

MAY 1993

# CLOSE UP

**INSIDE:** DOUG STONE, ANGELA KASET, SAMMY KERSHAW



# CLOSE UP

*cma*

COUNTRY MUSIC ASSOCIATION

MAY 1993  
VOL. XXVIII NO. 5



**"Man, there are so many things I've never dreamed of!"**

**- Sammy Kershaw**

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**B**illy Dean has been called Country Music's answer to Mr. Right, and the phrases used to describe him are all-encompassing: talented vocalist, great songwriter, energetic entertainer, a sensitive guy, a real '90s man. Here's Billy Dean's recipe for success.

**BE ADVENTUROUS.**

"I had a 'Huckleberry Finn' type of childhood, and I've found that there are a lot of people that grew up during the time I did that can relate to a lot of the things I did as a child. I was a very adventurous kid. I do the same thing now. I'm an explorer, an adventurer. The music gives me a chance

**"I had a 'Huckleberry Finn' type of childhood."**

to get on a bus and tour the countryside, to experience life and then to write about it. I had tough times like everybody else, but I did have a mom and a dad, and that's rare. People grow up without two parents these days."

**TAKE CHARGE OF YOUR CAREER.**

"I spent most of last year without a manager and actually formed my own company. I wanted to understand how this whole thing works and how it's put together, because logistically, there were some things wrong with my career. I felt like if I'm going to sink or swim, it's going to be by my own faults or my own decisions. I ended up learning a lot of things by forming my own company. It was just really a few simple things we turned around, and now I do have management (Teri Brown). All it was is really how I like to treat people and do business and follow through and follow up. Once people learned that, now I'm able to let everybody handle the details, and I can just worry about the music again, which is nice."

**FOR EVERY MR. RIGHT, THERE'S A MS. RIGHT. FIND HER.**

*For Billy, it's his wife Cathy. They expect their first child this summer.*

"We're making that transition from being the couple that loved to get out and go dancing and have a lot of fun to now nesting and being laid-back. She's a big adventurer, too. We have had a chance to enjoy our life together and live it up a little bit. We've been scuba diving in Belize and

gone to Hawaii and just done a lot of things together. She's taken flying lessons, a lot of fun things. Now it's time to kind of settle down now a little bit and take the experience and pass it down."

*Fans needn't worry that Billy will sacrifice his career once his first child is born.*

"I would lay down my life for my child. I won't give up my living for my child. That baby is going to experience the things I'm experiencing. I'm going to take it with me. I'm going to continue to play my music, and that baby is just going to grow up in that life. I love my music and travelling. They're not going to be able to go with me all the time, and it is going to be hard to leave them, but if all goes well, by the time that baby is a year or two old, I will be out of my really 'paying my dues' kind of a level in my art. I know it's going to be real hard to leave, but what I'm doing is for that child."

**CONCENTRATE ON ALL ASPECTS OF YOUR CAREER.**

"The recording artist Billy Dean needs to work very hard right now. I feel like I will have sacrificed these first couple of years to really tour, to really learn about the business, set the writing aside for a while and write when I can. This year, I plan on pacing myself, marking out a few more days for writing. It's like a learned craft - you've got

to keep doing it and practicing it.

"I want to progress as a writer, and I don't want the artist's career to stand in the way of that. I want it to help it. I think I've been treated very fairly as a songwriter, but I still haven't gotten all the recognition I want. I'm going to have to write a few more songs like 'Somewhere In My Broken Heart' and 'Billy the Kid' to do that. But I take great pride in the recognition I have received

**"I don't mind paying dues because I've always had to..."**

because I am a writer first. It's something that I will never stop doing."

**SET YOUR SIGHTS HIGH.**

"My goals are to have at least two platinum albums. The BILLY DEAN album is approaching platinum, and my first album, YOUNG MAN, is real close to gold. It only had two singles, so I'm really pleased for an album with two hits on it to be up there. And to headline small theaters and really put on a good show and have my own sound, my own lights, to really be able to choose where I go and when I want to work. That's the greatest thing, if you can just sit down with a map of the United States and go, 'Well, it's nice here in the spring, I'd like to tour here,' and know that you can sell everything out. I'm still aways away from that right now, but that's the goal."

**LEARN FROM YOUR ELDERS.**

"My dad made a lot of mistakes, as all parents do, and it's taken me this many years to take the good and weed out the bad. Now I'm ready to go forth and make my own set of mistakes and hopefully not carry his over. And take his philosophies and the good things that he did for me and take my experience and the good things and pass them along. My dad always gave us a good name, and the town people respected us. We weren't just plain white trash, even though we were poor and everything. But the values he instilled in me are the things that sustain me in my career today."

**PAY YOUR DUES.**

"My career has never really exploded like Garth's or Billy Ray Cyrus', and I'm glad it hasn't, because as my career goes up a notch, it takes me a little while to mature to that or understand it and adjust. I don't mind paying dues because I've always had to, and if you ever get to the point where you don't feel like you have to pay your dues, then you relax and quit learning. There will never be a nice, easy road for me, but that's the best way." **QU**

- Janet E. Williams



**I**t's four o'clock in the afternoon as Doug Stone prepares for another interview. Though it's the end of a day filled with conversation about his career and other interests, his wit is as sharp as ever, and his spontaneity hasn't dulled. High on the success of his latest Epic lp, *FROM THE HEART*, he speaks with a sense of buoyancy about how he's changed since the first anniversary of his heart surgery and what it really means to enjoy life.

**F**or starters, his new album has already yielded two hits - "Warning Labels" and "Too Busy Being In Love". His current single, "Made For Lovin' You", is also making its way up the charts.

**D**oug says this album represents a sort of progression for him and contains several songs he'd wanted to release for a long time.

**I**'ve had a lot of the music that's on it since the beginning. You know, 'Warning Labels' and 'Too Busy Being In Love'. 'This Empty House' is like three years old. 'Made For Lovin' You' was a new

**"I ain't worried about dyin' now. I'm worried about livin'."**

song. So I've had all these songs, and they didn't make it on an album. And now it's like, *finally*.

**I**'ve got a lot more that didn't make this album that I still want to include at some point. I think they're hits for the simple reason that I can't forget 'em. You know, I heard 'em three or four years

# DOUG STONE

ago, and I can sing 'em to you, at least a whole chorus of every one of 'em."

In April, Doug celebrated the first anniversary of his heart surgery, and he says the experience was a hard lesson in learning how to say "NO". Since then he's modified his lifestyle and tried to

**"They need somebody like a Michael Bolton, somebody that can scream."**

keep a tight rein on the ever-increasing demands of his career.

You hear people say every day, 'Did you know old Joe died? Dropped dead. BAM! The doctor said he was fine.' I know how they feel, because I went to the doctor three times before I went in the hospital. None of them told me anything. I finally diagnosed my damn self. That's what made me mad. I'm like, 'Hey, I'm dying over here, and you're not listening.' I finally told them, 'We're not doing no more tests, dude, until we shoot dye in my heart, and then we'll talk.'

Just this year, I figured it out. I ain't gonna kill myself at this business. I'm gonna go and try to meet as many people as I can, do what I'm supposed to do. But there are times when I can't take any more. That's the way I am now. I'm

**"Every day I try to do something that I want to do."**

gonna work, and I'm gonna work hard, but when it comes to that point where I've had enough, I'm gettin' out."

Doug keeps a watchful eye over his diet these days, and he's even had a kitchen installed on his bus.

I'm trying to eat pretty healthy. I eat broiled chicken, stir-fry stuff, a lot of rice. I've learned how to cook stuff without grease, just a little Pam in the pan. Pancakes for breakfast are great because I've got the light syrup, and there's no fat. I was a grease-a-holic. How my body

ate it up, I don't know. I kept thinking, 'Well, Doug, you're not fat. There's no fat on you, no spare tire.' I never thought about my blood having all that fat in it."

He says, looking back, the experience has also given him a brand new lease on life.

Well, I've read stories about people who become cardiac invalids. It's easy to do, because every pain you have, you think, 'Oh God, this is it!' But I've made up my mind, though. When I die, that's

**"If you want to get good at your craft, you need to know what's goin' on..."**

I ain't worried about dyin' now. I'm worried about livin'. So I'm havin' a blast. Every day I try to do something I want to do. Whatever it is, even if it ain't nothin' but goin' out and staring at the moon. This morning I went out at the crack of dawn, and I'm out there listening to the birds chirpin' and lookin' at the sun rise. It was just great...simple things."

One of the things that he most enjoys is writing songs. But not the kind

of songs you'd expect from one of Country Music's top new balladeers. Naming influences like Frank Zappa and Eric Clapton, Doug's songs might be described as "Country Metal".

The first time I started recording, I got in with a friend of mine. If we didn't agree on something, it wasn't any good. We'd ditch it. Once we agreed on whatever it was we were gonna do, then we felt like it was good.

We were playing some tapes the other day, and he said, 'You know if these

tapes ever get out, you're ruined.' I said, 'Really?' And he said, 'Yeah, just think about it. This is heavy metal!'

We've got one called 'Girls These Days'. I'll never forget it. It would probably ruin me. I guess I've written 150 songs. I write pop, but I can't write Country. The thing about pop is, you don't have to spell it out exactly."

Will he ever pitch any of his songs?

I'd like to talk to Quincy Jones. I imagine, if I wanted to, I could call and talk to him, but I haven't yet. But I've got some good ones. I can't sing them. I

don't have the voice for it, to be honest with you. They need somebody like a Michael Bolton, somebody that can scream. John Cougar, somebody like that. Somebody that can just grit it out."

But as far as Doug is concerned, his first loyalty is to Country Music.

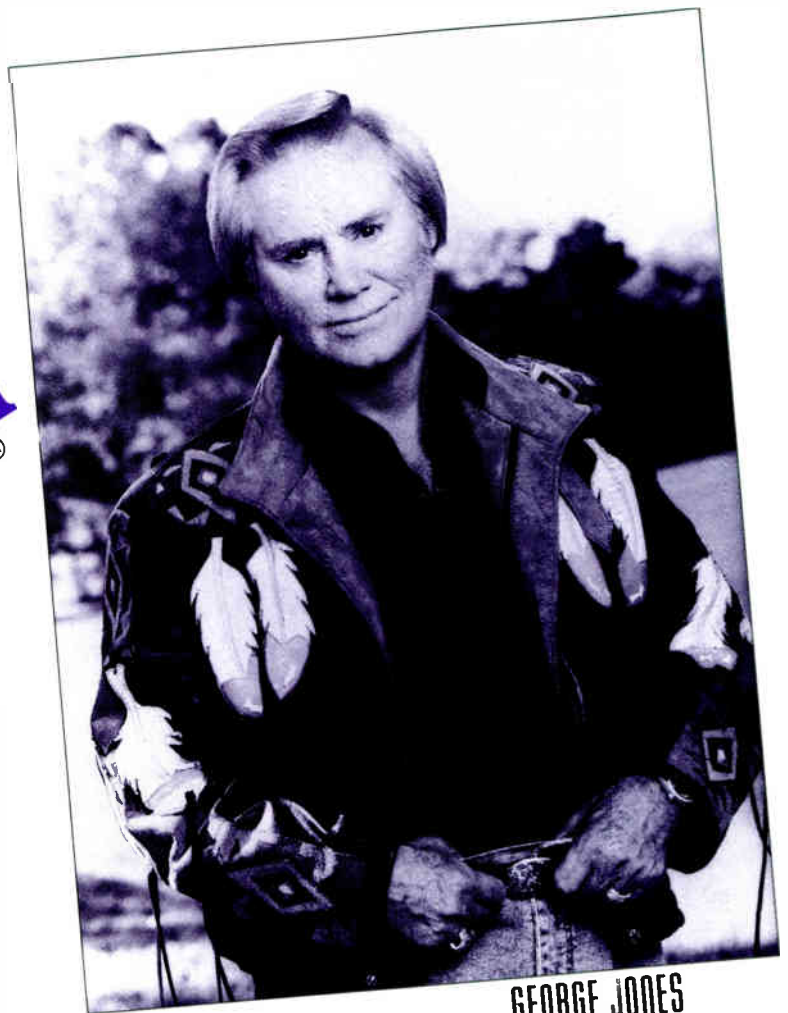
I haven't listened to many of the other stations in a long time. If you want to get good at your craft, you need to know what's goin' on, what's happening and where you're standing in the field. It would be like me trying to be the best diesel mechanic and working on jets. They don't even coincide with each other. So I figure if I'm gonna do this, I need to know what everybody else is doing."

For Doug, everything is going according to the plan, and his philosophy is simple.

I firmly believe that you don't ever leave here until the good Lord lets you. I can't do anything unless He lets me do it. And I feel like I'm doing this for some reason. I'm helping somebody." **CU**

- Mandy Wilson

INTERNATIONAL COUNTRY MUSIC  
**FAN FAIR**  
 1 9 9 3



GEORGE JONES

**C**ountry Music fans have the opportunity to see some of Country's most popular entertainers as well as some exciting newcomers at the 22nd Annual International Country Music Fan Fair. Fan Fair takes place June 7-13 at the Tennessee State Fairgrounds in Nashville.

Ronnie McDowell, the Kentucky HeadHunters, Vince Gill, Lorrie Morgan, Holly Dunn and Alabama are just a few of the artists fans will see perform during the action-packed week.

Newcomers including Dude Mowrey, Tracy Byrd, the Gibson/Miller Band and Tim McGraw will meet and greet over 24,000 fans. Also jumping wholeheartedly into the "exhibit hall trenches" will be Confederate Railroad, Martina McBride, Stacy Dean Campbell and Pearl River, who are among several artists to have Fan Fair booths for the first time.

Fan Fair veterans Oak Ridge Boys, Ricky Skaggs, Eddy Raven, Janie Fricke and Sweethearts of the Rodeo are among those returning to the exhibit halls to thank fans for their enthusiastic support. Legendary performers will also be in attendance, including George Jones, Kitty Wells, Jim Ed Brown and Skeeter Davis.

The tentative show schedule for the Fan Fair '93:

MONDAY, JUNE 7  
 7 - 10 p.m.

**BLUEGRASS SHOW**

TUESDAY, JUNE 8  
 10 a.m. - Noon

**CURB RECORDS**

**Al Wyntor/Katie Haas - Hosts**  
 Hal Ketchum  
 Ronnie McDowell  
 Tim McGraw  
 Sawyer Brown  
 Six Shooter  
 Rick Vincent

2:30 - 4:30 p.m.

**MERCURY RECORDS**

**Billy Ray Cyrus**  
 Kentucky HeadHunters  
 Sammy Kershaw  
 Kathy Mattea

7:30 - 9:30 p.m.

**MCA RECORDS**

**Run C&W - Host**  
 Tracy Byrd  
 Mark Chesnutt  
 Mark Collie  
 Vince Gill  
 The Mavericks  
 Kelly Willis

WEDNESDAY, JUNE 9  
 10 a.m. - Noon

**LIBERTY RECORDS**

**Steven Curtis Chapman**  
 Billy Dean  
 Ricky Lynn Gregg  
 Chris LeDoux  
 Pearl River

2:30 - 4:30 p.m.

**WARNER BROS. RECORDS**

**Jeff Foxworthy - Host**  
 Billy Burnette  
 Holly Dunn  
 Little Texas  
 Dan Seals  
**Warner Western:**  
 Don Edwards  
 Bill Miller  
 Waddie Mitchell  
 Sons of the San Joaquin  
 Red Steagall

7:30 - 9:30 p.m.

**RCA RECORDS**

**Darrell Waltrip - Host**  
 Alabama  
 Shenandoah  
 Larry Stewart  
 Lari White



ALAN JACKSON

THURSDAY, JUNE 10

10 a.m. - Noon

**ATLANTIC RECORDS**

Jerry Glanville - Co-Host  
Neal McCoy - Co-Host  
Confederate Railroad  
Tracy Lawrence  
John Michael Montgomery

2:30 - 4:30 p.m.

**ARISTA RECORDS**

Steve Wariner - Co-Host  
Michelle Wright - Co-Host  
Brooks & Dunn  
Diamond Rio  
Radney Foster  
Alan Jackson  
Dude Mowrey  
Lee Roy Parnell  
Pam Tillis

7:30 - 9:30 p.m.

**COLUMBIA/EPIC RECORDS**

Larry Boone  
Bobbie Cryner  
Joe Diffie  
Gibson/Miller Band  
Patty Loveless  
Collin Raye  
Ricky Van Shelton  
Doug Stone  
Joy White



JAMIE FRICKE

FRIDAY, JUNE 11

10 - 11:30 a.m.

**BNA ENTERTAINMENT**

John Anderson  
Lorrie Morgan

1 - 2:30 p.m.

**GIANT RECORDS**

Deborah Allen  
Carlene Carter  
Dennis Robbins

SATURDAY, JUNE 12

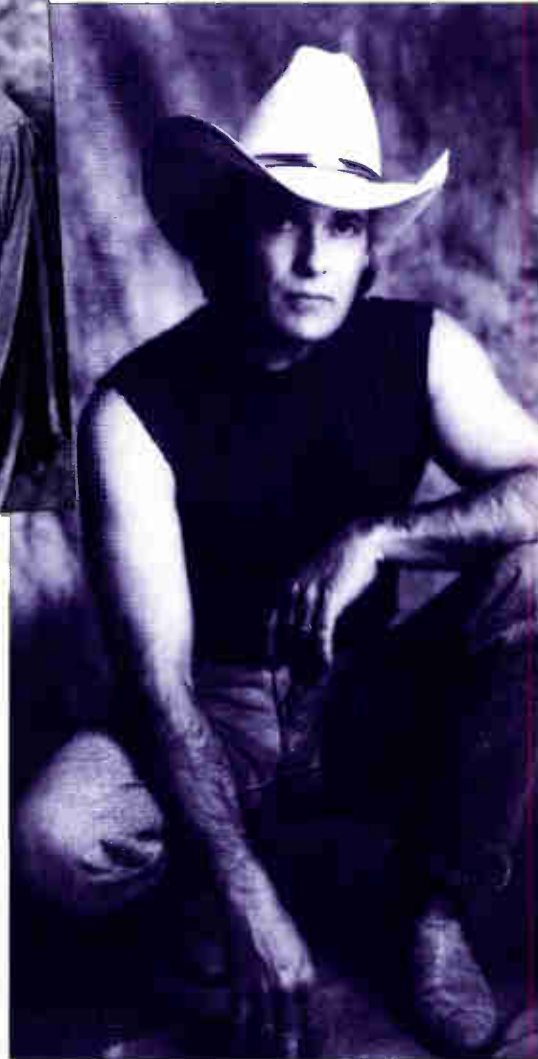
10:30 a.m. - 6 p.m.

**GRAND MASTERS FIDDLING CHAMPIONSHIP**

Opryland Park



RONNIE McDOWELL



RICKY VAN SHELTON

# ALPHABET SOUP

**A**s a member of the Country Music Association, you know that CMA was the first professional trade organization founded to promote a form of music. But what about all those other entities you hear about in the music business? NARM? NSAI? ASCAP? Confused by all those letters? Not sure what they stand for or what they do? This month, CLOSE UP begins a series of features "spelling out" the alphabet soup of music industry organizations.

N S A I

**Nashville Songwriters Association International**  
15 Music Square West  
Nashville, TN 37203  
(615) 256-3354; fax (615) 256-0034

**Executive Director:** Pat Rogers

**'93-'94 President:** Richard Leigh

**Founded:** 1967 by professional songwriters in Nashville

**Number of members:** 3,700 worldwide

**Purpose:** A not-for-profit trade association dedicated to both professional and aspiring songwriters in all fields of music.

**Membership Categories:** PROFESSIONAL (individuals whose primary source of income is songwriting); ACTIVE (songwriters who have had at least one song signed to a publisher); ASSOCIATE (writers who have not been published or individuals who wish to support songwriters); STUDENT (full-time college or students of an accredited senior high school).

**Membership benefits:** For Professional members, NSAI offers six in-depth informational forums annually; three annual social/networking gatherings; and pro newsletters, position papers and updates on legislative involvement. For General members, NSAI offers music industry information, education and advice; song evaluations by mail; quarterly newsletters; music industry reference/resource publications; weekly Nashville workshops; regional national workshops; use of office facilities; discounts on books and blank audio cassettes and discounts on annual events.

**Annual Activities:** Spring Symposium, Tin Pan South: The City of Songs Festival, Songwriter Achievement Awards, Pro Writers Conference, Songwriter Day Camps, Summer Seminar, Harlan Howard Birthday Bash and Nashville Songwriters Hall of Fame Induction Ceremony.

"I belong to many organizations in Nashville, but the NSAI is my favorite. It is a brotherhood for songwriters...it honors songwriters and gives them the respect they deserve."

- Harlan Howard

"Nashville is the 'writingest' place in the world, not unlike Paris in the '20s, and NSAI is the glue that holds us together."

- Richard Leigh

S E S A C

**55 Music Square East**  
Nashville, TN 37203  
(615) 320-0055; fax (615) 329-9627

**President/CEO:** Vincent Candilora

**Senior Vice President - Creative:** Dianne Petty

**Founded:** 1930

**Purpose:** A performing rights organization which licenses the right to publicly perform the copyrighted works of its affiliated writers and publishers. Because SESAC is more selective in inviting affiliates to join, the organization prides itself on its ability to provide more personal attention to its affiliates.

SESAC is headquartered in Nashville and licenses all types of music, including jazz, pop, rhythm & blues, Latin, classical, gospel and Christian as well as Country.

**Affiliate categories:** Writer; Publisher.

**Affiliate benefits:** Payments are made to SESAC writer and publisher affiliates on a quarterly basis. SESAC also has international licensing agreements with 48 licensing organizations throughout the world, ensuring that if an affiliate's music is performed in a foreign country, the affiliate will receive payment through SESAC. The organization also provides A&R consultation, legal advice on copyrights and placement assistance with publishers and record labels.

**Annual Activities:** SESAC Awards

"SESAC strives to support its affiliates in every way possible. In addition to administering performance rights, that support often takes a personal slant. That personal interest exists because we have the same concerns as songwriters. That's why you'll see us maintaining competitive rates of pay, offering ourselves and our expertise in career development and listening for any way possible to facilitate the success of our affiliates."

- Vincent Candilora

"I've always been pleased with the support that SESAC has given me. They will stick with you until your star rises, even if there are many long, black nights before it comes up from the horizon."

- Susan Longacre



# PROJECT LITERACY: PROMOTING LITERACY IN YOUR RADIO MARKET

In 1990, CMA formed Project Literacy to create and implement an awareness campaign which recognizes the problem of illiteracy. One of CMA's most successful Project Literacy activities took place in May 1992. With the help of Nashville 95 WSM-FM and CMT: Country Music Television, CMA hosted a concert featuring Paul Overstreet, Pam Tillis, Billy Ray Cyrus, Trisha Yearwood and Tracy Lawrence. Over \$22,000 was raised for Project Literacy.

In conjunction with the event, WSM-FM held a book drive to promote the concert and resulted in the donation of over 28,000 books. The books were given to Cohn Adult Learning Center in Nashville for distribution to literacy agencies throughout Middle Tennessee. Funds raised from the concert are being used to support other Project Literacy endeavors, including a \$10,000 donation to the National Literacy Hotline which directs callers to literacy services in their area.

Since the concert and book drive took place, several radio stations have inquired about setting up a similar literacy promotion in their particular market. The following outline provides a "blueprint" for radio stations interested in promoting literacy in their markets.

## 1. CONTACT YOUR LOCAL LITERACY AGENCY

Your local literacy agency is the best place to begin planning your book drive promotion. Talk with agency officials to find out what their specific needs are and the scope of the illiteracy problem in your area.

## 2. COMMUNICATE THE NEEDS

Stress the fact that most literacy agencies are in need of (children's books) so that public donations are as useful as possible. Also make sure everyone is aware how concert-generated funds will specifically be used.

## 3. CONTACT LOCAL/NATIONAL BOOK PUBLISHERS

When planning a book drive, your local library can put you in contact with local/national publishers who may be willing

to donate books for the cause. Over 25 major national publishers, including Dell, Simon and Schuster, Houghton Mifflin and Prentice Hall, donated books for the WSM-FM book drive.

## 4. CONTACT LOCAL BUSINESSES

Many local businesses participated in the WSM-FM book drive. For example, Federal Express donated trucks to transport books. McDonald's also participated in a cross-promotion, giving away free meals to those people in the community who donated books for the book drive. Most businesses will willingly donate their services in order to "give something back" to the community.

## 5. WRAP IT UP

Once the book drive is completed, books can be delivered to local literacy agencies or other organizations that address the problem of illiteracy, such as adult education centers.

## Thanks

**I**n 1991, CMT: Country Music Television joined CMA's Project Literacy campaign. Working closely with CMA, CMT has produced a series of public service announcements which air on CMT. CMT has donated almost \$1 million in advertising airtime to run the Project Literacy PSAs. CMA would like to thank the following artists who've appeared in the spots.

Suzy Bogguss  
Garth Brooks  
Carlene Carter  
Mark Collie  
DeAnna Cox  
Rodney Crowell  
Billy Dean  
Joe Diffie  
Holly Dunn  
Radney Foster

Vince Gill  
George Jones  
Patty Loveless  
Mac McAnally  
Reba McEntire  
Kathy Mattea  
John Michael Montgomery  
Paul Overstreet  
Restless Heart  
Dan Seals

Dawn Sears  
Ricky Van Shelton  
Ricky Skaggs  
Randy Travis  
Travis Tritt  
Steve Wariner  
Kevin Welch  
Tom Wopat  
Trisha Yearwood  
Dwight Yoakam

# Angela Kaset

*Angela Kaset arrives at the office of her publisher, Ten Ten Music Group, armed with the tools of her trade. In her hand she's holding a bag filled with pens and paper while carrying a portable keyboard over her shoulder.*

She's made the morning drive to Nashville from her farm near Bell Buckle, a small community about an hour away. A native Nashvillian, it's an atmosphere she feels is "a little more conducive to letting the winds blow through my brain."

But even though Angela admits she grew up in a very conservative, strict environment - having seen her first movie, "Star Wars" as an adult - the phrase "fresh off the farm" is not applicable. Instead, she explains that writing was always an outlet for her thoughts, and her early years have filled her with an insatiable curiosity for life.

"I started writing songs when I was seven years old. I got my first deal 14 or 15 years ago. I started out at Tree. I was just this young girl, and it was incredible. There was Harlan Howard, Curly Putman, Sonny Throckmorton, Bobby Braddock, Rafe VanHoy and all those guys. It was a hotbed of creative activity. They were a seriously intense bunch of people."

Though she's had songs cut by several artists, Angela feels that it was the success of Lorrie Morgan's version of "Something In Red" that validated her as a songwriter and changed her status from being just another "nice girl in the business".

"I've kind of been on the periphery of this business for a long time. I'm very grateful for those publishers who believed in me when nobody else did. I think the market itself has changed. It's a little bolder so therefore you have people like me who are able to slide through the cracks. It's been a real surprise. I never dreamed 'Something

In Red' would be on a Country record."

Angela admits her style has been perceived by some as "un-Country", but she believes the gates are widening.

"I would like to see Country Music get a little more controversial in its subject matter. I think that we have listeners out there

**"I think as a writer, part of my responsibility is to have the courage to be one of those people who will say it."**

now who are really starving for a little meat. Some of the things that Country radio or video programmers consider as controversial are really nothing. It's like we're deluding ourselves if we think that's the case. People are more hip than we're giving them credit for being, and it doesn't hurt to make them think a little bit.

"I have a song, that without getting into too many specifics, is about a skeleton in the closet that is time to come out. It's one of those deep, dark secret kind of things. I'm real happy when I see those kind of things come out because I think it proves I am not alone.

"If I'm feeling something the odds are that there's someone out there maybe not too far away who's feeling the same thing. It's kind of like when you're in school and you don't understand the concept. The odds are that there are other kids in the class who aren't understanding it either. But you know, we're taught to be good little kids who keep our mouths shut and act like we know what's going on so that we won't get in trouble or we won't appear

stupid.

"I think as a writer, part of my responsibility is to have the courage to be one of those people who will say it. Let it out. I've never been very good at letting it out verbally, but I've always been pretty good at letting it out on paper. Everybody has their responsibility, and we should all find some method that works for us to state how we feel. It will be for the betterment of our society. I trust my pen more than my tongue."

"Welcome 'To The Golden Years", a song which talks about life in a nursing home and which she feels would normally have a slim chance on Country radio, appears on the RCA album SIGNATURES III. Along with Angela, the album features songwriters Walt Aldridge, Richard Leigh, Fred Knobloch and Hugh Prestwood performing their own compositions.

She feels that projects of its kind have made important strides for songwriters.

"I think the listeners have become aware now that just because Kenny Rogers sings a song, it doesn't mean that he wrote it. They know now that there are writers who are doing our thing, and there's a lot going on behind the scenes that's very, very interesting. I think they're getting more intrigued by that and would like to know more about

**"I trust my pen more than my tongue."**

what goes on."

It's obvious that Angela loves what she does, but even she has had her moments of doubt.

"I've had a real job for a moment or two," she jests. "There were times that I gave it up. There was one time in particular when I just couldn't seem to get arrested for what I was doing here. I just gave it up and got a part-time job. It was working out very nice-

part-time job. It was working out very nicely, and the company wanted to hire me full-time.

"But what can I say? I'm bitten with this terrible bug, and I have this disease that I'm gonna die with. I figured I'd just better get back to it and make it work. Enough failure can make you go a little dead inside. If that happens, you need to get out there and find something to bring you back to life. Getting back out into the working world did that for me. I didn't do it very long. It was maybe six months or so. It was enough though."

These days her philosophy is simple.


"You gotta roll with the flow. It's either there or it's not. There are days, I swear to

**"People are more hip than we're giving them credit for being, and it doesn't hurt to make them think a little bit."**

you, that there's *NO* creative energy in the air for me. There's just none. I might as well go to the antique mall or rent a movie or read a book so I can soak something in.

"What I've been doing lately is buying music that's really far away from Country. It's really out there. I'm getting back to enjoying music. I sometimes feel like we forget to do that because it becomes our lives. We forget why we got into this in the first place ...the sheer love of it."

She laughs when asked if she could picture herself being anything else besides a songwriter.

"People like me...if I hadn't lucked up into this writing thing, we'd be transients, bums. We'd be those kind of people that other people used to always look at and say, 'Oh look at them! They can't hold a job!' But back then in that time people looked down on it. Things were different. But for the grace of God that I would have been born back then. If I had to be like June Cleaver it would really be rough." 

**- Mandy Wilson**



## IT'S A FACT!

America is sold on Country, as figures from the Recording Industry Association of America will attest. According to RIAA's recently released 1992 consumer profile, Country Music's market share enjoyed a 30 percent leap in 1992, up to an all-time high 16.5 percent.

"The most notable finding in this year's consumer profile had to do with Country Music," reported Jay Berman, president of RIAA. "Its continued crossover success came as no surprise, but what's extraordinary is the fact that Country Music's percentage of the marketplace has nearly doubled in the last two years."

Country Music is the only genre of music tracked by RIAA that expanded its share of the market each year since 1989. In 1992, Country album revenues exceeded \$1.48 billion, more than double 1990 sales of \$663 million.

### RECORDING INDUSTRY ASSOCIATION OF AMERICA 1992 CONSUMER PROFILE

TOP FORMATS	MARKET SHARE			
	1989	1990	1991	1992
ROCK	42.9	37.4	36.3	33.2
URBAN CONTEMPORARY	14.0	18.3	18.2	16.7
<b>COUNTRY</b>	<b>6.8</b>	<b>8.8</b>	<b>12.5</b>	<b>16.5</b>
ADULT CONTEMPORARY/POP	14.4	13.6	11.7	11.4

And that's not all! There's much more evidence that Country Music is America's number one music format.

- COUNTRY AMERICA Magazine, published by Meredith Corporation, tops the list of the 10 hottest consumer magazines of 1992 as selected by ADWEEK. COUNTRY AMERICA was chosen as *the* magazine to watch due to a 13.2 percent increase in ad pages, a \$5 million revenue increase and an overall 150 percent increase in circulation.
- TNN: The Nashville Network reaches 57 million households, an increase of more than 3 million over the past year. TNN is in 91% of all U.S. cable households.
- CMT: Country Music Television is the fastest-growing cable network in the country. Ratings on the Nashville-based network have increased by 67 percent in the past year.

# AMERICA'S SOLD ON COUNTRY<sup>SM</sup>

- Country radio gained almost 10 million *new* listeners from 1990 to 1992.

Over 36 percent of the U.S. population tuned to Country, compared to 31 percent in 1990. Young adults 13-34 now account for 36.7 percent of all Country listeners. Each week, over 67 million Americans listen to Country radio.

- Over 2,600 radio stations now program Country Music. That's more than any other format and over one-fourth of the total stations nationwide. According to Arbitron, Country radio stations captured the number one spot in 57 of America's top 100 markets during 1992. Included are such unlikely cities as Detroit, Cleveland, Baltimore, Buffalo, Seattle and San Diego.

- The top 10 Country artists of 1992 grossed \$84 million in tour revenues. That's a 60 percent increase since 1990.

## THE POWER OF COUNTRY RADIO

CMA, in conjunction with the Country Radio Format Network, The Interep Radio Store and the Katz Radio Group, will host "The Power Of Country Radio". The one-day seminar takes place on Wednesday, May 19 at the Marriott Marquis in New York City and coincides with "Country Takes Manhattan", a week-long event that features some of Country Music's most popular entertainers.

"The Power Of Country Radio" is targeted at decision-making executives at leading corporations and advertising agencies. The educational and entertainment forum will familiarize attendees with the facts and upscale characteristics of today's Country Music, which has the power and ability to deliver a vast audience for almost any product or service's marketing needs.

One of the top priorities of the seminar is to break the stereotypes usually associated with Country Music and provide participants with a fresh view of Country radio's power to deliver key audience demographics.

Attendees of "The Power Of Country Radio" will be treated to a guitar pull by songwriters Leigh, Schlitz and Schuyler during lunch and will see Clint Black and Wynonna Judd perform that evening at Radio City Music Hall.



"The Women of Country", a CBS-TV special on May 6, features (l to r) Emmylou Harris, Kathy Mattea, Trisha Yearwood, Pam Tillis, Patty Loveless, Suzy Bogguss and Mary-Chapin Carpenter. Tammy Wynette, Michelle Wright and many other top Country females also star.

## -REMINDER- 1993 CMA AWARDS DATELINE

**MAY 24**

First (write-in) ballot mailed to all members

**JUNE 24**

Deadline for returning first ballot

**JULY 9**

Second ballot mailed to all members

**AUGUST 9**

Deadline for returning second ballot

**AUGUST 12**

Finalists announced at press conference

**AUGUST 19**

Final ballot mailed to all members

**SEPTEMBER 22**

Deadline for returning final ballot

**SEPTEMBER 29**

Winners announced live on CMA Awards, CBS-TV

# R I A A

**MARCH 1993**

## ALBUMS

### GOLD

**BEST OF VINCE GILL**  
Vince Gill  
RCA

### PLATINUM

**DOUG STONE**  
Doug Stone  
Epic

### T-R-O-U-B-L-E

Travis Tritt  
Warner Bros.

**DIAMOND RIO**  
Diamond Rio  
Arista

## 1993 CERTIFICATIONS

### ALBUMS

#### GOLD

**GREATEST HITS**  
Exile  
Epic

**WATCHA GONA DO WITH A COWBOY**  
Chris LeDoux  
Liberty

**IT'S YOUR CALL**  
Reba McEntire  
MCA

**WATCH ME**  
Lorrie Morgan  
BNA

**IN THIS LIFE**  
Collin Raye  
Epic

**CHRISTMAS IN AMERICA**  
Kenny Rogers  
Reprise

**THIS ONE'S GONNA HURT YOU**  
Marty Stuart  
MCA

**GREATEST HITS VOLUME TWO**  
Randy Travis  
Warner Bros.

#### PLATINUM

**COME ON COME ON**  
Mary-Chapin Carpenter  
Columbia

**SWEET SIXTEEN**  
Reba McEntire  
MCA

**REBA**  
Reba McEntire  
MCA

**GREATEST HITS**  
Ray Stevens  
MCA

**IF THERE WAS A WAY**  
Dwight Yoakam  
Reprise

#### MULTI-PLATINUM

**SOME GAVE ALL**  
Billy Ray Cyrus  
6M  
Mercury

**PURE COUNTRY**  
George Strait  
2M  
MCA

### VIDEOS

#### GOLD

(50,000 units)

**"Live On Tour"**  
Billy Ray Cyrus  
PolyGram Music Video

#### PLATINUM

(100,000 units)

**"Live On Tour"**  
Billy Ray Cyrus  
PolyGram Music Video

**"Reba In Concert"**  
Reba McEntire  
MCA Music Video

#### MULTI-PLATINUM

**"This Is Garth Brooks"**  
Garth Brooks  
Liberty Records  
(500,000 units)

**"Live On Tour"**  
Billy Ray Cyrus  
PolyGram Music Video  
(200,000 units)

Creative - and unforgettable liner notes

## AND WE'D ALSO LIKE



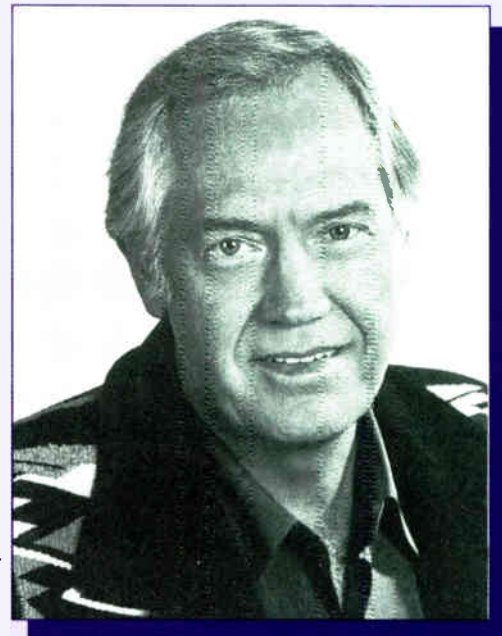
"Special thanks to Jerry 'I don't eat, I don't sleep, I don't smoke, I don't drink...I'm a bus driver' Harris for navigating my first Country star tour bus."

*Deborah Allen*  
DELTA DREAMLAND  
GIANT RECORDS



"Interesting Facts: The O'Boys have three home towns... Two of the O'Boys like to get up in the morning...None of the O'Boys has ever invented anything."

*Tim O'Brien And The O'Boys*  
OH BOY! O'BOY!  
SUGAR HILL RECORDS



"First, I thank Harold Shedd. When everyone else was looking for a 23-year-old, he took a chance on a 53-year-old..."

*Ronny Cox*  
RONNY COX  
MERCURY RECORDS



"Richard Mainegra thanks...my daughter Heather Mainegra for being so supportive...and cute."

*The Remingtons*  
**AIM FOR THE HEART**  
 BNA ENTERTAINMENT

# TO THANK...



"Special thanks to Jimmy Bowen and Jerry Crutchfield for giving me enough rope to either catch a star or hang myself."

*Chris LeDoux*  
**WHATCHA GONNA DO WITH A COWBOY**  
 LIBERTY RECORDS



"Last, but by no means least, to the writers, God has truly blessed you with a gift to touch people...I've done my best to present your songs the way you'd like."

*Reba McEntire*  
**IT'S YOUR CALL**  
 MCA RECORDS

"Special thanks to Bob and the staff at Titley Management - Bob, either paint it or get a new car!...Tim DuBois - You get a free flagpole with that house?...Rick Shipp and our pals at William Morris - Will we be home for Christmas?...Clive - What size boots do you wear? Call us at home!"

*Brooks & Dunn*  
**HARD WORKIN' MAN**  
 ARISTA RECORDS



# MEET THE CMA STAFF

Last month, CLOSE UP featured the staff of CMA's Special Projects department. This month, it's time to meet the individuals who make up the Public Relations department.



**TERESA GEORGE**  
Director of Public Relations

**Job Responsibilities:** "I oversee media plans and public relations functions for all CMA activities; editor and writer of CLOSE UP, CMA Awards program book and other CMA publications; staff coordinator for Project Literacy; and staff liaison for television, awards show, legislative affairs and publicity board committees along with Marketing/Public Relations task force."

**Favorite part of my job:** "Camping out at the Fan Fair press center for a week!"

**Why I got into the music industry:** "It seemed like a good idea at the time."

**Has a B.A. in Journalism from Sam Houston State University; Masters Studies in Communications**

**Career goal at 18:** "Network news reporter/talk show host."

**Career goal today:** "To be in a Vince Gill video."

**In the next year, I would like to:** "Learn to play a three-chord Country song on the guitar, take a trip to South America with my brother Daren and bake a cake that rises."

**I would like more CHOCOLATE and less FAT AND CALORIES.**



**JANET WILLIAMS**  
Associate Editor

**Job responsibilities:** "In addition to writing for CLOSE UP, I'm responsible for the production of the magazine as well as overseeing everything that goes into it each month. I also serve as production manager for other CMA publications, such as program books for the CMA Awards and Fan Fair. I assist in general public relations for CMA, answering every possible question you can imagine from people both inside and outside the Country Music industry. And of course, working with the press for CMA events such as Fan Fair and the CMA Awards!"

**Favorite part of my job:** "I really enjoy each interview I do for CLOSE UP. Everyone in this industry should spend 20 minutes talking to Marty Stuart, Travis Tritt, Danny Shirley, Dwight Yoakam and so many other artists just to see how they differ from 'the image'. I've learned a lot about Country Music and life in general through the eyes of so many people - songwriters, producers, publicists and so forth. *This* is a great experience."

**Why I got into the music industry:** "When my acting career never materialized, I went through a variety of horribly boring jobs while living in New York City that made me realize that I definitely needed to be in a *creative* environment. After moving to

Nashville, I was fortunate to fall into a couple of jobs in the music community that led to CMA."

**Has a B.A. in Theatre from Oklahoma State University**

**Career goal at 18:** "After giving up my childhood goal of being a professional barrel racer, I wanted to be an actress, first as the 'bad girl' on a soap opera, then on to Broadway, then movies and OSCAR! I guess that explains my histrionic nature."

**Career goal today:** "To write the definitive great American novel, then write the Academy Award-winning screenplay."

**In the next year, I would like to:** "Inspire a great Country song, find the cause of my dog Flash's allergies, purchase a computer and start writing my great American novel."

**I would like more CLOSET SPACE and less DUST.**



**MANDY WILSON**  
Public Relations Assistant

**Job responsibilities:** "Besides writing for CLOSE UP and other CMA publications, I work very closely with CMA's Project Literacy campaign. I also assist in coordinating press for various events such as Fan Fair and the CMA Awards. And last but not least, I am the blessed soul who handles the CMA reference guide lists."

**Favorite part of my job:** "People are a constant source of fascination for me so I



think that conducting interviews for CLOSE UP is the most gratifying part of my job. I've learned so much about the music industry and life in general from the people I've come in contact with. Working at CMA has been a great experience for me because in a sense, I'm paid to ask questions!"

**Why I got into the music**

**industry:** "Music has always played a very important role in my life, and as a child I was totally engrossed in radio and television. I always wanted to know what was going on behind the scenes. When I was a teenager, I found out about a college that offered courses in music business and decided that Nashville was the place to be. Besides, after a few fainting spells over my sprained knee, my second career choice (physical therapy) seemed impractical."

**HAS A B.S. in Broadcast Journalism from Middle Tennessee State University**

**Career goal at 18:** "To direct music videos."

**Career goal today:** "To own a production company and work as a successful writer/producer in motion pictures and television."

**In the next year, I would like to:** "Complete some script ideas I've been working on and attain two goals which have about the same probability of occurring - paying off my credit cards and having a catfish dinner with the Clintons at the White House."

**I would like more** CAROL BURNETT RERUNS and **less** TELEVISION EVANGELISTS.



**GINA SMITH**  
**Public Relations Support Assistant**

**Job responsibilities:** "The public relations department activities are so diverse that my responsibilities vary from day to day. Since we work as a team, I do whatever is necessary to help get the job done. I assist in coordinating press for all CMA events. I try to handle many of the crazy phone calls we receive, and I also write the Sidebar column for CLOSE UP."

**Favorite part of my job:** "Working with people in all aspects of the music industry."

**Why I got into the music industry:** "Since I was teaching kindergarten children how to add before I came to CMA, I can sum it up in one simple equation: 'SATISFACTION OF P.R.' + 'LOVE OF COUNTRY MUSIC' = 'CMA'S PUBLIC RELATIONS DEPARTMENT.'"

**Has a B.S. in Education from University of Georgia**

**Career goal at 18:** "Major in Accounting at the University of Georgia and become a high powered executive."

**Career goal today:** "Work toward achieving a position of influence in the music industry."

**In the next year, I would like to:** "Gain more in-depth knowledge about different areas in the industry and also broaden my personal interests to enrich the scope of my life."

**I would like more** QUIET TIMES and **less** GOOFY PHONE CALLS.

# Country Takes Manhattan

The streets of New York City will be filled the sounds of Nashville's best when "Country Takes Manhattan" arrives May 14-23. The 10-day extravaganza will take place in venues ranging from Radio City Music Hall to the Lonestar Roadhouse.

Dolly Parton kicks off the festivities with a concert at Carnegie Hall on May 14. The next evening, Mary-Chapin Carpenter, Lucinda Williams, Joe Ely and Rodney Crowell will appear at Radio City Music Hall in a unique all-acoustic performance.

Manhattanites will find out what an "Achy Breaky Heart" is all about when Billy Ray Cyrus performs at Radio City on May 16. Marty Stuart and Sammy Kershaw take over the Beacon Theatre on Monday, May 17.

The "Black & Wy" tour rolls into Radio City as Clint Black and Wynonna Judd hit the stage for two nights, May 18-19. On Thursday, May 20, three of New York City's most popular music clubs - the Lonestar Roadhouse, Tramps and Denim & Diamonds - will feature a diverse lineup of Country Music's new talent.

The Budweiser Rock 'N Country Tour hits Radio City on Friday, May 21 with one of this year's most successful concerts - Travis Tritt, Trisha Yearwood and Little Texas. The famed venue is the scene for more top Country Music on May 22 when Willie Nelson is joined by John Anderson and Asleep At The Wheel.

The festival comes to a close on Sunday, May 23, with a concert at Central Park's Summerstage by The Highwaymen - Waylon Jennings, Willie Nelson, Johnny Cash and Kris Kristofferson. The concert will benefit the Central Park Conservancy and will be taped for a later telecast on TNN: The Nashville Network.

"Country Takes Manhattan" is a collaboration between Radio City Music Hall Productions and renowned artist manager Ken Kragen. Fritos has signed on as the official event sponsor.

TNN's "Crook & Chase" featuring Lorianne Crook and Charlie Chase will be telecast live from the Big Apple to capture the fun and excitement of this one-of-a-kind event. In addition, radio syndicator Westwood One will present exclusive broadcasts of many "Country Takes Manhattan" concerts.



Great Plains band members (l to r) Denny Ddamun-Bixby, Jack Sundrud, Russ Pahl and Michael Young present Lorianne Crook and Charlie Chase with official band t-shirts during a recent appearance on "Crook & Chase".

· Photo by Karen Macauley

# PAUL MOORE STILL LEADS MEMBERSHIP CONTEST

Paul Moore of the William Morris Agency in Nashville remains the leader in CMA's 1993 Membership Recruitment Contest. There's still plenty of time for other members to launch a challenge! The winner of the 1993 contest will receive a grand prize package that includes a home entertainment center, with a complete stereo sound system and 27-inch color tv, furnished by Cumberland Audio Group in Nashville.

The second place winner will win two tickets to the 1994 Super Bowl in Atlanta. Third prize is a CMA Awards VIP package, including two VIP tickets to Country Music's gala event, post awards party tickets and dress rehearsal passes.

Every recruiter is a winner, too. Enlist one new member or reinstate a former member and receive a CMA cd carrying case. Recruiters of five new members will win an exclusive CMA sweatshirt.

For more information on CMA's 1993 Membership Recruitment Contest, contact the CMA membership department at (615) 244-2840.

CMA's membership is its most valuable resource. Thanks to the following members who recruited new members during March: Mickey Ambrosia, Razzy Bailey, Joe Bob Barnhill, Rex Bingham, Gary Buck, Jewel Coburn, Dan Daniel, Don Dashiell, Billy Dean, George Dearborne, Donna Fargo, Jacqueline Ford, David Frizzell, Bonnie Garner, Sandra Gaylord, Jane Grams, Jennifer Grimm, Joe Halford, Laurie Hughes, Daniel Humason, Patsy Humble, Christiane Joubert, Douglas LaGroue, Kimberley Lansing, Ira LeBlanc, Don Light, Gene McKay, Robert Metzgar, Will Ray, Ricky Rielli, Clark Rose, Rick Stevens, Buzz Stone, Johnny Travis, Judi Turner, Joe Van Hecke, Eve Vaupel, Donna Vissing, Peter Wien, Thom Williams and Frank Woods.

# SIDE

**M**CA recording artist **Marty Stuart** is working on his next album at **Javelina Recording Studio**. **Tony Brown** is the executive producer on the lp, which **Stuart** is co-producing with **Richard Bennett**. **Stuart's** band - **Larry Marrs**, bass; **John Sturdivant, Jr.**, drums; **Brad Davis**, acoustic guitar; **Danny Weaver**, steel guitar and **Dale Morris**, fiddle - provide back up on several cuts. Other musicians featured on the project include **Richard Bennett**, acoustic and electric guitar; **Harry Stinson**, percussion; **John Hughey**, steel guitar; and **John Jarvis** on piano. Additionally, **Stuart** plays acoustic and electric guitar and mandolin on the lp.

**Emmylou Harris** is in the studio recording her first **Asylum** album at **Jack's Tracks**. **Richard Bennett** and **Allen Reynolds** are co-producing the lp. **The Nash Ramblers**, including **Sam Bush**, **Larry Atamanuik**, **Al Perkins** and **Jon Randall Stewart**, accompany **Harris** on the project. Other musicians assisting on the album are **Chris Leuzinger**, acoustic guitar; **Bobby Brown**, piano; and **Roy Huskey, Jr.** on bass.

**Brad Davis** has invented the "**Brad Bender**" to expand acoustic guitar techniques. The device attaches to the peg head of an acoustic guitar and can bend a designated string a half step or a whole step in pitch, creating an acoustic pedal steel sound. **Davis** joined **Marty Stuart's** band two years ago as lead guitarist.

**Giant's James Stroud** has been producing tunes by newcomer **Darren Norwood** and **Deborah Allen** for the movie soundtrack "**The Thing Called Love**" at **Loud Recording Studio**. Other artists featured on the lp include **Trisha Yearwood**, **K.T. Oslin**, **Kevin Welch**, **Matraca Berg**, **Dennis Robbins** and **Clay Walker**. The soundtrack is slated for release in July to coincide with the opening of the **Paramount Pictures** film.

# BAR

# JOHN MICHAEL MONTGOMERY

**H**e's good looking - granted. He's got a good voice. He's under 30. And so far, he's picked two hits - "Life's A Dance" and "I Love The Way You Love Me". But even with all that, life for John Michael Montgomery can be more of a tense, taut tango than a simple Country two-step.

At 28, John Michael has been playing Kentucky clubs for almost half his life. He drove a beer truck, worked as a waiter and clerked at a liquor store before he was discovered by Nashville songwriter Steve Clark who caught his show in Lexington. But those years of playing hometown clubs

**"I had my days when I was a wild child."**



has given John Michael a sense of sweet appreciation now that radio and record success has finally come his way.

**IT'S IN THE GENES**

*John Michael's dad played clubs on weekends, and his Mom played drums in the band.*

"My mom didn't like sitting out in the crowd watching Dad on stage. So she decided she was going to get her a set of drums and learn how to play them.

"She played with him ever since I can remember. Probably somewhere between 12 or 15 years she was his drummer. Then things got a little tough then. When I was about 17, they got divorced. It just got a little hard and everything. It was fun while it lasted, I guess."

*That's when John Michael's older brother, Eddie, began playing drums in the band, and John Michael started singing background vocals and playing guitar. Now Eddie takes care of John Michael's business affairs.*

**WHAT'S MY LINE?**

*"I Love The Way You Love Me" is one of the most sentimental songs on the charts right now.*

"Romantic songs are songs that every word just kind of leaves you hanging. It's a reminiscent song...Everybody likes to reminisce."

*When John Michael heard the first line of "I Love The Way You Love Me", he knew it was a hit. But the record that's out now was almost scrapped.*

"The A&R man came to me and said, 'We gotta go back in and re-cut this song, 'cause ya'll got the words backwards.' And I'm like, 'No, don't tell me that,' 'cause if you listen...I like the feel of your name on my lips, and I like the sound of your sweet, gentle kiss."

"Well, you know, you usually feel a kiss and a name is a sound. It's kind of said backwards, which gives it a little unique thing.

"He said, 'It doesn't make sense.' I'm

like, 'Yeah, but that's what makes it.' He called the publishing company, and they said, 'No, that's how it's written. It's supposed to be that way.'"

**GLADHANDING - BUT NOT GLADLY**

*One of the things he learned from working clubs was to show the audience how much you appreciate them.*

"Years ago when I first started, I was intimidated. I was afraid to go out and talk to someone...I was afraid that my social

**"I was afraid that my social skills weren't really enough to go out there."**

skills weren't really enough to go out there. My Dad would always say, 'You know, you've gotta go out there and mingle with these people. You've gotta talk to 'em. You've gotta let these people know you appreciate 'em comin' out.'

"I guess there was a time in my early years when somebody would think I was stuck up because I really didn't say nothin'. I was an introvert all the way...because the public can be intimidating if you don't know how to deal with 'em."

**AIN'T LIVIN' LONG LIKE THIS**

"I had my days when I was a wild child. I think it helped mature me. As I got older, I started realizing, hey, I can't go on like this, or I ain't gonna live very long. It probably matured me a lot quicker. From the time I was 15 to the time I was 28 I went through a lot of maturity, I guess, as far as a person and how to handle the entertainment business and how to act.

"Smoke-filled barrooms definitely are not the healthiest place in the world to make a living in. That's where I've seen a lot of people go down. The bars either killed them or made their lives miserable...You're either gonna grab ahold of your life and realize it's time to grow up, or this nightlife, this bar's gonna take ahold of it for you."

*Wary of the high cost of low living, John Michael has made sure that his upcoming single doesn't describe him. The song's title? "Beer And Bones".* **CU**

**- Teresa George**

AWARDS

**Dolly Parton** was honored with the first AIMP Music Award, presented by the **Association of Independent Music Publishers**, for her song "I Will Always Love You". The award honors hit songs in motion pictures that aren't eligible for Academy Award consideration because they weren't written specifically for film. "I Will Always Love You", sung by **Whitney Houston** in "The Bodyguard", first topped the charts in 1974 for Parton and was also featured in another film, "The Best Little Whorehouse in Texas".

The **National Association of Recording Merchandisers** announced the winners of its 1992 Best Seller Awards during its 35th annual convention in Orlando in early March. **SOME GAVE ALL** by **Billy Ray Cyrus** was the big winner, taking home four awards: Best Selling Recording of the Year, Best Selling Recording/Male, Best Selling Recording/New Artist and Best Selling Country Recording/Male. **Wynnona Judd's WYNNONA** was named Best Selling Country Recording/Female, and **BRAND NEW MAN** by **Brooks & Dunn** was named Best Selling Country Recording/Group. The Best Selling Music Video award went to "Garth Brooks".

**Steven Curtis Chapman** was named the overall winner of **AMERICAN SONGWRITER** Magazine's Professional Songwriter Awards in the publication's annual recognition of top tunesmiths in four fields: Christian, Country, pop and black. **Ronnie Dunn** was the Country winner, followed by **Don Von Tress**, **Garth Brooks** and **Pat Alger**. Other Country winners include Producer - **Tony Brown**, **Scott Hendricks**, **Don Cook** and **Allen Reynolds**; Song - "Achy Breaky Heart", "Boot Scootin' Boogie" and "What She's Doin' Now".

**Crystal Gayle** was among the nine recipients of the 1993 Indiana Governor's Arts Awards presented in Indianapolis. The awards honor past and current Indiana residents, organizations, communities and corporations for their contributions to the arts. Gayle is a former resident of Wabash, IN.

MEDIA

**Suzy Bogguss**, **George Jones** and **Ricky Van Shelton** will host the "TNN MUSIC CITY NEWS Country Awards", set for live broadcast on Monday, June 7 from the Grand Ole Opry House. Winners of 14 fan-voted awards will be announced during the TNN telecast, which will also feature presentations of the Minnie Pearl Award and the MUSIC CITY NEWS Living Legend Award.

**Clint Black** and **Alan Jackson** recently faced each other in a "guitar showdown" for a new **Miller Lite** tv commercial. Filmed in Tucson, AZ, the ad features the Country superstars confronting one another at a dusty crossroads in the desert. Miller Lite is sponsoring the concert tours of both Jackson and Black.

**TNN: The Nashville Network** has launched "Dancin' At The Hot Spots", a new weekly series highlighting Country dance clubs across the nation. The one-hour program, airing Saturdays at 10 p.m. (Eastern) is hosted by actress/singer **Rebecca Holden** and radio/tv personality **James Hill**.

"Travis Tritt: A Celebration - A Musical Tribute To The Spirit of The Disabled American Veteran" has just been released by **Warner Reprise Video**. The one-hour program features performance footage of Tritt, **Marty Stuart** and **Mark O'Connor** at the Sixth Annual Disabled American Veterans National Winter Sports Clinic. Intercut with the concert footage are personal stories of disabled veterans. Tritt, chairman of the 1993 National Salute to Hospitalized Veterans, will donate a portion of his royalties to the Disabled American Veterans.

**Ron Huntsman Entertainment Company** has completed "On Location: The Suzy Bogguss Story", a one-hour radio special sponsored by **CMT: Country Music Television**. The program was produced on compact disc and is available for broadcast with six minutes of local avails on a barter basis for airing May 1-31. For more information, contact Ron Huntsman Marketing Entertainment at (615) 255-1100.

"Billy Bob's Country Countdown", a weekly syndicated television series, debuted in April. Hosted by **Michael Twitty**, the one-hour program is taped at Billy Bob's Texas in Fort Worth and features Country Music's rising stars and legends as well as a top 10 countdown. "Billy Bob's Country Countdown" is a production of **Main Street Television Network Inc.** in Dallas and **Pollaro Media** in Denison, TX. For syndication information, contact **Jozel Advertising** at (817) 261-7842.



RCA singer/songwriter - and former commercial pilot - **Aaron Tippin** (left) gets some tips from crew chief **Pete Amendolare** before he takes off for a flight with the famed **Blue Angels**.

- Photo by Billy Craven

◆◆◆  
**Hallway Productions** in Nashville has released "**Remembering Patsy**", a 50-minute video biography and retrospective. **Arista** recording artist **Michelle Wright** is featured in the video, introducing rare television footage of the legendary singer and reading excerpts from some of Cline's personal letters. **Willie Nelson, Loretta Lynn, Roy Clark, George Jones, Eddy Arnold, Jan Howard** and **Bill Anderson** are also featured. To order, call (800) 544-1155.

## NEW COMPANIES

**Jayson Promotions, Inc.**, headquartered in Hendersonville, TN, has opened a branch office headed by **Bill Hall** and specializing in production and talent consulting for fairs, rodeos and special events. Hall can be reached at 1220 11th Avenue, Suite 201, Greeley, CO 80631; (303) 356-0506.

◆◆◆  
**Steve Blalock** has launched **VF Group Video**, a video production and distribution company specializing in Steadicam and music videos. The company can be reached at P.O. Box 948, Albemarle, NC 28002; (800) 582-2842; fax (704) 983-3437.

## NEWSLINE

The historic **Ryman Auditorium**, home of the **Grand Ole Opry** from 1943-1974, will be renovated and re-opened as an



*Columbia recording artist Joy White is flanked by Roy Wunsch, Sony/Nashville president (left) and singer/songwriter Kevin Welch at a recent showcase for her new album BETWEEN MIDNIGHT AND HINDSIGHT.*

- Photo by Kim Stanton

active performance venue and museum by June 1, 1994. The Ryman, often referred to as the Carnegie Hall of the South, has been a museum since 1974, attracting more than 200,000 visitors a year. **Gaylord Entertainment Co.**, owner of the Ryman, will spend over \$8 million on the complete renovation.

**Clint Black, Mark Collie, Billy Ray**

**Cyrus, Sammy Kershaw, Little Texas** and **McBride & The Ride** are the first artists confirmed to participate in the **Third Annual City Of Hope Celebrity All-Star Softball Challenge & Concert**, slated to take place Sunday, June 6 at Nashville's **Greer Stadium**. Funds raised at the event, sponsored by **WSIX** and **WSM-FM**, will go to the City of Hope's Spirit of Life endowment fund.



*Dwight Yoakam (right) and Stonewall Jackson face off for a friendly game of checkers during a recent appearance on TNN's "Nashville Now".*

## ON THE MOVE

**Merissa Ide** is the new vice president of development for **High Five Productions**, a Los Angeles-based production company. Ide, who has held positions at Arista Records, Evelyn Shriver Public Relations and Century City Artist Management, will head High Five's new Nashville office and can be reached at (615) 383-9922.



**Clarence Spalding** and **Brenna Davenport-Leigh** are new additions to the staff at **Bob Titley & Associates**. Spalding joins the company as management associate and will work with **Brooks & Dunn**. He was previously vice president at Moress, Nanas, Shea Entertainment. Davenport-Leigh serves as associate in charge of artist development and media for both the **Arista** duo and **Kathy Mattea**. She was formerly senior director of artist development at RCA Records.



**Anne Sarosdy** has joined the staff of **Liberty Records** as director of promotion, specializing in radio formats outside the Country realm. She was previously national radio promotion director for Narada Productions in Milwaukee, WI and



Larry Gatlin (second from left) and wife Janis (right) visit with June Carter Cash (left) and Johnny Cash (second from right) before Gatlin's evening performance in "The Will Rogers Follies". Cash made his Broadway debut that evening in the cameo role of Wiley Post.



Chet Atkins (right) was the surprise guest of honor at a party celebrating his 50th year in the music business. Offering their congratulations are (l to r) BMI's Harry Warner, "Nashville Now" host Ralph Emery, Dolly Parton and Henry Jusciewicz, president of Gibson Guitars. Parton presented Atkins with his Grammy Lifetime Achievement Award, and Jusciewicz gifted him with four hand-built Chet Atkins guitars.

- Photo by Alan Mayor

also served as promotion director at both WJFK-FM and WCXR-FM in Washington, D.C. Other changes at Liberty include the promotion of **Jim Hall** to East Coast regional sales director and **Bill Kennedy** to Western regional sales director. Both were formerly regional sales managers. **Abbe Nameche** has been appointed to the newly-created position of manager of catalog and market development. She was formerly assistant to the president.



**Marion Williams** has joined the staff of **Turner & Company** as publicist. A native Nashvillian and graduate of the University of Tennessee, Williams previously worked with Volunteer Sales Company, Vanderbilt University, Aladdin Synergetics and American Image Productions. She will be working with Turner & Company clients **Nitty Gritty Dirt Band**, **Shenandoah**, **Lisa Stewart** and **Music Holdings, Inc.**



**Teresa Blair** has joined **Capricorn Records** as executive administrative assistant. She has relocated to Nashville from her prior position with Warner Bros. Records in Burbank, CA.



**Kay Smith** has been named director of A&R administration for **Sony Music Nashville**. Celebrating her 10th anniversary

with the label, Smith was most recently associate director of A&R administration. Her previous experience includes an eight-year stint at Capitol Records and two years at Columbia Recording Studios.



Staff changes at **Mercury Nashville** include the promotion of **Buddy Cannon** to director of A&R. Cannon currently produces **Sammy Kershaw** and new Mercury artist **Craig Martin**. **Mike Lawler**, producer of **Twister Alley** has been appointed manager of A&R. He is a former studio and touring musician. **Michael Powers** is now Northeast regional promotion manager. Formerly with A&M Records, Powers lives in Detroit. **John Grady** has been named national director of sales. He was formerly national director of field marketing for Capitol Records.



**Hai Willis** has been named vice president and general manager, worldwide for **CMT: Country Music Television**. He will be responsible for the operation of CMT as well as CMT Europe and will oversee international expansion of the company. He joined NLT Corporation, the parent company of Opryland USA, Inc. in 1978 and was most recently senior counsel, Gaylord Entertainment Company.



**Dee Hale** has been named director of film and tv music administration for **Sony Pictures Entertainment**, a newly-formed division of **Sony Music Publishing** in Nashville. She will handle the complete administration, licensing and collection of royalty income for the music of **Columbia Pictures** and **Tri-Star Pictures**. Hale's prior experience includes positions at Copyright Management, Inc. and Denny Music Group.



**Chuck Long** has joined the syndicated series "**Texans**" as a special correspondent. He is also on the staff of the **Americana Network** in Branson, MO and will co-host "**The Americana Digest**" on that cable network. Long was formerly a correspondent for "Crook & Chase".



**Brad Chambers** has been named program director at **KPLX** in Dallas. A 20-year veteran of CHR and Country radio, he was formerly with KNAX in Fresno, CA.



**Lewis Anderson** has renewed his contract with **MCA Records** in Nashville and will continue to serve as A&R consultant. He works closely with **Tony Brown** and **Renee Bell** to discover hit songs for MCA artists. Anderson is also a songwriter and publishes his songs through his own company, **Round The Row Music**.



**Mason Cooper** is president of **Cimarron Music Publishing**, a joint venture with **Music Holdings, Inc.** Cimarron's focus is the development of artist/writers and producer/writers along with the acquisition of specialized song catalogs.

## SIGNINGS

**Paul Overstreet** to The Bobby Roberts Company for booking...**Brothers Phelps** to Sum Management...**Faith Hill** to Warner Bros. Records...**Charlie Floyd** to Morris, Bliesener & Associates for management...**George "Goober" Lindsey** to Top Billing International...**The Mavericks** to Entertainment Artists...**Dave Mallet**, **Tom Kell** and **Ian Tyson** to Vanguard Records...**Paul Hale** to K-Tel Records...**Rock Kilgough** to Pier Five Music...**David Grey** to BFE Records.



Randy Travis (second from left) celebrates his latest gold albums, **GREATEST HITS VOLUME ONE** and **VOLUME TWO**, Hawaiian style outside the Humuhumunukunuaapua Restaurant. Joining the party are entertainer Eleccion Onuffre; Jim Ed Norman, president, Warner/Reprise Nashville; and hula dancer Lisa Samante.

# INTERNATIONAL

**N**ashville songwriters **Ralph Murphy, Richard Leigh, Pat Alger, Peter McCann** and **Bobby Wood** will participate once more in the fourth annual **CKWX Winner's Circle Songwriting Competition**, sponsored by **Country 1130 CRWX** and **Musicline Records**, both located in Vancouver, British Columbia. Five local winners, who will be announced on June 11, will team up with the self-proclaimed "B.C. Five", as Murphy, Leigh, Alger, McCann and Wood have come to be known in Music City, to collaborate on two songs each. The 10 finished products will be recorded and distributed across Canada by CKWX and Musicline. Last year's contest earned the *Gold Ribbon Award for Canadian Talent Development* from the **Canadian Association of Broadcasters**.



**Famous Music Publishing** has opened its first wholly-owned office in the U.K.,

headed by Creative Director **Michael Stack**, who was formerly with **Rondor Music** in London. The primary focus of the new office will be to sign talent originating in the area, to assist with the promotion of the Famous catalog and to handle visiting artists and writers affiliated with Famous. **Warner/Chappell** will continue to administer the Famous catalog. Famous Music Publishing is located at 162/170 Wardour Street in London.



## AUSTRALIAN COUNTRY MUSIC

Magazine has announced its first *People's Choice Awards*, the first Country Music awards in Australia to be voted by the fans. Readers of the publication will

be polled over the next six months to select winners in six categories. Winners will be announced at a gala ceremony scheduled for November 10 at the Rooty Hill R.S.L. Club in Sydney. For more information, contact **Helene Heidenreich** at (02) 353-0949; fax (02) 317-4615.



**George Hamilton IV** returned to the British Isles in March, joining **Slim Whitman** for a major concert tour. Named "**The Living Country Legends**" tour, the six-week series of dates included performances in 30 cities across the U.K. Irish singer **Sandy Kelly** and **Byron Whitman** were special guests on the tour.

# U.K. CHART

THIS 2 WKS FOR THE WEEK ENDING APRIL 17, 1993  
WK AGO

THIS WK	2 WKS AGO	NEW THIS TIME	Artist	Label
1		NEW THIS TIME	Dwight Yoakam	Reprise
2	1	SLOW DANCING WITH THE MOON	Dolly Parton	Columbia
3	3	COME ON COME ON	Mary-Chapin Carpenter	Columbia
4	2	FOLLOW YOUR DREAM	Daniel O'Donnell	Ritz
5	4	SHADOWLAND	k.d. lang	Sire
6	5	SOME GAVE ALL	Billy Ray Cyrus	Mercury
7	7	ROPIN' THE WIND	Garth Brooks	Liberty
8	6	ABSOLUTE TORCH AND TWANG	k.d. lang	Sire
9	13	NO FENCES	Garth Brooks	Liberty
10	11	THE CHASE	Garth Brooks	Liberty
11	15	NECK AND NECK	Chet Atkins/Mark Knopfler	Columbia
12	10	TURN BACK THE YEARS	Sean Wilson	Platinum Music
13	9	ANOTHER COUNTRY	Chieftains	RCA Victor
14	8	I NEED YOU	Daniel O'Donnell	Ritz
15	14	SHOOTING STRAIGHT IN THE DARK	Mary-Chapin Carpenter	Columbia
16	20	CURRENTS	Don Williams	RCA
17	17	THE LAST WALTZ	Daniel O'Donnell	Ritz
18	19	SWEET OLD WORLD	Lucinda Williams	Elektra
19	12	FAVOURITES	Daniel O'Donnell	Ritz
20	16	DON'T FORGET TO REMEMBER	Daniel O'Donnell	Ritz

© CIN  
This Country album chart appears every two weeks in MUSIC WEEK, the U.K.'s major trade magazine, and is featured on BBC Radio and in numerous consumer publications in the U.K. and Europe. Gallup, the organization which also compiles the British pop charts, compiles this Country album chart using its computer-based panel of 680 record outlets. Released every two weeks on Monday, this chart ranks the top 20 Country releases in combined sales of lps, cassettes and compact discs.

## COUNTRY MUSIC AROUND THE WORLD

Country: FRANCE  
Program: "FRED'S COUNTRY"  
Airing: 9:30-11 P.M. FRIDAY  
Host: FREDERIC MOREAU  
Station: RADIO SAINT AIGNAN  
Address: 7 PLACE ST-IRENEE, 69321 LYONS 5, FRANCE

Country: NORWAY  
Program: "COUNTRYMIX"  
Airing: NOON - 2 P.M. SUNDAY  
Host: KJELL EGELAND  
Station: RADIO 201  
Address: C/O N4274, STOL, NORWAY

Country: SWITZERLAND  
Program: "COUNTRY SPECIAL"  
Airing: 8 - 10 P.M. SUNDAY  
Host: IRENE SCHMIDT/WERNER SCHELBERT  
Station: RADIO SCHWYZ  
Address: GUTSCH CH-6402, MERLIS-CHACHEN, SWITZERLAND



**B**rian Williams plays guitar - barely. And his singing... Well, you're taking your chances. Yet he has more gold albums lining his walls than most artists dream of. But Brian is better at lending rates than lyrics and mortgage payments than melodies.

As vice president of Third National Bank's Music Row branch, he and his team are doing for banking what health food stores did for the grocery business in the early 1980s - they're meeting specialized needs.

The relationship between bankers and music industry types has often been crumblier than month-old bread. And not a few musicians and songwriters have agreed with the old adage, "A banker is a man who lends you an umbrella when the sun is shining and wants it back the minute it starts raining."

**"...we know just having one song on the radio, unfortunately, is not an immediate ticket to success."**

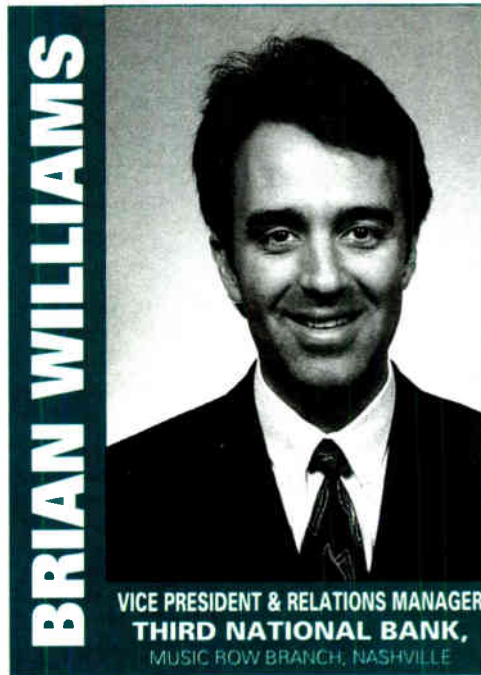
But Brian and his group are trying to change those perceptions. The branch office looks more like that of a record label than a lending institution. And he says they work hard to understand the nuances of the industry.

"A lot of decisions banks have made historically have been made based on the star appeal versus really understanding where the money comes from, understanding cash flows and trying to structure our lending and bank services appropriately. So I have to say a lot of the blame goes to the banks," he said.

"And I think because of some mistakes we made over time, we shut the door on the industry and said, 'Hey, it's a risky industry.' In other words, not saying we don't understand it, saying it's the industry's fault....The risk is really in us, the bank. If we understand what we're doing and act like a bank, then again it's not riskier than any other industry."

## BUS OR BUSTED

"I heard the story of a banker. An artist came in and said, 'I need to buy a bus.' And the banker said, 'Well, what do you need a bus for?' 'Well, I have a song on the radio. Have you heard such-and-such song?' The banker said, 'That's you? Of course you need a bus.' Whereas we know just having one song on the radio, unfortunately, is not



an immediate ticket to success. And certainly not a ticket to immediate financial security. And we don't make decisions like that based on whether or not one song is on the radio."

## STAYING ABOVE WATER

"Quite often when things start happening for artists, they either have nothing, or worse, have nothing and owe everybody. So when things start developing and the money starts coming in, quite often, there's a long period of catch-up where basically you're starting over, or you finally have money and you pay the bills off and kind of get back to zero. It can be several years before you really begin to develop financial security. And again, I'm saying the average artists. And of course there are those who have come around in the last few years with all the growth in Country Music and have beat the system a little bit. Made a whole lot of money real quick."

## RAINY DAY PLANNING

Brian says his advice to songwriters, musicians and artists is different than what he would offer to people in other careers.

"Plan today as if there's no tomorrow... Spend your money today as if there is no tomorrow for your career. And what I mean by that is set up your retirement plan. Try to stay very liquid, try to stay out of debt as much as possible. What we have seen, historically in Country Music, is that for the average artist, there is about a four-year peak earning period. That's a real loose time frame, but I mean a four to five-year period when an artist would make the most money that they are going to make in their lifetime...And during that time, make good plans. Invest your money wisely. Try to stay out of debt. Be smart."

## INVESTMENTS WITH STYLE

What type of investments does he recommend?

"Your investment style is going to change as you age. There are things that I might do with my money right now that I wouldn't do 20 years from now. For instance, I think at a young age, when you have excess cash - say \$1,000 - that a very good investment right now would be to put it into a mutual fund. There are a lot of good mutual funds out there. Play the stock market a little bit...The stock market in the longrun outperforms everything else. When you're five to 10 years from retirement, you're not going to feel as comfortable playing the stock market."

## TOO MUCH MONTH AT THE END OF THE MONEY

Should everyone be on a budget?

"A budget is different things to different people. For some people, a budget really is just a means of tracking where you spend your money, which in itself is a very good thing.

"And everybody always thinks that whatever comes out of it is going to be negative, and I don't want to think about it. But in actuality, to me it's more comforting knowing where my money is going. Even if I'm spending more than I'm making, then at least I know that. At least I can do things to maybe fix that in the longrun."

## THE HORRIBLE S-WORD

"The natural human instinct is to save what's left over. You basically pay all your bills and say, 'Okay, do I have any money left? Alright, I have about \$50 left. That's what I'll save.' And you can't do that. You're going to wake up one day, and you're going to be ready to retire, and you're not going to have any money. What you have to develop is the philosophy that I'm going to pay myself first, in the savings aspect."

## MONEY MATTERS

What four tips does he have for those on both ends of the financial spectrum?

"Try to save as much as possible. I'm going to use two of them because there is a difference between your basic savings and your retirement savings.

"And then stay current on your taxes. I'd say one of the biggest problems I see in this industry is tax-related. So many people in the industry are paid as contract labor and taxes are not withheld.

"I would say try to stay out of debt as much as possible."

And if all else fails - go into the bank, say you have a song on the charts. And who knows, maybe you'll get a bus loan. **CU**

— Teresa George

# BEHIND THE LENS

Sammy Kershaw travelled to San Diego, CA to shoot his "Haunted Heart" music video. Pecos Films director Michael Merriman captured the action. Bryan Bateman produced the Mercury clip.

The Texas Tornados took over an empty Mexican restaurant in Nashville to shoot their new "Guacamole" music video. Alternative Visions director Thom Oliphant also shot footage to be incorporated into Miller Lite commercials as well. Cindy Montano produced the clip for Reprise Records.

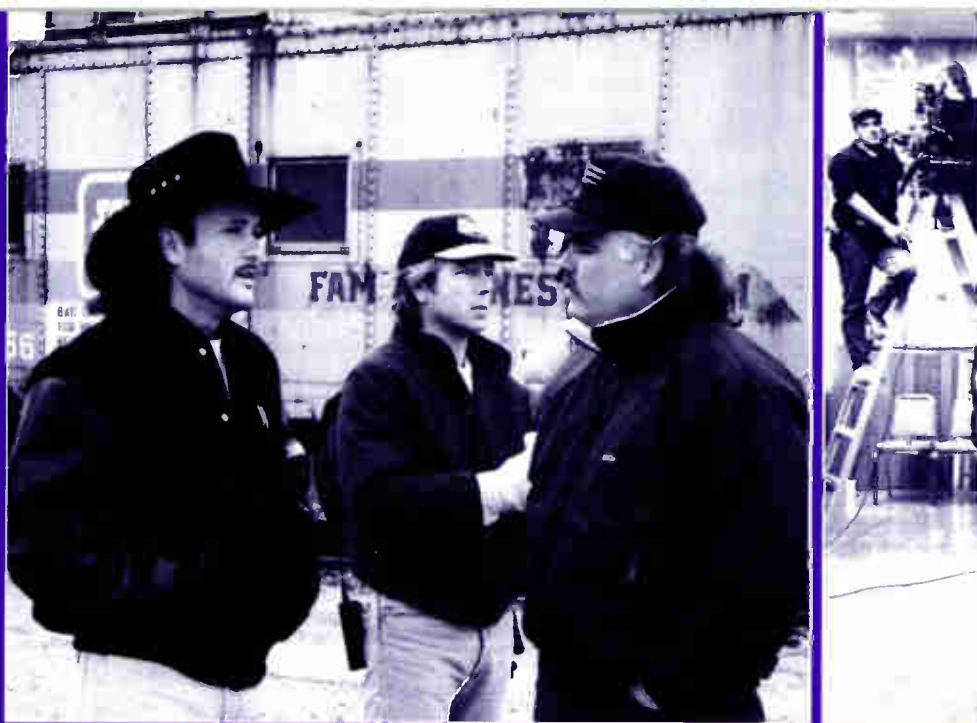
The members of Dixiana ventured to the Bristol Bar and Grille in Nashville for their new music video, "Now You're Talkin'". Chris Rogers directed to Epic clip for Pecos Films. Robin Beresford produced.

RCA's Robert Ellis Orrall called on a very special guest to appear in his "A Little Bit Of Her Love" video. He wrote the song about his daughter, Justine, and included her in the action.

Larry Boone tells his fans to "Get In Line" in his new Columbia Records music video. Over 400 Nashville area line dancers appear in the clip, which features a special line dance, "The Boone Walk", created for the video. Jon Small produced and directed for Picture Vision, Inc.

The Marshall Tucker Band recently completed their new Cabin Fever video, "Walk Outside The Lines". The clip was filmed at Billy Bob's Texas in Ft. Worth and features a dance called "The Walk", created just for the video.

Don and Darryl Ellis journeyed to Albuquerque, NM for their new Epic video, "10 Minutes Till". Director Michael Merriman filmed the duo at the Sundance Saloon. Bryan Bateman produced for Pecos Films.



Tim McGraw discusses his new video, "Memory Lane", with director Michael Merriman (center) and Producer Bryan Bateman. Pecos films shot the clip on location in Lewisburg, TN.



Larry Stewart runs through a scene for his "Alright Already" music video on location in Miami, Florida. Deaton Flanigen Productions produced and directed the RCA clip.

Photo by Jim McGuire



Marty Brown (right) waits patiently as director John Lloyd Miller (in plaid shirt) and director of photography Marc Ball (in sunglasses) set up a shot for his new MCA music video, "It Must Be The Rain". The Scene Three crew travelled to Brown's hometown of Maceo, Kentucky to shoot the clip.



New Giant singer Clay Walker strikes a pose while filming his debut video, "Dreaming With My Eyes Open". Director Michael Merriman caught the action on location around Austin, Texas. Bryan Bateman produced for Pecos Films.



Paul Overstreet steps behind the camera during a break in filming his "Take Another Run" music video. The RCA singer/songwriter tapped director Jeff Smith to capture the action. Mary Matthews produced the clip for Above And Beyond Pictures.

- Photo by Don Putnom

*Sammy Kershaw likens his career to that of a home builder. "I used to build houses. I could always tell when I walked out on a job which house was gonna be better than the other. And the one that always turned out better was the one with the better foundation, the one that was square, laid out right. You had no problems through the whole job. You go to the next slab right down the road and if it's an inch out of square, you got problems all the way to the end of that house. So that's what we're tryin' to do - build a foundation. A good foundation. And hopefully in years to come, we'll still be around, just like a good house."*

It's a plan that is coming together perfectly. No one could describe the Louisiana native as an "overnight sensation" - at the age of 34, he's been in the music business for over 20 years. Steady growth has always been his goal.

Since the 1991 release of his debut album *DON'T GO NEAR THE WATER*, which spawned the hit singles "Cadillac Style",

**"...there was a lot of times I wondered, 'Am I gonna get the chance?'"**

"Yard Sale" and "Anywhere But Here", the growth has come at a faster pace - much like a carpenter who switches to a ratchet screwdriver and electric saw.

Sammy's second Mercury lp, *HAUNTED HEART*, has just been released, and like any good architect, Sammy is planning for the future. "I know in four years, no later than that, I want to be able to call up any venue in the the country, whether it's the Astrodome, the Superdome or whatever, and sell it out to the rafters. And tell

# SAMMY KERSHAW

those folks, 'I'll come in there, and all I want is expenses. That's it. The rest of the money we're gonna take and give to all the little kids in your town that have nothing to eat, no place to stay or are bein' abused.' That's where I want to be four years from now."

A refreshing revelation in a world where money too often dominates peoples' lives. "You've gotta give back, man. I have a house, and I can pay the note every month. My kids are fed before they go to bed at

**"The only thing that stops you is yourself. Period."**

night. My bills are paid. I'm satisfied. As long as my bills are paid and my family's fed - and when I say family, I'm speakin' of the band and their families - as long as everybody's bills are paid and their families fed at night, that's all we're worried about. If we have anything left over, it goes back into the tools of our trade.

"Whether it be we need another bus...you know, some people say, 'Well, you don't need another bus,' but you do. You want everybody to be comfortable out there. You live on the road. We pinch pennies, you know? That also helps us in workin' towards that goal we want to be in four years. where everything is all paid off. We don't have to worry about house notes and car notes and all that stuff. So then everything goes toward the goal that you're really workin' for."

Upon hearing Sammy's sincere philosophy of giving back, it's obvious he's been on the receiving end at some point in his life. "Well, sure. I got a record deal. There's so many great singers out there that will never have the chance that I have. Never! I've done this for 23 years, and there was a lot of times I wondered, 'Am I gonna get the chance?' I never gave up, but I wondered a lot if I would ever have the chance. And I have."

So is "success" everything Sammy always

dreamed about? "It's more. I always wished I had a major label record deal. I got that. I always wanted to play on the Grand Ole Opry. I got that. A couple of times I dreamed about havin' a gold album. I got that. This second one's fixin' to go gold in just a few weeks. The first one I never dreamed of goin' platinum, but in a few weeks it'll be platinum. Man, there are so many things I've never dreamed of."

"I've always wanted a number one record. We've released four and gotten a top 10. I haven't had a number one - yet. We have the fifth release ('She Don't Know She's Beautiful') right now, and it's lookin' like it might get in the number one position, but if it don't, it's no big deal. As long as we can stay in the top 10, every record. Be consistent. I love consistency. I love to be around people that are consistent. I'd rather have five top 10 records than a number one and then a number 30, then a 15, then a one, then a 30. I'd just rather be consistent. Stay in that top 10, and I'm happy."

But when Sammy was working on *HAUNTED HEART*, airplay *wasn't* the most important consideration. "When we do an album, I don't think about radio. I think about the people out there that are

**"There's no reason why every artist can't put 10 great songs on an album."**

spendin' their hard-earned money to buy those records and albums every week. I know what it's like to work all week long for that dollar, and then go spend it on something. There's nothin' I hate more than to go buy an album, and there's two cuts on it that are great and the rest of it, you could do without. So we're gonna give the people the best that we can give 'em. There's so many great writers and great songs. there's no reason why every artist can't put 10 great songs on an album. I don't see why it can't be done."



Sammy has no songwriting aspirations himself. Instead, he devotes his energy to performing. So what goes through his mind when he's on stage? "You can't touch me. It's almost like I own the whole planet. It's mine, you know? You just kind of get lost in there. You just say to yourself, 'You can do anything you want. Whatever you want, this is your place, man.' And, of course, after the show, though, you automatically come back down to reality. It's a fantasy world. There's nothin' like it."

Sammy exudes such confidence that he has the makings of a great motivational speaker! "Anybody in the world can do anything they want to do. The only thing that stops you is yourself. Period."

But that level of confidence was something that came to him when he got out of the music business about four years ago. "Things were so bad I couldn't pay the bills at home plus keep myself goin' on the road, so I quit and got a job. A real job. I went to work for Wal-Mart as a remodel supervisor, and I learned a lot from that company. The most important thing I learned from them is

responsibility. And another one was customer service. If you keep the customers satisfied, they're gonna keep comin' back. If they come in and something is wrong, take care of it. Make it right.

"It's very important that you take care of your business and the people that work with you, they need to conduct themselves

**"I love consistency."**

the same way. The guys in the band they know that. Every once in a while, they have to remind *me*. We have band meetings once a week, where all 14 of us are in a motel room, and everything is discussed. *Everything.*

"That's what it's all about. An artist asked me about that the other day. Came on the bus and said, 'Man, how do you put up with all the bickering amongst the band and all that stuff?' I said, 'I don't have it.' We don't have the bickering here, because we have meetings every week. Everything is voted on. I still have the final say, if it ever should come down to that, but hopefully it won't if

we can run this thing like a family. Almost like a Mafia - the Mafia of Country Music. I'm the Godfather, but I also have partners that I have to worry about and take care of.

"They know for a fact, 'cause it's been done that way in the last 18 months, if ever I start makin' more money, *they* make more money. I don't hold things for myself. I'm not rat-holing money anywhere. I'm puttin' it all back in to make everybody happy. Money's not important to me. That's not why I'm here."

What is important? "Livin' life happy. I'm doin' what I love to do. I love this. If money was so important, I'd be stockpiling it and gettin' ready for five years from now to say, 'Well, that's it. I'm done.' And go to the house and fish every day. That's *not* what I'm doin', and that's not what I'm gonna do. I might run my things just a little bit different than everybody else, but that's the way I like it. I *like* to be just a little bit different from anybody else."

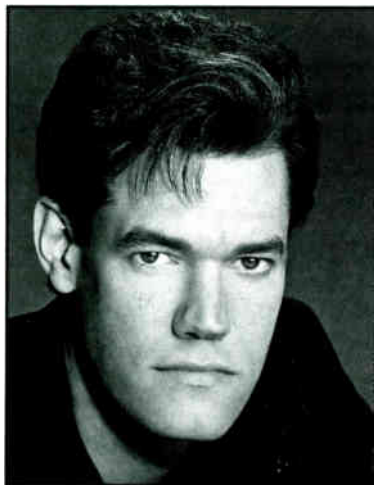
And with that philosophy, Sammy Kershaw is laying a solid foundation. **CU**

- Janet E. Williams

[\* Denotes birthdays]

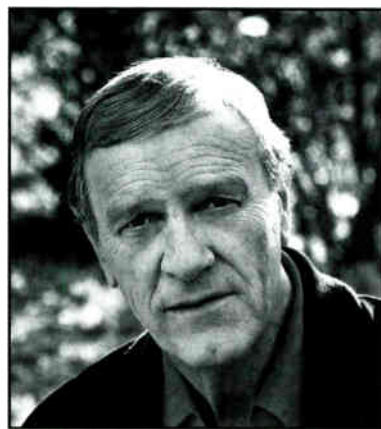
## MAY

- 1** ★ **SONNY JAMES**; Hackelburg, AL
  - Brooks & Dunn top the Country charts with "Neon Moon", 1992
- 2** ★ **LARRY GATLIN**; Seminole, TX
- 3**
  - Alabama's lp, THE CLOSER YOU GET, certifies gold, 1983
  - George Strait scores another number one with "If I Know Me", 1991



- 4** ★ **RANDY TRAVIS**; Marshville, NC
- 5** ★ **TAMMY WYNETTE** (Virginia Wynette Pugh); Itwamba County, MS
  - Ronnie Milsap's GREATEST HITS VOLUME 2 certifies platinum, 1989
  - Rodney Crowell tops RADIO & RECORDS' Country chart with "After All This Time", 1989
- 6**
  - The Delmore Brothers record "Blues Stay Away From Me", 1949
- 7** ★ **(GEORGE) RILEY PUCKETT**; Alpharetta, GA
- 8**
  - Reba McEntire makes her chart debut with "I Don't Want To Be A One Night Stand", 1976
  - Sawyer Brown's "Some Girls Do" tops the charts, 1992
  - George D. Hay dies, 1968
- 9** ★ **HANK SNOW**; Liverpool, Nova Scotia, Canada
  - Keith Whitley dies, 1989

- 10** ★ **MAYBELLE CARTER**; Nickelsville, VA
  - Dwight Yoakam's GUITARS, CADILLACS, ETC. lp certifies platinum, 1989
  - "Beneath Still Waters" by Emmylou Harris reaches number one, 1980
  - Doug Stone's "In A Different Light" tops the Country charts, 1991
- 11** ★ **MARK HERNDON** (Alabama); Springfield, MA
  - Willie Nelson's 1980 HONEYSUCKLE ROSE lp certifies multi-platinum with sales of two million, 1992
  - Lester Flatt dies, 1979
- 12** ★ **KIX BROOKS** (Brooks & Dunn); Shreveport, LA
  - Bobby Bare wins a Grammy for "Detroit City", 1964
- 13** ★ **JOHNNY WRIGHT**; Mt. Juliet, TN
  - ★ **JACK ANGLIN**; Columbia, TN
    - Hank Williams Jr.'s GREATEST HITS VOLUME 2 lp certifies gold, 1986
    - Bob Wills dies, 1975
- 14**
  - Tanya Tucker makes her chart debut with "Delta Dawn" at age 13, 1972
  - THE VERY BEST OF CONWAY TWITTY certifies platinum, 1990

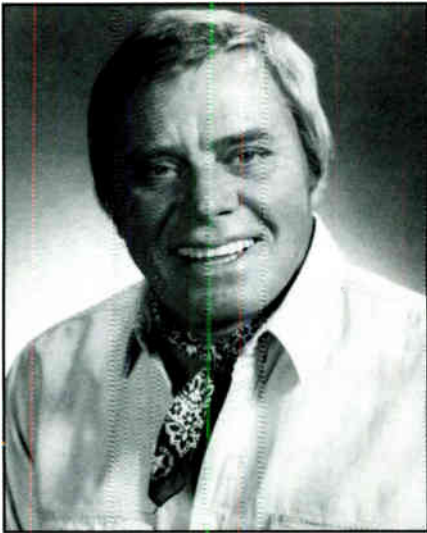


- 15** ★ **EDDY ARNOLD**; Henderson, TN
  - Ricky Skaggs joins the Grand Ole Opry, 1982
  - "Billy The Kid" by Billy Dean debuts on its way to number one, 1992
- 16**
  - George Strait makes his chart debut with "Unwound", 1981
  - Reba McEntire's GREATEST HITS certifies platinum, 1989

- 17** • Diamond Rio charts a number one hit with "Meet In The Middle", 1991



- 18** ★ **GEORGE STRAIT**; Pearsall, TX
  - ★ **JOE BONSALE** (Oak Ridge Boys); Philadelphia, PA
- 19**
  - Clint Black tops the Country charts with his debut single, "A Better Man", 1989
  - "King of the Road" by Roger Miller certifies gold, 1964
- 20**
  - Alabama scores a number one hit with "If I Had You", 1989
  - Jerry Reed makes his chart debut with "Guitar Man", 1967
- 21**
  - Waylon Jennings tops the Country charts with "Luckenbach, Texas", 1977
  - George Strait's THE CHILL OF AN EARLY FALL certifies gold, 1991
- 22** ★ **DANA WILLIAMS** (Diamond Rio); Dayton, OH
  - ★ **RALPH PEER**; Kansas City, MO
  - ★ **ANDY ANDREWS**; Birmingham, AL
    - Ricky Van Shelton's "Backroads" tops the Country charts, 1992
- 23** ★ **MAC WISEMAN**; Waynesboro, VA
  - ★ **SHELLY WEST**; Cleveland, OH
    - The Judds' GREATEST HITS and K.T. Oslin's '80S LADIES certify platinum, 1989
- 24** • Mark Chesnutt's "Blame It On Texas" hits number one, 1991



**25** ★ **TOM T. HALL**; Olive Hall, KY



**26** ★ **HANK WILLIAMS, JR.**;  
Shreveport, LA  
• Jimmie Rodgers dies, 1933  
• Willie Nelson makes his first chart appearance with "Touch Me", 1962  
• **BRAND NEW MAN** by Brooks & Dunn certifies gold, 1992

**27** ★ **DON WILLIAMS**; Plainview, TX  
• John Conlee enters Country charts for the first time with "Rose Colored Glasses", 1978

**28** ★ **CHARLIE McCOY**; Oak Hill, WV  
• Kathy Mattea's "Eighteen Wheels & A Dozen Roses" stays at number one for the second consecutive week, 1988

**29** • Billy Ray Cyrus scores a phenomenal number one record with his debut single, "Achy Breaky Heart", 1992  
• Hank and Audrey Williams divorce, 1952

**30** ★ **WYNONNA JUDD**; Ashland, KY

- ★ **JOHNNY GIMBLE**; Tyler, TX
- Johnny Cash's "I Walk The Line" enters the Country charts, 1956
- **THE BEST OF DAN SEALS** certifies gold, 1991

**31** **MEMORIAL DAY**  
• "If The Devil Danced In Empty Pockets" by Joe Diffie tops the charts, 1991

**JUNE**

**1** ★ **RONNIE DUNN** (Brooks & Dunn); Coleman, TX  
• Johnny Horton's "Battle of New Orleans" is the number one pop song in America, 1954

**2** ★ **CARL BUTLER**; Knoxville, TN  
• Hal Ketchum's **PAST THE POINT OF RESCUE** goes gold, 1992  
• Kathy Mattea has the number one song on **RADIO & RECORDS'** Country chart with "Come From The Heart", 1989

**3** • Steve Wariner tops the Country chart with "Where Did I Go Wrong", 1989  
• Donna Fargo hits number one with "The Happiest Girl In The Whole USA", 1972  
• Hank Williams' last show on "Louisiana Hayride", 1949

**4** ★ **FREDDY FENDER** (Baldemar Huerta); San Benito, TX  
• Alabama's first June Jam in Ft. Payne, AL, 1982

**5** ★ **DON REID** (The Statler Brothers); Staunton, VA  
• Brenda Lee's "I'm Sorry" begins its climb to number one on the pop charts, 1960  
• Wynonna Judd racks up her first platinum lp, **WYNONNA**, 1992  
• The Kentucky HeadHunters' **ELECTRIC BARNYARD** certifies gold, 1991

**6** ★ **JOE STAMPLEY**; Springhill, LA

**7** • "The Thunder Rolls" by Garth Brooks begins a three-week stay at number one on the Country charts, 1991

**8** • Doug Stone's **I THOUGHT IT WAS YOU** certifies gold, 1992

**9** • The Judds' **RIVER OF TIME** lp certifies gold, 1989  
• Tammy Wynette's **TAMMY'S GREATEST HITS** album certifies platinum, 1989

**10** • Jimmie Rodgers and the Carter Family record together in Louisville, KY, 1931  
• Clint Black has the top song on **BILLBOARD'S** Country chart with "Better Man", 1989  
• Willie Nelson has the best selling lp, **STARDUST**, and single, "Georgia On My Mind", 1978

**11** • **HEART OVER MIND** by Anne Murray goes gold, 1985  
• Hank Williams debuts on the Grand Ole Opry, 1949  
• **FAST MOVIN' TRAIN** by Restless Heart certifies gold, 1991  
• Tex Ritter inducted as a member of the Grand Ole Opry, 1965

**13** • Country Music Foundation Library and Media Center dedicated, 1972  
• Vernon Dalhart records "The Wreck Of The Old '97" and "The Prisoner's Song", Country Music's first million-seller, 1924

**14** • Ernest "Pop" Stoneman dies, 1968  
• The Oak Ridge Boys' **DELIVER** lp certifies gold, 1984

[Factfile is compiled from the *Illustrated Country Almanac* by Richard Wootton (Dial Press), *The Illustrated History of Country Music* by the editors of **COUNTRY MUSIC** magazine (Doubleday/Dolphin Books), *The Encyclopedia of Folk, Country and Western Music* by Irwin Stambler and Grelun Landon (St. Martin's Press), and the Country Music Foundations's **OFFICIAL 1993 COUNTRY MUSIC CALENDAR**, as well as from original research.]



(\* denotes international telephone number with country code in parentheses)

## MAY

- 6-8** 2nd Annual Music Row Industry Summit/Regal Maxwell House/Nashville/(615) 269-7D73
- 8** The Seon Festival/Seon, Switzerland/Contact Trisha Walker at (615) 269-0856
- 15-23** Country Takes Manhattan/New York/(212) 632-4000
- 21-22** 2nd Annual Country Music Fan Jam/Dallas, Texas/(214) 340-7844
- 21-22** 10th Frutigen Singer-Songwriter Festival/Frutigen, Switzerland/Contact Trisha Walker at (615) 269-0856
- 28-29** The Geneva Festival/Geneva, Switzerland/Contact Trisha Walker at (615) 269-0856
- 29** Country Jamboree '93/Geneva, Switzerland/Contact Roger Lehmann at (41) 22-786-8839\*; fax (41) 22-786-8822\*
- 29-31** The Morecambe Festival/Morecambe, England/Contact Trisha Walker at (615) 269-0856

## JUNE

- 7-13** International Country Music Fan Fair/Tennessee State Fairgrounds/Nashville
- 7** TNN/MUSIC CITY NEWS Country Awards/Grand Ole Opry House/Nashville/(615) 329-2200
- 19** Ninth Swiss Alps Country Music Festival/Grindelwald, Switzerland

## JULY

- 14-15** CMA Board Meeting/Los Angeles
- 16-18** Gurten Festival/Gurten, Switzerland/Contact Trisha Walker at (615) 269-0856
- 23-24** Agen Festival/Agen, France/Contact Trisha Walker at (615) 269-0856
- 23-25** Dore L'Eglise Festival/Dore L'Eglise, France/Contact Trisha Walker at (615) 269-0856
- 30-31** Country Picnic/Mragowo, Poland/Contact Trisha Walker at (615) 269-0856

## AUGUST

- 15-16** Greiffenstein Festival/Greiffenstein, Germany/Contact Trisha Walker at (615) 269-0856

## SEPTEMBER

- 24-25** Gstaad Festival/Gstaad, Switzerland/Contact Trisha Walker at (615) 269-0856
- 26** ASCAP Country Awards/Opryland Hotel/Nashville
- 28** BMI Country Awards/BMI/Nashville
- 29** 1993 CMA Awards/Grand Ole Opry House/Nashville/(615) 244-2840
- 30** CMA Board of Directors Meeting/Nashville
- 30** CMA Annual Membership Meeting & Election of Directors/Nashville
- 30** SESAC Awards/Vanderbilt Plaza Hotel/Nashville
- 30-Oct. 2** SRO '93/Stouffer Hotel/Nashville/(615) 244-2840

## OCTOBER

- 1** CMA election of Officers/Nashville
- 24** 5th Annual Country Gold Festival/Kumamoto, Japan/Contact Judy Seale at (615) 329-1546



RCA Records and the Country Music Foundation hosted a reception to celebrate Eddy Arnold's 40 years with the label. Joining the festivities are (l to r) RCA's Thom Schuyler, Arnold, RCA's Jack Weston and Bill Ivey, Country Music Foundation. RCA has also released EDDY ARNOLD LAST OF THE LOVE SONG SINGERS: THEN AND NOW, a box set featuring classic Arnold hits and new recordings.

Photo by Alan Mayor

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