



2000 PROGRAM BOOK



MARCH
No. 31

CRB 2000



RADIOMAN

DEFENDER OF THE FORMAT,
GUARDIAN OF THE AIRWAVES
(AND A VERY NICE SUPER-PERSON, TOO)
PROCLAIMS WE WILL ALL
LEARN THROUGH SHARING IN
THE NEW MILLENNIUM!!



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THE MISSION!

(WHEW! HAVE I BEEN
ON A FEW OF THOSE!!)

Country radio broadcasters are brought from around the world together with the country music industry for the purpose of assuring the continued vitality of the country radio format. We do this by idea sharing and education through the Country Radio Seminar and regional seminars on the topics of general management, sales, and programming. We also promote the growth of country radio by granting scholarships to people seeking degrees in broadcasting.

We value professionalism within our industries and our organization, as we value humanitarian activities that improve the quality of life.

Our goals are to provide ideas which will help the business of country radio to thrive, to improve professionalism through education, and to sustain the country radio format as a dominant entertainment medium.



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NUMBER ONE STATIONS THAT COUNT

These stations are the Number One country station in their market when American Country Countdown With Bob Kingsley is on the air!

RIVERSIDE/SAN BERNARDINO AND LOS ANGELES, CA

HARRISBURG, PA
ALBUQUERQUE, NM
HONOLULU, HI
ST. LOUIS, MO
SAN ANGELO, TX
PORTLAND, OR
WASHINGTON, DC
TAMPA BAY, FL
CINCINNATI, OH
ODESSA/MIDLAND, TX
LAUREL/HATTIESBURG, MS
DOTHAN, AL
KLAMATH FALLS, OR
SIOUX FALLS, SD
BISMARCK, ND
SPRINGFIELD, MO
ANCHORAGE, AK
OMAHA, NE
BEAUMONT, TX
PRESQUE ISLE, ME
WACO, TX
NORFOLK, VA

KFRG/FM*

WRBT/FM
KRST/FM*
KKHN/FM
WJL/FM*
KGKL/FM
KUPL/FM
WMZQ/FM
WQYK/FM
WUBE/FM*
KNFM/FM
WBNB/FM*
WDJR/FM
KLAD/FM
KIKN/FM*
KKCT/FM
KGMV/FM*
KASH/FM*
KXKT/FM*
KYKR/FM
WBPV/FM
WACO/FM*
WCMS/FM

"There are so many reasons why Bob Kingsley's Countdown should be on every station. The bottom line...ACC is the one that gets the ratings-PERIOD!"

Jaye Albright, President/Country, McVay Media

SACRAMENTO, CA
SEATTLE, WA
PHOENIX, AZ
LOUISVILLE, KY
PROVIDENCE, RI
CLEVELAND, OH
WATERTOWN, NY
CAPE GIRARDEAU, MO
WEST PALM BEACH, FL
BOSTON, MA
SALT LAKE CITY, UT
CHICO, CA
CORPUS CHRISTI, TX
MACON, GA
YOUNGSTOWN, OH
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INDIANAPOLIS, IN
SHREVEPORT, LA
WAUSAU, WI
LAS VEGAS, NV
EL PASO, TX
WILKES BARRE, PA
LITTLE ROCK, AR
LANSING, MI
MONTEREY, CA
COLUMBIA, SC
MEDFORD, OR
LAKE CHARLES, LA
CEDAR RAPIDS, IA
ST. CLOUD, MN
PANAMA CITY, FL
NACODOCHES, TX
TULSA, OK
PHILADELPHIA, PA
HOUSTON, TX

KNCI/FM
KMPS/FM
KNIX/FM
WAMZ/FM*
WTKT/FM
WGAR/FM*
WFRY/FM*
KEZS/FM*
WIRK/FM
WKLB/FM
KSOP/FM
KALF/FM*
KRYS/FM
WDEN/FM*
WQXK/FM*
KEKB/FM*
WQCB/FM*
WFMS/FM*
KRMD/FM
WDEZ/FM
KFMS/FM
KHEY/FM
WGGY/FM
KSSN/FM*
WITL/FM*
KTOM/FM
WCOS/FM*
KRWQ/FM*
KYKZ/FM*
KHAK/FM
WWJQ/FM*
WPAP/FM*
KJCS/FM
KWEN/FM*
WXTU/FM
KILT/FM

DALLAS, TX

BUFFALO, NY
JOPLIN, MO
BAKERSFIELD, CA
MONROE, LA
PITTSBURGH, PA

KSCS/FM*

WYRK/FM*
KIXQ/FM*
KUZZ/FM
KJLO/FM*
WDSY/FM*

"Bob Kingsley smokes the competition in DFW. Bob introduces our audience to the best of the new music, he's a great fit with our high profile personalities and one of the high-lights of our weekend programming!"

Dean James, Operations Manager/Program Director
Linda O'Brian, APD Music Director
The Country Leader 96.3 KSCS/Dallas-Ft. Worth, TX

DENVER, CO
COPPERAS COVE, TX
PARKERSBURG, WV
LAFAYETTE, IN
MERIDIAN, MS
MOBILE, AL
BOISE, ID
QUAD CITIES, IA-IL
ABILENE, TX
LIMA, OH
BURLINGTON, VT
RENO, NV
WILMINGTON, NC
FAIRBANKS, AK
ROCKFORD, IL
ALBANY, NY
COLORADO SPRINGS, CO

KYGO/FM*
KOOV/FM
WNUS/FM
WKOA/FM*
WOKK/FM
WKSJ/FM
KQFC/FM
WLLR/FM
KEAN/FM
WIMT/FM
WOKO/FM*
KBUL/FM*
WWQQ/FM
KIAK/FM
WXXQ/FM*
WGNA/FM*
KKCS/FM*

"One of the smartest "hires" I ever made was putting Bob Kingsley in the Saturday night shift...not only have ratings doubled, but our sales staff never has a problem getting sponsors for American Country Countdown...we're SOLD OUT 52 weeks a year!"

Kerry Wolfe, Operations Manager
Scott Dolphin, Assistant Program Director
WMIL/FM, Milwaukee, WI

MILWAUKEE, WI
ATLANTA, GA
HUNTINGTON, WV
VENTURA, CA
JACKSON, TN
CHARLOTTE, NC
FT. WAYNE, IN
AUGUSTA, GA
NORTHWEST, MI
TEXARKANA, TX
CHARLESTON, WV
LAFAYETTE, LA
ROCHESTER, NY
GAINESVILLE/OCALA, FL
ROCHESTER, MN
PADUCAH, KY
FLORENCE, SC
SPOKANE, WA

WMIL/FM
WKHX/FM
WTCR/FM*
KHAY/FM
WTNN/FM
WKKT/FM*
WQHK/FM*
WKXC/FM
WTCM/FM*
KKYR/FM*
WQBE/FM*
KMDF/FM
WBEE/FM
WOGK/FM*
KWWK/FM
WKYQ/FM
WHLZ/FM
KDRK/FM*

NASHVILLE, TN

BRYAN/COLLEGE STATION, TX
HOUGHTON, MI
SCOTTSBLUFF, NE
GREENVILLE/NEW BERN, NC
SPRINGFIELD, IL
CHARLOTTEVILLE, VA
BINGHAMTON, NY
JACKSONVILLE, FL
LEXINGTON, KY
JACKSON, MS
EVANSVILLE, IN
SOUTH BEND, IN
TALLAHASSEE, FL
FORT SMITH, AR
LAWTON, OK
SUSSEX, NJ
COLUMBUS, GA
LONGVIEW, TX
NEW LONDON, CT
CHAMPAIGN, IL
DETROIT, MI
LAKELAND/WINTERHAVEN, FL
JOHNSTOWN, PA
FRESNO, CA

WSM/FM*

KORA/FM
WHKB/FM
KNEB/FM
WRNS/FM*
WFMB/FM
WCYK/FM
WHWK/FM*
WQIK/FM
WVLK/FM*
WMSI/FM*
WKDQ/FM
WBYT/FM*
WTNT/FM
KTCS/FM*
KLAW/FM
WHCY/FM
WSTH/FM
KYXK/FM
WCTY/FM*
WIXY/FM*
WWWV/FM
WPCV/FM*
WMTZ/FM*
KSKS/FM*

"Once again WSM/FM is the #1 Country Station when Bob Kingsley is on the air! Not only does EVERYONE listen, but they've brought friends!"

Kyle Cantrell, Operations Manager
Greg Cole, Program Director
WSM/FM, Nashville

NEW YORK, NY
LINCOLN, NE
WATERLOO, IA
DAYTONA BEACH, FL
FAYETTEVILLE, NC
WILMINGTON, DE
BRISTOL, VA
TUPELO, MS
ATLANTIC CITY, NJ
MORGANTOWN, WV
WINCHESTER, VA
DOUGLAS, WY
ALPENA, MI
MARQUETTE, MI
EUREKA, CA
RUPERT, ID
YUMA, AZ
VICTORIA, TX
ADA, OK
CLEVELAND, MS
LUBBOCK, TX
BEND, OR
JONESBORO, AR
MCALLEN, TX
POUGHKEEPSIE, NY
PASCO, WA
ALEXANDRIA, LA
BECKLEY, WV
AMARILLO, TX
MARQUETTE, MI
SANTA ROSA, CA
BATTLE CREEK, MI
TYLER, TX
WICHITA, KS

WYNY/FM
KZXX/FM
KOEL/FM
WGNE/FM
WKML/FM
WDSD/FM
WXBQ/FM*
WWZD/FM
WPUR/FM
WKWK/FM*
WUSO/FM*
KTTY/FM
WATZ/FM
WJPD/FM
KEKA/FM
KMMV/FM
KTTI/FM
KIXS/FM
KYKC/FM
WDTL/FM
KLLU/FM*
KSJJ/FM
KFIN/FM
KTEX/FM
WRWD/FM
KORD/FM
KRRV/FM
WJLS/FM*
KMML/FM
WYXQ/FM
KRPO/FM
WNWN/FM*
KNUE/FM*
KZSN/FM*

SOURCE: ARBITRON, SPRING 1999, EXACT TIME
DMA AND/OR METRO ADULTS 25-54 AND/OR PERSONS 12+
*OVERALL NUMBER ONE STATION IN THEIR MARKET DURING ACC BROADCAST

AMERICAN COUNTRY COUNTDOWN

abc RADIO NETWORKS

For Market Exclusivity, call Robin Rhodes at (972) 448-3376



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THE WORLD OF COUNTRY MUSIC



WELCOME COUNTRY RADIO SEMINAR ATTENDEE

The "Growth Through Sharing" mission of the Country Radio Seminar should prove to be of even greater importance as we enter the 2000s.

With the inevitable slowing of consolidation, the radio industry is positioned to move from an acquisition era to an operational era. The CRS offers an unequalled opportunity for broadcasters in the country format to operate with as much knowledge about our listeners, advertisers and music as possible.

Consider the effect that just one of last year's CRS sessions, "The Research Project," had on country radio. As a result of a proprietary study, which Country Radio Broadcasters commissioned from Edison Research, country radio slowed down its charts. This resulted in more concentrated exposure and greater longevity for country hits in 1999.

This year with "new media" such a buzz word, we expect great interest in topics like station websites, e-commerce, satellite radio and internet radio.

No matter what the current issues, the ideas discussed at the Country Radio Seminar are intended to be of real value in helping country radio thrive and in attracting more listeners to country music.

The thanks for this year's relevant curriculum goes to the CRS2000 Agenda Committee, chaired by John Crenshaw. In addition, credit for the agenda's implementation is well deserved by Paul Allen and the CRB staff, our many volunteers, and CRB Board of Directors.

I hope you have a great learning experience at this year's CRS.

Ed Salamon

Ed Salamon, *President*



WELCOME TO CRS2000!

WE'RE GLAD YOU'VE JOINED US
FOR THIS 31ST HOMECOMING
IN NASHVILLE.

This special week ends a year of planning, but brings you an agenda filled with things that build audiences, bottom lines, and your career. And there's certainly no lack of top entertainment, good food, and great fellowship.

I want to send a special thanks to you for choosing the Country Radio Seminar this year. You're faced with decisions about where you invest your continuing education and convention budgets, and we're all glad you continue to see the great value that CRS offers to you as an attendee.

And a big thanks also goes out to the Board of Directors of Country Radio Broadcasters for their work and guidance this past business year. Thanks, too, to the CRS2000 Agenda Committee for generating nearly 30 educational and business building seminar sessions. And a special thanks goes to the professional staff of Country Radio Broadcasters and our suppliers for bringing together the myriad pieces that result in "CRS2000."

HAVE A GREAT WEEK!

A handwritten signature in black ink, which appears to read "Paul Allen".

Paul Allen, *Executive Director*

Mark Wills

Kathy Mattea

Neal Coty

Jamie O'Neal

Eric Heatherly

Terri Clark

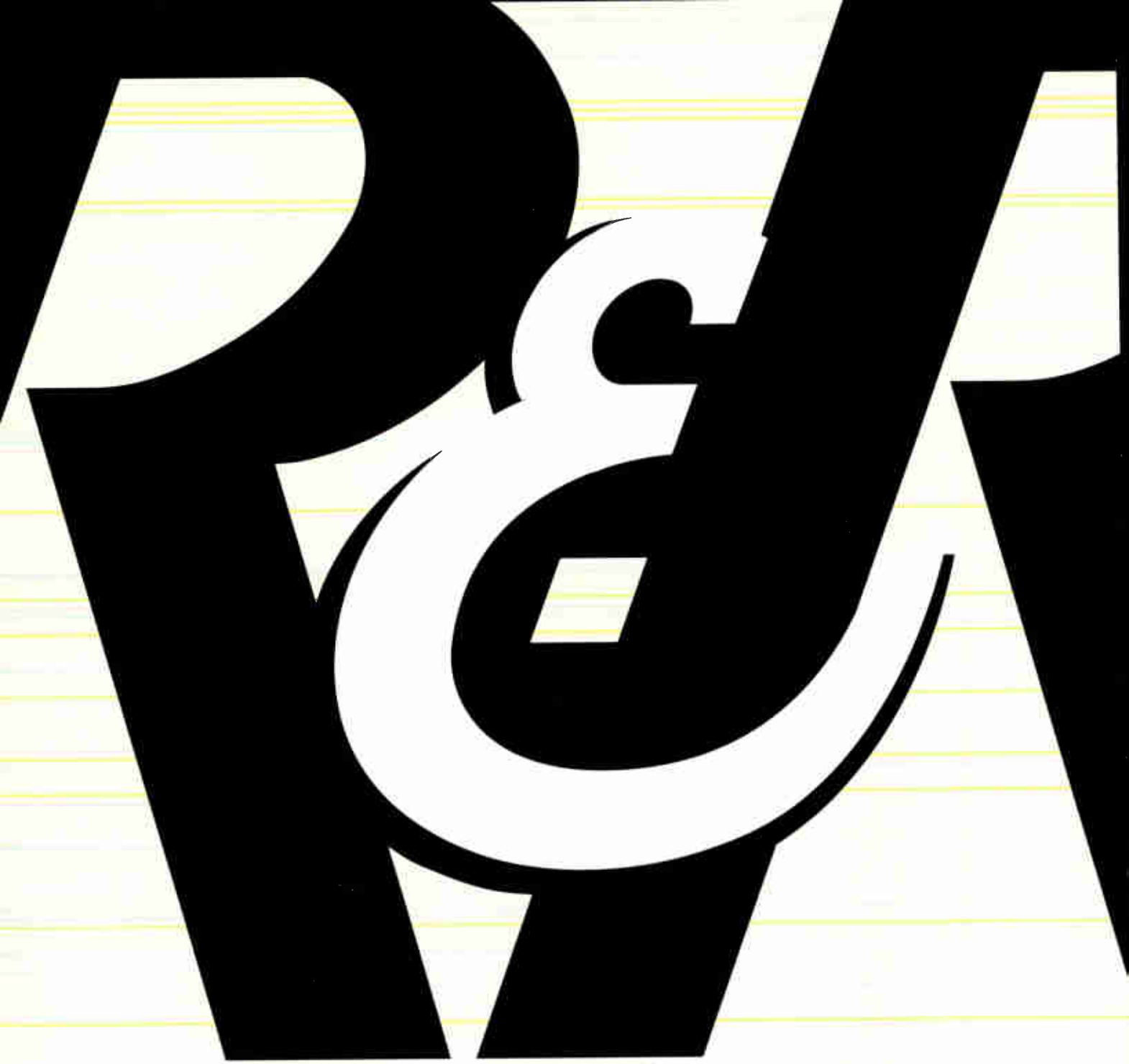
PLANET
MERCURY
2000

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the industry's

NEWSPAPER



Delivering Country to Country For 27 Years



ON BEHALF OF THE
2000 AGENDA COMMITTEE AND
THE BOARD OF DIRECTORS OF
COUNTRY RADIO BROADCASTERS,
WELCOME TO NASHVILLE AND
THE 31ST
COUNTRY RADIO SEMINAR.

This is an exciting time for our industry; as we begin the new millennium, we are challenged to deliver a product that is compelling and competitive while faced with an increasing number of new technologies and alternative entertainment options. Although the Seminar becomes more diverse each year, we all still connect on two critical points: achieving greatness for our individual businesses and growing the country music industry exponentially.

As former President Woodrow Wilson said, "I not only use all the brains I have, but all that I can borrow." The Seminar offers that opportunity—to capture in one place the brightest and most creative "brains" in the country music industry—and to give Seminar attendees the opportunity to "borrow" the best ideas from their peers. Clearly, when we can learn from each other for the betterment of the industry as a whole, all our futures are secured.

With that future in mind, we are proud to offer an array of interesting and thought-provoking sessions for the first CRS of the new century. We have again commissioned research studies, the results of which will be presented at CRS, to help each of us learn more about our audience and its listening habits. We are targeting our efforts to answering the new demands facing radio today, from providing the best available sales training to generating non-broadcast revenue. A distinguished panel of experts is going to give you 90 great promotion ideas in 90 minutes. What our committee hopes you will obtain from the 2000 sessions are actionable ideas to take back and apply in your own professions.

In addition to the hard work of the 2000 Agenda Committee and the valuable support from the CRB Board, this year's agenda would not have been possible without many others who provided the committee with their insights and feedback. Everyone who attends the Seminar plays an important role in shaping future Seminars. I offer my sincere gratitude to all of you for your efforts to make this agenda possible.

John Crenshaw, Agenda Chairman



HERE'S THE COUNTRY
RADIO BROADCASTER'S
SCHOLARSHIP COMMITTEE
MISSION STATEMENT:

To provide future and current radio professionals with educational and career development opportunities in effort to ensure the continuing growth of the country radio industry into the 21st century.

The speed of light at which the broadcast industry moves today is difficult for even the most astute within our ranks to grasp. So many changes loom at tomorrow's horizon: satellite delivery of national radio stations, worldwide internet radio stations, and group program delivery, just to name a few. The one constant that remains is the need for talented, creative people to conceive, develop and implement these new opportunities.

As chair of the scholarship committee, we are challenged to find the worthiest candidates who will possibly become our future leaders. We have expanded our search to not only college campuses across America, but into the broadcasting booths and administrative offices of country radio stations. Each year, a portion of our scholarship dollars will be earmarked specifically for individuals currently working in our industry. By doing so, we are giving the opportunity of education to those who are committed to country radio...people who are passionate about it, and who want to see it continue to grow well into the 21st century.

Without your support of Country Radio Seminar, this would not be possible. For that we are truly grateful.

Denise Nichols

Denise Nichols, *Scholarship Committee Chairperson*



SINCE 1975
 COUNTRY RADIO BROADCASTERS HAS
DISPERSED \$161,500.00
 TO EDUCATE THE RADIO PROFESSIONALS
 OF THE FUTURE!!

1975

Middle Tennessee State University \$2,000.00

1976

University of Nebraska \$1,000.00
 Seton Hall \$1,000.00
 Texas Tech \$1,000.00
 Middle Tennessee State University \$1,000.00

1977

Texas Tech \$1,000.00
 Middle Tennessee State University \$1,000.00
 Seton Hall \$1,000.00

1979

Kansas University \$1,000.00

1980

Marshall University \$1,500.00
 Kansas University \$2,000.00

1981

Middle Tennessee State University \$2,500.00
 Marshall University \$500.00
 Kansas University \$500.00

1983

Northwestern LA University \$2,000.00

1984

NW Missouri University \$1,000.00
 University of Georgia \$1,000.00
 Ohio University \$1,000.00
 Bradley University \$1,000.00

1986

Emerson College \$3,000.00
 University of South Carolina \$1,500.00

1987

California State University \$500.00
 Middle Tennessee State University \$1,000.00
 Emerson College \$1,000.00
 University of South Carolina \$500.00

1988

Ohio University \$2,000.00
 University of South Carolina \$500.00

1989

Middle Tennessee State University \$2,000.00
 University of Missouri \$1,000.00
 Penn State University \$1,000.00
 Texas Tech \$1,000.00
 Oklahoma State University \$1,000.00
 Niagara University \$1,000.00

1990

Middle Tennessee State University \$2,000.00
 University of Missouri \$500.00
 Penn State University \$1,000.00
 Syracuse University \$1,000.00
 University of Florida \$1,000.00
 S. Illinois University - Edwardsville \$1,000.00
 Marshall University \$1,000.00
 Texas Tech \$1,000.00
 University of Tennessee \$1,000.00
 UNC - Chapel Hill \$1,000.00

1991

University of Tennessee \$1,000.00
 Texas Tech University \$1,000.00
 Arizona State University \$1,000.00
 University of Georgia \$1,000.00
 University of South Carolina \$1,000.00

1992

University of Georgia \$1,000.00
 Arizona State University \$1,000.00

1993

University of Georgia \$1,000.00
 Syracuse University \$1,000.00
 University of Kansas \$1,000.00
 Oklahoma State University \$1,000.00
 University of Arkansas - Little Rock \$1,000.00

1994

Oklahoma State University \$1,000.00
 University of Kansas \$1,000.00
 University of Georgia \$1,000.00
 Syracuse University \$1,000.00

1995

University of Kansas \$5,000.00
 University of Tennessee \$5,000.00
 Oklahoma State University \$5,000.00

1996

University of Kansas \$5,000.00
 University of Tennessee \$5,000.00
 Ball State University \$5,000.00
 University of Oregon \$10,000.00
 University of Nebraska - Lincoln \$5,000.00
 Oklahoma State University \$5,000.00

1997

University of Florida \$5,000.00
 Oklahoma State University \$7,500.00
 Middle Tennessee State University \$5,000.00
 University of Tennessee \$5,000.00
 University of Nebraska - Lincoln \$2,500.00

1998

Florida A&M University \$5,000.00
 Oklahoma State University \$5,000.00
 University of Florida \$5,000.00
 University of Nevada \$5,000.00



HISTORY OF THE RADIO HUMANITARIAN AWARDS.

1992/CRS23

Small Market: WRGA, Rome, GA
 Medium Market: WYNK, Baton Rouge, LA
 Large Market: KMPS, Seattle, WA

1993/CRS24

Small Market: WQCB, Brewer, ME
 Medium Market: KFDI, Wichita, KS
 Large Market: KMPS, Seattle, WA

1994/CRS25

Small Market: WQCB, Brewer, ME
 Medium Market: WSIX, Nashville, TN
 Large Market: KMPS, Seattle, WA

1995/CRS26

Small Market: WQCB, Brewer, ME
 Medium Market: WKHK, Richmond, VA
 Large Market: KMPS, Seattle, WA

1996/CRS27

Small Market (tie): KOOV, Copperas Cove, TX
 KRRV, Alexandria, LA
 Medium Market: KSSN, Little Rock, AR
 Large Market: WGAR, Cleveland, OH

1997/CRS28

Small Market: WAXX, Eau Claire, WI
 Medium Market: KASE, Austin, TX
 Large Market: KFKE, Kansas City, MO

1998/CRS29

Small Market: WXXQ, Rockford, IL
 Medium Market: KASE, Austin, TX
 Large Market: WGAR, Cleveland, OH

1999/CRS30

Small Market: WDJR, Enterprise, AL
 Medium Market: KJUG, Tulare, CA
 Large Market: KNIX, Phoenix, AZ

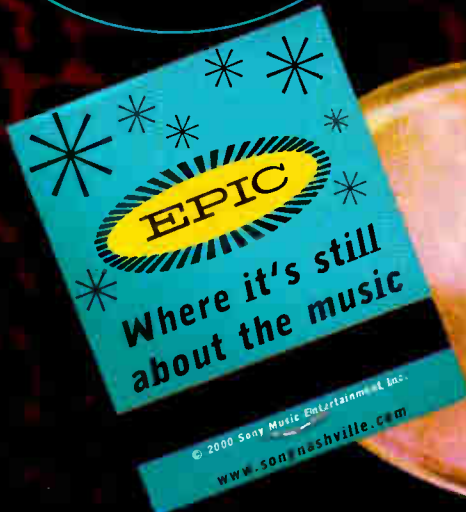
WELCOME TO CRS 2000!

EPIC lounge

Join us in the
Epic Lounge and hear
upcoming hits, enjoy
a beverage, say hello
or just slap your
regional around.

Located on the
second floor of the
convention center,
(the balcony
overlooking the
exhibit hall area)

Wednesday, March 1
through Friday, March 3
10 am - 6 pm



TURN IT UP, TURN IT ON!

Turn it up, September 8-11, in Edmonton Alberta as Canada celebrates COUNTRY MUSIC WEEK 2000. Turn it on, right now, right here, in Nashville to see the brightest and best of Canadian Country.



CANADIAN COUNTRY
MUSIC ASSOCIATION

For Country Music
Week information
call: (905) 850-1144
Fax: (905) 850-1330
www.ccma.org
e-mail:
country@ccma.org



CHECK OUT THE CCMA/CRS CHANNEL.

Videos, profiles of 22 top Canadian
Country acts, Interviews,
Calgary Stampede features,
Canadian Country Heritage moments,
CRS scheduled events, and more.

Renaissance. Channel 20.
Sheraton. Channel 20.
Doubletree. Channel 12.



Canadian
Heritage

The SOCAN Foundation



Canada



COUNTRY
RADIO SEMINAR
PROMOTION AWARD
WINNERS
(MY KINDA PEOPLE!!)

1998/CRS-29

Small Market: KRMD-Shreveport, LA
Medium Market: WSIX-Nashville, TN
Large Market: WGY-Cincinnati, OH

1999/CRS-30

Small Market: KHAZ-Hays, KS
Medium Market: WQMX-Akron, OH
Large Market: WGY-Cincinnati, OH

2000/CRS-31

Small Market: WIXN-Dixon, IL
Medium Market: WQMX-Akron, OH
Large Market: WUBE-Cincinnati, OH

PLEASE HELP US.

If your station was a past promotion award winner, please let us know.
You may e-mail your information to MaryAnne@nashville.com or fax to the CRB office
at (615) 329-4492. Please include the year that you were winner.

THANK YOU!



GENERAL SEMINAR INFORMATION

Thank you for joining us for Country Radio Seminar 2000. We have listed below some information regarding the seminar. If you have any questions or concerns, please visit our Registration and Information Booth in the lobby of the Nashville Convention Center. Also, please look to our Seminar Staff in the blue CRS2000 shirts to assist you.

REGISTRATION HOURS AND LOCATION

CRS Registration is held in the lobby of the Nashville Convention Center during the following hours:

Tuesday, February 29	11:00 A.M.-6:00 P.M.
Wednesday, March 1	9:00 A.M.-8:00 P.M.
Thursday, March 2	7:30 A.M.-6:00 P.M.
Friday, March 3	7:30 A.M.-6:00 P.M.
Saturday, March 4	7:30 A.M.-8:00 P.M.

BADGE AND TICKET INFORMATION

Your badge is your admission ticket to all CRS functions except the New Faces Show and we ask that you wear it at all times. If your badge is lost, there will be a \$150 replacement fee. Any requested changes to your badge will require a \$10 service charge. We ask that you display your CRS badge at all times when attending seminar functions.

Your New Faces Show admission is a ticket provided to you in your registration envelope. You must present it at the door for admittance to the Performance Hall on Saturday night. Early registrants have tickets that indicate table assignments; others are for general seating.

Additional tickets to luncheons, the Super Faces Show, and the New Faces Show are available for purchase at the CRS Registration Desk, depending upon availability.

BADGE COLOR CODES

Red Color Bar-Radio; Black Color Bar-Exhibitor; Yellow Color Bar-Attendees and Seminar Staff.

EXHIBIT HALL

The Exhibit Hall is located on Level 1 of the Nashville Convention Center. We encourage you to visit each of the booths in the Exhibit Hall. It's a great way to update yourself on the most current products and services available to the country radio industry. The hours are:

Wednesday, March 1	3:00 P.M.-8:00 P.M.
Thursday, March 2	8:00 A.M.-5:00 P.M.
Friday, March 3	8:00 A.M.-3:00 P.M.

CRS2000 CYBER LOUNGE

The CRS2000 Cyber Lounge is located in the Exhibit Hall and sponsored by Launch Radio Networks. CRS attendees can use the Cyber Lounge to check e-mail and surf the web courtesy of Launch Radio Networks. The hours are:

Wednesday, March 1	3:00 P.M.-8:00 P.M.
Thursday, March 2	8:00 A.M.-5:00 P.M.
Friday, March 3	8:00 A.M.-3:00 P.M.

CRS2000 NETWORKING LOUNGE

The CRS2000 Networking Lounge is located on the 2nd level of the Nashville Convention Center courtesy of Epic Records.

Wednesday, March 1	1:00 P.M.-7:00 P.M.
Thursday, March 2	8:00 A.M.-7:00 P.M.
Friday, March 3	8:00 A.M.-7:00 P.M.

SILENT AUCTION

More exciting than Ebay! Come and bid on a promotional item for your station or an item for your personal collection. The Silent Auction benefits the CRB Scholarship Fund and the Country Music DJ Hall of Fame. Bidding stops Friday at 5:30 P.M.

SESSION DOOR PRIZES

Enter for \$100 door prizes at CRS panel sessions. Be sure to carry your entry tickets each day.

Wednesday, March 1 in the Exhibit Hall	3:00 P.M.-8:00 P.M.
Thursday, March 2 in the Exhibit Hall	8:00 A.M.-5:00 P.M.
Friday, March 3 on Level 1	8:00 A.M.-5:30 P.M.

SHUTTLE SERVICE

The CRS Shuttle, provided as a complimentary service by ABC Radio Networks, will run directly between the Nashville Convention Center and each of the following hotels: Sheraton, Club House Inn, and the Double Tree. Shuttle hours are:

Wednesday, March 1	8:30 A.M.-11:30 P.M.
Thursday, March 2	7:30 A.M.-6:30 P.M.
Friday, March 3	7:30 A.M.-6:30 P.M.
Saturday, March 4	7:30 A.M.-11:30 P.M.

Departures from the Nashville Convention Center are at the top of the hour and at 20 and 40 after. Departures from hotels are at 10, 30, and 50 after each hour. Guests at the Days Inn Capitol Hill should use the shuttle stop at the Sheraton.

AUDIO TAPES

Tapes of many of the sessions are available for purchase from Convention Services at their desk on the Convention Center Level 1.

NO SMOKING POLICY

Out of respect for all attendees as well as to abide by the hotel and convention center guidelines, there will be no smoking allowed at any CRS meeting or function, or in the Exhibit Hall.

CELLULAR PHONES AND BEEPERS

We value the importance of these business lifelines but we request you turn off the audible alert to phones and beepers while you attend CRS functions.

COFFEE CARTS

Complimentary coffee is provided during CRS as a service of Arista Nashville. Coffee is available Thursday and Friday from 9:00 A.M.-12:P.M. on Level 1 of the Convention Center.

POPCORN KIOSK

Complimentary popcorn is provided during CRS as a service of Associated Press. Popcorn is available Thursday and Friday from 2:00 P.M.-6:00 P.M. on Level 1 of the Convention Center.

ARTIST RADIO TAPING SESSIONS

Please observe the requirements of the Artist Radio Taping Sessions. Key to the success of the sessions for you and others is that you have your liners prepared before you enter the room, you limit your time to no more than two minutes with an artist, and that you help provide a quiet environment. We remind you that cameras and items to be autographed are not permitted in the Artist Radio Taping Session. If you wish autographs to use for station promotions, we suggest you contact the pertinent record labels to arrange it for a suitable time. When you enter the Artist Radio Taping Session you will be provided a high quality cassette tape courtesy of Rusty Walker Programming Consultants, Inc.

IN ROOM TV CHANNELS

Check out the Canadian Country Music Association's In-Room TV Channel at the following hotels:

Double Tree Hotel	Channel 12
Renaissance Hotel	Channel 20
Sheraton Hotel	Channel 20

In addition, the Renaissance Hotel will be broadcasting valuable information from these companies:

Mercury Nashville	Channel 13
RadioVision	Channel 15
Virgin Records Nashville	Channel 15

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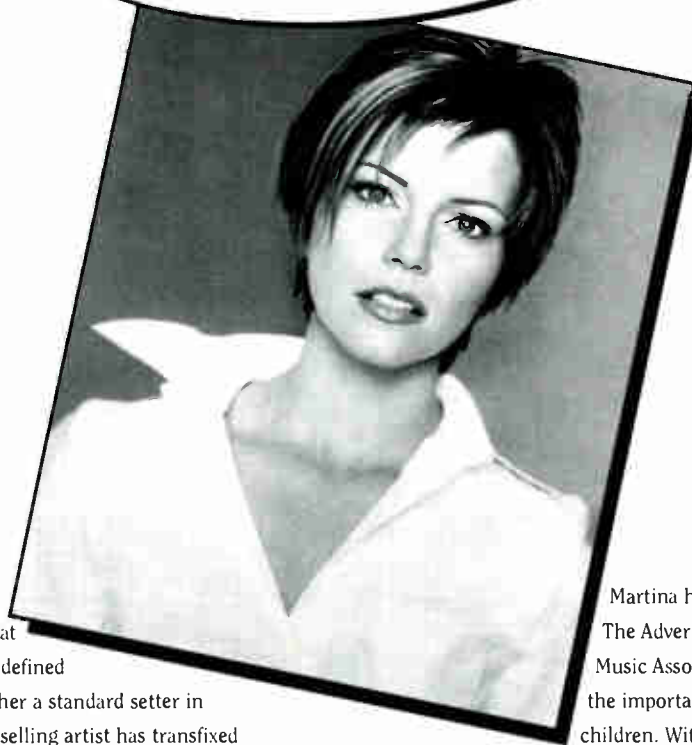


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MARTINA MCBRIDE
WILL SING THE NATIONAL
ANTHEM AT CRS2000.



The willingness to push, to reach, to sing great songs that mean something has always defined

Martina McBride's career and made her a standard setter in country music. The multi-platinum selling artist has transfixed country radio with the drama of "A Broken Wing," the award-winning "Independence Day," and captivating "Wild Angels". McBride has run an emotional cable into the hearts and lives of music fans.

Martina has hosted her own television specials, *Full Speed Ahead* and *A Classic Christmas with Martina McBride*. She has also guested on numerous shows such as *The Tonight Show* with Jay Leno, *The Rosie O'Donnell Show*, *The Late Show* with David Letterman, *Baywatch* and *General Hospital*. In 1998, she performed twice for President Clinton at *A Gala for the President at Ford's Theater* and *Christmas in Washington*.

Martina has just been honored as the Country Music Association's Top Female Vocalist for 1999. This year, she also received a Grammy nomination for Best Female Vocal Performance for "I Love You", her fastest rising single to date, which ultimately spent 5 weeks atop the Billboard and R&R charts at #1. Currently, Martina has also earned a coveted spot on the upcoming George Strait Tour.

Martina has also teamed up with The Advertising Council and The Country Music Association to remind parents about the importance of listening to their children. With its tagline "Tune In To

Your Kids," the initial TV spot features McBride actively listening to her daughter, Delaney. The radio spots are humorous in nature, and feature children resorting to singing to get their parents attention.

McBride has never felt any deep responsibility to thrust tough issues on country listeners. Yet she can't turn her back on the possibility that by simply wrapping a difficult topic in a melody, she can make a difference.

"I feel like I've been given this incredible kind of forum," she explains. "People listen to what you say, to what you sing. And from the letters I get, music is very important to people. So if I can do that to do some good, why wouldn't I?"

With artists like Martina McBride at the helm, as country music begins a new century, the possibilities are endless proving the country genre is healthy, vital and still evolving.



CHALLENGER
THE BALD EAGLE!
 (I WISH I COULD FLY
 LIKE THAT!!)



ChALLENGER is a non-releaseable eagle cared for by the National Foundation to Protect America's Eagles, headquartered at Dollywood in Pigeon Forge, Tennessee. "Challenger" was blown from a wild nest as a baby during a storm about ten years ago, and was hand-raised by the people that found him. Unfortunately, he experienced too much human contact at a very young age and became "human-socialized." As a result "Challenger" cannot survive on his own in the wild.

"Challenger" is named in honor of the crew of the space shuttle, and has been making educational appearances throughout the country since 1993. Acting as an ambassador for his species, "Challenger" has raised a great level of national public awareness about the need to protect America's eagles, natural resources, and environment.

The bald eagle is still a threatened species throughout the lower 48 states and much of its nesting and feeding habit is being encroached upon by humans. However, the bald eagle's recovery to

America's skies is on the upswing, largely due to the special protection it has received under the Endangered Species Act.

"Challenger" is the only bald eagle in the U.S. and the only eagle in U.S. history that has been trained to free-fly into major league sports stadiums during the presentation of the National Anthem. He has flown during the anthem at the 1997 World Series, the Fiesta Bowl, Atlanta Braves games, a Kansas City Chiefs play-off game, a Minnesota Vikings game, a Detroit Lions game, the opening ceremonies of Disney's Animal Kingdom, the Bass Masters Classic, the opening ceremonies of the Para-Olympic Games at Olympic Stadium

in Atlanta, to mention a few. He also accompanied the Olympic Flag on a special tour around the State of Georgia, and has appeared on numerous national TV shows, including The David Letterman Show, CBS This Morning, and Jack Hanna's Animal Adventures.

FOR MORE INFORMATION OR TO
 BOOK "CHALLENGER" CONTACT:
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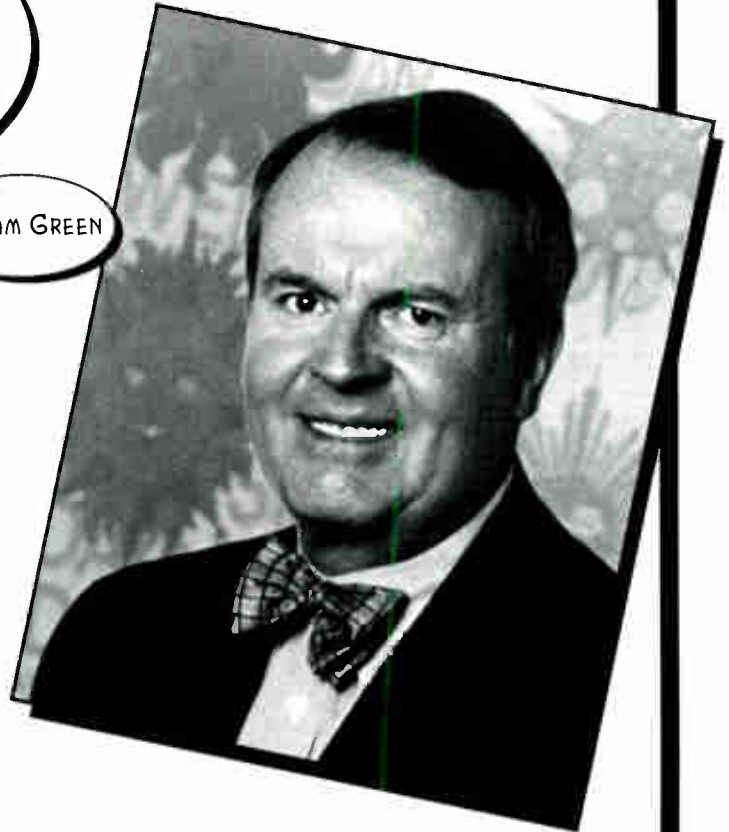
BY PAM GREEN

Dan Rather calls him "a national treasure. He is one of the best writers in America today." Walter Cronkite says he's "one of the greatest talents in broadcasting today. His pieces on CBS radio and television are delightfully sage, compassionate, and witty." Dubbed as CBS' poet-in-residence, he can make a seamless transition whether he is anchoring the CBS NEWS SUNDAY MORNING or anchoring his award-winning daily news commentary broadcasts on the CBS Radio Network.

Of course, we are talking about Charles Osgood. His commentaries for "The Osgood File" have garnered one of the largest audiences of any network radio feature with over 12 million listeners every day. Millions more watch him on CBS NEWS SUNDAY MORNING. The book jacket of Osgood's fifth and most recent book, *See You on the Radio*, proclaims that "all of them would agree that no one writes quite the way he does the offbeat stories that make listeners stop and pay attention: the commentaries in which he shares his sense of wonder, dismay or amusement; the well-spun tales of irony which often burst forth into wordplay or even poetry." While some might consider Osgood a TV person, he considers himself a radio guy and proud of it.

Charles Osgood has received some of broadcast journalism's highest honors, which include induction into the National Association of Broadcasters Hall of Fame in 1990 and last year's International Radio and Television Society Foundation (IRTS) award for significant achievement. "The Osgood File" has earned him five Washington Journalism Review's "Best in the Business Awards." Osgood is also the recipient of a 1999 Radio Mercury Award, a 1996 President's Award for outstanding coverage and support of music creators from ASCAP and a 1993 Marconi Radio Award.

At CBS News, Osgood has anchored and reported for many broadcasts including the CBS MORNING NEWS, THE CBS EVENING NEWS



WITH DAN RATHER and the CBS SUNDAY NIGHT NEWS. Before joining CBS in September 1971, Osgood was an anchor/reporter for WCBS News Radio 88 in New York City for four years. Other stints include general assignment for ABC News, the general manager of WHCT/Hartford, the first pay television station in the U.S., and the program director and manager of WGMS Radio in Washington, D.C.

In addition to *See You on the Radio*, Osgood's other books include *Nothing Could Be Finer Than a Crisis That Is Minor in the Morning*, *There's Nothing I Wouldn't Do If You Would Be My* POSSLQ, *Osgood on Speaking: How to Think on Your Feet without Falling on Your Face* and *The Osgood Files*, a compilation of his syndicated newspaper columns.

As for Osgood's music career, he plays the piano and banjo and has performed with the New York Pops and Boston Pops Orchestras as well as with the Mormon Tabernacle Choir. Wonder if Ronnie Milsap or Emily Robison has anything to be afraid of?



TIP YOUR HAT AGAIN
TO THE CRS-30
HUMANITARIAN AWARD WINNER
REBA McENTIRE

By
JENNY BOHLER



Good works seldom go unnoticed. But, if the doer of these goods works insists on downplaying her role in making the world a little better place, it is a challenge to adequately acknowledge her. Fortunately, the Country Radio Broadcasters were able to lure Reba McEntire, the 1999 recipient of the Humanitarian Award, to the awards ceremony through sheer trickery! Reba was told she would be introducing keynote speaker Dick Clark, when in actuality, she was receiving the much-deserved honor.

During her years as an active volunteer, Reba has helped literally thousands of people through a variety of causes. For the past 12 years, she has performed a benefit concert for the Texoma Medical Center in Denison, Texas. Monies raised have helped the rural hospital meet medical needs for the people in the area. Funds from the concerts have built the \$1,500,000 Reba's Ranch House, a home away from home where families of patients can stay for little or no cost; the Reba McEntire Rehabilitation Center at a cost of \$3,000,000; and most recently the Reba McEntire Mobile Mammography Unit that travels to rural areas of north Texas and southeast Oklahoma to perform testing for women.

Rebas has sponsored three Habitat for Humanity Homes in the Nashville area. She is also the first ever national spokesperson for First Book, a non-profit organization dedicated to getting new books into the hands of disadvantaged children. She has also hosted the

annual Ben Johnson Celebrity Rodeo in Oklahoma City for the past three years. The rodeo raises money for the Oklahoma Children's Hospital where they do research to cure cancer.

Reba is a true inspiration to all that come into contact with her. Many artists cite her dedication and hard work as a textbook example of "how it should be done" to succeed in the entertainment business. Hard work, perseverance and a never-say-quit attitude have taken her from one of many "girl singers" in the late 70s to one of the entertainment industry's top performers.

In fact, the RIAA has declared her the Female Country Artist of the Century. By any standard, she has set the standard and constantly raised the bar. In addition to a successful recording career that has spanned three decades, she has established herself as a capable actress and best selling author.

But all the success in the world wouldn't mean a thing if she didn't take the time to give back. "I feel very blessed. I have a wonderful family, great friends, and work I love," she said. "But best of all I am in the position that I can do things for other people. There is not other feeling like that in the world."

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"...if you remixed it for pop radio you're a prostitute."

"We're pretty much right where I thought we would be—very similar charts and hand-to-hand combat."

"This week's official Warner/Reprise merger served to bolster the hypothesis offered last week."

"We did not turn our backs on country radio, or the fans, or anything close to that."

"...there are signs that a Nashville Virgin outpost (headed by Scott Hendricks) could soon become a reality."

"We are over-consulted, over-researched, over-consolidated and over-produced."

"The Decca doors closed yesterday, however, discussions are underway..."

IF YOU'RE NOT A *Music Row* SUBSCRIBER IN 2000, HERE'S WHAT YOU'LL BE MISSING



Music Row

- 12 monthly issues from the only trade focused exclusively on Nashville.
- *In Charge* special issue profiling nearly 500 of the Row's top execs.
- *Artist Roster* special packed with hundreds of management, label and publicity contacts.
- In-depth feature stories and personality profiles that aren't afraid to tackle the big issues.
- New technology and marketing columns.
- Robert K. Oermann's notorious single reviews.

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- SongPower Index™ radio chart rating the very newest country singles.
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THESE FOLKS
HAVE REALLY GIVEN
BACK TO THE
COMMUNITY!!

History of the
ARTIST HUMANITARIAN AWARD

1990/CRS-21	Alabama
1991/CRS-22	Roseanne Cash
1992/CRS-23	Willie Nelson
1993/CRS-24	Charlie Daniels
1994/CRS-25	Garth Brooks
1995/CRS-26	Vince Gill
1996/CRS-27	Billy Ray Cyrus
1997/CRS-28	Joe Diffie
1998/CRS-29	Kenny Rogers
1999/CRS-30	Reba McEntire



ALAN JACKSON: A SUPERSTAR ON THE SUPERFACES SHOW



The Academy of Country Music proudly presents the Super Faces Show starring Arista/Nashville recording artist Alan Jackson. Since releasing his first album in 1990, Alan has sold over 27 million albums, placed 26 songs in the #1 spot on the charts, joined the Grand Ole Opry, and received 7 ACM Awards, 10 CMA Awards (including "Entertainer of the Year" in 1995), 2 American Music Awards, and 23 TNN/Music City News Awards (including "Entertainer of the Year" from 1993-97), among others. His most recent album, *Under the Influence*, was released in October 1999. The album contains Alan's version of classic country songs (including the first single "Pop A Top") originally recorded by the likes of George Jones, Merle Haggard, Jim Ed Brown, Charley Pride, Hank Williams, Jr., Gene Watson, Mel McDaniel, Don Williams and John Anderson.

"I just do what I like and what I feel like I do the best," Alan says humbly. He has done "what he likes" consistently since 1990, when his debut album, *Here In The Real World*, thrust him into the spotlight. He immediately became one of a small number of artists who defined country music for a new generation. While many of his contemporaries embraced a more pop-oriented style, Alan proudly carried the traditional country banner. "Don't rock the jukebox...I want to hear some Jones," he proclaims on the title track for his second album, *Don't Rock The Jukebox*, letting the world know there

were no doubts about his allegiance. The album also contains "Midnight In Montgomery," his tribute to Hank Williams, Sr.

With his third album, *A Lot About Livin' (And A Little 'Bout Love)*, Alan gave the world one of his signature songs—"Chattahoochee." The rollicking song is a fun-loving ode to growing up along the Georgia River. He continued this spirit with his remake of the classic "Summertime Blues" on the album, *Who I Am*, but he also recorded the witty "Gone Country" and Rodney Crowell's thoughtful "Song For The Life," revealing additional layers of depth in his song selection and performances.

The Greatest Hits Collection includes a version of George Jones "Tall Tall Trees" which went to #1. Alan enjoyed paying tribute to the music he grew up on, so he continued performing it on his new album, *Everything I Love*, by recording Tom T. Hall's "Little Bitty" and Charly McClain's "Who's Cheatin' Who" from the album, *High Mileage*. The album also yielded the swinging "Right On The Money" as well as "Little Man" which focused on how the success of big companies have been closing down the small businesses across the country.

In reviewing his recent sold-out New York City concert, USA Today said it best. "With Jackson, they got one of the few contemporary country artists who can live up to the legends...More than all the videogenic country superstars of today it's the unassuming Jackson...who fills the artistic shoes of his genre forebears...he proves once and for all that nothing beats a great stand-up singer." We all have the chance to see this "great stand-up singer" at the Super Faces Show—an evening no one will want to miss!

Before Alan's performance, the Academy of Country Music will be announcing their award nominees.

We salute

CRS 2000

and invite you to join

*Country Music's Finest at the
Academy of Country Music's
35th Annual Awards Presentation
Wednesday May 3rd, 2000*

*Live from the
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on CBS Television*

AM
Academy of Country Music

George Strait

Thanks Radio for your support.



2000 Tour Schedule

Charlotte, NC	April 29
Nashville, TN	April 30
Orlando, FL	May 13
Jacksonville, FL	May 14
Cleveland, OH	May 20
Cincinnati, OH	May 21
Landover, MD	June 3
Buffalo, NY	June 4
Dallas, TX	June 10
Houston, TX	June 11

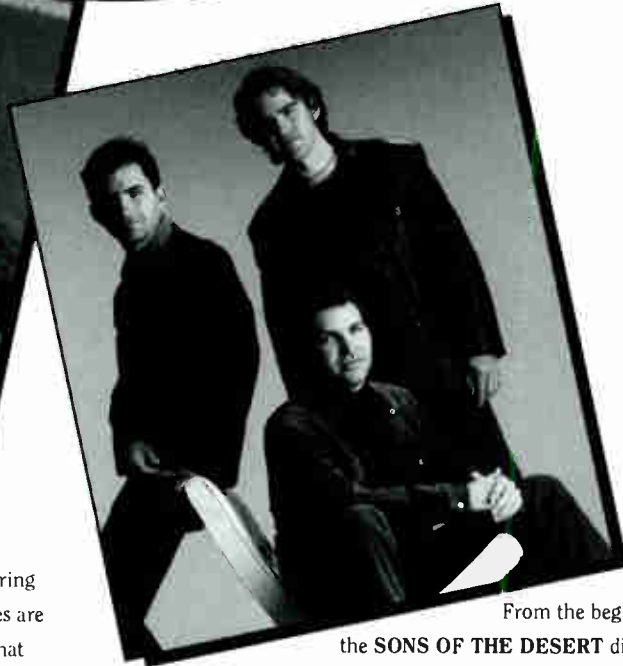


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MCA NASHVILLE'S
THURSDAY LUNCHEON FEATURES
ALECIA ELLIOTT AND
SONS OF THE DESERT



One of the great joys of entertainment is being inspired by true talent. In turn, talent is especially moving and enduring when it's natural. In a time when musical artists and audiences are connecting at an earlier age, **ALECIA ELLIOTT** offers a gift that goes way beyond a talented teen with a big voice.

At 11 years old, Alecia was commuting from her home-town of Muscle Shoals, Alabama to Nashville to perform Saturday nights at Buddy Killen's Stockyard. ("I napped between shows," Alecia explains.)

At 12, she was singing carols under the National Christmas Tree on the White House lawn and touring Switzerland. At 15, she signed her first record deal with the top country label, MCA Nashville, and recorded her debut album with super-producer Tony Brown. Now at 17, she's watching her career shoot sky-high with #1 videos, television offers, chart-topping single sales figures, 5-star reviews, a Tonight Show appearance, and more.

The L.A. Times recently named her a "face to watch" in 2000 (she was the only female out of four artists chosen from all musical genres). She's an "It Girl" according to Seventeen Magazine. All this before her debut album, *I'm Diggin It*, even hit the stores!

Along with the title track, Alecia will knock your socks off with songs such as "Some People Fall. Some People Fly," "Every Heart," and two tracks on which Alecia shares writing credits, "You Wanna What," and "I'm Waiting For You." Alecia's debut album is filled with soul beyond her years; it will surely appeal to music lovers of all ages.

From the beginning, the **SONS OF THE DESERT** distinguished

themselves with a unique vocal sound and solid songwriting.

Few acts have enjoyed the critical support this group has earned. Lead by vocalist Drew Womack, the Sons established themselves with "Whatever Comes First," the title track of their debut album. "Hand of Fate" followed. What also followed were requests from many of their peers: Kenny Chesney had a hit with the Womack-penned "She's Got It All," the Sons were featured vocalists on the Ty Herndon hit "It Must Be Love," and they were asked to sing on recordings by Joe Diffie, Lee Ann Womack, and Anita Cochran.

The Sons have been in the studio with producers Mark Wright and Johnny Slate, putting the finishing touches on their forthcoming MCA Nashville debut, scheduled for release in June. The album will include many songs written by the band as well as "Change" written by Craig Wiseman and Mark Selby, and "Blue Money" co-written by Greg Barnhill. The Sons of the Desert have also recorded a terrific cover of John Hiatt's "Real Fine Love."

Taking their name from a Laurel and Hardy movie, all but one of the Texas natives reside in Nashville. The Sons of the Desert are Drew Womack, Tim Womack and Doug Virden.

T. Bubba Bechtol will entertain between acts.



FRIDAY'S LUNCHEON
PAIRS ASCAP AND
ATLANTIC WITH GOOD
FOOD AND GOOD MUSIC!!

TRACE ADKINS

He's a true, traditional country singer, with a stamp of approval from no less than country icon Buck Owens who said, "Trace has an outstanding voice. His rumbling baritone gets your attention right away, but

closer listening shows that he has tremendous range.

He's going to be a very big star."

Adkins first started performing with a gospel quartet when he was a high school student in Sarepta, Louisiana. With just a piano and bass for accompaniment, the voices had to convey the feeling behind the lyrics. He continued to sing gospel throughout his years at Louisiana Tech University, where he studied petroleum technology. The richness in his bass voice moved his singing teacher to suggest a career in opera, but Adkins loved traditional country music. After working on an oil rig for a few years after graduation, he embarked on what he considers his true musical education—playing one honky-tonk after another throughout the south and southwest

He moved to Nashville, found a regular gig at a local club, and eventually caught the attention of Capitol Records Nashville. Success came quickly after his debut album, *Dreamin' Out Loud*. His first single, "There's A Girl In Texas," got well into the top 20. His second, "Every Light In The House Is On," reached number three, and his third and fourth, "(This Ain't) No Thinkin' Thing" and "I Left Something Turned On at Home," rose to number one. *Dreamin' Out Loud* was certified platinum, and his follow-up collection, *Big Time* was certified gold soon after its release. The latter produced more hits, including "The Rest Of Mine"—a classic ballad that the singer himself co-wrote—and the similarly haunting "Lonely Won't Leave Me Alone."

Awards and awards nominations came almost as fast as the commercial triumphs. In 1997 he won the Academy of Country Music's New Male Vocalist title, *Country Weekly's* Favorite Male Newcomer and was presented the TNN/Music City News Male Star of Tomorrow Award in 1998. He also has been nominated for the Country Music Association's Horizon Award, for their Best Video award for "Every Light In The House" and for Best New Artist in the Country Music Radio Awards.

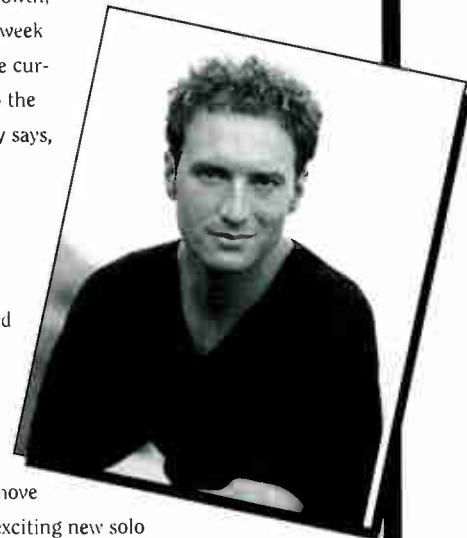
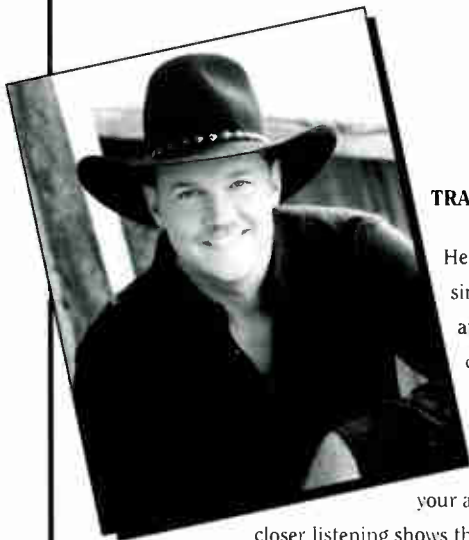
He has toured like a long-haul truckdriver, performing live before more than two million fans since 1996 and setting attendance records at venues across the country. As a result, Trace's fan club has grown to be one of the largest in country music. The enthusiasm that he generates and his strong presence have led to commercial endorsement projects for Chevy Trucks and Dillard's department store.

His soul-bearing third album, *More....*, displays his continued artistic growth, and it garnered the biggest first-week album sales of his career, and the current single, "More" is moving up the charts. As *Entertainment Weekly* says, "he looks more like a star every minute."

TIM RUSHLOW

The lead vocalist that kick-started the superstar group Little Texas with hits like "Kick a Little", "God Blessed Texas", "Amy's Back In Austin" and "What Might Have Been," is poised to move back into the spotlight with an exciting new solo album. Tim Rushlow knew what he had to do after the band parted ways; he took time for some reflection. Although the former lead singer received offers for his own solo record deal soon after Little Texas disbanded, he felt it was in his best interest to wait. When Tim stepped out of the spotlight for a while he was rewarded with being able to spend time being a husband and father.

Rushlow also found that taking some time away from the music industry allowed him the opportunity to become even more creative. His time was well spent on honing his songwriting skills. Rushlow's new style capitalizes on the sound that made him a superstar as the lead singer of Little Texas, but his new approach is a breath of fresh air for the country format. Tim says, "I suppose I could have finished an album a year ago, but it wouldn't be this one. I wanted to deliver songs from my heart and I couldn't do that until everything was in line. I had to step out of myself and take a different perspective. Now is the time and I can't wait!"



ASCAP

CRS 2000 LUNCHEON • FRIDAY, MARCH 3, 2000

featuring



Trace Adkins

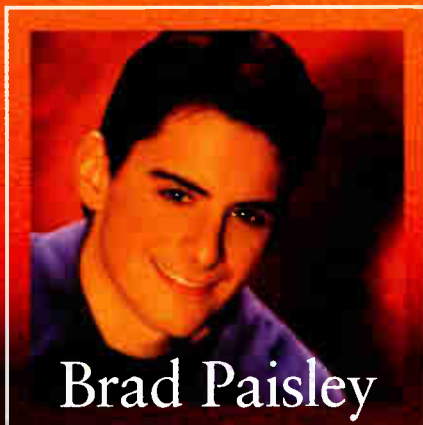


Tim Rushlow

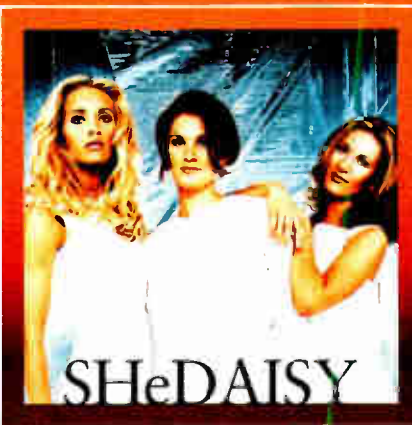
ASCAP's newest faces in country will be featured at the

"New Faces Show"

Saturday, March 4th.



Brad Paisley



SHeDAISY



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Performing is one of the great joys of my profession so I sincerely look forward to entertaining all of the attendees at the CRS 2000 ASCAP luncheon. — Trace Adkins

CMA Saturday Luncheon

March 4

12 - 2 p.m.

West Hall, Nashville Convention Center

CMA Reba & Radio



S O G O O D T O G E T H E R

A VERY SPECIAL AFTERNOON WITH REBA
like you've never seen her before



CMA, REBA AND RADIO: SO GOOD TOGETHER

(DON'T MISS THIS SATURDAY LUNCHEON!!)



The Country Music Association presents one of country music's true megastars. Reba, at the Saturday luncheon. "CMA, Reba and Radio: So Good Together" is a very special afternoon which promises Reba as you've never seen her before.

"CMA is extremely proud to continue its 21st year as a CRS sponsor," comments CMA Executive Director Ed Benson. "Attendees have come to expect something unique and different at CMA's luncheon. We are excited this year to present for them a very special afternoon with Reba like they've never seen her before. It's another of those 'don't miss' CRS opportunities."

After 20 years of recording country music and more than a dozen years reigning as one of CMA's few female Entertainers of the Year, Reba is still at the top of her form. On her recently-released, 26th recording, *So Good Together*, Reba continues to prove her staying power, once again asserting that while trends in country music come and go, true talent is always a constant. While fans and critics alike have long praised her vocal ability and knack for choosing just the right songs, it is her ability to bring fans of all types of music to the genre that has truly benefited country music. Reba has pushed the envelope and stepped outside the boundaries, while always remaining true to her country roots. Whether she is starring in a major film, television movie or expanding her horizons to European or Australian audiences, Reba is always Reba.

Never satisfied to rest on past laurels, Reba is constantly raising the bar for herself. She is forever seeking—and succeeding in finding—new means of reinventing herself. When the country concert landscape began to change, she teamed with the hottest duo in country music, Brooks & Dunn, for not only one of the most successful tours of 1998, but also a hit single with "Have You Seen Him/Her." Her newest tour, *The Singers Diary*, combines elements of a Broadway production with a full-blown major music concert. The result is a musical-play tracing

Reba's life and career. Complete with actors, dancers and Reba's band, the tour re-affirms the fact that Reba is truly queen of the county concert stage.

Her 40-plus million records sold are the most by a female country artist in the Twentieth Century, and her trophy shelf practically buckles under the weight of her many, many awards. In addition to her 1986 Entertainer of the Year award from CMA, she was also named Female Vocalist of the Year four times and won for Vocal Event of the Year for her duet with Linda Davis. "Does He Love You." She has also won numerous People's Choice and Academy of Country Music awards.

She has fan clubs that stretch from Manchester, England to Melbourne, Australia. She graces the covers of magazines as diverse as *Ladies' Home Journal* and *McCall's* to *Country Weekly*, and has even fostered a burgeoning career as the female lead in made-for-television movies. With few mountains left to conquer and close to three decades in the music industry, it might appear that the former Okie rodeo champion would start to think about slowing down. Her response when posed that question is: "Now why would I want to do that? I have a job that I love. I meet interesting people every day of my life. And I get to sing. What more could a person want out of life?"

Founded in 1958, the Country Music Association was the first trade organization formed to promote a type of music. More than 6,800 music industry professionals and companies from 43 countries around the world are members of CMA. The organization's objectives are to guide and enhance the growth of Country Music and to demonstrate it as a viable medium to advertisers, consumers and media throughout the world. CMA is headquartered in Nashville with offices/representatives in London, Cologne, and Sydney.



NEW FACES!!

(EXCEPT FOR THE GUY
PEERING THROUGH
THE GUITARS.)



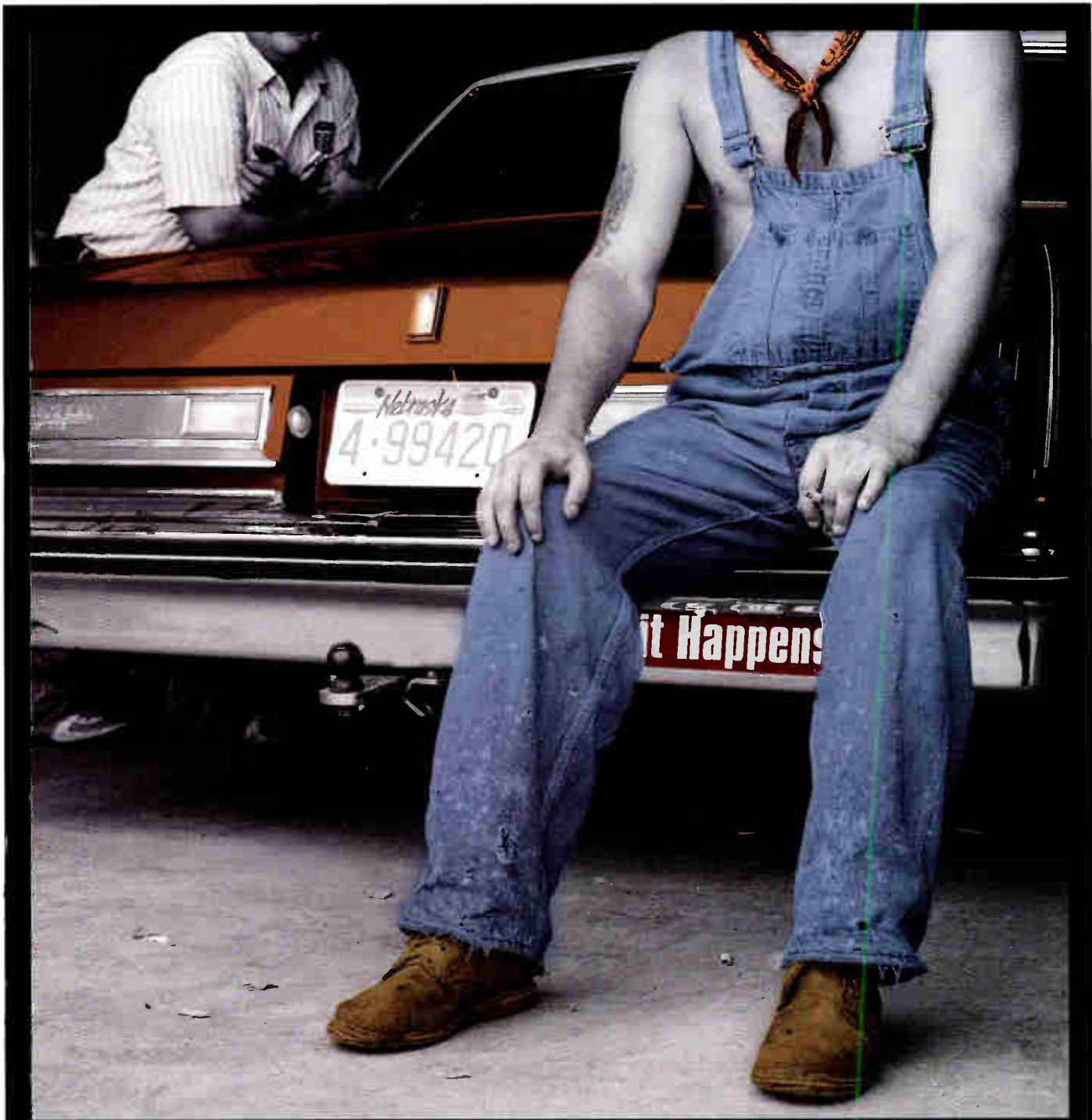
Hosted by: Charlie Monk

ANDY GRIGGS | RCA

Monroe, Louisiana native Andy Griggs began his music career at the age of 18, playing festivals and churches, and honing his skills on the road with famed gospel duo, Jerry and Tammy Sullivan. By 1995, Andy had moved to Nashville where he began singing demos. After a meeting with Joe Galante, Andy was offered a recording contract with RCA Records. As he prepared to head into the studio to record his first album, Andy started writing songs, discovering a dormant talent. Voted Top New Male Country Artist of 1999 by both *Monitor* and *R&R*, Andy was the only artist in 1999 to have his debut single reach #1. Andy spent the last year on tour with acts such as Alan Jackson, Hank Williams, Jr., Willie Nelson, Lonestar, and Kenny Chesney. Andy's first two singles, "You Won't Ever Be Lonely" and "I'll Go Crazy" are Top 10 hits or better and among the top singles of 1999 in both *Monitor* and *R&R*. Andy's current single, "She's More," is poised to be his third consecutive hit, solidifying Andy Griggs as one of country radio's most consistent artists.

MONTGOMERY GENTRY | Columbia

Eddie Montgomery said it best when he and his duo partner Troy Gentry took home the award for Favorite Country Duo or Group at the recent American Music Awards—"It's gonna be one helluva party!" And that's exactly what it's been since Montgomery Gentry's hardcore, raw-edged album *Tattoos & Scars* debuted in Billboard's Top 10 last April—the same album that has yielded the Top 10 singles "Hillbilly Shoes" and "Lonely And Gone." Their music is as unmistakable as their distinctive personalities, and they make no apologies about the fact that they like to shake things up. With their new single "Daddy Won't Sell The Farm" climbing the charts, the duo continues connecting with real people everywhere. *People Magazine* called them a "first-rate country duo with the rough-and-tumble energy of Brooks & Dunn and sweet two-part harmony that often recalls the Everly Brothers," while *Entertainment Weekly* hailed their "testosterone-laden brand of hooky, hardcore fare spaced with heavy Southern rock," and *USA Today* wrote Montgomery Gentry "come across like a backwoods Gregg Allman or Marshall Tucker Band, all sinewy guitars and blues harmonies, and (they're) just the thing to kick country radio out of its doldrums."



O.K. GUYS, WHAT'LL IT BE?

CONSIDER THE FUTURE. CHIPS FALL WHERE THEY
MAY? OR ARE WE EACH IN CONTROL OF OUR
COLLECTIVE DESTINY? WE ARE APPROACHING THE
CROSSROADS. AND WE MUST CHOOSE OUR PATHS
CAREFULLY. BOLDLY. WISELY. MAKE STUFF HAPPEN.

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BRAD PAISLEY | Arista

Born in Glen Dale, West Virginia, Brad Paisley seemed predestined for a life in music. His grandfather gave him his first guitar at the age of 8, and with a little practice and a lot of innate ability, Brad started out as most country singers do—he sang in church. That exposure led him to perform at other community events and ultimately at the mammoth festival, “Jamboree In The Hills.” The opportunity to hone his skills in front of some of country music’s top acts (and audiences of more than 60,000) paid off BIG. With a Music Business degree from Belmont University in hand, and years of performing experience under his belt, Brad captured the attention of the A&R staff at Arista/Nashville—the label he had dreamed of one day signing with. The results: On June 1, 1999, Brad Paisley and Arista/Nashville released *Who Needs Pictures*, his debut album which spawned the #1 single and video, “He Didn’t Have To Be,” and made Paisley the only 1999 chart-debuting artist to achieve the #1 slot on *Billboard’s Hot Country Singles & Tracks* chart. When Brad is not on the road, you’ll find him at what he fondly refers to as “his other home”—the Grand Ole Opry. Performing there 23 times since the release of *Who Needs Pictures*, Paisley rang in the New Year on the Opry stage. A new star for the new millennium.



SHedaisy | Lyric Street

Comprised of sisters Kristyn, Kelsi, and Cassidy Osborn, SHedaisy has literally been singing together since childhood, resulting in their unique brand of seamless, “sister” harmonies. Originally from Magna, Utah, the sisters moved to Nashville ten years ago, first during the summers, going back home to Utah for school, then full-time to pursue record deals. After several years of false starts, disappointments and struggles, they clicked on the original sound and songs that define SHedaisy. Big sister Kristyn co-wrote every song on SHedaisy’s debut album, *The Whole SheBANG*, released in May 1999 on Lyric Street Records. SHedaisy was the best selling new country act of 1999, with *The Whole SheBANG* remaining in the Top 15 on *Billboard’s Top Country Album Chart* since its release. *The Whole SheBANG* was certified (sales of over 500,000 units) by the R.I.A.A. in November, and SHedaisy has received both AMA and Grammy nominations.



KEITH URBAN | Capitol

Urban grew up in Australia listening to such country artists as Charley Pride, Dolly Parton, Don Williams, and Jim Reeves. He first picked up a guitar at age six and knew at seven that he would come to Nashville to play country music. From talent shows as an eight-year-old kid to regular band gigs as a teenager, he worked towards that goal. After admiring the guitar-playing of a bandmate who said he modeled his style on Dire Straits, Urban bought an album by the band, and learned every single note. As he became more and more adept at the guitar, he threw what he learned into his solos onstage. The resulting fusion of rock-style guitar work with country music became Urban’s signature style. After charting four #1 country records in Australia, he moved to Nashville. His band, The Ranch, was signed by Capitol and released one critically-acclaimed album before going their separate ways. His first solo album for Capitol was released in 1999. He co-produced the album and wrote or co-wrote nine of the twelve songs, including the first single, “It’s A Love Thing.”



NEW FACES RECAP

1970

Jack Barlow
Jamie Kaye
Karen Kelly
Wayne Kemp
Lynda K. Lance
LaWanda Lindsey
Dee Mullins
Norro Wilson

1971

Crystal Gayle
Bobby Harden
Murray Kellum
Peggy Little
Bill Rice
Bobby G. Rice
Earl Richards
Little David Wilkins

1972

Connie Eaton
Nashville Edition
Jerry Foster
Dickey Lee
Charlie McCoy
Jim Mundy
Jeanne Pruett
Mel Street

1973

Nashville Edition
Lloyd Green
O.B. McClinton
Pat Roberts
Johnny Rodriguez
Johnny Russell
Red Stegall
Leona Williams

1974

Josie Brown
Marti Brown
Dick Feller
Narvel Felts
Lefty Frizzell
Larry Gatlin
Eddy Raven

1975

Connie Cato
Brian Collins
Billy Larkin
Kenny O'Dell
Eddie Rabbitt
Betty Jean Robinson
Ronnie Sessions
Sunday Sharpe
Brian Shaw
David Wills

1976

Rex Allen, Jr.
Ed Bruce
Earl Thomas Conley
Dotts
Ruby Falls
Linda Hargrove
Joni Lee
Darrell McCall
Nick Nixon
Chuck Price
Even Steven

1977

Kathy Barnes
Bobby Borchers
Randy Cornor
Mike Lunsford
Dale McBride
Charly McClain
Mel McDaniel
Geoff Morgan
Vernon Oxford
Margo Smith

1978

Janie Frickie
Vern Gosdin
Con Hunley
Don King
Zella Lehr
Ronnie McDowell
Peggy Sue
Kenny Starr
Gene Watson

1979

Susie Allanson
John Anderson
Razzy Bailey
Randy Barlow
John Conlee
Gail Davies
Mundo Earwood
Christy Lane
Mary K. Miller

1980

Alabama
Carol Chase
Lacy J. Dalton
Big Al Downing
Leon Everette
Reba McEntire
Juice Newton
Sylvia
Jim Weatherly

1981

Deborah Allen
Sheila Andrews
Roger Bowling
The Capitols
Sonny Curtis
Frizzell & West
Terry Gibbs
Gary Morris
Orion
Steve Wariner

1982

Rodney Crowell
Diana
Terry Gregory
Donna Hazard
Kieran Kane
Ronnie Rogers
Ricky Skaggs
Bobby Smith
George Strait
Tennessee Express

1983

Karen Brooks
Tom Carlile
Channel
Karen Taylor-Good
Cindy Hurt
Tommy St. John
Skip and Linda
Keith Stegall
The Whites
Gary Wolf
Younger Brothers

1984

Atlanta
Bandana
Lane Brody
Rick & Janis Carnes
Exile
Jim Glaser
Jan Gray
Gus Hardin
Kathy Mattea
Dan Seals

1985

Craig Dillingham
Mark Gray
Vince Gill
Becky Hobbs
Ed Hunnicutt
Carl Jackson
Mason-Dixon
Pinkard & Bowden
John Schneider
Wright Brothers

1986

T. Graham Brown
The Forester Sisters
Nicolette Larson
Robin Lee
Maines Brothers Band
Restless Heart
Judy Rodman
Billy Joe Royal
Marty Stuart
Randy Travis

1987

Adam Baker
Larry Boone
Holly Dunn
Girls Next Door
Lyle Lovett
A.J. Masters
Sweethearts of the Rodeo
Keith Whitley
Tom Wopat
Dwight Yoakam

1988

Foster & Lloyd
Nanci Griffith
David Lynn Jones
Patty Loveless
Tim Malchak
New Grass Revival
K.T. Oslin
Ride the River
Ricky Van Shelton
Schuyler, Knoblock & Bickhardt

1989

Baillie and the Boys
The Burch Sisters
Jeff Chance
The Desert Rose Band
Skip Ewing
Donna Meade
Paul Overstreet
Shenandoah
The Shooters
David Slater

1990

Daniele Alexander
Suzy Bogguss
Jann Browne
Mary-Chapin Carpenter
Lionel Cartwright
The Kentucky Headhunters
The Lonesome Strangers
Lorrie Morgan
Travis Tritt
Wild Rose

1991

Corbin/Hanner
Billy Dean
Joe Diffie
Ray Kennedy
Chris LeDoux
Shelby Lynne
Pirates of the Mississippi
Aaron Tippin
Kevin Welch
Michelle Wright

1992

Brooks & Dunn
Clinton Gregory
Sammy Kershaw
Hal Ketchum
Tracy Lawrence
Little Texas
Eddie London
McBride and The Ride
Collin Raye
Pam Tillis

1993

Boy Howdy
Tracy Byrd
Confederate Railroad
Radney Foster
Matthews, Wright & King
Martina McBride
Ronna Reeves
The Remingtons
Dennis Robbins
Michael White

1994

John Berry
Brother Phelps
Gibson/Miller Band
Faith Hill
Toby Keith
Tim McGraw
Doug Supernaw
Clay Walker
Joy Lynn White
Lari White

1995

Archer Park
David Ball
Lisa Brokop
George Ducas
Steve Kolander
Ken Mellons
Rick Trevino
Western Flyer
Bryan White
John & Audrey Wiggins

1996

David Lee Murphy
Jeff Carson
Daryle Singletary
Helen Darling
Emilio
Ty Herndon
Perfect Stranger
Chely Wright
Russ Taff
Ricochet

1997

Trace Adkins
James Bonamy
Paul Brandt
Deana Carter
Deryl Dodd
David Kersh
Mila Mason
Jo Dee Messina
LeAnn Rimes
Kevin Sharp

1998

Sherrié Austin
Big House
Anita Cochran
Dixie Chicks
Matt King
The Lynns
Lila McCann
The Ranch
Sons of the Desert
Kris Tyler

1999

Chad Brock
Gil Grand
The Great Divide
Keith Harling
Monty Holmes
Allison Moorer
Mark Nesler
Jon Randall
Shane Stockton
Trini Triggs

2000

Andy Griggs
Montgomery Gentry
Brad Paisley
SheDaisy
Keith Urban

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hears

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AGENDA AT-A-GLANCE

DAY	TIME	SESSION	ROOM NO.
Wednesday	1:00-3:00PM	Artist Taping Session	204-206
Wednesday	3:00-8:00PM	Exhibit Hall Open	Exhibit Hall
Wednesday	3:00-4:00PM	Afternoon Dessert Break	Ex Hall
Wednesday	4:00-6:00PM	Artist Taping Session	204-206
Wednesday	6:00-8:00PM	Welcome Reception	Ex Hall
Wednesday	7:30-9:30PM	Super Faces Show/Dinner	Perf Hall
Thursday	8:00-9:00AM	Continental Breakfast	Perf Hall
Thursday	8:00-5:00PM	Exhibit Hall Open	Exhibit Hall
Thursday	9:00-10:30AM	Opening Session/Keynote	Perf Hall
Thursday	10:30-Noon	Charts In The Crossfire	209-210
Thursday	10:30-Noon	90 Great Ideas In 90 Minutes	204
Thursday	10:30-Noon	Arbitron Diaries	206
Thursday	Noon-2:00PM	Lunch And Performance	Perf Hall
Thursday	2:15-3:30PM	Becoming Your Community	209-210
Thursday	2:15-3:30PM	Attack-Proof Your Station	204
Thursday	2:15-3:30PM	Aisle To The Dial	206
Thursday	3:30-5:00PM	Your Call Letters.Com	204
Thursday	3:30-5:00PM	Too Country? Too Pop?	206
Thursday	3:30-5:00PM	Selling The Passion-Not The Points	209-210
Thursday	5:00-6:30PM	Programming Rap Room	205
Friday	8:00-9:00AM	Continental Breakfast	Perf Hall
Friday	8:00-3:00AM	Exhibit Hall Open	Exhibit Hall
Friday	9:00-10:30AM	Research: Larry Rosin	Perf Hall
Friday	10:30-Noon	Sales Training On A Shoestring	209-210
Friday	10:30-Noon	Air Talent: Find 'Em, Train 'Em, Keep 'Em!	204
Friday	10:30-Noon	Championship Marketing	206
Friday	Noon-2:00PM	Lunch And Performance	Perf Hall
Friday	2:15-3:30PM	Disney Approach To People Management	209-210
Friday	2:15-4:45PM	Sales Seminar: Neil Rackham	204
Friday	2:15-3:30PM	Mars/Venus: Rob Balon	206
Friday	3:30-5:00PM	Promotion Award Winners	206
Friday	3:30-5:00PM	After The Music	108-109
Friday	3:30-5:00PM	The Art Of Making It Country	209-210
Friday	5:00-10:00PM	Grand Ole Opry	Opryland
Friday	5:00-6:30PM	Promotion Rap Room	205
Saturday	8:00-9:00AM	Continental Breakfast	Perf Hall
Saturday	9:00-10:30AM	GM/GSM Working Breakfast	108-109
Saturday	9:00-10:30AM	Roundtables	Perf Hall
Saturday	9:00-10:30AM	Jay Trachman on Bit Construction	206
Saturday	10:30-Noon	Balancing Life & Work (Covey): Roger Merrill	209-210
Saturday	10:30-Noon	NTR For Dummies	204
Saturday	10:30-Noon	Air Personality Awards	206
Saturday	Noon-2:00PM	Lunch And Performance	Perf Hall
Saturday	2:15-3:30PM	Town Meeting	204-205
Saturday	3:30-5:00PM	WCRS Live! (Acoustic)	204-205
Saturday	6:00-7:00PM	New Faces Cocktail Reception	Level 1
Saturday	7:00-10:00PM	New Faces Dinner & Show	Perf Hall



CRS2000 AGENDA

TUESDAY, FEBRUARY 29

11:00 A.M.-6:00 P.M.

REGISTRATION. Lobby of the Nashville Convention Center (NCC)

WEDNESDAY, MARCH 1

9:00 A.M.-8:00 P.M.

REGISTRATION. Lobby of the Nashville Convention Center (NCC)

9:00 A.M.-12:00 NOON

AGENDA COMMITTEE COORDINATION MEETING, NCC Level 2, Room 201

1:00 P.M.-6:00 P.M.

ARTIST RADIO TAPING SESSIONS (ARTS), NCC Level 2, Rooms 204-206

Scores of top country artists will be available to record program liners and station id's during two taping sessions. Admission to ARTS is restricted to radio, networks, and syndicators only, and requires an armband available in advance from the CRB office. The taping session times are 1:00P.M.-3:00P.M., and 4:00P.M.-6:00P.M.

Sponsored by Impact Target Marketing and The Box Music Network. Audio tapes are provided to country radio by Rusty Walker Programming Consultant, Inc.

3:00 P.M.-8:00 P.M.

EXHIBIT HALL OPEN, NCC Level 1, Center Hall

The CRS 2000 Trade Show opens featuring the CRS Cyber Lounge.

Sponsored by Launch Radio Networks.

3:00 P.M.-8:00 P.M.

SILENT AUCTION OPEN, NCC Level 1, Exhibit Hall

The CRS 2000 Silent Auction is better than Ebay with scores of cool stuff for promotion or your personal collection. The silent auction benefits the Country Music DJ Hall of Fame and the CRB scholarship program.

3:00 P.M.-4:00 P.M.

EXHIBIT HALL AFTERNOON DESSERT BREAK, NCC Level 1, Exhibit Hall

Come eat a treat and visit with your friends while checking out the exhibit hall

featuring great products and revenue generating ideas. *Sponsored by AirDate by TPI.*

6:00 P.M.-8:00 P.M.

CRS ATTENDEE WELCOME RECEPTION, NCC Level 1, Exhibit Hall

The Welcome Reception is the traditional kick-off for CRS, giving you the first

chance to visit with friends and acquaintances and to revisit your network of

industry colleagues. *Sponsored by AMFM Radio Networks.*

8:00 P.M.-8:15 P.M.

ACADEMY OF COUNTRY MUSIC PRESS CONFERENCE

NCC Level 1, CountryCOOL.com Performance Hall

Don't miss this great opportunity to hear the Academy of Country Music's award nominees announced.

ATLANTIC

CONFEDERATE RAILROAD
CRAIG MORGAN
DOUG STONE
JOHN MICHAEL MONTGOMERY
KRISTIN GARNER
OLD DOGS
SOUTH SIXTY FIVE
TIM RUSHLOW
TRACY LAWRENCE
WAYNE WARNER

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favorite

OF COUNTRY





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CRS2000 AGENDA | *Wednesday Continued*

7:30 P.M.-9:30 P.M.

SUPER FACES DINNER AND PERFORMANCE

NCC Level 1, CountryCool.com Performance Hall

This is an evening of great food and super entertainment with Arista's Alan Jackson. *Sponsored by the Academy of Country Music, and United Stations Radio Networks.*

THURSDAY, MARCH 2

7:30 A.M.-6:00 P.M.

REGISTRATION DESK OPEN. Lobby of Nashville Convention Center (NCC)

8:00 A.M.-5:00 P.M.

EXHIBIT HALL OPEN. NCC Level 1, Center Hall

8:00 A.M.-5:00 P.M.

SILENT AUCTION OPEN, NCC Level 1, Exhibit Hall

8:00 A.M.-9:00 A.M.

AGENDA COMMITTEE DAILY COORDINATION MEETING

NCC Level 2, Room 201

8:00 A.M.-9:00 A.M.

CONTINENTAL BREAKFAST, NCC Level 1, CountryCOOL.com Performance Hall, *Sponsored by Mercury Records.*

9:00 A.M.-10:30 A.M.

OPENING SESSION & KEYNOTE PRESENTATION

NCC Level 1, CountryCOOL.com Performance Hall

Country Radio Broadcasters' President Ed Salamon will gavel the seminar to its opening session and will introduce Martina McBride to sing the National Anthem. Challenger, the American Bald Eagle takes wing and glides across the CountryCool.com Performance Hall. The Mayor of Nashville, the Hon. Bill Purcell, will welcome CRS attendees to Music City. President Salamon will present the CRS radio Humanitarian Awards with the help of award sponsor, Radio Ink. Reba McEntire will present the artist Humanitarian Award to this year's surprise winner.



Ed Salamon



Challenger



Martina McBride



Charles Osgood

CBS Radio's Charles Osgood keynotes the first Country Radio Seminar of the new millennium. Charles Osgood is an author, radio and television anchor, a member of the NAB Hall of Fame, and the winner of a Peabody Award. His unique imagination, wit, and wisdom are shared with us this morning as he sets the stage for three days of "growth through sharing for the new millennium."

Sponsored by Westwood One Radio Networks.

10:30 A.M.-12:00 NOON

CHARTS IN THE CROSSFIRE. NCC Level 2, Rooms 209-210

We'll turn up the heat on the music charts this morning to see how they impact careers and career decisions. From bookings on the Tonight Show to the local country radio play list, the music charts are having a huge impact on careers every week. You'll understand the importance of chart information on music careers as we have a panel of chart editors and their spin trackers face off with a booking agent, VP's of label marketing and promotion, and a radio VP.



CRS2000 AGENDA | Thursday Continued



Tim Closson



Mike Kraski



Wade Jensen



Lon Helton



Jamie Matteson



Susan Niles



Paul Lohr



Tom Baldrice



Becky Brenner



Joe Crain



Gail Austin



Chuck Geiger



Ray Edwards

Moderator: Tim Closson, *AMFM*

Panelists: Mike Kraski, *Sony*

Wade Jensen, *Billboard Airplay Monitor*

Lon Helton, *R&R*

Jamie Matteson, *Gavin*

Susan Niles, *Warner/Reprise*

Paul Lohr, *Buddy Lee Attractions*

Tom Baldrice, *BNA*

10:30 A.M.-12:00 NOON

90 GREAT IDEAS IN 90 MINUTES, NCC Level 2, Room 204

What else can we say except...bring an extra pen and plan to be overwhelmed with actionable ideas from our panel of experts in radio.

Moderator: Becky Brenner, *KYCW*

Panelists: Joe Crain, *WYXY*

Gail Austin, *WCOL*

Chuck Geiger, *WCTO*

Ray Edwards, *KDRK*



Rhody Bosley

10:30 A.M.-12:00 NOON

ARBITRON DIARIES, NCC Level 2, Room 206

Does the lifeblood of your station's bottom line need a transfusion? Join us for this panel as rating analyst Rhody Bosley presents the findings of a 450,000-diary study. He'll show us why country shares are seeing huge variances, and will demonstrate how consolidation is affecting your station's ratings. Don't miss this session!



T. Bubba Bechtol



Alecia Elliott



Sons of the Desert

12:00 NOON-2:00 P.M.

LUNCH AND PERFORMANCE, NCC Level 1, CountryCOOL.com Performance Hall

MCA Nashville showcases Alecia Elliott and Sons of the Desert, beginning at 12:45 P.M. Lunch will be served until 1:00 P.M. T. Bubba Bechtol will entertain the CRS attendees between acts. *Sponsored by MCA Nashville.*



Gene Bridges



Jesse Garcia



George House



Bob Richards

2:15 P.M.-3:30 P.M.

BECOMING YOUR COMMUNITY, NCC Level 2, Rooms 209-210

Build revenue and build ratings by fully embracing your community. Some real winners will show you how.

Moderator: Gene Bridges, *Bridges Consulting*

Panelists: Jesse Garcia, *WXXQ*

George House, *WAXX*

Bob Richards, *WFMS*

Jim Tice, *WZZK*



Rick Torcasso



Mike McVay

2:15 P.M.-3:30 P.M.

ATTACK-PROOF YOUR STATION, NCC Level 2, Room 204

The Erosion Stops Here: A New Research Study Makes Your Station Bullet Proof! A new national research project by The New Research Group is unveiled today designed to stop the erosion of your station's audience. Company President Rick Torcasso presents the findings. Then, learn the critical strategies to build your station's listener base from McVay Media's president Mike McVay.

2:15 P.M.-3:30 P.M.

AISLE TO THE DIAL, NCC Level 2, Room 206

Radio talking to retail? You're kidding, right? Join this session to find country radio's missed opportunities by not putting retail into its marketing strategy. You'll learn about bringing retail into the equation for everyone's benefit. This session was one

WE'RE TAKING

Jack's Place

ON THE ROAD!

**SONY MUSIC WELCOMES
COUNTRY RADIO TO CRS 2000 AND
JACK WANTS TO BUY YOU A DRINK!**

Join our entire
Sony Nashville
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Jack's Place will be live
at the Renaissance Hotel
lobby bar.

(next to the elevators)

**Wednesday, March 1
and Friday, March 3
10:00pm — 1:00am**

And join us for
SONY NITE LIVE
**Thursday, March 2
7:00 pm**
**In The Grand Ballroom
of the Renaissance Hotel.**



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Our name is what we do

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is the exclusive sponsor of the
New Faces Cocktail
Reception***



a divine interVentures company

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"Hosted by Award-Winning
Comedian, Killer Beaz".

Henpecked Hero is "Killer" Entertainment!

Sometimes funny . . . sometimes touching . . . sometimes thought provoking.

BUT ALWAYS ENTERTAINING. Drawing on two decades of television, radio and stage, Killer Beaz has created the ultimate tribute to that unsung hero known as the "man of the house". As comedian/husband/father, he combines them all into pointed, humorous daily family-oriented stories like, "Thermostat Wars", "Garbage Day", "Diaper Bag Dependence", "God Bless This Mess", "Christmas Mouse", "Close Shave", "Do it Yourself" and many more.

**. . . A Fresh New Entertainment Feature to
Excite your Radio Audience and Increase
Sponsorship Revenues!**

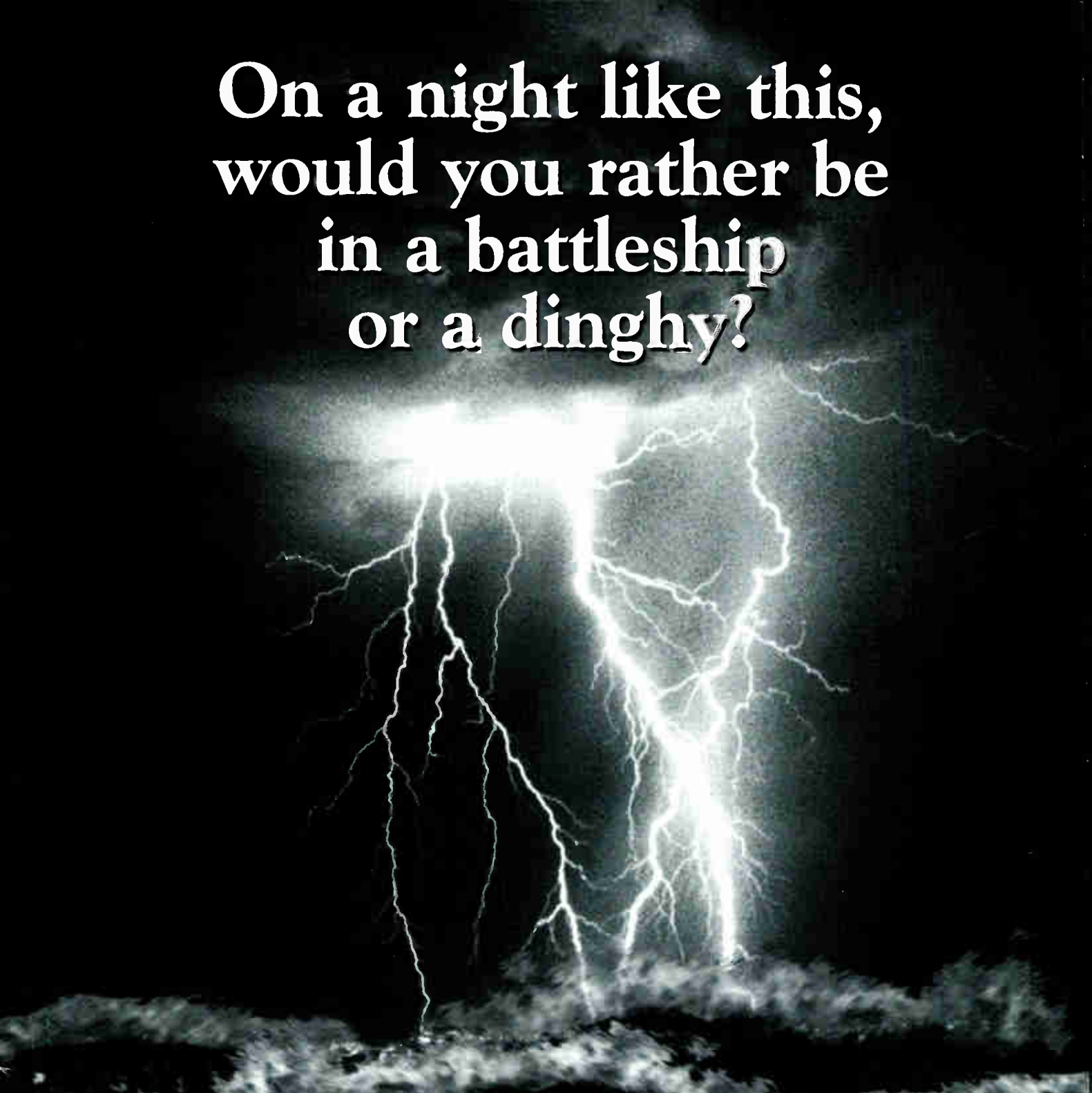
PROGRAM INFORMATION

Length: short form/90 seconds
Local avails: 2 local sponsorships
Terms: Cash
Method of Delivery: Monthly on CD

FOR MORE INFORMATION

LAS VEGAS PRODUCTIONS
3342 S. Sandhill Road #9-103
Las Vegas, NV 89121
Tereasa Hattaway, Affiliate Relations
1 (800) 285-1377

**On a night like this,
would you rather be
in a battleship
or a dinghy?**



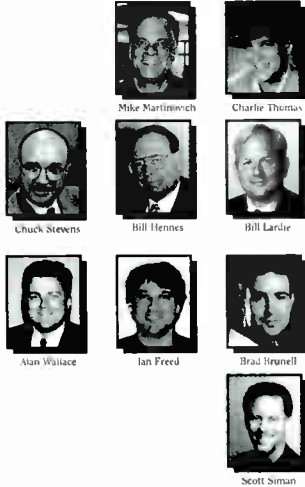
**AP is the largest, most reliable news gathering service in the world.
News wires, video, audio, graphics, photos and cutting edge technology.
Everything you need for your on-air and on-line products.
So, when lightning strikes in your backyard,
you can count on us to see you through it.**



We've got you covered.



CRS2000 AGENDA | Thursday Continued



of the highest rated at last summer's regional seminar, CRS Gulf Coast.
 Moderator: Mike Martinovich, *Mansfield/Martinovich*
 Panelists: Scott Levin, *Musicland*
 Charlie Thomas, *KZXX*
 Chuck Stevens, *WQXX*
 Bill Hennes, *Consultant*
 Bill Lardie, *Anderson Merchandisers*

3:30 P.M.-5:00 P.M.

YOUR CALL LETTERS.com, NCC Level 2, Room 204

This session will target three areas of "E" (e-commerce, e-marketing, and e-broadcasting). We will answer how or if to broadcast on the Internet, how to take advantage of e-commerce to increase revenue and relations with your advertisers, and how to use email ads and other marketing tools to increase your revenue, recognition, and popularity.

Moderator: Alan Wallace, *InterActive Agency*
 Panelists: Ian Freed, *Real Broadcast Network*
 Brad Brunell, *Microsoft*
 John Jeffrey, *Live365.com*
 Scott Siman, *RPM Management*



3:30 P.M.-5:00 P.M.

TOO COUNTRY? TOO POP?, NCC Level 2, Room 206

Let's dig through the issue of traditional versus pop country and find out if there's a challenge here or a genuine opportunity for the format.

Moderator: Charlie Cook, *Westwood One*
 Panelists: Joe Galante, *RCA*
 Allen Butler, *Sony*
 Kevin Mason, *WQMX*
 Joel Raab, *Raab Associates*
 Mike Kennedy, *KBEQ*
 Kenny Rogers, *Dreamcatcher Entertainment*
 Luke Lewis, *Mercury Records*



3:30 P.M.-5:00 P.M.

SELLING THE PASSION-NOT THE POINTS, NCC Level 2, Rooms 209-210

Nothing sells like country sells, and this is the message for current station accounts. Learn painless strategies to get past the cost-per-point objections and bring home the sales you haven't been able to make. Our panel of top general sales managers will show you how!

Moderator: Steve Price, *KYGO/KCKK*
 Panelists: Hans Heilmann, *WZZK*
 Cyndi Caldwell, *WKHX, WYAY*
 Nancy Kirk, *WSOC*
 Tom Potts, *WMIL*

5:00 P.M.-6:30 P.M.

PROGRAMMING RAP ROOM, NCC Level 2, Room 205

This after-hours session mixes your best programming issues with your best programming solutions in a casual, atmosphere hosted by Nick Anthony (Rubber City Radio Group). And, we'll also mix in your favorite beverage.

Sponsored by Strategic Media Research.



CRS2000 AGENDA

FRIDAY, MARCH 3

7:30 A.M.-6:00 P.M.

REGISTRATION DESK OPEN. Lobby of the Nashville Convention Center (NCC)

8:00 A.M.-9:00 A.M.

CONTINENTAL BREAKFAST, NCC Level 1, CountryCOOL.com Performance Hall
Sponsored by Country Weekly.

8:00 A.M. - 3:00 P.M.

EXHIBIT HALL OPEN, NCC Level 1, Center Hall

8:00 A.M.-5:30 P.M.

SILENT AUCTION OPEN, NCC Level 1

8:00 A.M.-9:00 A.M.

AGENDA COMMITTEE DAILY COORDINATION MEETING
NCC Level 2, Room 201



Larry Rosin



Larry Daniels

9:00 A.M.-10:30 A.M.

LARRY ROSIN RESEARCH PRESENTATION

NCC Level 1, CountryCOOL.com Performance Hall

Edison Media Research President Larry Rosin presents an update of cutting-edge research that resulted in major changes to country radio play lists. We'll present Larry's findings to a distinguished panel of radio and music experts for their ideas on how we can put the information to work.

Moderator: Steve Golstein, *Saga Communications*

Panelists: Larry Daniels, *Daniels Consulting*

Scott Borchetta, *Dreamworks Records*

Randy Goodman, *Lyric Street Records*

Dene Hallam, *KYCY*



Jerry Donovan



Mike DeMarco

10:30 A.M.-12:00 NOON

SALES TRAINING ON A SHOESTRING, NCC Level 2, Rooms 209-210

Hear the newest ideas and freshest lead generators from a panel of country radio sales managers and sales trainers. Find dollars you've overlooked and add more to the bottom line. This is truly a no pain way to revenue gain for your station.

Moderator: Leslie Scheinman, *KEEY*

Panelists: Jerry Donovan, *Media Consultants*

Judy Jennings, *WTZR*

Mike DeMarco, *KVOO, KCKI*



Harve Alan



Scott Lindy



Robynn Jaymes



Russ Schell

10:30 A.M.-12:00 NOON

AIR TALENT: FIND 'EM, TRAIN 'EM, KEEP 'EM, NCC Level 2, Room 204

Hear a forum of experts who share their new methods of recruiting, training, and retaining the best talent for your station. You'll learn about the latest coaching methods, and our panel will offer guidance for effectively critiquing air talent.

Moderator: Harve Alan, *AMFM Atlantic Star*

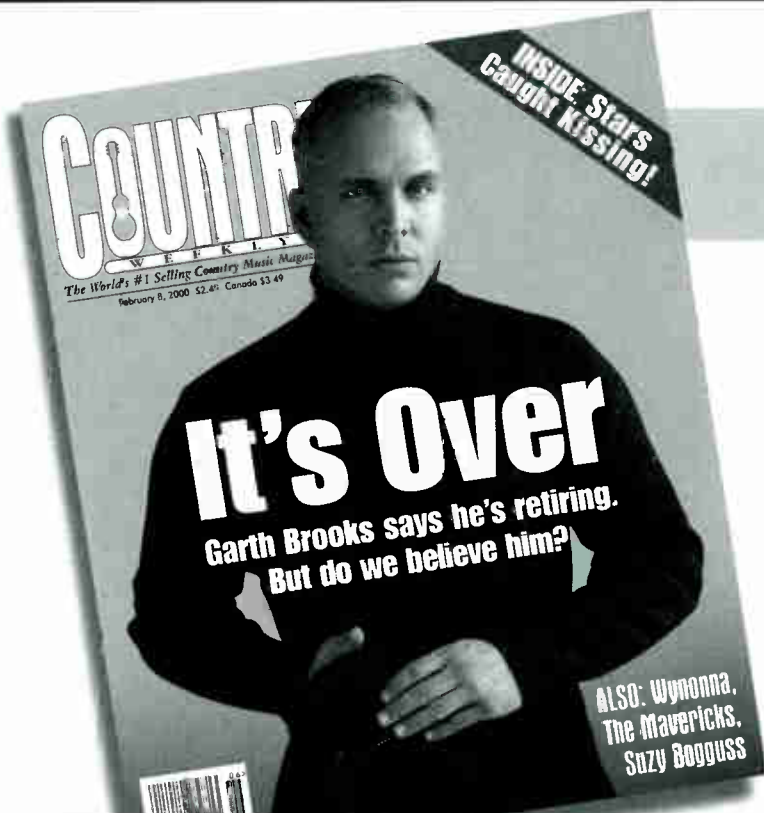
Panelists: Scott Lindy, *WPOC*

Robynn Jaymes, *WYYD*

Russ Schell, *WIL*

Bob Raleigh, *Stratford Research, Cumulus Broadcasting*

One out of every three Americans now listens to country music...



...and we're ready for them.

Introducing the new Country Weekly

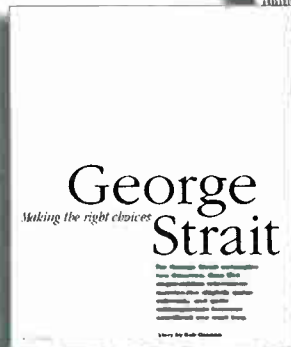
We've taken the look and feel of *Country Weekly* to the next level. It starts with our new logo, surrounded by a cover layout that clearly shows our focus on country music and country lifestyle.

Inside, you'll find 25% more pages, chock full of exciting photos of today's biggest country stars enhanced by bold new graphics.

An expanded editorial package means more features and new departments. *Country Weekly's* in-depth stories take you behind the music with personal interviews, late breaking news from Music Row, and lifestyle articles on everything from food to furnishings. It all adds up to country music coverage you won't get anywhere else.

Country Weekly. The world's #1 selling magazine about country music & the stars who make it.

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Welcome to CRS2000!



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Join us for breakfast - Friday, March 3 in the Performance Hall

Committed to Country



*celebrating 50 years
in Music City*

Thank you, country radio,
for your support
through five decades



CRS2000 AGENDA | Friday Continued



Jay Meyers



Abigail Pollay



Scott Durand



David Hyatt



John Richards

10:30 A.M.-12:00 NOON

CHAMPIONSHIP MARKETING, NCC Level 2, Room 206

Get the latest ideas on marketing your country radio station using white space, green space, cyber space, and outer space. It's new thinking for the new millennium. We'll look at marketing including multimedia platforms, webcasting, web research, outdoor, direct mail, vid pak, and artist endorsement. Join this panel of managers who have executed successful marketing programs with breaking technologies.

Moderator: Jay Meyers, *Clear Channel*

Panelists: Abigail Pollay, *WKXX*

John Richards, *Clear Channel*

Walter Thames, *MessageMedia*

Scott Durand, *Great American Country*

David Hyatt, *Motor Racing Network*



Trace Adkins



Tim Rushlow

12:00 NOON-2:00 P.M.

LUNCHEON AND SHOWCASE PERFORMANCES

NCC Level 1, CountryCOOL.com Performance Hall

Lunch and special showcase performances by Trace Adkins (Capitol Nashville) and Tim Rushlow (Atlantic Nashville) *Sponsored by ASCAP and Atlantic Records.* Showcase begins at 12:45 P.M. Lunch will be served until 1:00P.M.

2:15 P.M.-3:30 P.M.

THE DISNEY APPROACH TO PEOPLE MANAGEMENT

NCC Level 2, Rooms 209-210

Learn the secrets behind Disney's success, and how you can apply those success strategies to people management in our consolidating industries. You'll learn the Disney philosophies and strategies for selection, training, communication, and care while showcasing structures and systems that maintain the unique Disney service culture.

Moderator: Scott Mahalick, *Citadel Communications*

Presenter: David Mulvey, *Disney Business Programs Facilitator*



Neil Rackham

2:15 P.M.-4:45 P.M.

SALES SEMINAR, NCC Level 2, Room 204

Neil Rackham will present a seminar on "Re-thinking the Sales Force" (Also the title of one of his best-selling books. Rackham is recognized for this publication and another best-seller, "Spin Selling".)



Rob Balon

2:15 P.M.-3:30 P.M.

PROGRAMMERS ARE FROM MARS, LISTENERS ARE FROM VENUS

NCC Level 2, Room 206

Are you on the same page as your listener? Are you even in the same solar system? Learn about your country listeners as Rob Balon (The Benchmark Company) conducts one-on-one video interviews with your P-1's and presents the highlights. Rob sent listening diaries to research participants and called them in for a video follow-up. This is a must-see session!

3:30 P.M.-5:00 P.M.

PROMOTION AWARDS, NCC Level 2, Room 206

This year's top promotion winners from small, medium, and large markets showcase their blue ribbon ideas. This session is just like cash in the bank. Plan to take some notes and then just fill out the deposit slip. Infinity Promotion Group's Steve Lee moderates. And the winners are...Small Market/WIXN, Medium Market/WQMX, and Large Market/WUBE.



CRS2000 AGENDA | Friday Continued



Mike Shepard



Jeff Garrison



Tim Murphy

3:30 P.M.-5:00 P.M.

AFTER THE MUSIC, NCC Level 2, Room 108-109

Keep the momentum going on your radio station through creative teasing, solid imaging, and well-planned promo/spot arrangements. Keep your station fresh while maintaining consistency.

Moderator: Mike Shepard, *Moyes Research*

Panelists: Jeff Garrison, *KMLE*

Neil McGinley, *ABC*

Tim Murphy, *KKBQ*

Jimmy Steele, *WRVW*



Jon Randall



Neal McCoy



Stephony Smith



Marc Beeson



Max T. Barnes

3:30 P.M.-5:00 P.M.

THE ART OF MAKING IT COUNTRY, NCC Level 2, Room 209-210

When was the last time you said, "I'd play that song in a minute if _____ were singing it." Well, here's your chance to hear the hits before they are recorded and put in your two cents about WHO should record them. Some of the biggest songwriters in the country will play you yet to be recorded tunes, such as Stephony Smith, Marc Beeson, Max T. Barnes and Jon Randall. Voting will be done electronically, so get there early. Country hit maker and entertainer extraordinaire Neal McCoy moderates this panel.

5:00 P.M.-10:00 P.M.

THE GRAND OLE OPRY BUS TRIP, NCC Level 1 Lobby

We'd like to take you to the radio show that started it all. The Grand Ole Opry Group treats the first 100 who register for the tour to a reception on the stage of the Grand Ole Opry and VIP seating to the Grand Ole Opry itself. Transportation will be provided from the Commerce Street side of the Nashville Convention Center. Register for the trip beginning at 8:00 a.m. Thursday morning in the Exhibit Hall of the Nashville Convention Center in booth # 209. (Limited to the first 100 attendees to register) *Sponsored by Grand Ole Opry Group.*

5:00 P.M.-6:30 P.M.

RADIO PROMOTION RAP ROOM, NCC Level 2, Room 205

Stick around after the promotion session for a lively discussion about country radio promotions hosted by KPLX's Paul Williams.

Sponsored by Rusty Walker Programming Consultant, Inc.

SATURDAY, MARCH 4

7:30 A.M.-8:00 P.M.

REGISTRATION DESK OPEN, NCC Lobby

8:00 A.M.-9:00 A.M.

AGENDA COMMITTEE DAILY COORDINATION MEETING

NCC Level 2, Room 201

8:00 A.M.-9:00 A.M.

CONTINENTAL BREAKFAST, NCC Lobby Level 1 and 2, *Sponsored by What a Trip!*

9:00 A.M.-10:30 A.M.

GM/GSM WORKING BREAKFAST, NCC Level 1, Rooms 108-109

Bring that one problem that keeps you up at night and let's find a solution at break-

"What A Trip!"

*What Everyone Says
About Our Trip Promotions!*

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615.269.0039 phone ~ 615.269.8677 fax

Grace Reinbold
Email: graceann@bellsouth.net

Darlene Williams
Email: trips@bellsouth.net



Giving PDs the Programming Advantage

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Know Your Listeners Better Than Ever with New Programming Software from Arbitron

Developed with input from PDs nationwide, PD AdvantageSM gives you an “up close and personal” look at listeners and competitors you won’t find anywhere else. PD Advantage delivers the audience analysis tools most requested by program directors, including:

What are diarykeepers writing about stations in my market?

A mini-focus group of real diarykeepers right on your PC. See what listeners are saying in their diary about you and the competition!

When listeners leave a station, what stations do they go to?

See what stations your drive time audience listens to during midday.

How are stations trending by specific age?

Track how many diaries and quarter-hours your station has by specific age.

How’s my station trending hour by hour?

Pinpoint your station’s best and worst hours at home, at work, in car.

How often do my listeners tune in and how long do they stay?

Breaks down Time Spent Listening by occasions and TSL per occasion.

How are my 100+ Quarter-Hour diaries trending?

Diaries with 100+ quarter-hours account for about 10% of the average station’s diaries, but they represent a whopping 40% of the quarter-hours. Now you can understand how these crucial listeners impact your listening.

When I’m P1, who’s P2?

See whom you should be trying to pull listeners from.

When I’m P2, who’s P1?

See whom your listeners prefer over you.

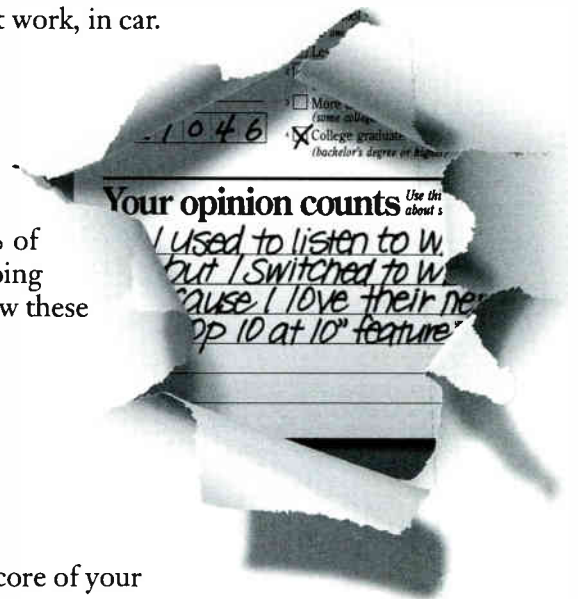
What age range accounts for most of my audience?

Find out what age range defines the true demographic core of your station.

What are the residential and workplace zips of my (Total or P1-P4+) listeners?

Find out where your listeners live for better marketing and promotion results.

To use PD Advantage to *your* station’s advantage, call your Arbitron account executive or Bob Michaels, vice president, Radio Programming Services, at (972) 385-5357 or send an e-mail to bob.michaels@arbitron.com. For Web-based instruction on PD Advantage, log on to Arbitron’s Training & Support Center at www.arbitron.com.





CRS2000 AGENDA | Saturday Continued

fast. Also, share ideas that work for you on recruitment, training, inventory control, rates, NTR, and...WFMS/WGRL's Monte Maupin-Gerard and KUBB's Lee Nye are our facilitators.

9:00 A.M.-10:30 A.M.

ROUNDTABLES, NCC, CountryCOOL.com Performance Hall

Some of the radio and music industry's top authorities play host to a series of roundtables designed to present a very interactive 90 minutes on the most contemporary topics and issues. Each table will be rotated every thirty minutes offering registrants the opportunity to participate in three discussions.

Arbitron Issues and Answers / Bob Michaels, *Arbitron*

Assessing the Impact of Secondary Radio Station Airplay / David Corlew, *Blue Hat Records*

Being Your Own Station Consultant / Gene Dickerson, *Goodstar Broadcasting*

Career Survival in a Consolidated World / John Blassingame, *WGAR*

Creating a Brand for Your Station / Shelley McBride, *RadioVision*

Cross Promotions with Retail / Leslie Scheinman, *KEYY*

How to Optimize Your Station's Web Site / Tim Erwin, *Live On The Net*

International Radio Opportunities / Jeff Green, *Country Music Association*

Is Americana a New Format? / Jessie Scott, *Gavin*

Low Power FM Radio Issues / Whit Adamson, *Tennessee Association of Broadcasters*

Managing Your Artists for Radio / Shelia Shipley Biddy, *Shipley Biddy Entertainment*

Promoting Your Independent Artists to Radio / Debi Fleischer-Robin, *Robin Enterprises*

Radio and the Internet—Friend or Foe? / Carol Walcoff, *CountryCOOL.com*

The Radio Station of the Future / Ed Shane, *Shane Media Services*

Satellite Radio—Is it a New Opportunity? / Steve Warren, *Sirius Satellite*

Radio Station Promotions On a Zero Budget / Bob Duchesne, *WQCB*

Syndication—The End or the Answer / Gary Krantz, *AM-FM Radio Networks*

Synergizing Radio Promotions with Artist Tours / Greg Oswald, *William Morris Agency*

Utilizing Local Video Shows to Promote Your Station / Craig Baan, *AristoMedia*, Bob Richards, *WFMS*

Women in Radio—Getting the Competitive Edge / Corinne Baldassano, *soundsbig.com*



Monte Maupin-Gerard



Lee Nye



Bob Michaels



David Corlew



Gene Dickerson



John Blassingame



Whit Adamson



Jeff Green



Jessie Scott



Shelia Shipley Biddy



Debi Fleischer-Robin



Carol Walcoff



Ed Shane



Steve Warren



Bob Duchesne



Bob Richards



Gary Krantz



Greg Oswald



Craig Baan



Corinne Baldassano



Jay Trachman

9:00 A.M.-10:30 A.M.

PERSONALITY RADIO: BUILDING BEYOND THE BASICS, NCC Level 2, Room 206

Your relationship with your audience is key to your relationship with the diary. Jay Trachman, a leading expert in the radio industry will teach you the finer points of bit construction and audience relations. A sure-fire ratings builder!

10:30 A.M.-12:00 NOON

BALANCING LIFE AND WORK, NCC Level 2, Rooms 209-210

Learn how to keep the stress monkey off your back and nurture those special relationships at home. One of the top speakers in the country will teach us how to strike that important balance between our work and the rest of our life. This is a must-attend session for those of us caught up in the lightening pace of the new millennium radio and music industries. Roger Merrill, best-selling co-author of "First Things First," will be the presenter.



Roger Merrill

10:30 A.M.-12:00 NOON

NTR FOR DUMMIES, NCC Level 2, Room 204

Join this session as top NTR specialists give you the nuts and bolts of finding and signing a load of non-traditional revenue. Those double-digit objectives will be easier to reach when you learn how successful managers of NTR are helping meet the bottom line and exceed revenue budgets. Whatever your market size, you'll find new dollars regardless of your ratings or available inventory. We'll give you ideas you can take home Monday and



CRS2000 AGENDA | Saturday Continued



Sheila Kirby



Lynn Kite

put right to work for you. Don't miss NTR FOR DUMMIES, or you could just be missing out on the key to your success in 2000!
Moderator: Sheila Kirby, *Morrison and Abraham*
Panelists: Rory Flynn, *WYGY*
 Lynn Kite, *WUSN*



Bob Kingsley

10:30 A.M.-12:00 NOON

AIR PERSONALITY AWARDS, NCC Level 2, Room 206

Winners of the first annual CRS Air Personality Awards will serve as panelists for an up-close look at what makes a top talent a top talent. Country Music DJ Hall of Famer and legendary on-air talent Bob Kingsley serves as host for this session. And the winners are: Small Market/Mike and Dana/KGEE, Medium Market/Andy and Alison/WIVK, and Large Market/Danny Wright/WGAR.



Reba McEntire

12:00 NOON-2:00 P.M.

LUNCH AND PERFORMANCE

NCC Level 1, CountryCOOL.com Performance Hall

On Saturday the CMA luncheon will be hosted by Reba McEntire. (Insiders say this will be a very special event.) Last year's performances by Trisha Yearwood and Steve Wariner were a hit with CRS attendees. Don't miss this year's.
Sponsored by the Country Music Association.



Ken Kragen

2:15 P.M.-3:30 P.M.

TOWN MEETING, NCC Level 2, Room 204-205

Guaranteed to be one of the hottest sessions of CRS 2000, the town meeting opens the door to cuss and discuss the most important issues facing country radio and country music. Ken Kragen is our facilitator and will guide us through an important 75 minutes as we look back at the last three days, and ahead to the next year.



Victoria Shaw



Bob DiPiero



Vince Gill



Gary Burr

3:30 P.M.-5:00 P.M.

WCRS LIVE! NCC Level 2, Rooms 204-205

Always a CRS highlight, several of the top songwriters from the Nashville music community will present songs that have been important to their careers and important to country radio. Gene Bridges (Bridges Consulting) hosts this intimate and acoustic CRS session featuring Victoria Shaw, Bob DiPiero, Vince Gill, Gary Burr, and others. *Sponsored by Country Music Television.*

6:00 P.M.-7:00 P.M.

NEW FACES COCKTAIL RECEPTION, NCC Level 1, Center Hall

CRS networking isn't complete until we gather one last time for some cheer and fellowship as we prepare to honor the 1999 New Faces of Country Music.
Sponsored by Live On The Net.



Montgomery Gentry



Andy Griggs



Brad Paisley



SheDAISY



Keith Urban

7:00 P.M.-10:00 P.M.

THE NEW FACES OF COUNTRY MUSIC, BANQUET AND PERFORMANCE

NCC Level 1, CountryCOOL.com Performance Hall

Join host Charlie Monk for a special night of music and fun. In 1999 country radio was privileged to introduce some of the best new music talent, and tonight we're honored with performances by some of the top New Faces of Country Music: Montgomery Gentry, Andy Griggs, Brad Paisley, SheDAISY, and Keith Urban. *Sponsored by Bank of America, Radio and Records, and Westwood One Radio Networks.*

NEW FACES POLICY CHANGE: CRS paid registrations received by December 31st will be assigned reserved seating for the New Faces Show and Dinner. After this date, tickets will be for general seating for the dinner and show. CRS sponsors will continue to receive reserved seating in accordance with their sponsorship agreements.



CMT gave Trisha Yearwood the exposure she needed to break in as a new artist in 1991.

Tim McGraw and Faith Hill found true love on a CMT sponsored tour.

For two years straight, CMT has brought you Farm Aid live, the eight hour mega-concert.

CMT gave Shania Twain a shot at stardom.

Faith Hill's CMT live special helped her achieve her highest album chart position to date.

**Country happens
on CMT first.**

Original country music programs, video previews,
live concerts like Farm Aid and musical biographies
all rolled up into one television network.

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JESUS BY SURPRISE”

Thank you for
your continued
support.

John Michael Montgomery





HERE'S AN
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OF LAST YEAR'S
COUNTRY MUSIC DISC JOCKEY
HALL OF FAME
INDUCTEES.

By
PHYLLIS STARK



Six country radio legends were inducted into the Country Music DJ Hall of Fame at a gala banquet at Nashville's Crowne Plaza Hotel June 24, 1999. The event was hosted by 1998 Hall of Fame inductee Bob Kingsley, host and producer of "American Country Countdown With Bob Kingsley." The evening's honorees were Rosalie Allen, Ted Cramer, Gwyneth "Dandalion" Seese, the late Joe Rumore, "Pappy" Dave Stone, and "Cousin Ray" Woolfenden. Allen and Dandalion are the first women to join the Hall of Fame.

The event began with a welcome introduction from KOOV, Killeen, Texas' Gaylon Christie, who chairs the CRB's DJ Hall of Fame Committee. Christie's welcome was followed by the presentation of the President's Award by Westwood One President/Programming Ed Salamon, who serves as CRB President. Former Great Empire Broadcasting chief Mike Oatman, who was inducted into the Hall of Fame in 1992, was the very surprised recipient of the President's Award, and declared himself "totally humbled" by the honor.

Kingsley then presented the Career Achievement Award to Eddy Arnold, a presentation that proved to be emotional when Kingsley got choked up after watching a short video about Arnold's life and amazing career. Arnold, who is 81, joked "I have a feeling this honor is about to come to me tonight because you couldn't find somebody any older." Arnold proved to be the hit of the night when he took questions from the audience and got everyone laughing with his witty responses. In a

more serious moment, Arnold said, "I never dreamed I'd become important." He also advised up and coming artists to "get all the experience you can locally and learn to perform. There's a lot of good singers, but they can't perform."

Each of the six honorees was then introduced in turn by Kingsley, who spoke about his own induction in 1998. "I can't tell you how much it meant to me and to the people who knew me when I was making \$30 a week and kicking back \$15 just so I could keep my job," Kingsley said.

Country singer Rosalie Allen worked as a DJ at clear channel WOV New York, hosting a two-hour show six nights a week. She was one of the first female country stars and was known as "Queen of the Yodelers." In her acceptance speech, Allen recalled working at WOV where she says "I had a listening audience I would never give up for \$1million," then added, "by today's standards I'd have to say \$1billion."

Ted Cramer, PD/MD of WDAF (61 Country) Kansas City, has been active in country radio since 1954. His lengthy career has included two stints at WDAF, the most recent beginning in 1992. Cramer called his induction "absolutely the highlight of my radio career."

WRKZ (Cat Country) Harrisburg, Pennsylvania MD/overnight personality Dandalion has been nominated for more awards than any other female DJ in the history of country radio. Garth Brooks made an unan-



nounced appearance at the banquet to help induct Dandalion, who brought 70 friends and family members to Nashville for the ceremony. Dandalion thanked the audience for "giving me the greatest honor of my career."

Joe Rumore was a legendary broadcaster in Birmingham, Alabama in the '60s and '70s through stints at WAPI-AM and WVOK-AM, and was best known for 15 years of broadcasts from the basement of his home. He passed away in 1993. Three of Rumore's children accepted his Hall of Fame plaque on his behalf and told the audience that Rumore used to say of his career, "I haven't done anything special, I've just brought special people to the world."

"Pappy" Dave Stone launched his DJ career in 1947 and put the nation's first full-time country station, KDAV, Lubbock, Texas on the air in 1953. Stone was unable to attend the ceremony because of poor health, but sent a message of thanks saying "tonight you have made me so proud and thankful."

"Cousin Ray" Woolfenden has spent 53 years in radio, most recently at WPWC Dumfries, Virginia, which he sold late last year. In his acceptance speech, Woolfenden encouraged the audience to "go back to country music."

The evening closed with an acoustic performance from Arista Nashville recording artist Brad Paisley, who sang Arnold's 1965 hit "Make the World Go Away" and the Kendalls' 1984 hit "Thank God for the Radio."

The Country Music DJ Hall of Fame has inducted 56 members since 1975, many of whom were present at the June 24 dinner. It was founded by Chuck Chellman in 1974. Proceeds from the event benefit the CRB's Scholarship Fund.

A voting board of country radio and country music industry veterans chooses inductees. That board selects from among the nominations and applications accepted from any member of the country radio industry who has given 25 years of service in country radio, contributed to the growth and development of country radio, and contributed to the preservation and enhancement of country music as an art form.

THIS YEAR'S
HALL OF FAME
BANQUET IS SET
FOR THURSDAY,
JUNE 22 IN
NASHVILLE.

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Married Female**

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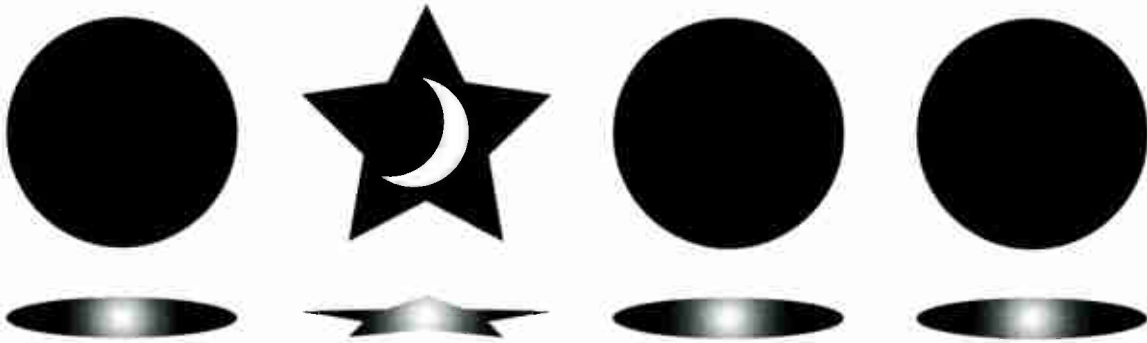
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COUNTRY MUSIC DISC JOCKEY HALL OF FAME MEMBERS

1975

Eddie Hill
Nelson King
Grant Turner

1976

Joe Allison
Randy Blake

1977

Lowell
Blanchard
Hugh Cherry

1978

Biff Collie
Hal Horton

1979

Pete Hunter
Paul Kallinger
Cliffie Stone

1980

T. Tommy
Cutrer
Bob Jennings
Skeets Yaney

1981

King Edward IV
Charlie Walker

1982

Jim Christie
Bill Mack

1983

Len Ellis
Hap Wilson
Smokey Smith

1984

Bill Lowery
Bob Neal

1985

Ramblin' Lou
Schriver
Hap Wainwright

1988

Tex Justus
Tom Perryman

1989

Ralph Emery
Don Owens

1990

Tom "Tomcat"
Reeder
Texas Bill Strength

1991

Billy Parker
Sammy Taylor

1992

Jay Hofer
Mike Oatman

1993

Wayne Raney
Larry Scott

1994

Charlie Douglas
Slim Willet

1995

Hairl Hensley
Hiram Higsby
Mike Hoyer

1996

Dugg Collins
Honest John Trotter

1998

Frank Page
Paul Simpkins
Bob Kingsley
Lee Shannon
Marty Sullivan

1999

Ted Cramer
Rosalie Allen
Joe Rumore
Gwyneth Seese
Cousin Ray Woodfenden
Pappy Dave Stone

NO AWARDS WERE
PRESENTED IN 1986,
1987 OR 1997.

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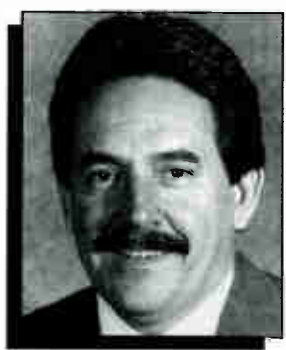
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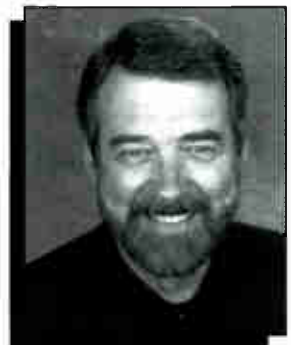
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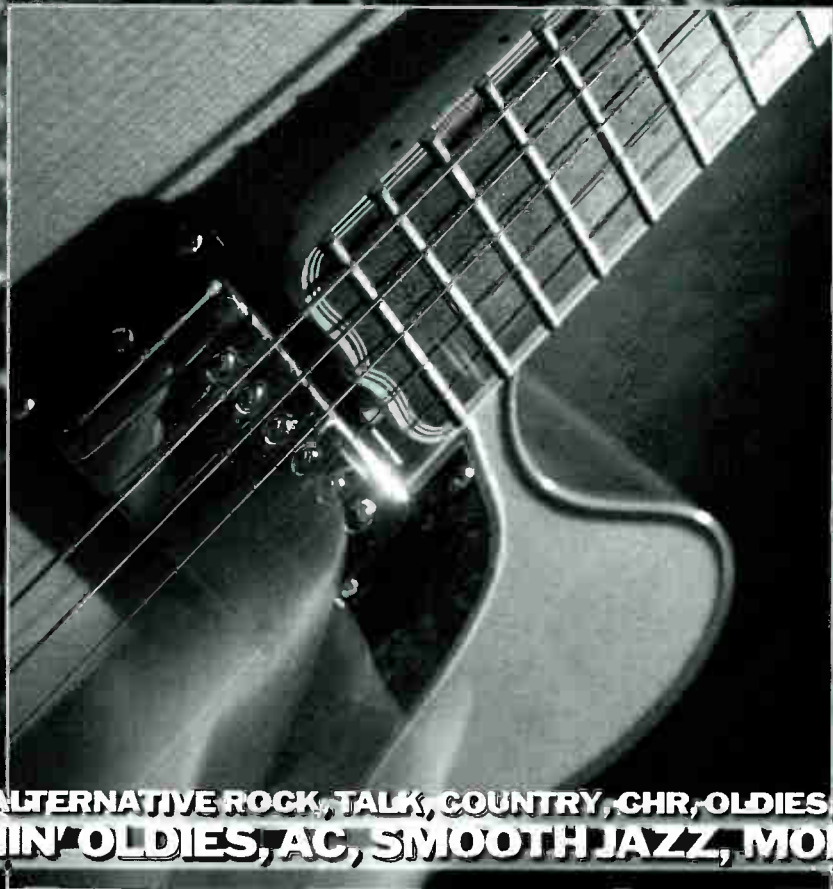
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CRS GULF COAST, MOBILE, ALABAMA— A MEETING OF THE MINDS

BY
JAMIE
MATTESON

When more than 300 country radio programmers, record label executives and other industry professionals came together in Mobile, Alabama last August for CRS-Gulf Coast, the weekend's various panels and sessions centered on the future of those in radio and the need for today's programmers to be proactive in order to ensure survival and success in the 21st century. The three predominant questions that surfaced throughout the seminar were:

- What will it take to be a successful PD in the coming year and beyond?
- Where is the new radio talent for the future coming from and who is developing it?
- How can PD's inspire and motivate their on-air staff to create the most compelling radio possible?

As the seminar's Keynote Speaker, Citadel CEO Larry Wilson spoke on the critical issues facing everyone in radio, especially consolidation and increased competition from other mediums such as the internet and satellite radio. Wilson emphasized that each person at the station needs to develop "better radio," by using their localism to their advantage and by developing more superstar air-personalities that the listeners can bond with. Wilson stressed that the most compelling content will win and that the ultimate success of local radio will depend greatly on the people who open the microphones.

In one of the weekend's best sessions, "The Millennium Program Director," panelist Eric Logan explained that a major part of the PD's job has essentially become a "service department for sales." Effective time management skills and tips were also a main topic within this session as most PD's in attendance agreed that since the onslaught of con-

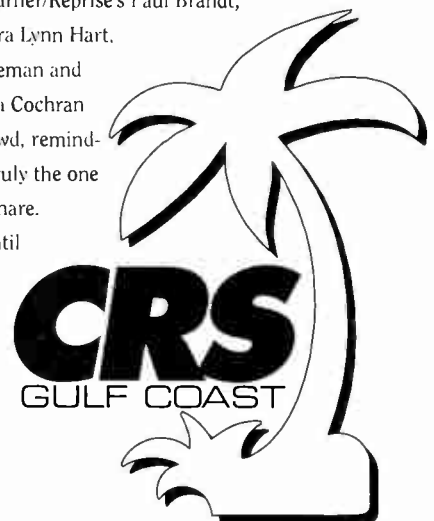
solidation, they have all assumed new areas of responsibility, i.e.-technology updates, the internet and NTR, making time an even more precious commodity. Panelist Jaye Albright, Country President of McVay Media, stated the importance of balancing a work life with a personal life, saying that many times creative juices and problem-solving solutions come to light when there's a balance of work and play.

During the weekend's Closing Rap Room, several GM's in attendance were asked what they'd be looking for in their PD's as we head into 2000. The unanimous response was that in the face of consolidation and cluster groups, GM's too have had additional responsibility heaped on them which no longer allows them time to oversee and micro-manage the staff as before. Each commented that they are looking to their PD's to assume that role.

Musically, this seminar offered some of Nashville's brightest talent as Epic's Joe Diffie, Warner/Reprise's Paul Brandt, Columbia Records' Tara Lynn Hart,

Giant's Georgia Middleman and Warner/Reprise's Anita Cochran performed for the crowd, reminding us that music is truly the one universal link we all share.

We can hardly wait until next time!



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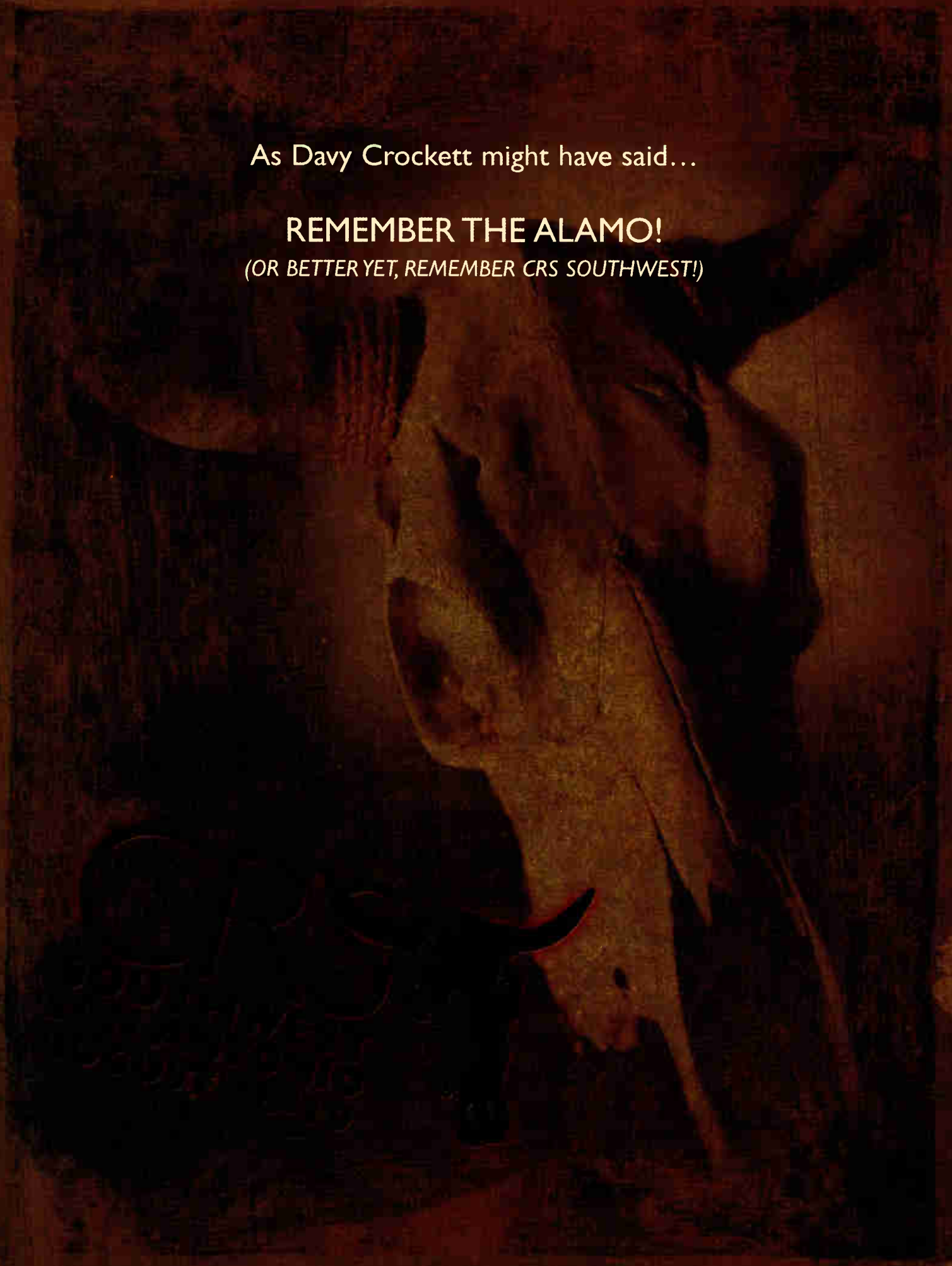
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CRS REGIONAL SET
FOR AUGUST 18-19, 2000
IN SAN ANTONIO

(HEAD 'EM UP, MOVE 'EM OUT!)

By
BONNIE BUCY

CRS



SOUTHWEST SAN ANTONIO AUGUST 18-19

The Country Radio Broadcasters' Regional Seminar is set for the millenium year on August 18-19 in the historic and beautiful city of San Antonio, Texas. The lucky hotel doing the hosting will be the very accommodating Airport Hilton and Conference Center.

Located five minutes from the airport, the Hilton is conveniently situated in the heart of the business and retail center and only a short drive from San Antonio's most popular tourist attractions and the city's several championship golf courses. Besides coffee makers and complimentary coffee and all the other standard amenities, the hotel features telephones equipped with voice mail and dataports plus a business center with fax and copy service, computers and overnight shipping.

Of course, one can't go to San Antonio without visiting the world famous Alamo, established in 1718. It's the site where Davy Crockett, James Bowie, William B. Travis, James Bonham and 180 other men met their deaths after holding off Mexican General Santa Anna's 5,000 troops for 13 days in March, 1836. There are 21 blocks of cobbled, shady paths you can stroll along the city's famed River Walk. Better yet, take the boat and cruise first, then take a walk as you enjoy the fabulous cypress trees, unique restaurants and shops of all kinds. There's the reconstructed settlement of La Villita, a pretty stone and

adobe village, now an "arts community" of craft shops. This site is most atmospheric off-season or at dusk.

Hemisfair Park is the cultural complex located downtown that contains San Antonio's best museums, the Institute of Texan Cultures and the Mexican Cultural Institute. For a glimpse into the lifestyles of the civil and religious authorities in colonial times, visit the Spanish Governors Palace. Lackland and Randolph Air Force Bases are less than 30 minutes from the city. There's the Pearl Brewery which houses a replica of Judge Roy Bean's Jersey Lilly Saloon on its premises and hundreds of other interesting sights and tidbits which make San Antonio a "must see" place.

San Antonio is a fun city. The Airport Hilton and Conference Center is rolling out the red carpet for our Regional Seminar August 18 & 19, 2000. So, make sure you mark the dates and join us in the new millenium for a historic San Antonio visit and seminar!. We promise it will be an enlightening, educational and most enjoyable time!

SEE YOU
AUGUST 18 & 19,
IN SAN ANTONIO!



COUNTRY MUSIC WEEK BRUNCH



Country Radio Broadcasters has in recent years expanded its identity and involvement in the radio and record industries. CRB hosts a variety of events during the course of the year including the Country Music DJ Hall of Fame Dinner and Awards Presentation and the Regional Seminars.

The Country Music Week Brunch has become a popular, well-attended gathering of radio folk who flock to Music City every September to attend the CMA Awards Show and related activities.

This past September, close to 200 executives from the radio and record industries attended the brunch. The brunch offers an opportunity for industry people to get together, meet n' greet, discuss the

issues of the day and network with their peers from both arenas of the business.

One of the many objectives of Country Radio Broadcasters is to provide a social setting for networking and the exchange of ideas. The Country Music Week Brunch invites country radio professionals and the country music industry to come together in one place, at one time.

Thanks to AristoMedia/Marco Promotions, Diane Richey Promotions and Jerry Duncan Promotions for sponsoring the Brunch and making this an especially successful affair.



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IN REMEMBRANCE OF...

By Bonnie Bucy

CHIC DOHERTY

Former MCA marketing vice president whose work benefited George Strait, Barbara Mandrell and The Oak Ridge Boys. Died Jan. 9, 1999.

JOE COMPITO

Bass player for country singer Don Williams. Died Jan. 12, 1999.

JIMMY DAY

Widely regarded as a "soulful" pioneer of the pedal steel guitar, Day was particularly adept for his ability to milk sorrow from the E9 tuning. One of the most in-demand session players in the '60s, Day was elected into the International Steel Guitar Hall of Fame, the Texas Steel Guitar Hall of Fame and the Texas Western Swing Hall of Fame. Day died Jan. 26, 1999.

MARCIA WOOD

Singer-songwriter who worked with Crystal Gayle, Michael Martin Murphy and Gary Morris, among others. She died Jan. 27, 1999.

BUDDY KNOX

A member of the Rockabilly Hall of Fame, Knox was born in Happy, TX. He formed the Rhythm Orchids at West Texas State University (with Jimmy Bowen on bass.) He formed his own label, Triple-D, named after KDDD radio in Dumas, TX. Hits included "Party Doll," "Rock Your Little Baby To Sleep," "Hula Love," "Somebody Touched Me" and "Lovey Dovey." Died Feb. 14, 1999.

EDDIE DEAN

Country singer and western film star who wrote "I Dreamed Of A Hillbilly Heaven" and "One Has My Name (The Other Has My Heart)." He was a co-founder of the East coast-based Academy of Country Music. Died March 4, 1999.

MIKE ANTHONY

Lyricist who wrote Johnny Tillotson's "Poetry In Motion," Brenda Lee's "Grass Is Greener," and John Michael Montgomery's "I Miss You A Little," plus songs recorded by Conway Twitty, George Strait and Herman's Hermits, among others. Died March 9, 1999.

DAVID REECE

Former keyboard player for Mel Tillis' Statesiders, he played the comical Uncle Willie Potts on WLAC-TV's 1960's morning show, Country Junction. He died March 17, 1999.

BROCK SPEER

A member of the Gospel Music Association's Hall of Fame as an individual and as the patriarch of The Speer Family, he also sang on Elvis Presley's "Heartbreak Hotel." Died March 26, 1999.

BOXCAR WILLIE

Born Lecil Travis Martin in Sterratt, TX, he sprang to stardom April 14, 1979 on the Wembley stage at the International Country Music Festival. He formulated Boxcar Willie in 1960 when he saw a hobo who looked like Willie Nelson step off a boxcar. While deejaying in Corpus Christi, he decided to stake it all on his character. Fate stepped in when George Jones was sick and couldn't make an engagement at his Possum Holler Club in Nashville. Box was called to fill in and was spotted by Scottish booking agent, Drew Taylor. Taylor signed him for a Scottish tour and the rest is history. Became the 60th member of the Grand Ole Opry in 1981. His overalls and hobo hat hang in the Country Music Hall of Fame and his star is enshrined in its sidewalk. Album sales number in the millions and he was made the World Ambassador for the Hobos. Boxcar died April 12, 1999.

AL HIRT

Famed New Orleans trumpet player who scored three Top 40 hits in 1964: "Java," "Cotton Candy" and "Sugar Lips," all produced by Chet Atkins in Music Row's RCA Studio B. Hirt died April 27, 1999.

JOEL PRICE

Former sideman for Little Jimmy Dickens, Bill Monroe and George Morgan, he was credited as the first person to play electric bass on the Grand Ole Opry. Died May 3, 1999.

SHEL SILVERSTEIN

Songwriter, cartoonist, noted children's author and illustrator and recording artist, who wrote Johnny Cash's "A Boy Named Sue," Bobby Bare's "Daddy, What If," The Irish Rover's "Unicorn Song," Dr. Hook and the Medicine Show's "Sylvia's Mother" and "Cover of Rolling Stone," Dave & Sugar's "Queen of the Silver Dollar" and his own "Freakin' At the Freaker's Ball." Other artists to have hits of his songs include Faron Young, Kris Kristofferson, Jerry Lee Lewis, Waylon Jennings, Loretta Lynn, and Brenda Lee. Died May 10, 1999.

DAN WOJCIK

Veteran booking agent who worked with Hank Williams, Jr., Earl Thomas Conley, Chris LeDoux and Sawyer Brown, among others. Died May 17, 1999.

RANDY HOWARD

A winner of more than 300 fiddling championships, he toured with Kathy Chivola and recorded with Garth Brooks, George Jones, Chet Atkins and others. Died June 29, 1999.

ANITA CARTER

Soprano vocalist and bass player who began performing with The Carter Family at age 5, then played with Mother Maybelle Carter & the Carter Sisters as members of the Grand Ole Opry in the 50s. She also



toured with the Johnny Cash Road Show and had various record releases of note through the years. Died July 29, 1999.

LITTLE ROY WIGGINS

A 1985 inductee into the Steel Guitar Hall of Fame, he played steel with Eddy Arnold for 25 years. Died Aug. 3, 1999.

GENE WEED

Producer and director of the Academy of Country Music Awards, he also created Prime Time Country and served as ACM president or chairman 10 times. Died Aug. 5, 1999.

DOROTHY HORSTMAN

Wrote the reference book, "Sing Your Heart Out." Died Sept. 13, 1999.

CONNIE EATON

Nashville born singer who placed two songs in country music's Top 40, "Angel of the Morning" (1970) and "Lonely Men, Lonely Women" (1975). Died Sept. 30, 1999.

DANNY MAYO

Writer of "Feed Jake" for the Pirates of the Mississippi, "Jesus and Mama" for Confederate Railroad, "The Keeper of the Stars" for Tracy Byrd and "If I Had You" for Alabama. Died Oct. 1, 1999.

A.L. "DOODLE" OWENS

A member of the Nashville Songwriters Hall of Fame, he wrote "Fourteen Minutes Old" for Doug Stone, "'Wine Colored Roses" for George Jones, "It Was Always So Easy (To Find An Unhappy Woman)" for Moe Bandy and "All I Have To Offer You (Is Me)" for Charley Pride. Died Oct. 4, 1999.

GLEN PAYNE

Lead singer for the pioneering gospel quartet, The Cathedrals, for 35 years, garnering 11 Grammy nominations along the way. Died Oct. 15, 1999.

HOYT AXTON

Singer, songwriter and movie actor, Hoyt Wayne Axton began his career as a folk singer. He then wrote "Green Dollar," an early 60's hit for the Kingston Trio. He wrote "The Pusher" for Steppenwolf that was also featured in the movie Easy Rider; "Joy To the World" and "Never Been To Spain" for Three Dog Night; and the "No. No Song" for Ringo Starr. Axton recorded for various small labels himself with his first notable one being "Boney Fingers." He produced Commander Cody and the Lost Planet Airmen's album, "Tales For the Ozone." He appeared in a number of feature films, including The Black Stallion (1979) and Gremlins (1984.) Died Oct. 26, 1999.

MARY REEVES DAVIS

Born Mary Elizabeth White and a school teacher. Mary married Jim Reeves in 1947. Upon his death July 31, 1964 in a plane crash, her endeavors with his music almost made it seem like he'd never died. Through electronic means, Mary carried Jim to hit after hit in the country and pop charts posthumously. Mary was responsible for the electronic wizardry that brought about "duets" with Deborah Allen and the pairing of her late husband with Patsy Cline. Mary operated the Jim Reeves Museum in Nashville, perpetuating the flame of Jim's memory. Died Nov. 11, 1999.

REX ALLEN

Possessing a voice of astonishing strength, Rex Elvie Allen made 19 films for Republic Studios from 1950 to his last. "The Phantom Stallion," released in 1954 and considered to be the last singing cowboy movie. He later starred in a TV series, "Frontier Doctor" and his resonant, authoritative voice became one of the most familiar in America due to a long association with Disney as a narrator of more than 50 films and TV shows, as well as hundreds of commercials. His recording career produced several hits, included "Crying In the Chapel" and "Don't Go Near the Indians." He was a founder of the Western Music Association. In 1995, he teamed with one of his three sons, Rex Allen, Jr., on the Warner Western album, "The Singing Cowboys." Died Dec. 17, 1999.

HANK SNOW

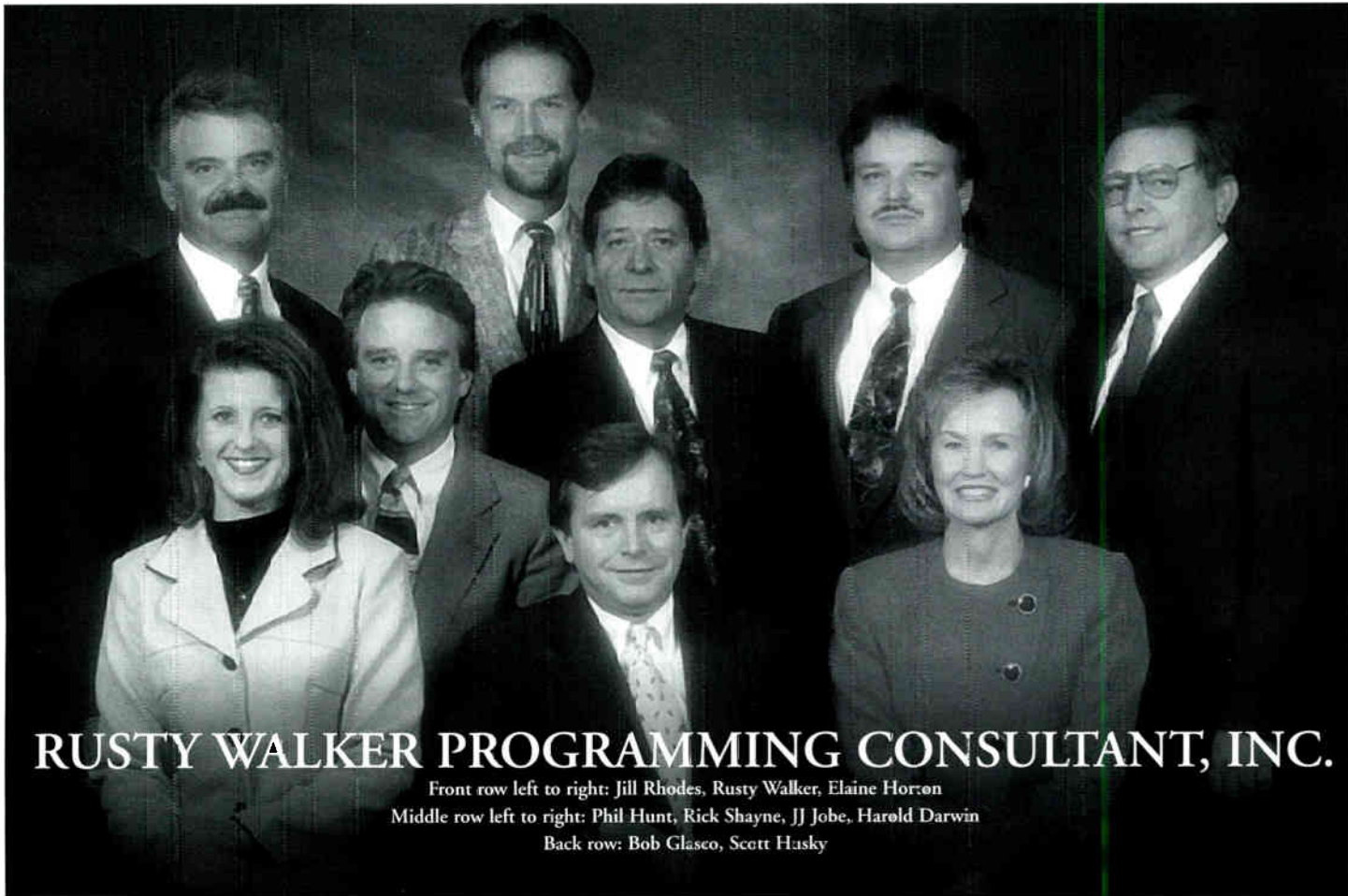
Canadian born Grand Ole Opry star known for his rhinestone suits and a string of commercially successful hits including "I'm Movin' On," "The Golden Rocket," "Rhumba Boogie," "I Don't Hurt Anymore" and "I've Been Everywhere." Born May 9, 1914, Snow made some 840 recordings between 1936 and 1985, forming one of the largest discographies in the music business. He was elected to the Country Music Hall of Fame in 1979. He was one of the first country singers to see the LP as the basic creative unit and was responsible for some of the first theme or concept albums. He published his autobiography, The Hank Snow Story, in 1994. Died Dec. 20, 1999.

MARION WORTH

A Grand Ole Opry star in the 1960s who scored five Top 20 country hits from 1959 to 1963. She was a favorite in the Las Vegas rooms and one of the first country artists to appear at Carnegie Hall in New York. Died Dec. 20, 1999.

ROBERT WAYNE OLDHAM

A Nashville restaurateur who also served as conductor and arranger in the 1970s for Charlie Rich. Died Dec. 27, 1999.



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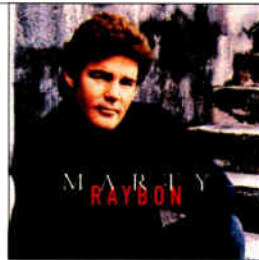


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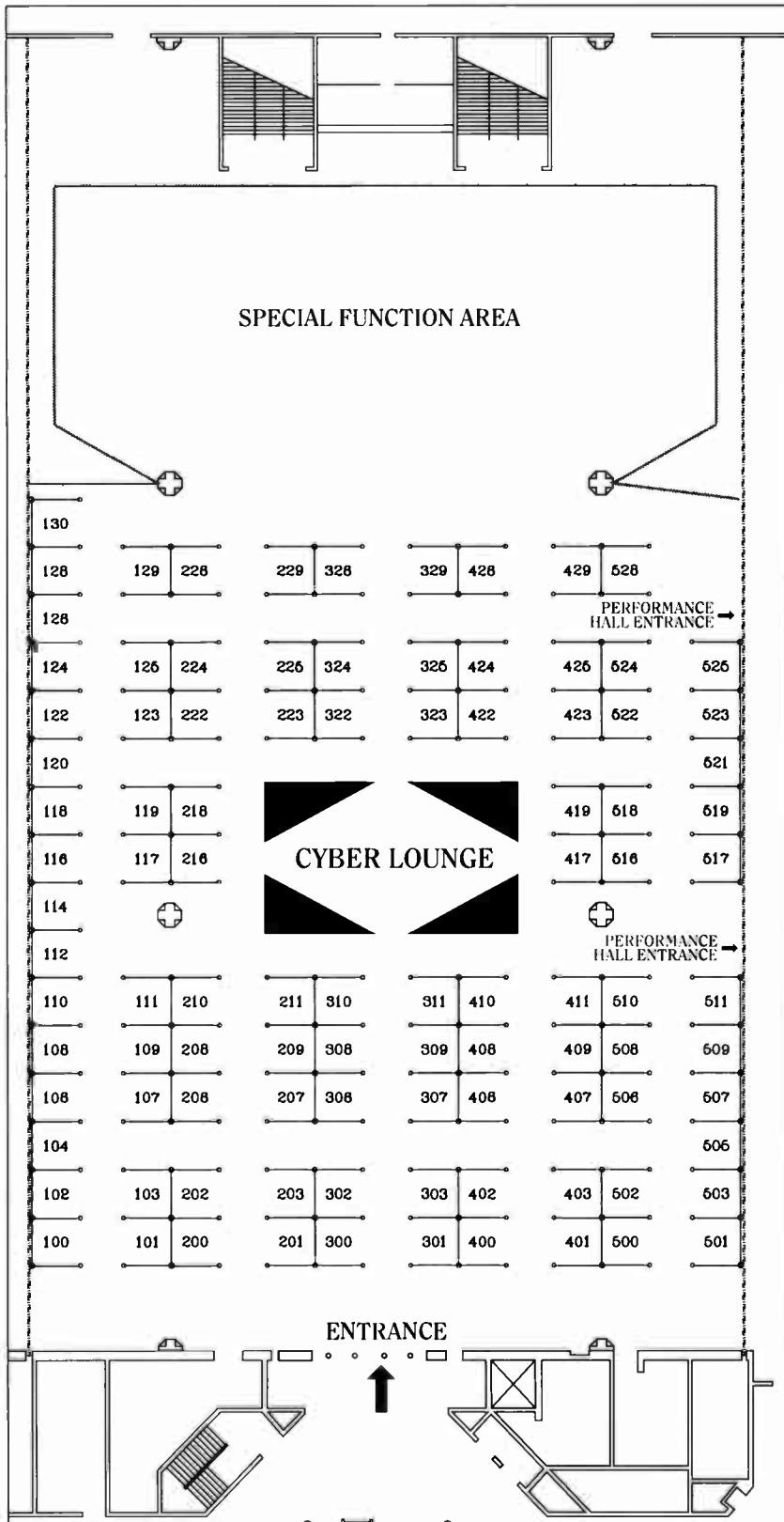
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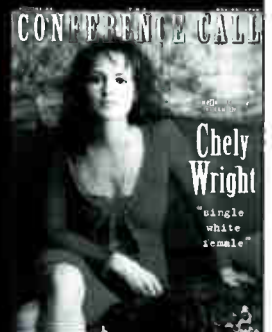
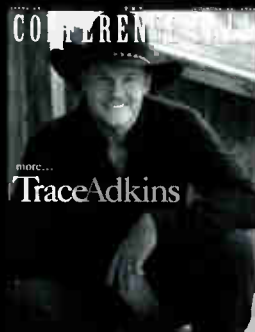
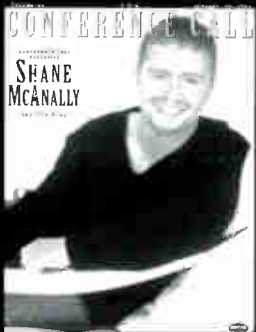
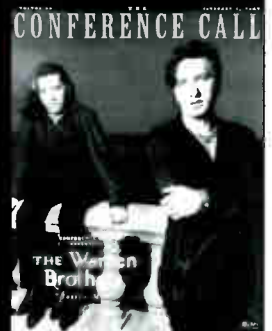
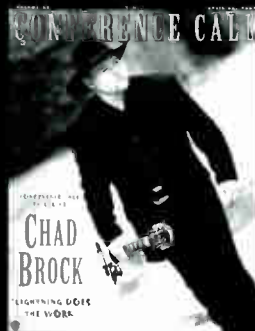
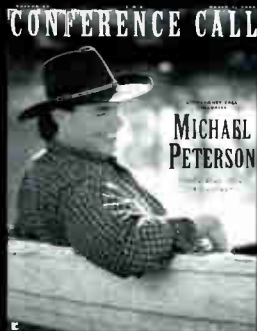
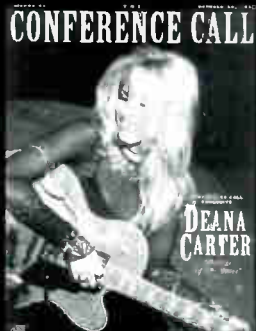
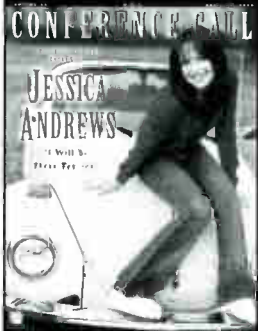
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Shannon Brown

Cowboy Junkies

Clint Daniels

Diamond Rio

Radney Foster

Alan Jackson

Carolyn Dawn Johnson

Brad Paisley

Robert Earl Keen

Lee Roy Parnell

Pam Tillis

The Tractors

Phil Vassar

ASYLUM RECORDS

1906 Acklen Avenue
Nashville, TN 37212
(615) 292-7990
(615) 292-8219 Fax

Stan Byrd

VP of Promotion

Mike Chapman

Regional Promotion Manager

Julie Dove

Regional Promotion Manager

Lee Durham

Regional Promotion Manager

Gerrie McDowell

Regional Promotion Manager

Susan Nadler

Sr. VP of A&R

Ray Randall

Regional Promotion Manager

Evelyn Shriver

President

Lisa Strickland

Regional Promotion Manager

Nancy Tunick

National Promotion Manager

Wes Vause

Director of Publicity

Kerri Stotler

Promotion Coordinator

Artist Roster:

Bryan White

Lila McCann

Mark Nesler

George Jones

Monte Warden

Chalee Tennison

Chad Austin

Mucky Hooper

ATLANTIC RECORDS

20 Music Square East
Nashville, TN 37203
(615) 733-1880
(615) 733-1875 Fax

Barry Coburn

President/CEO

Al Cooley

VP of A&R

Rick Baumgartner

VP, National Promotion

Bill Heltemes

Midwest Promotion Manager

Jon Loba

Southeast Promotion Manager

Dave Berry

Southwest Promotion Manager

Jennifer Shaffer

West Coast Promotion Manager

Jenny Shields

National Mgr/Northeast Promotion

Laura Flagler

Manager, Promotions

Artist Roster:

Confederate Railroad

Craig Morgan

Doug Stone

John Michael Montgomery

Kristin Garner

Old Dogs

South Sixty Five

Tim Rushlow

Tracy Lawrence

Wayne Warner

AUDIUM ENTERTAINMENT

20 Academy Place
Nashville, TN 37210
(888) 698-3475
(615) 726-3788 Fax

Nick Hunter

President

Simon Renshaw

CEO

Chuck Rhodes

Director of Promotions

Johnny Mitchell

Promotions

Artist Roster:

Billy Swan

The Tractors

Ricky Van Shelton

BLUE HAT RECORDS

1102 18th Avenue, S.
Nashville, TN 37212
(615) 329-1102
(615) 327-1103 Fax

David Corlew

President/CEO

Angela Wheeler

Administrative Assistant

Artist Roster:

Charlie Daniels

Sisters Wade

BNA RECORDS

1400 18th Avenue, S.
Nashville, TN 37212
(615) 301-4300
(615) 301-4475 Fax

Joe Galante

Chairman

Tom Baldrice

VP National Promotion

Rick Moxley

Sr. Director National Promotion

Britta Davis

Manager Label/Promotion Operations

Scot Michaels

Director West Region Promotions

Jean Cashman

Manager North Central Region Promotion

Tony Morreale

Manager Southeast Region Promotion

Dave Dame

Manager West Coast Region Promotion

Christian Svendsen

Manager Southwest Region Promotion

Jimmy Rector

Manager Northeast Region Promotion

Artist Roster:

Lorrie Morgan

Jennifer Day

Lonestar



RECORD LABEL PERSONNEL LISTING

*Kenny Chesney
K.T. Oslin
The Warren Brothers
Jason Sellers
John Rich*

BROKEN BOW RECORDS

646 West Iris Drive
Nashville, TN 37204
(615) 297-0148
(615) 297-6423 Fax

Paul Brown
Director of Operations
Jim Yerger
VP, Artist Development/Media Promotions
David Boyer
Director of A&R
Cindy Yerger
Director of Marketing
Leslie Gray
Administrative Assistant

Artist Roster:

*Damon Gray
Joanie Keller
Josh Keener
Ricky Stevens*

CAPITOL NASHVILLE

3322 West End Avenue, 11th Floor
Nashville, TN 37203
(615) 269-2050 Promotion Line
(615) 269-2045 Fax

Pat Quigley
President & CEO
Bill Catino
Executive Vice President
Heather Austin
Executive Assistant to EVP
Sheila Brown
Director Promotion
Brent Jones
Coordinator Promotion
Steve Hodges
Regional Director Promotion/Southeast
Jay Jenson
Regional Director Promotion/Southwest
David Friedman
Regional Director Promotion/Northeast
Tony Michaels
Regional Director Promotion/Midwest
Eric Beggs
Regional Director Promotion/MidAtlantic
Rick Young
Regional Director Promotion/West

Artist Roster:

*Trace Adkins
Susan Ashton
Garth Brooks
Rodney Carrington
Deana Carter*

*Tyler England
Chris LeDoux
Keith Urban
Steve Wariner
Tim Wilson*

CROSSFIELD RECORDS

1311 16th Avenue South
Nashville, TN 37212
(615) 269-8661
(615) 269-5999 Fax

Suzanne Elmer-King
President
Tricia Walker
Vice President
Myrna Elmer
Administrator
Jim Elmer
Publishing Catalog Manager/Song Plugger

Artist Roster:

*Cowboy Dan
Davis Raines
Tricia Walker*

CURB RECORDS

47 Music Square East
Nashville, TN 37203
(615) 321-5080
(615) 327-1964 Fax

Mike Curb
Chairman
Carson James
VP Promotion and Media Strategy
Eva Wood
Vice President, Field Promotion
Jill Gleason
Promotion Coordinator
Rick Cardarelli
Midwest Promotion Manager
Brooks Quigley
Southeast Promotion Manager
Keith Greer
Southwest Promotion Manager
Karen McGuire
Northeast Promotion Manager
John Curb
VP, West Coast Promotion
April Rider
Mid-Atlantic Promotion Manager
Joe O'Donnell
West Coast Promotion Manager

Artist Roster:

*David Kersh
Tim McGraw
Jo Dee Messina
Sawyer Brown
Junior Brown
Jeff Carson
Steve Holy*

*Hal Ketchum
Shane McAnally
LeAnn Rimes
Trini Triggs
Tamara Walker
Hank Williams III
Hank Williams Jr.*

DELTADISC

1114 17th Avenue, S.
Suite 201
Nashville, TN 37212

Fred Clark
President and CEO
Jodi Laird
Office Manager

Artist Roster:

Beverly Ellis

DOOR KNOB RECORDS

3950 N. Mt. Juliet Road
Mt. Juliet, TN 37122
(615) 754-0417
(615) 754-0424 Fax

Gene Kennedy
President
Karen Jeglum Kennedy
Vice President
Rheta Goins
Secretary

Artist Roster:

*Don Sepulveda
C.B. Wilson
Brandywine
Tim Graves*

DREAMCATCHER RECORDS

2910 Poston Avenue
Nashville, TN 37203
(615) 329-2303
(615) 329-2350 Fax

Jim Mazza
CEO/President
Bob Burwell
VP/Creative
Anne Weaver
Director/National Promotion
Claire Cook
Director/ Media and Artist Relations
Tammy Paxton
Director/Finance
Don Kamerer
Director/Sales
Misti Filipiak
Manager/Creative Services

Artist Roster:

*Kenny Rogers
Linda Davis*



RECORD LABEL PERSONNEL LISTING

DREAMWORKS RECORDS

1516 16th Avenue, S.
Nashville, TN 37212
(615) 463-4600
(615) 463-4651 Fax

James Stroud
Principal Executive
Wayne Halper
General Manager/Head of Label Operations
Scott Borchetta
Senior Executive,
Promotion & Artist Development
Bruce Shindler
Head of Promotion
Jimmy Harnen
Northeast Regional Radio
Promotion & Marketing
Lisa Andrick-Owen
West Coast Regional Radio
Promotion & Marketing
Suzanne Durham
Southwest Regional Radio
Promotion & Marketing
George Briner
Midwest Regional Radio
Promotion & Marketing
Jody Van-Alin
Southeast Regional Radio
Promotion & Marketing
Shannon Gowan
Promotion Coordinator,
Assistant to Senior Executive

Artist Roster:

Randy Travis
Toby Keith
Jessica Andrews
Lisa Angelle
Redmon & Vale
Darryl Worley
Jeff Foxworthy
Asleep At The Wheel
Bill Luther
Jolie Edwards
Rick Ferrell

EMINENT RECORDS

2410 Belmont Blvd.
Nashville, TN 37212
(615) 386-8373
(615) 386-8379 Fax

Monty Hitchcock
President
Steve Wilkison
Vice President/General Manager
Dawn Bryant
Production Manager
Aimee Roberts
Publicity/Promotion Manager

Artist Roster:

Emmylou Harris
Jon Randall
The Mike Plume Band

GIANT NASHVILLE

1514 South Street
Nashville, TN 37212
(615) 256-3110
(615) 256-4048 Fax

Doug Johnson
President
Milly Catignani
Assistant to President
John Burns
Executive VP/GM
Amy Murray
Office Manager/Executive Asst. to VP/GM
John Brown
Head of Promotion
Tracy Collins
Promotion Coordinator
Fritz Kuhlman
National Promotion Director/Midwest Regional
Larry King
Southeast Regional Promotion Manager
John Trapane
Southwest Regional Promotion Manager
Lee Adams
Northeast Regional Promotion Manager
Richard Watson
West Coast Regional Promotion Manager

Artist Roster:

Keith Harling
Adam Hughes and Sarah Majors
Neal McCoy
Georgia Middleman
Joe Nichols
Blake Shelton
The Roger Springer Band
Christy Sutherland
Clay Walker
The Wilkinsons

KINKAJOU RECORDS

1100 18th Avenue, S.
Nashville, TN 37212
(615) 321-0033
(615) 321-2244 Fax

Kinky Friedman
President/CEO
Kacey Jones
Executive Vice President
Kezia Kidd
General Manager

Artist Roster:

Kinky Friedman
Kacey Jones
Jonathan Yudkin &
The Chainsmoking Alter Boys
Chuck McCabe
Steve Kritzer

LYRIC STREET RECORDS

824 19th Avenue South
Nashville, TN 37203
(615) 963-4848
(615) 963-4862 Fax

Randy Goodman
President
Carson Schreiber
Sr. VP, Promotion & Product Dev.
Dale Turner
VP, Promotion
Kevin Herring
Sr. Director, National Promotion
Chris Palmer
Director of Promotion, Northeast
Theresa Durst
Director of Promotion, Southeast
Renee Leymon
Director of Promotion, Midwest
Angela Lange
Director, Regional Promotion, West
Nancy Broadway
Promotion Coordinator

Artist Roster:

Nate Barrett
John Berry
Shane Caldwell
Chuck Wagon and the Wheels
Sonya Isaacs
Kortney Kayle
Brian McComas
Rascal Flatts
SheDaisy
Aaron Tippin
Lari White

MCA NASHVILLE

60 Music Square East
Nashville, TN 37203
(615) 880-7300
(615) 880-7425 Fax

Bruce Hinton
Chairman
Tony Brown
President
David Haley
VP, National Promotion
Bill Macky
Director of National Promotion
Pat Payne
Asst. to VP/Promotion Manager
Kimberly Dunn
Gavin Manager
Tatum Hauck
Promotion Coordinator
Todd Pauley
Promotion Assistant
Royce Risser
Director of Regional Promotion, Northeast
Enzo De Vincenzo
Director of Regional Promotion, Southwest



RECORD LABEL PERSONNEL LISTING

Mike Severson
Director of Regional Promotion, Mid-South
Denise Roberts
Director of Regional Promotion, West
Louie Newman
Director of Regional Promotion, Southeast
Rob Ellis
Director of Regional Promotion, Midwest

Artist Roster:

Gary Allan
Mark Chesnutt
Alecia Elliott
Vince Gill
Rebecca Lynn Howard
Reba McEntire
Allison Moorer
Ray Stevens
George Strait
Marty Stuart
Lee Ann Womack
Chely Wright
Trisha Yearwood

MERCURY NASHVILLE

66 Music Square West
Nashville, TN 37203
(615) 320-0110
(615) 327-4856 Fax

Luke Lewis
President
John Grady
Sr. VP/Sales/Marketing/Promotion
Michael Powers
VP, National Promotion
Pat Surnegie
VP, West/Southwest Promotion
Chris Stacey
VP, National Promotion
John Ettinger
VP, Midwest Promotion
Rocco Cosco
VP, Southeast Promotion
Chad Schultz
Southwest Promotion Director
Damon Moberly
Northeast Promotion Director
Haley McLemore
Promotion Coordinator
Thom Hutchison
Promotion Assistant

Artist Roster:

Terri Clark
Neal Coty
Tom T. Hall
Eric Heatherly
Kathy Mattea
Shane Minor
Kim Richey
Keith Stegall
William Topley
Shania Twain

Mark Wills
Wynonna
The Judds
The Mavericks
Little Big Town
Jamie O'Neal

PLATINUM NASHVILLE

1222 16th Avenue South
Nashville, TN 37212
(615) 327-0770
(615) 327-1214 Fax

George Collier
Sr. VP/GM, Country Music

Artist Roster:

Suzy Bogguss
Bellamy Brothers
T. Graham Brown
Earl Thomas Conley
The Oak Ridge Boys
Billy Joe Royal
Ronnie McDowell
Rick Springfield

RAZOR & TIE ENTERTAINMENT

214 Sullivan Street, #4A
New York, NY 10012
(212) 473-9173
(212) 473-9174 Fax

Cliff Chenfeld
President
Craig Balsam
Sebouth Yegparian
Sr. Director, Sales & Marketing
Andi Turco-Levin
Sr. Director of National Promotion
Jessica Siracusa
Assistant Director of Promotion
Amy Wan
Director of Media Relations

Artist Roster:

Cledus "T." Judd

RCA LABEL GROUP

1400 18th Avenue, S.
Nashville, TN 372212
(615) 301-4300
(615) 301-4356 Fax

Joe Galante
Chairman
Mike Wilson
VP, National Promotion
Keith Gale
Director, National Promotion
Darcy Miller
Administrator, National Promotion
Gussie Thomason
Midwest Regional Promotion Manager

Suzette Tucker
Promotion Director
Chris DeCarlo
Northeast Regional Promotion Manager
Sam Harrell
West Regional Promotion Manager
Adrian Michaels
Southwest Regional Promotion Manager
Dan Nelson
South Regional Promotion Manager

Artist Roster:

Alabama
Andy Griggs
Tracy Byrd
Clint Black
Sara Evans
Eddy Arnold
Martina McBride
Coley McCabe

ROUNDER RECORDS

One Camp Street
Cambridge, MA 02140
(617) 354-0700
(617) 491-1970 Fax

Brad Paul
VP of Promotion and Publicity

Artist Roster:

Alison Krauss
Heather Myles
Rhonda Vincent
Jo-El Sonnier
Jeff White
The Woodyys
Rosie Flores
David Olney
Barry & Holly Tashian
Riders In The Sky
Wylie & The Wild West

SONY MUSIC NASHVILLE

34 Music Square East
Nashville, TN 37203
(615) 742-4321
(615) 254-3879 Fax

Allen Butler
President
Jack Lameier
Senior VP

Columbia Nashville

(615) 742-4321
(615) 742-5759 Fax

Ted Wagner
Vice President, Promotion
Mike Rogers
Director, National Promotion
Buffy Rockhill
Regional Promotion Manager, Central



RECORD LABEL PERSONNEL LISTING

Jack Christopher
Regional Promotion Manager, Northeast
Kristi Volskis
Promotion Coordinator
Wix Wichmann
Regional Promotion Manager, Midwest
Marlene Augustine
Regional Promotion Manager, West Coast

Columbia Artist Roster:

Chet Atkins
Mary Chapin Carpenter
Deryl Dodd
Montgomery Gentry
Ricochet
Tara Lyn Hart
Travis Tritt
Bobbie Eakes
Billy Yates

Epic Nashville
(615) 742-4321
(615) 742-4338 Fax

Rob Dalton
Vice President, Promotion
Shelley Gregory
Promotion Coordinator
Rick Hughes
National Promotion Director
Mark Westcott
Regional Promotion Manager, Midwest
Matt Corbin
Regional Promotion Manager, Northeast
Chris Michaels
Regional Promotion Manager, Southeast
Jim Dorman
Regional Promotion Manager, Southwest
Randy Chase
Regional Promotion Manager, West Coast

Epic Artist Roster:

Joe Diffie
The Kinleys
Shana Petrone
Collin Raye
John Anderson
Tammy Cochran
Ty Herndon
Patty Loveless

Monument Nashville
(615) 742-4321
(615) 742-5716 Fax

Larry Pareigis
VP, Promotion
Bart Allmand
Director, National Promotion
Tommy Laird
Promotion Coordinator
Bob Reeves
Regional Promotion Manager, Northeast
Phil Little
Regional Promotion Manager, Midwest
Lloyd Stark
Regional Promotion Manager, Southeast

Mike Ring
Regional Promotion Manager, Southeast
Pam Newman
Regional Promotion Manager, West Coast

Monument Artist Roster:

Dixie Chicks
Yankee Grey
Wade Hayes
Danni Leigh
Billy Ray Cyrus

Lucky Dog Artist Roster:

David Allan Coe
Bruce Robison
Charlie Robison
Jack Ingram
Johnny Paycheck
Waylon Jennings

STEP ONE RECORDS

1300 Division Street
Suite 204
Nashville, TN 37203
(800) 264-2054
(615) 255-6282 Fax

Ken Woods
President
Leslie Ann Elliott
Office Manager
Richard Bartley
Shipping/Receiving
Rita Sharp
Administrative Assistant

Artist Roster:

Gene Watson
Jack Greene
The Browns
The Whites
"Big" Kat Kaylor

TRI CHORD RECORDS

P. O. Box 477
Franklin, TN 37065
(615) 599-5185
(615) 599-5187 Fax

Bill Glenn
President
Dena DiVito
VP of AR
Sharon Glenn
Director of Copyright Management
Janice Soled
Director of A&R,
Administration and Production
Steve Miller
Marketing Consultant

VIRGIN RECORDS NASHVILLE

48 Music Square East
Nashville, TN 37203
(615) 251-1100
(615) 313-3734 Fax

Scott Hendricks
President and CEO
Larry Hughes
VP Promotion
Doug Baker
National Promotion Director
Greg Sax
Southwest Regional Promotion Director
Tony Benken
Northeast Regional Promotion Manager
Rhonda Beasley-Christensen
West Coast Regional Promotion Director
Shari Reinschreiber
Midwest Regional Promotion Director
Katharine Chappell
Promotion Coordinator

Artist Roster:

Julie Reeves
Jerry Kilgore
Clay Davidson
River Road
Tom Mabe
Roy D. Mercer

WARNER/REPRISE NASHVILLE

20 Music Square East
Nashville, TN 37203
(615) 748-8000
(615) 214-1475 Fax

Jim Ed Norman
President
Bob Saporiti
Senior VP
Bill Mayne
Senior VP
Jack Purcell
Senior VP, Promotion
Brad Howell
VP/Promotion, West
Ken Tucker
National Promotion Director, East
Bruce Adelman
Regional Promotion Manager, West
Cliff Blake
Regional Promotion Manager, Northeast
Darlene Edwards
Regional Promotion Manager, Southwest
Tom Moran
Regional Promotion Manager, Midwest
Chuck Thagard
Regional Promotion Manager, Mideast
Matt Williams
Regional Promotion Manager, Southeast
Erin Hardy
Promotion Coordinator

Artist Roster:

Faith Hill
Dwight Yoakam
Paul Brandt
Chad Brock
Lace (143 Records)
Anita Cochran
The Lynns
Leslie Satcher
Kincaid



SUPPLIER LISTING

ABC RADIO NETWORKS

Affiliate Relations - West
Dallas Office (972) 991-9200
(972) 458-7107 Fax

John Rosso, Vice President
Frank Woodbeck, Vice President
Todd Fowler, Director
Myrna Vera, Associate Manager
Ed Pearson, Director
Brooke Williams, Associate Manager
24-Hour Formats and Small Markets
Denise Reiling, Director
Kim Rygh, Manager
Robert Jimenez, Manager
Mike Jones, Associate Manager, Communications
Jo Interrante, Director

Affiliate Relations - East
New York Office (212) 735-1700
(212) 735-1187 Fax
Madeline Lawrie-Goodrich, Director
Ron Nahoum, Director
Steven Smith, Manager
Linda Ruggiero, Associate Manager
Rick Santos, Associate Manager

AMERICAN COUNTRY COUNTDOWN WITH BOB KINGSLEY

Robin Rhodes, National Director,
Affiliate Marketing
(972) 448-3376
ACCrobin@aol.com

WEEKLY SHOW

*American Country Countdown
with Bob Kingsley*

A music-intensive, four-hour program, captivat-
ing listeners each and every weekend with exclu-
sive stories about their favorite country artists.
Produced and hosted by Bob Kingsley, American
Country Countdown is a thirteen-time Billboard
Award winner for "Network/Syndicated Program
of the year: Country," making it the top Country
Music Countdown show in history.

Length: 4 hours

Terms: Barter

Local Avals: 24 minutes

Daily Feature:

Bob Kingsley with America's MusicMakers

A weekday artist spotlight that highlights the
hottest charting performers in country music
sharing personal, true-life stories directly with
your audience. This daily feature is the perfect
complement to American Country Countdown
with Bob Kingsley.

Length: 2 minutes

Including network: 30

Terms: Barter

2000 SPECIALS:

*3rd Annual Academy Of
Country Music Awards Simulcast*

Available exclusively to affiliates nationwide.
The 3-hour live simulcast also features LIVE
pre- and post-show excitement with country
music superstars.

Christmas in America with Bob Kingsley

Celebrate the season with this annual holiday
tradition. Updated for 2000, Bob & his all-star
guests share holiday music and memories. A
Christmas Eve and/or Christmas Day favorite.
Length: 6 hours

Year-End Countdown

A wonderful retrospective countdown of the
biggest songs of the new century. A New Year's
Eve and/or New Year's Day staple.

ABC NEWS RADIO

New York Office: (212) 456-7777

Chris Berry, Vice President
Merrilee Cox, General Manager,
News Programming
Wayne Fisk, Director, Programming

The Best Brand in the Business - where more
Americans get their news with crisis coverage,
newscasts, entertainment news, show prep and
more.

ENTERTAINMENT SERVICES

Nashville Notes

Hot music news about country stars, country
events, weekdays, your pipeline to Nashville.
Text and audio before morning drive.

Nashville Showcase

Top country artists perform live and introduce
their hits from Nashville for your listeners.
Non-hosted for localization. Intimate and
memorable delivered via satellite.

Country Heat

Original country production library.

Show Prep Services

Daily news and entertainment services with a
focus on newsmakers, celebrities, the unusual,
comedy and music.

Event Coverage

On-scene reports from country music events -
from Fan Fair to the CMA Awards to special
concert events.

Holiday Production Packs

Music, thematic, celebrity greetings, TV
and radio drops for major holidays and
the year-end.

24-Hour Formats

Phil Hall, Vice President, Programming
(972) 991-9200

Country Coast-To-Coast

Fresh new music and all of your favorites
hosted by talent with an upbeat presentation.
Lifestyle features and ABC News. 24-hour pro-
gram support with music and market
research. Live 24/7.

Real Country

Top hits from today's "new traditionalists"
mixed into a heavy rotation of country hits
from the '60s, '70s and '80s. The presentation
is contemporary, hosted by major market per-
sonalities who know and love the music. Live
24/7.

THE AMERICAN COMEDY NETWORK

90 River Street
Milford, CT 06460

Larry Garinger, Creative Director
Adrienne Munos, Sales Goddess
(203) 877-8210
(203) 877-8242 Fax
E-Mail: HtmlResAnchor acn@futuris.net
E-Mail:
Adrienne@americancomedynetwork.com
Website: americancomedynetwork.com

Weekly Comedy Service

National Features Service & PDQ

Fake commercials, song parodies, interactives,
serials, music beds and custom IDs, drop-ins,
daily prep on Internet & World Wide Web.

Terms: Cash and Barter

Method of Delivery: CD, Satellite and Website

AMFM RADIO NETWORKS

12655 North Central Expressway,
Suite 800
Dallas, TX 75243
(972) 239-6220
(972) 239-0220 Fax

Karen Childress
Senior VP, Affiliate Marketing
(972) 455-6257
(972) 239-7323 Fax

Gary Krantz
VP Programming, Music & Entertainment
(917) 206-8917
(212) 664-8815 Fax

Melody Talkington
Manager, Affiliate Marketing
(972) 455-6270
(972) 239-7323 Fax



SUPPLIER LISTING

Fran Sax
Manager, Affiliate Marketing/Brown Bag
Productions
(972) 455-6297
(972) 239-7323 Fax

Kim Leslie
Director/Talent Relations,
Country Live Tonight!
(615) 754-4532
(413) 647-3720 Fax

Country Live Tonight!

90-minute weekly show, airs live Tuesday nights, 11p.m. ET/8p.m. PT featuring country music's most popular artists. Allows listeners to call in and speak directly to the artists. Hosted by award-winning country air personality Dean Warfield, the program will feature interviews along with the spotlight on new releases and exclusive live in-studio performances.

Brown Bag Productions

The leader in audio production libraries providing no repeat cuts of logos, sounds and beds. Sophisticated, powerful and adventurous. Cash libraries include: Rampage, Redline, Money, Mirage, Smoke

The Weather Channel

The Weather Channel Radio Network offers station affiliates an unmatched depth of resources delivering accurate and dependable local forecasts. Utilizing more than 100 skilled TWC meteorologists and the most reliable technology, station affiliates are provided with custom reports that include short range, extended and travel forecasts. Reports are delivered live by TWC meteorologist or via text. The Weather Channel Radio Network's severe weather coverage is a vital asset providing immediate updates with dedicated team coverage of storm watches and warnings.

BROADCAST PROGRAMMING

2211 Fifth Avenue
Seattle, WA 98121

Edith Hilliard, President/GM
Walter Powers, VP of Programming
Jim LaMarca, VP-Broadcast Division
L.J. Smith, Director of Programming
Ken Moultrie, Director of Consulting
(206)728-2741
(800)426-9082
(206)442-6582 Fax

www.totalradio.net

Full service country radio consulting. Also, TotalRadio programming services, including digital systems, voicetracking, song-by-song music logs, format music libraries and updates.

FULL-SERVICE COUNTRY FORMATS

Mainstream Country—Targeted 25-54.
New Country—Current and recent hits, targeted 18-39.
Pure Country—Traditional gold hits mixed with today's best currents and recurrences, targeted 35+.
Classic Country—All-time greats for the traditional country listener, with a dash of the '90's best gold, targeted 35-54.
Natural Sound—Country/AC mix, targeted 35-54.

HUNTSMAN ENTERTAINMENT INC.

1100 16th Avenue S.
Nashville, TN 37212

Ron Huntsman, President
(615) 255-1100
(615) 255-1107 Fax
Website: www.huntsmanEnt.com

Country HitMakers™

Weekly two-hour music and lifestyle magazine show. Top hits, behind the scene interviews, segment features, i.e. NASCAR, On Tour With and Superstar Profiles, etc. Hosted by Hoss Burns and Devon O'Day.

Live From Nashville!™

Now from world class, Oceanway Studio! The original multi-station remote from Music City USA during the summer Fan Fair and the Fall Awards Week. Limited, very exclusive attended by top stars. Sets you apart from the others. No barter spots required. Network feed available.

The Artist Clip and Station Liner Service

Your call letters read by the stars! Plus weekly custom CD with hot topical artists comments. Some instant ISDN feeds. The mother of all clip services!

Christmas On Music Row™

Now 18 hours of the hottest Christmas music updated for 2000. Over 160 songs and 60 artists' Christmas vignettes on CD with room for localization with Santa reports, sponsor greeting, etc. Country's most used package.

Hoss Burns Liner Service

One of Country radio's greatest and most nominated voices can be your station liner voice. Monthly retainer or per track packages.

Honky Tonk Sundays

KMP's Morning man Ichabod Caine talks with mainstream country stars about how "faith" has influenced their lives. It's a positive and deliberately up-tempo, hit-driven, one-hour show full of great hits and "the good news." Includes Shania Twain, LeAnn Rimes, Toby Keith, etc.

Name That Song

Fast, easy, simple and holds listeners. A complete kit—good sales and programming tool.

Live From Music Row™

Broadcast your show live from the Huntsman Entertainment studio on historical Music Row—any day of the year!

INTERSTATE RADIO NETWORK

14 Music Circle East
Nashville, TN 37203

Carmen Coltrane, General Manager
Billy Shears, Program Director
Marcia Campbell, Music Director/Show Host
(615) 256-0555
(615) 242-4826 Fax

Nightly Show: 56 hours/week

Contemporary country music, entertainment and information program broadcast live in all time zones, overnight-every night! Hosted by Marcia Campbell and Jerry Minshall from our Music Row studio; program includes national and regional weather forecasts from our in-studio meteorologist, sports updates, national headline news, the "Nashville Hotline" artist profile, and nationwide toll-free number for requests and dedications. Heard on WWVA-Wheeling, WV, KTNN-Window Rock, and other great stations coast-to-coast.

Terms: Barter in all markets

Local Avails: 7 minutes per hour plus top-of-hour news block (total 12 minutes). Local avails covered. Tones delivered for automation.

*Method of Delivery: Via Galaxy VI
Clearance: Available mid-8 A.M. Eastern*

JONES RADIO NETWORK

8200 South Akron Street, Suite 103
Englewood, CO 80112
(303) 784-8700
(303) 784-8612 Fax

Phil Barry, VP/General Manager
Patrick Crocker, National Sales Manager
Frank DeSantis, National Sales Manager
Shelly Trainor, Marketing Manager

Jones Radio Network is the nation's largest provider of live, 24-hour, satellite-delivered formats. With over 2,300 affiliate radio stations nationwide, JRN offers: Classic Hit Country, JRN Rock Classics, U.S. Country, CD Country, Adult Hit Radio, Soft Hits, Good Time Oldies, NAC, Music of Your Life, Z Spanish, La Buena and La Bonita. Jones Radio Network is also the exclusive distributor of Nashville Nights, The Crook & Chase Country Countdown, The Crook & Chase Centerstage Specials, The Jimmy Carter Entertainment Report, Country's Most Wanted, Pure Country, and Country Mailbag.



SUPPLIER LISTING

FORMATS

U.S. Country

Distributor: Jones Radio Network
(303) 784-8700

Operations Manager: Penny Mitchell
National Sales Manager: Patrick Crocker

More radio stations have affiliated with U.S. Country than any other country music format in the United States, making this the largest country radio network anywhere. U.S. Country's innovated programming features high energy segments, great music and attention-grabbing shows such as the "Weekly Top 10 Countdown" hosted by Joani Williams and Penny Mitchell's fascinating interviews with today's biggest stars. With U.S. Country, listeners get the hottest new country music mixed with all-time country favorites.

CD Country

Distributor: Jones Radio Network
(303) 784-8700

Operations Manager: John Hendricks
National Sales Manager: Patrick Crocker

CD Country is America's new country music leader! CD Country gives radio a special dimension with established, veteran personalities who create a trust bond with their listeners. On this platform, CD Country's Denver studios are a frequent stop to the format's top stars. Spontaneous live, in-studio acoustic performances give listeners a special connection with the music they love and the people who create it.

Classic Hit Country

Distributor: Jones Radio Network
(303) 784-8700

Operations Manager: Lew Jones
National Sales Manager: Patrick Crocker

Classic Hit Country is America's first 24-hour network, playing the music that today's contemporary country stations have forgotten. Concentrating on the songs and the stars that made country the nation's #1 radio format, Classic Hit Country focuses on the biggest songs and artists from the '70s and '80s. Classic Hit Country delivers skillfully blended hit songs and topical, friendly on-air personalities that are passionate about the artists and their music.

Nashville Nights

Distributor: Jones Radio Network
(303) 784-8700

Hosted by: Dallas Turner
National Sales Manager: Patrick Crocker

Nashville Nights is the only live syndicated show broadcast from Nashville. Monday - Friday, 7PM - 12 Midnight. Nashville Nights brings your listeners the biggest names in country music. live, in-studio acoustic per-

formances, exciting promotions and major contests with the stars. Nashville Nights is designed to maximize your nighttime listening and recycle your listeners into AM drive.

The Jimmy Carter Entertainment Report

Distributor: Jones Radio Network
(303) 784-8700

Host: Jimmy Carter
National Sales Manager: Patrick Crocker

Jimmy Carter interacts with your morning team and brings your listeners up-to-the-minute country entertainment news with this unique brand of humor. The Jimmy Carter Entertainment Report offers live call-ins, custom reports, custom promos and is available Monday - Friday.

The Crook and Chase Country Countdown

Distributor: Jones Radio Network
(303) 784-8700

Hosts: Lorianne Crook & Charlie Chase
Producer: Jim Owens Radio
National Sales Manager: Patrick Crocker

With more than 500 radio stations across the United States and Canada, The Crook and Chase Country Countdown is America's hottest weekend country music show. Featuring celebrity hosts Lorianne Crook and Charlie Chase, the Crook and Chase Country Countdown gives you and your listeners the world's biggest country stars and the week's biggest country hits!

Country's Most Wanted

Distributor: Jones Radio Network
(212) 556-9500

Hosts: Bill Cody & Amie Harper
Director Affiliate Relations: Barbara Silber

Hosts Bill Cody and Amie Harper, the very popular and entertaining morning show from Nashville's 95 WSM-FM, bring the biggest and hottest country artists into the studio for exclusive acoustic performances and interviews directly from Music City. Bill and Amie know just about everyone in Nashville, so you never know who's going to drop by! Mystery guests and artist call-ins from the road complement this fast-moving weekly, two-hour show.

Country Mailbag

Distributor: Jones Radio Network
(212) 556-9500

Director Affiliate Relations: Barbara Silber

This daily, interactive, 1-minute feature puts your listeners in touch with their favorite stars as country's hottest artists connect directly with their fans as they read and respond to your listeners' questions.

Pure Country

Distributor: Jones Radio Network
(303) 784-8700

National Sales Manager: Patrick Crocker

All the topical information your station needs for its morning show and all the later shifts - faxed bright and early before your AM show hits the air every weekday. Includes info on the Artist of the Day, TV Previews, Battle of the Sexes, contesting tips to get your phones ringing, and all the up-to-the-minute news that the country listener wants to hear - written in Knoxville, TN in ready-to-read form.

BDSradio.com

Distributor: Jones Radio Network
(212) 556-9500

National Sales Manager: Frank DeSantis

BDSradio.com is the most comprehensive and powerful music monitoring service available today. Only BDSradio.com offers you instant access to 6-week rolling charts - updated every day of the year, a universe of over 1080, 24/7 monitored stations and SoundScan sales information from the top 100 DMA's.

LAS VEGAS PRODUCTIONS

3342 S. Sandhill Road #9-103
Las Vegas, NV 89121

Tereasa Hattaway, Affiliate Relations
(800) 285-1377

"Henpecked Hero"

Hosted by award-winning comedian, KILLER BEAZ. This daily feature is family-oriented material from a "real" comedian/husband/father—some funny, some touching, some thought-provoking— ALL ENTERTAINING! Drawing on two decades of television, radio, and stage, KILLER BEAZ has the unique ability to instantly bond with the listener as "just one of them"! "Smarter than a pet rock, more fun than Tickle Me Elmo, and Cooler than the other side of the pillow!"

Length: Short form/90 seconds

Local avails: 2 local sponsorships

Terms: Cash

Method of Delivery: Monthly on CD

LAUNCH RADIO NETWORKS

1370 Avenue of the Americas
24th Floor
New York, NY 10019

Dan Forth, Sr. VP/GM
Ron Rivlin, VP, Affiliate Marketing
(212) 833-5400
(212) 833-4994 Fax (Affiliate Marketing)
(212) 833-5103(Programming)



SUPPLIER LISTING

Launch's Country Network

Daily service package featuring country show prep text material (topical music, entertainment and lifestyle news, thought-starters); country music news, entertainment news, movie clips, audio bits, quick-read bios and guest booking.

MJI BROADCASTING

135 West 50th Street
New York, NY 10020

Joshua Feigenbaum, President
Phil Redo, VP Programming
Lee Logan, Executive Director
Country Programming

Jennifer Leimgruber, VP Affiliate Relations

Daily/Weekly

Country Today Fax is country radio's original and most respected source for up-to-the-minute country music news, features and newsmaker audio. MJI's expert Nashville news team produces this service, relied on by more country stations than any other. Radio-ready copy, highly targeted for the country format and audience, arrives daily at your station at 5 a.m. Affiliates receive exclusive audio bites via satellite, plus Celebrity Scope, which dishes up news and buzz from entertainment, sports, fashion and politics. And now, with the new searchable country news archive MJICountry.com, Country Today Fax is an unparalleled resource.

Terms: Barter

Frequency: Daily

Delivery: Fax and Satellite

MJICountry.Com

Available only to affiliates of Country Today Fax, MJICountry.Com is a fully searchable archive of country music news and information. Based on the web, this is a flexible resource for all kinds of programming and planning.

Terms: Barter

Frequency: Updated Weekly

Delivery: Web

The Daily Buzz

The perfect complement to Country Today Fax, The Daily Buzz is the prep package that brings the latest "water cooler" talk to your air studio each morning. Daily text and audio package full of celebrity drops, movie bites and more.

Terms: Barter

Frequency: Daily

Delivery: Fax and Satellite

BitBoard

The Show Prep Network, is morning radio's one stop shop for show prep! Founded by Kidd Kraddick, KHKS-FM morning show host and Marconi and Billboard award winner, BitBoard is the leading sharing network with

over 300 members. Each day you'll get fresh Bits, stunt ideas, phoner topics, jokes and interview contacts - all contributed daily by leading morning show talent. Plus, access to the BitBoard archive. Bitkicker is the one-stop daily prep sharing network produced exclusively for country radio by BitBoard. Affiliates share daily bits, phoners, stunts, interview contacts and more with great country morning shows. Now includes a Planning Calendar, Almanac and other new features. Country radio's first stop for morning prep.

Terms: Barter

Frequency: Daily

Delivery: Web

The Foxworthy Countdown

is Jeff Foxworthy's first weekly radio show. Each week, America's top-selling comedian brings country music fans 3 hours of country hits—as only he can! The show is spontaneous, Foxworthy at his best and includes intimate conversations with country's biggest superstars. Plus the week's top songs, favorite recurrences and new music. The Foxworthy Countdown is available for barter to affiliated radio stations on a market-exclusive basis. It's "The Fun One".

Terms: Barter

Frequency: Weekly

Delivery: CD

The Song Makers

is a daily one-minute feature that tells the emotional stories behind country radio's current and re-current hits. The SongMakers reinforces the music image of your station and builds destination listening and loyalty. A powerful daily benchmark.

Terms: Barter

Frequency: Weekly

Delivery: CD

Celebrity Country Quiz

is a daily country-music trivia quiz show, complete with turn-key prizing and promotions for country radio. Available hosted on CD, or as scripts to produce your own local Country Quiz.

Terms: Barter

Frequency: Weekly

Delivery: CD

Ask the Stars

is a country-music interview service that brings your listeners up close and personal with country's biggest stars every day. Timely and topical, this CD-delivered show features 10 country stars answering fans' questions each week, with tie-ins to major events and holidays. Flexible format allows you to use Ask the Stars as an interactive caller feature and as audio support for local features and countdowns.

Terms: Barter

Frequency: Weekly

Delivery: CD

Country Image Kit

is a CD-delivered package of image production elements conceived by top country radio producers. Monthly updates, quarterly boosters and a killer launch kit—all easily customizable with your copy and voice. They save tons of time and make your imaging job easier.

Terms: Barter

Frequency: Monthly

Delivery: CD

Decade In A Box

A box full of ear candy - Decade in a Box, available for the '70s '80s and '90s, is a monthly text and audio package featuring the best of the decade! News bites, movie drops, TV audio and more, Decade in a Box is perfect for your production, great for specialty features!

Terms: Barter

Frequency: Monthly

Delivery: CD

SPECIALS

The CMA Awards Radio Special

The Official Radio Network of the CMA Awards, MJI's CMA Awards Radio Special package includes a simulcast of the CMA Awards telecast, 2-hour pre-awards special hosted by one of the year's hottest acts, CMA Moments - highlights from CMA's past, and a 1-hour live backstage wrap up show on awards night. Also available is MJI's CMA Awards Week Remote broadcast live from Opryland.

Terms: Barter

Frequency: Annual

Delivery: Satellite/CD

INTERACTIVE

CountryNow.com

is a daily content package designed exclusively for country radio websites. Music news, artist profiles, CD release and tour news, hotlinks to artist fan sites and targeted lifestyle information, all co-branded with your station logo, compel your listeners to return to your site every day. Contests, special events, instant interactivity and a weekly e-mail newsletter build your database and support power marketing.

Terms: Barter

Frequency: Daily

Delivery: Web

RDG WebMaster from MJI

is a powerful, comprehensive website solution for radio stations. WebMaster allows you to manage your own website more efficiently and effectively, while unlocking the Web's advertising revenue potential. WebMaster provides: Custom website design that incorporates your branding and positioning, reliable, state-of-the-art website hosting, software enabling anyone who can type to maintain and update the site anytime, anywhere, a national ad banner



SUPPLIER LISTING

network and a system for banner traffic and billing, ongoing training and technical support.

Terms: Barter
Delivery: Web

RDG E-Mail Director from MJJ

No other medium lets you speak to your listeners more easily than E-Mail and no other product makes that conversation more cost-effective, personalized and profitable than E-Mail Director.

E-Mail Director collects demographic information about your listeners from a web page, as well as lifestyle, music and purchasing preferences. The questions you ask are entirely up to you. Listener information accumulates in a database and is used to send targeted E-Messages based on any or all of the information requested.

There is no waiting for outside consultants or service bureaus. A targeted E-Mail costs less than the price of a postage stamp, yet delivers results in a matter of minutes - as opposed to days or weeks in the physical world. E-Mail Director puts the power of the Internet in your hands.

Stations that use E-Mail Director are expanding E-Mail beyond its traditional limits into a powerful marketing tool. Targeted E-Messages empowers your promotion department to combine the best of Internet interactivity with traditional relationship building, while cutting the cost of that interaction.

Terms: Barter
Delivery: Internet

MRN RADIO

1801 W. International Speedway Blvd.
Daytona Beach, FL 32114

David Hyatt, General Manager
Cheryl Marzello, Director of Affiliates
(904) 947-6400
(904) 947-6716 Fax

Live broadcasts of NASCAR stock car racing, America's most popular form of motorsports, plus related programming.

WEEKLY PROGRAMS

NASCAR U.S.A.

A two-hour country music program, Sunday mornings at 9:00 A.M. eastern featuring top country hits, country and NASCAR stars, and updates direct from NASCAR events each week.

NASCAR Winston Cup Series
NASCAR Busch Series, and NASCAR Craftsman Truck Series flag-to-flag racing coverage. Average broadcast length 3 1/2 hours.

Monday Morning Race Break

A two-minute feature for play-back in Monday morning drive recapping the previous weekend's race results.

NASCAR Live

A weekly one-hour telephone talk show on NASCAR racing every Tuesday night at 7:00 P.M. eastern, hosted by Eli Gold and featuring the top drivers in the sport.

Bud Pole Updates, coverage of NASCAR Winston Cup first-round qualifying condensed into 1 1/2- and 2-minute updates.

DAILY PROGRAMS

NASCAR Today

A five-minute update on the latest news from racing's most popular circuits. Monday through Friday afternoons, hosted by Joe Moore.

Ned Jarrett's World of Racing, a 2 1/2-minute daily commentary on NASCAR racing, Monday through Friday mornings, hosted by two-time NASCAR driving champion, Ned Jarrett.

Method of delivery for all events and programming: Satellite. Call for information.

PREMIERE RADIO NETWORKS

15260 Ventura Blvd, Suite 500
Sherman Oaks, CA 91403

Kraig Kitchin, President, COO
Tim Kelly, Exec. VP, Director of Programming
Ray De La Garza, VP Programming, Operations
Larry Santiago, Program Director
Kelly Erickson, Music Director
(818) 377-5300
(818) 377-5333 Fax

After Midnite with Blair Garner

The originator of the "overnight revolution." After MidNite features today's hottest country music, listener interaction and interviews with Hollywood's biggest names. Produced LIVE every night!

Method of delivery: Digital satellite

Length: 6 hours
(MidNite-6am, Monday-Friday)

Terms: Barter

After Midnite Weekends with Whitney Allen

One of America's top personalities keeps your station sounding fresh on the weekends. Whitney brings great country music, interviews with top celebrities and live interaction with the listeners every weekend. Produced LIVE every Saturday and Sunday night!

Method of delivery: Digital satellite

Length: 6 hours (MidNite -6am EST,
Saturday & Sunday)

Terms: Barter

Club Country Live with Tony & Kris

It's America's Coast to Coast party with the award-winning Tony & Kris from KSON, San Diego! Club Country Live brings a fresh, energy-packed, music-filled party with in-studio guests mixed with requests and dedications to your station every Saturday night. Plus you get Tony & Kris's custom music remixes produced only for Club Country Live.

Method of delivery: Digital satellite
Length: 6 hours (Live 7pm-12am EST
Saturdays)

Terms: Barter

Heart to Heart with Naomi Judd

This healer of hearts will draw your audience in and make them feel right at home. She'll share personal stories, offer advice, and play your listener's favorite requests and dedications. Plus with all the friends and family Naomi has in Nashville, you just never know who'll be dropping by for a visit!

Method of delivery: Digital satellite
Length: 4 hours (Live 8pm-12 midnight EST)
Terms: Barter

Country Mix

Each show is custom mixed beat-to-beat and back-to-back, distributed exclusively on CD. Country Mix comes to your station each week unhosted professionally programmed & mixed, complete with takeover times, local commercial and station ID breaks.

Method of delivery: CD

Length: 3 hours

Terms: Barter

Plain Wrap Country Countdown

Each week we supply you with the scripts, the interviews, the shouts, and the jingles. It's so easy! All you do is supply the host. Sit them down in the studio during the week; buy them lunch and viola, your own Countdown! Or just as easy, do it live!

Method of delivery: CD and script form

Length: 4 hours

Terms: Barter

Premiere Country Prep

The most creative comedy assembly in America writes with your country audience in mind! Format specific daily (on-line or fax) for country radio including topical bits, music gossip, jokes, parodies and conversation-starters you can really use on your morning show or any time of the day.

Method of delivery: CD and script

form (on-line or fax)

Terms: Barter

Incredible Country

The production library produced especially for today's contemporary country music station. Produced in Nashville, Incredible Country features many of the same writers and musicians



SUPPLIER LISTING

who are heard on hits by Garth Brooks, Shania Twain, Trisha Yearwood and LeAnn Rimes, to name a few. Incredible Country: it's hot, it's fresh and it kicks!

Method of delivery: 41 CD's to start, a new CD each month.

Terms: Barter

Premiere Jingle Service

Call them what you like-musical images, audio logos, singing commercials, "jingles" are a time-tested method of making a radio advertiser's commercials more effective. Jingles give your client his or her own "sound." They lend continuity to the client's message.

Method of delivery: CD

Terms: Barter

RACING COUNTRY USA

P. O. Box 70
Davidson, NC 28036

Johnny Jacobs, Sales
Debbi Crisp, Syndication
(704) 987-8454
(704) 896-3441 Fax

SFX RADIO NETWORK

116 East 27th Street
New York, New York 10016
(212) 679-3200
(212) 679-3310 Fax

209 10th Avenue South (#521)
Nashville, TN 37203
(615) 251-9737
(615) 251-9116 Fax

Ted Utz, Executive Vice President/
General Manager
Rosemary Young, Director of
Country Programming
Willis Damalt, Sr. Director of
Affiliate Relations

MONTHLY SPECIALS

World Premiere

Host: Various

A showcase for new CD releases from today's hottest stars featuring an in-depth conversation with the artist about the making of the album, their lives and their music. The show also spotlights some of the artist's biggest hits from previous releases.

Terms: Barter

Method of Delivery: Satellite, CD

Country 10

Country artists share their heart-warming stories in various specials celebrating ten holidays throughout the year.

SFX Radio Network is proud to produce a variety of other specials throughout the year including "Country Platinum."

"THE ROAD GANG" RADIO NETWORK

14 Music Circle East
Nashville, TN 37203

Carmen Coltrane, General Manager
Dave Nemo, Program Director/Show Host
(615) 256-0555
(615) 242-4826 (Fax)

NIGHTLY SHOW

"The Road Gang"

Overnight. Live in all time zones. Country music and entertainment. Hosted by Dave Nemo, celebrating his 28th anniversary as host of the show. Dave is a legend in overnight radio, and "The Road Gang" is personality plus! Nationwide toll-free phone number for requests and dedications. Heard on great radio stations like WWL-New Orleans, WWKB-Buffalo, and WLAC-Nashville. Program attracts truckers, third-shirt workers, and night owls.

Terms: Barter in all markets.

Local Avails: Minimum six minutes per hour.

Local avails covered. Tones delivered for automation.

Delivery: via Galaxy VI

Clearance: Available 1-6 A.M. Eastern, midnight-5 A.M. Central/Mountain/Pacific time.

UNITED STATIONS RADIO NETWORKS

25 West 45th Street, 11th floor
New York, NY 10036

Nick Verbitsky, President/CEO
Charlie Colombo, Executive VP
Andy Denemark, VP/Programming
Rob Pierce, Managing Director/
Affiliates Relations
(212) 869-1111
(212) 869-1115 Fax

Super Country with Ben and Brian

Ben and Brian bring their very contemporary and somewhat irreverent point of view direct from mornings at KMLE-108 in Phoenix to this weekly collection of country's biggest hits. Comedic segments, character voices and song parodies are combined with artist interviews and reports directly from Music Row to make this the liveliest weekly rundown of country music on the air.

Term: Barter

Method of Delivery: CD

Custom Country Music Revue

An un-hosted version of the above show.

Same content, we provide the script. You plug in the host.

Terms: Barter

Method of Delivery: Workparts on CD

American Christian Music Revue (ACMR)

An unparalleled mix of Christian songs for country radio. The perfect blend of great music and wholesome values for your Sunday morning programming.

Terms: Barter

Method of Delivery: CD

The Road

The show that set the standard for live performances of country hits on the radio. The Road delivers exclusive live performances captured in concept each week along with the artist insights about their music.

Terms: Barter

Method of Delivery: CD

Thunder Road

A hot mix of current and re-current country hits along with in-depth coverage of the Winston Cup Motor Sports Circuit. Drivers and country stars share the microphone on this up-tempo program designed as the perfect lead-in to this week's race on your country station.

Terms: Barter.

Method of Delivery: CD

Country Giants

Four star-studded biographical salutes to country music's reigning superstars. Each installment will feature in-depth interviews with the stars themselves, plus the perspectives of major country stars. Then in October (for Country Music Month) we'll present a modular eight-hour recap of "21st Century Country".

Terms: Barter.

Method of Delivery: CD

MORNING SHOW COMEDY SERVICES

Country Comedy

A complete original comedy service including song parodies, character bits and spoof commercials geared specifically for country music stations.

Terms: Barter.

Method of Delivery: CD/ DGS/ DCI

Prime Comedy Cuts

The top names in stand-up comedy captured in front of live audiences.

Terms: Barter.

Method of Delivery: CD



SUPPLIER LISTING

AccuWeather Forecasts

The nation's leading weather service can be yours.

Terms: Barter.

Method of Delivery: ISDN

WESTWOOD ONE

40 W. 57th Street, 5th Fl.
New York, NY 10019

9540 Washington Boulevard
Culver City, CA 90232

Principal Executives:

Joel Hollander, President/CEO

Peggy Belden, Exec. VP/Dir. Of Sales

Ed Salamon, Pres. of Programming

Peter Kosann, Sr. VP/Dir. Affiliate Sales

Liz Laud, VP/Affiliate Sales Entertainment

Ron Werth, Sr. VP Research

Denise Oliver, VP Programming

Peggy Panosh, VP Marketing and
Communications

Westwood One (NYSE: WON) provides over 150 news, sports, music, talk, entertainment programs, features, live events and 24-hour formats. Through its subsidiaries, Metro Networks/Shadow Broadcast Services, Westwood One provides local content to the radio and TV industries including news, sports, weather, traffic, video news services and other information. Westwood One serves more than 7,500 radio stations. Westwood One is managed by Infinity Broadcasting Corporation.

NEWS

CBS Radio News

CBS Radio News is the dynamic and compelling news source featuring CBS News-on-the-Hour, CBS World News Roundup, The World Tonight, The Dave Ross Show, The Osgood File and Dan Rather Reporting.

CNNRadio News

CNNRadio News is a complete 24-hour news service produced for radio by CNN with top correspondents like Wolf Blitzer, Roger Cossack and Greta Van Susteren, and supported by CNN resources worldwide.

Fox News

Fox News, the most powerful name in news, delivers fair and balanced news with an edge from Brit Hume, Neil Cavuto and Bill O'Reilly. We report. You decide.

NBC Radio News

NBC Radio News brings the number one TV name in news to radio, with signature newscasts and features plus newsfeeds on breaking stories.

CBS Marketwatch.com

Get the best in business, as it happens, from the Internet's leading source of business reporting. CBS MarketWatch.com. Reports

24-hours a day, five days a week, plus weekend features to please listeners and advertisers alike.

COUNTRY

Country Countdown USA

Radio & Records' country editor Lon Helton hosts the only countdown show with in-studio guest artists every week. The 3-hour program includes stars discussing their songs and all the hits from the Radio & Records Top 30.

Country Gold Saturday Night

WUSN country radio personality Big John Howell hosts an outstanding mix of listener and celebrity phone calls and classic country by superstars like George Strait, Alabama and Reba McEntire.

Country Six Pack

Westwood One continues the tradition of providing the best holiday programming for country radio on Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas and New Year's. The shows are packed with superstar interviews and exclusive recorded music.

Country's Cutting Edge

Morning drive air personality Ramblin' Ray of US99 (WUSN) Chicago provides the scoop on tomorrow's hottest hits today while previewing new releases by country superstars and regional breakout music by today's new artists.

Country's Inside Trak

Lon Helton's daily 90-second broadcast features inside information from one of country music's biggest stars.

Stars of Country

Hosted by Dr. Don, morning drive air personality at WYCD Detroit, the hottest country artists are profiled in their own words every week in this hit-packed hour program.

The Weekly Country Music Countdown

Each week WXTU's morning team, Harmon and Evans, host this countdown of Radio & Records' Top 30 songs in a fast-paced 3-hour survey. Scripts and actualities from this show are also available in a "You-Host-It" version.

PERSONALITIES

askMartha

America's foremost authority on the home-front, Martha Stewart presents a 90-second feature every Monday - Friday. askMartha is jam-packed with helpful and fun lifestyle information.

Dan Rather Reporting

CBS Evening News anchor and editor, Dan Rather, provides probing analysis and compelling commentary on national and world affairs, politics and current events.

Last Night on Larry King

A daily two-minute digest of the previous evening's Larry King Live on CNN, captures the best of Larry's interaction with today's biggest newsmakers, politicians and entertainers.

The Osgood File

From the sublime to the serious, Charles Osgood shares his witty and thought-provoking point-of-view four times daily. His work has garnered virtually every significant award in broadcasting, including The Marconi, The Peabody and induction into the NAB Hall of Fame.

The Dave Ross Show

In a no-nonsense world that demands some nonsense, Dave Ross' wry take on current events makes perfect sense. Now Dave provides two daily commentaries.

SPORTS

NFL Football

Westwood One/CBS Radio Sports exclusively presents the NFL, including Sunday Afternoon Doubleheaders, Sunday and Monday Night Football, the NFL Playoffs, the AFC and NFC Championships, the Super Bowl and the Pro Bowl plus specialty programs including Inside the NFL, NFL Sunday, NFL Preview, In the Huddle, CBS SportsLine's The Drive and Players Inc. Radio.

NCAA Football

Westwood One/CBS Radio Sports leads the way with the season's biggest college football games including several popular Bowl games.

NHL Hockey

Westwood One presents the coolest game on earth with regular season hockey action, the NHL All-Star game, Conference Finals, and the Stanley Cup Championship plus the specialty program This Week in the NHL.

NCAA Basketball

Westwood One/CBS Radio Sports presents the power and excitement of college basketball with regular season Game-of-the-Week broadcasts, several conference championships, the NCAA Championship Tournament and the Men's and Women's Final Four.

Olympics

Westwood One presents the exclusive radio coverage of the Olympic Games through the year 2008, including the 2000 Summer Games in Sydney, Australia!

Notre Dame Football

Westwood One broadcasts America's greatest college tradition—Notre Dame Football—on the radio for the 32nd consecutive year with complete play-by-play coverage of every Fighting Irish game!



SUPPLIER LISTING

Golf

Westwood One/CBS Radio Sports offers the most important and prestigious golf events in the world including the Master's Tournament, US Open, US Senior Open and US Women's Open.

HBO Boxing

Westwood One and HBO are the heavyweight champions in presenting live, world class, blow-by-blow sports coverage of world championship boxing!

SPECIAL EVENTS

Westwood One produces and distributes the biggest and most popular special events in the world including:

The GRAMMY® Awards

The single biggest night in the world of music—Westwood One creates a multitude of GRAMMY® programming including nine format specific specials, daily classic GRAMMY® moments, complete live backstage coverage and simulcast of the GRAMMY® Awards Ceremony. From Bocelli to Aerosmith, and Ricky Martin to the Dixie Chicks the GRAMMYs® represent the unification of music.

Country Artist Album Premieres

Westwood One, first in country, continues to deliver great country album premieres to radio including country music greats Randy Travis, Reba McEntire, Tim McGraw, Vince Gill, Alan Jackson and George Strait.

24/7 FORMATS

Westwood One is the leader in 24-hour satellite-delivered programming, providing an impressive mix of thoroughly researched music and personality that is successful in markets of all sizes.

Hot Country

Hot Country combines fun air personalities and researched music to create a different kind of country. Hot Country has become popular among younger listeners searching for their daily doses of artists like Garth Brooks, Faith Hill, Alan Jackson and Shania Twain.

Mainstream Country

Mainstream Country plays only the best country music from today along with hit titles from the '80s and '90s. This popular format features artists like Ronnie Milsap, The Judds and George Strait.

CNN Headline News

CNN Headline News allows radio stations to provide a continuous news service—delivered via satellite—24-hours a day, seven days a week.

METRO NETWORKS/ SHADOW BROADCAST SERVICES

Principal Executives:
Chuck Bortnick, President/COO
Shane Coppola, Executive VP
Richard Marks, Senior VP

Ivan Shulman, Senior VP Marketing (Houston)
John Tomlinson, Senior VP News (Phoenix)
Pat LaPlatney, Senior VP of Television (Atlanta)
Kelly Barton, VP of Communication and Product Marketing

Metro Networks is the largest supplier of local information to the television and radio broadcasting industries. Metro operates in over 80 markets nationally and services more than 2,000 radio and television station affiliates.

Metro Traffic Control

Metro Traffic Control is the largest and only national supplier of radio and television traffic services in the United States.

Metro News

With a vast number of resources in more than 100 markets, Metro's local bureaus and broadcasters provide local, regional, national and international news.

Metro Sports

Metro Sports covers the college and professional sports world. Ross Sports Productions, Inc.'s nationally syndicated scholastic sports programs are offered as a part of Metro TV Services.

Metro Weather

Metro offers customized, local forecasts with 24-hour a day satellite feeds of the National Weather Service weather wire; plus emergency coverage including live broadcasts from the National Hurricane Center.

Metro Source

The successor to the traditional wire, Metro Source is a total information system and digital audio workstation that allows affiliates to view, write and edit the latest newsstand features, in both text and audio formats.

Metro TV Services

Metro TV Services supplies localized breaking news, beat coverage, political coverage and more. Services include: Aerial and Fixed Position Camera Systems; TeleTrak2, a customizable maps and graphics package; OnCue, a text and graphics feed service; Metro Video News; Washington News Network; and Ross Sports Productions.

Shadow Broadcast Services

Nothing changes faster than traffic and no one covers it better than Shadow Broadcast Services. Utilizing state-of-the-art technology, the Shadow Traffic professionals gather traffic information in 16 major markets and then report on conditions to more than 30 of the nation's top rated radio and television stations. 24 hours a day, seven days a week, Shadow never closes! 60 million listeners count on Shadow Traffic reports each week.

News

Shadow Broadcast Services provides newscasts customized for each station by talent and content.

Shadow news affiliates also receive the exclusive "News Protection Plan". Through the full time Shadow Operations Centers, station affiliates are alerted to breaking stories 24 hours a day, seven days a week.

Sports

The Shadow Sports Desk provides affiliates with tailor made sportscasts, on-the-scene reports and game actualities—all customized to the station's format.

Weather

Everyone is interested in the weather and Shadow Broadcast Services is on call 7 days a week with the latest conditions.

Entertainment

The world of entertainment is big news and Shadow Broadcast Services provides format specific reports on what's happening from Hollywood to Broadway. Sandy Kenyon is one of America's most well-known entertainment reporters and he's only at Shadow!

Metro Source

The successor to the traditional wire, Metro Source is a total information system and digital audio workstation that allows affiliates to view, write and edit the latest newsstand features, in both text and audio formats

WINSTAR RADIO SERVICES

116 East 27th Street
New York, NY 10016
(212) 679-3200
(212) 679-3952 Fax

209 10th Avenue South
Suite 521
Nashville, TN 37203
(615) 251-9737
(615) 251-9116 Fax

Jay Clark, Vice President/Programming
Bonnie Bordins, Director/Creative Services
Linda Fuller, Senior Producer
Lisa Lemmiti, Manager/Affiliate Relations
Tim Bligh, Manager/Affiliate Relations

Country Kickers

Daily show prep service which includes special features on country stars, country and general entertainment news, comedy, audio and trivia games, topical information, television highlights, artist soundbites, and song parodies.

Terms: Barter

Method of Delivery: Satellite/fax

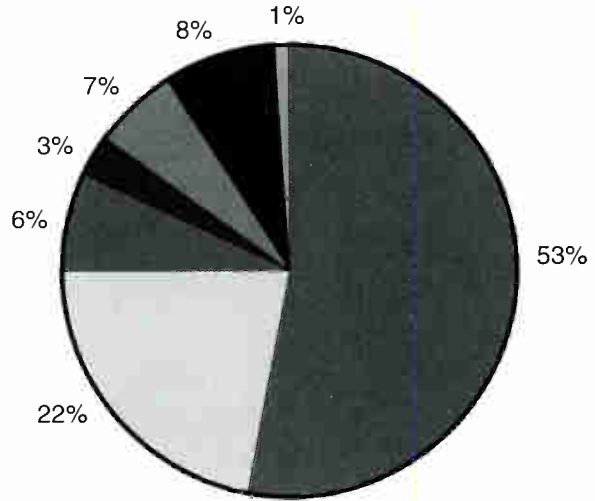


PERCENTAGE ANALYSIS OF REVENUES AND EXPENSES

FINANCIAL YEAR ENDING MAY 31, 1999

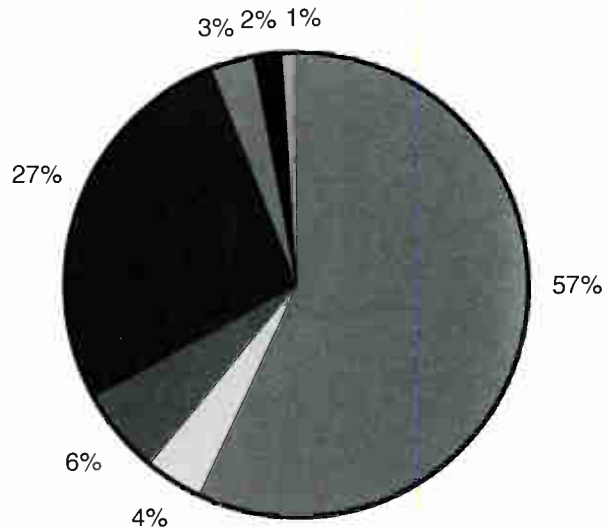
REVENUES

Registration and Ticket Sales	53%
Sponsorships	22%
Exhibit Hall	7%
Program Book and Pocket Agenda	3%
Regional Event	6%
Room Drop Fees, Showcases, Other	8%
Special Events	1%



EXPENSES

Direct Seminar	57%
Seminar Agenda Costs	4%
Regional Event	6%
Office Operations	27%
Scholarship, Board, Agenda, Other	3%
Special Events	2%
Miscellaneous Expenses	1%



THE ABOVE PRESENTATIONS ILLUSTRATE THE REVENUE AND EXPENSES ALLOCATIONS BY PERCENTAGE FOR THE YEAR ENDED MAY 31, 1999. SINCE ITS FORMATION, COUNTRY RADIO BROADCASTERS, INC. HAS GRANTED OVER \$161,500.00 IN SCHOLARSHIPS NATIONWIDE. IN ADDITION, AN ENDOWMENT FUND HAS BEEN SET UP AND IS BEING INCREASED ANNUALLY FOR THE EXPLICIT.



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THANKS

I COULDN'T
HAVE DONE IT
WITHOUT YOU!



No One
Knows
**Country
Radio**

Like



ABC Radio Sales • Allied Radio Partners • Caballero Spanish Media • Cumulus Radio Sales
D&R Radio • Infinity Radio Sales • McGavren Guild Radio

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