the R.E.X. label, which he founded in 1989. **Mark Adkison**, formerly National Promotions Manager, was tapped as Senior Manager of Promotions. Former Senior Marketing Manager Assistant **Mandy Galyean** has been promoted to Marketing Coordinator. **Gael Van Sant**, formerly Video Coordinator, rises to Video Production Manager. **Cindy Simmons** has been named Creative Services Manager. Simmons was formerly with Capitol Nashville, where she worked four years as Manager of Artist Development. She replaces **Paula Wright**, who departed ForeFront to become President of Market Graphics...

Brentwood Music Publishing, a member of the Zomba Group of Companies, following the recent Zomba/Brentwood acquisition of Benson Music Publishing, has formed a new Christian music publishing company called Brentwood-Benson Music Publishing, Inc. **Dale Mathews**, former Senior Vice President and General Manager of Brentwood Music Publishing, has been appointed President of the newly formed company...

**Lindy Warren**, formerly Associate Editor of *Aspire* magazine and Manager of Public Relations for the Gospel Music Association, has become *The CCM Update's* Managing Editor. She replaces **Debra Akins**, who recently joined True Artist Management as Director of Special Projects and Communications...

Brentwood Kids Company, a division of Brentwood Music, recently received seven RIAA Certified Sales Awards for long-form videos. *Mother Goose Gospel, Volume 1*, received platinum certification. Two other videos in the series, *Mother Goose Gospel, Volume 2* and *Mother Goose Goes To The Zoo*, received gold certification. Four other videos, all from the *Kids Sing Praise*

series, earned at least gold certification...

**Gloria Gaither** and EMI Christian Music Group Chairman **Billy Ray Hearn** were recently inducted into the Gospel Music Hall of Fame. Gaither and Hearn were honored during the pre-telecast portion of the 28th Annual Dove Awards...

Odyssey, the national religious cable television network, is scheduled to launch *CeCe's Place* this fall, with **CeCe Winans** serving as host and performer on the one-hour musical variety series. Created and produced by Odyssey and Scene Three Productions in Nashville, the music-driven series will feature live performances as well

as informal interview segments. Each episode will feature three guests from various genres of the music field...

**Point Of Grace** was to perform a benefit concert April 16 in Arkadelphia, AR, where the group attended college, to raise funds for tornado victims of the storm which hit Arkadelphia and surrounding areas on March 1. **Wayne Watson** was to join Point Of Grace for the concert... ❖

# SONY

## Professional Recording Products

### DTC-A8

**Sony's Best Semi-Pro DAT**  
Same industry-standard transport as PCM 2600. 24-bit A/D with SBM\*. RCA Analog I/O. Remote control and rack mount included. Toslink and S/PDIF Digital I/O.







### DPS-V77

**Digital Multi-Effector for Studio or Live Use**  
400 presents, 2 effects blocks, morphing (cross-fade) from block 1 to block 2 in real-time! Digital I/O and 24-bit 64x analog input. Midi Parameter control in Real-time.  
"I Love This Piece..." —Nick Paladino, Scene Three

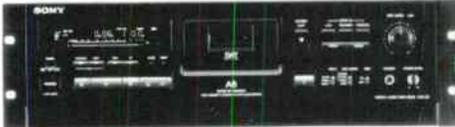


### PCM-R500

**The Best DAT Transport Made**  
4-motor direct-drive, XLR & RCA Analog I/O with 24-bit A/D and 20-bit SBM\*. AES/EBU and S/PDIF Digital I/O. No SCMS. Absolute time & direct numeric track and time access. Remote control & rack mount included. Also available in a 4-head R-A-W as the PCM-2800.

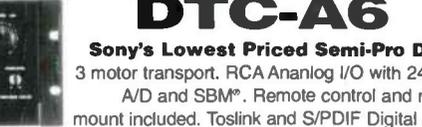






### DTC-A6

**Sony's Lowest Priced Semi-Pro DAT**  
3 motor transport. RCA Analog I/O with 24-bit A/D and SBM\*. Remote control and rack mount included. Toslink and S/PDIF Digital I/O.



### MDMX-4

**MiniDisc Multi-track Recorder. A Home Recorder's Dream.**  
4-track digital recording on Mini-Disc with 4 channel mixer and stereo input. 36 minutes at 4 tracks. 72 minutes at 2 tracks. Now in stock.





# hifi buys

**IN-HOUSE SERVICE DEPARTMENT**  
3724 Nolensville Road • Hours: Mon.-Sat. 10-7 p.m.  
**832-3121**

**As Nashville's Pro Audio Equipment Specialist, We Also Carry:**  
Digital Processors, Pro Cassette Recorders, Portable & Rack Mount DATS, Monitors, Wired and Wireless Microphones, and Audio Tape from...

TASCAM • PANASONIC • TANNOY • AZDEN • AUDIX • AUDIO ALCHEMY • SONY • MARANTZ PROFESSIONAL



## A TRUE TALENT LOST

Dear *Music Row*:

It was with great sadness that I read in a recent *Music Row* issue of the death of Canadian singer Colleen Peterson. I won't eulogize Colleen because I did not know her well enough personally to do so. However, as a budding independent producer in Music City, I wanted to take a moment to tell my compatriots in Nashville about what an awesome talent we have lost.

Colleen never "made it" here (although she had fine success in her native Canada). But I will always consider Colleen the finest singer who ever hit this town. I highly encourage any aspiring young female singer (AND the established singers with successful careers) to obtain a copy of either of her two albums on Capitol from the seventies, and to really listen. When you do, you will hear someone who can convey deep emotion without growling, whispering or shouting, someone who can touch the soul, someone who can make you chuckle or make you cry (the first time I heard her sing, I cried like a 5-year-old). These are facets of a singer which image-makers and A&R departments cannot create. And facets which are missing in many of even the best acts today.

Whenever an aspiring young female singer asks me, "What do you look for in a singer," I always say, "Listen to Colleen Peterson." She was talented, original and far ahead of her time. I will miss those rare opportunities when I could see her perform. (YES. She was even terrific on stage!) But I will never forget her, and I wanted Nashville to know how wonderful she was.

—Joshua David Whitmore,  
President, Mr. Roosevelt's Songs, Nashville, TN

## DISCLAIMER

continued from page 41

ten to it as if it were a brand new song and leaves you gasping for breath. CD's title tune is Gretchen Peters's "Love's Been Rough on Me," and the whole Beckett-produced masterpiece is sprinkled with the Rock 'n' Roll Hall of Famers takes on Music Row's lyrics. Essential listening.

### POP/ROCK

#### VAUGHAN PENN "Eye For An Eye"

Writer: V. Penn; Producers: V. Penn/Dave Goodwin; Publisher: Chrysalis/Veepier/Bluesabilly; BMI; Penwin 1930 (track).

Sparse folk-rock, Dylanesque harmonica/guitar/drum kit productions underpin a drawling, conversational vocal and a striking lyric. Song is already getting some airplay on WRLT and has definite CCM potential.

#### LYNYRD SKYNYRD "Travelin' Man"

Writers: Ronnie Van Zant/Leon Wilkeson; Producer: Josh Leo; Publisher: Pacific Windswept/MCA, no performance rights listed; CMC International 0607686211 (track).

I wish I could tell you that the "duet" between the late Ronnie Van Zant and his brother Johnny was a real event. But the fact is, the song just isn't that strong.

#### ABRA MOORE "Four Leaf Clover"

Writer: Abra Moore; Producer: Mitch Watkins; Publisher: WB Music/Maverick/Abra Songs, ASCAP; Arista Austin 3082.

In a word, wow. The slapping brushes, jangly guitar and thumpin' bass took me straight to the stratosphere. When she

began to whisper/sing, I went into orbit. A bubbling pudding of sound that's delicious in every way. I'm drooling. I could listen to this forever.

### HONORABLE MENTIONS

**Wes Barnes**/Find A Broken Heart/CSA.  
**Rick Bennett** Willie Boy/AVL.  
**Rodney Atkins**/In A Heartbeat/Curb.  
**Bob House**/Could I Have.../Bluxo.  
**Marge Calhoun** Fire And Gasoline/WW.  
**Brady Seals**/She/Reprise.  
**Eddie Collins**/Hurt Again/R-R.  
**Dona Nelson** Love Letter.../Atomic Jukebox.  
**Johnny Anthony**/Who's Gonna Tell.../CSA.  
**Charlie Daniels & etc.**/Long Haired.../Blue Hat.  
**Brent Lamb**/The Wall Came.../Word Nashville.  
**Jess McEntyre**/I Can't Take You.../Debut.  
**Shelly Streeter**/White Lace.../Long Arm.  
**Debi Smith** Shenandoah/Amerisound.  
**Red Meat** The Girl With The.../Ranchero.  
**Kae Lynette**/Dream Big/(Wence).  
**Billy Hoffman** Big Dawg/Hoffman.  
**Mary Ann Rossoni** Run Of The Mill/TGT.  
**Sylvia** The Real Story/Red Pony.  
**Jimi Vincent & Stallion** Lonely State.../Titefire.  
**Little Texas**/Your Mama.../Warner Bros.

### DON'T GIVE UP YOUR DAY JOB:

**Duke Michaels**/Honk If You.../615.  
**Ray Stevens**/Too Drunk To Fish/MCA.

## INDUSTRY EVENTS CALENDAR

MAY

29-June 1

16th Annual Summer Lights Festival,  
Downtown Nashville, TN • 259-4000

JUNE

2

10th Annual Music Row Ladies Golf  
Tournament And Tupperware Party,  
Old Natchez Trace Country Club,  
Nashville, TN • 615-742-5043

6-7

Hank Williams, Sr. Day, Hank Williams,  
Sr. Park, Georgiana, AL • 334-376-2396

13-15

Variety's ShowBiz Expo West, Los  
Angeles Convention Center,  
Los Angeles, CA • 800-840-5688

14

Fruit Of The Loom CountryFest '97,  
Texas Motor Speedway, Dallas, TX  
214-373-8000

14

Lefty Frizzell Day, River Rock Country,  
Cross Plains, TN • 888-826-7862

15

7th Annual Wrangler/City Of Hope  
Celebrity Softball Challenge & Concert,  
Greer Stadium, Nashville, TN  
800-333-4849

16

29th Annual TNN *Music City News*  
Country Awards, Grand Ole Opry  
House, Nashville, TN

16-21

26th Annual International Fan Fair,  
Tennessee State Fairgrounds,  
Nashville, TN

## CLASSIFIEDS

**OTARI IS LOOKING** for a full time professional audio salesperson to work out of Nashville office. Knowledge of recording studio applications a must. Contact Melody Rhodes at 615-255-6080.

**GROWING ROW MUSIC INDUSTRY** min-conglomerate seeks Director of Finance to supervise accounting department. 5 years at financial management level in industry a must. CPA not essential. Familiarity with Peach Tree a plus. Salary based on experience. Send resume, including salary history, to Mr. Daniel, 9 Music Square South, #344, Nashville, TN 37203.

Classified Ads are \$25 per insertion for 25 words or less. Additional words are 25c. Send copy/payment to:  
Music Row, P.O. Box 158542, Nashville, TN 37215  
or call (615) 321-3617.



# YOU RULE

Thanks  
for being  
the best!

FROM

*Scott Hendricks  
and your friends at  
Capitol Nashville*



© 1987 Capitol Nashville

World Radio History

Thank You! Thank You! Thank You!

The band is still in shock  
and Mark is still SPEECHLESS.



<http://www.sawyer-brown.com>

ACM TOP VOCAL GROUP OF THE YEAR