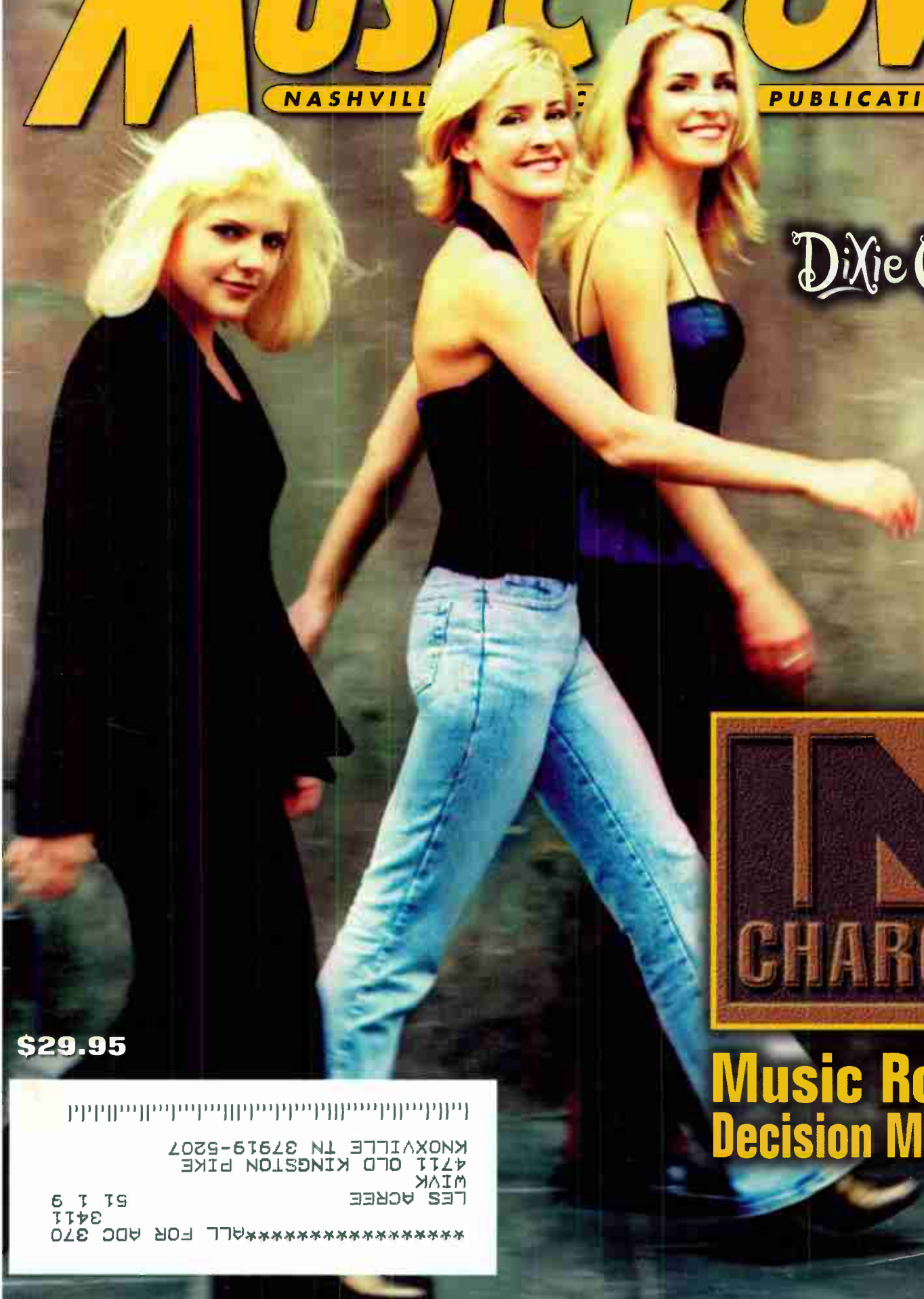


MUSIC ROW

NASHVILLE PUBLICATION



Dixie Chicks



\$29.95

Music Row's Decision Makers

*****ALL FOR ADC 370
3411
51 1 9
LES ACREE
WIK
4711 OLD KINGSTON PIKE
KNOXVILLE TN 37919-5207



For the Mixes of your life

Recording arts Quality

48 TRACK DIGITAL

- 24 Trk analog; 32 Trk PD & 48 Trk DASH formats
- Console: SSL G Plus with Ultimotion™
- Main Monitors: Dynaudio M3/Bryston ST amplification/Avalon class-A crossovers
- Nearfield Monitors: Your choice/ Bryston ST amplification/NHT sub/Phase-tuned flat to 20 Hz
- Full selection of new & vintage outboard gear
- Video: Sony XBR 100 monitor, WEB TV, Cable TV, DSS Satellite, Internet lines, closed circuit TV/VCR
- Pro Tools 24/24 hour tech support

EMOTIONALLY ACCURATE MONITORING

Monitors that finally sound the way you always dreamed they should. Gorgeous, enveloping, breathtakingly accurate. Perfectly balanced, translating from studio to mastering house to home to car. Flat from 20Hz to 22 kHz. Even nearfield monitors are more accurate and sound better using the Recording Arts PHANTOMFOCUS™ SYSTEM. Both mains and nearfields are laser aligned and tuned by Bob Hodos--San Francisco.

PRIVATE COTTAGE ARCHITECTURE

- Lovely skylight lounge with DDS satellite and cable
- In house, internationally licensed massage therapist
- World famous beverage stocked refrigerator
- Convenient off Music Row location
- Pampered service

 **Recording Arts**

307 29th Ave. N. • Mail: P.O. Box 121702 • Nashville, TN 37212 • (615) 321-5479 • (615) 321-0756 (FAX) • e-mail: info@recording-arts.com • visit us at www.recording-arts.com

ARISTA NASHVILLE WHERE THE FUTURE LOOKS BRIGHT

Clint Daniels' debut single, "A Fool's Progress," is an amazing mix of traditional - yet contemporary - country music. Watch for the album late this summer!

CLINT DANIELS

... and yes, they will return!

THE TRACTORS

"I Said A Prayer," the debut single from Pam's new album *Every Time*, is the perfect summertime hit!

PAM TILLIS

Alan consistently delivers the country hits, and his new album to be released in August contains some of the best music of his career!

ALAN JACKSON

BR5-49: ... the much-anticipated sophomore album is coming late this summer!

Hot on the heels of their career single "Now Your Love Makes Me Feel," Diamond Rio's fifth studio album, *Unbelievable*, is set to release in July!

DIAMOND RIO

Between her non-stop display on CMT and the success of "Put Your Heart in Mine," Sherrie is one of country music's hottest new artists!

SHERRIE AUSTIN

As a follow-up to their multi-platinum *The Greatest Hits Collection*, Brooks & Dunn have paired with Robo for "If You See Him/If You See Her" on their new album, *If You See Her*.

BROOKS & DUNN



WHERE THE
FUTURE
LOOKS
BRIGHT



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

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

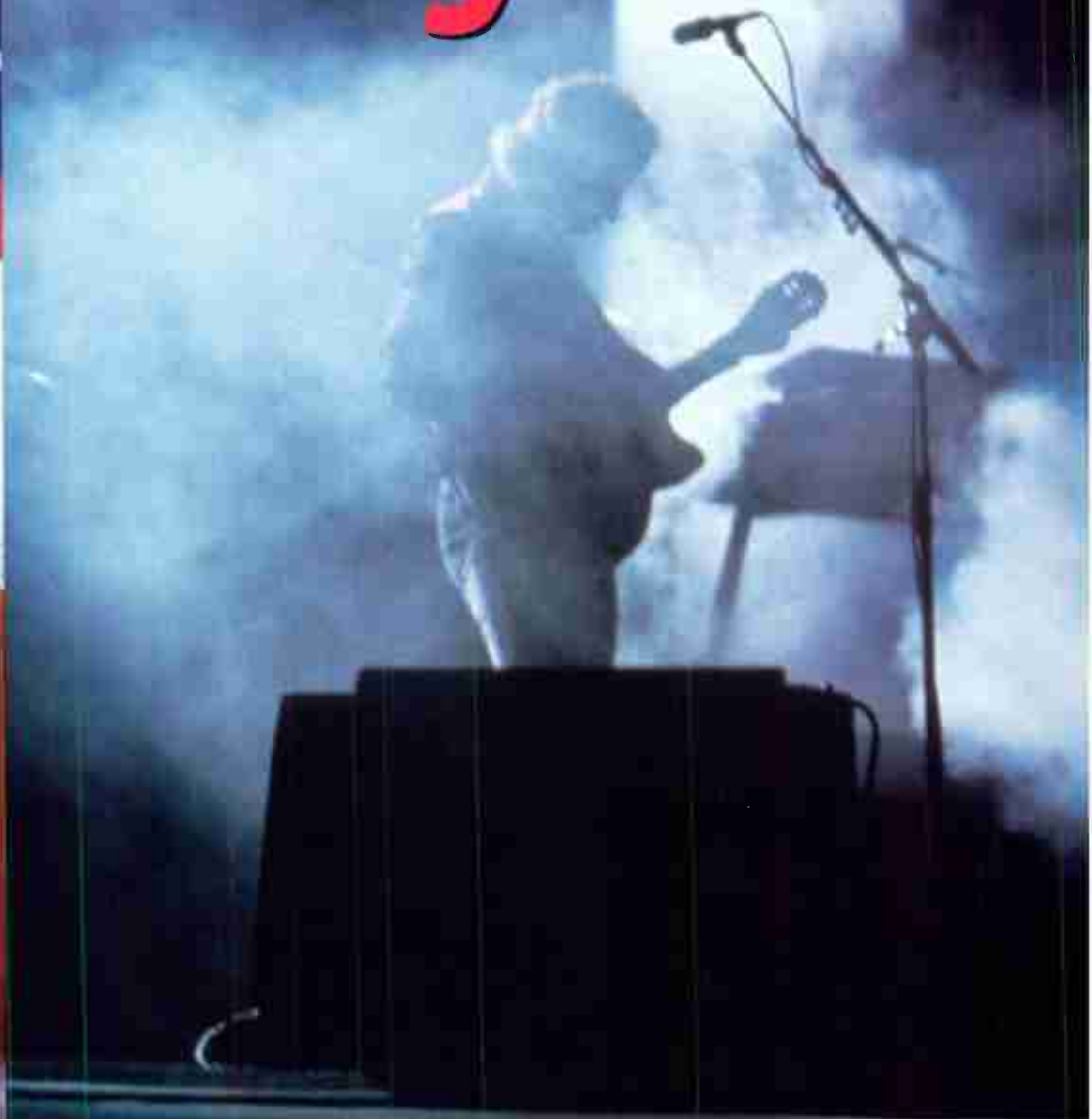
IT

A BANK THAT DOESN'T LOOK LIKE A BANK...FOR A BUSINESS THAT'S
NOT ALL BUSINESS.

NationsBank®



Play the Country's Heartstrings



Over 77 million households* in North America call TNN home. Because they don't just tune into country. They love it. They live it. They are country.

Stars shine on TNN—the country powerhouse that delivers your artists maximum exposure before the largest, most loyal audience. Anywhere.

If you want to play country, play it big time. Play it on TNN. America's Country Home.

TNN

America's Country Home

Visit our Web site at www.country.com

CBS CABLE

*Nielsen March 1998. Med. stats November 1997.

© 1998 CBS Cable. All Rights Reserved. TNN is a registered service mark, and AMERICA'S COUNTRY HOME is a service mark, of Network Enterprises, Inc.

**“HDCD is the closest thing
to the original
performance, period.”**

Denny Purcell

president, Georgetown Masters



PACIFIC
MICROSONICS
HDCD®

HDCD mastering is available at:	Future Disc Systems Steve Hall Hollywood, CA 213.876.8733	Gateway Mastering Bob Ludwig Portland, ME 207.828.9400	Georgetown Masters Denny Purcell Nashville, TN 615.254.3233	Masterdisk New York, N.Y. 212.541.5022	OceanView Digital Joe Gastwirt Los Angeles, CA 310.444.9904	Sterling Sound Ted Jensen New York, NY 212.757.8519
--	---	--	---	---	---	---

PACIFIC MICROSONICS 2560 Ninth Street, Suite 219 Berkeley, California 94710 510.644.2442 510.644.3559 FAX www.HDCD.com.

HDCD® and High Definition Compatible Digital® are registered trademarks of Pacific Microsonics, Inc. Patent #5,479,168



MUSIC... AND SO MUCH MORE.

DREAMWORKS
ANIMATION™

DREAMWORKS
INTERNATIONAL
TELEVISION™

DREAMWORKS
INTERACTIVE™

DREAMWORKS
PAY TELEVISION™

DREAMWORKS
PICTURES™

DREAMWORKS
PUBLISHING™

DREAMWORKS
TOYS™

DREAMWORKS
THEATRICAL
DISTRIBUTION™

DREAMWORKS
CONSUMER PRODUCTS™

DREAMWORKS
TV ANIMATION™



1516 16th Avenue South
Nashville, TN 37212
615.463.4600 voice
615.463.4601 fax
nashville@dreamworksrec.com

© 1999 SKG Music LLC.
The DreamWorks logo is a trademark and copyright of DreamWorks LLC.

We're Known by The Company We Keep



(Standing, left to right) Donna Hilley, President & CEO, Sony/ATV Tree; John W. Clay, Jr., Chairman & CEO, SunTrust Bank, Nashville; Margaret Callihan, Senior Vice President, Director, Personal Markets, SunTrust Bank, Nashville; Tim DuBois, President, Arista/Nashville. (Seated) Brian Williams, Senior Vice President, Director, Music/Private Banking, SunTrust Bank, Nashville.

Leadership means many things to many people.

In the banking business, as in the music business, leadership means experience, dedication, talent and a shared vision of what can be accomplished through hard work and mutual trust.

Maybe that's the key to SunTrust's success on Music Row.

Since opening our music industry office more than 10 years ago, we've relied on the insight of key industry leaders to help us chart our growth as members of the bank's Board of Directors. With their guidance, we've been instrumental in building recording studios, music catalogs, even skyrocketing careers.

But most of all, we've been building relationships. And of that, we are most proud.

SunTrust. We couldn't be in better company.

SUNTRUST

No One Banks The Business Like We Do.

1025 Sixteenth Avenue South, Suite 101, Nashville, TN 37212 • 748-4451 (ph) • 329-9705 (fax)

Member FDIC. / © 1998 SunTrust is a registered service mark belonging exclusively to SunTrust Banks, Inc.



Nashville's chief musical export—country music—has found itself facing the tiresome backside of the bell curve as the extraordinary momentum of the late '80s and early '90s continues to lag. The steep decline in '96 unit sales improved somewhat in '97, but the roller coaster ride has resulted in an overdue industry reality check.

Since last year's *In Charge* edition, record labels such as Almo Sounds, Arista Latin, Career, Imprint, Magnatone and Rising Tide have all closed their doors. Many of the remaining companies have experienced downsizing and cutbacks. On a more positive note, we have expanded our **Label/Staff Appendix** to include many independent labels, some of them new and developing. With its sale of TNN and CMT, the country music power of the Gaylord dynasty has ebbed considerably and that is reflected in the shrinking number of entries under that heading in our **Professional Classifications Appendix**. Conversely, the CBS country star is on the rise. The corporate giant now owns TNN, CMT, a hoard of country radio stations, plus airs both the CMA and ACM Award shows on its broadcast network.

This year marks the tenth edition of *In Charge*. Because this tome attempts to chronicle those dynamic individuals redefining a constantly changing industry, our challenge is to painstakingly search out the team members behind successful careers and those whose efforts result in meaningful industry contributions. It is a difficult and imperfect task, (but a labor of love). Regardless, the annual contents of *In Charge* contain a wealth of information about Nashville's music industry and, when looked at as a series, helps bring to life the faces and personalities of those whose combined achievements, trials and tribulations are shaping the destiny of our city's renowned music machine.

Our goal with this guide (*In Charge* should not be confused with some kind of social register) remains **to present and profile the most influential figures in the Nashville-based entertainment industry; people who buy or sell significant quantities of goods and services and those who are crucial in building entertainment careers for others.** As always, we have tried to approach this subjective task in an objective manner and, as always, we welcome your suggestions for next year's edition.

This work is intended to be a manageable and comprehensive resource which can be kept at your fingertips throughout the year. With that goal in mind, we have strived to limit the Gallery to a maximum of 500 entries. It has not been easy. As we go to press, there has been a flurry of executive movements and strong indications of more major changes to come.

Special thanks to *Music Row* Editors Chuck Aly and Charlene Blevins who updated and compiled this year's data. Art Director Mark Rodgers; Researcher Eileen Shannon; and Database Administrator Susana Ross for their unflagging enthusiasm and attention to detail.

And lastly, to our readers and advertisers a humble and heartfelt "thank you." Your support is the one ingredient that we cannot do without. We hope you enjoy this publication.

Sincerely,

David M. Ross, Publisher

MUSIC ROW

David M. Ross
Publisher/Editor

Charlene Blevins
Staff Reporter

J. Mark Rodgers
Art Director/Prod. Mgr.

Chuck Aly
Features Editor

Robert K. Oermann
Single Reviews

Susana Ross
Administrator

Alan Mayor
Photography

Eileen Shannon
Receptionist

O'Neil Hagaman
Financial

Contributing Writers

- Lisa Berg
- Joey Butler
- Robert Colson
- Paulette Flowers
- Michael Hight
- Steve Hood
- Beverly Keel
- Otto Kitsinger
- Larry McClain
- Bob Paxman
- Rusty Russell
- Ron Young

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

SUBSCRIPTION INFORMATION

Send name, address, and payment to:
MUSIC ROW
P.O. Box 158542
Nashville, TN 37215

- One year subscription (23 issues)
- U.S./Second class \$80.00
- U.S./First class \$105.00
- Canada \$80.00
- Overseas (surface) \$95.00
- Overseas (air) \$150.00

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

POSTMASTER: Send address changes to Music Row, P.O. Box 158542, Nashville, TN 37215 ©1998 Music Row Publications. Nothing may be reproduced without the written permission of the publisher. Music Row® is a registered trademark of Music Row Publications, Inc.

CONTENTS

THE GALLERY: Alphabetic listing by last name 10

LABEL-STAFF APPENDIX 76

PROFESSIONAL CATEGORIES: Entries by job description 82

ORGANIZATION ABBREVIATIONS 85

INDEX: Gallery listings grouped by company affiliation 89

COVER ARTIST



Artist Name: Dixie Chicks
Label: Monument
Current Single: "There's Your Trouble"
Current Album: *Wide Open Spaces*
Current Video: "There's Your Trouble"
Current Producers: Paul Warley and Blake Chancey
Member Names & Instruments: Martie Seidel: fiddle, mandolin; Natalie Maines: lead singer, guitar; Emily Erwin: Dobro, banjo, guitar
Hometown: Martie & Emily, Dallas; Natalie, Lubbock
Management: Simon Renshaw, Senior Management
Booking: Buddy Lee Attractions, Paul Lohr
Hits: "I Can Love You Better"

Birthdate: Emily, August 16; Martie, October 12; Natalie, October 14
Interesting Facts: Group started out performing on a Dallas street corner for tips in the late eighties; are the highest debuting country group since 1991; album is the fastest rising debut album for a country group in the history of SoundScan.
Outside Interests: Martie: skiing, horseback riding and golfing; Natalie: reading, decorating her home and watching movies; Emily: listening to live music, especially country acts.
Influences: Bela Fleck, Bob Wills, Chubby Wise, Sam Bush, Mark O'Connor, Alison Krauss, Bonnie Raitt, James Taylor, Patty Loveless, Dolly Parton, Indigo Girls, Linda Ronstadt and Emmylou Harris.

THE GALLERY

IN CHARGE

DEMETRUS ALEXANDER

VP/GM/Warner Alliance

20 Music Sq. E., 37203

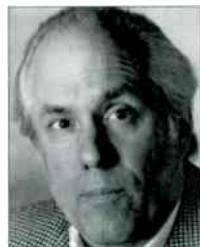
Tel: 748-8000

Fax: 214-1577

E-Mail/Web: dalexand@wbr.com

Key Contact: Brenda Smith, Promotion Director

Heads this Gospel division of Warner Bros. Records. Oversees marketing, promotions, A&R; has been with Warner Alliance for seven years, advancing through the ranks. Roster includes Donnie McClurkin, Carlton Pearson, Beverly Crawford, O'Landa Draper & the Associates and comedian Jonathan Slocumb. • GMA, United Gospel Industry Council; Director, My Sister's Keeper w/CeCe Winans • Working with female teens, singing, organizing fundraisers and volunteering



BRUCE ALLEN

President/Bruce Allen Talent

406-68 Water St.

Vancouver, BC

Canada V6B 1A4

Tel: 604-688-7274

Fax: 604-688-7118

E-Mail/Web:

info@bruceallen.com

Has owned this company for 25 years. Manages Martina McBride, Bryan Adams, Anne Murray, Kim Stockwood, Econoline Crush, Bob Rock, Bruce Fairbairn. • Board of Directors, CMA • Hosts one-hour weekly radio talk show in Vancouver; avid sports fan



JEFFERY A. ALLEN

VP, Finance/Sony Music

34 Music Sq. E., 37203

Tel: 742-4321

Fax: 742-5734

E-Mail/Web:

Jeff_Allen@sonymusic.com •

www.sonymusic.com

Key Contact: Allen Butler,

President

Has been with Sony since January 1995. Previously VP Finance, Liberty Records and Director of Banking and Insurance for Capitol-EMI Music. • Board member, W.O. Smith School • Golf, motorcycles, political satire



MICHAEL R. ALLEN

VP/Starstruck Entertainment

40 Music Sq. W., 37203

Tel: 259-5225

Fax: 259-5226

E-Mail/Web:

mallen@starstruck.net

Key Contact: Narvel

Blackstock, CEO

With company 10 years.

Works as management liaison for Reba McEntire in all touring aspects. • CMA, ACM, IAFE • Fishing, reading, sparts



PAUL ALLEN

Executive Director/Country Radio Broadcasters, Inc.

819 18th Ave. S., 37203

Tel: 327-4487

Fax: 329-4492

E-Mail/Web: www.crb.org

Key Contact: Nancy

Broadway, Business

Manager

Allen oversees and coordinates planning for the annual and regional Country Radio Seminars and provides other services to country radio stations. • Board member, Lion's Eye Bank; member, NAB, CMA, ACM, ASAE; Leadership Music alumnus

SHARON ALLEN

Publicist/The Brokaw Company

1915 Church St., 37203

Tel: 329-9360

Fax: 329-9647

E-Mail/Web: sljallen@aol.com

Key Contact: Sanford Brokaw

Heads Nashville office of this firm which represents Suzy Bogguss, Mark Chesnutt, Ricochet and Brad Hawkins.



RICK ALTER

President/Rick Alter

Management, Inc.

1018 17th Ave. S., #12,

37212

Tel: 320-8700

Fax: 320-8800

E-Mail/Web:

rickalter@aol.com

Key Contact: Jennifer Rose,

Director, Special Projects; Kelly Rhodes, Office Manager

Has had the company for 10 years. Manages Chris Knight and Craig Fuller, co-manages BlackHawk with the Left Bank Organization. • NAPM, NeA, NARAS, BMI, Country In the Rockies



CHET ATKINS

Owner/CGP Enterprises/

Recording Artist

1013 17th Ave. S., 37212

Tel: 329-0401

Fax: 329-0448

In addition to his enormous and continuing artistic influence, this 14-time Grammy winner owns choice Music Row real estate and has a street there named for him.

MIKE ATKINS

President/Mike Atkins Management

1808 West End Ave., #1600, 37203

Tel: 345-4554

Fax: 377-3960

E-Mail/Web: MShipsey@aol.com

Key Contact: Elaine Sobol

Personal manager for Point of Grace, 4 Him, Jaci Valesquez, PETRA, Wayne Watson and Scott Krippayne.



ALISON AUERBACH

Owner/Alison Auerbach

Public Relations

1229 17th Ave. S., 37203

Tel: 329-0025

Fax: 329-0403

E-Mail/Web:

www.songs.com/npd/alisona/

Three-year-old company handles national publicity for artists including Vince Gill, Shane Stockton, Robert Ellis Orrall, Kate Wallace, Michael Camp, New Pair O' Dimes Music. AAPR shares office space, and in some cases responsibility for servicing clients, with The Press Office. • ACM, CMA

SUE AUSTIN

VP, Creative Services/Curb Records

47 Music Sq. E., 37203

Tel: 321-5080

Fax: 321-5377

Key Contact: Dennis Hannon, Executive VP/GM



JANICE AZRAK

Sr. VP, Creative Services, Artist

Development, Video/

Warner/Reprise Nashville

20 Music Sq. E., 37203

Tel: 748-8000

Fax: 214-1467

With label 21 years. Primary duties include producing videos and artist development. • CMA, ACM, NARAS, Leadership Music



CONNIE BAER

Sr. VP, Marketing & Artist

Development/Giant Nashville

1514 South St., 37212

Tel: 256-3110

Fax: 259-4011

Key Contact: Doug Johnson,

President

With Giant since

September '97. Oversees

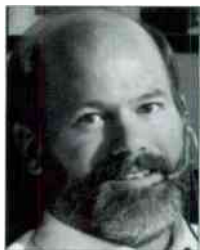
Marketing, Artist Development, Video and Creative Services. • Leadership Music Executive Committee, Board & Chair of Alumni Committee; Board mem-

ber, NeA; NARAS associate member; member, ACM, CMA • Running, reading, cooking, yoga and pantomime



JERRY BAILEY
*Director, Press Information/
 CBS Cable*
 2806 Opryland Dr., 37214
 Tel: **871-6995**
 Fax: 871-7830
 E-Mail/Web:
 JerBailey@aol.com •
 country.com

With Gaylord 13 years, Bailey joined CBS Cable with its acquisition of TNN/CMT. Handles public relations for TNN, CMT and CBS Cable. Formerly with MCA Records (1980-84), ABC Records (1975-80), and reporter for "The Tennessean" (1972-75). • CMA • Fishing, hunting, computers



RON BAIRD
Agent/Creative Artists Agency
 3310 West End Ave., #500,
 37203
 Tel: **383-8787**
 Fax: 383-4937
 E-Mail/Web:
 rbaird@caa.com

Baird is a 24-year booking veteran. He spent six years with the Jim Halsey Co. and 18 months with William Morris. The first agent hired by CAA, Baird opened the Nashville office in 1991. He oversees administration for the office and is the responsible agent for Reba McEntire, Shania Twain, Clint Black, Martina McBride, Mindy McCready, Michael Peterson and Billy Dean. • Board member, City Of Hope; Associate Board member, W.O. Smith School; Leadership Music alumnus • Snow skiing, golfing, SCUBA diving, traveling



JEFF BALDING
*Co-owner/Producer/Engineer/
 Underground Sound*
 428 6th Ave. S., 37203
 Tel: **242-2442**
 Fax: 254-6491
 E-Mail/Web:
 jef@undergroundsound.com
 Key Contact: Mike Simmons,
 Operations Manager

Balding started this pro audio rental, sales and cartage company 12 years ago. Also a recording engineer & producer, Balding's credits include Janis Ian, Shania Twain, Trisha Yearwood, Megadeth, Peter Cetera, Faith Hill, Lari White. • NARAS • Softball



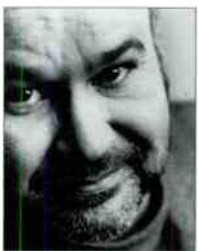
TOM BALDRICA
*VP National Promotion/RCA
 Label Group/BNA*
 1 Music Circle N., 37203
 Tel: **780-4403**
 Fax: 780-4475
 E-Mail/Web: tom.baldrice@
 BMGE.com • twangthis.com
 Key Contact: Butch Waugh,
 Sr. VP/GM

Manages the BNA Promotion department. • Collects baseball cards, plays the tuba, golf



MARC BALL
CEO/Scene Three, Inc.
 2600 Franklin Rd., 37204
 Tel: **345-3000**
 Fax: 345-3100
 E-Mail/Web:
 www.Scene3.com

With Scene Three 25 years. Heads the technically varied, complete film/video production house, which produces television programming, commercials, music videos and new media projects. Coordinates overall operation with emphasis on the areas of production quality, creativity and expansion. • CMA



LOREN BALMAN
*Executive VP/Ward
 Entertainment*
 3319 West End Ave., #200,
 37203
 Tel: **385-9673**
 Fax: 457-1005
 Key Contact: Marie Lehman,
 Corporate Events and Artist
 Relations Manager

With company 13 years.



CRAIG BANN
*VP, Promotions &
 Marketing/AristoMedia*
 1620 16th Ave. S., 37212
 Tel: **269-7071**
 Fax: 269-0131
 E-Mail/Web: cbann@aristo-
 media.com •
 www.aristomedia.com
 Key Contact: Jeff Walker,

President

A nine-year veteran of the company, Bann oversees day-to-day activities, with an emphasis on video. • CMA, Leadership Music alumnus; Board member, NeA • Sports, reading

BROWN BANNISTER

President/RBI Productions
 56 Music Sq. W., 37203
 Tel: **327-1245**
 Fax: 859-7284
 E-Mail/Web: dugout56@aol.com
 Key Contact: Traci Sterling Bishir, Production
 Manager

Produces Steven Curtis Chapman and Point of Grace. Produced 17 albums for Amy Grant. • Board of Governors, NARAS; Leadership Music, GMA, CMA • Family



BILL BARNES
Owner/Barnes & Co.
 1922 Woodmont Blvd.,
 37215
 Tel: **385-9955**
 Fax: 383-2776

Barnes & Company designs for the music industry, corporate accounts, and the book, stationery and gift markets. • CMA, ASCAP, AIGA, NAF

FLOOD

BUMSTEAD

McCREADY

McCARTHY

COMPREHENSIVE

BUSINESS & FINANCIAL

MANAGEMENT

Our clients earn fortunes.
 We help preserve them.

CMG

Copperfield Music Group

We're Also Gold And Platinum

Biddy Baby Music (SESAC)
Penny Annie Music (BMI)
Top Brass Music (ASCAP)

Ken Biddy, President • Chad Shearer, Creative Director
Rebecca Warner, Account Executive

54 Music Square East, Suite 304 • Nashville, TN 37203
615.726.3100 • 615.726.3172 (fax)
copperfild@aol.com



RICH BARNET
*Professor/Music Business Intern
 Coordinator/MTSU*
 P.O. Box 21
 Murfreesboro, TN 37132
 Tel: **898-5869**
 E-Mail/Web:
 rbarnet@a1.mtsu.edu •
 www.mtsu.edu/~record
 Key Contact: Deryl Leaming,

Dean of Mass Communication

Barnet, who has been at MTSU for seven years, directed the program to its present enrollment of 1,200 majors—the largest program of its type in the country. • Board of Directors, NATAS/Emmys Mid-South, Urban Music Conference; Advisory Council, TN Film, Ent. and Music Commission; past President, NAMM Educators; member, NARAS, Leadership Music • Skiing, snorkeling, dogs



JAY BARRON
*Owner/President/Barron
 Entertainment*
 1600 Linden Ave., 37212
 Tel: **383-3010**
 Fax: 383-3070
 E-Mail/Web:
 barronent@home.com

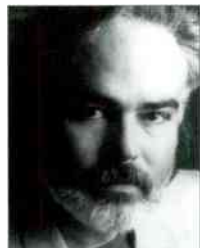
Manages The Thompson Brothers Band and John

Jennings. Has had firm five years; also is an international concert tour producer. • AFM, CMA, NARAS, ACM • Collects antique American Indian art



**LAURA FORD
 BARTSCHI**
GM/Studio Instrument Rentals
 1101 Cherry Ave., 37203
 Tel: **255-4500**
 Fax: 255-4511
 Key Contact: Ernie Bartschi,
 Manager

With company ten years. Bartschi oversees all aspects of this company, which, among its many services, rents music equipment and offers rehearsal spaces. • NeA, CMA • Cooking, bicycling, motorcycling



BRYAN BATEMAN
President/Pecos Film Co., Inc.
 1111 16th Ave. S., #303,
 37212
 Tel: **327-1400**
 Fax: 327-0431
 Key Contact: Michael
 Merriman, Co-principal

With company since

1991, Bateman produces Director Michael Merriman's videos and serves as Executive Producer on all others. He is also in charge of the company's day-to-day operations. • ACM, CMA, NARAS • Golf, hunting, camping, fishing, cigars



**RICK
 BAUMGARTNER**
VP National Promotion/Decca
 60 Music Sq. E., 37203
 Tel: **880-7353**
 Fax: 880-7475
 E-Mail/Web:
 rebaumg@unistudios.com •
 www.decca-nashville.com
 Key Contact: Shelia Shipley

Biddy, Sr. VP/GM

With the label one year. • Golf, listening to sports talk radio, hanging out with his family



WILL BEASLEY
*Director, Music Business
 Development/Nashville Area
 Chamber of Commerce*
 161 4th Ave. N., 37219
 Tel: **259-4781**
 Fax: 256-3074
 E-Mail/Web: wbeasley@
 nashvillechamber.com •
 www.nashvillechamber.com

Key Contact: Mike Rollins, President

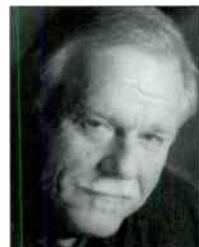
Serves as the liaison between the entertainment industry and the traditional business community. Beasley is charged with the development and coordination of PARTNERSHIP-2000 music industry initiative. • CMA, NeA, NARAS, GMA, AFIM, NSAI, MCVRPS, SPARS, Leadership Music alumnus • Renovating a Victorian house in Edgefield, collecting antiques, learning mandolin



TOM BECCI
VP, Finance/Capitol Nashville
 3322 West End Ave., 11th
 Floor, 37203
 Tel: **269-2000**
 Fax: 269-2023
 Key Contact: Pat Quigley,
 President/CEO

With the label since

1993. Responsible for all financial matters. • NARAS, CMA, ACM • Sports, cooking



BARRY BECKETT
*Owner, Beckett Productions;
 Partner, BTM Records*
 33 Music Sq. W., #106A,
 37203
 Tel: **742-0900**
 Fax: 742-4803
 E-Mail/Web:
 btmrecords@aol.com
 Key Contact: Gina Cheshire,

Production Coordinator

One of Nashville's most accomplished producers, Beckett has guided the studio work of such acts as Lynyrd Skynyrd, Etta James, William Topley, The Buffalo Club, Wayne Toups, Vern Gosdin and Neal McCoy. Former owner of Muscle Shoals Sound Studio. • CMA, NARAS, NSAI, ACM, NeA, AFM.



BOB BECKHAM
*President/HoriPro
 Entertainment Group*
 1819 Broadway, 37203
 Tel: **329-0890**
 Fax: 329-1874
 Key Contact: Ronnie Gant,
 Professional Manager

Beckham headed Combine Music for 23 years

and has been with HoriPro more than seven years. • Board member, Bill Hall Scholarship Fund; founding member, NeA; member, CMA, ASCAP, BMI, NARAS, NSAI • Golf—especially week-long golf trips



DAVID BENNETT
VP/GM/The Filmworkers' Club
 1006 17th Ave. S., 37212
 Tel: **322-9337**
 Fax: 322-9344

With the firm two years, Bennett supervises the day to day operations and spearheads marketing initiatives of this multi-million dollar

post production facility that specializes in music videos. • President Elect, Friends of Watkins Institute, Nashville Film Advisory Board • Martial arts expert in Wado-Ryu, Iaiado, Jodo; cooking, wine collecting and fathering

LYNN BENNETT

Owner/StagePost
 255 French Landing, 37228
 Tel: **248-1978**
 Fax: 242-8861

Bennett owns and operates this long-standing post production house.



CRAIG BENSON
Partner/Benson & Cherry
 1207 17th Ave. S., #300,
 37212
 Tel: **320-0660**
 Fax: 320-0909
 Key Contact: Joel A. Cherry,
 Partner

In business 21 years with

company. Began as General Counsel for Stax Records and President of Stax's publishing arm, East/Memphis Music. Consults for major music publishers and merchandisers; negotiates sales and acquisitions of record and publishing companies.



ED BENSON
*Executive Director/Country Music
 Association*
 1 Music Circle S., 37203
 Tel: **244-2840**
 Fax: 726-0314

Key Contact: Teresa George,
 Sr. Director, Communications

With CMA 18 years.

Provides overall leadership and direction, plus unbridled enthusiasm, for the important trade music association. • Chamber of Commerce, Leonard Bernstein Center, ASAE, ATAS, NeA, NAPM, NARAS, Leadership Music alumnus. • Golf



ILENE BERNS
*Owner/WEB IV Music, Sloopy II,
 Inc., BANG II Records*
 1707 Division St., #200,
 37203
 Tel: **345-1000**
 Fax: 313-7749
 Key Contact:
 Nancy Mitchell, VP

Former owner of Bang

Records has signed and worked with artists including Neil Diamond, Van Morrison, Peabo Bryson and Brick. Currently runs the publishing companies, a new record label and manages Paul Davis. • CMA, NARAS • Tennis, travel

SONGBOOK – A COLLECTION OF HITS, DOUBLE-PLATINUM

APRIL 23, 1998

People

Starstruck



*Another #1 with
"Perfect Love"*

27 ALBUM CUTS

*Was named Music
Row's Breakthrough
Songwriter of 1997*

SUNNY RUSS

KEEPS GETTING STRONGER



GEORGE BETTS

VP/GM/Henninger Elite Post of Nashville
1025 16th Ave. S., #302, 37212
Tel: **327-8797**
Fax: 321-5051

Key Contact: Anita Sobel, Assistant GM

Original founder of company in 1988. Clients include Deaton Flanigen, McClain Enterprises, Castner Knott and Videc Inc. Services include video post production, CD Rom authoring, graphics and film transfer. • NATAS • Outdoor activities with my kids



KEN BIDDY

President/CEO/Copperfield Music Group

54 Music Sq. E., #304,
37203

Tel: **726-3100**

Fax: 726-3172

E-Mail/Web:

copperfield@aol.com

Key Contact: Chad Shearer,

Songplugger

Biddy has more than 30 years experience in the music publishing industry. He currently oversees the day to day operation of his publishing companies whose current songwriter clients include LeAnn Rimes, Lee Ann Womack, Linda Davis and Trini Triggs, among others. • CMA, ACM, GMA, NSAI, NARAS • Golf, walking, reading



SHELIA SHIPLEY BIDDY

Sr. VP/GM/Decca Records

60 Music Sq. E., 37203

Tel: **880-7310**

Fax: 880-7475

E-Mail/Web:

sbship1@

unistudios.com •

www.decca_nashville.com

With MCA/Decca for over 14 years. Shipley made history by becoming the first woman in Nashville to jointly head a major label. Prior to her Decca post, she rose to Sr. VP of National Promotion at MCA. Formerly with Hallmark Direction ('83-'84); RCA Records ('79-'83); and Monument Records ('76-'79). • Vice President, CRB Board of Directors; President, Leadership Music Board of Directors; member, ACM, SOURCE, MTSU Advisory Board, CMA Radio Committee • Golf, gardening



RICK BLACKBURN

President/Atlantic Records

1812 Broadway, 37203

Tel: **327-9394**

Fax: 320-1968

Key Contact: Mike Crawford,
Manager/Publicity

Appointed to present post in July, 1989, after having served as Sr. VP and GM of

CBS Records/Nashville. Oversees all facets of Atlantic/Nashville operation, including marketing, promotion and artist development. Blackburn has done and seen it all while helping to shape country's course through his influential roles in mover/shaker industry organizations. • Board member, CMA, ACM, Leadership Music; member, ACM, NARAS • Tennis

NARVEL BLACKSTOCK

CEO/Starstruck Entertainment

40 Music Sq. W., 37203



Tel: **259-0001**

Fax: 259-5222

E-Mail/Web: www.reba.com

Key Contact: Holly Crook,
Exec. Assistant

Blackstock heads the multi-purpose Starstruck organization, and manages Reba McEntire. • CMA, NSAI, ACM, NARAS



MICHAEL BLANTON

Co-President/Idea Entertainment,

A Division of Gaylord Entertainment

2910 Poston Ave., 37203

Tel: **327-9300**

Fax: 320-1877

Key Contact: Renee Copeland

Became a partner in Blanton/Harrell Entertainment in 1980 and has been

instrumental in transforming Amy Grant and Michael W. Smith into pop stars. The firm was purchased last year by Gaylord Entertainment and folded into Idea Entertainment. Blanton and partner Dan Harrell oversee the new division which includes Blanton/Harrell Entertainment, Z Music Television and Word Entertainment.



DALE BOBO

VP, Creative/Warner Chappell Music

21 Music Sq. E., 37203

Tel: **254-8777**

Fax: 726-1353

Key Contact: Tim

Wiperman, Exec. VP

Bobo has been with the publishing giant for 16 years

and is responsible for overseeing the Creative Department, plugging songs and developing writers. • Member, NSAI, CMA, NARAS, Copyright Society of South; graduate, Leadership Music • Spending time with wife Barbara, road cycling, croton forming



JENNIFER BOHLER

VP, Media Relations/Starstruck Advertising & Publicity

40 Music Sq. W., 37203

Tel: **259-0001**

Fax: 259-5453

Key Contact: Narvel

Blackstock, CEO; Cliff

Williamson, COO

With company 10 years.

Oversees publicity for Starstruck Entertainment and Reba McEntire. Past CMA Publicist of the Year; formerly with Network Ink and "Cash Box." • CMA Marketing/PR Committee • Movies, camping



WOODY BOMAR

President/Little Big Town Music

803 18th Ave. S., 37203

Tel: **321-5286**

Fax: 329-4128

E-Mail/Web:

lbtmusgrp@aol.com

Key Contact: Terry Wakefield,
Creative Director

With company 11 years.

Recipient of NSAI President's Award. Oversees all aspects of music publishing. • NSAI, SGA, CMA, NARAS, NeA, ASCAP, Leadership Music • Bicycling, reading, collecting vintage Hofner instruments



SHERRY BOND

Executive Director/Nashville

Entertainment Association

P.O. Box 121948, 37212

Tel: **327-4308**

Fax: 320-0701

E-Mail/Web:

nea@isdn.net • nea.net

Key Contact: Sharon L.

Williams, Event Manager

Has held this trade association post since 1990. Oversees office administration; helps coordinate volunteer committees; organizes such events as the annual Extravaganza, NeA Golf Tournament, NeA Music City Music and Master Award. • NSAI, CMA, NSC, WMA, SOURCE, NATAS, Leadership Music

come play...
The
Jukebox
STATE-OF-THE-ART RECORDING
IN A RELAXED ATMOSPHERE
24 TRACK ANALOG
32 TRACK DIGITAL
RAINDIRK AND HARRISON
AUTOMATED CONSOLES
615-297-9100

**NATIONWIDE
AUTOMOTIVE
CONCEPTS**

Call **BOB TREWYN**
615-822-2120 • 800-284-0638
Fax 615-264-3137
Mobile 615-478-8729

- Limousine Service
- Personalized Service
- Automobile Consignment Sales • Locate Hard To Find Automobiles
- New & Pre-owned Sales & Leasing of All Makes & Models

"EXCEPTIONAL CARS FOR EXCEPTIONAL PEOPLE"



SCOTT BORCHETTA
Sr. Executive, Promotion & Artist Development/DreamWorks Nashville

1516 16th Ave. S., 37212
Tel: **463-4600**
Fax: 463-4651
Key Contact: James Stroud, President

With MCA Nashville for six years, most recently as Sr. VP of National Promotion, where he spearheaded promotional efforts for George Strait, Vince Gill, Reba McEntire, Trisha Yearwood and Wynonna, among others. Now leads in like efforts for Randy Travis and other DreamWorks artists. • Leadership Music alumnus; member CMA, ACM • Legends racing, NASCAR, snow skiing, vacations!

GARY BORMAN

Owner/President/Borman Entertainment

1208 17th Ave. S., 37212

Tel: **320-3000**

Fax: 320-3001

E-Mail/Web: bormanent@aol.com

Key Contact: Joni Foraker, VP

Personal manager for Dwight Yoakam, Trace Adkins, Faith Hill, Tara Lyn Hart and Lisa Angelle. LA-based firm; opened Nashville office early in 1996. In business 19 years. LA office: 1250 6th St. #401, Santa Monica, CA 90401. 310-656-3150. • CMA, ACM, NARAS

WOODY BOWLES

President/Owner/Woody Bowles Company

1114 17th Ave. S., # 202, 37212

Tel: **327-9966**



Fax: 322-9177
Key Contact: Nikki Brooks, Personal Manager & Artist Development

Duties include personal management and artist development. Company roster now includes Terri Clark. • ACM, CMA, NAPM

JANET BOZEMAN

Director, Media & Publicity/Sony Music

34 Music Sq. E., 37203

Tel: **742-4321**

Fax: 742-5741

Key Contact: Mike Kraski, Sr. VP, Sales & Marketing

With company four years. Oversees all media activity for Columbia



Records Nashville and Sony Music Nashville corporate media. Formerly with PLA Media and the CMA. • CMA, ACM, NARAS

CONNIE BRADLEY

VP, Nashville/ASCAP

2 Music Sq. W., 37203

Tel: **742-5000**

Fax: 742-5020

With ASCAP 22 years. Bradley oversees ASCAP's membership efforts in the Southern U.S. Region, where her main objective is to support the growing success of ASCAP's members and to sign new up-and-coming writers and publishers.



Named 1985 Lady Executive of the Year by National Women Executives. Elected CMA Board Chairman in 1989. • Board member, CMA, NARAS, CMF, Copyright Society of the South, W.O. Smith Nashville Music Community School, Alabama Hall of Fame and Georgia Hall of Fame; Advisory Council member, Tennessee Film, Entertainment and Music Commission; Steering Committee member, Operation Smile International; Leadership Music alumnus



HAROLD BRADLEY

President/Nashville Association of Musicians/Local 257

11 Music Circle N., 37212

Tel: **244-9514**

Fax: 259-9140

Key Contact: Randy Ford, Special Assistant to the President

A session musician for the past 51 years, Bradley holds the unofficial title of "Most Recorded Guitar Player in History." A member of the Musician's Union since 1942, he now handles all its presidential duties, including that of being its Chief Business Agent. Past President, NARAS. • President, Southern Conference; Chairman, AFM's Presidential Advisory Committee; NARAS, CMA • Tennis, water skiing, baseball

JERRY BRADLEY

President/Opryland Music Group; VP/Opryland USA

65 Music Sq. W., 37203

Tel: **321-5000**

Fax: 321-5655

With company 11 years. Opryland Music



...at your service, just down the street from ASCAP and across from the car wash. Drop in and let me tell you what we're doing that's so different... it might change your ideas about banking.

JOE MOSCHEO

1711 BROADWAY • NASHVILLE, TN 37203 • 615-251-9270 • FAX 615-254-9660



includes the lucrative and legendary Acuff-Rose and Milene catalogs, collections that provided the Country Song of the Year for both ASCAP and BMI in 1990. Bradley was with RCA/Nashville for 13 years and presided over the creation of the "Wanted: The Outlaws" album, which featured Willie Nelson, Waylon Jennings, Jessi Colter and Tompall Glaser, and was the first country album to be certified Platinum. • Board member, CMA; Chairman, CMA Fan Fair committee; member, CMA, NARAS, Nashville Chamber of Commerce, Leadership Music • Golf, boating, car racing



MIKE BRADLEY
Studio Manager/Engineer/Sound Shop
 1307 Division St., 37203
 Tel: **244-4149**
 Fax: 242-8759
 Key Contact: Rose Johnson, Studio Coordinator
 With company 23 years.
 "Music Row's" Engineer of the Year in 1996 and 1997.

FRANK BREEDEN
President, Gospel Music Association/Executive Director, Christian Music Trade Association
 1205 Division St., 37203
 Tel: **242-0303**
 E-Mail/Web: www.doveawards.com
 Key Contact: Katherine Ross

A 20-year veteran of the gospel music industry, Breeden was named GMA President on May 1, 1997 and is focused on expanding the reach of the genre. Executive Producer of the Dove Awards. Oversees all operations of the 6,000 member GMA worldwide. Official spokesperson for the industry.



DAVID BRIGGS
Owner/David 'N' Will Music/House of David Recording Studio
 1203 16th Ave. S., 37212
 Tel: **320-7323**
 Fax: 329-1304
 Key Contact: Nancy Tuck, Manager

A musician for 39 years, Briggs has also distinguished himself as a writer, arranger and producer. Member of the first Muscle Shoals, AL studio group to have pop chart success. Has had studio 15 years; publishing company, 12. • CMA, AFTRA, NARAS, NMA, AFM

MARK BRIGHT
VP/EMI Music Publishing/EMI Nashville Productions
 35 Music Sq. E., 37203
 Tel: **742-8081**
 Fax: 726-2394
 E-Mail/Web: mvarallo@emimusicpub.com • www.emimusicpub.com
 Key Contact: Melissa Varallo, A&R Coordinator
 With EMI 14 years. Recently produced BlackHawk and Cactus Choir.



DEAN BROADHEAD
VP Marketing & Artist Development/Sony Music
 34 Music Sq. E., 37203
 Tel: **742-4305**
 Fax: 742-5717
 E-Mail/Web: DeanBroadhead@sony.com
 • www.music.sony.com/

Music/Nashville
 Key Contact: Mike Kraski, Sr. VP, Sales & Marketing
 With company six years; responsible for overall direction & strategy of marketing department. • ACM, CMA, NARAS, CCMA, NRA, NCAR, NHRA, ASPCA, AAC, ADP, NWF, NABA • Theatre, film & classic cars



DAN R. BROCK
President/CEO/Forefront Records
 201 Seaboard Ln.
 Franklin, TN 37067
 Tel: **771-2900**
 Fax: 771-2902
 E-Mail/Web: dan.brock@emimusic.com • www.ForeFrontrecords.com
 Key Contact: Anne Mabry, Director, Marketing Board member, GMA, CMTA

Listen To The Sound Of Island Bound

"You Right" - Wade Hayes • "I Know How The River Feels" - Diamond Rio • "No Time For Tears" - Jo Dee Messina • "When The Wrong One Loves You Right" - Randy Travis • "I Said A Prayer For You" - Pam Tillis • "One Night At A Time" - George Strait • "Man With A Wheel" - Lee Ann Womack • "She Misses Him On Sunday The Most" - Diamond Rio • "You And Only You" - Randy Travis • "Care For The Common Heartache" - Terri Clark • "How Your Love Makes Me Feel" - Diamond Rio • "You Still Shake Me" - Deanna Carter • "One Step Beyond" - Lesley McDevine • "You'll Only Cause You're Lonely" - Deryl Dodd • "I Said A Prayer For You" - Pam Tillis • "You Still Shake Me" - Deanna Carter • "One Step Beyond" - Lesley McDevine • "You'll Only Cause You're Lonely" - Deryl Dodd

Harley Allen
 Clay Blaker
 Bobby Carmichael
 Roger Cook
 Gary Cotton
 Steven Dale Jones
 Rock Killough
 Tim Nichols
 Leslie Satcher

Island Bound Music

Julie Daniel Brad Daniel Bill Fiser

Cris Lacy - Creative Director Angee McMillen - Catalog Manager Todd Otwell - Studio Manager/Office Manager Angelia Van Vranken - Artist Development

1201 17th Avenue South
 Nashville, TN 37212
 (615) 320-5410
 (Fax) 320-0819

To laugh often and much,
To win the respect of intelligent people...
To earn the appreciation of honest critics...
To find the best in others,
To leave the world a bit better...
To know that even one life has breathed better
Because you have lived,
This is to have succeeded.

—Ralph Waldo Emerson



TURNER & ASSOCIATES PROMOTIONS, INC.

"WORKING TO MAKE A DIFFERENCE"

814 19th Avenue, South • Nashville, Tennessee 37203

Phone: (615) 327-0944 • Fax (615) 329-2015 • email: stpromo@aol.com

KELLY BROOKS

Co-Manager/GB Management
1111 17th Ave. S., 37212
Tel: **329-0166**
Fax: 327-9407

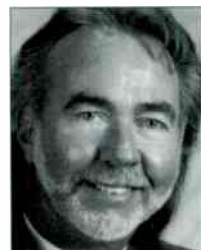
Manages his brother, Garth, in association with Bob Doyle.



ALISON BROWN

Co-Founder/Compass Records
117 30th Ave. S., 37212
Tel: **320-7672**
Fax: 320-7378
E-Mail/Web: alison@compassrecords.com • www.compassrecords.com
Key Contact: Garry West, Co-Founder

This Grammy-nominated artist and leader of The Alison Brown Quartet handles financial and A&R duties for this five-year-old label. • NARAS, NARM, NAIRD, Folk Alliance, IBMA, Leadership Music

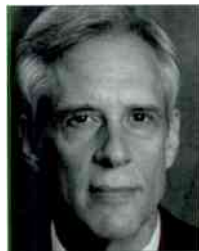


J. AARON BROWN

President/Owner/J. Aaron Brown & Associates
1508 16th Ave. S., 37212
Tel: **385-0022**
Fax: 386-9988
E-Mail/Web: www.lullabyes.com
Key Contact: Becky Shirbroun, Assistant

Has had his companies 18 years. Publisher/producer of "A Child's Gift of Lullabies" and Grammy winner for "The Rock-A-Bye

Collection." 1996 Grammy Award for "Sleepy Time Lullabies." • NARAS • Barefoot skiing



JOHN BROWN

VP, Country Promotion/Curb Records
47 Music Sq. E., 37203
Tel: **321-5080**
Fax: 327-3003
Key Contact: Dennis Hannon, Exec. VP/GM



TONY BROWN

President/MCA Nashville
60 Music Sq. E., 37203
Tel: **244-8944**
Fax: 880-7447

With MCA 14 years, has led the company to Nashville's top label spot for seven years in a row. Serves as label President and supervises and controls its A&R functions. Has produced records for Rodney Crowell, Joe Ely, Vince Gill, Nanci Griffith, Patty Loveless, Lyle Lovett, Mac McAnally, Reba McEntire, George Strait, Marty Stuart, Steve Wariner, Wynonna and others. Named by "Entertainment Weekly" one of the 100 most powerful people in entertainment. Formerly worked in A&R at RCA Records and played and/or toured as a musician with Rodney Crowell, Emmylou Harris and Elvis Presley. • Board member, Tennessee State Museum, W.O. Smith Nashville Community Music School, Leadership Music; member, CMA, ACM, NARAS



REE GUYER BUCHANAN

President/Owner/Wrensong Publishing
1229 17th Ave. S., 37212
Tel: **321-4487**
Fax: 327-7917
E-Mail/Web: reegb@aol.com
Key Contact: Heather Edwards, GM

Has operated company (which also maintains offices in Los Angeles and St. Paul, Minn.) since 1983. Operates office, develops writer/artists and plugs songs. • Leadership Music Alumni Committee, SOURCE Steering Committee • NICL Woman's Investment Club, gardening, golf, skiing



STEVE BUCHANAN

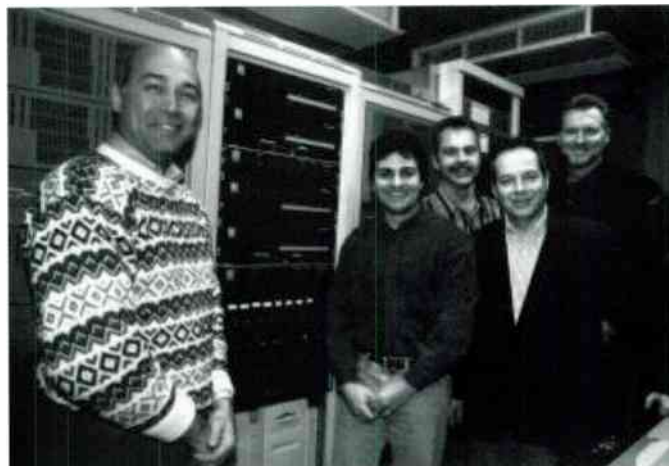
GM/Ryman Auditorium
116 Fifth Ave. N., 37219
Tel: **254-1445**
Fax: 251-1026

After 13 years with Gaylord Entertainment, Buchanan finds himself in charge of scheduling and promoting concerts and all operations and events at the Ryman, country music's restored "Mother Church;" "Sam's Place" co-creator and Producer. • NARAS Board of Governors, Nashville Downtown Partnership Board; member, W.O. Smith Council, CMA, Leadership Music, IBMA

Sam's Music installs 100th ProTools at Starstruck

Starstruck Studios recently became Sam's Music's 100th customer for Digidesign's ProTools Digital Audio Workstation. The system integrates dedicated computer hardware and software to create a state of the art recording and editing environment. ProTools has the unique ability to record at 24-bit resolution, and maintain that quality throughout the edit and mix processes. Systems are customized to suit each studio's needs. This configuration includes two 32-track systems. According to Starstruck studio manager Robert DeLaGarza and technical director Jim Rogers, every recent project has used ProTools.

Sam's Music employs four qualified ProTools experts led by Ted Bahas, who joined the store in 1995 after 7 years with Digidesign. Assisting Ted on the project were storeowner Sam Tritico and the Sam's Music service staff, along with Digidesign regional manager Joey Jelf.



Robert DeLaGarza, Ted Bahas, Jim Rogers, Sam Tritico, Joey Jelf

digidesign®

ProTools 24

Shown with Mackie HUI
(Human User Interface)



Nashville (Music Row) 846-5000
Brentwood 371-5000
Nationwide . . . 1-800-391-5050

TO THE MOON

MUSIC COMPANY

President/Owner/Songplugger: **Leslie Salzillo-Schmidt**

Artist/Songwriter: **Shara Johnson**

AND OUR TO THE MOON SUBSIDIARY COMPANIES:

SALZILLO SONGS, INC./SWELL KID MUSIC/PEANUTS & CRACKERJACKS/ALI MOON MUSIC

THANK YOU!

TO THE STARS!

ARTISTS, WRITERS, PRODUCERS, A&R, PLUGGERS, RECORD LABELS, MANAGERS ...

Alabama

Don Cook
Joe Galante & Renee Bell
RCA

*"Of Course I'm
Alright"*
(billy kirsch)

John Berry

Scott Hendricks
Julie Daniels
CAPITOL
"I'd Do That"
(billy kirsch/leslie satcher)

Lila McCann

Mary Martin
Mark Spiro
Jim Vieneau
ASYLUM
"I Feel For You"
(shara johnson/buddy brock)

Donny Osmond

Steve Dorff
MIDNIGHT STAR
*"And Still Run Out Of
Time"*
(billy kirsch/steve dorff/
bob regan)

Lorrie Morgan

James Stroud
Glenn Middleworth
RCA
"In A Perfect World"
(billy kirsch/keith stegall)

River Road

Scott Hendricks
Gary Nicholson
Tracy Cox & Billy Kirsch
CAPITOL
"She Gets To Me"
(billy kirsch/fred knobloch)

Jessica Simpson

Mitchell Cohen
Teresa LaBarbera-Whites
COLUMBIA
"I Give My Heart"
(billy kirsch/allen shamblin)

The Thompson Brothers

Bill Loyd
Sam Ramage
RCA
*"Back On The
Farm"*
(don henry)

Lari White

Rodney Crowell
RCA
"Lead Me Not"
(lari white)
*"Itty Bitty...Piece Of
My Heart"*
(lari white/john roth)
from *"Best of Lari White"*

Wynonna

Brent Maher
Mike Curb
Bat McGrath
CURB/UNIVERSAL
*"Come Some
Rainy Day"*
(billy kirsch/bat mcgrath)

Wynonna

Tony Brown
Bat McGrath & Debbie
MCA
"Is It Over Yet"
(billy kirsch)
from *"Collection"*

Special Thanks to

**Faith Hill, Clay Walker, Collin Raye, Doug Stone, Joe Diffie, John Berry, Roy Rogers,
Lisa Brokop, Ken Holloway, Paul Jefferson, Susan Ashton, Greg Trooper, ...**

for continuous record sales from previous To The Moon cuts/single releases.

And to all those not mentioned here who helped make 1997—1998

Another Record Year!

To The Moon Music Company

P.O. Box 41643 * Nashville, TN 37204 * Tel:615/251-3205 * Fax: 615/292-8187 * Email:ToTheMoon@Juno.com



AL BUNETTA
President/Al Bunetta Management, Oh Boy Records, Big Ears Music Publishing
 33 Music Sq. W., #102-B, 37203
 Tel: 742-1250
 Fax: 742-1360
 E-Mail/Web: ohboy@ohboy.com • www.ohboy.com

Industry veteran Al Bunetta has managed the career of John Prine for the last 27 years, is a founder of three award-winning independent labels (Oh Boy Records, Red Pajamas Records and Blue Plate Music) and is an active music publisher. In 1986, Bunetta won a Grammy for co-producing the Best Contemporary Folk Recording, "A Tribute To Steve Goodman." He recently added MCA recording artist Todd Snider to his management roster. • Board of Governors, NARAS; Board of Directors, Leadership Music, NeA • Avid car collector, gentleman farmer



JOHN BURNS
Executive VP/GM/Giant Nashville
 1514 South St., 37212
 Tel: 256-3110
 Fax: 256-9395
 Oversees daily operations of the label. • CMA, ACM, NARAS



ALLEN BUTLER
President/Sony Music
 34 Music Sq. E., 37203
 Tel: 742-5730
 Fax: 742-5734
 Key Contact: Susan Myers
 Oversees the artist development, promotion, marketing, sales, administration and media departments for Sony

Music labels Columbia, Epic, Monument & Lucky Dog. With company over four years. Formerly VP Promotion and Artist Development for Arista/Nashville. Before joining Arista in 1989, spent 12 years with RCA Records. Graduate of Christian Brothers University and Memphis State University. • Board member, NARAS, CMA; Leadership Music alumnus • Harley Davidsons, golf



STAN BYRD
VP, Promotion/Asylum Records
 1906 Acklen Ave., 37212
 Tel: 292-7990
 Fax: 292-8219
 Oversees promotion for the Asylum roster.



WILLIAM BYRD
President/William Byrd Productions
 1 Church St., #550, 37201
 Tel: 248-2550
 Fax: 248-2835
 E-Mail/Web: salsa615@aol.com
 Byrd produces CBS Cable's "Motor Madness," the CMA and ACM Awards radio remotes, the

"Wal-Mart Music Across America Tour," CRS local and regional conventions and is the CMA's annual Fan Fair show producer. Other yearly events include the Cystic Fibrosis Foundation Sizzlin' Country show, CMA ASOC Tour and Anderson Merchandisers convention. • Racquetball, show tunes



FRANK CALLARI
President/Frank Callari Corporation/FCC Management
 209 10th Ave. S., #322, 37203
 Tel: 742-6300
 Fax: 742-6333
 E-Mail/Web: frankccorp@aol.com
 Key Contact: John Leal,

Executive Assistant

Callari's eight year-old company has been established to represent the best interests of his artists' careers. His roster includes The Mavericks, Dean Miller, Lucinda Williams, JD Souther, Terry Radigan and Jack Ingram. • CMA, NARAS, NAPM; Board, Leadership Music • Playing with my one-year-old son, movies, collecting vinyl records and antique metal doorstops, walking

TARI LAES, *president*
 & CLAUDIA WELKER

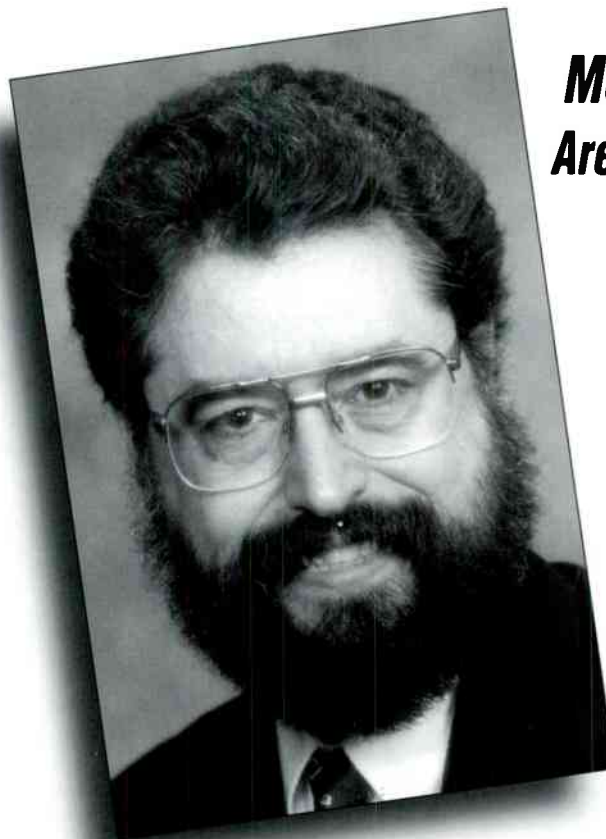
@tandem!

We Do Spins

615-313-7746 em: Tari Laes@aol.com

DANE BRYANT

Sells Music Row



MUSIC PEOPLE
Are The Greatest
To Work With.

If you want
to buy, sell
or lease
a piece of
The Row...

...Call Dane Bryant!

Lura Bainbridge
 29 Music Square East
 Nashville, TN 37203

Dane Bryant
 Office: 615-254-0708
 Direct: 615-783-0082
 FAX: 783-0085



WALTER CAMPBELL
VP/Sony/ATV/Tree Publishing
8 Music Sq. W., 37203
Tel: **726-8300**
Fax: 244-6387
Key Contact: Donna Hilley,
President/CEO
Campbell has been with
the company 15 years,
heads the Creative

Department and works with writers such as Jamie O'Hara, Gretchen Peters, Bobby Braddock and Chapin Hartford. • TN Environmental Council Music Business Advisory Committee; Board, Gilda's Club; member, NARAS, CMA, NSAI, Leadership Music alumnus • Hiking, boating, books, running



BOB CANNON
Editor In Chief/"New Country"
1207 17th Ave. S., #202,
37212
Tel: **322-5368**
Fax: 322-5338
E-Mail/Web: rcannon199@aol.com
Key Contact: James T. Connell, Publisher

Oversees the planning, assigning and editing of features and reviews which accompany each monthly issue. "New Country," which contains a promotional CD with each issue, is four years old. Cannon also handles selection and licensing of music for the sampler. • Songwriting, golf, guitar collection



JEFF CARLTON
VP/GM/Hamstein Publishing
914 18th Ave. S., 37212
Tel: **320-9971**
Fax: 322-9288
E-Mail/Web:
hcmgnash@aol.com
Key Contact: Chip Hardy,
VP of Creative

Bill Hamm hired Carlton as GM when the Nashville office opened in 1991. Carlton was later elevated to VP/GM. Oversees all aspects of music publishing, including catalog exploitation and signing staff songwriters to the company. Formerly worked as GM for Will Jennings and David Briggs at Willin' David Music. • CMA, Leadership Music • Following sports, children's activities



RALPH CARROLL
Owner/Ralph Carroll Promotions
8213 Wikle Road E.
Brentwood, TN 37027
Tel: **371-5444**
Fax: 373-4580
E-Mail/Web:
rcpromo@aol.com

This industry promotion veteran formed his own company three years ago after leaving Polydor Records, where he served as VP Promotion. • Golf

DIXIE CARTER
President/Trifecta Entertainment
209 10th Ave. S., #302, 37203
Tel: **254-3333**



Fax: 254-5488
Key Contact: Andy Barton,
VP
Established company in
1993. Specializes in man-
agement, marketing/promo-
tions and public relations.
Management clients include
Tanya Tucker, Michael
English, Virtue, Nikki Nelson

and Take 6. Corporate clients include George Dickel Tennessee Whiskey, CMT and Avon Books. Other artist clients include Doug Stone. • Board member, ACM; member CMA, NARAS • Travel, horses

JOE CARTER
President/Carter & Co.
P.O. Box 128195, 37212
Tel: **329-2145**
Fax: 329-0416
Key Contact: Kerri Janssen
Carter manages Tracy Byrd, Mila Mason and
Gil Grand. • CMA, ACM, CCM, NAPM



WILLIAM N. CARTER
Owner/William N. Carter Career
Management
1028-B 18th Ave. S., 37212
Tel: **327-1270**
Fax: 321-0802
Key Contact: Jerri Carter &
Michael Webb,
Management Associates

Carter was a Secret Service agent under
Presidents Kennedy and Johnson, a trial lawyer in

"More Results, less B.S."



St. Regis Int'l Ltd.

(818) 783-6886

(818) 783-1472 Fax

Contact:

Debbie Gibson Palmer

Gaylene Aparicio

his native Arkansas, and has worked in various capacities for the Rolling Stones and many other top acts. Today he specializes in artist management and shepherds such acts as Lari White, Shenandoah, Lonestar, Bill Gaither, Lisa Brokop, Greg Holland and Ralph Emery.



KEITH CASE
Owner/Keith Case & Associates
 59 Music Sq. W., 37203
 Tel: **327-4646**
 Fax: 327-4949
 E-Mail/Web: kcase@ibm.net

Case and his staff book and/or manage some of America's top bluegrass and folk acts, including Alison Krauss & Union Station, the Fairfield Four, Del McCoury, Gillian Welch, John Hartford and the Nashville Bluegrass Band. Established his company in 1984. • Founding member, IBMA; member, NARAS, CMA

DOUGLAS P. CASMUS

President/D Management Co.
 P.O. Box 121682, 37212
 Tel: **329-9945**
 Fax: 321-3457
 E-Mail/Web: dmgmtco@aol.com

Has had the company for 11 years. Manages the careers of David Lee Murphy and Dobie Gray; is Sr. VP of Mores Nanas Entertainment, managing Mindy McCready; President of N2D Publishing and Breezeway Publishing. • CMA, NARAS • Photography, collecting music



BUZZ CASON
President/Owner/Buzz Cason Publications & Productions, Inc.
 2804 Azalea Pl., 37204
 Tel: **383-8682**
 Fax: 838-8696
 E-Mail/Web: bcason@musicnashville.com
 Key Contact: Shelly Lynn Wims, Administrator/

Marketing Director

Cason, who has had his company 27 years, serves as President, Professional Manager, writer and producer. Recent clients include The Jordanaires and Jerry Reed. • CMA Hall of Fame Board of Electors; board member, GIFT (non-profit organization assisting needs of music industry), AFTRA, SAG • Golf, auto racing (20 years, retired), coaching kids' sports, bible school teacher



BILL CATINO
Executive VP/Capitol Nashville
 3322 West End Ave., 11th Floor, 37203
 Tel: **269-2050**
 Fax: 269-2053
 Key Contact: Pat Quigley, President/CEO

Oversees various departments including promotion, publicity, A&R and production. • Board member, ACM, NeA; member, CMA, NARAS • Trains, restaurants

LIZ CAVANAUGH

Director, Publicity/Artist Relations/The Curb Group
 47 Music Sq. E., 37203



Tel: **321-5080**
 Fax: 321-5377
 E-Mail/Web: lcavanaugh@curb.com
 Key Contact: Dennis Hannon, Executive VP/GM
 With Curb for six years.



BLAKE CHANCEY
VP, A&R/Sony Music Nashville
 34 Music Sq. E., 37203
 Tel: **742-4321**
 Fax: 742-5739
 Key Contact: Janet Bozeman, Director, Press & Publicity

Chancey's duties include guiding the overall creative and strategic direction of Columbia, Epic, Monument and Lucky Dog Records, including the day to day A&R responsibilities for each label. His production clients include Ricochet, Dixie Chicks, Jim Lauderdale, Shana Petrone, Bruce Robison, Deryl Dodd. • Boating, golfing, the Lake!

Featuring songs by Marc-Alan Barnett

Best Built Songs

OWNERS—LARRY SHERIDAN, ROBIN RUDDY

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

KaDaLaNa Music & PORPOISEFUL PUBLISHING

Proudly representing the works of:

ALAN BREWER

R.J. CANNON

SAM CROSBY

THE CRUZ BROS.

ADAM DORSEY

JO LINDER

TOM PAGE

RICH SNYDER

GREAT SONGS — GREAT PEOPLE

1710 GRAND AVE • NASHVILLE, TN 37212 • 615-320-7555 • FAX 615-320-0007



JOEL A. CHERRY

Attorney/Partner/Benson & Cherry
1207 17th Ave. S., #300,
37212
Tel: **320-0660**
Fax: 320-0909

Formerly head of Business Affairs for the EMI Records Group, Cherry advises and

negotiates agreements in connection with his clients' entertainment and industry-related activities (music, film/TV, licensing). Some of those clients include Brooks & Dunn, Anointed, Ty Herndon and L.A. Reid. • Running, golf, racquetball



TERRY D. CHOATE

VP, Music Publishing/McLachlan-Scroggs International
2821 Bransford Ave.,
37204
Tel: **385-1744**
Fax: 385-4013

Oversees all creative and administrative activities for the music publishing division.

Formerly songplugger/engineer for Tree International and A&R Director for Capitol Records/Nashville (1984-1989). Has produced albums for Del Reeves, the Osmond Brothers, Mason Dixon and others. Graduate of Appalachian State University. • Chairman, Nashville Songwriters Foundation; VP, Board of Governors, Nashville chapter of NARAS; Advisory Board, Appalachian State University School of Music • Tennis, Tar Heel basketball, aviation



JAMES M. CLAPPER

Dean, Schools of Business/Belmont University
1900 Belmont Blvd., 37212
Tel: **460-5511**
Fax: 460-6455
E-Mail/Web: clapperj@belmont.edu • schllbus.belmont.edu/

Key Contact: Mona Collett, Director of Communications

Manages the schools of business, including the Mike Curb Music Business program. • White water kayaking, FIFA soccer referee



BARRY COBURN

President/Ten Ten Management, Inc.
33 Music Sq. W., #110,
37203
Tel: **255-9955**
Fax: 255-1209
E-Mail/Web: 1010@tentenmanagement.com

Was instrumental in establishing Alan Jackson's career and managed Jackson from 1988-94. Over the past 13 years has been active in the careers of Lacy J. Dalton and Holly Dunn, as well. Currently manages Diamond Rio, Suzy Bogguss, BR5-49, Billy Yates, Sonya Isaacs and Chris DiCroce. Partner with wife Jewel in Ten Ten Music Group. • Founding member, NAPM; CMA Board of Directors; member, CMA, ACM, NARAS



JEWEL COBURN

Co-Owner/Ten Ten Music Group, Inc.
33 Music Sq. W., #110,
37203
Tel: **255-9955**
Fax: 255-1209
E-Mail/Web: melissa@tentenmanagement.com
Key Contact: Jason Morris,

Creative Director

Ten Ten Music has secured over 160 major label album cuts, including 20 country single releases, since its establishment in 1984. Jewel works with writers, plugs songs and oversees the company. • CMA, SOURCE • Cooking, gardening, traveling, reading. Has two sons, ages five and six.



NICOLE COCHRAN

President/Nic of Time Communications
1219 16th Ave. S., 37212
Tel: **321-5555**
Fax: 321-0708
E-Mail/Web: nicnash@aol.com
Key Contact: Heather Johnson, Assistant/Jr.

Publicist

Firm offers marketing consulting for studios, producers and artists. Publishes "Sessions—The Weekly Studio Report." • NAPRS, NeA, CMA, NARAS

Jam Sync

<http://www.jamsync.com> (615) 320-5050

Specialists in Surround ✓



GEORGE COLLIER
Sr. VP, Country
Music/Intersound Country
 1227 16th Ave. S., 37212
 Tel: **327-0770**
 Fax: 327-1214
 Key Contact: David Friedman, Manager, Press & Publicity

Intersound Country is part of Platinum Entertainment. Collier handles and directs all country A&R, marketing, operations and promotion. Acts include Bellamy Bros., Highway 101, Crystal Gayle, Eddie Rabbitt, Jo-El Sonnier, Michael Johnson, Ronnie McDowell & others. • CMA, ACM, NeA



TOM COLLINS
President/Collins Music
 21 Music Sq. W., 37203
 Tel: **255-5550**
 Fax: 256-6467
 E-Mail/Web: tcollmuz@aol.com
 Key Contact: Touchstone McDonald, Creative Department

Collins likes to be known for developing writers and artists. Acquisitions such as Tom T. Hall's Hall-note Music make Collins Music one of the largest independent publishing companies in Nashville. Recent expansions include a co-venture with Gotee Records in the Contemporary Christian market as well as signings in the Americana and alternative fields. • Board member, Leadership Music, CMA, NeA, Logan's Roadhouse; Franklin Road Academy Trustee • Tennis, Oriental rugs, real estate



DAVID CONRAD
Sr. VP/Almo/Irving Music
 1904 Adelia St., 37212
 Tel: **321-0820**
 Fax: 329-1018
 Key Contact: Lance Freed, President; Mary Del Scobey, VP/GM

With company 16 years. Before that, GM Pi-Gem/Chess Music; member, Army Special Services Show; session guitarist; staffer at Vector Music; classical guitar student under Jesus Silva, Andres Segovia; graduate of University of North Carolina at Chapel Hill. Responsible for signing new writers, producing demos and exploiting the company's catalog. • Board member, International Songwriters Foundation, NARAS, CMA, CMF, Copyright Society of the South; member, Leadership Nashville, Leadership Music • SCUBA diving, old cars, reading



KAREN CONRAD
VP/BMG Music Publishing
 1 Music Circle N., #380, 37203
 Tel: **780-5420**
 Fax: 780-5430

Conrad's publishing company was bought by BMG in April of this year and she was charged with overseeing all aspects of BMG's publishing operations including writer signings and acquisitions. Conrad formerly worked as a publishing coordinator for ASCAP; professional manager for Blendingwell Music; publishing and tour coordinator for Jimmy Buffett; pro-

motion assistant at Mercury Records. • Board member, NARAS; member, NSAI, CMA, NeA



JUAN CONTRERAS
Sr. VP/Double J Music
 1227 16th Ave. S., 37212
 Tel: **327-0770**
 Fax: 327-3281
 E-Mail/Web: doublejmusic@nashville.com
 Key Contact: Todd Wilkes, VP/Creative Director; Liz Morin, Assistant

Creative Director

With company five years, Contreras' duties include administration, signing writers, supervising demo production and songplugging. Former

assistant to Fred Foster at Monument Records; songplugger at Accuff-Rose Music and Larry Butler Music. • Director, HoriPro Golf Tournament (which sponsors scholarships for Belmont Music Business students) • Golf, swimming, Nashville Rose Society

Young-Olsen & Associates, LLC
 Independent Record Promotion
"Radio's partners on Music Row"
 1114 17th Ave. S. Suite 103 • Nashville, TN 37212
 Phone: 615-321-4433 Fax: 615-321-4430
www.young-olsen.com

SONY

Professional Recording Products



Particularly suitable for critical vocal recording in recording studios and in film post production houses.

C-800G

The sound all professionals have longed for. The ultimate in sound performance from a high quality vacuum tube.



8-channel Digital Audio Recorder

PCM-800

Features

16-bit 8-channel Digital Recording
 Employing the Hi8 video cassette tape format, the PCM-800 records and reproduces 8 channels of digital audio for 108 minutes in 16-bit linear with an NTSC standard '120' tape.



DPS-V77

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



PCM-R300

Sony's Lowest Priced Semi-Pro DAT
 3 motor transport. RCA Analog I/O with 24-bit A/D and SBM*. Remote control and rack mount included. Toslink and S/PDIF Digital I/O.
 SCMS (ID6) Defeatable.

MDM-X4

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



hifi buys

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

832-3121

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

TASCAM • PANASONIC • TANNOY • AZDEN • AUDIX • M&K SOUND • SONY • MARANTZ PROFESSIONAL



LIONEL CONWAY
President/Maverick Music
 1019 17th Ave. S., #201,
 37212
 Tel: **320-5355**
 Fax: 320-7461
 Key Contact: Whitney
 Daane, Director Creative
 Services

Conway divides his time between the Nashville and L.A. offices and oversees the publishing division of this entertainment company, which is a joint venture between Warner Bros., Madonna and Freddy DeMann. (310-652-6300) • CMA • Soccer



TONY CONWAY
President/Buddy Lee Attractions, Inc.
 38 Music Sq. E., #300,
 37203
 Tel: **244-4336**
 Fax: 726-0429
 E-Mail/Web:
 blanaash@aol.com

Oversees day-to-day operations of this 34 year-old talent agency and directs the services of Main Stage Production Enterprises, Inc., a division of Buddy Lee Attractions, which produces major events, festivals and state fairs in North America. With company 22 years, currently represents Lorrie Morgan, Clay Walker, Terri Clark and Aaron Tippin. CMA Agent of the Year, 1990, 1991; Country Agent of the Year, "Performance Magazine" Readers Poll, 1992, 1993. Formerly operator of own talent agency in Lexington, KY; professional drummer; concert promoter; founder of Northwood College (Indiana) radio station. • Formerly Chairman, CMA; member, IAAM, IAFE, Nashville Chamber of Commerce, Nashville Hotel & Management Assn., Outdoor Amusement Assn., IEBA, NACA, NeA; former President, NATD; SLA • Boating, electronics



DON COOK
Sr. VP, Sany/ATV Tree; President, DKC Music
 8 Music Sq. W., 37203
 Tel: **726-8300**
 Fax: 244-6387
 E-Mail/Web: www.treepublishing.com
 Key Contact: Donna Hilley,
 President/COO

With company 21 years. Oversees artist/writer

relations. Produces Brooks & Dunn, The Lynns, Wade Hayes, Nikki Nelson, Greg Holland, Lonestar, Alabama and The Mavericks. • NARAS • Boating, golfing, fishing



AL COOLEY
VP, A&R/Atlantic Records
 1812 Broadway, 37203
 Tel: **327-9394**
 Fax: 327-9405
 Key Contact: Rick Blackburn,
 President

Came to Nashville as a music journalist in 1975, joined Combine Music as GM a year later and remained there until 1986. Director of Creative Services, MCA Music from 1987-1990. Joined Atlantic in 1991. • CMA, NARAS, ACM, American Bowling Congress • Bowling, Dead Sea Scrolls



C. PAUL CORBIN
VP, Music Industry Relations/CBS Cable
 1 Music Circle S., #2,
 37203
 Tel: **457-8370**
 Fax: 457-8380
 E-Mail/Web:
 pcorbin@country.com

Corbin was with Gaylord 14 years prior to joining CBS Cable with its acquisition of TNN/CMT. Formerly CEO/VP Golden Gate Productions, KQED, San Francisco; Senior VP, KOCE, Huntington Beach, CA; PD, KAID, Boise, Idaho; KTWU, Topeka. • NARAS TV Committee; Immediate past president, NATAS; National Trustee, NATAS; Board member, Second Harvest, The American Red Cross, W.O. Smith School, Belmont Music Business, Leadership Music, The Ear Foundation • Boating, traveling, Red Cross volunteer



DAVID CORLEW
President/Corlew-O'Grady Management, Inc.
 1102 18th Ave. S., 37212
 Tel: **329-1102**
 Fax: 327-1103
 Key Contact: Angela
 Gresham Wheeler, Assistant

Has owned company over seven years. Manages Charlie Daniels, Deryl Dodd, Blake & Brian, Jason Sellers and The Cox Family. Vice President of

Kicking Bird Music, President of Blue Hat Records. • VP At Large, ACM; Steering Committee NAPM; member, CMA • Licensed pilot



ARMANDA COSTANZA
President/Armanda Costanza, Inc.
 240 Great Circle Rd., #328,
 37228
 Tel: **256-2663**
 Fax: 256-2725
 E-Mail/Web:
 acvision@mindspring.com
 Key Contact: Robert J.

Costanza, VP

Tennessee's leading film camera rental facility and distributor of Kodak motion picture film; formed in 1984. • Board member, WMEN, The Nashville Independent Film Festival; member, NARAS, NeA, ITVA, NFVA • Tennis, gardening, writing



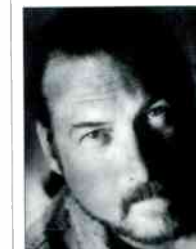
STEPHANIE COX
VP Creative Services/MCA Music Publishing
 12 Music Circle S., 37203
 Tel: **248-4800**
 Fax: 248-9300
 E-Mail/Web:
 szcox@unistudios.com
 Key Contact: Jody Williams,
 President

With MCA since July of '96, Cox oversees the creative department, signing writers and exploiting the catalog.



PAUL CRAFT
President/Owner/Paul Craft Music/Pinspotter Music, Inc.
 401 Bowling Ave., #62,
 37205
 Tel: **292-9788**
 Fax: 269-9294

A successful songwriter who graduated to the publishing world, Craft numbers such hits as "The Gambler," "Untold Stories," "Fool For Your Love," "Brother Jukebox," "Falling Out Of Love" and "Come As You Were" among his many publishing triumphs. Currently working with writer Henry Hipkens.



STEVE CROPPER
President/Steve Cropper Enterprises, Inc.
 121 17th Ave. S., 37203
 Tel: **742-1245**
 Fax: 742-1123
 Key Contact: Scott Sidman,
 Manager

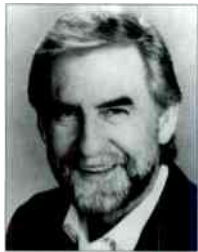
Legendary guitarist Cropper (Stax Records' house band, Booker T. & the MG's, Sam & Dave, Otis Redding, The Blues Brothers) also co-wrote the classic "(Sittin' On) The Dock Of The Bay" and now oversees all aspects of his company, which includes Midnight Hour Publishing and Insomnia Studio. • Golf

JERRY CRUTCHFIELD
President/Crutchfield Music/Glitterfish Music/Crutchfield Management
 1106 17th Ave. S., 37212
 Tel: **321-5558**
 Fax: 321-5598

SCENE THREE

Film . Television . New Media . Audio

2600 Franklin Road Nashville, TN 37204-3008
 615.345.3000 Fax 615.345.3100 www.scene3.com



Key Contact: Christy Crutchfield, VP

Crutchfield is a veteran music industry executive and record producer, formerly VP/GM of Capitol Nashville and President of MCA Music Publishing. His production credits include Tanya Tucker, Tracy Byrd, Lee Greenwood,

Chris LeDoux, Anne Murray and new artist Mark Nesler (Asylum). • Past National Trustee, NARAS; past member, Board of Governors, NARAS; past board member, CMA, GMA; member, CMA, ACM, GMA, AFM, AFTRA



TRISHA WALKER-CUNNINGHAM

President/TWI—Trisha Walker International

P.O. Box 120211, 37212

Tel: **269-0856**

Fax: 297-5280

E-Mail/Web:

twinashvil@aol.com

British, based in

Nashville 20 years, she is an international festival and tour producer, and international consultant to major labels. Represents major European festivals including Gstaad (Switzerland), Mrogowo (Poland), Crapanne (France), festivals in Italy, Spain and others. Has taken over 200 artists overseas including Billy Ray Cyrus, Reba McEntire, Trisha Yearwood, The Mavericks, Brady Seals, Collin Raye, Travis Tritt and Brooks & Dunn. First recipient of "Jo Walker-Meador International Achievement Award" from CMA. • CMA,

Leadership Music • Travel, journalism, giving dinner parties, animal rights, home decorating

BENSON CURB

VP Sales/The Curb Group

47 Music Sq. E., 37203

Tel: **321-5080**

Fax: 321-5377

Key Contact: Dennis Hannon, Exec. VP/GM

JOHN CURB

VP/Curb/Universal

3907 West Alameda Ave., #102

Burbank, CA 91505

Tel: **888-869-2872**

Fax: 818-843-0601

E-Mail/Web: johncurb.curbuni@worldnet.att.net



MIKE CURB

Chairman/The Curb Group

47 Music Sq. E., 37203

Tel: **321-5080**

Fax: 327-1964

E-Mail/Web:

webmaster@curb.com •

www.curb.com

Key Contact: Dennis

Hannon, Exec. VP/GM

Founder of the label whose country roster now embraces, among others, LeAnn Rimes, Tim McGraw, Sawyer Brown, Hal Ketchum, Jo Dee Messina, Wynonna, David Kersh, Lyle Lovett, Hank Williams, Jr. and Junior Brown. The Belmont University Music Industry Program has been established in Mike Curb's name. • Board of Directors, CMA; ACM



WHITNEY DAANE

Director Creative Services/Maverick Music

1019 17th Ave. S., #201, 37212

Tel: **320-5355**

Fax: 320-7461

Key Contact: Lionel Conway, President; Steve Carmack, Creative Director/Nashville

Oversees creative department and ten staff writers, plugs songs, signs and develops writers. Daane has been with Maverick two years. • CMA, NSAI, S.O.L.I.D. • Travel, languages, dance, apres-ski, Bluebird groupie



STEVE DAHL

GM/Monterey Artists

901 18th Ave. S., 37212

Tel: **321-4444**

Fax: 321-2446

Key Contact: Ray Shelide, Agent

With company 13 years. Manages daily operations, works as agent representing artists including John Michael Montgomery, Michelle Wright, Max Carl and James Bonamy, among others. • CMA, ACM, NATD • Golf, boating, my son and daughters

ALL ENTRIES ARE CROSS-INDEXED BY JOB AFFILIATION. SEE PAGES 76-94

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

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

us produce quality duplicates, including JVC-licensed VHS, D2, Digital BetaCam, BetaCam SP, S-VHS, 8 mm, 1", 2" and 3/4" quickly and on time. And you can rest assured that your order will be perfect because our highly trained staff checks it for audio, video and tape stock quality before it is shipped out. So give us a call.

You'll find for full service quality duplicating, nobody can copy us.



1-800-554-2348

OPRYLAND DUPLICATING SERVICES



A CBS CABLE NETWORK



ROB DALTON
VP, National Promotion/Epic
 34 Music Sq. E., 37203
 Tel: **742-4397**
 Fax: 742-4338
 E-Mail/Web:
 Rob_Dalton@sonymusic.com
 Key Contact: Jack Lameier,
 Sr. VP Promotion

Primary duty is to obtain airplay for all Epic artists. • Quite possibly the worst golfer on The Row.



BRAD DANIEL
Owner/Island Bound Music/Island Bound Studio
 1204 17th Ave. S., 37212
 Tel: **320-5440**
 Fax: 320-5445
 Key Contact: Julie Daniel

Secures, negotiates and executes all legal and financial matters for five-year-old company. Oversees writer staff of nine, office staff and the studio. • CMA, NARAS • Playing piano, real estate, financial investments, boating, travelling



JULIE DANIEL
Co-Owner/Island Bound Music
 1204 17th Ave. S., 37212
 Tel: **320-5440**
 Fax: 320-0849
 Key Contact: Brad Daniel, Owner; Chris Lacy, Songplugger

Five-year-old company is a joint venture with EMI

Music Publishing. Daniel oversees a staff of nine writers that has generated over 100 major cuts and five No. 1 singles. • ACM, CMA, NARAS • Boating, travelling to different Islands



ANSEL L. DAVIS
VP Business Affairs/Capitol Nashville
 3322 West End Ave., 11th Floor, 37203
 Tel: **269-2051**
 Fax: 269-2084
 Key Contact: Pat Quigley, President/CEO

Employed with company since 1995. Oversees all legal and non-artistic business relationships for the label. • Nashville Bar Association Entertainment Law Steering Committee, RIAA Legal Committee, CMA • Snow skiing, tennis, in-line skating



STEPHEN DAY
VP/GM/MCA Music Publishing
 12 Music Circle S., 37203
 Tel: **248-4800**
 Fax: 248-9300
 E-Mail/Web: szday@unistudios.com
 Key Contact: Jody Williams, President

Day has been with MCA for 15 years and focuses on business affairs. • Board of Directors Leadership Music, Copyright Society of the South • Hot air ballooning, SCUBA



ROBERT DEATON
Co-Owner/Deaton Flanigen Productions
 1014 17th Ave. S., 37212
 Tel: **329-2095**
 Fax: 329-0339
 Key Contact: Joe Ramey, Exec. Producer

Directs music videos and commercials. With company 13 years. Recent clients include Alabama, Martina McBride, Diamond Rio and ABC Sports. • Board member, NATAS; Leadership Music alumnus



JIM DELLA CROCE
Owner/Jim Della Croce Management, Inc./The Press Office
 1229 17th Ave. S., 37212
 Tel: **320-5153**
 Fax: 320-5738
 E-Mail/Web: pressoff@aol.com
 Key Contact: Erin Morris, Press Office Co-owner

Independent publicist, artist development consultant and talent manager. Manages Grand Funk Railroad and The Power Station. Formerly Manager of Artist Development, BNA Entertainment. The Press Office shares office space, and in some cases client responsibilities, with Alison Auerbach Public Relations. • Board member, NSF; member, CMA, ACM, NARAS • Hunting Indian artifacts, collecting Beatles memorabilia, collecting guitars, golf, basketball and building furniture

THOROUGHbred MUSIC NASHVILLE

Tennessee's Largest Musical Instrument Dealer
 One of the Top 10 Music Retailers in the US • 2.5 Million Dollar Inventory



**35,000 sq ft. of
 GUITARS
 PERCUSSION
 PRO AUDIO
 RECORDING STUDIO GEAR
 BAND/ORCHESTRAL
 ACCESSORIES
 AND MUCH, MUCH MORE!**



860-7475
1647 Gallatin Pike North



Thoroughbred Music offers the *best price guarantee* in the music industry. At Thoroughbred, we will beat any price on identical musical merchandise. If you find a lower advertised price* within 60 days from any of the 50 states, we will gladly refund the difference to you.



BILL DENNY
VP/Treasurer/National Tape & Disc, Inc.
 917 Tyne Blvd., 37220
 Tel: **297-8494**
 E-Mail/Web:
 billvu57@aol.com

Denny retired this spring from a 15-year presidency of Nashville Gas. Prior to

that he headed the legendary Cedarwood Music. That publishing company was subsequently sold to Mel Tillis, who in turn sold it to PolyGram Music. Denny is one of the four remaining Lifetime Directors of the CMA. • Board member, CMA, Leadership Music, Tennessee Business Roundtable, Sister Cities, CMF, Nashville Chamber of Commerce, Salvation Army, National Tape Corp., Leadership Nashville, Crimestoppers, Big Brothers, Copyright Society of the South, First Union Bank; member, Chef's Club, NARAS, AGA, SGA, SEGA, TGA, AOPA, Metro Airport Authority • Airplane pilot/owner, working with Metro schools



MEREDITH STEWART DEVOURSNEY
VP/Curb Music Publishing
 47 Music Sq. E., 37203
 Tel: **321-5080**
 Fax: 321-9532
 Key Contact: Drew Alexander, Professional Manager

With company five years. Deals with creative issues and publishing administration; works with writers, writer/artists and acquisitions. Formerly headed publishing for MTM Records and Loretta Lynn. • Board of Directors, W.O. Smith School; ASCAP, NSAI, GMA



STUART DILL
President/Refugee Management International
 209 10th Ave. S., #347, 37203
 Tel: **256-6615**
 Fax: 256-6717

Manages Jo Dee Messina, River Road and Rick Orozco. Coordinates

annual country music festival in Kumamoto, Japan.



CHRIS DODSON
President/CEO/Makin' Music, Inc.
 1230 17th Ave. S., 37212
 Tel: **269-6770**
 Fax: 385-9310
 E-Mail/Web:
 makinitup@aol.com
 Key Contact: Sandra Johnson, VP

Primary duties for this 12 year-old company include songplugging, artist development, production and consulting. Dodson's list of songplugging clients includes Mac McAnally, Robert Byrne, Bill Anderson, Michael Garvin and Paul Craft. Manages Roger Brown, Patrick Michael, Bryan Frasher, Piranah. Also owns a 32-track demo/master facility. • Coaching youth sports, licensed attorney, principal actor in commercials, films and videos



JOHN R. DORRIS
President/The Hallmark Direction Company
 1905 Broadway, 37203
 Tel: **320-7714**
 Fax: 320-5799
 Key Contact: EJ Butler

A business and personal manager whose clients include

Dean Dillon, Doug Stone, James Bonamy, John Michael Montgomery, The Whites, Cooter Brown and Ricochet. • CMA, ACM, NARAS, NeA • Golf, Certified Public Accountant

CHARLIE DOUGLAS
Co-Owner/CDX-Compact Disc Xpress
 2603 Westwood Dr., 37204

Tel: **292-0123**
 Fax: 292-8750
 E-Mail/Web: cdx@voy.net
 Key Contact: Paul Lovelace

This legendary disc jockey co-owns this company which provides a CD singles compilation service to non-reporting country radio stations.

TARI LAES, *president*
 & CLAUDIA WELKER

@tandem! We Do Airplay

615-313-7746 em: Tari Laes@aol.com

You insured your bus.

You insured your house.

You insured your car.

Have you insured your income?

Because your income
 is your
 most important asset.

McNeilage, Collins & Frohman



BOB DOYLE
Owner / Bob Doyle & Associates, Inc., Major Bob Music/Rio Bravo Music, Dreamcatcher Music
 1111 17th Ave. S., 37212
 Tel: **329-1040**
 Fax: 329-1021

Doyle owns and operates the artist management firm of Bob Doyle & Associates, Inc. that manages Thrasher Shiver and co-manages Garth Brooks. Doyle's publishing companies have such noted writers as Brooks, Larry Bastian, Neil Thrasher, Kelly Shiver, Mark Luna and Bobby Woods. Doyle recently retired as Lieutenant Colonel with the Tennessee Air National Guard. He served as a pilot in both Desert Storm and Bosnia.
 • CMA, NSAI, NARAS, ACM



TIM DuBOIS
President/Arista Records
 7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9190
 E-Mail/Web: arista@twangthis.com • www.twangthis.com

Key Contact: Mike Dungan, GM/Sr. VP, Sales & Marketing; Bobby Kraig, VP, Promotion
 Has headed Arista's Nashville branch for nine years and also heads the Arista Austin label. DuBois first made a name in the music business as a songwriter, then went on to establish and produce Restless Heart. • Board member, CMA, ACM, NARAS, NSF; member, NeA, NSAI • Former college accounting teacher



JERRY DUNCAN
Owner/Jerry Duncan Promotions
 1231-A 17th Ave. S., 37212
 Tel: **321-2841**
 Fax: 321-0464
 E-Mail/Web: duncanpro@aol.com

Has owned this record promotion company for 15 years; works with clients such as Alan Jackson, Brooks & Dunn, Michael Peterson, Diamond Rio and Lee Roy Parnell.



MIKE DUNGAN
Sr. VP/GM/Arista Records
 7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9190
 E-Mail/Web: mike.dungan@bmge.com • www.twangthis.com
 Key Contact: Tim DuBois, President

Responsible for day to day operation of Arista Nashville and Arista Austin. Has been with BMG for 19 years; was previously in pop promotion for RCA, sales for BMG Dist., and marketing for Arista contemporary. • Board member, Second Harvest Food Bank; member, CMA, ACM, NARAS, Leadership Music

DAVID DUROCHER
GM/Bug Music
 1026 16th Ave. S., 37212
 Tel: **726-0782**
 Fax: 726-0784



E-Mail/Web: bugnash@edge.net
 Key Contact: Peter Cronin, Creative Director; Kim Hylick, Director of Administration
 With Bug six years, Durocher oversees daily operations of Nashville office including songplug-client relations. • NARAS, CMA • Spending quality time with my family



TABITHA EADS
Executive Director/Leadership Music
 P.O. Box 158010, 37215
 Tel: **321-2808**
 Fax: 327-9846
 E-Mail/Web: lmnash@bellsouth.net

With Leadership Music since October 1994, Eads directs the day-to-day operations of its office and music industry educational program. Also oversees the Nashville Music Awards show. Formerly VP of Creative for Great Cumberland and A&R Director for RCA Records. • Girl Scout board; Leadership Nashville alumnus; member, CMA, ACM, NARAS, SOURCE • Outdoor activities, reading, quality time with family and friends



STACEY SLATE EASTERLING
VP, Publishing/Affiliated Publishers, Inc.
 1009 16th Ave. S., 37212
 Tel: **327-9050**
 Fax: 327-9035

Key Contact: Janet Slate, Copyright Administrator
 With company 10 years. Oversees publishing operations, contract negotiations, demo production, writer relations and songplugging. Recent cuts include "She's Got It All," "Leaving October" and No. 1 pop cut "So Help Me Girl." • NARAS, ACM, CMA • Photography, reading, old movies, spending time with three children



DAN EINSTEIN
VP/Oh Boy Records, Al Bunetta Management, Blue Plate Music
 33 Music Sq. W., #102-B, 37203
 Tel: **742-1250**
 Fax: 742-1360
 E-Mail/Web: doc@ohboy.com • www.ohboy.com

With the company 17 years, Einstein oversees daily activities of three independent record labels (Oh Boy, Blue Plate, Red Pajamas), and Al Bunetta Management representing John Prine and Todd Snider. • Leadership Music alumnus; member, NARAS • Cooking, wine, cigars



P. DAVID ELEAZAR
Art Director/Owner/The Eleazar Group
 1024 17th Ave. S., 37212
 Tel: **329-1235**
 Fax: 329-1146
 E-Mail/Web: eleazari2i@aol.com

Key Contact: Nick Long
 Specializes in advertising

Seating Now Available
 For Solos, Duets,
 Trios, And Quartets.



CONTEMPORARY FRENCH CUISINE AND OTHER MATTERS OF TASTE



FINE DINING MONDAY THROUGH SATURDAY EVENINGS
 FROM 6 UNTIL 10:30 PM • 2014 BROADWAY • 329-1313
 RESERVATIONS WELCOMED • PRIVATE ROOMS AVAILABLE

and graphic design for the music industry. Creates album covers, CD and cassette packaging as well as marketing and promotional advertising. • CMA • Daughter Bailey, Cajun cooking

ROD ESSIG

Agent/Creative Artists Agency
3310 West End Ave., #500, 37203
Tel: **383-8787**
Fax: 383-4937

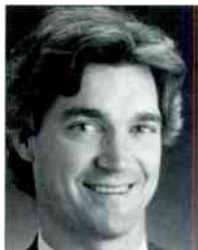
Key Contact: Tom Ross, Department Head
With CAA five years. Books talent including Tim McGraw, Wynonna, Randy Travis, Trisha Yearwood, LeAnn Rimes, Rhett Atkins, Ty Herndon, Sons Of The Desert and Barbara Mandrell. • Board member, ACM; member, Leadership Music, IAFE



GARY FALCON

President/Falcon/Goodman Management
1012 16th Ave. S., 37212
Tel: **244-6994**
Fax: 255-4585
E-Mail/Web: folconmgt@earthlink.net
Key Contact: Jon Goodman, Partner; Duke Cooper,

Project Manager
Founded personal management company six years ago. Currently manages Travis Tritt & Michael Peterson. • NAPM, NARAS, CMA, ACM • SCUBA, skiing



BOB FARNSWORTH

CEO/Hummingbird Productions
7 Music Sq. W., 37203
Tel: **254-2200**
Fax: 385-3446
Key Contact: Ashley Sheridan

Writes, arranges, scores and produces music for advertising, film and television.

BEN FARRELL

Varnell Enterprises
630 Third Ave. S., 37210
Tel: **259-3131**
Fax: 259-3192

Key Contact: Bobby Highsmith
This 28-year industry veteran heads this artist touring representative firm. Works with self-promoted artists including Garth Brooks, George Strait, Alan Jackson, Clay Walker and the Statler Brothers on their tours across North America. • CMA, IEBA • University of Tennessee sports, work, reading newspapers, bass fishing



CHRIS FARREN

President/Farren Square Music
33 Music Sq. W., 37203
Tel: **313-7676**
Fax: 313-7670
Key Contact: LeAnn Phelan, Assistant

Farren Square Music is a publishing/production company; Farren currently produces Deana Carter, Kevin Sharp, Warren Bros., Olivia Newton John and Jason Sellers, among others.



PAUL FENN

Joint Managing Director/Asgard Promotions
125 Parkway
London, NW1 7PS
Tel: **0171-387-5090**
E-Mail/Web: paulfenn@compuserve.com
Key Contact: Emma Weston, Assistant

Books and promotes tours in the U.K. and Europe. Recent tours include The Mavericks, BR5-49 and Trisha Yearwood. • International Committee, CMA; Councillor, U.K. Agents Association • Raising children



CINDY FINCH

VP, Administration/Warner/Reprise Nashville
20 Music Sq. E., 37203
Tel: **748-8000**
Fax: 214-1543
With the label for 18 years. • Kids, gardening

ALL ENTRIES ARE CROSS-INDEXED BY JOB AFFILIATION. SEE PAGES 76-94

1. Is your career going well?

2. Are your investments doing great?

3. Do you like paying taxes?

If #3 is yes, don't call us...

Because taxes are optional.

McNeilage, Collins & Frohman



PATRICK FINCH
VP/Famous Music
 65 Music Sq. E., 37203
 Tel: **329-0500**
 Fax: 321-4121
 Oversees the entire Nashville operation. Formerly with EMI Music. • Board of Directors NeA, CMA, NARAS • Carpentry, Golf



MARTIN FISCHER
President/CEO/High Five Entertainment
 1111 16th Ave. S., 37212
 Tel: **321-2540**
 Fax: 321-2546

With company 16 years. Responsible for development and production of projects for network, cable and music video. Recent clients include Reba McEntire, Wynonna, Celine Dion and Kathie Lee Gifford. • Travel, horseback riding, cinematography



PETE FISHER
VP, Country/Creative Trust, Inc.
 1910 Acklen Ave., 37212
 Tel: **297-5010**
 Fax: 297-5020
 E-Mail/Web: creative_trust@netcentral.net
 Key Contact: Dan Raines, President
 Manages Paul Brandt. •

FOR LESSONS IN:

VOCAL STUDIO AND STAGE PERFORMANCE

SIGHT SINGING

EAR TRAINING

THE NASHVILLE NUMBER SYSTEM

BASIC PIANO, MUSIC THEORY, AND IMPROVISATION

CALL 591-1368

Teacher widely experienced and active in the Nashville music community

President, Nashville Chapter of NARAS; board member, Leadership Music



LARRY FITZGERALD
Partner/Fitzgerald Hartley/High Seas Music
 1908 Wedgewood Ave., 37212
 Tel: **322-9493**
 Fax: 322-9582
 Key Contact: Mark Hartley, L.A. 805-641-6441

Fitzgerald ran Caribou Management from 1967-1977, working with such artists as Chicago, The Beach Boys and Billy Joel. Founded the Fitzgerald Hartley Company with Mark Hartley in 1977. The Nashville office was opened in 1985 and manages Vince Gill, Patty Loveless, Clint Black, Larry Stewart, Olivia Newton-John, The Wilkinsons, Restless Heart, Rodney Foster, Jim Lauderdale, Sherrié Austin, The Kinleys and Joe Ely. Fitzgerald and Hartley are also partners in the High Seas Music publishing company and active in the area of movie soundtrack music supervision. • Board of Directors, CMA, NARAS; Steering Committee, NAPM



GEORGE J. FLANIGEN IV
Co-Owner/Deaton Flanigen Productions
 1014 17th Ave. S., 37212
 Tel: **329-2095**
 Fax: 329-0339

Produces and directs music videos. With company 13 years. Formerly with

Lorimar Productions, Viacom, TBS, Paramount Pictures. Recent clients include The Walt Disney Company, ABC Sports, Warner Bros., RCA Records, Mercury Records and Sony. • CMA, ACM, NARAS, NATAS; Leadership Music graduate • Racing cars



CHET FLIPPO
Nashville Bureau Chief/ "Billboard"
 49 Music Sq. W., 37203
 Tel: **321-4290**
 Fax: 320-0454
 E-Mail/Web: cflippo@billboard.com
 "Billboard's" country music gatekeeper, Flippo came to

"Billboard" three years ago; edits, writes and assigns articles. Flippo's books include "Your Cheatin' Heart: A Biography of Hank Williams," "It's Only Rock & Roll: On Tour with The Rolling Stones" and "Graceland." • Leadership Music, CMA, NARAS • Fishing, cooking, photography



CHUCK FLOOD
Partner/Flood, Bumstead McCready & McCarthy, Inc.
 1700 Hayes St., #304, 37203
 Tel: **329-9902**
 Fax: 321-5074

Specializes in business and financial management.



FLETCHER FOSTER
VP, Artist Development & Media Marketing/Arista Records
 7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9194
 E-Mail/Web: fletcher.foster@bmge.com
 Key Contact: Jennifer McVey
 With Arista for six years;

Arista Nashville, three years. Oversees publicity, video and interactive departments; acts as liaison between promotion, sales and A&R. • Board member, Nashville Cares; member, CMA, NARAS, ACM, AIDS Project LA, Leadership Music



NOEL FOX
VP/GM/Maypop Music Group
 702 18th Ave. S., 37203
 Tel: **254-8800**
 Fax: 255-0706
 Key Contact: Becky Shanks, Office Manager

Oversees all Maypop operations. Formerly with MCA Music, Lorimar Music and Silverline-Goldline Music. • CMA, NeA, NARAS, Copyright Society of the South, ASM, ACM



RICHARD H. FRANK JR.
Co-Chief Manager/Frank & Frank, PLLC
 1102 17th Ave. S., #300, 37212
 Tel: **321-4707**
 Fax: 321-3722
 Key Contact: R. Horton Frank, III, Co-Chief Manager

Has practiced entertainment, corporate and tax law since 1956. Counsel to the CMA since 1958; Trustee, Copyright Society of the South; Trustee, CMF; lecturer in entertainment and copyright law at Vanderbilt Law School and Nashville School of Law. • TBF, Huguenot Society



CELIA FROEHLIG
President/Froehlig Palmer Music Group
 65 Music Sq. E., 37203
 Tel: **329-0235**
 Fax: 321-4121
 Key Contact: Robin Palmer, VP
 Oversees administrative and creative aspects for this two-year-old publishing company. • Treasurer, NSF; CSS

Allstar Audio Systems, LLC

"Touring, Concerts Festivals & Corporate Events"

Professional Staffing & Touring Support with over 14 years experience!

Consoles: Midas • XL-3, XL-200, XL-250
 Speaker Systems: EAW • KF-853, 850, 300; SM-500, 222, 200
 All Crest Powered

Our Customer Service Pledge... "From the initial bid through the final performance, we offer a 100% customer satisfaction guarantee. Your satisfaction and future business are our most important goals." Mike Borne

For quotes call Mike Borne (615) 834-8242 • Fax (615) 834-8266
 P.O. Box 108 • Gladeville, TN 37071



GARTH FUNDIS

Producer
3300 Belmont Blvd., 37212
Tel: **383-1982**
Fax: 327-4706
E-Mail/Web:
JuanAlmo@aol.com •
www.almosounds.com
Key Contact: Juanita
Copeland, Operations

Manager

Fundis, who has owned the Sound Emporium recording studio for five years, has produced Trisha Yearwood, Jon Randall, Ty England, Lari White, Keith Whitley, Alabama, Collin Raye, New Grass Revival, Jamie O'Hara & Don Williams. • Board member, Leadership Music, NARAS; member, CMA, ACM, NeA



JOE GALANTE

Chairman/RCA Label Group
1 Music Circle N., 37203
Tel: **313-4310**
Fax: 313-4301
E-Mail/Web:
Joe.Galante@bmge.com •
www.twangthis.com
Key Contact: Butch Waugh,
GM

An up-through-the-ranks achiever, Galante has been with RCA 26 years. Under his leadership, the country label developed such Gold and Platinum acts as Alabama, The Judds, K.T. Oslin, Clint Black, Lorrie Morgan, Martina McBride, Aaron Tippin and Keith Whitley. Signings have included breakout artists Mindy McCready and Lonestar, as well as newcomers Sara Evans and Jim Lauderdale. • Board member, CMA, Rock 'n' Roll Hall of Fame, T.J. Martell Foundation, Nashville Area Chamber of Commerce; member, RIAA



MELINDA SCRUGGS GALES

VP/GM/Warner Christian Distribution
24 Music Sq. E., 37203
Tel: **248-3300**
Fax: 248-8777

Gales is charged with the task of building this distribution wing which currently represents Christian/Gospel products from over 16 WEA distributed labels. Formerly Executive VP of General Market Development and 15-year veteran for Reunion Records. • Board member, GMA; Secretary/Treasurer, Christian Music Trade Association; Leadership Music alumnus; member NARAS, NeA • Reading science fiction, antiques, travel

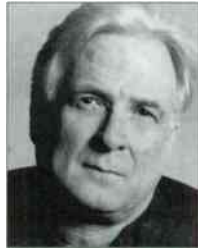


BYRON GALLIMORE

Chief Manager/Song Garden Publishing, LLC
25 Music Sq. E., 37203
Tel: **244-8950**
Fax: 244-4711
Key Contact: Ann Callis,
Assistant

Gallimore oversees all daily operations of his newly-formed publishing company after having been president of Pride Music Group for approximately 13 years. He has independently produced or co-produced Tim McGraw, Faith Hill, Jo Dee Messina, Randy

Travis, Ty Herndon and Melodie Crittenden. He will be producing or co-producing new artists Jessica Andrews and The Clark Family Experience. • BMI, CMA, ACM, NeA • Golf, race car driving, Civil War buff



MARTY GAMBLIN

**VP, Operations/GC Management/
Glen Campbell Music**
1114 17th Ave. S., #102,
37212
Tel: **329-9886**
Fax: 329-0423
E-Mail/Web: gcmgt@aol.com
Key Contact: Cherie
Gamblin, Executive

Assistant/Office Manager

Gamblin co-manages Asylum artist Bryan White and Curb's Ruby Lovett. Runs the publishing entities, which include Seventh Son Music; signed unknown writer Alan Jackson in 1985 and helped develop his talents. • CMA, ACM, NeA, GMA, NARAS • Movies, sports, weightlifting



615-591-7556

**NASHVILLE
AMPLIFIER SERVICE**

EXPERT AMPLIFIER REPAIR

Three Reasons to Choose The Quiet Company.

1. Superior Financial Strength.
2. The Highest Quality Products & Services.
3. These Outstanding Professionals.



E. David Frohman, CLU • Bruce W. McNeilage, CLU • Robert S. Collins III, MBA

Your Platinum Team For Insurance and Investments

Life Insurance • Annuities • Disability Insurance • Asset Protection
Pensions • Estate Plan Funding • Family Income Planning
Educational Plans • Business Planning • Mutual Funds

**1219 16th Avenue South
Nashville, TN 37212
(615) 321-2204
1-888-860-2204**

**Northwestern
Mutual Life**

The Quiet Company®



BONNIE GARNER

Owner/Bonnie Garner Management

119 17th Ave. S., 37203
Tel: **259-9050**
Fax: 259-1109

Began her own management company in 1996. Formerly VP A&R, CBS Records/Nashville. Manages

Marty Stuart and Jerry & Tammy Sullivan. Co-producer of the "Marty Party" television shows on TNN. • CMA, NARAS, ACM, NAPM • Horseback riding, folk art



TERESA GEORGE

Sr. Director Communications/Country Music Association

1 Music Circle S., 37203
Tel: **244-2840**
Fax: 242-4783

Oversees all communications efforts for CMA domestically and internationally.

Liaison with CBS Television and Executive Editor of "Close Up" magazine. • Board of Directors, Leadership Music



KATIE GILLON

Sr. VP, Production & Creative Services/MCA Records

60 Music Sq. E., 37203
Tel: **244-8944**

Fax: 880-7420

E-Mail/Web:

kzgillo@unistudios.com • mcanashville.com

Key Contact: Bruce Hinton, Chairman; Tony Brown, President

With label 19 years. Formerly with Dot Records (1973-75); ABC Records (1975-79). Responsible for artist imaging and release scheduling and production for both MCA and Decca Records. • Board member, NARAS Nashville Chapter, NARAS National Board of Trustees, Ear Foundation; Leadership Music alumnus; member, CMA, ACM, NeA, NARAS, SOURCE • Golf, softball, movies, reading



MAUDE GILMAN

VP, Creative Services/Arista Records

7 Music Circle N., 37203
Tel: **780-9100**

Fax: 780-9193

E-Mail/Web:

maude.gilman@bmge.com
Key Contact: Mike Dungan, GM/Sr. VP

With Arista since 1977, Gilman designs album packaging, covers, advertising, collateral materials, point of purchase materials and press photos for the label. • Leadership Music • Photography, rubber stamp art, baking, flea markets, dogs



JIMMY GILMER

Owner/JAG Management

35 Music Sq. E., 37203
Tel: **726-3230**

Fax: 256-7154

Key Contact: Susan Sherrill, Assistant

Recently opened this artist management firm which represents Cactus Choir,

Melodie Crittenden and Brad Paisley. Previously

ran EMI's production division and still maintains an on-going publishing joint venture with the company. Ran SBK Nashville for four years before it merged with EMI in 1989. Gilmer has held a number of major publishing posts in Nashville. Enjoyed brief career as pop singer with the hit "Sugar Shack." • Trustee NARAS; Board member, CMA; member, Leadership Music, NeA, GMA, NSAI • Golf, fly fishing



STEVEN GLADSTONE

Partner/Gladstone, Doherty & Assoc., PLLC

1222 16th Ave. S., #21, 37212

Tel: **329-1547**

Fax: 329-2148

E-Mail/Web:

sggpc@edge.net

Music lawyer for 19 of his 26 years, Gladstone represents artists, songwriters, music publishers, managers and entertainment business entities in industry matters; represents label executives in employment matters; consults on entity formation and funding for entertainers, projects and businesses; public speaker on music business and funding issues. Chairman, Film Music Workshop, Inc. • CMA, NARAS, NeA, NFVA, Copyright Society of the South, Nashville TN and MO Bar Associations. • Teaches fly fishing



HOLLY GLEASON

Owner/Joe's Garage

4405 Belmont Park Terrace, #A, 37215

Tel: **269-3238**

Fax: 297-7612

Established in 1993,

Joe's Garage is a media relations and artist development company that offers

media training, advertising, imaging and special event services. Clients include Patty Loveless, Hal Ketchum, Matraca Berg, Gary Allan, Nitty Gritty Dirt Band, Collin Raye, Gretchen Peters, Rodney Crowell, The Cicaldas and James Bonamy. Formerly a music critic, Gleason has written for "Rolling Stone," "Musician," "The New York Times" and others. • Board member, NeA; member, ACM, CMA, NARAS



STEVEN GOLDMANN

Director/Co-Owner/The Collective

1221 17th Ave. S., 37212

Tel: **327-1820**

Fax: 320-0884

E-Mail/Web:

Nash Coll@aol.com

Key Contact: Susan

Bowman/Philip Cheney, Co-Owners

Goldmann writes, directs and co-develops projects for music videos, film, and TV. Recent clients include Brooks & Dunn, Faith Hill, Michael Peterson, Shania Twain, Pam Tillis, Collin Raye and Kathy Mattea. • My children, movies, photography, hockey, wine

DAN GOODMAN

Owner/Dan Goodman Management

P.O. Box 120775, 37212

Tel: **661-9090**

Fax: 370-1100



Key Contact: Rob Henson

Goodman has been working in the management field for over 15 years and now guides the careers of David Ball and Rick Trevino. • CMA, ACM



JON GOODMAN

Partner/Personal Manager/Falcon/Goodman Management

1012 16th Ave. S., 37212
Tel: **244-6994**

Fax: 255-4585

E-Mail/Web:

falconmgt@earthlink.net

Key Contact: Gary Falcon,

Partner

Started company with Gary Falcon 3 years ago. Manages Michael Peterson and Travis Tritt. • NAPM, CMA, ACM • Harley Davidsons, convertibles & Europe.



RANDY GOODMAN

President/Lyric Street Records

824 19th Ave. S., 37203

Tel: **963-4848**

Fax: 963-4846

E-Mail/Web: randy_goodman@studio.disney.com

President of Lyric Street

since its inception in July, '97.

Formerly Sr. VP/GM of RLG; with RCA for 15 years.



EMORY L. GORDY, JR.

Producer

Tel: **646-9731**

Fax: 646-9732

Key Contact: Lauren Koch

An accomplished producer,

Gordy has recently overseen

album projects from Delbert

McClinton and Patty Loveless.



JOHN GRADY

Sr. VP Sales, Marketing & Promotion/Mercury Nashville

66 Music Sq. W., 37203

Tel: **320-0110**

Fax: 327-4856

Key Contact: Luke Lewis,

President

With label five years,

Grady is in charge of all

marketing and sales of CDs, cassettes, singles and

videos. Also oversees radio promotion. •

Leadership Music, Ducks Unlimited, CMA, ACM •

Hunting, fishing, history, biking, parenting, golf



JEFF GREEN

Sr. Director, International & New Business Development/Country Music Association

1 Music Circle S., 37203

Tel: **244-2840**

Fax: 726-0314

E-Mail/Web: jgreen@

countrymusic.org •

www.countrymusic.org

Key Contact: Ed Benson, Exec. Director
 Oversees the International and New Business Departments, including Internet and other new technology areas. Green is a tireless team player for country music. • Board of Directors, British-American Business Assn. of TN (BABAT); Executive Advisor to Upper Midwest Communications Conclave • Publisher/author of "The Green Book of Songs by Subject;" photography, travel, languages, tennis, golf, skiing



STEVEN J. GREIL
President/CEO/Tennessee Performing Arts Center
 505 Deaderick St., 37219
 Tel: **782-4021**
 Fax: 782-4001
 E-Mail/Web: greil@tpac.org
 • www.tpac.org
 Key Contact: Lynda Mize, Special Assistant

Took post in May, 1994 after five years as Exec. Dir. of the Nashville Symphony Assn. Spent 15 years in concert promotion, artist management and TV production. • Rotary Club, NeA, CMA, NARAS, NSAI, Cheekwood, the Temple, Nashville Area Chamber of Commerce • Golf, reading, volunteer work

JON GRIMSON
President/Counterpoint Music Group
 P.O. Box 24650, 37202
 Tel: **352-0420**
 Fax: 353-0410
 E-Mail/Web: jgrimson@americana-music.com • www.americana-music.com
 Formed this independent radio promotion, marketing and consulting company in 1994. Specializes



JOHN GUESS
Owner/Guess Work Productions
 10 Music Circle S., 37203
 Tel: **244-6091** Fax: 244-8714

Producer and engineer has worked with Deana Carter, Reba McEntire, Wynonna and Toby Keith. • Board of Governors, NARAS; Leadership Music alumnus • SCUBA diving



CATHY GURLEY
President/Gurley & Co.
 P.O. Box 150657, 37215
 Tel: **269-0474**
 Fax: 385-2052

E-Mail/Web: gurleybiz@aol.com
 Established 1985 to 1994, Gurley restarted this management, marketing and publicity firm in 1997. She co-manages Matt King. Other clients include Cactus Choir, Monterey Artists, Balmur Entertainment and the Mark Colley Celebrity Race. • Board member, ACM; ACM Sponsorship Committee; Executive Committee, Country in the Rockies; member, NARAS, CMA • Walking, hiking swimming, movies

in promoting progressive, non-mainstream and roots country artists to Americana and AAA stations. • Member CMA, IBMA, NeA, Folk Alliance • 1996, '97, '98 "Gavin" Americana Independent Promoter of the Year

NOW! PREMIUM CUSTOM LOADED BULK AUDIO CASSETTES HIGH BIAS (TYPE II) CASSETTES FOR MASTERING AND/OR ORIGINAL RECORDING CALL NOW! ☎ 800-859-3579 TDK PRO SA BULK

UNLABELLED AND UNBOXED • MAGNETIC MEDIA CLEAR 5-SCREW SHELLS							
Quantity	C-10	C-20	C-30	C-45	C-60	C-90	C-100
25-99	\$0.31	\$0.37	\$0.44	\$0.50	\$0.61	\$0.82	\$0.90
100-999	\$0.28	\$0.34	\$0.40	\$0.46	\$0.55	\$0.77	\$0.90
1000 +	\$0.25	\$0.30	\$0.35	\$0.44	\$0.52	\$0.76	\$0.87

MAXELL XLII BULK							
UNLABELLED AND UNBOXED • MAGNETIC MEDIA CLEAR 5-SCREW SHELLS							
Quantity	C-10	C-20	C-30	C-45	C-60	C-90	C-100
25-99	\$0.32	\$0.37	\$0.42	\$0.54	\$0.61	\$0.83	\$0.90
100-999	\$0.30	\$0.34	\$0.40	\$0.49	\$0.58	\$0.79	\$0.90
1000 +	\$0.27	\$0.32	\$0.38	\$0.47	\$0.52	\$0.76	\$0.87

PREMIUM ROUNDED-EDGE ALL CLEAR NORELCO BOXES ▶ \$0.13 each
Poly Boxes - Crystal Clear or Cloudy ▶ \$0.10 each
 12-up white labels 30¢ per sheet.
 6-up white insert cards (J-cards) 30¢ per sheet.
 Colors available.
 All other lengths loaded and priced at next highest length. Loaded precisely to your specifications.

NOW! RECORDING SYSTEMS, INC.
 32 WEST 39TH STREET, 9TH FLOOR
 NEW YORK, NY 10018
 Telephone: 212-768-7800 • 800-859-3579
 Fax 212-768-9740
<http://www.tapes.com> e-mail: meguru@aol.com
We ship FedEx Express Saver - 2-3 Day Guaranteed Delivery Anywhere in the USA
\$50 minimum product order. Mixed orders okay. Shipping charges extra. Prices subject to change without prior notice.
Log onto our Internet Site for more money saving offers!



DANA BATTAGLIA
 Affiliate Broker

- IS A REAL ESTATE PROFESSIONAL
- HAS FAMILY IN THE MUSIC BUSINESS
- UNDERSTANDS THE NEEDS OF THE INDUSTRY
- PAYS ATTENTION TO DETAIL
- LISTENS
- REPRESENTS BUYERS AND SELLERS
- IS THE REAL ESTATE REPRESENTATIVE TO CALL!

FRENCH CLAYTON JOHNSON & ASSOCIATES

615-783-3919
 Pager

615-297-8744
 Business

Suite 110 4535 Harding Road Nashville, Tennessee 37205



J.D. HAAS

President/J. D. Haas Entertainment
1103 17th Ave. S., 37212
Tel: **322-9445**
Fax: 322-9565
Key Contact: Keith Weaver, VP Production

Company creates first class "contest" trips for radio

and TV stations in conjunction with record labels and artist management; organizes special activities between stars and contest winners. Official trip organizers of the ACM awards and the George Strait Stadium Tour; organizes Fan Fair, Jamboree in the Hills, National Vegas Rodeo Finals trips. • ACM, CMA • Trips! Cystic Fibrosis is the official charity of JD Haas efforts.

GARY HABER

President/Haber Corporation
1016 17th Ave. S., #1, 37212
Tel: **321-0054**
Fax: 321-3327

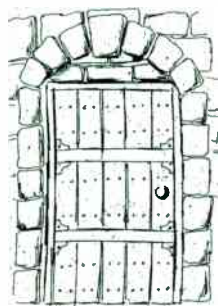
Haber provides accounting and business management services to a wide range of entertainment clients. Offices are located in Nashville and Encino, CA.



TED HACKER

Owner/CEO/International Artist Management
1105 16th Ave. S., #C, 37212
Tel: **329-9394**
Fax: 329-9397
Key Contact: Anita Hogin, Director of Business Affairs & Publicity

The Castle Door



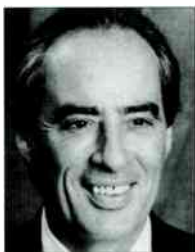
Nashville's Newest Venue

Showcases
Special Events
Rehearsals

ON MUSIC ROW

115 16th Avenue South
Nashville, TN 37203
(615) 255-2177
Fax (615) 259-3751

Manages Jim Collins, Kurth & Taylor • CMA, ACM, NeA Board of Directors



JEFF HACKETT

VP Promotion/MCG/Curb
47 Music Sq. E., 37203
Tel: **321-5080**
Fax: 327-1964
Key Contact: Dennis Hannon, Exec. VP/GM



ALVIN G. HAGAMAN, JR.

Member/O'Neil Hagaman, A Professional L.L.C.
1025 16th Ave. S., #202, 37212
Tel: **320-5291**
Fax: 320-5651
Key Contact: Cheryl Harris, Mark Hendricks

Specializes in entertainment industry consulting and business management.



CURT HAHN

President/CEO/Film House, Inc.
810 Dominican Dr., 37228
Tel: **255-4000**
Fax: 255-4111
E-Mail/Web: results@filmhouse.com
Produces TV commercials to promote radio stations. In business 22 years.



DAVID HALEY

VP National Promotion/MCA Nashville
60 Music Sq. E., 37203
Tel: **880-7300**
Fax: 880-7425
Key Contact: Bruce Hinton, Chairman
Oversees national promotion for MCA releases at country, Americana and AC Radio. • Screen Actors Guild, SESAC • College football, vintage cars



ALAN HALL

VP, Corporate Communications/Gaylord Entertainment
1 Gaylord Dr., 37214
Tel: **316-6551**
Fax: 316-6555
E-Mail/Web: ahall@gaylordentertainment.com
Key Contact: Sonya Ketchem
Has been with Gaylord for

five years and oversees strategic communications, community relations and political relations for the company. • Tennis, golf



DAVID HALL

President/TNN/CMT
2806 Opryland Dr., 37214
Tel: **871-6951**
Fax: 871-7608
E-Mail/Web: dhall@country.com
Key Contact: Nancy Neil, Director, Network Relations
Previously with Gaylord

for 31 years, Hall became President of TNN and CMT with the acquisition of those networks by CBS Cable in September 1997. He oversees the two networks as well as a number of ancillary businesses including the NASCAR THUNDER chain of retail stores, World Sports Enterprises and Peppercorn Players, a puppet company. • Boating

RICK HALL

President/Rick Hall Music, Inc./Fame Publishing Co., Inc.
1103 16th Ave. S., 37212
Tel: **320-5417**
Fax: 322-9168
E-Mail/Web: hallr@hiwaay.net
Key Contact: Rodney Hall, Assistant to the President

Hall has owned the company for 36 years. Has an office at P.O. Box 2527, Muscle Shoals, AL 35662. 256-381-0801. • Cattle ranching



WAYNE R. HALPER

GM/Head of Label Operations/DreamWorks Nashville
1516 16th Ave. S., 37212
Tel: **463-4600**
Fax: 463-4601

Formerly with Imprint and Liberty Records, Halper handles daily business operations, specifically, "finding ways to satisfy untitled executives." • CMA, ACM, NARAS • Dwarf tossing, Iraqi Folk Singing, weaving bungee cords



MARY HAMILTON

VP Creative Services/RCA Label Group
1 Music Circle N., 37203
Tel: **313-4370**
Fax: 313-4305
E-Mail/Web: mary.hamilton@bmge.com • www.twangthis.com
Key Contact: Butch Waugh,

Sr. VP/GM

Responsible for video production, album artwork, photo sessions and artist imaging in print and video. With label 11 years. • CMA, ACM, NARAS



DENNIS P. HANNON

Executive VP/GM/The Curb Group (Curb Records, MCG/Curb, Curb/Universal)
47 Music Sq. E., 37203
Tel: **321-5080**
Fax: 321-2893
With company seven years.

BARBARA HARDIN

VP/Booking Agent/Dale Morris & Associates
818 19th Ave. S., 37203
Tel: **327-3400**
Fax: 327-0312
Key Contact: Stacey Bradley
Exclusive booking agent for Alabama since 1979 • CMA, ACM



LISA HARLESS
Sr. VP/ Manager of Music Industry Division/ First American National Bank
 33 Music Sq. W., #102-A, 37203
 Tel: **748-2122**
 Fax: 748-2176
 E-Mail/Web: www.fanb.com
 Key Contact: Dale Polley,

President; Ed Theis, VP

With bank for 13 years. Works with music industry clients on matters of deposit, credit, cash management and investments; directs bank's sponsorship and other involvement with music-related activities. • Council member, W.O. Smith School of Music; Board member, Monroe Harding Children's Home; NATAS, CMA, NARAS, NSAI, GMA, NeA, Leadership Music Alumni and Finance Committees; NARAS MusicCares Advisory Council; Partnership 2000 Music Industry Task Force



SUMMER HARMAN
Partner/Holley & Harman Public Relations
 3415 West End Ave., #101-G, 37203
 Tel: **460-9550**
 Fax: 460-9553
 Key Contact: Debbie Holley, Partner

This three-year-old firm handles public relations and marketing services for clients including Wynonna, Bryan White, Tracy Lawrence, Kris Tyler, Skip Ewing, Atlantic Records and Rebecca Lynn Howard. • CMA, ACM, NeA; T.J. Martell

Foundation volunteer • Boating, fishing, horse-back riding



ALI HARNELL
VP/PACE Music Group
 3839 Murfreesboro Rd. Antioch, TN 37013
 Tel: **641-5800**
 Fax: 641-7619
 E-Mail/Web: www.starwoodmusic.com

Since joining the company in the fall of 1995,

Harnell has been in charge of directing PACE Concerts Southeast and booking Starwood Amphitheatre. Harnell was previously with Delsner/Slater in New York for five years.



DAN E. HARRELL
Co-President/Idea Entertainment, A Division of Gaylord Entertainment
 2910 Poston Ave., 37203
 Tel: **327-9300**
 Fax: 320-1877
 Key Contact: Renee Copeland

Formed own company in

1980, joined a few months later by Mike Blanton. Their company, Blanton/Harrell Entertainment which managed artists including Amy Grant and Michael W. Smith, was purchased last year by Gaylord Entertainment and folded into Idea Entertainment. Blanton and Harrell oversee the new division which includes Blanton/Harrell Entertainment, Z Music Television and Word Entertainment. • NARAS, GMA



CHERYL HARRIS
Member/O'Neil Hagaman, A Professional L.L.C.
 1025 16th Ave. S., #202, 37212
 Tel: **320-5291**
 Fax: 320-5651
 Specializes in entertainment industry consulting and business management. •

Trail walking, home remodeling

so much **MOORE!**
 media & marketing

— Martha E. Moore —

(615) 298-1689
 fax (615) 298-1446
 email: skates@nc5.infi.net

"The TENNESSEE to TEXAS Connection"



a division of BGM Network, Inc.

Writers: BILLY O'ROURKE - MITCHELL D. STEPHEN - MICHAEL WAID - RON YOUNG

Creative Director: BRANDON KINNEY

1110 17th Avenue South #3
 Nashville, Tn. 37212
 (615) 321-4688 - fax (615)
 321-4873

e-mail bgmnet2@aol.com

San Antonio office and Studios: 8806 Lockway San Antonio, Tx. 78217 (210) 654-8773 fax (210) 654-8895



JAMES H. HARRIS III
Attorney/Gordon, Martin, Jones & Harris, P.A.
 49 Music Sq. W., #600,
 37203
 Tel: **321-5400**
 Fax: 321-5469

With this firm since January, 1994, Harris has practiced law on Music Row since 1975. His practice includes music, entertainment, copyright and trademark law. • Legal counsel to NeA; member, ABA, ABA Forum Committee on the Entertainment and Sports Industries, TBA, NBA, NeA, CMA; Trustee, Copyright Society of the United States



JUDY HARRIS
Co-Owner/Harris-Gordon Music
 118 16th Ave. S., #203,
 37203
 Tel: **254-2080**
 Fax: 254-2081

Harris has held positions at ASCAP and CBS Songs (now EMI Publishing). She was co-owner of Harris/Richardson Music, which included ASCAP's Most Performed Song of the Year in 1990. She started Harris-Gordon Music after a recent co-publishing venture with BMG. • CMA, NARAS, NSAI



JOHN HART
Owner/John Hart Media/Bullseye Marketing
 1314 16th Ave. S., 37212
 Tel: **292-0616**
 Fax: 292-0828
 E-Mail/Web:
 hrtmedia@ix.netcom.com •
 johnhartmedia.com
 Key Contact: Carson James,

VP Operations

This radio consultant company works with labels, managers, artists, marketing firms and radio syndicators. Services include "The Monday Memo," "The Research Letter" and "Bullseye Callout."

MARK HARTLEY
Partner/Fitzgerald Hartley/High Seas Music
 50 W. Main St.
 Ventura, CA 93001
 Tel: **805-641-6441**
 Fax: 805-641-6444
 Key Contact: Larry Fitzgerald

Fitzgerald Hartley was founded in 1977 with Larry Fitzgerald. Clients include Clint Black, Joe Ely, Olivia Newton-John, Toto & David Benoit.



PAUL HASTABA
VP/GM/CMT
 2806 Opryland Dr., 37214
 Tel: **457-8504**
 Fax: 457-8590
 E-Mail/Web:

www.country.com
 Key Contact: Randy Wilkes,
 Director of Operations

Hastaba is responsible for the operation, programming and creative services of CMT. An 11-year veteran of Goylord, he joined CBS Cable with its recent acquisition of the network. • 1997 Secretary, CMA board; member, NARAS, CMA, Leadership Music alumnus • Family, tennis, golf, weight lifting



DIANE RICHEY-HAUPT
Owner/Diane Richey Promotions
 1110 17th Ave. S., 37212
 Tel: **320-7618**
 Fax: 320-1496
 Key Contact: Carl Wilson,
 VP

Opened company 12 years ago. First company in Nashville to specialize in promotion to "Gavin" reporting stations. Solicits and obtains airplay for clients. Co-publishes "The Conference Call" newsletter. • CMA, ACM • SCUBA diving, reading, playing with the kids

CRAIG HAYES
Partner/Zumwalt, Almon & Hayes
 1014 16th Ave. S., 37212
 Tel: **256-7200**
 Fax: 256-7106



Key Contact: Pam Snyder,
 Legal Assistant

With this law firm 15 years. Has worked as a musician, songwriter, publisher and music teacher. Toured with Neil Young And The Shocking Pinks as baritone sax player and character, "Vito Toledo." Special-

izes in music, copyright and entertainment law. Clients include Faith Hill, David Ball, Neville Brothers, Take 6. • Member, NeA, CMA, NARAS, Leadership Music, Fellowship of Christian Athletes • Basketball, guitar; married to songwriter Pamela Brown Hayes; two sons, Luke and Sam



DAN HAYS
Executive Director/International Bluegrass Music Association
 207 E. 2nd St.
 Owensboro, KY 42303
 Tel: **502-684-9025**
 Fax: 502-686-7863
 E-Mail/Web:
 ibmai@occ-uky
 Key Contact: Nancy

Cardwell, Director of Special Projects

Hays heads this fast-growing trade organization and oversees long-range plans, marketing and sponsor development as well as the annual "World of Bluegrass" convention, IBMA Awards and Bluegrass FanFest. With the organization eight years. • Golf, skiing



BILL HEARN
President/CEO/EMI Christian Music Group
 101 Winners Circle
 Brentwood, TN 37027
 Tel: **371-4300**
 Fax: 371-6915

Hearn was formerly President of Sparrow

Communications Group prior to being named President and CEO of EMI Christian Music Group. His father, Billy Ray Hearn, who founded Sparrow, continues to function as Chairman of the group. Hearn won a Grammy for his Executive

Congratulations

To All "In Charge" Belmont Graduates!



**The Curb
 Music
 Business
 Program**

We extend *thanks* to the music industry for your support and continuing involvement in our program.

Best wishes to everyone on your continuing success in future endeavors!

David A. Herrera / Coordinator/Intern Services
 Music Business Intern Office 615-460-6438

Producer chores on the "Amazing Grace—A Country Salute To Gospel" album. • CMTA, NARAS, Gospel Screening Committee • Golf



BOB HEATHERLY

*VP Sales & Marketing/
Atlantic Records*

1812 Broadway, 37203
Tel: **327-9394**

Fax: 327-9405

Key Contact: Bryan Switzer,
VP/GM

With label nine years.

Oversees sales and marketing. Formerly Nashville Sales Director, "Radio & Records;" National Promotion Director, RCA Records. • ACM Board of Directors; Board member, CFF; member, Leadership Music, CMA, ACM, NeA • Football, NASCAR racing, music



LON HELTON

*Nashville Bureau Chief/Country
Editor/"Radio & Records"*

1106 16th Ave. S., 37212

Tel: **244-8822**

Fax: 248-6655

With publication 15 years. Oversees news and issues coverage of events affecting the country radio

and record industries; gathers information to compile weekly country chart and hosts weekly radio shows "Country Countdown USA," "Country's Inside Trak" and "Country World Premiere." • Board member, CMA, Leadership Music; past NSAI Board member; Frist Music Industry Advisory Committee



SCOTT HENDRICKS

Producer

At press time no contact information was available. Formerly President and CEO of Capital Nashville, Hendricks oversaw the label's success with two debut artists: Deana Carter and Trace Adkins. Hendricks

currently produces Adkins and Restless Heart. • ACM, CMA, NARAS, NeA • Four wheelin'



MARK S. HENDRICKS

*Member/O'Neil Hagaman, A
Professional LLC*

1025 16th Ave. s., #203,
37212

Tel: **320-5291**

Fax: 320-5651

In charge of the firm's

Consulting Group specializing in royalty examinations, valuation of intellectual properties, litigation support and expert witness testimony. Oversees consulting with regard to business plans and contractual matters.



BARTON HERBISON

Executive Director/NSAI

15 Music Sq. W., 37203

Tel: **256-3354**

Fax: 256-0034

Key Contact: Richard Nord,
Administrative Assistant

Provides overall leadership and direction for the

nation's largest not-for-profit songwriter organization. A 4,500 member trade organization, NSAI develops services and benefits for professional and aspiring songwriters; organizes local and regional seminars and music events; monitors and responds to issues facing the profession. Herbison assumed his NSAI appointment in August 1997.



PAT HIGDON

President/Patrick Joseph Music

2004 Wedgewood Ave.,
37212

Tel: **327-8091**

Fax: 327-8716

Higdon, a 20 year publishing veteran, began company nine years ago after stints with both MCA Music

and Warner Chappell Music. His catalog boasts many hit recordings including the 1996 ASCAP and BMI Most Performed Song, "I Can Love You Like That," as well as the 1997 CMA Song of the Year, "Strawberry Wine." Staff writers include Matraca Berg, Gary Harrison, Kim Carnes and Vince Melamed. • NARAS



DANIEL HILL

Acting GM/PolyGram Music

Publishing

54 Music Square E., #200,
37212

Tel: **256-7648**

Fax: 255-8549

Oversees company's writers and publishing catalogs.

• CMA, NARAS, ACM • MBA from U.T. Knoxville



DONNA HILLEY

*President/CEO/Sony/ATV/Tree
Publishing*

8 Music Sq. W., 37203

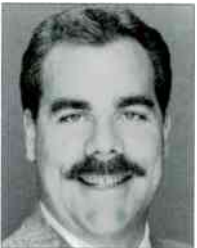
Tel: **726-8300**

Fax: 726-8329

E-Mail/Web: Donna_Hilley@
sonymusic.com

Key Contact: Walter
Campbell, VP; Don Cook, VP

Oversees day-to-day operations and contract negotiations involving songwriters, recording artists and Tree Productions. Sony Tree is the copyright administration headquarters for all of Sony Music Publishing. Hilley has been with the company over 25 years and specializes in copyright acquisitions. • Chairman, CMA Board; Past President, Leadership Music; Board member, Vanderbilt Children's Hospital, Baptist Hospital, Suntrust, Operation Smile, NMPA, Belmont College, ASCAP; member, NARAS, GMA, NSAI, NeA • Antiquing, golf, church and family



RANDALL G. HIMES

Executive Director/AFTRA/SAG

1108 17th Ave. S., 37212

Tel: **327-2944**

Fax: 329-2803

Key Contact: Morry Trent,
Assistant Executive Director

Started with AFTRA in

1978 as National Representative, negotiating TV and radio station contracts and assisting the Nashville operation. Took current post in 1986; administers and operates the local office. • Advisory Council, TN Film, Entertainment & Music Commission; member, CMA, NeA, NARAS

Corlew O'Grady

MANAGEMENT, INC.

1102 18th Avenue South

Nashville, TN 37212

phone (615) 329-1102

REPRESENTING

Blake & Brian

Curb Records

Cox Family

Asylum Records

Deryl Dodd

Columbia Records

Jason Sellers

BNA Records

**Kicking Bird
Music**

1102 18th Avenue South

Nashville, TN 37212

phone (615) 321-5767

REPRESENTING

John Berry

Keith Follese

Luke Reed

Michael Smotherman

and the catalogs of

Benita Hill

& Thom McHugh

David Corlew

PERSONAL MANAGER

Charlie Daniels

Blue Hat Records

CDB, Inc.

17060 Central Pike

Lebanon, Tn 37090

phone (615) 443-2112



BRUCE HINTON

*Chairman/MCA Nashville/
Decca Records*

60 Music Sq. E., 37203
Tel: **880-7319**
Fax: 880-7450
E-Mail/Web:
www.mca-nashville.com
Key Contact: Angee Jenkins-Smith, VP Publicity

Hinton has been with MCA 14 years, formerly serving as the label's President and Sr. VP and GM. Defines overall policy and direction for the label, which under his guidance has been rated the No. 1 country label by "Billboard" and "R&R" seven years in a row. • Chairman of CMF Board; Senior Advisory Board for Sports and Entertainment Academy of Indiana University; Board member, CMA, TPAC, Leadership Music, Leadership Nashville, W.O. Smith Nashville Community Music School, City of Hope; member, ACM, NARAS



JOHN HOBBS

Producer

3000 Hillsboro Rd., #73,
37215

Tel: **783-0074**
Fax: 783-0072

Hobbs is Musical Director of the ACM Awards, a songwriter, arranger and producer for artists including

Collin Raye, Daryle Singletary and Springer. Won the ACM's Best Keyboard Player award five times. • Board member, ACM; Acting Officer At Large, Recording Musicians Association



MICHAEL HOLLANDSWORTH

GM/Zomba Music Publishing

916 19th Ave. S., 37212
Tel: **321-4850**

Fax: 321-4616

With company 10 years. Supervises staff and writers and carries out other functions such as demoing and

pitching material to artists and producers, and searching for and developing new writers. • Bicycling



DEBBIE HOLLEY

Partner/Holley & Harman Public Relations

3415 West End Ave.,
#101-G, 37203

Tel: **460-9550**
Fax: 460-9553

Key Contact: Summer Harman, Partner

This three-year-old firm handles public relations and marketing services for clients including Wynonna, Bryan White, Tracy

Lawrence, Kris Tyler, Skip Ewing, Atlantic Records and Rebecca Lynn Howard. Holley spent nine years at "Billboard" magazine and was with RCA Label Group prior to co-founding her firm. • Committee member, NeA Chamber of Commerce, NeA Theatrical & Visual Arts; member, ACM, CMA, NeA • Working out with weights, running, reading, cooking, movies; homeless, elderly, children and AIDS charities



CHRISTIAN A. HORSNELL

Partner/Wyatt, Tarrant & Combs

29 Music Sq. E., 37203
Tel: **255-6161**

Fax: 254-4490

With firm 18 years. Co-chair of firm's Intellectual Property Practice Group. • Past President, Board of

Directors, Rochelle Center; member, NBA, TBA, Copyright Society of the South, CMA • Assistant scoutmaster, college basketball fan



GERRY HOUSE

Morning Announcer/WSIX-FM

55 Music Sq. W., 37203
Tel: **256-4253**

Fax: 661-5380

Award-winning radio personality House is the co-owner of Housenotes Music (with morning producer Devon O'Day). Co-writer of

Reba McEntire's "Little Rock," George Strait's "The Big One," Pam Tillis' "The River And The Highway," and LeAnn Rimes' "On The Side Angels," among others. • Owns a chain of crematoriums.



CHUCK HOWARD

*VP A&R/The Curb Group;
Owner/Diamond Struck Productions, Diamond Storm Music, Inc., Diamond Struck Music & Kinetic Diamond Publishing*

47 Music Sq. E., 37203
Tel: **321-5080**

Fax: 255-3370

E-Mail: kdcooch@telalink.net

Key Contact: Lesley Albert, Production/A&R Coordinator

Howard's publisher/producer career has been founded on a respect for good songs and the writers who create them. Produces Hank Williams Jr., Jeff Carson, LeAnn Rimes, Blake & Brian, Rodney Atkins, Hank Williams III, Trini Triggs, Perfect Stranger and The Smokin' Armadillos. • VP At-Large, ACM; member, NARAS



DOUGLAS J. HOWARD

Sr. VP A&R/Lyric Street Records

824 19th Ave. S., 37203
Tel: **963-4848**

Fax: 963-4850
Key Contact: Randy Goodman, President

Formerly VP/GM at PolyGram Music Publishing,

Howard has been with Lyric Street since startup in August, 1997. Responsibilities include signing acts, finding songs and matching producers with artists on the Lyric Street roster. Howard holds an MBA

from Vanderbilt and a JD from George Washington University. • Board of Advisors for Belmont's Music Business Program

MELANIE SMITH HOWARD

Owner/GM/Harlan Howard Songs

1902 Wedgewood Ave., 37212

Tel: **321-9098**

Fax: 327-1748

Oversees publishing company whose writers include Harlan Howard and Rory Lee.



RON HOWIE

VP, Sales/RCA Label Group

1 Music Circle N., 37203
Tel: **313-4360**

Fax: 313-4306

E-Mail/Web:

ron.howie@bmg.com

Key Contact: Amy Macy, Director of Sales & Marketing

With label 19 years. Oversees all day to day sales, distribution and advertising. • Member CMA, ACM, NARM • Golf, sky diving, coaching youth sports



MICHAEL HUDDLESTON

CFO/The Curb Group

47 Music Sq. E., 37203
Tel: **321-5080**

Fax: 327-1964

Key Contact: Dennis Hannon, Exec. VP/GM



BRIAN HUGHES

VP, Programming/TNN

2806 Opryland Dr., 37214
Tel: **457-7801**

Fax: 457-7830

E-Mail/Web:

www.country.com

Hughes oversees all programming, traffic and creative services for The

Nashville Network. Has extensive production and business experience. Hughes joined CBS Cable upon the completion of the Westinghouse/Gaylord acquisition. • Leadership Music alumnus; has worked in conjunction with T.J. Martell; board member, ACM, CMA • Sports, Brentwood Methodist Church



LARRY HUGHES

VP Promotion/Mercury Nashville

66 Music Sq. W., 37203
Tel: **320-0110**

Fax: 329-9619

E-Mail/Web:

lhughes@edge.net •

www.polygram.com/m
Key Contact: Luke Lewis, President

With the company for over two years. • Rock climbing, running, Harleys, diving, skiing

TARI LAES, *president*
& CLAUDIA WELKER

@tandem! We Do Reality

615-313-7746 em: Tari Laes@aol.com

**ALL ENTRIES ARE CROSS-INDEXED
BY JOB AFFILIATION.
SEE PAGES 76-94**

Glen Campbell

Since the 1960's Glen Campbell has been known for for his brilliant musicianship, his intuitive song styling and for his ability to spot a hit song and great talent.

At the age of 24, he played on sessions with giants such as Sinatra, Haggard and Elvis, toured as a member of the Beach Boys and saw his own career take flight.

By 1967 and through early 1969 he experienced a precedent 6 consecutive country and pop chart topping signature singles which included *Gentle On My Mind*, *By The Time I Get To Phoenix*, *Wichita Lineman* and *Galveston*.

The Fall of 1968 saw Glen make a landmark leap to television with his hit show the *Glen Campbell Goodtime Hour* where he brought a variety of talent into millions of American homes for 4 successful seasons. He would also co-star in the film *True Grit* with John Wayne.

In 1974 he took country's top spot for 3 weeks and pop's top slot with *Rhinestone Cowboy* and repeated that double threat chart action in 1977 with *Southern Nights*.

His albums have sold multiples of millions and he has won numerous awards. He made Grammy history when he won top honors in both country and pop in the same year and has been named Male Vocalist of the Year by the ACM and the CMA as well as the CMA's Entertainer of the year.

The late 80's marked monumental success for his publishing companies, *Glen Campbell Music* and *Seventh Son Music*, and the 1990's have seen the successful launch of his management company, *GC management*.

His organizations have been instrumental in bringing to the forefront the superstar talent of *Alan Jackson*, the contemporary style of *Bryan White* and the traditional sound of *Ruby Lovett*.

Through the years Glen Campbell has helped to mold great writers and artists alike. His contributions have been absolutely unique and have helped pave the way for the future of country music.

His legacy represents country music for all walks of life, the way it was meant to be.

And the Goodtimes Just Keep Coming...

www.goodtimeshow.com

1114 17th Ave. So. Ste. 102
Nashville, TN 37212
(615) 329-9886 (615) 329-0423 fax
e-mail GCMGT@aol.com.

10351 Santa Monica Blvd., #300
Los Angeles, CA 90025
(310) 552-0960 (310) 557-3468 fax
e-mail GCMGTLA@aol.com



JOHN H. HUIE
Agent/Creative Artists Agency
 3310 West End Ave., #500,
 37203
 Tel: **383-8787**
 Fax: 383-4937
 E-Mail/Web:
 jhuie@caa.com

Responsible agent for Dwight Yoakam, Suzy Bogguss, Faith Hill, BlackHawk, Amy Grant, John Berry, dc Talk, Jars of Clay, Michael W. Smith, Steven Curtis Chapman, Deana Carter and Russ Taff. • Board member, CMA, Nashville Institute of the Arts; member, Legends Club of Tennessee • Golf



RON HUNTSMAN
President/Huntsman Entertainment, Inc.
 1100 16th Ave. S., 37212
 Tel: **255-1100**
 Fax: 255-1107
 E-Mail/Web:
 he.nash@aol.com
 Key Contact: Vivian Huntsman, VP Operations

Has operated his company ten years. Produces and syndicates live events and artist specials for

ALL ENTRIES ARE CROSS-INDEXED BY JOB AFFILIATION. SEE PAGES 76-94

radio, including "Country HitMakers," "Sam's Place," "Positive Country," "Honky-Tonk Sundays," "Live From Nashville!" and "Live From Hollywood!" • Member, NARAS, CMA, ACM, GMA, AFTRA



JACK HURST
Country Music Writer/Syndicated Columnist/"Chicago Tribune"
 162 Jackson Hollow Rd.
 Lancaster, TN 38569
 Tel: **615-548-8025**
 Fax: 615-548-4601

Veteran journalist and author covers country music for the "Chicago Tribune." Won the first CMA Media Achievement Award in 1981. • Civil War history buff



BILL IVEY
Director/Country Music Foundation

4 Music Sq. E., 37203
 Tel: **256-1639**
 Fax: 255-2245
 E-Mail/Web:
 hallfame1@aol.com

Key Contact: John Knowles, Deputy Director, Education and Outreach; Kyle Young, Deputy Director, Special Projects

Aided by a staff that is remarkable for its grasp and love of the subject matter, Ivey presides over the Country Music Hall of Fame, Hatch Show Print, RCA Studio B and the most voluminous collection of country music art, history and scholarship in the world. Recently nominated by President Clinton for the National Endowment for

the Arts Chair, Ivey's confirmation process is pending. • 1st VP, Nashville NARAS; National Trustee, NARAS; Treasurer, Nashville Public Television Council (NPTC), Executive Board, Nashville Arts Coalition; member, President's Committee on the Arts & the Humanities, CMA, NSAI, AFS, American Association of Museums, Soaring Society of America • Holds a commercial pilot's certificate, owns and flies a 1939 Piper Cub; glider flight instructor



WYNN JACKSON
President/Country Club Enterprizes, Inc.

2602-B Westwood Dr.,
 37204
 Tel: **383-4000**
 Fax: 383-4434
 E-Mail/Web:
 wynn@cceinc.com •
 cceinc.com

Key Contact: Sean Brennan, Sr. Director of Operations

In business six years. Plans and implements music/club promotions; distributes country music to more than 400 dance clubs, produces extended dance remixes of country singles and also works in music marketing, production and artist management. In addition, Jackson hosts the annual Country Dance Music Seminar. • ACM, CMA, NeA, NARAS • Golf, tennis



YEAH! Solutions
Music Publisher
 Professional Edition

Yeah. It's Powerful.
Yeah. It's Simple.
Yeah. It's Affordable.
Yeah. It's Here.

voice 512.347.9324 • fax 512.347.9325 • email info@yeahsolutions.com



Otari Southeast

209 10th Avenue South
Suite 210
Nashville, Tennessee 37203
Ph 615 255-6080
Fax 615 255-9070
Email: Otaritn@aol.com

Otari....synonymous with great studios
making great records for over 25 years.
Our Cummins Station office exemplifies
Otari's deepened commitment to the
Nashville recording community; we
thank our established clients
and welcome
new ones.

Otari LA

3091 Lima Street
Burbank California 91504
Ph 818 972-3687
Fax 818 840-0818

Consider this your
invitation
to call or stop by.



Otari Corp

378 Vintage Park Drive
Foster City, California 94404
Ph 650 341-5900
Fax 650 341-7200
Email: www.otari.com

With technology like RADAR and ADVANTA,
we are poised for the future.



WADE JESSEN
 Director, Country & Contemporary Christian Charts/"Billboard," "Country Airplay Monitor"
 49 Music Sq. W., 37203
 Tel: **321-4291**
 Fax: 320-0454
 E-Mail/Web: wjessen@billboard.com

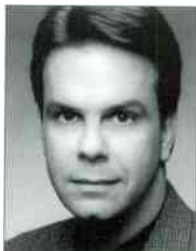
Key Contact: Geoff Mayfield, Director of Charts
 Jessen manages the trade publication's charts and columns in "Billboard" and "Country Airplay Monitor." With company since January, 1995. • Board member, ACM; member, GMA, NARAS, SGMA, IBMA • Founder and past President of Music City Vintage Radio & Phonograph Society



BILL JOHNSON
 VP, Creative Services/
 Sony Music
 34 Music Sq. E., 37203
 Tel: **742-4360**
 Fax: 742-4339
 E-Mail: bill@sonymusic.com
 Key Contact: Allen Butler, President

With label 20 years.
 Formerly worked for "Rolling Stone." Responsible for art direction, design on album covers, media, advertising and collateral materials. • Board member NARAS; member, NeA, NAF, CMA, ACM

DOUG JOHNSON
 President/Giant Records
 1514 South St., 37212
 Tel: **256-3110**



Fax: 256-9395
 Formerly Sr. VP at Epic, Johnson's production clients include Doug Stone, John Michael Montgomery, James Bonamy, Ty Herndon, Daryle Singletary and The Wilkinsons. • Leadership Music alumnus, CMA, ACM, NARAS board member;

NeA, NSAI, GMIA



AL JOLSON
 President/Al Jolson Enterprises, Inc.
 116 17th Ave. S., 37203
 Tel: **244-5656**
 Fax: 242-2472
 Key Contact: Johnny Drake, Studio Manager; Neal "Bronson" Herrmuth, Publishing

Oversees the daily activities of the publishing and recording complex. Has owned company for 17 years. • VP, City of Hope (Nashville); member, CMA, AES, NARAS, NeA, ASCAP, AFTRA



KIM JONES
 GM, Creative Services/
 Song Garden Publishing, LLC
 25 Music Sq. E., 37203
 Tel: **244-8952**
 Fax: 244-4711
 Primary duties: publishing, plugging, signing and developing songwriters. Works directly with producer

Byron Gallimore. • CMA • Hiking, swimming, golf, listening to great songs



MIKE JONES
 Associate Publisher/Editor in Chief/"Music City News"
 50 Music Sq. W., #601, 37203
 Tel: **329-2200**
 Fax: 327-2726
 E-Mail/Web: mikeatmcn@aol.com
 Key Contact: Richard McVey

Jones supervises the production of "Music City News" and serves as Executive In Charge of Production for the nationally televised "TNN/Music City News Awards Show." • CMA, NSAI, NARAS • Photography, coin collecting



RUSTY JONES
 Attorney/Gordon, Martin, Jones & Harris, P.A.
 49 Music Sq. W., #600, 37203
 Tel: **321-5400**
 Fax: 321-5469

Jones represents artists, managers, publishers, writers, producers, agents, record labels, production companies and corporations. Before joining this firm 14 years ago he served as ASCAP's Nashville Director of Business Affairs. Clients include Garth Brooks, Mark Chesnutt, Martina McBride, Michael Peterson. • Formerly Chairman of TBA's Copyright, Entertainment and Sparts Law Section • Snow skiing, travel, history, fishing

CMT

INTERNATIONAL ARTIST SERVICES

[formerly WILSON & associates]

International Music Management and Marketing

DIRECTOR
 PAM LOVELACE
 COORDINATORS
 KATE KNOBLOCH
 BRENDA M SEXTON

CMT
 COUNTRY MUSIC TELEVISION.
INTERNATIONAL

615.316.6450 p
 615.316.6460 f

A division of GAYLORD ENTERTAINMENT

Capitol / EMI America Records

1111 16th Avenue South
Nashville, Tennessee 37212-2304
615 320-5009

TO: KEVIN BREEN
FROM: LYNN SHULTS
RE: GARTH BROOKS

DATE: 5-26-88

WE HAVE AGREED TO SIGN GARTH BROOKS TO CAPITOL RECORDS.
RUSTY JONES WILL BE REPRESENTING GARTH, AND CAN BE REACHED
AT 615/321-5400. RUSTY ALSO REPRESENTS

FROM THE DESK OF
RUSTY JONES

TO: GB

This thing started with your dream.

Now, ten years later, we've been from Nashville to
Central Park...and beyond.

Thanks for the long gig.



P.S. Keep on dreaming and believing!

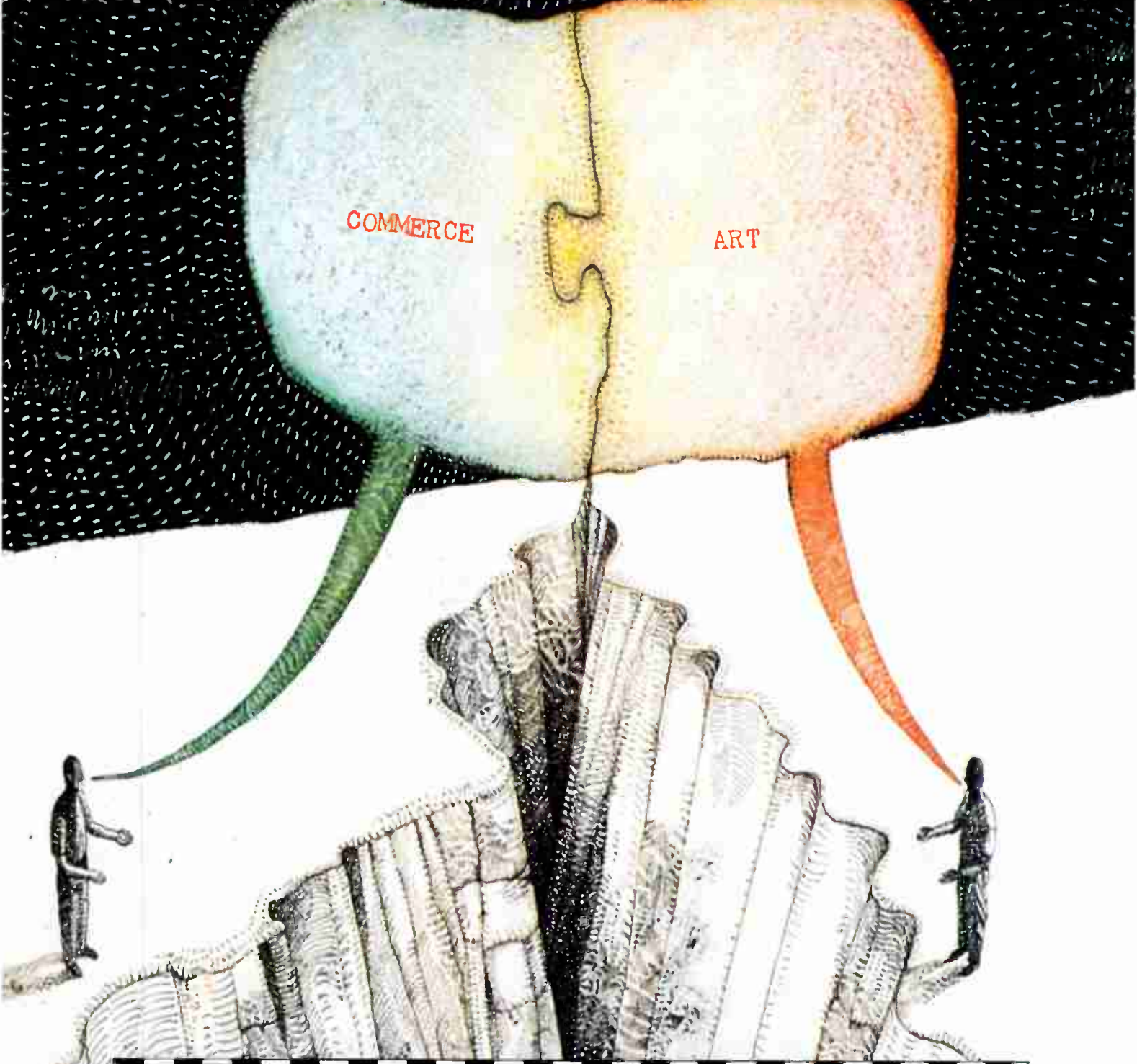
LS/LS

CC JIM FOGLESONG
RUSTY JONES
BOB DOYLE



Subsidiaries of Capitol Industries-EMI, Inc.





Strange bedfellows, Art & Commerce. Creative individuals (right brainers) are valued in the world of art. Left brainers (financial managers) are the backbone of global commerce. But, the truth is, when a company can bring both talents to the table, that's the stuff that vision is made of. Communication bridging the gap between two spheres of influence. There is no such thing as a right way or a wrong way. There is only the challenge of finding the best way. The undiscovered route. The Art of money.



O'NEIL HAGAMAN

A PROFESSIONAL LLC

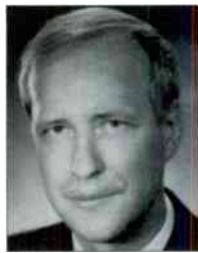
Entertainment Industry Consulting and Business Management

Alan E. Cole



ROBIN MITCHELL JOYCE
Counsel/Wyatt, Tarrant & Combs
 29 Music Sq. E., 37203
 Tel: **255-6161**
 Fax: 254-4490
 Key Contact: Sherrie Montgomery, Exec. Assistant

Joyce's practice consists entirely of entertainment and intellectual property work. Clients include recording artists, songwriters, music publishers, film and video companies, book publishers, authors, etc. She was the Founding Chair of the Entertainment Section of the Nashville Bar Association and has been the sole Professor of Entertainment Law for the Music Business Program at Belmont University. She is the only Nashville-based attorney on the Board of Directors of the Alliance of Artists and Recording Companies and is frequently a featured lecturer and panelist at national music industry events and Bar Association and Continuing Legal Education programs. • Board of Directors, NARAS, Leadership Music; member, CMA, NeA



HENRY JUSZKIEWICZ
Chairman/CEO/Gibson Musical Instruments
 1818 Elm Hill Pike, 37210
 Tel: **871-4500**
 Fax: 889-3216
 E-Mail/Web: henry@gibson.com • www.gibson.com

With the company for 11 years. • Board member, Blues Foundation; CMF • Riding Harleys, skiing; owns The Gibson Cafe



KIERAN KANE
Partner/Dead Reckoning Records
 P.O. Box 159178, 37215
 Tel: **292-7773**
 Fax: 383-9571
 E-Mail/Web: deadreck@aol.com • songs.com/deadreck

Formerly on Atlantic Records as a solo artist and on CBS as half of the O'Kanes. Dead Reckoning Records was formed by Kane, Mike Henderson, Tammy Rogers, Harry Stinson and Kevin Welch as a co-operative partnership. • Sailing

JOEL KATZ
Partner/Katz, Smith & Cohen
 3423 Piedmont Rd. NE, 2nd Floor
 Atlanta, GA 30305
 Tel: **404-237-7700**
 Fax: 404-237-5260

Founding partner of one of the country's largest music entertainment law firms; client roster includes some of the world's most well known entertainers, producers, record companies and Fortune 500 companies. • National Chairman, Board of Trustees, NARAS; Board, NARAS Foundation, T.J. Martell Foundation, Betty Ford Center Presidents Council; Chairman, Georgia State University Music Industry Advisory Board. • First attorney to ever be inducted into the Georgia Music Hall of Fame.



ANDREW KAUTZ
VP/Emerald Sound Studios
 1033 16th Ave. S., 37212
 Tel: **321-0511**
 Fax: 329-9417
 E-Mail/Web: Andrew@emeraldsound.com • www.emeraldsound.com
 Key Contact: Milan Bogdan, GM

Emerald Sound's President, Dale Moore, turned over operation of the studio to Kautz in 1992. With the company nine years, he has seen it grow from a one room studio to currently housing four studios including Digital Audio Post and the Emerald Broadcast Division, which is under the direction of Bob Guerra.



D. PAGE KELLEY III
Sr. Director, Business & Legal Affairs/Arista Records
 7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9196
 E-Mail/Web: Page.Kelley@bmge.com
 Key Contact: Mike Dungan, GM/Sr. VP

With company one year, Kelley oversees business and legal affairs for Arista Nashville and Arista Austin. • Admitted to NY and TN Bar; Co-counsel, NeA; CMA, ACM • SCUBA, computers/technology, playing with Page IV



BILL KENNEDY
VP Sales/Capitol Nashville
 3322 West End Ave., 11th Floor, 37203
 Tel: **269-2000**
 Fax: 269-2097
 E-Mail/Web: bill.kennedy@emimusic.com • www.capitol-nashville.com
 Key Contact: Pat Quigley,

President/CEO
 With the label 8 years. Oversees retail, sales & marketing. • CMA, ACM • Sports, reading, history



RON KERR
Owner/President/Sound Stage Recording Studio
 10 Music Circle S., 37203
 Tel: **256-2676**
 Fax: 259-2942
 Key Contact: Ema Jean Bean, Financial Manager; Michael Koreiba, Studio Manager



MERLE KILGORE
President/Merle Kilgore Management; Executive VP/Hank Williams Jr. Enterprises
 2 Music Circle S., 37203
 Tel: **742-3622**
 Fax: 742-1235
 Key Contact: Melissa Eubanks, Exec. Assistant (Nashville) Andrea Archer,

Exec. Assistant (Paris, TN 901-642-7455)
 Kilgore began his lengthy music career carrying Hank Sr.'s guitar, traveling with Elvis and writing his first No. 1 hit at the age of 18. A picker,

singer and songwriter himself, Kilgore now tends to the various fortunes of Hank Williams Jr. He oversees the whole organization, including its publishing companies, auxiliary enterprises, "Bocephus News" and The Bama Band, which backs Hank Jr. on the road. Kilgore is also involved with the development of writers and other artists. He was the CMA's first SRO Manager of the Year in 1990, and recently named "Legendary Songwriter" at the North American Country Music Assn. Awards. • Past President, NSAI, ROPE; Board member, CMA, Hank Williams Museum, Tex Ritter Museum; former Treasurer, ISF; honorary Tennessee State Senator; member, Louisiana Music Commission and Hall of Fame, Byrd High School Hall of Fame, AFM, AFTRA/SAG



BUDDY KILLEN
President/Buddy Killen Enterprises
 2424 21st Ave. S., #200, 37212
 Tel: **269-7000**
 Fax: 269-9525
 Key Contact: John Craighead, COO; Emily Speers, Assistant

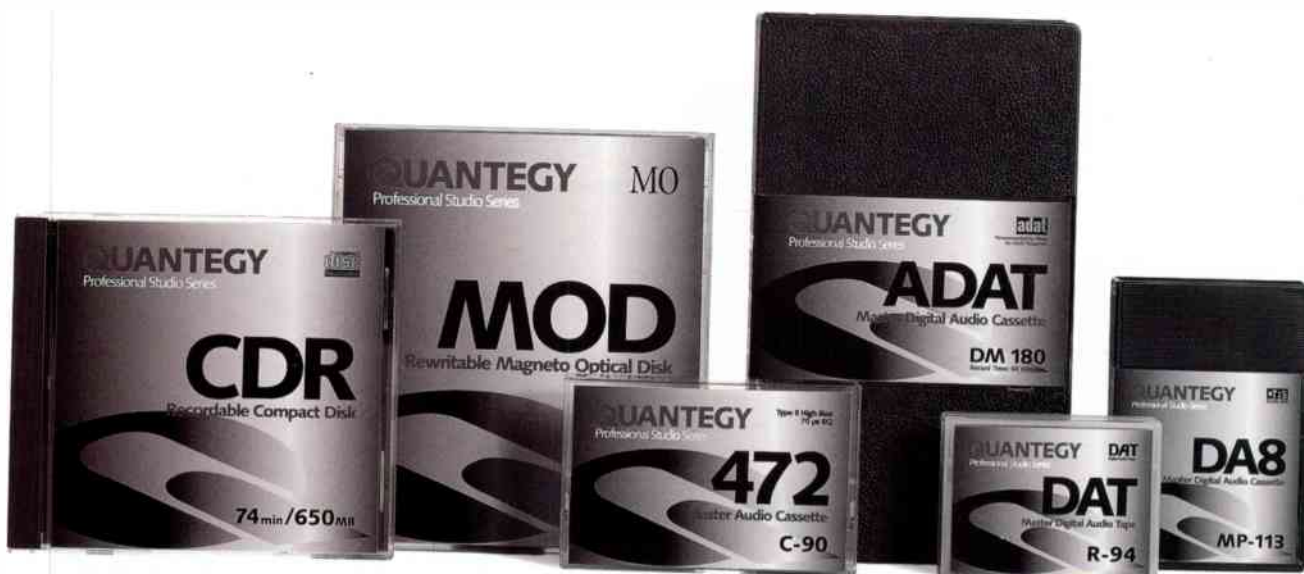
For most of its history, Tree Music was a synonym for Buddy Killen. After Sony purchased the company from Killen in 1988 and as Donna Hilley assumed more operational responsibilities, Killen began turning his energies elsewhere. He presently owns Buddy Killen Music Enterprises, The Stockyard Restaurant and SoundShop Recording Studios and produces Aaron Boswell, Kacey Jones, Jimmy Dean and Ronnie McDowell. • Board member, W.O. Smith Nashville Community Music School, Easter Seal Society of Tennessee; Chairman/Co-host annual Middle Tennessee Easter Seal Society Telethon; member, NARAS, NeA, GMA, CMA, NSAI, BBB



T.K. KIMBRELL
President/TKO Artist Management
 4219 Hillsbaro Rd., #318, 37215
 Tel: **383-5017**
 Fax: 292-3328
 Key Contact: JoAnne Ritchey, Dee Burks, Tim Kimbrell, Management

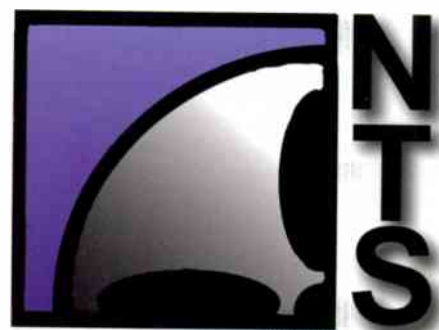
Representatives
 Manages Sawyer Brown, John Bunzow, Toby Keith, Chris LeDoux, Mac McAnally, Seminole, Allison Moorer and Scott Emerick. Has had firm 10 years. • Board of Directors, ACM • Golf, basketball

Steve Lehner
Studio Quality
Piano Tuning
292-2950

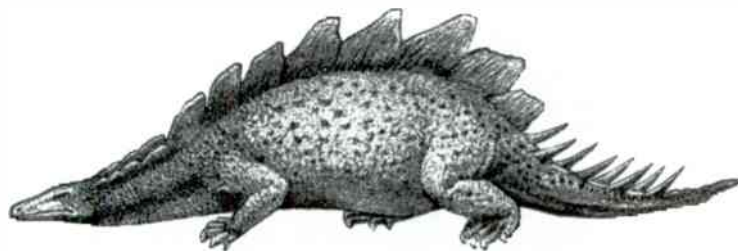


THE TAPE FORMERLY KNOWN AS
AMPEX

Nashville Tape Supply
19 Music Sq. West Ste. F
Nashville, TN 37203
(615) 254-8178 FAX 254-8179



THE EVOLUTION OF PERFORMING RIGHTS TECHNOLOGY.



{ WELL, NOTHING'S REALLY CHANGED. }

Except at SESAC. First we introduced BDS technology which enabled us to monitor ten times more radio programming than the other guys combined. The result: more accurate monitoring and faster payments to you. And now SESAC is the first P.R.O. in the world to adopt Musicode watermark technology. What is that? It's an invisible, digital encoding system that will provide a comprehensive solution for monitoring performances across ALL MEDIA. Television, radio, jingles, internet, production libraries, infomercials... If they play it, we'll know it. And you'll get paid — promptly, accurately.



55 MUSIC SQUARE EAST • NASHVILLE, TN 37203 • (615) 320-0055 • FAX (615) 321-6290
421 WEST 54TH STREET • NEW YORK, NY 10019 • (212) 586-3450 • FAX (212) 489-5699
GRESHAM HOUSE, 53 CLARENDON ROAD, WATFORD, HERTFORDSHIRE WD1 1LA, TEL: 01923 228870 FAX: 01923 228872
www.sesac.com



KIP KIRBY

President/Media Mark
142 Carnavon Park, 37205
Tel: **352-7011**
Fax: 352-8701
E-Mail/Web:
kipmedia@aol.com

Formed this media coaching company five years ago after leaving

"TNN Country News." Works with artists and executives; served as "Billboard" Nashville Bureau Chief in 1986. • Board member, Friends of the Nashville Zoo; Leadership Music alumnus • Building N-scale model railroad, my Sheltie "Soundbite"



BRUCE KOBLISH

President/Reunion Records & Music
1801 West End Ave.,
#1100, 37203
Tel: **320-9200**
Fax: 320-1734
E-Mail/Web: www.reunion-records.com

Formerly President of the

Gospel Music Association, Koblish assumed the post at Reunion last year. • Music Cares Advisory Board

PHILLIP KOVAC

President, Nashville Division/The Left Bank Organization
1018 17th Ave. S., #10, 37212
Tel: **327-7920**
Fax: 327-4667

Manages Deana Carter, BlackHawk, Suzy Bogguss, The Lynns, Rodney Allan Atkins. • Horseback riding



KEN KRAGEN

President/Kragen & Company
1112 N. Sherbourne Dr.
Los Angeles, CA 90069
Tel: **310-854-4400**
Fax: 310-854-0238

Specializes in personal management and television production. Kragen is known for his social consciousness, as manifested in such celebrated charity extravaganzas as "We Are The World" and "Hands Across America." Manages Kenny Rogers and Trisha Yearwood. • Member, CMA, NARAS, HRTS; past President, ACM, CMA



BOBBY KRAIG

VP Promotion/Arista Records
7 Music Circle N., 37203
Tel: **780-9100**
Fax: 780-9191
E-Mail/Web:
bobby.kraig@bmge.com •
www.twangthis.com
Key Contact: Fletcher Foster,
VP Media & Marketing

With the company five years. • Member, CMA, ACM • Magic, boating



MIKE KRASKI

Sr. VP, Sales & Marketing/Sony Music
34 Music Sq. E., 37203
Tel: **742-4340**
Fax: 742-5720

E-Mail/Web:
mike_kraski@sonymusic.com
Key Contact: Janet Bozeman, Media Director

With the label 23 years. Oversees efforts of the Sales, Marketing and Media & Creative Services departments.



KENNETH L. KRAUS

Partner/Manatt, Phelps & Phillips

1233 17th Ave S., 37212
Tel: **327-2744**

Fax: 327-2044
E-Mail/Web:
kkraus@manatt.com
Key Contact: Gordon Bava,

Managing Partner

Kraus serves as the resident partner in the firm's Nashville office. Company offers full service representation including music, film, television, trademark and copyright. Clients include Tim McGraw, Clint Black, Joe Diffie, Steve Earle, Amy Grant, The Wallflowers and the Elvis Presley estate. • Counsel to NAPM; Advisory Council, W.O. Smith School; Board of Directors, First Steps; member, CMA, NARAS, NeA, Leadership Music • Cooking, travel, cross country skiing, guitar



RANDY KLING

President/Disc Mastering, Inc.
30 Music Sq. W., 37203
Tel: **254-8825**
Fax: 254-8826

Key Contact: Chad Kling

Does mastering of all kinds; rents and sells audio equipment. Kling has more than 30 years experience

with over 200 Gold and Platinum albums mastered. • AES, CMA • Has been touring the country on a BMW motorcycle



MICHAEL KNOX

VP, Artist/Writer Development/Warner Chappell Music
21 Music Sq. E., 37203
Tel: **254-8777**
Fax: 726-1353

Key Contact: Tim

Wipperman, "The Dude"

With the company five years. Produces Danni Leigh

(Decca). • T.J. Martell, Copyright Society of the South, NeA • Pro boxing fan, oldies music, movies and enjoying my wife Kelly and daughter Holly



AMY KURLAND

Owner/Bluebird Cafe
4104 Hillsboro Rd., 37215
Tel: **383-5308**

Fax: 385-1955
E-Mail/Web:
blubirdcaf@aol.com •
www.bluebirdcafe.com
Key Contact: Sher Powers,
GM

Who's "In Charge" of Mortgage Loans For Music Pros?

STEVE CANUP AMTRUST MORTGAGE CORPORATION

Specialist in Loans to Music Professionals Since 1992

GREAT RATES • TARNISHED CREDIT OK

— Refinance, Purchase or Build — Residential or Commercial —

1026 15th Ave. South • Nashville, TN 37212 • (615) 373-7777

Kurland's listening room and eatery has become world famous. She screens the songwriters who want to perform there, a practice which makes a visit worthwhile for publishers, A&R reps and fans in search of good music. • Board VP, Alcohol and Drug Council; Board of Governors, Nashville Area Chamber of Commerce; member, CMA, NeA, NSAI, NARAS; Leadership Nashville Class of '95, '96 & '98 • Hiking, dogs



TARI LAES
Owner/Tandem Promotions, Inc.
 209 10th Ave. S., #324,
 37203
Tel: 313-7746
 Fax: 313-7203
 E-Mail/Web:
 tpromotion@aol.com
 Key Contact: Claudia
 Welker

Specializes in national record promotion. With company 16 years. • Board of Directors, CRB; Leadership Music Alumni Committee; member, NARAS, CMA • Environmental issues



KEVIN LAMB
VP, Nashville/peermusic
 1207 16th Ave. S., 37212
Tel: 329-0603
 Fax: 320-0490
 E-Mail/Web: klamb@peer-
 music.com
 Key Contact: Anthony Von
 Dollen, Creative Director;
 Karin Giesbrecht,

Administrative Assistant, Rod Parkin, Professional Manager

Lamb came to this job in 1993 after helping build Maypop Music into a successful company. • Board member, Copyright Society of the South; member, ASCAP's Regional Publisher's Advisory Committee, BMI, ACM, CMA, NARAS, NeA, Leadership Music, Country Cares for St. Jude's Kids

JACK LAMEIER
Sr. VP, Promotion/Epic Nashville
 34 Music Sq. E., 37203
Tel: 742-4321
 Fax: 742-4338



Key Contact: Allen Butler,
 President
 With label 36 years, 20
 of them in Nashville. •
 Board member, ACM • Civil
 War, metal detecting, pro-
 prietor of Jack's Place

JON LANDAU
Owner/Jon Landau Management
 40 W. Elm St.
 Greenwich, CT 06830
Tel: 203-625-8601
 Fax: 203-625-8605
 Key Contact: Barbara Carr, Partner
 Manages Shania Twain, Bruce Springsteen &
 Natalie Merchant.



KYLE LEHNING
Producer
 At press time no contact
 information was available.
 Lehning produces or has
 produced Bryan White, Dan
 Seals, Randy Travis, George
 Jones, Mandy Barnett, Noah
 Kelley, Thrasher Shiver and
 Neal McCoy. • NARAS

Board of Governors; member, CMA, Leadership Music, CSS, Foundation for Community Encouragement



JOSH LEO
**Independent Producer/Writer/
 Warner Chappell Music**
 21 Music Sq. E., 37203
Tel: 254-8777
 Fax: 726-1353
 Key Contact: Kimberly
 Bianco, Asst./Production
 Coordinator

Formerly VP and Head of A&R, RCA Nashville. Writes songs and produces Michael Peterson, Paul Brandt, Lynyrd Skynyrd and Bad Company. • Painting, spending time with family



PAIGE LEVY
**Sr. VP, A&R/Warner/Reprise
 Nashville**
 20 Music Sq. E., 37203
Tel: 214-1400
 Fax: 214-1523
 E-Mail: plevy@wbrnash.com
 Key Contact: Eddie Reeves,
 Sr. VP/GM

With label 14 years.
 Department Head; Business Affair Liaison; A&R for Dwight Yoakam, Paul Brandt & Michael Peterson. • ACM, NARAS, CMA • Baseball & soccer mom.



LUKE LEWIS
President/Mercury Nashville
 66 Music Sq. W., 37203
Tel: 320-0110
 Fax: 327-4856
 Key Contact: Sandy Neese,
 Sr. VP, Media Relations
 In charge of the label's
 Nashville operation since
 1992, which is home to

Shania Twain, Terri Clark, Kim Richey, John Anderson, Kathy Mattea and William Topley, among others. Lewis has been a leader in working to break artists of a wide musical diversity. • Board member CMA • Reading books, golf



PAMELA L. LEWIS
**CEO/President/P.L.A., Inc./
 Pamela L. Lewis Enterprises**
 1303 16th Ave. S., 37212
Tel: 327-0100
 Fax: 320-1061
 E-Mail/Web:
 plewis@edge.net •
 www.plamedia.com

Has worked 13 years as CEO and owner of PLA Media, a PR and management firm. Publicity clients include Charley Pride, Eddy Raven, "Billboard" books, OEN. Lewis manages Tiffany, Jeff Bates and Gene Cook. She co-managed Garth Brooks for seven years and won multiple awards for artist management. • Vanderbilt Blair School of Music's "Key Board," Belmont School of Music • Animal lover, travel, active member of Religious Science, charities, gardening

BROADCAST VIDEO EQUIPMENT RENTAL & RECORDING MEDIA SALES

EST. 1993

See it.

The DVW-700 is truly revolutionary.

Available at Electric Picture Company, the DVW-700 is the first video camera that matches the technical specifications of film. Add a little bit of post-processing and you get the look of film with the convenience and low cost of video.

Unbelievable? Well, producers all over the country are shooting projects on Digital Betacam that were once thought to be the exclusive territory of film -- projects like national television commercials and feature films. In fact, several full-length features entered at this year's Sundance Film Festival were shot with the DVW-700 and transferred to 35mm film for theatrical release.

Hear it.

DASH, DAT, DARS, CD, ADAT, MDU.

If you work in the digital domain, Sony and Electric Picture Company carry an audio or video recording product for you.

And since we're a Sony Master Dealer, there's no one in town that can touch our low prices.

Discover what the production world has known for years--Sony pro recording media is simply the best you can buy. Don't trust your sound or your image to anyone else.

Believe it.

ELECTRIC PICTURE COMPANY.

The miracle of digital technology is here today at Electric Picture Company, Nashville's number one source for high-end video equipment and Sony recording media.

Work smarter, not harder. Make one phone call to EPC to rent the gear, buy the tape, book the crew, and keep your sanity.

Voice: (615) 781-8194
 Web: http://www.epc-tv.com
 Street: 2844 Logan Street
 Nashville, TN 37211

ELECTRIC PICTURE COMPANY inc.



it's time for a new
rev•O•lution on CMT...

www.revolutionpictures.com
for more information call 615.327.2100

**Experience the most
comfortable edit suite
on Music Row**

601

1219 16th Avenue, South
Tel: 615.327.1000

Nashville, TN 37212
Fax: 615.320.1051

POST



CHARLIE LICO
President/CEO/Pioneer Music Group
 1420 Coleman Rd.
 Franklin, TN 37064
 Tel: **595-9028**
 Fax: 790-7933
 E-Mail/Web:
 Clico@pioniermusic.com
 Key Contact: David Gales,

Marketing

Started the label two years ago; focuses on alternative and urban music. • NeA, NARAB, GMA • Raises Black Angus cattle and Cutting Horses.



DON LIGHT
Partner/Light & Kinkead Management Group
 P.O. Box 120308, 37212
 Tel: **298-9944**
 Fax: 292-2396

Artist manager for over 30 years. Has guided the careers of Jimmy Buffett, The Oak Ridge Boys, the late

Keith Whitley, Steve Wariner and Mark Collie. Executive Producer for the Mark Collie Celebrity Race for Diabetes Cure. Formerly principal of Don Light Talent, Light & Kinkead was formed in January, 1998. • Board of Directors, GMA Hall of Fame, CMA; member, ACM, NARAS

TERRY LONDON

President/CEO/Gaylord Entertainment
 1 Gaylord Dr., 37214
 Tel: **316-6560**
 Fax: 316-6570
 Key Contact: Diane Cole



JIM LONG
Chairman/Onemusic Entertainment
 33 Music Sq. W., #100,
 37203
 Tel: **242-4452**
 Fax: 242-4453
 E-Mail/Web:
 jim@onemusic.com
 Key Contact: Carolyn Rae

Cole, President

Founder of record label Honest Entertainment and production music library Onemusic Library. Honest's roster includes Toni Tennille, Jack Jones, Ronan Hardiman, Claire Martin and Martin Taylor. Onemusic clients include Kamen Ent. Group, WMZQ, Shooters Post & Transfer and Davis-Glick. The company is seven years old.



TOM LONG
VP, Publishing/Balmur Music
 1105 17th Ave. S., 37212
 Tel: **329-0230**
 Fax: 321-0240
 E-Mail/Web:
 balmurent@aol.com
 Key Contact: Christy Wright,
 Creative Director

Responsible for the publishing division of Balmur, Inc., which is owned by Anne Murray. With the company four years. • Board member, ASCAP, Georgia Music Hall of Fame, GMA Hall of Fame • Golf, country music, history



PAM LOVELACE
Director, Artist Services/CMT International
 1500 17th Ave. S., 37212
 Tel: **386-9093**
 Fax: 383-4811
 E-Mail/Web:
 plove1000@earthlink.net
 Functions as international consultant and oversees CMT International's Artist Services department. • CMA • Gardening, cooking, reading



PAUL LOVELACE
Co-Owner/CDX-Compact Disc Xpress
 2603 Westwood Dr., 37204
 Tel: **292-0123**
 Fax: 292-8750
 E-Mail/Web: cdx@voy.net
 Key Contact: Charlie Douglas
 Lovelace's company, which he co-owns with disc jockey Charlie

Douglas, provides special CD singles compilation service to country radio stations not reporting to trade magazines. • CMA, NARAS



ROLAND LUNDY
President/Word Entertainment
 3319 West End Ave., #200,
 37203
 Tel: **457-1001**
 Fax: 457-1005
 Key Contact: Marie Lehman,
 Corporate Events and Artist
 Relations Manager

With company 25 years. Oversees the day-to-day operations of company and interfaces with parent company, Gaylord Entertainment. • Member, GMA, CMTA, President's Advisory Council for NARAS; Board member, The Baddour Center • Golf, running



BRENT MAHER
President/Moraine Music Group
 2803 Bransford Ave.,
 37204
 Tel: **383-0400**
 Fax: 383-2375
 Key Contact: Dianna Maher,
 VP

A producer, publisher and songwriter, Maher started this venture one year ago. Staff writers include Craig Bickhardt, Kieran Kane, Mark Selby, Steve Mandile, Billy Montana and Jack Sundrud. Maher produces Wynonna, Kenny Rogers, Siberian Heat Wave and Sean Michaels • Board member, ACM; member, CMA, NSAI, NARAS • Collecting Gretsch guitars, fly fishing

DAN BOWEN MUSIC, INC.
the songs of Roger Alan Wade



1601-A 18th Avenue South
 P.O. Box 128139
 Nashville, TN 37212
 phone 615-292-8778
 fax 615-383-4371

RESIDENTIAL REMODELING IS OUR SPECIALTY



85% Of Our Business Is By Referral

Professional • Discreet • Timely

Serving Nashville Since 1975

701 41ST AVE. N. • P.O. BOX 91000 • NASHVILLE, TN 37209 • 615-321-3293 • FAX 615-320-9631

Licensed General Contractors • We Also Do Commercial Work



DAVID MALLOY
*VP, A&R and
 Production/Starstruck
 Entertainment*
 40 Music Sq. W., 37212
 Tel: **259-0001**
 Fax: 259-5298
 E-Mail/Web:
 cam@starstruck.net
 Key Contact: Carol Ann

Mobley
 Head of Starstruck's production division. Current clients include Reba McEntire and RCA artist Andy Griggs. Past production clients include Mindy McCready, Daryle Singletary. Malloy is also a noted songwriter. • CMA, ACM, NSAI, NARAS • Golf



ANITA MANDELL
*Sr. Director, Publicity & Artist
 Development/Decca Records*
 60 Music Sq. E., 37203
 Tel: **244-8944**
 Fax: 880-7475
 E-Mail/Web:
 azmande@nashstudios.com •
 www.decca-nashville.com
 Key Contact: Shelia Shipley

Biddy, Sr. VP/GM
 With the label two years, Mandell is responsible for artist and corporate publicity and artist development. • My three-year-old son, Henry.



BRIAN MANSFIELD
*Nashville Correspondant/
 MJI Interactive*
 181 Suzanne Dr.
 Antioch, TN 37013
 Tel: **781-2214**
 Fax: 781-2144
 E-Mail/Web:
 mansfield@home.com
 Key Contact: Sue

Comings, Editor
 Produces daily music news and information for country radio website programming service. At press time, Mansfield was contributing most of the country music coverage for "USA Today." • Scuba diving, collecting folk art



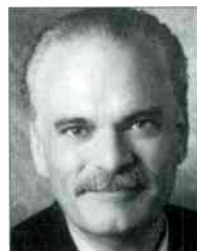
STEVE MARKLAND
*Director, Creative
 Affairs/Windswept Pacific
 Entertainment*
 33 Music Sq. W., #104B,
 37203
 Tel: **313-7676**
 Fax: 313-7670
 E-Mail/Web:
 smarkland@nashville.net

Markland pitches songs, signs talent and manages the office. • NeA, NARAS, CMA • Mountain biking, golf



GLENN MARTIN
President/Co-Heart Music, Inc.
 1103-B 17th Ave. S., 37212
 Tel: **327-0031**
 Fax: 327-4175

With company since 1988, Martin oversees all aspects of the publishing company which he co-owns with legendary writer Hank Cochran. • CMA • Golf, camping, "traveling in my Alegro Bay motor home"



MIKE MARTINOVICH
*Member/Mansfield-Martinovich
 Associates*
 1111 17th Ave. S., 37212
 Tel: **320-0003**
 Fax: 329-1550

Formerly Sony VP of Marketing, Martinovich formed his current association four years ago and specializes in strategic marketing planning, exploration of alternative marketing concepts and integrated retail marketing programs. • CMA, ACM, NARAS, Leadership Music • Foreign language, travel

ED MASCOLO
VP/GM/River North Nashville
 1227 16th Ave. S., 37212
 Tel: **327-0770**
 Fax: 327-0011

Has overseen all aspects of River North



Nashville since July, 1994. Label roster includes Crystal Bernard, Juice Newton, Peter Cetera, Beach Boys, Kansas, Alan Parsons and Ronna Reeves. • Member, CMA, ACM, NeA, Leadership Music • Golf, bass fishing, reading



JOHN E. MASON
*Entertainment Attorney/John
 Mason Partners, Ltd.*
 1107 17th Ave. S., 37212
 Tel: **320-5150**

Fax: 320-5410
 E-Mail/Web: jem@sierra.net
 Mason counts Reba McEntire, Travis Tritt, Deana Carter, Mindy McCready, Toby Keith, Tony Brown, James Stroud and Gloria Estefan among his 30 or so clients. He has offices in Nevada (near Lake Tahoe) and Los Angeles in addition to the Nashville branch. • CMA; CA, NV and TN Bar Association; NV Film Commission



JAMIE MATTESON
Country Editor/"Gavin"
 209 10th Ave. S., #510,
 37203
 Tel: **255-5010**
 Fax: 255-5020
 E-Mail/Web:
 gavingirl@earthlink.net
 Key Contact: Jeff House,
 Chart Editor

Employed by the magazine for two years. Oversees all editorial for Country Section and plans special events. • ACM • Tennis, movies, travel

JIM MAY
President/Studio Productions
 4610 Charlotte Ave., 37209
 Tel: **298-5818**
 Fax: 292-0204
 E-Mail/Web: studioprod@earthlink.net
 Key Contact: Coke Sams, Producer; Clarke Gallivan, Producer



**MUSIC PUBLISHING
 ADMINISTRATION**

THERE IS A LICENSING ALTERNATIVE...

REPRESENTATION OF YOUR COPYRIGHT IS AN IMPORTANT STEP
 OUR EXPERTISE IN ALL PHASES OF COPYRIGHT IS UNPARALLELED
 CUSTOMIZED TO YOUR COMPANY'S NEEDS WORLDWIDE
 RECORDS, FILM, TV, VIDEO, NEW MEDIA
 CELEBRATING OUR 15TH YEAR

COPYRIGHT MANAGEMENT, INC. • 1-800-560-1517 • In Nashville: (615) 327-1517 • E-mail: CMI@copyright.net



With company 20 years. Works as Film Director, Producer and Director of Photography; handles music videos and programming; conducts "video schools" for new artists. • NARAS, NeA, NFVA, Leadership Music • Gardening, reading



BILL MAYNE
Sr. VP/GM/Reprise Nashville
20 Music Sq. E., 37203
Tel: 748-8000
Fax: 214-1551
E-Mail/Web:
BMayne@wbr.com
With the label ten years, now directs all operational aspects. Spent eighteen years in broadcast management in LA, Dallas, Portland, Austin and Houston. Rock musician, 1966-71. • Board member, CRB; member, CMA, ACM; Leadership Music alumnus • Fishing, boating



JERRY McBEE
Studio Manager/
Ocean Way Nashville
1200 17th Ave. S., 37212
Tel: 320-3900
Fax: 320-3910
E-Mail/Web: jmcbee@oceanwaystudios.com • www.oceanwayrecording.com
Oversees operation of this grey stone church-turned-studio. Three years in the making, Ocean Way Nashville has been open since January, 1997.

MICHAEL McCALL

Freelance Journalist
809 N. 16th St., 37206
Tel: 228-9808
Fax: 226-4736
E-Mail/Web: mmccall3@aol.com
McCall has covered Nashville's music scene for the past 14 years including a stint with, among others, "Music Row." He writes the country column for "Tower Pulse," and contributes to the "Nashville Scene," "Los Angeles Times" and "USA Today."



DAVID McCORMICK
Owner/Ernest Tubb Record Shops, Inc.
P.O. Box 500, 37202
Tel: 255-7503
Fax: 255-2256
With the company 31 years, McCormick oversees all six Ernest Tubb Record Shops and coordinates/books the "Midnight Jamboree." • Board of Directors, ROPE; CMA, GMA



MARY ANN McCREADY
Principal/Flood, Bumstead, McCready & McCarthy, Inc.
1700 Hayes St., 37203
Tel: 329-9902
Fax: 329-9765
Key Contact: Frank M. Bumstead
Formed company in

1990. Specializes in comprehensive financial and business management for recording artists, professional athletes and high net worth individuals. McCready was the first female recipient of the CMA's Founding President's Award. Her clients include Shawn Colvin, Wade Hayes, Wynonna, Mary Chapin Carpenter, Terri Clark, Carman, Jo Dee Messina, Gary Allan and Mark Sanders. • Board of Directors, Leadership Music, Nashville Country Club, W.O. Smith School, Nashville Academy Theatre • Racquetball, boxing, Italy, cycling



JUDY McDONOUGH
Director, Publicity/
Capital Nashville
3322 West End Ave., 11th Floor, 37203
Tel: 269-2087
Fax: 269-2034
Key Contact: Pat Quigley, President/CEO

With the label over two years. Primary duties include securing television and print features on Capitol Nashville artists. • ACM, CMA • "Is a publicist allowed to have hobbies?"



GERRIE McDOWELL
VP, Promotion/Curb/Universal Records
43 Music Sq. E., 37203
Tel: 742-3332
Fax: 255-2855
E-Mail/Web: gerrie.curbuni@worldnet.att.net
With Curb for over four years. • CMA, ACM •

Russian Novels & Russian History of the 1700-1800s; Contemporary American Art; St. Jude's & the Oasis Center



JACK McFADDEN
President/Chairman/McFadden Artist Corporation
818 18th Ave. S., 37203
Tel: 242-1500
Fax: 255-7200
E-Mail: jack@jakmak.com
In his 35 years of business, McFadden has guided some of country music's top artists, including Buck Owens (who is still a client), Billy Ray Cyrus and the late Keith Whitley. Other acts on his booking and/or management roster include Paul Pace and Hank Williams III. • Board member, CMA, ACM, NARAS; member, NATD, NeA • Boating



TIM McFADDEN
Owner/Tim McFadden Promotions
1111 17th Ave. S., # 200, 37212
Tel: 322-5444
Fax: 322-9929
E-Mail: tmpromoman@aol.com
McFadden started his company in 1992. Solicits airplay for clients from "Billboard" and "R&R" stations. Formerly Head of Promotion & Artist Development at Giant Records. Spent eight years at RCA and two years at WGAR in Cleveland. • NSAI, ASCAP, CMA, ACM • Guitar player, music publisher, writer

Jamie Amos • producer

Runs with Scissors

Chris Rogers • director

Plays Well with others

CALL for a reel

HONEST IMAGES

615.383-0967



PATRICK A. McMAKIN
Studia Manager/Independent Producer/Tree Productions
 8 Music Sq. W., 37203
 Tel: **726-8300**
 Fax: 244-4149
 E-Mail/Web:
 Patrick_McMakin@sony.com
 Key Contact: Donna Hilley,

President

With company 16 years. McMakin presides over studio management and production; is involved in artist development; produces records (Curb artist David Kersh) and engineers—most recently The Lynns, Brooks & Dunn, Lonestar, Rick Trevino. • VP, NeA; Chairman, Belmont University Curb Music Business Advisory Board; Leadership Music alumnus; member, AES



PAT McMURRY
VP/Bluewater Music Corp.
 808 19th Ave. S., 37203
 Tel: **327-0808**
 Fax: 327-0809
 Key Contact: Brownlee Ferguson, President

Heads creative staff; responsible for bringing many of the writer/artists on board. • CMA, NARAS • Horseback riding

MICHAEL McNAMARA

Director/Owner/McCammera Filmworks, Inc.
 2717 Westwood Ave., 37212
 Tel: **292-2980**
 Fax: 297-2451



A video, longform, and specials director, McNamara has produced and directed videos for Junior Brown—which won the 1996 CMA Award—Delbert McClinton, BR5-49, The Tractors, Billy Ray Cyrus and more. He was director of the famed music series

“The Road,” has directed television specials including “Stone Country,” “The Mark Collie Celebrity Race,” “Sawyer Brown—Where Christmas Goes” and “I Couldn’t Hear Nobody Pray,” with the Fairfield Four.



GLENN MEADOWS

President/Masterfonics
 28 Music Sq. E., 37203
 Tel: **259-4452**
 Fax: 242-0101
 Key Contact: Scott Phillips, Studio Manager

Owns a four-studio complex that houses recording, mixing, mastering, editing and audio restoration facilities, including The Tracking Room, a state-of-the-art studio designed by Tom Hidley. Meadows has earned the reputation of being a superb mastering engineer. • MTSU Advisory Board, Leadership Music, NAPRS, SPARS, AES, CMA, NARAS



MICHAEL MERRIMAN

Director/Partner/Pecas Film Co., Inc.
 1111 16th Ave. S., #303, 37212
 Tel: **327-1400**
 Fax: 327-0431
 Key Contact: Bryan Bateman, Producer; Keene

Garrett, Executive Producer
 With company seven years. Directs music videos and commercials. Recent clients include Travis Tritt, Terri Clark, Trace Adkins, David Lee Murphy and Lisa Brokop. • ACM, CMA, NARAS



GLENN MIDDLEWORTH

VP, Creative Services/EMI Music Publishing
 35 Music Sq. E., 37203
 Tel: **742-8081**
 Fax: 726-2394

Oversees the creative staff of this publishing house. • CMA, NeA



SHAWN HEFLIN-MIDDLEWORTH

Director, Creative Services/Chrysalis Music Group
 1204 16th Ave. S., 37212
 Tel: **327-4797**
 Fax: 327-1903
 E-Mail/Web:
 chrysfish@aol.com
 Key Contact: Trisha Brantley,

Office Manager

Oversees the Nashville operations of this London-based company. Responsible for getting songs cut, signing writers and shopping artist deals.



JOHN LLOYD MILLER

Director/Co-Owner/The A.V. Squad
 5115 Victoria Cove
 Brentwood, TN 37027
 Tel: **661-4378**
 Fax: 661-4380
 E-Mail/Web:
 jmiller3av@aol.com

Key Contact: Selby Miller

Music video, television and commercial director Miller formed The A.V. Squad with partner Selby Miller in 1995. Has directed/produced over 250 projects for Vince Gill, George Strait, Garth Brooks, The Kentucky Headhunters, Travis Tritt, Patty Loveless, Marty Stuart and others. Seven-time CMA nominee, one CMA award, two ACM awards, 2 TNN awards and many others. • CMA, NARAS, NeA, ACM, Leadership Music '95 • Charter member, “Cecil B. and the Demilles”



NORMAN MILLER

President/Proper Management
 P.O. Box 23069, 37202
 Tel: **244-1002**
 Fax: 244-1012
 E-Mail/Web:
 jeff@propermgmt.com
 Key Contact: Glenda McNalley, Office Manager
 Miller founded the com-

pany in 1989 and produces the “Young Messiah” and “Hymns and Voices” tours. He also manages/co-manages Twila Paris, Phil Keaggy, Anointed, Sixpence None The Richer, Miss Angie, Crystal Lewis, Out Of The Grey and Avalon. • Executive Committee of Worldwide Leadership Council Inc., Jerusalem 3000 • Golf, tennis



W. MICHAEL MILOM

Partner/Chairman, Entertainment Group/Wyatt, Tarrant & Combs
 29 Music Sq. E., 37203
 Tel: **255-6161**
 Fax: 254-4490

Milom has earned a national reputation in matters of intellectual property and has more than 25 years experience as an entertainment attorney. His clients include Alabama, Chet Atkins, Tracy Byrd, Terri Clark, Diamond Rio, Emmylou Harris, Ricky Skaggs and Hank Williams, Jr. • Leadership Music, Leadership Nashville; Founding Director and former Chairman, Copyright Society of the South; Counsel to the Boards of the CMF and CRB; Adjunct Faculty, Vanderbilt Law School



MALCOLM MIMMS

Partner/Loeb & Loeb
 45 Music Sq. W., 37203
 Tel: **749-8300**
 Fax: 749-8308

A veteran entertainment attorney, Mimms joined the international law firm of Loeb & Loeb and established its Nashville office in 1994. His clients include Alan Jackson, Mary Chapin Carpenter, Trisha Yearwood, John Michael Montgomery, Wynonna, The Mavericks and others. • Secretary/Board member, Leadership Music; Counsel to NSAI; member, CMA



Recording
 24 trk studer analog
 32 trk mitsui digital
 remote production unit

Mastering

Art Direction

Packaging

Replication
 Compact Disc, Cassette,
 CD ROM and Video

Fulfillment

Internet Marketing

7118 PEACH COURT, BRENTWOOD, TN
 615.373.5223 615.371.5119
 800.927.9848 615.661.4538 fax
 www.chelseamusic.com
 email chelsea@chelseamusic.com



MAURICE MINER
 Director, Country Programming/
 MJJ Broadcasting
 1805 Hayes St., #105,
 37203
 Tel: **320-0707**
 Fax: 320-6035
 E-Mail/Web:
 mauricem@mji.com
 Key Contact: Lee Raffkin, VP,

Marketing (NY)

With MJJ four years, Miner recently relocated to Nashville from New York. He is charged with directing MJJ's country programming. • CMA • Classic movies



CHARLIE MONK
 President/Monk Family Music
 Group, Inc.
 P.O. Box 150768, 37215
 Tel: **292-6811**
 Fax: 292-7266
 E-Mail/Web:
 monkfamily@aol.com
 Key Contact: Brian Baughn,
 VP/GM

Monk has over 30 years experience in the industry, including stints in broadcasting, at ASCAP, CBS Songs, Opryland Music and Monk Family Music Group. Currently the host of a syndicated radio show, "Charlie Monk's Classic Country." Former President, AFTRA; former Vice President, GMA, NARAS and NSAI; Alumni Board, Leadership Music. • Board of Directors, CRB; member, CMA, ACM • Joke telling, hob-nobbing with the stars, golf



BOB MOODY
 VP, Country/McVay Media
 1345 Sidney Terrace
 Mt. Juliet, TN 37122
 Tel: **758-3250**
 Fax: 758-3253
 E-Mail/Web:
 bobmoody@prodigy.net
 Moody is a consultant to
 country radio stations.

Formerly a respected radio programmer with strong opinions and open ears. • CMA Strategic Evaluation Committee; NAB Programming Steering Committee • Baseball, War Between The States




KITTY MOON
 President/Scene Three, Inc.
 2600 Franklin Rd., 37204
 Tel: **345-3000**
 Fax: 345-3100
 E-Mail/Web:
 www.scene3.com
 Key Contact: Marc Ball,
 Chairman


With company 23 years, Moon coordinates its overall operation, but specializes in marketing and new product development. • Chair, Metro Tourism and Convention Commission; National Board, Leonard Bernstein Center for Education Through the Arts; Vice Chair, Nashville Sports Authority; Board of Directors, Baptist Hospital, CMA (past Chair & President), Junior League, Leadership Music (past President), Leadership Nashville, Metropolitan Convention Center Commission, NARAS, Nashville Area Chamber of Commerce, NationsBank, Rotary Club; Member NeA, NATAS, ACM • Movies, Vanderbilt football & basketball

you


DISCOVERED YOUR NEWEST ACT
 lip syncs.




FILMED THE VIDEO
 with the lens cap on.



found out the intern
 ERASED ALL THE MASTERS.



need a bank that
 MAKES YOUR LIFE EASIER.




Lisa Harless Ed Theis

TAILORED CLIENT SOLUTIONS ON MUSIC ROW.

Everyone needs something different from their bank. Especially in the music industry. That's why we have people like Ed and Lisa running our Music Row branch. They know the business. They specialize in banking relationships on the Row. They make doing business easier. And that should be music to your ears.

CALL US AT 748-2447 OR VISIT US AT 33 MUSIC SQUARE WEST, SUITE 102-A



about life. about you.

Member FDIC www.fanb.com © First American Corporation, 1998



PAUL MOORE
*Sr. VP/Co-Head of Operations/
 William Morris Agency*
 2100 West End Ave.,
 #1000, 37203
 Tel: **963-3000**
 Fax: 963-3091

Runs office jointly with Rick Shipp. Massive roster includes 4 Him, Brooks & Dunn, Diamond Rio, Mary Chapin Carpenter, The Oak Ridge Boys, Sandi Patty, Point of Grace, Hank Williams Jr. and Vince Gill.



TOM MORALES
President/TomKats, Inc.
 408 Broadway, 37203
 Tel: **256-9596**
 Fax: 256-5055
 E-Mail/Web:
 www.tomkats.com
 Key Contact: Annette McGraw, Assistant

Morales founded this catering and special events management company 11 years ago. TomKats is the exclusive caterer for Starwood Amphitheatre and has catered numerous Nashville events including the CMA Awards. Morales expanded the company five years ago by adding a concession division which produces "Dancin' In The District" and "Chet Atkins' Musician Days." • Tennessee Film Commission • History buff, coaches girls softball, canoeing, camping



STAN MORESS
President/Mores Nanas Entertainment
 1102 18th Ave. S., 37212
 Tel: **329-9945**
 Fax: 321-3457
 E-Mail/Web:
 mnenter@aol.com
 Key Contact: Doug Casmus, Sr. VP

Manages Donna Summer, K.T. Oslin, Mindy McCready, Ryan Reynolds, Smokin' Armadillos, Pam Tillis and others. Company also has offices in Los Angeles. • Board of Directors, CMA; Steering Committee, NAPM; member, ACM, NARAS, NATD • Motorcycles



DENNIS MORGAN
President/Little Shop of Morgansongs/Morgan Music Group
 1800 Grand Ave., 37212
 Tel: **321-9029**
 Fax: 321-3640
 Key Contact: Markham Brown, Professional Manager

A songwriter, Morgan has had hundreds of his songs recorded including "Smoky Mountain Rain,"

"I Was Country When Country Wasn't Cool" and "Roll On Mississippi." Also publishes hits including "I Swear" and "The Dance." • NARAS, NAIRD, NSAI, NSSEA, EDSA



DALE MORRIS
President/Dale Morris & Associates
 818 19th Ave. S., 37203
 Tel: **327-3400**
 Fax: 327-0312

Manages Alabama, Kenny Chesney and Louise Mandrell. • Boating, jogging, reading



ERIN MORRIS
Owner/The Press Office
 1229 17th Ave. S., 37212
 Tel: **320-5153**
 Fax: 320-5738

Key Contact: Norma Morris

This national publicity firm represents such acts as John Anderson, Cledus T. Judd, Martina McBride, Steve Wariner, Vince Gill, Grand Funk Railroad, Ralph Stanley, Ruby Lovett, St. Lucia Tourist Board and Shane Stockton. Morris was with RCA for 11 years and with "Billboard" for 2 1/2 years. The Press Office shares office space, and in some cases client responsibilities, with Alison Auerbach Public Relations. • Graduate of The Recording Workshop; Belmont University Alumni Advisory Board; CMA, ACM • Music, summers on Martha's Vineyard, reading mystery novels



JOE A. MOSCHEO, II
*VP/First Union Entertainment/
 Music Division*

1711 Broadway, 37203
 Tel: **251-9270**
 Fax: 254-9660
 E-Mail/Web:
 joe.moscheo@firstunion.com

For the past year-and-a-half, Moscheo has been charged with the bank's communication with the entertainment and music communities. • Board member, Leadership Music, NARAS, American Red Cross (Nashville Chapter), W.O. Smith Community School, Nashville Symphony Association; member, CMA, NSAI, Atlanta Songwriters Association • Tennis, golf, painting



JEFF MOSELEY
President/Benson Label Group
 365 Great Circle Rd.,
 37228

Tel: **742-6841**
 Fax: 742-6812
 E-Mail/Web: jmosley@providentmusicgroup.com
 Joined Benson March 1997. Labels include

Benson, Diadem, Tattoo, Verity and Cedarmont Kids. • GMA Board of Directors, CMTA • Golf

DENNY MOESMAN
Head of Promotion/Giant Records
 1514 South St., 37212

Tel: **256-3110**
 Fax: 256-9395
 Key Contact: Doug Johnson, President



MOON MULLINS
President/Moon Mullins Company
 9460 Ashford Pl.
 Brentwood, TN 37027
 Tel: **371-8821**
 Fax: 309-0613

E-Mail/Web:
 moonbub@juno.com

Mullins has become a top radio consultant and is president of First Track of Nashville, an entertainment research and promotion firm. • CMA • Reading, archaeology, Bible study, thinking



ROGER MURRAH
President/Murrah Music Corporation
 1109 16th Ave. S., 37212
 Tel: **329-4236**
 Fax: 329-4417

Murrah has served two terms as President of NSAI and President of ISF. He now oversees the day-to-day workings of his own thriving publishing company, which is celebrating its eighth anniversary and was "Billboard's" Independent Publisher of the Year (1992). • Former board member, CMA, NARAS; member, CMA, NSAI, BMI, AFTRA, Leadership Music



SUSAN NADLER
VP A&R/Asylum Records
 1906 Acklen Ave., 37212
 Tel: **292-7990**
 E-Mail/Web:
 snm369@aol.com

Former self-employed publicist Nadler launched her own management company three years ago and represented Lorrie Morgan and Greta Goines. She owns a music publishing company, Girls In The Hood, and has two published books, "Good Girls Gone Bad" and "The Butterfly Convention." Named head of A&R for Asylum this spring.



CHUCK NEESE
President/The New Company Song Group
 21 Music Sq. E., 37203
 Tel: **248-9629**
 Fax: 726-1353

Neese began one of Nashville's first publisher ventures with Warner Chappell a decade ago. • Board member, Copyright Society of the South; NSAI Pro Steering Committee; NARAS Awards Committee



SANDY NEESE
*Sr. VP, Media Relations/
 Mercury Nashville*
 66 Music Sq. W., 37203
 Tel: **320-1428**
 Fax: 327-4856
 E-Mail/Web:
 sneese@aol.com •
 www.polygram.com/
 mercury-nashville

Key Contact: Luke Lewis, President
 With label ten years. Neese directs the Media Relations Department. Formerly headed PR for MTM Music and before that was an entertainment

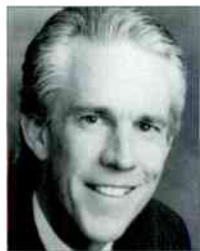
TARI LAES, *president*
 & CLAUDIA WELKER
@tandem! Spin Patrol
 615-313-7746 em: Tari Laes@aol.com

writer for "The Tennessean." • Member, CMA Publicity Committee, ACM, "Who's Who in American Entertainment," Leadership Music • Building miniature furniture, reading, gardening



SUSAN NILES
*National Publicity Director/
 Warner/Reprise Nashville*
 20 Music Sq. E., 37203
 Tel: **214-1500**
 Fax: 214-1545
 E-Mail/Web:
 sniles@wbr.com
 Key Contact: Eddie Reeves,
 Exec. VP/GM

With the label more than 13 years, Niles oversees media relations for Warner/Reprise artists.



JIM ED NORMAN
*President/Warner/Reprise
 Nashville*
 20 Music Sq. E., 37203
 Tel: **748-8000**
 Key Contact: Leann Barron,
 Assistant to the President

As a producer/arranger, Norman has worked with a variety of artists, including The Eagles, Linda Ronstadt, Anne Murray, Anita Cochran and Chris Cummings. • Founding President, Leadership Music; past President, W.O. Smith Nashville Community Music School; serves on many boards and has received numerous community service and industry awards.



JOZEF NUYENS
*Owner/President/
 Castle Music Group*
 1393 Old Hillsboro Rd.
 Franklin, TN 37069
 Tel: **791-0810**
 Fax: 791-1324

A performing member of his family group, which toured Europe, Africa and the U.S. throughout the '70s, Nuyens also toured with Vince Gill, Emmylou Harris, Bill Monroe and others. In 1983, established The Castle Studios, the first digital recording facility in the Southeast. He

also created Castle's Production Company, where he has developed and produced numerous rock, pop, R&B and country acts who have signed with major labels, including The Neville Brothers, BR5-49, Jason And The Scorchers and Stealin' Horses. He is a partner in The Ace of Clubs nightclub and is the founder and president of NAPRS. He has been included in the "National Who's Who of Executives in America" for several consecutive years. Nuyens has a new publishing joint venture with Warner Chappell called "Tower I," a division of Castle Publishing, Inc. • Board member, Leadership Music, Belmont College, SPARS; President, NAPRS • Travel, photography, meteorology, snow skiing, economics, politics, tropical plants, music

DANNY O'BRIEN
President/The Erv Woolsey Agency
 1000 18th Ave. S., 37212
 Tel: **329-2402**
 Fax: 327-4917
 Key Contact: Erv Woolsey, CEO
 Books George Strait.



KERRY P. O'NEIL
*Member/O'Neil Hagaman, A
 Professional L.L.C.*
 1025 16th Ave. S., #202,
 37212
 Tel: **320-5291**
 Fax: 320-5651
 Key Contact: Cheryl Harris,
 Mark Hendricks

Specializes in entertainment industry consulting and business management.



ROBERT K. OERMANN
Owner/R.K.O. Media Products
 P.O. Box 120893, 37212
 Tel: **228-5721**
 Fax: 262-6816

Dubbed "The Dean of Nashville's Music Journalists." Works in print, TV, radio and graphic arts. Seen on "Today's Country" on TNN. Writes weekly for "The Tennessean" and "Music Row." Author of five books, including the award-winning "Finding

Her Voice" (1994). Writer/producer of TV shows including "America's Music" (TBS, 1996), "Hello Darlin'" (TNN, 1997), "The Women of Country" (CBS, 1994). Lecturer, photographer, illustrator, librarian, historian. Honors include 1996 Nashville Music Award, 1994 ASCAP Deems Taylor Award, 1988 CMA Media Achievement Award. • Board, NARAS, NSF; member, CMA, NeA, GMA, Leadership Music • Old movie & music buff, antique music & toy collector, gardener



KAREN OERTLEY
VP/Billboard Music Group
 49 Music Sq. W., 37203
 Tel: **321-4250**
 Fax: 321-2382
 Key Contact: Julie Crider,
 Assistant

With this weekly publication since 1978. Publisher and Editor-in-Chief of "Amusement Business," Group Publisher of "Musician" magazine and contributor to other "Billboard" Music Group projects. Also oversees BPI's Talent and Touring/Boxscore Division. • Member, CMA, ACM, IAAM, IAAPA, Leadership Music



MICHAEL OMARTIAN
Producer
 P.O. Box 3608
 Brentwood, TN 37024
 Tel: **371-1254**
 Fax: 377-8522

Producer clients include Gary Chapman, Wayne Watson, 4 HIM, Larry Stewart and Donna Summer. • Golf, railroad buff

**ALL ENTRIES ARE CROSS-INDEXED
 BY JOB AFFILIATION.
 SEE PAGES 76-94**

Guess what great songwriting team is back together and writing new hits after sixteen years and 85 Top Ten songs...Jerry Foster and Bill Rice, that's who!!

Guess who's gonna be bringing these great songs to my friends in A&R, producers and artists all over Music City...me, Greg Hudik, that's who!!

Be seeing you soon, Greg

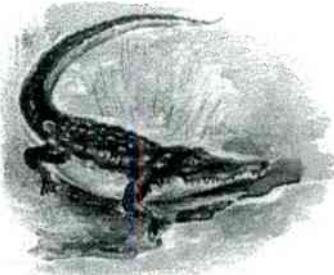
Congratulations On Your Recent Cuts; Joe Collins (Billy Ray Cyrus, Cledus T. Judd, John Michael Montgomery), Tom Damthier/Bill Luther (Donna Ulisse), Robert Jason (Donna Ulisse).



Independent Song Plugger

Greg Hudik's songwriter clients include: Jerry Foster, Earl Bud Lee, Joe Collins, Robert Jason, Ed Bergoff, Jerry Holthouser, Judy Rodman, Larry Shaw, County Q Music...

**Have You Heard A Hit Lately?
 (615) 353-2900**



**Rockin'
 Country
 Gator
 Publishing
 (BMI)**

Rosebud Records Proudly Presents an *IN CHARGE* Spotlight on Rosebud Records Recording Artists: Jesse Wilson, Tracey K. Houston & Brice Henderson



Jesse Wilson

Almost like a dream...

Jesse Wilson was born in California and raised in the heart of Memphis, TN. He had many influences such as Roy Orbison, The Beatles and none other than The King, Elvis Presley. Jesse began developing his own unique writing and playing style in a variety of clubs and honky-tonks on Beale Street and Overton circuit in and around Memphis. Jesse was signed to Rosebud Records in the fall of '96. Jesse said the first time he

ever attended Fan Fair in 1997 was unreal, almost like a dream because he was there meeting and greeting his own fans, Jesse says he can hardly wait for Fan Fair '98.

You can hear the Red Hot Results of Jesse's hard work on Jesse Wilson's *"Love Won't Let Me Let You Go"* CD album available on Rosebud Records. Jesse's first single *"Love Won't Let Me Let You Go"* was chosen to be the independent cut of the month on CDX, Volume 161, May 1997. You can find Jesse Wilson's latest single *"Here I Go Falling Again"* featured as the Independent Artist Of The Month on MACOUNTRY. *On Your Desk Now!*

The fuel to light the fire...

Tracey K. Houston made her stage debut at age nine and even at that early age she knew that she wanted to be a traditional country artist like her heroes Loretta Lynn & Jean Shepard.

Although Tracey K. Houston had already tasted some success with her first album released in Canada and Europe and her first single *"He's Not For Real"* reaching #12 in Europe in 1993, that was just the fuel to light the fire.

After 17 long hard years of trying to sell traditional country music, Tracey K. Houston came over 3,000 miles from Quesnel, British Columbia, Canada (via Calgary, Alberta) to land a recording contract with Rosebud Records in Nashville, TN. Tracey K. signed with Rosebud Records in June of 1997 and has been hotter than a pistol every since, Tracey K. made her first appearance at Fan Fair, June, 1997. Tracey K.'s first single *"Falling For You"* (title cut) was released on CDX, Volume 168B, August, 1997. *"Falling For You"* charted at #1 (Number ONE) on the independent charts. Tracey K. also made her first video also entitled *"Falling For You"*. The video received a tremendous amount of airplay on CMT Europe. Her second single *"I'm Tired Of Being Something (that means nothing to you)"* was featured as the Independent Artist Of The Month on the October MACOUNTRY, Volume XXVI I.

Tracey K. says one of the biggest thrills of her career was when she found out that Al Moir of *"Country Music People"* called from Great Britain and said he is writing an article on her for an upcoming issue. *Watch for it!*



Tracey K. Houston

If there are radios in Heaven...

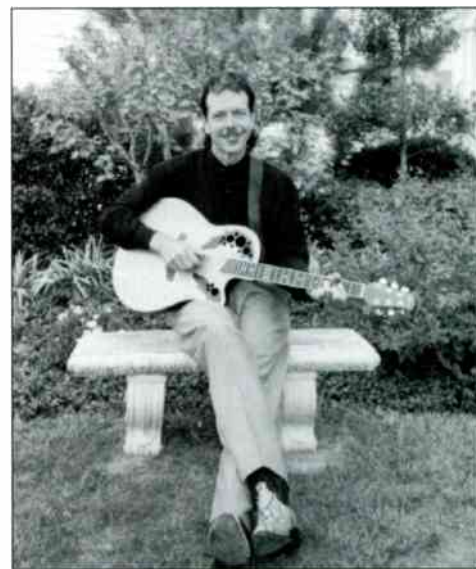
Brice Henderson was born and raised in Maryland (suburban Washington, D.C.). His Mother instilled a love for music from an early age "the radio was always on in the kitchen, either set to country (Mom), or late 50's, early 60's rock (sister Peggy). Brice said first he learned to play the radio, then guitar, about that time The Beatles came along. The Beatles changed things for a lot of us, I saw them having so much fun & getting so much attention. I was hooked. I thought this is my life! After playing in several high school bands and still managing to graduate, Brice moved to Fort Collins, Colorado. He became involved in the local club scene. Brice was very well received and worked steadily playing his music, most of the time. Nashville seemed like a logical extension of that popularity, so in 1977, Brice packed up a U-Haul truck and rolled into Music Row, towing his pickup truck behind him.

The first few years were tough for Brice (he admits he was very green). Finally BMI hooked Brice up with Scott Tutt in 1981 and things began to happen. His first

album on Union Station yielded 3 Billboard Top 100 singles. Brice was one of Billboard's Top Ten New Country Acts in 1983 (the same year his son Paul was born). Then came the mean lean years. Brice produced a Gospel album on himself in 1986. Brice spent the next few years watching & waiting for another music opportunity. That opportunity came with the formation of Rosebud Records. "The Rosebud people' and I go back to my early days in Nashville." Vera & Fate Vanderpool know country music and they understand me as an artist. This is a family kind of project. We're all pulling for each other's success. I wish my mom & dad were still alive to hear this album, they'd be so proud. If there are radios in Heaven, my mom is already calling stations, requesting songs from this album. Your opportunity is finally here with the release of *"Talk Of The Town"* by Brice Henderson on Rosebud Records.

You can pick up a copy of Jesse Wilson, Tracey K. Houston and Brice Henderson at Tower Records or BLOCKBUSTER Music.

You may contact any of these very talented



Brice Henderson

artists at:

Rosebud Records
1030 Villa Place
Nashville, TN 37212
(615) 242-1671



BARBARA ORBISON

Owner/President/Barbara Orbison Productions/Orbison Records/Orby Records/Still Working Music Group
1625 Broadway, 6th Floor, 37203
Tel: **242-4201**
Fax: 242-4202

Key Contact: Tanja Crouch, VP Marketing; Renée Thornton, Still Working Music Group
Owns and operates these four companies. • MusiCares, Coalition for the Homeless, CMA, NARAS, NSAI • Writing, painting, golf



JAY ORR

Music Writer/"The Tennessean"
1100 Broadway, 37203
Tel: **259-8220**
Fax: 259-8057
E-Mail/Web: jorr@tennessean.com
Key Contact: Frank Sutherland, Editor
Orr won the CMA's 1997

Media Achievement Award for his work at the "Nashville Banner." He was one of several columnists hired by "The Tennessean" after the afternoon paper's demise. Previously worked at the CMF and wrote for "Music Row." • NARAS, CMA, Leadership Music



MARC OSWALD

CEO/Avalon Entertainment Group
300 10th Ave. S., 37203
Tel: **742-9000**
Fax: 742-9170
E-Mail/Web: moswald@avalonent.com
Key Contact: Susan Tyree, Exec. Assistant

A 19 year industry veteran, Oswald oversees operations of Avalon Entertainment Group which has a formal joint venture with the Warner Group—Warner/Avalon. AEG is a full-service marketing, management, production and promotion company. Oswald produced the "largest one-day ticketed event in music history," the Fruit of the Loom All-Star Country Fest held in 1996 in Atlanta. • Board member, CMA



TOM OTERI

President/Co-Owner/OF Music, Inc.
204 Burgandy Hill Rd., 37211
Tel: **333-2872**
Fax: 327-9642
Key Contact: Peggy Bradley, Administration/Co-Management

This independent publishing operation was established 15 years ago with writer Rich Fagan. Catalog hits include "Sold" ("Billboard's" 1995 Country Single of the Year), "Be My Baby Tonight" and "I Miss You A Little" (John Michael Montgomery); Fagan also has two cuts on Cludus T. Judd's new album. Writer Chris Clark has five cuts and co-produced the Judd album. Oteri oversees all aspects of the operation. • CMA, NeA • Gourmet cooking, spoiling grandchildren



GARY OVERTON

Executive VP/GM/EMI Music Publishing
35 Music Sq. E., 37203
Tel: **742-8081**
Fax: 726-2394

With EMI since November, '95. Oversees day-to-day operations, including exploitation of copyrights, acquisition of catalogs, signing of writers and artist/writers, budgets, contracts and securing record deals. Formerly managed country superstar Alan Jackson, served as VP of Warner Chappell and as head of A&R for BNA Entertainment. • CMA, NARAS, ACM



JIM OWENS

President/Jim Owens & Associates, Inc.
1525 McGavock St., 37203
Tel: **256-7700**
Fax: 256-7779
E-Mail/Web: crookandchase.com
Veteran TV producer

Owens currently serves as Executive Producer for the daily talk/variety cable series for TNN "Crook & Chase," TNN's entertainment magazine programs "Today's Country" and "This Week In Country Music;" the "TNN Music City News Country Awards;" and specials for TNN and CBS. • NATAS, CMA, ACM



NICK PALLADINO

President/Scene Three Audio
2600 Franklin Rd., 37204
Tel: **345-3000**
Fax: 345-3100
E-Mail/Web: nick@scene3.com • www.scene3.com
Key Contact: Mason Cooper, Dir. Special Projects

Provides sound design for film, video and television projects; audio mixing and editing. Recent clients include TNN, RJ Reynolds, Atlantic, Department of Interior. • Golf, dirt bikes



DEBBIE GIBSON PALMER

Owner/St. Regis International, Ltd.
Tel: **818-783-6886**
Fax: 818-783-1472
E-Mail: stregisdgp@aol.com
Key Contact: Gaylene Aparicio

Has owned her radio promotion and marketing company for over 20 years. Clients include BNA, MCA, Decca, Sony (Epic and Columbia), Atlantic, Mercury, Step One, Starstruck, Image Management and each of the Curb Labels. • Film industry ("my husband's vocation"), golf



CHRIS PALMER

VP, Progressive Music/Warner/Reprise Nashville
20 Music Sq. E., 37203
Tel: **748-8000**
Fax: 214-1419
E-Mail: cpalmer@wbr.com
Key Contact: Jim Ed Norman, President
With company 14 years.

Signs, develops and markets all non-country music for Warner/Reprise's Nashville Division, including Take 6, Beth Neilsen Chapman and Bela Fleck and the Flecktones. • Leadership Music alumnus



LARRY PAREIGIS

VP National Promotion/Monument
34 Music Sq. W., 37203
Tel: **742-4321**
Fax: 742-5716
E-Mail/Web: Larry_Pareigis@sonymusic.com • www.music.sony.com/Nashville/

Key Contact: Allen Butler, President
Primary duties are the promotion and marketing of Monument artists to radio. • Leadership Music '96 alumnus • Reading, working out, computing, writing, painting

CHRIS PARKER

President/Creative Director/Whistler's Music, Inc.
1701 Church St., 37203
Tel: **320-1444**
Fax: 320-0750
E-Mail/Web: whistlers@earthlink.net • whistlersmusic.com

Key Contact: Joanie Matney, VP, Marketing
Produces and handles artist development for pop/rock acts and oversees operations, as well as writes and produces, commercial music for national clients. • AAF National Speaker, NAF • Hiking, skiing, home remodeling



SUE K. PATTON

President/CEO/New Clarion Music Group
P.O. Box 121081, 37212
Tel: **269-4746**
Fax: 269-4746
Key Contact: A. Farron McAdams, GM

With company for 14 years. Handles daily operations, demo production and writer development. • Copyright Society of the South, NMPA, NSAI, NARAS, ACM, CMA, NeA • Renovations, stonework, bicycle riding (touring), and writing (various formats)



CHIP PEAY

Personal Manager/Chip Peay Entertainment, Inc.
1101 17th Ave. S., 37212
Tel: **321-0111**
Fax: 321-2112
Key Contact: Ashley Berry, Assistant

Formed own company in September, 1995 to manage Alan Jackson. Peay managed Ricky Skaggs during his breakthrough period. • Leadership Music Finance Committee, CMA, ACM

TARI LAES, *president*
& CLAUDIA WELKER
@tandem!
We Do Spins
615-313-7746 em: Tari Laes@aol.com



RAY PENNINGTON

President/Step One Records
1300 Division St., 3rd Floor,
37203
Tel: **255-3009**
Fax: 255-6282

Established this successful independent label 14 years ago; produces much of its roster, including Gene

Watson, Western Flyer, Celinda Pink. • Lifetime member, CMA; member, BMI, ACM; Treasurer for ROPE • Golf, farming, fishing, raising cattle and horses



WARREN PETERSON

Owner/Javelina Recording Studio
P.O. Box 120662, 37212
Tel: **242-3493**
Fax: 777-3496

An engineer, publisher and producer. • Board member, NAPRS; Leadership Music alumnus

CSABA PETOCZ

Producer/Engineer

1219 16th Ave. S., 37212
Tel: **320-9394**

Fax: 320-0955

Key Contact: Mike Griffith, Production Assistant

Clients include John Michael Montgomery, Confederate Railroad, Burnin' Daylight, LeAnn Rimes and William Topley. • NARAS, MPGA, AES

JIM PITT

Talent Executive/"Late Night With Conan O'Brien"

2104 Natchez Trace, 37212

Tel: **292-4201**

Fax: 292-4836

Key Contact: Jeff Ross, Producer

Pitt has booked music for the NBC show for the past five years. Also coordinating producer of VH1's "Hard Rock Live." • Biking, Lionel trains, my kids



ANNE POPE

Executive Director/Film, Entertainment & Music Commission

320 6th Ave. N., 7th Floor,
37243

Tel: **741-3456**

Fax: 532-8715

E-Mail/Web:

apope@mail.state.tn.us

Key Contact: David Glasgow, Music & Media Coordinator

Promotes the interests of the music, film, video, television and interactive media industries. • CMA, NeA, TPAC Friends, NARAS, NATAS • Tennis, hiking, golf, movies



DAVID A. POWERS

President/MPL Film & Video

621 Maintream Dr., #260,
37228

Tel: **256-1675**

Fax: 256-0757

With company nine years. In charge of management and development of this post production facility.

Recent clients include Pecos Films, Think Pictures, Picture Vision and Capitol Nashville. • CMA, NARAS, ITVA, SMPTE • Photography, diving, horseback riding, travel, sailing, literature



FRANCES PRESTON

President/CEO/BMI

320 W. 57th St.
New York, NY 10019

Tel: **212-586-2000**

Fax: 212-246-2163

E-Mail/Web:

fpreston@bmi.com

Having been promoted to the top post of this performing rights organization in 1986, Preston is largely responsible for moving much of BMI's operation to Nashville, creating 500 industry jobs. Headquartered in New York, Preston is still actively involved in the Nashville music community and is one of four Lifetime Directors of the CMA. She is a 1998 recipient of the Grammy Trustees Award. The Frances Williams Preston Laboratory, which was founded in Nashville by the T.J. Martell Foundation, bears her name.

K.K. PROFFITT

Chief Audio Engineer/JamSync

1232 17th Ave S, 37212

Tel: **320-5050** Fax: 340-9559

E-Mail/Web: info@jamsync.com • www.jamsync.com

Key Contact: Joel Silverman, Marketing/Communications Director

Performs all audio engineering functions for this 5.1 Surround Sound newly designed facility which uses all THX specification equipment. Services include mixing, archiving, audio for video and sound design. • AES



ANASTASIA PRUITT

Partner/Artist Manager/Firststars Management; VP/Ark 21 Records Nashville

1211 16th Ave. S., 37212

Tel: **320-0706**

Fax: 320-3068

E-Mail/Web:

apruitt@ark21.com •

www.ark21.com, www.ark21.com/firststars

Key Contact: Miles Copeland, Partner; Brad Hills, Associate Manager

Director of Nashville operations of this management company, established in 1994, and Ark 21 Records, established late 1997. Both entities are co-owned by famed music entrepreneur Miles Copeland. Management clients include The Ranch, Sting, John Berry, Paul Carrack, Soraya, Belinda Carlisle and Paul Jefferson. Signed to Ark 21 are Waylon Jennings and Leon Russell. • Executive committee, NeA; member, CMA • Skiing, SCUBA diving, art collection and importation, horseback riding, racquetball and travel



DENNY PURCELL

President & Mastering

Engineer/Georgetown Masters

33 Music Sq. W., #108,
37203

Tel: **254-3233**

Fax: 254-3237

E-Mail/Web: gtown@

georgetownmasters.com

Purcell has been active in the recording business for 26 years, establishing Georgetown in 1986. He confers with producers, engineers and record companies to ensure that their records "sound great to the consumer." In 1998, Purcell's Georgetown Mastering received "Billboard's" mastering facility of the year award for having mastered songs that collectively spent 27 weeks at No. 1. • Leadership Music alumnus, AES, NARAS, HIP, NSBA, NTI Club, MPGA • Archaeology, anything outdoors



JACK PURCELL

VP Promotion/Giant Records & Reprise Nashville

20 Music Sq. E., 37203

Tel: **748-8000**

Fax: 214-1551

Key Contact: Bill Mayne, Sr.

VP/GM, Reprise Nashville;

Doug Johnson, President,

Giant Records

Began as intern with Warner/Reprise in 1985, started in promotion in 1987. Most recently was National Promotion Director for Giant/Reprise, promoting product to radio for both labels. • ACM, CMA • Woodworking, playing drums, music and my wife, not necessarily in that order.



PAT QUIGLEY

President/CEO/Capitol Nashville

3322 West End Ave., 11th
Floor, 37203

Tel: **269-2000**

Fax: 269-2034

Formerly with EMI-Capitol

Music Group in New York,

Quigley was named

President of Capitol Nashville

in November 1997, securing the release of Garth Brooks' previously withheld and long-awaited



- Project Development
- Publishers Demos
- Digital Editing
- ADAT Compatible

Located at Historic RCA Studios B and C

30 Music Sq. W., #150 • Nashville, TN 37203 • (615) 259-2346 • Fax (615) 259-7852 • www.studioc.com

Fred Bogert

Producer

Trout Fishing in America

My World

National Parenting Publications Gold Award

Vassar Clements

Little Big Band

David Amram

Southern Stories

Acme Jazz Movers

Reasonable Rates

"Sevens" CD. Quigley was the instigator of Brooks' Central Park show. He espouses artistic freedom for his roster and has a goal of growing country music's market share to 25%, in part by making the genre more "relevant" to the lives of upscale music fans through a sub-genre called "Town & Country."



DAN RAINES
President/Creative Trust, Inc.
 1910 Acklen Ave., 37212
 Tel: 297-5010
 Fax: 297-5020
 E-Mail/Web:
 creative_trust@netcentral.net

Oversees operation of this management company, which represents artists and producers. Current clients include artists Steven Curtis Chapman, Third Day, Carolyn Arends and Paul Brandt, plus producer Brown Bannister.



RUNDI REAM
Regional Director/Songwriters Guild of America
 1222 16th Ave. S., #25,
 37212
 Tel: 329-1782
 Fax: 329-2623
 E-Mail/Web:
 sganash@aol.com •
 www.songwriters.org

Key Contact: Stephen Tharp, Assistant
 With the organization since August, 1996. Oversees daily operations of the Nashville office; coordinates contract reviews, special events and the regional newsletter. • CMA, NARAS, Cystic Fibrosis "Stepping Out" committee • Sylvan Park Neighborhood Association Steering Committee



EDDIE REEVES
Executive VP/GM/Warner/Reprise Nashville
 20 Music Sq. E., 37203
 Tel: 214-1454
 Fax: 214-1543
 E-Mail/Web:
 ereeves@wbr.com •
 www.wbr.com/nashville/
 Key Contact: Jim Ed

Norman, President
 Oversees entire company operation. Reeves has a professional history that includes music publishing, personal management, songwriting, recording and producing. • Board member, CMA; Leadership Music alumnus • Astronomy



JIM REYLAND
President/Audio Productions
 1102 17th Ave. S., 37212
 Tel: 321-3612
 Fax: 321-5770
 E-Mail/Web:
 www.audioproductions.com
 Key Contact: 888-98-Audio

Oversees operation of this 13-year-old full-service audio production company that houses an all-digital, four studio complex, including the Fairlight mfx3 plus 24-track digital editing system. Produces and packages network radio programs for syndicators as well as producing commercial audio and custom music for corporate clients, ad agencies, radio, video and film. Recent clients include PBS, United Nations, BBC. • CMA • Basketball, golf, creative writing and dad stuff.

MAGIC TRACKS Inc.
RECORDING STUDIOS

Make **MAGIC** happen on your next project in quiet, comfort and privacy, five minutes from Nashville's Music Row.

STUDIO A
 SONY/MCI 24 Track Analog
 Tracking Room
 With Trident 80C
 Automated Console

STUDIO B
 SONY/MCI 24 Track Analog
 Overdub Room

Call Big Al for Information and Rates
 Phone (615) 292-5950 Fax (615) 292-9148
 nashrecclub@mindspring.com



SILENT SOUND STUDIOS



RUSS BERGER DESIGN GROUP INC
 4006
 BELTLINE
 SUITE 160
 DALLAS
 TEXAS
 75244
 972/661-5222
 FAX
 972/934-3935
 WWW.RBDG.COM

- RECORDING AND BROADCAST FACILITY DESIGN AND PLANNING
- ARCHITECTURE/INTERIORS FOR ACOUSTICAL SPACES
- NOISE AND VIBRATION CONTROL
- ROOM ACOUSTICS AND SOUND ISOLATION



ALLEN REYNOLDS
President, Allen Reynolds Productions; Owner, Jack's Tracks Recording Studio
 1308 16th Ave. S., 37212
 Tel: **385-2555**
 Fax: 385-2611
 Key Contact: Mark Miller, Engineer & GM; Mary Roberts, Secretary &

Assistant

Former songwriter who currently produces Garth Brooks and Ruby Lovett.



TANDY RICE
President/CEO/Top Billing International
 P.O. Box 121089, 37212
 Tel: **327-1133**
 Fax: 327-1199
 Key Contact: LeAnne Jones

Booking agent and manager who has worked under his own shingle for more

than 30 years. Currently guides the careers of humorists/speakers Jerry Clower and George "Goober" Lindsey. • Board member, Leadership Music; First VP, NATD; co-host, United Cerebral Palsy Telethon • Recently received his master's degree from Vanderbilt



TIM P. RILEY
President/Tri Entertainment/American Network Radio & TV/Tim Riley & Associates/American Network Music
 1102 17th Ave. S., #303, 37212
 Tel: **329-4200**
 Fax: 321-5058
 E-Mail: tra2anr@aol.com

Key Contact: Mike Post, VP

A 28-year music veteran, Riley formed this company in Memphis in 1969. Relocated to Nashville in 1983 and founded TRA which produces "Starliners," "Powerliners" and other live and pre-recorded specials including past projects for LeAnn Rimes, Garth Brooks, Alan Jackson and Tim McGraw. ANR&TV is a national and local markets media buying service that represents most Nashville labels. • NARAS, CMA, NeA, TENNFL • Marine biology; Imperial Potentate of the "Mystic Knights of the Sea"



WILBUR RIMES
CEO/LeAnn Rimes Entertainment
 6060 North Central Expressway, #816
 Dallas, TX 75206
 Tel: **214-360-0620**
 Fax: 214-360-9044
 Key Contact: Joyce Vordenbaum

Produces and co-manages

daughter LeAnn Rimes. • CMA • Cutting horses



BOBBY ROBERTS
CEO/The Bobby Roberts Company
 P.O. Box 3007
 Hendersonville, TN 37077
 Tel: **859-8899**
 Fax: 859-2200
 E-Mail/Web: info@bobbyroberts.com • www.bobbyroberts.com

Key Contact: Lance Roberts, CEO

Oversees staff of ten who book a roster of over 15 country artists worldwide, including John Anderson, Eddie Rabbitt, Waylon Jennings, Merle Haggard and many others. Also personal manager for John Anderson and Grand Funk Railroad. Recipient of the 1994 NATD Talent Director of the Year Award. • Board member, IEBA; member, CMA, IAFE, NACA, NATD, NeA, FCC, AOPA • FAA licensed pilot since 1978



MIKE ROBERTSON
Owner/Mike Robertson Management/Write Road Music
 P.O. Box 120073, 37212
 Tel: **329-4199**
 Fax: 329-3923
 E-Mail: mrrmm@aol.com

Has operated this management company for 16 years. Manages Wade

Hayes, Shannon Brown, Kris Tyler and The Nitty Gritty Dirt Band. • CMA, NeA, NAPM • Virtual water skiing, virtual snow skiing, metaphorical bungee jumping



KEN ROBOLD
Sr. VP, Finance & Administration/Mercury Nashville
 66 Music Sq. W., 37203
 Tel: **320-0110**
 Fax: 327-2327

Key Contact: Luke Lewis, President

With company seven years. Responsible for all

financial and administrative aspects of the label. • NeA, ACM, CMA • Cycling, golf



STEVE ROCHE
Principal/Electric Picture Co.
 2844 Logan St., 37211
 Tel: **781-8194**
 Fax: 781-9692
 E-Mail/Web: steve_roche@epc-tv.com • www.epc-tv.com

Key Contact: Andrew Huege, Rental Manager;

Laura Lamb, Recording Media Sales

Handles strategic planning for broadcast video rental company; also a Sony and Fuji tape dealer. Founded the company four years ago with partner

Greg Griffith. Clients include CBS, MTV, "ABC In Concert," Word, Asylum, Pecos Films, High Five Entertainment, Dick Clark, ESPN, The Collective, Playboy and Cinetel. • Mayor's Advisory Board, Nashville Film Commission • Playing with my kids, golf, Web page design, snow skiing, documentary watching, magazine reading, basketball

CHRIS ROGERS

Director/Owner/Honest Images

1812 24th Ave. S., 37212

Tel: **383-0967**

Fax: 383-0417

E-Mail/Web: honestrog@aol.com

Key Contact: Lori Wood, Creative Support

Exec. producer and director, creator of music videos for many country artists including LeAnn Rimes, Dixie Chicks, Deryl Dodd, Neal McCoy, The Kinleys, Jason Sellers. In Nashville since 1992, formerly with Pecos Films, started Honest Images in 1996. Has had videos played on CMT, VH1 & MTV. rogers has played an important role in imaging young artists and reestablishing and redefining images of acts like Neal McCoy. • ACM, CMA • raising my children, hiking, writing and photography

TOM ROLAND

Staff Writer/"The Tennessean"

1100 Broadway, 37203

Tel: **259-8000**

Fax: 259-8057

In this position over four years, Roland's background includes both radio and trade reporting. Author of "The Billboard Book of No. 1 Country Hits." • Swimming, baseball



JOHN ROSE

Sr. Executive, Sales & Marketing/DreamWorks Nashville

1516 16th Ave. S., 37212

Tel: **463-4600**

Fax: 463-4601

E-Mail/Web: jrose@dreamworkrec.com

Key Contact: James Stroud,

Principal Executive

With the label since its beginning in August 1997, Rose coordinates and directs all sales and marketing activities for this major upstart. Formerly held similar position at Capitol Nashville. Also worked with Western Merchandisers and MCA Nashville. • NARM Steering Committee; CMA, ACM member, SME of Nashville • Collecting vintage instruments, outdoors, reading; antiques, LP & CD collections



BETTY ROSEN

VP, Publishing & Film Music/Magnatone Entertainment

1604 17th Ave. S., 37212

Tel: **383-3600**

Fax: 383-0020

Rosen came to

Magnatone from Crossfire Entertainment. Oversees publishing company and

pitches masters for film and television. Also is President/Program Coordinator of Film Music Workshop, Inc. which she formed with Steven Gladstone in 1993 to program and organize educational workshops. (297-4646) • Glassblowing, mosaics

Pet Grooming & Boarding Spa du Chien

- All Breeds & Temperaments
- Certified Master Groomer & Master Trainer
- Indoor Climate Controlled Boarding
- Confidentiality Assured

**Open 7 Days - 7 a.m.-9 p.m.
262-2454**



DAVID ROSS
Publisher/Editor/Music Row Publications, Inc.
 1231 17th Ave. S., 37212
 Tel: **321-3617**
 Fax: 329-0852
 E-Mail/Web:
 news@musicrow.com •
 www.musicrow.com
 Key Contact: Chuck Aly,

Features Editor; Charlene Blevins, News Editor; Susana Ross, Administrator

Supervises, assigns, writes articles and coordinates production of the twice-monthly industry trade publication, "Music Row," which he founded in 1981; also founded "RowFax," a weekly song pitching/inside news fax publication in mid-1993. In 1996, created the "SongPower Index" chart, which focuses on the newest radio singles. Formerly singer, songwriter, arranger and performer for 10 years; attended Berklee College of Music. Graduate Wharton School, University of Pennsylvania. • Board of Directors, CMF; member, Leadership Music, CMA; Advisory Board, Leonard Bernstein Center for Education Through the Arts • Persian rug design, Tae Kwon Do, recumbent bicycling, Web surfing

LISA ROY

Owner/Studio A Consulting
 1219 16th Ave. S., 37212
 Tel: **320-9394** Fax: 320-0955
 E-Mail/Web: lisaroi@aol.com

Three-year-old company consults for equipment manufacturers, studios, producers, engineers. Writes monthly for "Pro Sound News" on the national music industry. • Executive Director, SPARS; Executive Director MPGA; member, CMA, AES, NARAS



RONNA RUBIN
Owner/Rubin Media
 1227 17th Ave. S., 37212
 Tel: **320-5000**
 Fax: 320-5551
 E-Mail/Web: rubinmedia@mindspring.com
 Established this full-service media company in 1992. Current clients include

Sawyer Brown, Pam Tillis, Wade Hayes, Mac McAnally, Maura O'Connell, Scott Emerick and Robert Lee. • NARAS, ACLU, NARAL • Room In The Inn, Talking Library



NANCY RUSSELL
President/FORCE
 1505 16th Ave. S., 37212
 Tel: **385-4646**
 Fax: 385-5840
 E-Mail: forceusa@aol.com
 Key Contact: Ivey Lindsey, Mike Sklarz, Renée Aly
 Russell established this publicity company in 1995.

Clients include Trisha Yearwood, Brooks & Dunn, Alan Jackson, Junior Brown, The Mavericks, Jack Ingram, Michael Peterson, Mike Ireland & Holler and Nashville River Stages. • NARAS, ACM, CMA

BARRY SANDERS

Manager/Dreamhire
 916 19th Ave. S., 37212
 Tel: **321-5544**
 Fax: 321-0579
 Key Contact: Jeff Altheide, Asst. Mgr.

The largest full service professional audio rental

company in the southeast. • Ex-officio board, NAPRS • Music, stunt kite flying, hang gliding



BOB SAPORITI
Sr. VP/GM/Warner Bros. Nashville
 20 Music Sq. E., 37203
 Tel: **748-8000**
 Fax: 214-1475
 Key Contact: Susan Niles, Director, National Publicity
 With label since 1985.
 Opened first international

marketing department for a major Nashville label at Warner Bros. and currently oversees domestic and international marketing. Formerly an independent promoter, singer, writer, guitar player and studio owner. Last year's recipient of the ACM's Jim Reeves Memorial Award for furthering international acceptance of country music. • CMA Board of Directors' International Advisor ; member, ACM, NARAS • Tennis, interactive gyrozoorbophile; avid snow village and globe collector



JIM SCHERER
VP, A&R/Arista Records
 7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9192
 Key Contact: Tim DuBois, President

With company since June, '95. Former six-year veteran and VP, Creative Services for Sony Tree. • CMA, ACM, GMA, NARAS • Parenting, photography

Lura Bainbridge Real Estate

29 Music Square East



LURA BAINBRIDGE and OILERS OWNER BUD ADAMS

"I may not sell you the stadium, but I sure can sell your property!"

Call 254-0708

Who Says You Can't Predict The Hits?

THE SONGPOWER INDEX

predicting new single success

THEY'RE LINING UP TO TESTIFY FOR SPI

In a world of projections, reflections and hype, the SPI gives a voice to the folks who consider it part of their job to listen to the music.

—Jay Morgan, WJCL-FM Savannah, GA

It's a useful first look at how the new releases stack up at radio. Because SPI reporters have to hear the records to give a Passion score, it's an additional way for us to get our songs really listened to by radio.

—Larry Hughes, VP of Promotion Mercury Nashville

We were fortunate enough to be put on the panel in the spring and I love it. Many times it's my only communication with the labels, and it's how I know how to gauge the marketplace.

—Bob Waters, WHYL-FM Carlisle, PA

SPI lends a voice to markets large and small, and shows that a one-size-fits-all mentality is self-defeating for country music.

—Mike Hays, WJMA Orange, VA

I already know where the records are added. [SPI] gives me a better understanding of what radio's "initial feel" is for a record. Not being on the front line, this information combined with the programmer comments keeps me better informed. Plus, I get to see Gregg Swedberg's name in print.

—Mike Dungan, Senior VP/GM Arista Records

I read it! I like it! I sleep with it! Honest comments from some pretty cool people, keep it coming.

—Mike Kennedy, KBEQ-FM Kansas City, MO

THE SONGPOWER INDEX

predicting new single success

PAGE 1 OF 2

SPI	THIS WEEK	LAST WEEK	ARTIST/TITLE/LABEL (# of reports)	ADD FACTOR	PASSION
9.33	*		GARTH BROOKS/She's Gonna Make It/Capitol (45)	4.93	4.40
8.51	*		TRISHA YEARWOOD/Perfect Love/MCA (45)	4.44	4.07
7.98		7.14	JO DEE MESSINA/Bye Bye/Curb (40)	4.18	3.80
7.90	*		ALAN JACKSON/House With No Curtains/Arista (43)	4.09	3.81
7.78	*		TRACE ADKINS/Lonely Won't Leave Me Alone/Capitol (35)	3.89	3.89
7.57	*		SONS OF THE DESERT/Leaving October/Epic (44)	3.89	3.68
7.19	*		LONESTAR/Say When/BNA (42)	3.76	3.43
7.19	*		MARTINA MCBRIDE/Valentine/RCA (33)	3.61	3.58
6.89	6.94		JOHN ANDERSON/Takin' The Country Back/Mercury (45)	3.56	3.33
6.64	*		RHETT AKINS/Better Than It Used To Be/Decca (39)	3.26	3.38
6.17	6.07		PAUL BRANDT/What's Come Over You/Reprise (41)	3.32	2.85
5.95	6.04		JEFF CARSON/Cheatin' On Her Heart/MCG/Curb (40)	3.05	2.90
5.70	*		SHERRIE AUSTIN/Put Your Heart Into It/Arista (34)	2.79	2.91
4.35	*		BILL ENGVALL/It's Hard To Be A Parent/WB (38)	2.11	2.24

SPI = Add Factor - Passion. Songs ranked by SPI number. Ties ranked according to highest Add Factor. See methodology on page 2.

REALITY CHECK

We're kicking off a new year for *The SongPower Index* (SPI) with new readers and a fresh round of research confirming this sheet's hit-picking powers. For those of you who have just joined us, welcome. If you are searching for information about SPI methodology, or would like a look at the new research numbers, see page 2. Also, an in-depth explanation of how SPI works and a closer look at the research will appear in the February 8 issue of *Music Row*.

Garth Brooks christens the inaugural chart of '98 with the sixth 9+ song in SPI's history. "She's Gonna Make It" leads a chart full of new songs, with only four cuts returning from the last chart of '97. Trisha Yearwood, Alan Jackson, Lonestar, and Martina McBride all earned bound scores. In the returning song of note, Jo Dee Messina secured Highest Gainer status and propelling her to the third-highest score of the week.

Our on-going quest to tap the psyche of the nation's radio programmers hit pay dirt this week as SPI received a flood of comments from our panel. "The stars get starier and the new faces get to wait another week or more for re-consideration," says WBCT's Doug Montgomery as his English teacher rolls over in the grave. "Will this be the year of truth for a lot of our starter acts? Are there enough hit songs in Nashville to support newbies who don't write their own?"

Kevin Mason at WJMX says...

METHODOLOGY/RESEARCH

The SPI number shows a new single's strength, as perceived by radio programmers, on a 2 to 10 scale. Our panelists rate each song up to five points for Add Factor (5=add), and up to five points for passion. Those scores are combined and averaged to compute the SPI score. The correlation between peak SPI number and ultimate chart success is shown below:

SPI PEAK	BILLBOARD SINGLES CHART REACH			
	Top 40	Top 20	Top 10	Top 5
8.5+	100%	96.6%	89.7%	75.9%
8—8.4	100%	90.9%	78.8%	60.6%
7.5—7.9	84.2%	52.6%	38.6%	31.6%
7—7.4	38.8%	14.3%	10.2%	6.1%
6.5—6.9	18.6%	2.3%	2.3%	2.3%

(Research sample 245 songs through 1/2/98)

9+ SPI songs with their Billboard peak: Tim McGraw, 9.34 "Everywhere" (No. 1); 9.14 "It's Your Love" (No. 1); George Strait, 9.18 "One Night At A Time" (No. 1); Alan Jackson, 9.00 "Everything I Love" (No. 9).

Jeff

WIVK, KSOP, WMTZ, KTTS, WJCL, WFMB, KJUG, WNOE and I

© 1998 Music Row Publications

MUSICROW

NASHVILLE'S MUSIC INDUSTRY PUBLICATION

P.O. Box 158542 • Nashville, TN 37215
615-321-3617 • Fax 615-329-0852 • news@musicrow.com

Recently completed research underscores the correlation between a song's SPI number and chances for future chart success.



AL SCHILTZ
Owner/AS is Management
 1225 16th Ave. S. #B,
 37212
 Tel: **320-9891**
 Fax: 320-9541
 E-Mail/Web: pastmaster@
 asismanagement.com •
 www.asismanagement.com
 Key Contact: Chris Keller,

Associate Manager

Started this company in August, 1996. Manages Billy Ray Cyrus, Wade Kimes and Teresa Farris. • CMA, NAPM • Golf, sailing and Harley riding



JESSIE SCHMIDT
President/Schmidt Relations
 411 Newberry Ct.
 Goodlettsville, TN 37072
 Tel: **851-3878**
 Fax: 851-4878
 E-Mail: schmidtrel@aol.com

Formerly with Starstruck, Schmidt recently opened her own publicity firm which represents Tim McGraw, Joe Diffie, Rhett Akins and DreamWorks Nashville. • CMA publicity committee



LESLIE SALZILLO-SCHMIDT
President/To The Moon Music Company

P.O. Box 41643, 37204
 Tel: **251-3205**
 Fax: 292-8187
 E-Mail/Web: ToTheMoon@
 juno.com • www.songnet.com/
 tothemoon/

Established company nine years ago. Salzillo-Schmidt has secured more than 300 covers including Bonnie Raitt, Faith Hill, Wynonna, The Neville Brothers, Keith Whitley and George Jones. • CMA, NeA, NICL, CAPT, NEM, Nashville Film Festival • Daughter Alina, gardening, travel, children's charities



BRAD SCHMITT
Celebrity News Columnist/
"The Tennessean"

1100 Broadway, 37203
 Tel: **259-8073**
 Fax: 259-8057
 E-Mail/Web:
 brad@tennessean.com
 Key Contact: Pat Embry
 Schmitt's page three

"Brad About You" celebrity gossip feature is arguably the most-read column in Nashville's daily paper. • NATAS • Drinking with Jay Orr



STAN SCHNEIDER
CEO/GC Management

1114 17th Ave. S., #102,
 37212
 Tel: **329-9886**
 Fax: 329-0423
 E-Mail: gcmgt@aol.com,
 gcmgt@aol.com

Key Contact: Nashville: Stephanie L. Green, Dir. Advertising, Publicity, Finance & Operations; LA: Kami Benway, 310-552-0960

With the company 35 years, Schneider is CEO & CFO for all Glen Campbell entities, has managed Campbell for 30 years, and now co-manages Bryan White and Ruby Lovett with Marty Gamblin. • Serves on Board of Directors for all Gene Autry entities, member of ACM, CMA, NARAS • Sparts



STEVE SCHNUR
VP, A&R/Artist Development/
Arista Austin

7 Music Circle N., 37203
 Tel: **780-9100**
 Fax: 780-9143
 E-Mail/Web:
 steve.schnur@bmge.com
 Key Contact: Tim DuBois,
 President

With Arista since 1993. Responsible for A&R; oversees marketing and promotion for Arista Austin. • NARAS, ACM, CMA; NeA Board • Running, mountain biking, skiing



CARSON SCHREIBER
Sr. VP, Promotion and Product
Development/Lyric Street
Records

824 19th Ave. S., 37203
 Tel: **963-4848**
 Fax: 963-4862
 E-Mail: Carson_Schreiber@
 studio.disney.com

Key Contact: Randy Goodman, President

With label since September, 1997. Oversees and develops strategy and plans for promotion and marketing. • ACM, CMA, NARAS • Sports—golf, baseball, basketball & tennis



THOM SCHUYLER
Sr. VP, A&R/RCA Label Group

1 Music Circle N., 37203
 Tel: **313-4300**
 Fax: 313-4303
 E-Mail/Web:
 Thom.Schuyler@bmge.com •
 www.twangthis.com
 Key Contact: Joe Galante,
 Chairman

With label six years. Oversees A&R for both RCA and BNA Records. This much-awarded songwriter penned the classics "16th Avenue," "My Old Yellow Car," "Years After You" and others. • Board member, CMA, NSF, CMF, Leadership Music; member, NSAI, Copyright Society of the South



RANDY SCRUGGS
Artist/Co-Owner/McLachlan-
Scruggs International

2821 Bransford Ave.,
 37204
 Tel: **292-0099**
 Fax: 385-4013
 Key Contact: D.J.
 McLachlan, Partner (N.Y.)
 914-634-4443)


Professional producer, writer, musician and artist. Served as musical producer on the recent "Red, Hot + Country" benefit LP and live concert and the "Keith Whitley Tribute Album." Won CMA Producer of the Year honors in 1989 for his work on "Will The Circle Be Unbroken, Vol. II" and once again in 1995 for his work on the Alison Krauss & Union Station recording of "When You Say Nothing At All." Scruggs won a Grammy for his solo instrumental performance of "Amazing Grace" in 1989, and was voted a Top Instrumental Guitarist by "Guitar Player Magazine." Inducted into Starwalk in 1997 and will release his own album on Reprise this year. Past and current production credits include Sawyer Brown, Steve Wariner, Iris Dement, Russ Taff, Waylon Jennings, Earl Thomas Conley, Cactus Brothers, Earl Scruggs and others. Has had over 100 major label cuts including six number ones and performed for a decade with the Earl Scruggs Revue. • Trustee, NARAS; member, CMA, NSAI, NeA, AFM, BMI, AFTRA

JOSH VOGEL
 songs of experience



exclusively with
LAURELWOOD
 ENTERTAINMENT, LLC

707 18th Avenue South
 Nashville, TN 37203
 (615) 329-9787
 Fax (615) 320-7465



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

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

KIM WOOD-SANDUSKY

VOCAL COACH

Vocal Technique For Singing
 An Associate of Seth Riggs

Kim's credits include
artists with:
 Arista, Capitol, Virgin,
 London, Epic, Word, and
 Myrrh Records



(615) 327-2523



JUDY G. SEALE

Executive VP/Refugee Management Int'l.
209 10th Ave. S., #347,
37203
Tel: 256-6615
Fax: 256-6717
E-Mail/Web:
jsrefugee@aol.com
Key Contact: Stuart H. Dill,

President

With company since December, 1990. Handles career management for Jo Dee Messina, River Road, Rick Orozco and Meritxell, as well as the business affairs of the late Minnie Pearl. A former Jim Halsey Company Executive VP, she also coordinates international tours, including Japan's only country music festival, which she has put on for the past ten years. • CMA International Committee • Jogging, exercise, USO Tours



ED SEAY

Independent Producer/Recording Engineer/Publisher
622 Hamilton Ave., 37203
Tel: 256-0311

Produces Sherrié Austin, Monty Holmes and Springer. Engineering clients include Suzy Bogguss, Kevin Sharp, John Berry, Daryle

Singletary, Ty Herndon and The Wilkinsons. • Board of Governors, NARAS; member, ASCAP, AFM, CMA, AFTRA, Leadership Music alumnus



MICHAEL N. SEBASTIAN

VP, Music Publishing/Starstruck Writers Group
40 Music Sq. W., 37203
Tel: 259-5300
Fax: 259-5307
Key Contact: Cliff Williamson, COO

Oversees operations for 18 staff writers, develops and signs new writer talent, and works with foreign publishers, film and television departments to exploit copyrights. • Golf, fly fishing, canoeing, listening to new music



MIKE SHALETT

COO/SoundScan
220 N. Central Park Ave.
Hartsdale, NY 10530
Tel: 914-328-9100
Fax: 914-328-0234
Key Contact: Larry Solters,
Scoop Marketing Public
Relations, L.A.

With company nine years. SoundScan's point-of-sale tracking technology is the basis for "Billboard's" Album Sales charts. It has revolutionized marketing methods industry-wide. • Running, biking, collecting wine



NANCY SHAPIRO

Sr. Executive Director, Nashville Operations/NARAS
1904 Wedgewood Ave.,
37212
Tel: 327-8030
Fax: 321-3101
E-Mail/Web:
nashville@grammy.com •
www.grammy.com

Key Contact: Michael Greene, President/CEO

With organization 13 years, formerly as Executive Director. Oversees chapter operations and the MusicCares division. • Board member, Nashville Visitor and Convention Bureau, Tennessee Film, Music & Entertainment Commission, CMA, W.O. Smith Community Music School



JIM SHARP

Owner/Publisher/"American Songwriter"/Jim Sharp Management
121 17th Ave. S., 37203
Tel: 244-6065
Fax: 256-6858
E-Mail/Web: asongmag@aol.com • www.aol.com/asongmag.html

With "American Songwriter" 12 years; has had management company for four years. Formerly headed the Nashville office of "CashBox" and worked at CBS and Monument Records. Handles Blake Shelton. • ACM, CMA, NSAI • Collecting records (for 36 years)

JIM SHEA

Director, Producer, Co-owner/Planet Nashville
1315 16th Ave. S., 37212
Tel: 386-9909
Fax: 386-9910

Key Contact: Gaye Jeffers

Shea directed videos for John Anderson, John Prine, John Michael Montgomery, Vince Gill and Big House, to name a few. He often acts as Director of Photography on his video projects and is an awarded still photographer, as well.



HAROLD SHEDD

Co-owner, Music Mill Recording Studios, Millhouse/Sheddhouse Publishing Companies/Owner/President, Tyneville Records
1710 Roy Acuff Pl., 37203
Tel: 254-5925
Fax: 244-5928

Key Contact: Joyce Triplett

Shedd distinguished himself as the independent producer of Glen Campbell, Mel Tillis, Alabama and K.T. Oslin. During his nine years at PolyGram, he signed to the Mercury roster and/or produced The Kentucky Headhunters, Toby Keith, Billy Ray Cyrus, Sammy Kershaw and Shania Twain. • CMA, ACM, NARAS, NSAI, Georgia Music Hall of Fame • Boating, golf



RICK SHIPP

Sr. VP/Co-Head of Operations/William Morris Agency
2100 West End Ave.,
#1000, 37203
Tel: 963-3000
Fax: 963-3090
E-Mail/Web:
rshipp@wma.com

Runs the Nashville office of this influential booking agency with Paul Moore. Massive roster includes Brooks & Dunn, Diamond Rio, Mary Chapin Carpenter, Hank Williams, Jr., Vince Gill, Bryan White, Patty Loveless, Pam Tillis and many, many others. • Board of Directors, CMA • Golf

LISA SHIVELY

President/The Press Network, Inc.
1018 17th Ave. S., #1, 37212
Tel: 322-5445

Fax: 322-1293

E-Mail/Web: lisa@pressnetwork.com •
www.pressnetwork.com

Has had PR firm for 13 years. Current clients include Dead Reckoning, Chris Knight, The Derailers, Dave Olney and Jim Lauderdale. • Hiking, gardening



EVELYN SHRIVER

President/Asylum Records
1906 Acklen Ave., 37212
Tel: 292-7990

Key Contact: Mindy Harrison, Assistant

Had her own publicity firm for 13 years. Shriver was appointed the first woman president of a major

Nashville label this spring. Formerly Executive VP/GM for Lippin & Grant/New York and Senior Associate at Stone Associates and Rogers & Cowan. • Board member, EAR Foundation; member, Leadership Music



SCOTT F. SIMAN

President/rpm management
209 10th Ave. S., #229,
37203

Tel: 256-1980

Fax: 256-1134

E-Mail/Web:

ssiman@rpmweb.com

Key Contact: Mark Hurt, VP

Siman has managed Tim

McGraw since early 1997, after serving as Sr. VP of Sony Music Nashville. He spent 14 years as a partner in the entertainment law firm of Benson & Siman. Other clients include Shana Petrone, Judson Spence & Jessica Andrews. • President, ACM; Board member, CMF • Golf, Journalism; VP Fund raising, Cystic Fibrosis Foundation



RAMONA E. SIMMONS

President/Global Eyes Entertainment, Inc.

P.O. Box 270033, 37227

Tel: 883-6334

Fax: 883-8656

E-Mail/Web:

globaleyes@mindspring.com

Owens and operates international marketing and consulting firm specializing in artists' packaging and imaging for international and domestic release; touring; music licensing and publishing. Responsible for securing releases and coordinating marketing and promotion campaigns for Arista Nashville. • CMA, ACM, SOURCE, Leadership Music • Gardening



VAN SIMMONS

Sr. VP/NotionsBank

1013 16th Ave. S., 37212

Tel: 291-2864

Fax: 329-9146

E-Mail/Web:

vansim@aol.com •

www.nationsbank.com

Key Contact: John Stein, Sr. VP

Has been with the company for 18 years; three

years in music industry focus. • Steering Committee, Nashville Music Awards; Partnership 2000 Music Industry Task Force; Nashville Film Commission, Chair Strategic Planning Committee; Event Chairman, T.J. Martell Foundation; member, various committee involvement with NARAS, NeA, NSAI, CMA • Refinishing furniture, reading, net surfing, skiing, kid time



RUSS SIMONS
GM/Nashville Arena
 501 Broadway, 37203
 Tel: **770-2002**
 Fax: 770-2010
 E-Mail/Web:
 rsimons@nashvillearena.com

MIKE SIRLS

President/Mike Sirls Promotions
 1106 16th Ave. S., 37212
 Tel: **244-7255**
 Fax: 244-7520

Has owned this company for five years; provides full service record promotion at "Billboard" and "R&R" reporting stations. Previously with Warner Bros. and RCA Records; has over 22 years of promotion experience. • Boating, cycling



DAVID SKEPNER
President/The Buckskin Company
 PO Box 158488, 37215
 Tel: **383-6503**
 Fax: 383-8977

Has had management company 26 years. Manages Terry McMillan, Wylie & The Wild West Show and Shinola. Formerly managed Loretta Lynn and Riders In The Sky. • Past Chairman, Tennessee Film, Entertainment & Music Commission; board member, USO; faculty member, Belmont University; member, ACM, CMA, NARAS, NeA • Golf, tennis, flying



JOHNNY SLATE
President/CEO/Affiliated Publishers, Inc. & IMAGE Management Group

1009 16th Ave. S., 37212
 Tel: **327-9050**
 Fax: 327-9027
 E-Mail/Web: apiimage@nash.mindspring.com
 Key Contact: Danny Morrison and Janet W. Slate, VPs

With company ten years. Oversees daily operations of API's staff writers and IMAGE Management, which represents Liz Byler, Sons Of The Desert, Ron Williams. Currently produces Sons Of The Desert, Williams & Byler. • CMA, ACM, NARAS, NMPA • Avid golfer, boating



JON SMALL
Director/Founder/Producer/Picture Vision

209 10th Ave. S., #425, 37203
 Tel: **244-2060**
 Fax: 244-2065
 E-Mail/Web:
 rockonjs@aol.com
 Key Contact: Andreina

"Andi" Varagona, Director of Sales

Has had company 19 years. Directs and produces event-oriented television specials, music videos, feature films and commercials. • Golf, riding Harley's



ANGIE JENKINS SMITH

VP, Publicity/MCA Nashville
 60 Music Sq. E., 37203
 Tel: **244-8944**
 Fax: 880-7440
 E-Mail/Web:
 angee.smith@unistudios.com

This veteran entertainment publicist has been with MCA since early 1998. She previously worked for five years as MCA LA's pop publicity VP, and for the past three years was Executive VP of Linda Dozoretz Communications, a PR firm with clientele including Burt Bacharach, Tiger Woods & Monica Seles. Oversees all publicity and video operations.



GARY SMITH

Executive VP/"Pollstar"
 4697 W. Jacquelyn Ave.
 Fresno, CA 93722
 Tel: **209-271-7900**
 Fax: 209-271-7979

Started this touring/booking trade publication 17 years ago. Responsible for project development, expansion and marketing. • Sports, photography



HAZEL SMITH

Journalist
 130 Port Dr.
 Madison, TN 37115
 Tel: **865-0978**
 Fax: 860-9140

The matriarch of country music journalism, Smith writes for "Country Music," "Nashville Life" and is heard weekly on WFMS, Indianapolis with her radio show, "Hazel's Hotline." She is also a music consultant • CMA • In spite of my heart attack, I still chase young men, but sometimes forget why. I'm also in like with David Ross and Bob O.



LARRY SMITH

Sr. Director, "Performance" magazine; President, Anvil Productions; CEO, "Session Guide" magazine
 50 Music Sq. W., #203, 37203
 Tel: **327-2713**
 Fax: 327-2707
 Key Contact: Dick McVey

Supervises talent, international, transportation, accommodations and special projects divisions for "Performance" magazine. Anvil Productions is a consultancy business for managers, promoters, corporate sponsors and talent. Currently managing the Steven McNally project and several classic rock and country projects. "Session Guide" is an annual directory for session players, producers, studios and engineers in Nashville, New York, Los Angeles, London and Canada. Smith previously produced the TV series "Backstage." • NAPRS, NATD, AFM, IEBA, ILMC, CMA • SCUBA diving, boating



TERRY SMITH

President/CEO/Copyright Management, Inc.
 1102 17th Ave. S., #400, 37212
 Tel: **327-1517**
 Fax: 321-0652
 E-Mail/Web:
 cmi@copyright.net • www.copyright.net

Key Contact: Cynthia Ratliff, VP/Operations Manager

Smith specializes in copyright administration and is an expert in the licensing and royalty collection of copyrights. Has overseen the company's worldwide operations from its corporate office in Nashville and regional office in Los Angeles for 15 years. • Delegate, United States Copyright Coalition; member, CMA, Copyright Society of the USA



ROBERT SOLOMON

President/Woodland Studios
 1011 Woodland St., 37206
 Tel: **262-2222**
 Fax: 262-5800
 Web: www.citysearch.com/nas/woodlandstudios
 Key Contact: Missy Smith, Studio Manager

With company eight years; primarily responsible for engineering and production. Client list includes producers Tommy Sims, Emory Gordy, Jr., Darrell Brown, Peter Collins; artist clients include Neville Brothers, Collin Raye, Tonic, George Jones, Patty Loveless, Bryan White and The Fixx. • Board of Directors, NAPRS; member CMA, NeA • Making coffee, gardening



ROGER SOVINE

VP/BMI
 10 Music Sq. E., 37203
 Tel: **401-2770**
 Fax: 401-2707
 Key Contact: Del Bryant, Sr. VP; Frances Preston, CEO
 With BMI 13 years. In charge of BMI's writer/publisher relations in Nashville.

He is the son of country music great Red Sovine. • Board member, CMA, W.O. Smith Community Music School, Copyright Society of the South, Leadership Music; National Trustee/TV committee, NARAS; Trustee, CMF; charter organizer and lifetime member, NeA



CLARENCE SPALDING

VP/Titley Spalding & Associates
 900 Division St., 37203
 Tel: **255-1326**
 Fax: 254-4267
 Key Contact: Bob Titley, President

With company five years. Firm handles Brooks & Dunn, Kathy Mattea and Chely Wright. Former VP at Mores, Nanas, Shea. • Board of Directors, ACM • Reading, golf



RICHARD M. SPEER
Vice Chairman/Speer Communications, Ltd.
 3201 Dickerson Pike, 37207
 Tel: **650-6000**
 Fax: 650-6273
 E-Mail/Web:
 rms@speerc.com
 Key Contact: Faye Rhomberg

Opened doors to this multi-media communication company in June, 1995. Develops strategic direction and oversees new business operations of five divisions including PVS*Speer International (Nashville, Washington and Atlanta facilities), MOR Music Entertainment, Speer WorldWide Digital Transmission & Vaulting and Speer Virtual Media. • Board of Directors, Nashville Symphony, Nashville Zoo • Fishing, racquetball



NEAL SPIELBERG
VP, Sales/Warner/Reprise Nashville
 20 Music Sq. E., 37203
 Tel: **748-8000**
 Fax: 214-1486
 Key Contact: Jim Ed Norman, President

With company 12 years. Handles sales and merchandising for all Warner/Reprise Nashville artists and acts as a liaison between the label and WEA, its distribution company. • Board member, ACM; Leadership Music alumnus

LOU SPOLTRE

GM/Principal/Ingram/LeBrun Music, Inc.
 1201 16th Ave. S., 37212
 Tel: **320-7707**
 Fax: 329-2569
 E-Mail/Web: lspoltre@midn.campus.mci.net
 Key Contact: Susan Welchly, Publishing Manager
 With Ingram four years, Spoltore oversees all operations and development. • Diamond expert



KEITH STEGALL
Sr. VP, A&R/Mercury Nashville
 66 Music Sq. W., 37203
 Tel: **320-0110**
 Fax: 320-9442
 E-Mail/Web:
 www.songnet.com/stegall/
 Key Contact: Carson Chamberlain, Sr. Director of A&R; Alan Kates, Manager

With company over four years. Recording artist, songwriter ("Don't Rock The Jukebox," "Dallas," "We're In This Love Together") and producer of Alan Jackson, Sammy Kershaw, John Anderson, Neal Coty and Terri Clark.

BURT STEIN

Partner/Gold Mountain Entertainment
 1514 South St., #100, 37212
 Tel: **255-9000**
 Fax: 255-9001
 E-Mail/Web: gme.nashville@mindspring.com
 Key Contact: Tammy Wise, Assistant Manager
 Manages Nanci Griffith, Rodney Crowell, Ronnie Milsap, Brady Seals, Steve Azar & The Crickets.



RAY STEVENS
Owner/Ray Stevens Music, Clyde Records, Ahab Music, Grand Avenue Music
 1707 Grand Ave., 37212
 Tel: **327-4629**
 Fax: 321-5455
 Web: www.raystevens.com/rstevens

In addition to being a Multi-Platinum recording artist, video star and music publisher, Stevens owns a recording studio, a video direct marketing company and some of the choicest real estate on Music Row.



SKIP STEVENS
Owner/Skip Stevens Promotions
 1227-B 17th Ave. S., 37212
 Tel: **329-4499**
 Fax: 329-3430
 E-Mail/Web:
 adg-skip@worldnet.att.net
 Formerly with Ovation Records; has had national record promotion company for 17 years. • ACM, CMA, NeA, Music City Tennis Invitational committee • Horseback riding, tennis



DENISE STIFF
Owner/DS Management
 1017 16th Ave. S., 37212
 Tel: **329-8020**
 Fax: 329-8030
 E-Mail: dsmngt@aol.com
 Key Contact: Norm Parenteau, Exec. Assistant
 Formed artist management company in February, 1996. Clients include Alison Krauss & Union Station, Gillian Welch & David Rawlings, Rod Picott. With Keith Case & Associates for 10 years, first as an agent and then an artist manager. Has managed Krauss for seven years. • Board, Community Resource Center; member, IBMA, CMA, NARAS, Nashville Music Awards Steering Committee



JAMES STROUD
Principal Executive/DreamWorks Nashville
 1516 16th Ave. S., 37212
 Tel: **463-4600**
 Fax: 463-4601
 Key Contact: Wayne Halper, GM

Stroud was tapped by David Geffen, Steven Spielberg and Jeffrey Katzenberg to head this new country label, which commenced operation in August of 1997. Formerly President of Giant Records for over four years, Stroud's production clients include Rhett Akins, Clint Black, Toby Keith, Tim McGraw, Larrie Morgan, Daryle Singletary, Clay Walker and Randy Travis. • Board member, CMA, ACM



JOHN W. STYLL
President/CCM Communications
 107 Kenner Ave., 37205
 Tel: **386-3011**
 Fax: 386-3380
 E-Mail/Web:
 jstyll@ccmcom.com • www.ccmcom.com
 Key Contact: David Berndt, VP Sales & Marketing
 Oversees company that publishes "Aspire,"

"CCM Magazine," "CCM Update," "Worship Leader Magazine," "Youthworker" and "CCM Radio Magazine" and which syndicates the "CCM Countdown with Gary Chapman" radio show. Also serves as Executive Producer of "CCM-TV." Past President of GMA. • President, CMTA; member, NARAS, Leadership Music, NeA



BONNIE SUGARMAN
VP/APA, Inc.
 3322 West End Ave., #520, 37203
 Tel: **297-0100**
 Fax: 297-5434
 Key Contact: Jim Gosnell, President

With APA 15 years, Sugarman heads the Fairs & Special Events Department, administrates the Nashville office and books the entire roster for corporate events. Some artists include Johnny Cash, Steve Miller Band, Spinners, John Tesh, America and Blood. • Board member, ACM; member, CMA, NARAS, IAFE, IEBA, NeA, NATD, Western Fairs Association • Yoga, photography, art collecting, reading, Golden Retriever, "Pookie," Calico cat, "Gypsy"

PRESTON SULLIVAN

In-house Producer, GM/Sixteenth Avenue Sound; President/Prestan Sullivan Music ASCAP; Co-owner/Plug In, Inc., Surespin Sangs, BMI
 1217 16th Ave. S., 37212
 Tel: **327-8787**
 Fax: 321-0928
 E-Mail/Web: sullivan@aol.com • www.nashville.net-antarct/16th.htm

Duties include producing and music publishing; has produced records for acts including John Brannen, David Beaudry, Cindy Kalmenson. • Board member NeA; Chairman, NAPRS • hiking, water skiing

CHARLES SUSSMAN

Founder/Sussman & Associates
 1222 16th Ave. S., 3rd Floor, 37212
 Tel: **320-9161**
 Fax: 321-2773
 E-Mail/Web: sussman615@aol.com

Founded this firm in July, 1994. Specializes in business management and royalties. Clients include Clint Black, Bette Midler, Steve Earle, Janis Ian, Steve Kolander, David Kersh, Skip Ewing, Will Jennings, Tony Joe White, Gary Morris, Rodney Dangerfield and others. • CMA, ACM, NARAS, AICPA, California Copyright Conference • Golf, motorcycles



BRYAN SWITZER
VP/GM/Atlantic Records
 1812 Broadway, 37203
 Tel: **327-9394**
 Fax: 329-2008
 Key Contact: Rick Blackburn, President

With company eight years. Oversees day-to-day operation of label including media, creative services, artist development, sales and promotion departments. • Board of Directors, CRB; member, CMA, ACM, NARAS • Music, flying, golf, outdoors, horses



JANA TALBOT
GM/Talbot Music Group
 2 Music Circle S., 37203
 Tel: **244-6200**
 Fax: 254-8860
 Key Contact: Joe Talbot,
 President

With this company 14 years. Works with songwriters, pitches songs and

administers catalogs. Formerly a BMI staffer (1978-82) and Director of the CMA's European operations (1983-84). • Board of Governors, NARAS; member, CMA, NeA, NSAI



JOE TALBOT
Owner/Joe Talbot & Associates
 2 Music Circle S., 37203
 Tel: **244-7954**
 Fax: 254-8860
 Key Contact: Jana Talbot,
 GM

Holdings include publishing companies, a pressing plant and extensive real

estate. The genial Talbot is a steel guitar player (with a law degree from Vanderbilt University) who recorded with Hank Snow from 1950-54 and played on the Grand Ole Opry during the 1951-52 season. He is one of four Lifetime Directors of the CMA.



CARL TATZ
Owner/Recording Arts
 P.O. Box 121702, 37212
 Tel: **321-5479**
 Fax: 321-0756
 Key Contact: Lou Johnson,
 Manager

Has had studio 13 years. Oversees operation, seeks out and produces new

artists. Clients include Jimmy Buffett, Lynn Anderson, 4HIM, Wynonna, Tracy Byrd. • Member of AES, CMA, NeA, NARAS; VP of NAPRS • Movies, dining, outdoors



RICK TAYLOR
Sr. Editor/Bureau Chief/
"Country Weekly"
 1225 17th Ave. S., 37212
 Tel: **327-9500**
 Fax: 322-9179
 E-Mail/Web:
 cwnash1@aol.com •
 www.countryweekly.com

Employed by the maga-

zine for three years, Taylor was transferred from Los Angeles in 1997 and oversees operations of the Nashville bureau. A veteran entertainment journalist, Taylor has also co-authored two books for St. Martin's Press. • CMA, ACM, Society of Professional Journalists



VIRGINIA TEAM
Owner/Art Director/
Team Design, Inc.
 1414 17th Ave. S., 37212
 Tel: **298-3533**
 Fax: 269-8686
 E-Mail/Web:
 team@home.com
 Key Contact: Ellen Rudick,
 Studio and Production

Manager

Has owned company for 12 years. Art directs photo sessions, design, production and printing of CD, video and cassette packaging; designs and produces posters, general advertising, logo and corporate identity graphics and point of purchase materials. Works with Asylum, Capitol, Curb/Universal, Lyric Street, MCA, Mercury and Warner Bros. for artists like Garth Brooks, George Strait, Nanci Griffith, and Wynonna. • Photography, gardening, landscaping



ELIZABETH THIELS
President/Network Ink
 2021 21st Ave. S., #320,
 37212
 Tel: **297-0550**
 Fax: 383-2349
 E-Mail/Web:
 networkink@aol.com

Formed this full-service PR firm 18 years ago.

Current clients include Clay Walker, Country Music Foundation, Terri Clark, Neal McCoy, Randy Scruggs and Tracy Nelson. • Advisory Council, W.O. Smith Community Music School; member, CMA, ACM, NARAS, Tennessee Jazz and Blues Society; Leadership Music alumnus



LANA THRASHER
President/Major Bob
Music Co., Inc.
 1109 17th Ave. S., 37212
 Tel: **329-4150**
 Fax: 329-1021
 E-Mail/Web:
 majorbobmusic@juno.com
 Key Contact: Shannon
 Myers, Creative Director

With company nine years. Oversees creative and business aspects of publishing company whose writing staff includes Garth Brooks, Bobby Wood, Mark Luna, Neil Thrasher, Buddy Mondlock, Carter Wood, Kelly Shiver and Marla Cannon. • Board member, NeA; member, CMA, ACM • Golf, hanging out with my daughter is my favorite special interest



BOB TITLEY
President/Titley Spalding &
Associates
 900 Division St., 37203
 Tel: **255-1326**
 Fax: 254-4267
 Key Contact: Clarence
 Spalding, VP
 Manages Brooks & Dunn,
 Kathy Mattea and Chely

Wright. • CMA, NAPM



ELIZABETH
HATCHER-TRAVIS
Owner/President/Elizabeth
Travis Management
 1610 16th Ave. S., 37212
 Tel: **383-7258**
 Fax: 269-7828
 E-Mail/Web:
 rtcompanys@aol.com •
 www.randy-travis.com

Discovered, directed and nourished Randy Travis' genius while operating a night club in his native North Carolina; eventually convincing a largely indifferent Nashville that Travis was Platinum-in-embryo. Now married to Travis. Also manages Daryle Singletary.



SUSAN TURNER
Owner/President/Turner &
Associates Promotions, Inc.
 814 19th Ave. S., 37203
 Tel: **327-0944**
 Fax: 329-2015
 E-Mail: stpromo@aol.com
 Key Contact: Jody Van Alin,
 Jim Malito/Directors,
 National Promotion

With this full-service promotion company eight years. Calls stations who report to "R&R" and "Billboard." Started at Capitol Records in 1973 and worked in media coordination at O'Neil Management and Moress, Nanas, Peay. • CMA, ACM • Fly fishing, antiques, reading



TREY TURNER
VP/Starstruck Entertainment
 40 Music Sq. W., 37203
 Tel: **259-1001**
 Fax: 259-5228

Turner has been with Starstruck since its inception 10 years ago and handles all of Reba's personal appearances. • CMA,

NARAS, Leadership Music • Work



TERRELL TYE
President/Partner/
Forerunner Music, Inc.
 P.O. Box 121678, 37212
 Tel: **298-5499**
 Fax: 385-2611
 E-Mail/Web:
 fore.runner@nashville.com
 Key Contact: Matt Lindsey,
 VP; Leslie Barr, Creative

Manager

Formed company with partners in 1986. • CMA, ACM, SOURCE



MICHAEL VADEN
Director, Entertainment
Services/Williams, Crasslin &
Vaden, CPAs
 1801 West End Ave.,
 #1625, 37203
 Tel: **320-5500**
 Fax: 329-9465

A 23-year music industry specialist, Vaden provides

financial management, tax expertise, royalty examinations/analyses and accounting services. • Leadership Music



JIM VAN HOOK
Chairman/CEO/
Provident Music Group
 1 Maryland Farms
 Brentwood, TN 37027
 Tel: **373-3950**
 Fax: 221-3351
 Key Contact: Don Noes,
 Senior VP Sales & Marketing

In 1981, Van Hook started Brentwood Music with \$500. In 1994, Zomba purchased the label and contracted Van Hook to man its helm. Subsequent purchases of Reunion Records and the Benson Music Group led to the group being renamed Provident. It is now one of the top three companies in Christian Music. • CMTA • Golf



BEN VAUGHN
Professional Manager/Big Tractor
 1503 17th Ave. S., 37212
 Tel: **292-5100**
 Fax: 292-2934

Oversees day-to-day activities of publishing company. • CMA, NARAS, Pluggers Anonymous, Wildcats

S.O.L.I.D. • Kentucky



WES VAUSE
Owner/Media Shop
 9 Music Sq. W., 37203
 Tel: **255-4700**
 Fax: 255-2997

Former head of A&M's publicity department, Vause started his own concern this year. Represents Chely Wright, George Jones and

Kevin Sharp.



WILLIAM VELEZ
President/COO/SESAC, Inc.
 55 Music Sq. E., 37203
 Tel: **320-0055**
 Fax: 329-9627

E-Mail/Web: sesac1@nashville.net • sesac.com
 Key Contact: Ellen Bligh Jones, Advertising &

Promotions Manager

With company five years. Oversees operations of this performance rights organization. • President, American Latin Music Assn.; Mr. Holland's Opus Foundation Board member for NARAS



CAROL LINDSEY VINCENT

VP/Murray Rich Baierle International
 P.O. Box 128109, 37212
 Tel: **329-3575**
 Fax: 321-3928

E-Mail/Web: mrbi@mind-spring.com

Key Contact: Brian Bradford,

Director of Copyright Administration

This music service offers a variety of publisher-related services including foreign copyright administration, royalty accounting, contracts, licensing and specialized software. Clients include Gary Nicholson Music, Delbert McClinton Music and Balmur. • CMA • Cooking gourmet food



RANDY WACHTLER
President/615 Music Productions, Inc.

1030 16th Ave. S., 37212
 Tel: **244-6515**

Fax: 242-2455
 E-Mail/Web: info@615music.com • www.615music.com

Key Contact: Laura Palmer,

Comptroller

With company 14 years. Supervises the writing and production of national, local and cable TV show themes. Recent clients include NBC-TV, A&E, ABC Sports, CBS-TV, History Channel and the Rosie O'Donnell show. Firm has won numerous

awards including a Clio, ADDYs and Emmys. • Board member, Professional Marketers in the Electronic Media (PROMAX); member, NAF, AFM, AFTRA • Riding his Harley-Davidson, working out, golf, tennis



TED WAGNER
VP National Promotion/Columbia Records Nashville

34 Music Sq. E., 37203
 Tel: **742-4350**

Fax: 742-5759
 E-Mail/Web: Ted_Wagner@sonymusic.com

Key Contact: Janet Bozeman, Media Director

With Columbia two years. Oversees, plans and implements all label efforts at country radio. • Golf, gardening, guitars



TERRY WAKEFIELD
VP, Creative/Little Big Town Music

803 18th Ave. S., 37203
 Tel: **321-5286**

Fax: 329-4128
 Key Contact: Woody Bomar, President

With company four years. Oversees all aspects of the creative department. Responsibilities include writer development and marketing Little Big Town's catalog. Previously with Arista Records. • CMA, NeA, NARAS • Volkswagen enthusiast, exercise, rollerblading



JEFF WALKER
President/AristoMedia/Marco Music Group

1620 16th Ave. S., 37212
 Tel: **269-7071**

Fax: 269-0131
 E-Mail/Web: jwalker@aristomedia.com • www.aristomedia.com

Key Contact: Craig Bonn,

VP, Promotions & Marketing

Formed company in April, 1980. Oversees operation of AristoMedia's publicity, media marketing and video promotion departments (country, Christian and pop/alternative divisions); also runs Marco Promotions, specializing in radio promotion to reporting/primary and Impact stations. Related companies include Jeff Walker & Associates, Inc. (consulting) and The Goodland Group (special event coordination). Also serves as Nashville correspondent for the syndicated Australian radio show "Country Music Jamboree." Served as the Chairman of the CMA Task Force taking country music into Australia. • Board member, CMA, CRB, Leadership Music; member, NeA, ASCAP, AFM, ACM, GMA, CCMA, MVA, NARAS • Photography, going to movies; fishing and relaxing in Marco Island, Florida



RUSTY WALKER
President/Rusty Walker Programming Consultant, Inc.

P.O. Box 417
 Iuka, MS 38852
 Tel: **601-427-9504**

Fax: 601-427-9507
 E-Mail/Web:

rustywalk@aol.com
 Has had company 14

years. One of the most powerful consultants in country radio. • Director and Assistant Secretary, CMA

CARYN WARINER

Director, Publishing/Steve Wariner Music

320 Main St., #240

Franklin, TN 37064

Tel: **591-8930**

Fax: 771-5624

E-Mail/Web: stibbs54@aol.com

Key Contact: Judy Ridings or Melissa Albert, Assistants

Oversees all aspects of music publishing and does all the song pitching. • Photography, baseball



MARGARET ANN WARNER

Owner/Margaret Ann Warner Public Relations

3401 West End Ave., #180,
 37203

Tel: **292-3372**

Fax: 292-3474

Formed this public relations company 13 years

ago. Clients include peermusic, Little Big Town Music Group, Edisto International, NSAI, Mark Collie, AMR (BMG), Norro Productions, Tin Pan South, Noble Vision. • Board Chairman, NAF; Board member, NSAI, Nashville Symphony, American Red Cross, American Lung Assn.; member, AWRT, CMA, NeA, NATAS, NARAS, BPMEA, NEJA, SOURCE, Chamber of Commerce • Tennis



CHRIS WATERS

VP Tree Productions/Sony/ATV/Tree Publishing

8 Music Sq. W., 37203

Tel: **726-8300**

Fax: 244-6387

Key Contact: Donna Hilley, President/CEO

Develops new artists and artist/writers. Waters is also

a songwriter. • Boating, cooking



BUTCH WAUGH

Sr. VP/GM/RCA Label Group

1 Music Circle N., 37203

Tel: **313-4320**

Fax: 313-4301

E-Mail/Web:

butch.waugh@bmge.com

Key Contact: Joe Golante, Chairman

With RCA 16 years. Has spent one year at RLG overseeing daily operations. • Sports, travel, antiques, spending time with my family



GENE WEED

Sr. VP, Television/dick clark productions, inc.

3003 W. Olive Ave.

Burbank, CA 91505

Tel: **818-841-3003**

Fax: 818-954-8609

Key Contact: Fran LaMaina, President

With company 18 years.

Producer and director of such TV specials as the "Academy of Country Music Awards Show," the "Hot Country" specials and "The Golden Globe Awards Show." Executive Producer of "Prime Time Country." • Board member, ACM; member, AFTRA/SAG, DGA, CMA



DAVE WEIGAND

*VP, Sales & Marketing/
MCA Nashville*
60 Music Sq. E., 37203
Tel: **244-8944**
Fax: 880-7415
E-Mail/Web:
dzweiga@unistudios.com

With company 16 years.

Oversees sales and marketing aspects for label. • Board of Leadership Music • Golf, University of Kentucky basketball

GERRY WENNER

VP/Co-owner/Director/Planet Nashville
1315 16th Ave. S., 37212
Tel: **386-9909**
Fax: 386-9910

Key Contact: Gaye Jeffers

Wenner directed Reba McEntire's "I'd Rather Ride Around With You," The Mavericks' "To Be With You," Trisha Yearwood's "Perfect Love" and Harry Connick Jr.'s "Let's Just Kiss" videos, among others. He acts as Director and Director of Photography on his video projects, and was named CMT Europe's Director of the Year for 1997.



STEVE WEST

*President/328 Performance
Hall/Go West Presents*
328 4th Ave. S., 37201
Tel: **256-6151**
Fax: 244-6565

Has run 328 Performance Hall, a busy Nashville showcase club, for eight years. Buys talent and

produces concerts. • Executive Producer and Chairman, Nashville Music Awards; Board of Directors, Leadership Music; member NeA • Sports, reading, entertainment history, music

JIM WHITE

Owner/Nashville Cartage & Sound/Sunset Studio
3630 Redmon St., 37209
Tel: **386-3700**
Fax: 386-3077
E-Mail/Web: jwhitenc@aol.com •

members.aol.com/Sunsetnics
Key Contact: Randy Ray, GM

Has owned this cartage company, which now houses a TV/motion picture soundstage, storage and rehearsal facilities, for 13 years. His Sunset Studio has a new 24-track recording studio. Recent clients have included Kenny Rogers, Existo The Movie, Spike Lee, Lynryd Skynyrd, Brooks & Dunn. • CMA



BOB WHITTAKER

President/Grand Ole Opry Group
2804 Opryland Dr., 37214
Tel: **871-6604**
Fax: 871-5719

E-Mail/Web: bwhittaker@oprylandusa.com
Key Contact: Jerry Strobel, Public Relations

With the company more than 20 years, Whittaker oversees operations of the Grand Ole Opry.



BRIAN WILLIAMS

*Sr. VP & Director, Music/Private
Banking/SunTrust Bank*
1025 16th Ave. S., #101,
37212
Tel: **748-4451**
Fax: 327-3602

E-Mail/Web:
brian.williams@suntrust.com
Key Contact: Karen Clark, VP

With bank 15 years. Manages music industry division; oversees the delivery of a wide range of financial services to the entertainment industry. • President, Leadership Music, W.O. Smith Community Music School; Chairman, EAR Foundation; Board of Trust, Tennessee Repertory Theatre; Advisory Boards, NSAI and Belmont's Curb Music Business Program • Boating

DAN WILLIAMS

Owner/Dan Williams Music
2806 Azalea Pl., 37204
Tel: **383-8500** Fax: 297-7319
E-Mail: DWM246@aol.com

Key Contact: Miles Hession, Business Manager
With company 14 years. Multiple award-winning composer/producer of radio and TV commercials.



Composed themes for Red Lobster ("The Seafood Lover In You"), Taco Bell ("Run For The Border"), BellSouth (featuring Deana Carter), Mattel Toys, Budweiser and many others. His firm is regarded as one of the top five commercial music houses in the U.S. and his other songwriting credits include "Don't You Know How Much I Love You" (Ronnie Milsap) and "Sexual Power" (Pointer Sisters), which he also produced. • BMI, AFTRA/SAG, AFM • Physical fitness

HANK WILLIAMS

Manager/MasterMix
1808 Division St., 37203
Tel: **321-5970** Fax: 321-0764

E-Mail/Web: mastermx@telalink.net
Oversees this long-standing mastering facility.



JODY WILLIAMS

President/MCA Music Publishing
12 Music Circle S., 37212
Tel: **248-4800**
Fax: 248-9301
E-Mail/Web: jody.williams@unistudios.com
Key Contact: Steve Day, VP/GM

In this post since December, '95. Responsible for operating activities, ventures and acquisitions for the company's Nashville division. Former Assistant VP at BMI Nashville and General Manager at Dick James Music. • NARAS Board of Governors; member, CMA, ACM, GMA • Golf, kids

TARI LAES, *president*
& CLAUDIA WELKER

@tandem! We Do Airplay

615-313-7746 em: Tari Laes@aol.com

dreamhire.

New & Vintage Gear
Outstanding Service & Support
Budget Sensitive Package Pricing
Quantegy & BASF Tape Sales

THE ONLY CALL YOU NEED TO MAKE!

dreamhire. 615.321.5544 888.321.5544 615.321.0579 fax



MARION WILLIAMS

*Director, Media Marketing/
RCA Label Group*
1 Music Circle N., 37203
Tel: **313-4354**
Fax: 313-4305
E-Mail/Web:
marion.williams@bmge.com
Key Contact: Butch Waugh,

Sr. VP/GM

With the label 2 1/2 years, oversees all media activity for both RCA and BNA. • CMA, ACM • B's—Brian, Bill (the bassett) & boating



CLIFF WILLIAMSON

COO/Starstruck Entertainment
40 Music Sq. W., 37203
Tel: **259-0001**
Fax: 259-5455
E-Mail/Web:
cliff@starstruck.net •
www.starstruck.net

With company five years, formerly as GM of Writers Group. Now oversees the day-to-day operation of entire company. • CMA, NSAI, NARAS



CINDY WILSON

VP/GM/CMT International
1 Gaylord Dr., 37214
Tel: **316-6450**
Fax: 316-6460
E-Mail/Web: cwilson@
gaylordentertainment.com

Oversees all aspects of the Nashville-based operations including programming, creative services, marketing, promotions, sales and artists services, as well as the regional offices in Miami (Latin America operation) and Sydney (Asia Pacific operation). • CMA International Committee, Leadership Music alumni • Board member of the Tennessee Environmental Council, SCUBA, skiing



MIKE WILSON

VP, Promotion/RCA Label Group/RCA
1 Music Circle N., 37203
Tel: **664-1295**
Fax: 664-1276
E-Mail/Web:
mike.wilson@bmge.com •
www.twangthis.com
Key Contact: Butch Waugh,

Sr. VP/GM

Manages the RCA promotion department.



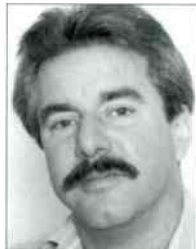
NORRO WILSON

*Independent Producer/
Songwriter/Bud Ro Productions*
1706 Grand Ave., 37212
Tel: **320-4880**
Fax: 320-4883
E-Mail/Web:
bud_ro@hotmail.com
Key Contact: Shannon
Finnegan, Production

Coordinator

Renowned songwriter and producer who currently produces George Jones, Kenny Chesney, Shannon Brown and Sara Evans. Has won 39 BMI awards as a writer ("The Most Beautiful Girl In The

World," "A Very Special Love Song," "The Grand Tour," to name a few) and has amassed 27 No. 1 awards as a producer (for artists like Joe Stampley, John Anderson, Gary Morris, Janie Fricke, Charly McClain, Charley Pride, Mickey Gilley and others). Former songplugger for Al Gallico Publishing, A&R executive for Warner Bros. and CEO of Merit Music. • CMA, NSAI • Boating



TIM WIPPERMAN

*Executive VP/Executive GM/
Warner Chappell Music*
21 Music Sq. E., 37203
Tel: **254-8777**
Fax: 726-1353

With company 23 years. Wipperman is one of the most aggressive and effective publishers in town.

Formerly a musician and employee at Combine and Cedarwood Music. • Board member, NARAS, CMA, Nashville Symphony, Alcohol & Drug Council, Special Olympics, Copyright Society of the South; Trustee, Tenn. State University Foundation; Treasurer, CMF; member, Nashville Committee on Foreign Affairs, Leadership Nashville, Leadership Music



LEONARD WOLF

President/Wolf Music
209 10th Ave. S., #434,
37212
Tel: **254-4828**
Fax: 254-4884
E-Mail/Web: leonard@wolf-
music.com • www.wolfmu-
sic.com
Key Contact: Brian Kelly,

Manager

Formed company over six years ago. Composes, produces and designs sound for TV, radio, film and new media. Clients include CBS Cable, Dollar General, Welch's, Ralph Emery and O'Charley's. • BMI, NATAS, NFVA, Nature Conservancy, Friends of Walden's Puddle, Wilderness Society, Save The Manatee Club • Plays keys in Jonathan Yudkin's Chain Smoking Altarboys



KATHERINE E. WOODS

*VP, Legal & Business Affairs/
RCA Label Group*
1 Music Circle N., 37203
Tel: **664-1287**
Fax: 664-1214
E-Mail/Web:
kwoods@bmge.com



ERV WOOLSEY

CEO/The Erv Woolsey Company
1000 18th Ave. S., 37212
Tel: **329-2402**
Fax: 327-4917
Key Contact: Dottie
Oelhafen, Executive
Assistant

Manages George Strait, Clay Walker and Lee Ann

Womack. • ACM, CMA



RICHARD WOOTTON

*President/Richard Wootton
Publicity*
120 Kingston Rd.,
Wimbledon
London, SW19 1LY, UK
Tel: **011-44-181-542-8101**
Fax: 011-44-181-540-0691
E-Mail: rwootton@clara.net

Key Contact: Claire Horton

UK publicist for a large number of Nashville acts. Clients include Mark Knopfler, John Mellencamp, BB King, George Strait, Trisha Yearwood, The Mavericks, Mindy McCready, Martina McBride, Garth Brooks, Deana Carter and others. • Board member, CMA • America, newspapers, fresh air



PAUL WORLEY

Executive VP/Sony Music
34 Music Sq. E.,
37203
Tel: **742-4321**
Fax: 254-3879
Key Contact: Allen Butler,
President

A noted Nashville record producer for 19 years, Worley has been a chief executive at Sony Music for over four years. He has produced Collin Raye, Martina McBride, and Pam Tillis, among others. Prior to this appointment he was VP at Sony Tree. • Chairman, Nashville Music Awards; Honorary Chairman, Music City Tennis Invitational • Harley



JULES WORTMAN

*President/Wortman Works
Media & Marketing*
209 10th Ave. S., #311,
37203
Tel: **259-0035**
Fax: 259-0250
E-Mail/Web:
jswortman@mindspring.com

Former publicity VP at MCA recently opened this firm which oversees and advises clients regarding their image, media opportunities and marketing. Clients include John Michael Montgomery, Diamond Rio, Sony Music Nashville and others. • ACM, CMA, Leadership Music, Music City Cares, Nashville Sports Council • Hiking, golf, tennis, painting, helping others



MARK WRIGHT

*Sr. VP/Head of A&R/
Decca Records*
60 Music Sq. E., 37203
Tel: **244-8944**
Fax: 242-0941
E-Mail/Web:
www.decca-nashville.com
Key Contact: Bruce Hinton,
Chairman MCA Nashville

Assumed this post with the revitalization of Decca in late 1993. This creative head of the label is an accomplished songwriter, "Goin' Through The Big D," "The Maker Said Take Her," and producer of Mark Chesnutt, Gary Allen and Lee Ann Womack. • Board of Trustees, Belmont University; member, NARAS, NSAI, BMI, NeA, Tennessee Film, Entertainment & Music Commission



JAMES YELICH
Senior Agent/Creative Artists Agency
 3310 West End Ave., #500, 37203
 Tel: **383-8787**
 Fax: 383-4937
 E-Mail/Web: jyelich@caa.com
 Key Contact: Tom Ross,

Partner

Books artists including Alan Jackson, Trisha Yearwood, The Mavericks, BR5-49, Chely Wright and The Lynns. • NARAS, CMA, ACM, Citizens for the Preservation of Montana • Golf, Internet, real estate, stocks



PETER YORK
President/Sparrow Label Group
 P.O. Box 5010 Brentwood, TN 37024-5010
 Tel: **371-6800**
 Fax: 371-6994
 Key Contact: Tricia Whitehead, Senior Director Media Relations

With Sparrow 20 years, York oversees the Sparrow, Star Song and re:think labels. • NARAS, GMA, ASCAP



ROSEMARY YOUNG
VP/Director of Programming/SJS Entertainment
 209 10th Ave. S., #521, 37203
 Tel: **251-9737**
 Fax: 251-9116
 E-Mail/Web: rosemary@sjs.net

Develops and produces event-oriented radio programming. Oversees prep service for country radio stations. Formerly an air personality for several New York City radio stations. • CMA • Camping, reading, road tripping



DAVID ZIMMERMAN
Writer/"USA Today"
 2108 Woodlawn Dr., #1, 37212
 Tel: **385-2010**

With company 13 years. Writes about artists and music industry; writes pieces on visual arts and general entertainment coverage. Former CMA Journalist of the Year. • National Music Critics' Association • Art



JIM ZUMWALT
Sr. Partner/Zumwalt, Almon & Hayes; President/Paladin Records
 1014 16th Ave. S., 37212
 Tel: **256-7200**
 Fax: 256-7106
 Key Contact: Marlena McClure, Exec. Assistant

Founded this prestigious law firm, which numbers clients inside and outside of the Nashville music circles, in 1975. • Board member, Leadership Music; Co-President, NeA; Chairman, Extravaganza; ABA, CMA, TBA, NBA, NARAS • Tennis

FIRST SIGNATURE MORT.
 Celebrating our 7th year in Nashville - Thanks!!!
 Finally, lenders who understand you!
 2416 21st Ave. S., Suite 207
 Nashville, Tennessee 37212
 (615) 297-6463 • Fax: (615) 292-7631

MUSIC ROW

NASHVILLE'S MUSIC INDUSTRY PUBLICATION

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

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

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

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

Name _____
 Address _____
 City _____ State _____
 Country _____ Zip _____

UNITED STATES

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

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

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

CANADA

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

OVERSEAS

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



*U.S. funds only

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



SAVE TIME! FAX (615) 329-0852
 USE YOUR CREDIT CARD TO ORDER BY PHONE OR FAX

Payment Enclosed • Charge my VISA/Mastercard
 Card # _____
 Expiration Date _____ Phone _____

ARISTA NASHVILLE

7 Music Circle North, 37203

Phone: 780-9100

Arista Records Nashville Division Employees

Vanessa Adair, Assoc. Dir., Media & Artist Development
 Jan Baines, IC Analyst
 Beverly Barnes, Creative Assistant
 Teddi Bonadies, Director, Regional Promotion Northeast
 Allen Brown, Publicity Consultant
 John Butler, Senior Director, Promotion, Arista Austin
 Dottie Chamberlain, Executive Assistant
 Sheryl Chancellor, Manager, Sales & Advertising Administration
 Robby Clinton, Finance Coordinator
 Jon Conlon, Manager, Regional Promotion (Los Angeles)
 Scott Cosby, Tour Marketing Administrator
 Susie Cox, Manager, Merchandising Production
 Cheri Cranford, Manager, Office Services
 Nathan Cruise, Manager, Regional Promotion Midwest (Chicago)
 Dave Dame, National Director of Promotion
 Tim DuBois, President
 Mike Dungan, Senior VP/General Manager
 Kerri Edwards, Coordinator, A&R
 Linda Engbrenghof, Director, New Media Marketing
 Kevin Erickson, Director, Field Promotion
 Athena Fortenberry, Manager, Media & Publicity, Arista Austin
 Fletcher Foster, VP, Artist Development & Media Marketing
 Matt Galvin, Administrative Assistant
 Maude Gilman, Vice President, Creative Services
 Frank Hamlin, Director of Operations
 Lori Hartigan, Director, Regional Promotion West Coast (Los Angeles)
 Susan Heard, Senior Director, Production
 Dan Herrington, Manager, Sales & Marketing, Arista Austin
 Cheryl Harkoff, Coordinator, Production, Business & Legal Affairs
 S. Wade Hunt, Manager, Creative Services
 Aimee Johns, Executive Assistant, A&R, Arista Austin
 Page Kelley, Senior Director, Business & Legal Affairs
 Tammy Kohlburn, Coordinator, Artist Development & Media Marketing
 Bobby Kraig, Vice President, Promotion
 Jay Krenson, Marketing Specialist
 Kelly Lynas, Associate Director, Sales & Marketing (Dallas)
 David Macias, Director, Sales & Marketing
 Deb Markland, Associate Director, Sales & Consumer Marketing
 Mindi McCormick, A&R Administration Coordinator
 Missy McKeand, Design Assistant
 Jennifer McVey, Junior Publicist
 Billy Mills, Coordinator, Artist Development, Arista Austin
 Clay Neuman, Promotion/Marketing Coordinator (Dallas)
 Denise Nichols, Senior Director, Field Promotion
 Candace Nuyens, Manager, A&R Administration
 Janie Osborne, Publicity Consultant, Arista Austin
 Mike Owens, Director, Field Promotion
 David Pohlable, Mailroom Assistant
 Jackie Proffit, Promotion Coordinator
 Jon Peterson, National Manager, Promotion, Arista Austin
 Anita Rabasca, Executive Assistant
 Scott Rattray, Manager, Film & Video
 Rob Reid, Manager, Regional Promotion
 Dawn Richardson, Manager, Regional Promotion Southwest (Dallas)
 John Robertson, Maintenance Supervisor

Sherod Robertson, Director, Finance
 Scott Robinson, Senior Director, Artist Development, Aristo Austin
 Christi Royer, End User Support Analyst
 Ken Rush, Director, Regional Promotion Southwest (Dallas)
 Cary Ryan, Manager, Distribution & Manufacturing
 Tracie Samczyk, New Release Production Coordinator
 Jim Scherer, Vice President, A&R
 Steve Schnur, Vice President, A&R/Artist Development, Aristo Austin
 Rick Shedd, Senior Director, Sales
 Mike Sistad, Manager, A&R
 Mary Vyrostek, Receptionist
 Lynn Waggoner, Manager, Regional Promotion Mid-South
 Jack Weston, Manager of Special Promotion
 Kim Wiggins, Promotion Coordinator
 Steve Williams, Director, A&R
ARTISTS: Arista: Sherrié Austin, BlackHawk, Brooks & Dunn, BR5-49, Shannon Brown, Jim Collins, Clint Daniels, Diamond Rio, Alan Jackson, Rick Orazco, Brad Paisley, Lee Roy Parnell, Pam Tillis, The Tractors, Michelle Wright
Arista Austin: Abra Moore, Jeff Black, Radney Foster, Robert Earl Keen, Sister 7

ASYLUM RECORDS

1906 Acklen Avenue, 37212

Phone: 292-7990

Evelyn Shriver, President
 Susan Nadler, VP of A&R
 Stan Byrd, Vice President of Promotion
 Nancy Tunick, Field Promotion Manager
 Mindy Harrison, Assistant to Evelyn Shriver
 Nicole Tyree, Assistant to Susan Nadler
 Mary Martin, A&R Consultant
 Lisa Strickland, Northeast Regional Promotion Manager
 Kim Leslie, Midwest Regional Promotion Manager
 Brooks Quigley, Southeast Regional Promotion Manager
 Whitney Sutton, Video & Promotion Coordinator
 Shanna Strassberg, Receptionist
 Mike Chapman, Southwest Regional Promotion Manager
 Ray Randall, West Coast Regional Promotion Manager
ARTISTS: The Cox Family, Melodie Crittenden, Noah Kelley, Lila McCann, Mark Nesler, Kevin Sharp, Thrasher Shiver, Wheels, Bryan White

ATLANTIC RECORDS

1812 Broadway, 37203

Phone: 327-9394

Debbie Bellin, Mgr. National Promotion
 Rick Blackburn, President
 Al Cooley, VP/A&R
 Mike Crawford, Manager/Media
 Greg Gosselin, Manager of Marketing Administration
 Bob Heatherly, VP/Sales & Mktg.
 Jenny Shields, National/NE Regional Promotions Manager
 Graceanne Svendsen, Manager of Administration/Assistant to the President
 Bryan Switzer, VP/General Manager
 Chris Whitaker, Promotion Assistant/Product Development
 Bill Heltemes, Midwest Promotion Manager
 Sherri Garrett, Southeast Promotion Manager
 Greg Sax, Southwest Promotion Manager
 Jennifer Shaffer, West Coast Promotion Manager
ARTISTS: Confederate Railroad, The Great Divide, Matt King, Tracy Lawrence, Mila Mason, Neal McCoy, John Michael Montgomery, Old Dogs

BANG II RECORDS

1707 Division Street #200, 37203

Phone: 345-1000

Ilene Berns, Chairman
 Brian Jackson, President/CEO
 Larry King, Executive VP
 Elroy Kahanek, VP of Artist Development
ARTISTS: Monty Holmes, Sleepy's Theme, Brick, Miguel Solas

BTM RECORDS

33 Music Square West #106A, 37203

Phone: 742-4800

Barry Beckett, Partner
 Charles Tharp, Partner

CAPITOL NASHVILLE

3322 West End Avenue, Eleventh Floor, 37203

Phone: 269-2000

Executive

Pat Quigley, President and CEO
 Regina Stephens, Executive Assistant to President & CEO
 Carolyn Carideo, Executive Assistant to President & CEO

A&R

Tracy Cox, Manager A&R
 Jason Krupek, Sr. Coordinator A&R Audio Visual Services
 Randi Israelow, Sr. Coordinator A&R

A&R Administration

Betsy Morley, Director of A&R Administration
 LeAnn Bennett, Coordinator A&R Administration

Artist Development

Joanna Carter, Director Video Development
 Michelle Hall, Sr. Coordinator Artist Development/International

Business Affairs

Ansel Davis, Vice President Business Affairs
 Theo Wright, Royalty Label Support Coordinator
 Kim Stasiak, Coordinator Business Affairs

Finance

Tom Becci, VP Finance
 Jenny Cranford, Manager Finance
 Christine Smith, Assistant Manager Finance
 Jane Abercrombie, Coordinator Finance

IT Department

Craig Christopherson, Director Information Systems
 Raphael Giglio, PC Specialist

Administration

Kim Gilbert, Director Administration
 John Cate, Mailroom Supervisor
 Scott Feinstein, Mailroom Assistant
 Emma Grandillo, Receptionist

Marketing

Stephen Medlin, Director of Advertising

Production

Carlton Davis, Associate Director Production
 Denise Jarvis, Associate Manager Production

Promotion

Bill Catino, Executive Vice President
 Heather Austin, Executive Assistant to EVP
 Terry Stevens, Vice President National Promotion
 Sheila Brown, Director Promotion
 Brent Jones, Coordinator Promotion
 Steve Hodges, Regional Director Promotion/Southeast
 Jay Jenson, Regional Director Promotion/Southwest
 Brian Lane, Regional Director Promotion/Northeast
 Tony Michaels, Regional Director Promotion/Midwest
 Jimmy Rector, Regional Director Promotion/MidAtlantic
 Rick Young, Regional Director Promotion/West

Publicity

Judy McDonough, Director Publicity
Nancy Sweid, Manager Media Information

Sales

Bill Kennedy, Vice President Sales
Hank Tovar, Director National Sales/Retail Marketing
Sheri Kennedy, Sales Operations Manager
Denise Johnson, Field Marketing Specialist
John Cooper, Field Marketing Specialist

ARTISTS: Trace Adkins, John Berry, Suzy Bogguss, Garth Brooks, Deana Carter, Billy Dean, The DeLevantés, Emilio, Chris LeDoux, Roy D. Mercer, Dean Miller, The Ranch, Julie Reeves, River Road, Tanya Tucker, Steve Wariner

COMPASS RECORDS

117 30th Avenue South, 37212

Phone: 320-7672

Garry West, co-founder
Alison Brown, co-founder

ARTISTS: Victor Wooten, Alison Brown, Pierce Pettis, Kate Campbell, Farmer Not So John, Astral Project, Judith Edelman, Clive Gregson, Dana Cooper, Matt Flinger, Leslie Tucker

CROSSFIELD RECORDS

1311 16th Avenue South, 37212

Phone: 269-8661

Suzanne Elmer-King, Owner
Tricia Walker, Owner

ARTISTS: Cowboy Dan, Davis Raines, Tricia Walker

THE CURB GROUP

Curb Records (Nashville)

47 Music Square East, 37203

Phone: 321-5080

Lesley Albert, A&R Assistant/Studio Manager
Drew Alexander, Professional Manager
Sue Austin, VP, Creative Services
Max T. Barnes
Micha Behymer
John Brown, VP, Country Promotion
Liz Cavanaugh, Director of Publicity
Benson Curb, VP, Sales
Mike Curb, Chairman
John David, Publishing
Diona DeVincenzi, Publishing Royalties
Matt Duffy, Midwest Regional, Pop Promotion
Tanya Dureaux, Mechanical Royalties, Licensing
Jeff Edmondson, Controller
Bill Fisher, Front Desk
Phil Gernhard, Senior Consultant
Jill Gleason, Promotion Coordinator
Dennis Hannon, Executive VP/GM
Brad Holliday, Director of Marketing, Country Music
Chuck Howard, VP of A&R
Joan Huddleston, Film Royalties/Human Resources
Michael Huddleston, Chief Financial Officer
Becky Judd, Executive Assistant
Brad Kennard, Publishing Administration
Sarita Martin, Director of Marketing,
Pop Music & International
Michelle Metzger, Director, A&R Admin.
Patsy Moss, Accounts Payable/Inventory
Richard Nord, Publishing, Tape Copy
Claire Parr, VP
Debbie Poling-Loring, Sales & Marketing Coordinator

Bryan Stewart, Special Projects, Accounting
Meredith Stewart-DeVoursney, Director of Publishing, VP
Jeanine Thompson, Finance Assistant
Angie Warren, Accounts Payable
Steve West, Tape Services Coordinator
Shari Weston, Assistant to Max T. Barnes
Kathryn Wilson, Assistant to Claire Parr/
Promotions Assistant Christian

Curb Country Regional Staff

Rick Cardarelli, Northeast Regional
Keith Greer, Southwest Regional
Yolanda Hamm, Southeast Regional
Fritz Kuhlman, Midwest Regional
Dick Watson, Western Regional
Marita O'Donnell, Gavin

Curb Pop Promotion Staff

Tommy Chaltas, Western Regional
Ric Lippincott, VP, Pop Promotion
Pat Milanese, Director, National Pop Promotion
Matt Duffy, Midwest Regional

Curb Records (Burbank)

3907 West Alameda Avenue
Burbank, CA 91505

Phone: 818-843-2872

Hilda Markowitz, Assistant to Business Affairs
Carole Curb, President, Curb Entertainment
International Corporation

Tommy Chaltas, Western Regional, Pop Promotion
John David, Outside Legal Counsel
Carrie Lyons, Director, International Distribution
Harley Hatcher, Sr. VP, Publishing & Special Projects
Elsie Jackson, Record Royalties, Domestic & International
Mona Kirton, Film Accounts Receivable/Film Distribution
Services Director
David Kronemyer, Executive VP Curb Entertainment
International Corporation
Ric Lippincott, VP Pop Promotion
Christina Melin, Executive Consultant, Sales &
Acquisitions (Germany)
Tracy Moore, Sr. VP Business Affairs
John Nemoj, Legal Affairs
Christy Peterson, Consultant, Financial & Legal Affairs, Film
Glen Reynolds, Coordinator, Servicing & Acquisitions
Aaron Rogers, Manager, Marketing Services
Dick Whitehouse, Consultant
Eddie Francis, Receptionist
Stacey McDonald, Director of Advertising & Production

MCG/Curb (Nashville)

Jeff Hackett, VP Promotions
Jeff Tuerff, Promotions Coordinator

MCG/Curb (Burbank)

Bob Bender, Promotion Coordinator
Lidia Galindo, Secretary/Receptionist

MCG/Curb Regional Staff

Gaylen Adams, Director National Promotion
Nancy Richmond, Southwest Regional Promotion Director
Karen McGuire, Northeast Regional Promotion Director
Johnny Mitchell, Southeast Regional Promotion Director
Craig Powers, Western Regional Promotion Director
Susanna Pritchett, Midwest Regional Promotion Director

Curb/Universal (Nashville)

Anne Sarosdy, Midwest/Northeast Regional
Amy Johnston, Promotion Coordinator
Gerrie McDowell, VP Promotion
Buffy Rockhill, Southeast Regional
Tammy Devito, Southwest Regional

Curb/Universal (Burbank)

Rhonda Beasley, Western Regional
John Curb, VP

Adam Starr, Promotion Coordinator

ARTISTS: Curb Records: Burnin' Daylight, David Kersh, Tim McGraw, Jo Dee Messina, Perfect Stranger, Sawyer Brown, Rodney Atkins, Keith Perry, Ken Mellons

MCG/Curb: Smokin' Armadillos, Junior Brown, Jeff Carson, Hal Ketchum, LeAnn Rimes, Hank Williams, Jr., Blake & Brian, Kacey Jones, Ruby Lovett, The Clark Family Experience

Curb Group: Mary Black, Michael English, Fun Factory, Jonathan Pierce, Whiteheart, The Cheese, Eric Hamilton Band, Joey Lawrence, Mary Griffin, Jana

Curb/Universal: Wynonna, Lyle Lovett, Seminole, Cactus Choir, Shane McAnally

Curb/Rising Tide: Delbert McClintan

DEAD RECKONING RECORDS

P.O. Box 159178, 37215

Phone: 292-7773

Kieran Kane, President/CEO
Harry Stinson, VP A&R

J.D. May, GM/VP Promotion

ARTISTS: The Bluebloods, The Dead Reckoners, Mike Henderson, Kieran Kane, Tammy Rogers, Kevin Welch, Glenn Worf

DECCA RECORDS

60 Music Square East, 37203

Phone: 244-8944

Shelia Shipley Biddy, Sr. VP/GM
Danielle Godwin-Scaife, Executive Assistant

A&R

Mark Wright, Sr. VP/Head of A&R
Frank Liddell, Director of A&R
John Drioli, A&R Coordinator
Brandi Thomas, A&R Assistant

Publicity/Artist Development

Anita Mandell, Director of Publicity & Artist Development
Laurissa Juzwiak, Publicity Assistant

Promotion

Rick Baumgartner, VP of National Promotion
Lee Adams, Director of Regional Promotion—Northeast
Eric Beggs, Director of Regional Promotion—Southeast
Enzo DeVincenzo, Director of Regional Promotion—Southwest
April Rider, Director of Regional Promotion—Midwest
P.J. Olsen, Director of Regional Promotion—West
Trudie Richardson, Manager of Gavin Promotion
Laura Flagler, Promotion Coordinator

ARTISTS: Rhett Akins, Gary Allan, Mark Chesnutt, Chris Knight, Dannie Leigh, Shane Stockton, Lee Ann Womack

DOOR KNOB RECORDS

3950 N. Mount Juliet Road, Mount Juliet, TN 37122

Phone: 754-0417

Gene Kennedy, President

ARTISTS: Don Sepulveda, Olan Miller, John Maines, Jr., Scott Hoff

L
A
B
E
L
S
T
A
T
E
P
E
N
D
I
X

DREAMWORKS NASHVILLE

1516 16th Avenue South, 37212

Phone: 463-4600

James Stroud, Principal Executive
Wayne Halper, GM/Head of Label Operations
Abbe Nameche, Sr. Level Administrator for James Stroud
Rebecca Scarpati, Sr. Level Administrator for Wayne Halper
Scott Borchetta, Sr. Executive/Promotion and Artist Development
Johnny Rose, Head of Marketing
Bruce Shindler, Head of Promotion
Shannon Eagon, Promotion Coordinator
Bob Mitchell, West Coast Regional Radio Promotion and Mktg.
Jimmy Harnen, Northeast Regional Radio Promotion and Mktg.
Suzanne Durham, Southwest Regional Radio Promotion and Mktg.
George Briner, Midwest Regional Radio Promotion and Mktg.
Rick Rockhill, Southeast Regional Radio Promotion and Mktg.
Jerad Sloan, Technology/IT/Creative Services
Allison Brown, Head of A&R
Jim Catino, Publishing Administrator
Doug Rich, A&R Administrator/Recording Coordinator
Tommy Luker, Communication Services (Receptionist)
Kirk Yoquelet, Communication Services (Mailroom Manager)
Laurel Kilbourn, Facilities Management
Jessie Schmidt, Independent Publicist

ARTISTS: Jessica Andrews, Lisa Angelle, Mac McAnally, Redmon Day & Vale, Randy Travis, Darryl Worley

E-SQUARED

1815 Division Street #101, 37203

Phone: 320-1200

Jack Emerson, Co-owner, Operator
Steve Earle, Co-owner, Operator
ARTISTS: Steve Earle, Ross Rice, V-Roys, Cheri Knight, 6 String Drag, Bap Kennedy

GIANT NASHVILLE

1514 South Street, 37212

Phone: 256-3110

President's Office

Doug Johnson, President
John Burns, Executive VP/GM
Milly Caignani, Asst. to President & VP
Amy Schragg, Office Manager

Administration

Fred Baker, Creative Services Manager
Connie Baer, Sr. VP of Marketing and Artist Development
Patsy Hood, Marketing Assistant
Scott Douglas, Mailroom Coordinator
Matthew Stevens, Receptionist

A&R

Debbie Zavitsou, Head of A&R
Gavin Mikhail, A&R Assistance

Giant/Reprise Promotion

Denny Mosesman, Head of Promotion
Matt Williams, SE Regional Promotion Mgr.
Steve Sharp, NE Regional Promotion Mgr.
Lisa Andrick, West Coast Promotion Mgr.
Jean Cashman, MW Regional Promotion Mgr.
John Trapane, SW Regional Promotion Mgr.
Celeste Irvin, Promotion Coordinator

ARTISTS: Rebekah Del Rio, Terry McMillan, Springer, Tracy Hagans, Christy Seamans, Clay Walker, Adam Hughes, Daryle Singletary, The Wilkinsons

GREEN HILL PRODUCTIONS/ CUMBERLAND

2021 Richard Jones Road #180, 37215

Phone: 383-6762

Scott Chancey, President

HIGHTONE RECORDS

220 Fourth Street #101, Oakland, CA 94607

Phone: 510-763-8500

Larry Sloven, Managing Partner
Bruce Bromberg, Partner
ARTISTS: Dave Alvin, Big Sandy & His Fly-Rite Boys, Buddy Miller, Julie Miller, Tom Russell, Chris Smither, Ramblin' Jack Elliott, The Blasters, Rev. Billy C. Wirtz, Redd Volkaert, Chris Gaffney, Kim Lenz & Her Jaguars, The Skeletons, Astropuppies, Bill Kirchen, Archie Roach

HONEST ENTERTAINMENT

33 Music Square West, #100, 37204

Phone: 242-4452

Jim Long, Chairman
Carolyn Cole, President
ARTISTS: Martin Taylor, Claire Martin, Toni Tenille, Jack Jones, Gerry Beaudoin Trio w/Bucky Pizzarelli & David Grisman

INTERSOUND COUNTRY

1222 16th Avenue South, 37212

Phone: 327-0770

George Collier, Senior Vice President/GM
David Friedman, Manager/National PR & Marketing
ARTISTS: Intersound Country: Bellamy Brothers, Earl Thomas Conley, Eddie Rabbitt, Ronnie McDowell, Crystal Gayle, Michael Johnson, Jo-El Sonnier, Billy Joe Royal, Gatlin Brothers, Lynn Anderson, Banjomania
Intersound Country/Pro Records: Tim Briggs

LITTLE DOG RECORDS

223 W. Alameda #201, Burbank, CA 91502

Phone: 818-557-1595

Pete Anderson, CEO/President
ARTISTS: Joy Lynn White, Scott Joss, Jim Matt, Jeff Finlin, The Lonesome Strangers, Wooden Circus, Pete Anderson, *The Songs Of Dwight Yoakam—Will Sing For Food A Benefit for the Homeless/Various Artists*

LYRIC STREET RECORDS

824 19th Avenue South, 37203

Phone: 963-4848

Nancy Broadway, Promotion Coordinator
Theresa Durst, Director, Regional Promotion/Southeast
Randy Goodman, President
Robin Gordon, Manager, A&R Administration
Louis Heidelmeier, Director, Regional Promotion/Southwest
Kevin Herring, National Director, Promotion
Doug Howard, Senior Vice President, A&R
Dana Jones, Executive Assistant
Shelby Kennedy, Director, A&R
Angela Lange, Director, Regional Promotion/West Coast
Renee Leymon, Director, Regional Promotion/Midwest
Greg McCarn, Director, Product Development
Chris Palmer, Director, Regional Promotion/Northeast
Teresa Russell, Manager, Label Operations
Carson Schreiber, Senior Vice President, Promotion and Product Development

Dale Turner, Special Projects

ARTISTS: Lori White, The Violets

MCA/NASHVILLE

60 Music Square East, 37203

Phone: 244-8944

Bruce Hinton, Chairman
Tony Brown, President
Rhonda Johnston, Exec. Asst. to Chairman
Jenny Wallace, Administrative Asst. to Chairman
A&R
Stephen McCord, Sr. Director of A&R Artist Development
Larry Willoughby, Sr. Director of A&R
Ellen Powers, Sr. Director of A&R Admin.
Jessie Noble, Director of Recording
Renee White, Manager of A&R
Shane Barrett, Assoc. Manager of A&R
Carie Hidgon, A&R Assistant

Production

Katie Gillon, Sr. VP of Production & Creative Services
Mary Ann Daniel, Sr. Director of Production & Creative Services
Gara Wright, Manager of Production
Jill Bergesen, Production Coordinator
Travis Taylor, Mailroom Supervisor
Jenni Palmer, Mailroom Coordinator

Marketing/Sales

Dave Weigand, VP of Sales & Marketing
Pam Russell, Sr. Director of National Sales & Marketing
Jim Roe, Director of National Sales
Steve Armstrong, Director of Advertising & Creative Marketing
David Sanders, Director of Inventory Control
Phil Hart, Assoc. Director of Field Marketing
Guy Floyd, Manager of Product Development
Jeff Loper, Marketing Manager
Emmie Anderson, Marketing Coordinator

Administration

Dave Miggo, Assoc. Director of Administration
Mark Diron, Supervisor of Administration
Shannon Bomar, Administration Assistant
Willie Mayhoe, Receptionist

Publicity

Angee Jenkins-Smith, VP of Publicity
Sarah Brosmer, Sr. Dir. of Publicity/International
Stacey Studebaker, Director of Publicity
Hannah Sanford, Publicity Coordinator

Promotion

David Haley, VP of National Promotion
Bill Macky, Director of National Promotion
Darlene Edwards, Director of Regional Promotion—Southwest
Rob Ellis, Director of Regional Promotion—Midwest
Louis Newman, Director of Regional Promotion—Southeast
Royce Risser, Director of Regional Promotion—Northeast
Denise Roberts, Director of Regional Promotion—West Coast
Mike Severson, Director of Regional Promotion—Midsouth
Kim Sexton, Manager of Gavin Promotion
Pat Payne, Assistant to VP/Promotion Coordinator
Tracey Myers, Promotion Coordinator
Tatum Hauck, Promotion Receptionist/Assistant

Universal Studios Information Technology Group

Skiff Wager, Manager of Label Services
Chuck Horvath, Network Analyst
Robert Daniel, PC Specialist
Dave Peterson, PC Specialist
Steve Malesky, Internet Specialist
ARTISTS: Big House, Tracy Byrd, Jerry Clower, Joe Ely, Vince

Gill, Keith Harling, George Jones, The Mavericks, Reba McEntire, Allison Moorer, David Lee Murphy, Olivia Newton-John, Ray Stevens, George Strait, Marty Stuart, Chely Wright, Trisha Yearwood

MERCURY NASHVILLE RECORDS

66 Music Square West, 37203

Phone: 320-0110

Executive

Luke Lewis, President
Chris Carroll, Executive Assistant to the President

Finance & Administration

Ken Robald, Senior VP, Finance & Administration
Danny Bess, Director, Operations
Lyssa Lyles, Office Administrator
Todd Fennell, Office Clerk/Catalog Development Assistant
Lindsay Saylor, Receptionist

A&R

Keith Stegall, Senior VP, A&R
Carson Chamberlain, Senior Director, A&R
Gary Harrison, Director, A&R
Claudia Mize, Senior Director, A&R Administration
Sandra Fox, A&R Administration Coordinator
Sanda Perkins, A&R Coordinator

Sales/Marketing

John Grady, Senior VP, Sales, Marketing & Promotion
Kim Markovchick, Senior Director, Marketing
Ben Kline, Senior Director, Sales
Kira Florita, Senior Director, Catalog & New Business Development

Kristi Brake, Senior Manager, Marketing
Michelle Bayer, Coordinator, Sales
Kristen Bradley, Administrative Assistant, Marketing

Creative Services

Jim Kemp, Senior Director, Creative Services
Retta Harvey, Senior Director, Video Production
Karen Naff, Administrative Assistant, Creative Services

Promotion

Larry Hughes, VP, Promotion
Pat Surnegie, VP, West Coast Promotion
Norbert Nix, VP, National Promotion & Artist Development
Chris Stacey, Director, National Promotion/Artist Development
Michael Powers, Director, Northeast Regional Promotion (Detroit)

John Ettinger, Director, Midwest Promotion (Chicago)
Rocco Cosco, Director, Southeast Regional Promotion
Chad Schultz, Southwest Regional Promotion Manager (Dallas)
Molly Scanlon, Promotion Coordinator
Gina Weeks, Administrative Assistant, Promotion

Media Relations

Sandy Neese, Senior VP, Media Relations
Kevin Lane, Director, Media Relations
Lisa Wahnish, Director, Media Relations
Jenny Alford, Media Relations Coordinator
ARTISTS: John Anderson, Rodney Carrington, Terri Clark, Neal Coty, Billy Ray Cyrus, Tom T. Hall, Eric Heatherly, Toby Keith, Sammy Kershaw, Kathy Mattea, Kim Richey, Jenny Simpson, The Statler Brothers, Keith Stegall, William Topley, Shania Twain, Mark Wills

OH BOY RECORDS

33 Music Square West, Suite 102B, 37203

Phone: 742-1250

Al Bunetta, President
Dan Einstein, Vice President

ARTISTS: Oh Boy: John Prine, Donnie Fritts, Heather

Eatman, R.B. Morris

Red Pajamas Records: Steve Goodman

Blue Plate Music: Arlen Roth, Mountain Stage Series (various artists compilations)

PALADIN RECORDS

1514 South Street, Suite 200, 37212

Phone: 255-7191

Jim Zumwalt, President

ARTISTS: Brian Wilson (w/ Giant), Greg Garing (w/ Revolution), Jamie Hartford, Ricky Lee Phelps, R.S. Field, Steve Forbert

PIONEER MUSIC GROUP

1420 Coleman Road, Franklin, TN 37064

Phone: 595-9028

Charlie Lico, President/CEO

ARTISTS: CeCe Winans, Judson Spence, Mancy Alan Kane

PUNCH RECORDS

909 18th Avenue South, 37212

Phone: 320-1250

John C. Mauccere, Jr., CEO

ARTISTS: Ceili Rain, Ned Massey, Laura Powers, Gary Vincent and Swamp Honkys, Jack Curry

RAZOR & TIE

219 Sullivan Street, New York, NY 07093

Phone: 212-473-9173

Cliff Chenfeld, CEO

Craig Balsam, CEO

ARTISTS: Cledus T. Judd, Dar Williams, Marshall Crenshaw, Francis Dunnerly, Graham Parker, Fred Eaglesmith

RCA LABEL GROUP

One Music Circle North, 37203

RCA Phone: 664-1200

BNA Phone: 780-4400

Tom Banks, Administrator, Finance
Paul Barnabee, Senior Director, Finance
Renee Bell, Senior Director, A&R
Judy Farde-Blair, Assistant, Creative Services
Alison Booth, Director, A&R Administration
Glenda Break, Director, Production
Burton Brooks, Administrator, Recording Services
Laini Brown, Receptionist
Britta Davis, Manager, BNA Artist Development
Aaron Doerr, Administrator, Finance
Susan Eaddy, Associate Director, Creative Services
Jon Elliot, Associate Director, RCA Artist Development
Reese Faw, Administrator, A&R
Joe Galante, Chairman
Bobby Gropp, Maintenance
Mary Hamilton, VP, Creative Services
Donna Hollie, Administrator, Label Operations
Ron Howie, VP, Sales
Val Knust, Legal Department
Chandra LaPlume, Coordinator, Creative Services
Tiffany Lauer, Product Manager, Sales
Lawrence Loring, Manager, Production
Cindy Mabe, Administrator, RCA Artist Development
Amy Macy, Senior Director, Sales & Marketing
Heather McBee, Manager, Strategic Business Development
Jane Messmore, Executive Assistant
Craig Mitchell, Mailroom Coordinator
Hillary New, Manager, Field Sales

Aubrey Parker, Administrative, Production
Melani Porteil, Administrator, Sales
Sam Ramage, Senior Director, A&R
Kim Reinbald, Media Assistant
Thom Schuyler, Senior VP, A&R
Debbie Schwartz, Associate Director, BNA Artist Development
Butch Waugh, Senior VP/GM
Gina Williams, Administrator, Media
Marion Williams, Director, Media Marketing
Kathy Woods, VP, Legal and Business Affairs

RCA

Chris DeCarlo, Northeast Regional Promotion Manager
Keith Gale, National Director, Promotion
Sam Harrell, West Regional Promotion Director
Cindy Heath, Coordinator, National Promotion
Don Nelson, South Regional Promotion Manager
Adrien Michaels, SW Regional Promotion Manager
Gussie Thomason, MW Regional Manager
Suzette Tucker, Mid-Atlantic Regional Promotion Manager
Mike Wilson, VP, Promotion

BNA

Tom Baldrice, VP, National Promotion
Joe Devine, North Central Regional Promotion Manager
RG Jones, Administrator, National Promotion
Scot Michaels, Promotion Director, West Region
Tony Morreale, Southeast Regional Promotion Manager
Joe O'Donnell, West Coast Regional Promotion Manager
Tom Sgro, Senior Director, National Promotion
Christian Svendsen, Southwest Regional Promotion Manager
Chuck Thagard, Promotion Director, East Region

ARTISTS: RCA: Alabama, Clint Black, Sara Evans, Andy Griggs, Martina McBride, The Thompson Brothers

BNA: Kenny Chesney, Jim Lauderdale, Lonestar, Mandy McCready, Lorie Morgan, Jason Sellers, The Warren Brothers

RIVER NORTH NASHVILLE

1227 16th Avenue South, 37212

Phone: 327-0770

Eddie Mascolo, VP/GM

Michelle Brown, Director/Publicity
Grace Paden, Promotion Director

ARTISTS: Crystal Bernard, Ronna, Atlanta Rhythm Section, Peter Cetera, Tammy Trent, Kansas, Dionne Warwick, Juice Newton

ROUNDER RECORDS

One Camp Street, Cambridge, MA 02140

Phone: 617-354-0700

Ken Irwin, Owner
Bill Nowlin, Owner
Marian Levy, Owner
John Virant, CEO
Duncan Browne, GM
Brad Paul, VP of Promotion

ARTISTS: Alison Krauss & Union Station, Heather Myles, Del McCoury Band, Rosie Flores, Skip Gorman, Jones & Leva, Laurie Lewis, Slaid Cleaves, The Woodys, Claire Lynch, The Stevens Sisters, David Olney, Barry & Holly Tashian, Illrd Tyme Out, Riders In The Sky, Wylie & The Wild West, Ricky Skaggs

LABEL STAFF APPENDIX

SONY MUSIC NASHVILLE

34 Music Square East, 37203

Phone: 742-4321

Allen Butler, President
Paul Worley, Executive VP
Jeff Allen, VP Finance
Paige Conners, Exec. Assistant to P. Worley
Susan Myers, Exec. Secretary to A. Butler

A&R

Cliff Audretch, Sr. Director Sony A&R
Tammy Brown, Supervisor Sony A&R
Blake Chancey, VP of Sony A&R
Tonya Derry, Coordinator A&R Admin.
Mark East, Supervisor A&R Admin.
Anthony Martin, Manager A&R
Laura Putty, Manager A&R
Kay Smith, Sr. Dir. A&R Admin.
Airik Sanders, Tape Vault Clerk, A&R Admin.

Art/Creative Services

Tracy Baskette, Assoc. Art Director
Bill Johnson, VP of Creative Services
Beth Kindig, Assoc. Art Director
Vicki Rowland, Assoc. Dir. Creative Svcs.
Rollow Welch, Sr. Art Director

Marketing

Dean Broadhead, VP Epic/Columbia Mktg.
Tanya Bishop, Coord. Epic/Columbia Mktg.
Robin Christensen, Assoc. Dir. Radio Mktg.
Debbi Haus, Assoc. Dir. Product Mktg.
Margie Hunt, Sr. Dir. Product Development
Jackie Straka, Dir. Product Mktg.

Media

Janet Bozeman, Director Press/Publicity
Craig Campbell, Assoc. Dir. Epic Media
Shawn Williams, Coordinator Media

MIS (Computer Services)

Troy Barnett, Network Engineer

Office Administration

Travis Hensley, Coord. Office Admin.
Rosanne McDowell, Assoc. Dir. Office Admin.
Larry Raymond, Mailroom/Facilities Asst.
Jeannie Winn, Receptionist

Promotion—Columbia

Jeri Detweiler, Reg. Country Prom. Mgr. Central
Mike Rogers, Dir. National Country Prom.
Kristi Volskis, Coord. Promotion
Ted Wagner, VP National Promotion

Promotion—Epic

Rob Dalton, VP National Promotion
Shelley Gregory, Coord. Promotion
Rick Hughes, Reg. Country Promotion Mgr.
Jack Lameier, Sr. VP National Promotion

Promotion—Monument

Bart Allmand, Dir. Natl. Promotion
Tommy Laird, Coord. Promotion
Larry Pareigis, VP National Promotion
Wix Wichmann, Reg. Country Promotion Mgr.

Sales/Marketing

Tracy Graham-McGlocklin, Mgr. Sales/Mktg.
Mike Kraski, Sr. VP Sales/Mktg.

Sales

Dale Libby, VP Sales
Phil Little, Regional Director Sales
Sylvia van Peperzeel, Coordinator Sales

Regionals

Columbia Promotions

Marlene Augustine, Northwest
Jack Christopher, Northeast
Jeri Detweiler, Central
Mark Janese, Southwest
Clint Marsh, Midwest
Lloyd Stark, Southeast

Epic Promotions

Mike Brady, Los Angeles
Matt Corbin, Northeast
Jim Dorman, Southwest
Rick Hughes, Central
Chris Micheals, Southeast
Mark Westcott, Midwest

Monument Promotions

Pamela Newman, West Coast
Mike Ring, Southwest

Sales

Ed Gertler, Northwest

College Reps

A&R

Deborah Boyle, College Rep.
College Marketing Department
Brad Binder, College Rep.
Jerry Bundy, College Rep.
Jay Gilberg, College Rep.
John Hall, College Rep.
Bo Martinovich, College Rep.
Katie Stika, College Rep.
Charlotte Wampler, College Rep.

Creative Services

Meghan Cox, College Rep.

Media

Brenee Drew, College Rep.

Promotions

Lisa Donati, Epic
Mark Dunlop, Lucky Dog
Sonia Fernandez, Epic
Paul Kwant, Lucky Dog
Caroline Landers, Monument
Todd Pauley, Lucky Dog
Morgan Snyder, Columbia

Sales

Amy Huffaker, College Rep.

ARTISTS: Columbia: Chet Atkins, Lisa Brokop, Mary Chapin
Carpenter, Deryl Dodd, Killer Beaz, Montgomery Gentry,
Ricochet, Earl Scruggs, Doug Stone, Rick Trevino

Columbia/DKC: Wade Hayes

Epic: James Bonamy, Joe Diffie, Ty Herndon, The Kinleys, Patty
Loveless, Shana Petrone, Collin Raye, Sons Of The Desert

Monument: Dixie Chicks, Gil Grand, Yankee Grey

Lucky Dog: Asleep At The Wheel, David Allen Coe, Bruce
Robison, Charlie Robison

STEP ONE RECORDS

1300 Division Street, Suite 304, 37203

Phone: 255-3009

Mel Holt, CEO

Ray Pennington, President
Lynn Pennington, VP Operations
Jeff Brothers, VP Sales/Marketing

ARTISTS: Doyle Dykes, Bill Young, The Browns, Bryan Smith,
Jack Greene, The Whites, The Geezinslaw Brothers,
Western Flyer, Gene Watson, Steve W. Mauldin's
Midnight Strings, The Emeralds, Big Kat Kaylor

SUGAR HILL RECORDS

P.O. Box 55300, Durham, NC 27717-5300

Phone: 919-489-4349

Barry Poss, President

ARTISTS: Includes James McMurtry, Tim O'Brien, Tina Adair,
Aubrey Haynie, Kenny Smith, Dan Crary, Chesapeake,
Donna the Buffalo and Austin Lounge Lizards.

WARNER/REPRISE NASHVILLE

20 Music Square East, 37203

Phone: 748-8000

Administration

Jim Ed Norman, President
Leann Barron, Executive Assistant
Eddie Reeves, Executive VP
Patsy Wells, Executive Assistant
Cindy Finch, VP/Administration
Warner Bros. Promotion/Marketing
Bob Saportti, Senior VP/GM
Brad Howell, VP Promotion
Rick Henegar, Marketing Director
Ken Tucker, National Promotion Manager
Rowanne McKnight, Regional Promotion Manager
Bruce Adelman, Regional Promotion Mgr.
Cliff Blake, Regional Promotion Manager
Tom Moran, Regional Promotion Manager
Jon Loba, National Promotion Coordinator

Reprise Promotion/Marketing

Bill Mayne, Senior VP/GM
Jack Purcell, VP Promotion
Scott Heuerman, Marketing Director
Steven Sharp, Regional Promotion Manager
John Trapane, Regional Promotion Manager
Lisa Andrick, Regional Promotion Manager
Jean Cashman, Regional Promotion Manager
Matt Williams, Regional Promotion Manager
Celeste Irvin, National Promotion Coordinator

A&R

Paige Levy, Senior VP A&R
Danny Kee, A&R Director

Artist Development

Janice Azrak, Sr. VP Artist Development

Publicity

Susan Niles, National Publicity Director

Progressive Music

Chris Palmer, VP Progressive Music

Sales

Vic Faraci, Senior VP Sales/Distribution
Neal Spielberg, VP National Sales
Peter Strickland, Regional Sales Manager

Creative Services

Aimee McMahan, Creative Services Director
Garrett Rittenberry, Art Director

International

Yumi Kimura, International Marketing Mgr.

Resound

Barry Landis, VP/General Manager

Alliance

Demetrus Alexander, VP/GM Gospel

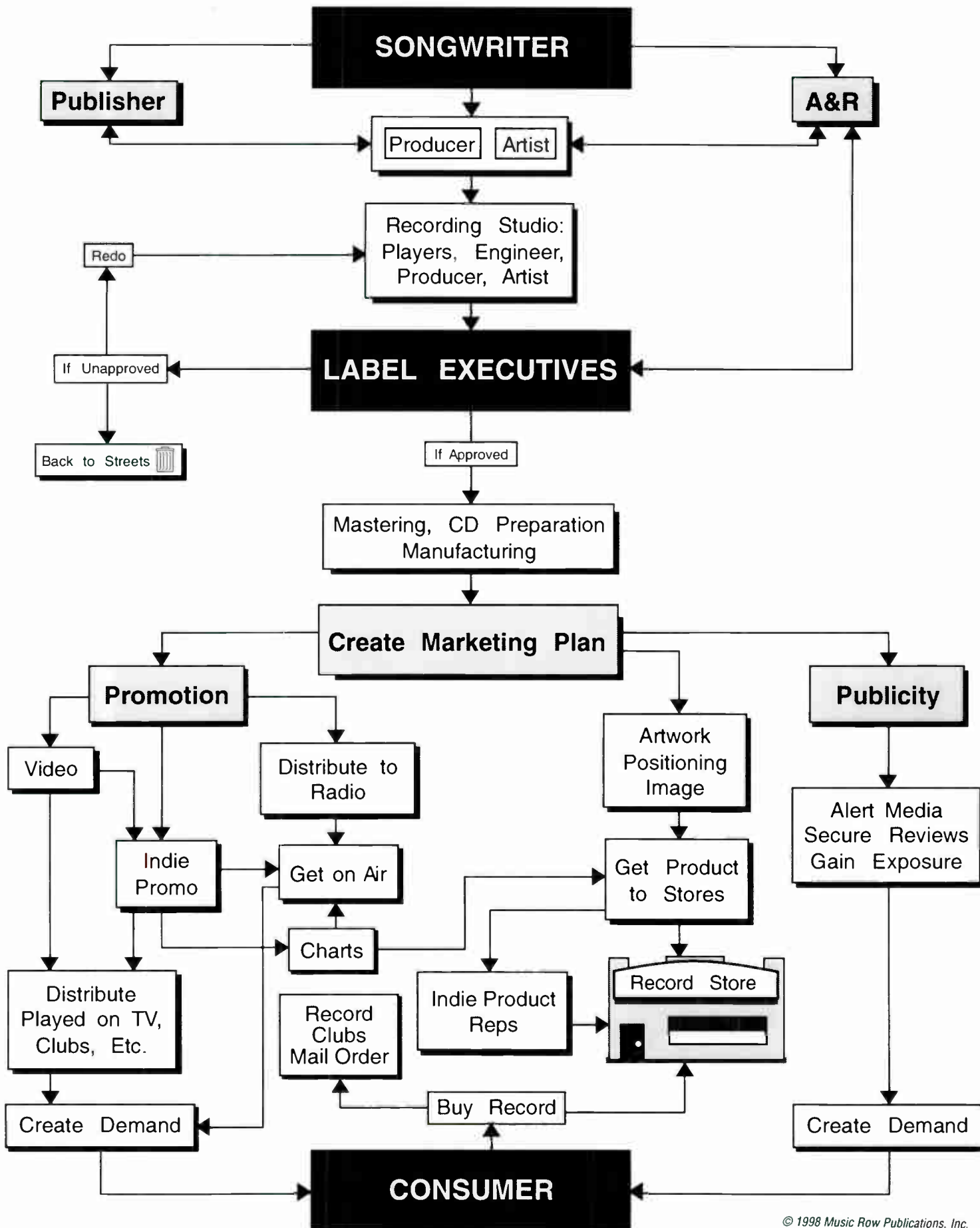
ARTISTS: Warner Bros.: David Ball, Anita Cochran,
Crawford/West, Rodney Crowell, Chris Cummings, Steve
Earle, Bill Engvall, Bela Fleck, Jeff Foxworthy, Faith Hill,
Tish Hinojosa, Brady Seals, Travis Tritt

Reprise: Paul Brandt, Beth Nielsen Chapman, The Lynns,
Michael Peterson, Randy Scruggs Project, Take 6, Dwight
Yoakam

Warner Western: Bill And Bonnie Hearne, Joni Harms,
Robert Mirabal, Ranger Doug, Tim Ryan, Red Steagall

MUSIC INDUSTRY PRODUCT FLOW CHART

(or, Why it Takes So-o-o Long to Get Anywhere in the Music Business)



© 1998 Music Row Publications, Inc.
All Rights Reserved

BY DAVID M. ROSS

BOOKING

MICHAEL R. ALLEN	10
RON BAIRD	11
KEITH CASE	23
TONY CONWAY	26
STEVE DAHL	27
ROD ESSIG	31
BARBARA HARDIN	36
JOHN H. HUIE	42
PAUL MOORE	58
DANNY O'BRIEN	59
BOBBY ROBERTS	64
RICK SHIPP	68
RUSS SIMONS	69
BONNIE SUGARMAN	70
JAMES YELICH	75

BUYER/PROMOTER

BEN FARRELL	31
ALI HARNELL	37
AMY KURLAND	50
TOM MORALES	58
TREY TURNER	71
STEVE WEST	73

CHRISTIAN MUSIC

DEMETRUS ALEXANDER	10
MIKE ATKINS	10
LOREN BALMAN	11
MICHAEL BLANTON	15
FRANK BREEDEN	17
DAN R. BROCK	17
MELINDA SCRUGGS GALES	33
DAN E. HARRELL	37
BILL HEARN	38
BRUCE KOBLISH	50
ROLAND LUNDY	53
NORMAN MILLER	56
JEFF MOSELEY	58
DAN RAINES	63
JOHN W. STYLL	70
JIM VAN HOOK	71
PETER YORK	75

CBS

JERRY BAILEY	11
C. PAUL CORBIN	26
DAVID HALL	36
PAUL HASTABA	38
BRIAN HUGHES	40

GAYLORD

STEVE BUCHANAN	19
ALAN HALL	36
TERRY LONDON	53
PAM LOVELACE	53
BOB WHITTAKER	73
CINDY WILSON	74

GRAPHIC ARTS

BILL BARNES	11
P. DAVID ELEAZAR	30
VIRGINIA TEAM	71

INTERNATIONAL

TRISHA WALKER-CUNNINGHAM	27
PAUL FENN	31
RAMONA E. SIMMONS	68
RICHARD WOOTTON	74

JINGLE

BOB FARNSWORTH	31
CHRIS PARKER	61
RANDY WACHTLER	72
DAN WILLIAMS	73
LEONARD WOLF	74

MANAGER

BRUCE ALLEN	10
RICK ALTER	10
JAY BARRON	13
NARVEL BLACKSTOCK	15
GARY BORMAN	16
WOODY BOWLES	16
KELLY BROOKS	19
FRANK CALLARI	21
JOE CARTER	22
WILLIAM N. CARTER	22
DOUGLAS P. CASMUS	23
BARRY COBURN	24
DAVID CORLEW	26
STUART DILL	29
JOHN R. DORRIS	29
BOB DOYLE	30
GARY FALCON	31
PETE FISHER	32
LARRY FITZGERALD	32
BONNIE GARNER	34
DAN GOODMAN	34
JON GOODMAN	34
TED HACKER	36
MARK HARTLEY	38
MERLE KILGORE	47
T.K. KIMBRELL	47
PHILLIP KOVAC	50
KEN KRAGEN	50
JON LANDAU	51
DON LIGHT	53
JACK McFADDEN	55
STAN MORESS	58
DALE MORRIS	58
MARC OSWALD	61
CHIP PEAY	61
ANASTASIA PRUITT	62
TANDY RICE	64
WILBUR RIMES	64
MIKE ROBERTSON	64
AL SCHILTZ	67
STAN SCHNEIDER	67
JUDY G. SEALE	68
SCOTT F. SIMAN	68
DAVID SKEPNER	69
JOHNNY SLATE	69
CLARENCE SPALDING	69
BURT STEIN	70
DENISE STIFF	70
BOB TITLEY	71

ELIZABETH HATCHER-TRAVIS	71
ERV WOOLSEY	74

MARKETING

MIKE MARTINOVICH	54
DAVID McCORMICK	55
MIKE SHALETT	68

ORGANIZATION

PAUL ALLEN	10
RICH BARNET	13
WILL BEASLEY	13
ED BENSON	13
SHERRY BOND	15
CONNIE BRADLEY	16
HAROLD BRADLEY	16
JAMES M. CLAPPER	24
BILL DENNY	29
TABITHA EADS	30
TERESA GEORGE	34
JEFF GREEN	34
STEVEN J. GREIL	35
DAN HAYS	38
BARTON HERBISON	39
RANDALL G. HIMES	39
BILL IVEY	42
ANNE POPE	62
FRANCES PRESTON	62
RUNDI REAM	63
NANCY SHAPIRO	68
ROGER SOVINE	69
WILLIAM VELEZ	72

PRESS

BOB CANNON	22
CHET FLIPPO	32
LON HELTON	39
JACK HURST	42
WADE JESSEN	44
MIKE JONES	44
BRIAN MANSFIELD	54
JAMIE MATTESON	54
MICHAEL McCALL	55
ROBERT K. OERMANN	59
KAREN OERTLEY	59
JAY ORR	61
JIM PITT	62
TOM ROLAND	64
DAVID ROSS	65
BRAD SCHMITT	67
JIM SHARP	68
GARY SMITH	69
HAZEL SMITH	69
LARRY SMITH	69
RICK TAYLOR	71
DAVID ZIMMERMAN	75

PRODUCER

CHET ATKINS	10
BROWN BANNISTER	11
BARRY BECKETT	13
DON COOK	26
CHRIS FARREN	31

GARTH FUNDIS	33
BYRON GALLIMORE	33
EMORY L. GORDY, JR.	34
JOHN GUESS	35
SCOTT HENDRICKS	39
JOHN HOBBS	40
KYLE LEHNING	51
JOSH LEO	51
DAVID MALLOY	54
MICHAEL OMARTIAN	59
CSABA PETOCZ	62
ALLEN REYNOLDS	64
RANDY SCRUGGS	67
ED SEAY	68
CHRIS WATERS	72
NORRO WILSON	74

PROFESSIONAL

CRAIG BENSON	13
JOEL A. CHERRY	24
CHUCK FLOOD	32
RICHARD H. FRANK, JR.	32
STEVEN GLADSTONE	34
GARY HABER	36
ALVIN G. HAGAMAN, JR.	36
LISA HARLESS	36
CHERYL HARRIS	37
JAMES H. HARRIS, III	38
CRAIG HAYES	38
MARK S. HENDRICKS	39
CHRISTIAN A. HORSNELL	40
RUSTY JONES	46
ROBIN MITCHELL JOYCE	46
JOEL KATZ	46
KENNETH L. KRAUS	50
JOHN E. MASON	54
MARY ANN McCREADY	55
W. MICHAEL MILOM	56
MALCOLM MIMMS	56
JOE A. MOSCHEO, II	58
KERRY P. O'NEIL	59
VAN SIMMONS	68
CHARLES SUSSMAN	70
MICHAEL VADEN	71
BRIAN WILLIAMS	73
CLIFF WILLIAMSON	74
JIM ZUMWALT	75

PROMOTION

CRAIG BANN	11
RALPH CARROLL	22
JERRY DUNCAN	30
JON GRIMSON	35
DIANE RICHEY-HAUPT	38
WYNN JACKSON	42
TARI LAES	51
TIM McFADDEN	55
DEBBIE GIBSON PALMER	61
MIKE SIRLS	69
SKIP STEVENS	70
SUSAN TURNER	71
JEFF WALKER	72

**NEED LESS THAN 1000?
TIRED OF ALL THE MINIMUMS?**

BLANK CASSETTES - You Decide Length, Quality & Quantity
AUDIO DUPLICATION - CASSETTES & CD'S

- You'll Love Our Prices
- Our Graphic Artist Turns Your Dream Into Reality

- We'll Do It Right The 1st Time Or It's On Us!
- You'll Have Fun Doing Business With Us
- We'll Tell You Everything Up Front - No Hidden Charges
- Your Time Is Valuable, So We Will Meet Your Deadline

G U A R A N T E E D

**We Make Tapes,
CD's and Videos**

Linking the Artist to their World!

115 16th Avenue South - Suite 101 • Nashville, TN 37203
(615) 244-4236 • 1-888-868-8852



Can't read **music**
Can't play a **lick**
Can't carry a **tune**

But when you need top-notch talent to handle your staffing needs, we've got perfect pitch.

Administrative assistants, switchboard/receptionists, mailroom, accounting-we put people to work up and down the row everyday.

After all, when we work Music Row, we really work.

Music Row
615.321.9094

randstad staffing services™

IN CHARGE

PUBLICITY

SHARON ALLEN	10
ALISON AUERBACH	10
JENNIFER BOHLER	15
DIXIE CARTER	22
NICOLE COCHRAN	24
JIM DELLA CROCE	28
HOLLY GLEASON	34
CATHY GURLEY	35
SUMMER HARMAN	37
DEBBIE HOLLEY	40
KIP KIRBY	50
PAMELA L. LEWIS	51
ERIN MORRIS	58
RONNA RUBIN	65
NANCY RUSSELL	65
JESSIE SCHMIDT	67
LISA SHIVELY	68
ELIZABETH THIELS	71
WES VAUSE	72
MARGARET ANN WARNER	72
JULES WORTMAN	74

PUBLISHING

BOB BECKHAM	13
ILENE BERNS	13
KEN BIDDY	15
DALE BOBO	15
WOODY BOMAR	15
JERRY BRADLEY	16
DAVID BRIGGS	17
MARK BRIGHT	17
J. AARON BROWN	19
REE GUYER BUCHANAN	19
WALTER CAMPBELL	22
JEFF CARLTON	22
BUZZ CASON	23
TERRY D. CHOATE	24
JEWEL COBURN	24
TOM COLLINS	25
DAVID CONRAD	25
KAREN CONRAD	25
JUAN CONTRERAS	25
LIONEL CONWAY	26
STEPHANIE COX	26
PAUL CRAFT	26
STEVE CROPPER	26
JERRY CRUTCHFIELD	26
WHITNEY DAANE	27
BRAD DANIEL	28
JULIE DANIEL	28
STEPHEN DAY	28
MEREDITH STEWART DEVOURSNEY	29
CHRIS DODSON	29

DAVID DUROCHER	30
STACEY SLATE EASTERLING	30
PATRICK FINCH	31
NOEL FOX	32
CELIA FROELIG	32
MARTY GAMBLIN	33
JIMMY GILMER	34
RICK HALL	36
JUDY HARRIS	38
PAT HIGDON	39
DANIEL HILL	39
DONNA HILLEY	39
MICHAEL HOLLANDSWORTH	40
MELANIE SMITH HOWARD	40
KIM JONES	44
BUDDY KILLEN	47
MICHAEL KNOX	50
KEVIN LAMB	51
TOM LONG	53
BRENT MAHER	53
STEVE MARKLAND	54
GLENN MARTIN	54
PAT McMURRY	56
GLENN MIDDLEWORTH	56
SHAWN HEFLIN-MIDDLEWORTH	56
CHARLIE MONK	57
DENNIS MORGAN	58
ROGER MURRAH	58
CHUCK NEESE	58
BARBARA ORBISON	61
TOM OTERI	61
GARY OVERTON	61
SUE K. PATTON	61
BETTY ROSEN	64
LESLIE SALZILLO-SCHMIDT	67
MICHAEL N. SEBASTIAN	68
TERRY SMITH	69
LOU SPOLTORE	70
RAY STEVENS	70
JANA TALBOT	71
JOE TALBOT	71
LANA THRASHER	71
TERRELL TYE	71
BEN VAUGHN	72
CAROL LINDSEY VINCENT	72
TERRY WAKEFIELD	72
CARYN WARINER	72
JODY WILLIAMS	73
TIM WIPPERMAN	74

RADIO

CHARLIE DOUGLAS	29
J.D. HAAS	36
CURT HAHN	36

JOHN HART	38
GERRY HOUSE	40
RON HUNTSMAN	42
PAUL LOVELACE	53
MAURICE MINER	57
BOB MOODY	57
MOON MULLINS	58
TIM P. RILEY	64
RUSTY WALKER	72
ROSEMARY YOUNG	75

STUDIO

JEFF BALDING	11
LAURA FORD BARTSCHI	13
DAVID BENNETT	13
LYNN BENNETT	13
GEORGE BETTS	15
MIKE BRADLEY	17
AL JOLSON	44
ANDREW KAUTZ	46
RON KERR	47
RANDY KLING	50
JERRY McBEE	55
PATRICK A. McMAKIN	56
GLENN MEADOWS	56
JOZEF NUYENS	59
NICK PALLADINO	61
WARREN PETERSON	62
K.K. PROFFITT	62
DENNY PURCELL	62
JIM REYLAND	63
LISA ROY	65
BARRY SANDERS	65
HAROLD SHEDD	68
ROBERT SOLOMON	69
PRESTON SULLIVAN	70
CARL TATZ	71
JIM WHITE	73
HANK WILLIAMS	73

VIDEO

MARC BALL	11
BRYAN BATEMAN	13
WILLIAM BYRD	21
ARMANDA COSTANZA	26
ROBERT DEATON	28
MARTIN FISCHER	32
GEORGE J. FLANIGEN IV	32
STEVEN GOLDMANN	34
JIM MAY	54
MICHAEL MCNAMARA	56
MICHAEL MERRIMAN	56
JOHN LLOYD MILLER	56
KITTY MOON	57
JIM OWENS	61
DAVID A. POWERS	62
STEVE ROCHE	64
CHRIS ROGERS	64
JIM SHEA	68
JON SMALL	69
RICHARD M. SPEER	70
GENE WEED	72
GERRY WENNER	73



ABBREVIATIONS

- AARC** Alliance Of Artists & Record Companies
- ABA** American Bar Assn.
- ACLU** American Civil Liberties Union
- ACM** Academy Of Country Music
- AES** Audio Engineering Society
- AFI** American Film Institute
- AFM** American Federation Of Musicians
- AFTRA** American Federation Of Television And Radio Artists
- AGA** American Gas Assn.
- AGVA** American Guild Of Variety Artists
- AICPA** American Institute Of Certified Public Accountants
- AIGA** American Institute Of Graphic Arts
- AMA** American Management Assn.
- AOA** Aircraft Owners And Pilots Assn.
- APM** Academy Of Popular Music
- ASA** Acoustical Society Of America
- ASAE** American Society Of Assn. Executives
- ATAS** Academy Of Television Arts And Sciences
- AWRT** Assn. Of Women In Radio & Television
- BBB** Better Business Bureau
- BPMEA** Broadcast Promotion And Marketing Executives
- CARAS** Canadian Academy Of Recording Arts & Sciences
- CBA** Christian Booksellers Assn.
- CCMA** Canadian Country Music Assn.
- CCMA** Christian Country Music Assn.
- CIRPA** Canadian Independent Record Production Assn.
- CMA** Country Music Assn.
- CMF** Country Music Foundation
- CMPA** Church Music Publishers Assn.
- CMTA** Christian Music Trade Assn.
- CRB** Country Radio Broadcasters
- CRS** Country Radio Seminar
- CSS** Copyright Society of the South
- DGA** Directors Guild Of America
- ECO** Earth Communications Office
- FCC** Fellowship Of Companies For Christ
- GBA** Georgia Bar Assn.
- GMA** Gospel Music Assn.
- HRTS** Hollywood Radio & Television Society
- IAAM** International Assn. Of Auditorium Managers
- IAAPA** International Assn. Of Amusement Parks And Attractions
- IAFE** International Assn. Of Fairs And Expositions
- IBMA** International Bluegrass Music Assn.
- IEBA** International Entertainment Buyers Assn.
- IFCO** International Fan Club Organization
- ITAA** International Theatrical Agencies Assn.
- ITS** International Teleproduction Society
- ITVA** International Television Assn.
- MBA** Missouri Bar Assn.; Masters Business Administration
- MEIEA** Music And Entertainment Industry Educators Assn.
- MVA** Music Video Assn.
- NACA** National Assn. Of Campus Activities
- NACP** National Academy Of Cable Programming
- NAF** Nashville Advertising Federation
- NAFE** National Assn. Of Female Executives
- NAIRD** National Assn. Of Independent Record Distributors
- NAMM** National Assn. Of Music Merchants
- NAMT** National Assn. For Music Therapy
- NAPM** National Academy Of Professional Managers
- NAPRS** Nashville Assn. Of Professional Recording Services
- NAPTE** National Assn. Of Television Programming Executives
- NARAL** National Abortion Rights Action League
- NARAS** National Academy Of Recording Arts And Sciences
- NARM** National Assn. Of Recording Merchandisers
- NATAS** National Assn. Of Television Arts And Sciences
- NATD** Nashville Assn. Of Talent Directors
- NATPE** National Assn. Of Television Program Executives
- NAWBO** National Assn. Of Women Business Owners
- NBA** National Bar Assn.
- NCRS** National Corvette Reconstruction Society
- NEA** Nashville Entertainment Assn.
- NEJA** Nashville Entertainment Journalists Assn.
- NFIB** National Federation Of Independent Businessmen
- NFVA** Nashville Film & Video Assn.
- NICL** Nashville Investment Club for Ladies
- NMA** National Musicians Assn.
- NMPA** National Music Publishers Assn.
- NPA** National Promoters Assn.
- NSA** National Speakers Assn.
- NSAI** Nashville Songwriters Assn., International
- NSC** Nashville Ski Club/Nashville Sports Council
- NSF** Nashville Songwriters Foundation
- NJBA** New Jersey Bar Assn.
- NYBA** New York Bar Assn.
- OABA** Outdoor Amusement Business Assn.
- PRSA** Public Relations Society Of America
- RIAA** Recording Industry Assn. Of America
- ROPE** Reunion Of Professional Entertainers
- SAG** Screen Actors Guild
- SEGA** Southeastern Gas Assn.
- SGA** Southern Gas Assn.
- SLA** Showmen's League Of America
- SPJ** Society Of Professional Journalists
- SS** Society Of Singers
- TBA** Television Bureau Of Advertising; Tennessee Bar Assn.
- TBF** Tennessee Bar Foundation
- TGA** Tennessee Gas Assn.
- TNCPA** Tennessee Certified Public Accountants
- USO** United Services Organization
- VAAN** Visual Artists Alliance Of Nashville
- WFA** Western Fair Assn.
- WMA** Western Music Assn.



THE DIRECTORY

GOODS & SERVICES FOR THE MUSIC INDUSTRY



ACCOMODATIONS

The Spence Manor SUITES
NASHVILLE
 Music Row's Private Hotel Alternative
 Everything Furnished • One & Two Bedroom Suites
 Kitchens • Phones • Cable • Room Service
 Catering to Entertainment Industry Professionals
 www.songnet.com/SpenceManor
 E-mail: SpenceManor@juno.com 615/259-4400

ARRANGER

Steve W. Mauldin
 Hendersonville, 37075264-6742

ARTIST DEVELOPMENT

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

ATTORNEY

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

AUDIO PRODUCTS

BASF

PROFESSIONAL AUDIO PRODUCTS

Nashville
 Tape Supply (615) 254-8178
 Christec Media (615) 646-0524
 Dreamhire (615) 321-5544
 Music Row
 Technology (615) 366-0870

SONY Pro Audio Tape
 call me! www.epc-tv.com
 (615) 781-8194

ELECTRIC PICTURE COMPANY Inc.

Have, Inc....615-952-5100/1-800-999-4283

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

BACKGROUND VOCALS

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

BOOKING/MNGMT.

Bobby Roberts Co., Inc
 Hendersonville..... 859-8899
 The Box Office
 1010 16th Ave S.....256-5400
 Bradley Music Management
 1100-D 18th Avenue S.....320-3220
 Buddy Lee Attractions, Inc
 38 Music Sq E #300.....244-4336
 Al Bunetta Management
 33 Music Sq W #102A742-1250
 Liz Gregory Talent
 1018 17th Ave S #12.....329-4878
 McLachlan-Scruggs Int.
 2821 Bransford Ave.....292-0099
 Rainey Steele/Seymour Heller
 POB 270247 Nash 37227...259-7588
 Rick Levy Management
 Orlando, FL.....407-521-6135
 S&S Productions.....230-7865
 Concert Promotions
 Talent Grp. Intercontinental.....449-7818
 4555 Hickory Ridge Rd.
 Tim Rand Management
 Nashville, TN.....327-2251
 Top Billing Inc
 1222 16th Ave S #24..... 327-1133

CARTAGE

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

CARTAGE Nashville & SOUND

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

386-3700 • Fax 386-3077

Soundcheck
 750 Cowan St.....726-1165
 Studio Instrument Rentals (S.I.R.)
 1101 Cherry Ave., N'ville, 37203...255-4500

CARTAGE

UNDERGROUND SOUND

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

CD MANUFACTURING

Chelseamusic.....371-5119
 7118 Peach Ct., Brentwood, TN 37207
 Disc Mastering
 30 Music Sq W.....254-8825

DEMO SERVICE

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

EMPLOYMENT AGENCIES

STAFFMARK
 3310 West End Ave #540...385-3100

ENGINEERS

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

EQUIPMENT CASES

Nashville Cartage & Sound ... 386-3700

FAN CLUBS

BlackHawk Fan Club615-320-8545
 POB 121804 Nash., TN 37212-1804

GRAPHICS

Anderson Design303-937-9656
 1675 W. Yale Ave. #A, Denver, CO 80110
 Copies Unlimited
 120 20th Ave S..... 327-1758
 Cover Art Graphics
 19 Music Sq W.....834-2826

INSTRUCTION

Voice Training & Coaching
 R. Grant-Williams 259-4900
 Voice Training & Performance Coaching
 Robin Earl 662-5643

INSTRUMENT RENTAL

Drum Paradise.....248-3786

CARTAGE Nashville & SOUND

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

386-3700 • Fax 386-3077

EQUIPMENT RENTALS

SIR
 (615) 255-4500
 CARTAGE & REHEARSALS

Keyboards in

BLACK & WHITE

"Nashville's Premier Backline & Equipment Rental Company"

From
ALESIS
 to
YAMAHA
 we carry it all!

Ph 615-321-8552
 Fx 615-321-4140
 44 Music Square East
 Nashville, TN 37203

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

INSURANCE

Cooper, Love & Jackson
 Bogie Brewer 292-9000

LEAD SHEETS

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

MAILING SERVICE

David Noel Gibson327-7988

MARKETING

Sel Avison/Barbara Brown320-6500
 Jeff Walker & Associates269-7073
 www.aristomedia.com

MASTERING

Chelseamusic373-5222
 7118 Peach Ct., Brentwood, TN 37207
 Custom Mastering
 54 Music Sq E..... 244-8132

DIGITAL EDITING & MASTERING

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

FINAL
 s t a g e

DIGITAL EDITING & MASTERING
 10 MUSIC CIRCLE S. 2 5 6 . 2 6 7 6

GEORGETOWN MASTERS

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



MASTERFONICS THE PREMIER MASTERING FACILITY

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

Contact Lois Walker • 615-259-4452

MASTERMIX

1808 Division St. 321-5970

Nashville Record Productions
469 Chestnut St259-4200

Venus Mastering

cummins station 615 • 248 • 4042



The better to hear you with

The finest in digital and analog mastering

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

MIDI SEQUENCES

Beatboy Drum Sequences ...717-685-1338

MUSIC PUBLISHERS

Air Deluxe Music
23 Music Sq E #301726-1204
Allegheny Music Works (814) 535-3373
306 Cypress/Johnston, PA 15902
BeKooL Music Group Inc
23 Music Sq E #101251-3128
POB 671008 Dallas, TX 75367
Best Built Songs
920 A 19th Avenue S.....329-1837
Bug Music
1026 16th Ave S..... 726-0782
Cavet-Vanderpool Pub.....255-8392
Christmas & Holiday Music ..213-849-5381
3517 Warner Blvd. Burbank, CA 91505
Country Showcase.....486-9970
POB 1678, Springhill, TN 37174
Don King Music Group.....256-0580
Double Shot Music.....297-5185
EMI.....742-8081
Eran Publishing
23 Music Sq E #301726-1204
Famous Music 329-0500
G. Reb Publishing
23 Music Sq E #301726-1204

The GoodLand Group269-7073
Gracenote Music Pub... (201) 714-9533
Lil Bill Music228-2833
Malaco Music Group.....327-0440
1012 18th Ave. S., Nashville, 37212
McLachlan-Scruggs Int.
2821 Bransford Ave.....292-0099
Mill House Music Inc
1710 Roy Acuff Pl 255-0428
New Clarion Music Group269-4746
Oatman Music.....244-7800
Pig's Eye Publishing Inc
POB 110873, Nash., TN.....831-1449
Pulling Strings.....885-5756
Rosey Red Music242-1500
SEALCO/SADA Rada Music
POB 120435.....321-3453
Shedd House Music
1710 Roy Acuff Pl255-0428
Southern Writers Grp
2804 Azalea Pl383-8682
Split Publishing, Inc
1108 16th Ave S.....255-8777
Tree Publishing Int.
8 Music Sq W726-0890
Western Beat Music PO Box 128105
Nashville 37212383-5466
Write Road Music
1030 16th Ave S242-1375

MUSIC STORES

Donelson Music Center
113 Graylynn Dr883-2324

ORGANIZATIONS

AFTRA327-2944
ASCAP..... 742-5000
Assoc.of Country Entertainers 248-2809
Audio Engineering Society242-0022
BMI401-2000
Country Music Association244-2840
Country Music Foundation256-1639
Country Radio B'casters 327-4487/8
Gospel Music Association 242-0303
Int. TV Assoc.....242-0022
Leadership Music.....321-2808
Musicians Union #257244-9514
N.A.R.A.S..... 255-8777
Nash Assoc. Talent Directors. 385-5700
Nash Entertainment Assoc.327-4308
Nash Songwriters Assoc. Int.. 256-3354
SESAC 320-0055
The Songwriters Guild329-1782
Women Of Music & Ent. Net...360-1373

PHOTOGRAPHY

Nancy Lee Andrews Photography
Cummins Station #124.....259-1555
Keith Carey Creative Photo
4104 Hillsboro Pk #12385-2526
Crichton Photography
940 4th Ave S.....244-4663
Beth Gwinn, PO Box 22817... 385-0917
Alan Mayor.....385-4706
Arlene Richie, POB 20747 Houston, TX
Media Sources713-528-4471
Thunder Image Grp297-5442
POB 25241 Nash., 37202
Williams Photography
623 7th Avenue South.....242-0833

PRO AUDIO

EARS

ENGINEERS, ASSOCIATES & RECORDING SERVICES

EARS AUDIO

Pro Audio Sales & Service
615-327-0805

Russ Berger Design Group Inc
4006 Beltline #160, Dallas, TX 75244
214-661-5222 • Fax 214-934-3935
HiFi Buys (Ed Bouillet).....832-3121
Sony Pro Audio371-1682
StudioTex, Inc (Jim Kaiser).....791-5989

PRO AUDIO SALES

UNDERGROUND SOUND

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

PRODUCTION

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

PROMOTION

A-Team Promotions
107 Music City Cir #323.....885-7187
Jerry Duncan Promotions
17th Ave S321-2841
Joe Gibson Team952-2416
Great North218-675-6205
Little Richie Johnson Inc..505-864-7441
Major Label Promotion 1-800-328-2801



R&R Billboard
Gavin-Impact
Secondary
Stations

"Making A Difference"

(615) 269-7074

Fax (615) 269-0131

www.marco promo.com

Butch Paulson Promotions...615-366-6734
Steve Powell Promotions.....770-242-0807
270 Haydens Walk Ct, Alpharetta, GA 30202
Tandem Promotions
209 10th Ave S. #324.....313-7746

TURNER

& Associates, Promotions, Inc.

A Full Service Promotion Co.

Susan Turner

814 19th Ave. S. 37203

615 327-0944

Fax (615) 329-2015

Bill Wence Promotions
PO Box 110829 37222776-2060
Ken Woods Promotion
1601 Jackson's Valley Pl...885-4313
Leslie Simone
Adobe Graphics1-800-726-9683
Young-Olsen & Assoc., LLC
1114 17th Ave. S.321-4433

PUBLICITY



MEDIA MARKETING • TOUR PRESS
CORPORATE CAMPAIGNS
VIDEO PROMOTIONS

615-269-7071 • FAX 615-269-0131
www.aristomedia.com

Byworth-Wootton International
34 York Rd, New Barnet, Herts
EN51LJ, England...(01144)181-440-8884
Kathy Gangwisch
& Assoc(816) 931-8000
Network Ink, Inc297-0550
.....2021 21st Ave S, Suite 320

PLA Media, Inc.

Marketing • Event Planning
Publicity • Sponsorships

Web: www.plamedia.com

E-MAIL: plewis@edge.net

327-0100 Fax: 320-1061

Trademark PR.....331-7800
P.O. Box 292803, Nashville, TN 37229
Whiting Publicity & Promotions
1807 Grand Ave, Suite 2327-9857

RADIO PRODUCTION

Audio Productions
1102 17th Ave S #200321-3612

RECORD LABELS

American Harvest Recording Society
PO Box 68 Las Vegas, NM 87701
.....505-425-5188
Arista780-9100
Atlantic327-9394
Asylum292-7990
Bellamy Bros.....329-3277
BNA780-4400
Capitol.....269-2000
Capricorn320-8470
Church Street Records322-9500
Comstock 602-951-3115
Cross Three
1706 Grand Ave329-4329
Curb/Nashville.....321-5080
Ditto501-783-7073
Giant.....256-3110
Intersound327-0770
MBS Records POB 360, 72058
Greenbriar, AR501-679-4641
MCA 244-8944
Mercury/Nashville..... 320-0110
Oh Boy Records742-1250
River North Records327-0770
RCA664-1200
Showcase America Records
9 Music Square So.....486-9967
Six-One-Five 776-2060
SONY Columbia/Epic742-4321
TJ Records.....355-9583
Wamer Bros..... 748-8000

RECORDING STUDIOS 16, 24 & MORE

Aural Canvas
Murfreesboro, TN 890-1521
AlliSongs Studio
1603 Horton Ave 292-9899
Beaird Music Group
107 Music City Cir #314 ... 889-0138
The Bunker377-9574
5204 Williamsburg, Brentwood
The Castle.....791-0810
1393 Old Hillsboro Rd., Franklin, TN
Champ Sound
1705 Church St 327-2979

CREATIVE RECORDING
 24 track analog • 32 track digital
 Sphere Eclipse C w/
 Flying Fader Automation
 Additional Pro Tools room w/3D2
615-385-0670

Chelseamusic373-5222
 7118 Peach Ct., Brentwood, TN 37207
 Creative Workshop
 2804 Azalea Pl. 383-8682
 Crisp Sound/Terry Crisp.....754-7900
 Cypress Studio.....834-2826
 Dark Horse Recording
 2465 Old Charlotte Pk.....791-5030
 Digital Audio Post.....321-0511
 Emerald Sound Studio
 1033 16th Ave S.....321-0511
 Island Bound Studio
 1204 17th Ave S.....320-5413

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

JTM Recording
 1008 17th Ave S.....329-8900
 Jukebox
 646 W. Iris Dr.....297-9100
 Magic Tracks

MASTERFONICS
 3 Rooms including *The Tracking Room*
 SSL 9000 J • AT&T DISQ System
 48, 32 Trk Digital & 24 Trk Analog available
 Contact Scott Phillips • 615-259-4452

2712 Larmor Dr292-5950
 Masterlink Studio
 114 17th Ave S..... 244-5656
 Midtown Tone & Volume
 49 Music Sq W #104.....329-0555
 Music Mill
 1710 Roy Acuff Pl254-5925
 Music Row Audio244-3700
 The Nest780-3555
 Omnisound Recording Studio
 1806 Division321-5526
 OZ Audio & Post
 Dave Arrowood.....794-3900
 The Proffitt Center.....264-1819
 Quad Studios
 1802 Grand Ave321-4067
 Rowen Music Studio
 1019 17th Ave S.....321-2121
 Recording Arts321-5479
 Seventeen Grand
 1001 17th Ave. S.....327-9040
 Bobbe Seymour Recording
 802 18th Ave S.....259-4488
 Bobbe Seymour Studio II
 11Music Sq E #101259-4488
 Sixteenth Avenue Sound Studio A
 1217 16th Ave S..... 327-8787
 Sixteenth Avenue Sound Studio B
 1217 16th Ave S..... 327-8787



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

Sound Barrier
 4605 Gallatin228-2570
 Sound Emporium
 3100 Belmont383-1982
 Sound Kitchen
 112 Seaboard Ln, Franklin 370-5773
 Sound Stage
 10 Music Circle S256-2676
 The Soundshop
 1307 Division..... 244-4149
 SoundSmith826-8929

STUDIO X
 vintage gear
 lotsa tubes
615-383-9602

183 Clearview Cir., Hendersonville, TN
 Studio C 30 Music Sq W259-2346
 Suite 16 Recording
 1011 16th Ave S.....329-8130
 Studio 23.....356-7916
 Super 88
 PO Box 91111.....292-9223
 Syncro Sound
 1030 16th Ave S..... 242-2455
 Tombstone Recording
 2813 Azalea Place292-9028
 Wildwood Recording, Brentwood
 6318 Panorama Dr.....661-4948
 Whistler's Music
 1701 Church St.460-7044

REHEARSAL

EQUIPMENT RENTALS
S.I.R.
 (615) 255-4500
CARTAGE & REHEARSALS

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

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

We've Got It All... Just Call Dreamhire

The Largest Full Service
 Professional Audio Rental
 Company In
 The Southeastern
 United States
(615) 321-5544

EARS
 ENGINEERS, ASSOCIATES & RECORDING SERVICES
EARS AUDIO
 Pro Audio/Video Rental
615-327-0701

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

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

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

SHOWCASE VENUES

The Castle Door
 Special Events • Showcases • Rehearsals
 Convenient Music Row Location
 115 16th Ave. S. • 615-255-2177

SONG PLUGGING

Makin' Music
 1230 17th Ave S.....269-6770

SPECIAL SERVICES

Bluebird Cafe/Songwriters Venue..383-1461

IRS TAX PROBLEMS?
 Call **MY TAX MAN**, Inc.
 Accounting, Audits, Collection, Tax Court for
 music professionals against the IRS since 1988.
(800) 728-2467

STAGE LIGHTING

CARTAGE Nashville & SOUND
 Clay Paky Moving
 Lights, Celco
 Boards, Thomas
 Truss, Lycian
 Follow Spots
386-3700 • Fax 386-3077

STRING SECTIONS

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

TAPE DUPLICATION

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

NEED TAPE COPIES?

Writer's TAPE COPY SERVICE
 From DAT...Reel...Cassette...DCC
 major credit cards accepted
327-3196
 1905 DIVISION ST. (Rear of Bldg.)

www.musicrow.com
news@musicrow.com

328 Performance Hall		
WEST, STEVE	73	
615 Music Productions, Inc.		
WACHTLER, RANDY	72	
Affiliated Publishers, Inc.		
EASTERLING, STACEY SLATE	30	
SLATE, JOHNNY	69	
AFTRA/SAG		
HIMES, RANDALL G.	39	
Al Bunetta Management		
BUNETTA, AL.....	21	
EINSTEIN, DAN.....	30	
Al Jolson Enterprises, Inc.		
JOLSON, AL	44	
Alison Auerbach Public Relations		
AUERBACH, ALISON	10	
Allen Reynolds Productions		
REYNOLDS, ALLEN	64	
Almo/Irving Music		
CONRAD, DAVID	25	
American Network Radio & TV		
RILEY, TIM P.	64	
American Songwriter		
SHARP, JIM	68	
APA, Inc.		
SUGARMAN, BONNIE	70	
Arista Austin		
SCHNUR, STEVE	67	
Arista Records		
DuBOIS, TIM	30	
DUNGAN, MIKE	30	
FOSTER, FLETCHER	32	
GILMAN, MAUDE	34	
KELLEY, III, D. PAGE	46	
KRAIG, BOBBY	50	
SCHERER, JIM	65	
AristoMedia		
BANN, CRAIG	11	
WALKER, JEFF	72	
Ark 21 Records		
PRUITT, ANASTASIA	62	
Armanda Costanza, Inc.		
COSTANZA, ARMANDA	26	
AS is Management		
SCHILTZ, AL.....	67	
ASCAP		
BRADLEY, CONNIE	16	
Asgard Promotions		
FENN, PAUL	31	
Asylum Records		
BYRD, STAN	21	
NADLER, SUSAN.....	58	
SHRIVER, EVELYN	68	
Atlantic Records		
BLACKBURN, RICK.....	15	
COOLEY, AL	26	
HEATHERLY, BOB	39	
SWITZER, BRYAN	70	
Audio Productions		
REYLAND, JIM.....	63	
Avalon Entertainment Group		
OSWALD, MARC.....	61	
The A.V. Squad		
MILLER, JOHN LLOYD.....	56	
Balmur Music		
LONG, TOM.....	53	
BANG II Records		
BERNS, ILENE	13	
Barbara Orbison Productions/Records		
ORBISON, BARBARA	61	
Barnes & Co.		
BARNES, BILL	11	
Barron Entertainment		
BARRON, JAY	13	
Beckett Productions		
BECKETT, BARRY	13	
Belmont University		
CLAPPER, JAMES M.	24	
Benson & Cherry		
BENSON, CRAIG	13	
CHERRY, JOEL A.	24	
Benson Label Group		
MOSELEY, JEFF	58	
Big Tractor		
VAUGHN, BEN	72	
Billboard Music Group		
FLIPPO, CHET	32	
JESSEN, WADE	44	
OERTLEY, KAREN.....	59	
Bluebird Cafe		
KURLAND, AMY	50	
Blewater Music Corp.		
McMURRY, PAT	56	
BMG Music Publishing		
CONRAD, KAREN.....	25	
BMI		
PRESTON, FRANCES	62	
SOVINE, ROGER.....	69	
The Bobby Roberts Company		
ROBERTS, BOBBY	64	
Bob Doyle & Associates, Inc.		
DOYLE, BOB	30	
Bonnie Garner Management		
GARNER, BONNIE	34	
Borman Entertainment		
BORMAN, GARY.....	16	
The Brokaw Company		
ALLEN, SHARON.....	10	
Bruce Allen Talent		
ALLEN, BRUCE.....	10	
BTM Records		
BECKETT, BARRY	13	
The Buckskin Company		
SKEPNER, DAVID.....	69	
Bud Ro Productions		
WILSON, NORRO	74	
Buddy Killen Enterprises		
KILLEN, BUDDY	47	
Buddy Lee Attractions, Inc.		
CONWAY, TONY	26	
Bug Music		
DUROCHER, DAVID	30	
Bullseye Marketing		
HART, JOHN	38	
Buzz Cason Publications & Productions, Inc.		
CASON, BUZZ	23	
Capitol Nashville		
BECCI, TOM	13	
CATINO, BILL	23	
DAVIS, ANSEL L.	28	
KENNEDY, BILL	47	
McDONOUGH, JUDY	55	
QUIGLEY, PAT	62	
Carter & Co.		
CARTER, JOE.....	22	
Castle Music Group		
NUYENS, JOZEF	59	
CBS Cable		
BAILEY, JERRY	11	
CORBIN, C. PAUL	26	
HALL, DAVID	36	
HASTABA, PAUL	38	
HUGHES, BRIAN	40	
CCM Communications		
STYLL, JOHN W.	70	
CDX-Compact Disc Xpress		
DOUGLAS, CHARLIE	29	
LOVELACE, PAUL	53	
CGP Enterprises		
ATKINS, CHET.....	10	
Chicago Tribune		
HURST, JACK.....	42	
Chip Peay Entertainment, Inc.		
PEAY, CHIP	61	
Christian Music Trade Association		
BREEDEN, FRANK	17	
Chrysalis Music Group		
MIDDLEWORTH, SHAWN HEFLIN.....	56	
CMT International		
LOVELACE, PAM	53	
WILSON, CINDY.....	74	
Co-Heart Music, Inc.		
MARTIN, GLENN.....	54	
The Collective		
GOLDMANN, STEVEN.....	34	
Collins Music		
COLLINS, TOM	25	
Columbia Records Nashville		
WAGNER, TED	72	
Compass Records		
BROWN, ALISON	19	
Copperfield Music Group		
BIDDY, KEN.....	15	
Copyright Management, Inc.		
SMITH, TERRY	69	
Corlew-O'Grady Management, Inc.		
CORLEW, DAVID	26	
Counterpoint Music Group		
GRIMSON, JON	35	
Country Club Enterprizes, Inc.		
JACKSON, WYNN	42	
Country Music Association		
BENSON, ED	13	
GEORGE, TERESA	34	
GREEN, JEFF	34	
Country Music Foundation		
IVEY, BILL	42	
Country Radio Broadcasters, Inc.		
ALLEN, PAUL	10	
Country Weekly		
TAYLOR, RICK	71	

<p>Creative Artists Agency BAIRD, RON 11 ESSIG, ROD 31 HUIE, JOHN H. 42 YELICH, JAMES 75</p> <p>Creative Trust, Inc. FISHER, PETE 32 RAINES, DAN 63</p> <p>Crutchfield Music CRUTCHFIELD, JERRY 26</p> <p>Curb Group AUSTIN, SUE 10 BROWN, JOHN 19 CAVANAUGH, LIZ 23 CURB, BENSON 27 CURB, JOHN 27 CURB, MIKE 27 DEVOURSNEY, MEREDITH STEWART 29 HACKETT, JEFF 36 HANNON, DENNIS P. 36 HOWARD, CHUCK 40 HUDDLESTON, MICHAEL 40 McDOWELL, GERRIE 55</p> <p>D Management Co. CASMUS, DOUGLAS P. 23</p> <p>Dale Morris & Associates HARDIN, BARBARA 36 MORRIS, DALE 58</p> <p>Dan Goodman Management GOODMAN, DAN 34</p> <p>Dan Williams Music WILLIAMS, DAN 73</p> <p>David 'N' Will Music BRIGGS, DAVID 17</p> <p>Dead Reckoning Records KANE, KIERAN 46</p> <p>Deaton Flanigen Productions DEATON, ROBERT 28 FLANIGEN IV, GEORGE J. 32</p> <p>Decca BAUMGARTNER, RICK 13 BIDDY, SHELIA SHIPLEY 15 HINTON, BRUCE 40 MANDELL, ANITA 54 WRIGHT, MARK 74</p> <p>Denny Properties BILL DENNY 29</p> <p>Diane Richey Promotions HAUPT, DIANE RICHEY- 38</p> <p>dick clark productions, inc. WEED, GENE 72</p> <p>Disc Mastering, Inc. KLING, RANDY 50</p> <p>DKC Music COOK, DON 26</p> <p>Double J Music CONTRERAS, JUAN 25</p> <p>Dreamhire SANDERS, BARRY 65</p> <p>DreamWorks Nashville BORCHETTA, SCOTT 16 HALPER, WAYNE R. 36 ROSE, JOHN 64 STROUD, JAMES 70</p>	<p>DS Management STIFF, DENISE 70</p> <p>The Eleazar Group ELEAZAR, P. DAVID 30</p> <p>Electric Picture Co. ROCHE, STEVE 64</p> <p>Elizabeth Travis Management TRAVIS, ELIZABETH HATCHER 71</p> <p>Emerald Sound Studios KAUTZ, ANDREW 46</p> <p>EMI Christian Music Group HEARN, BILL 38</p> <p>EMI Music Publishing BRIGHT, MARK 17 MIDDLEWORTH, GLENN 56 OVERTON, GARY 61</p> <p>Epic Records DALTON, ROB 28 LAMEIER, JACK 51</p> <p>Ernest Tubb Record Shops, Inc. McCORMICK, DAVID 55</p> <p>The Erv Woolsey Agency O'BRIEN, DANNY 59</p> <p>The Erv Woolsey Company WOOLSEY, ERV 74</p> <p>Falcon/Goodman Management FALCON, GARY 31 GOODMAN, JON 34</p> <p>Fame Publishing Co., Inc. HALL, RICK 36</p> <p>Famous Music FINCH, PATRICK 32</p> <p>Farren Square Music FARREN, CHRIS 31</p> <p>FCC Management CALLARI, FRANK 21</p> <p>Film House, Inc. HAHN, CURT 36</p> <p>Film, Entertainment & Music Commission POPE, ANNE 62</p> <p>The Filmworkers' Club BENNETT, DAVID 13</p> <p>First American National Bank HARLESS, LISA 37</p> <p>First Union Entertainment/Music Division MOSCHEO, II, JOE A. 58</p> <p>Firststars Management PRUITT, ANASTASIA 62</p> <p>Fitzgerald Hartley FITZGERALD, LARRY 32 HARTLEY, MARK 38</p> <p>Flood, Bumstead McCready & McCarthy, Inc. FLOOD, CHUCK 32 McCREADY, MARY ANN 55</p> <p>FORCE RUSSELL, NANCY 65</p> <p>ForeFront Records BROCK, DAN R. 17</p> <p>Forerunner Music, Inc. TYE, TERRELL 71</p> <p>Frank & Frank, PLLC FRANK, JR., RICHARD H. 32</p> <p>Froehlig Palmer Music Group FROEHLIG, CELIA 32</p>	<p>Gavin MATTESON, JAMIE 54</p> <p>Gaylord Entertainment HALL, ALAN 36 LONDON, TERRY 53</p> <p>GB Management BROOKS, KELLY 19</p> <p>GC Management/Music GAMBLIN, MARTY 33 SCHNEIDER, STAN 67</p> <p>Georgetown Masters PURCELL, DENNY 62</p> <p>Giant Nashville BAER, CONNIE 10 BURNS, JOHN 21 JOHNSON, DOUG 44 MOSEMAN, DENNY 58 PURCELL, JACK 62</p> <p>Gibson Musical Instruments JUSZKIEWICZ, HENRY 46</p> <p>Gladstone, Doherty & Assoc., PLLC GLADSTONE, STEVEN 34</p> <p>Global Eyes Entertainment, Inc. SIMMONS, RAMONA E. 68</p> <p>Gold Mountain Entertainment STEIN, BURT 70</p> <p>Gordon, Martin, Jones & Harris, III, P.A. HARRIS III, JAMES H. 38 JONES, RUSTY 46</p> <p>Gospel Music Association BREEDEN, FRANK 17</p> <p>Go West Presents WEST, STEVE 73</p> <p>Grand Ole Opry Group WHITTAKER, BOB 73</p> <p>Guess Work Productions GUESS, JOHN 35</p> <p>Gurley & Co. GURLEY, CATHY 35</p> <p>J. D. Haas Entertainment HAAS, J.D. 36</p> <p>Haber Corporation HABER, GARY 36</p> <p>The Hallmark Direction Company DORRIS, JOHN R. 29</p> <p>Hamstein Publishing CARLTON, JEFF 22</p> <p>Hank Williams Jr. Enterprises KILGORE, MERLE 47</p> <p>Harlan Howard Songs HOWARD, MELANIE SMITH 40</p> <p>Harris-Gordon Music HARRIS, JUDY 38</p> <p>Henninger Elite Post of Nashville BETTS, GEORGE 15</p> <p>High Five Entertainment FISCHER, MARTIN 32</p> <p>High Seas Music FITZGERALD, LARRY 32 HARTLEY, MARK 38</p> <p>Holley & Harman Public Relations HARMAN, SUMMER 37 HOLLEY, DEBBIE 40</p>
---	---	--

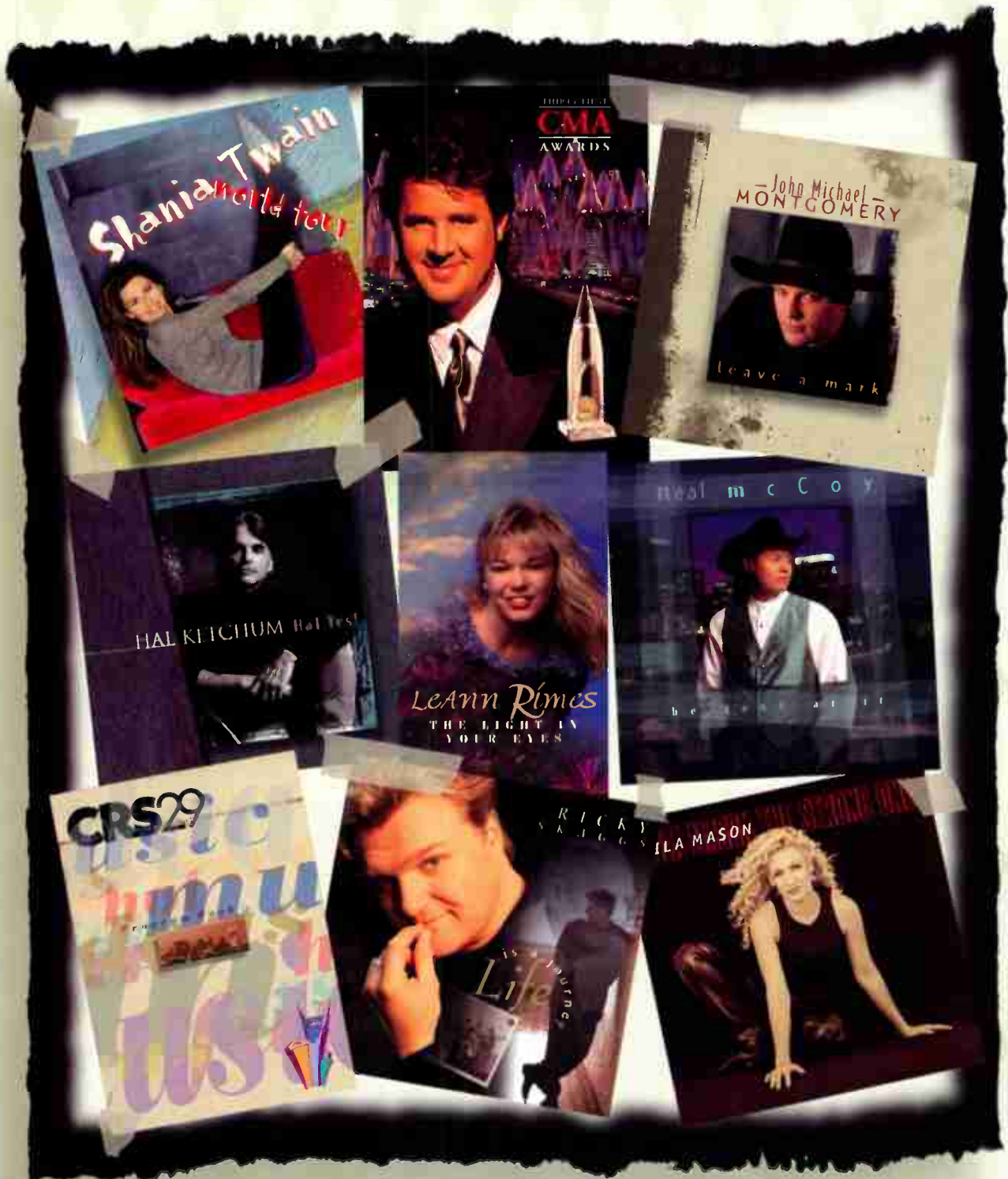
IN CHARGE

J
O
B
A
F
F
I
L
I
A
T
I
O
N
I
N
D
E
X

Honest Images ROGERS, CHRIS64	Javelina Recording Studio PETERSON, WARREN62	Light & Kinkead Management Group LIGHT, DON53
HoriPro Entertainment Group BECKHAM, BOB13	Jerry Duncan Promotions DUNCAN, JERRY30	Little Big Town Music BOMAR, WOODY15
House of David Recording Studio BRIGGS, DAVID17	Jim Della Croce Management, Inc. DELLA CROCE, JIM28	WAKEFIELD, TERRY72
Hummingbird Productions FARNSWORTH, BOB31	Jim Owens & Associates, Inc. OWENS, JIM61	Loeb & Loeb MIMMS, MALCOLM56
Huntsman Entertainment, Inc. HUNTSMAN, RON42	Joe Talbot & Associates TALBOT, JOE71	Lyric Street Records GOODMAN, RANDY34
Idea Entertainment BLANTON, MICHAEL15	Joe's Garage GLEASON, HOLLY34	HOWARD, DOUGLAS J.40
HARRELL, DAN E.37	John Hart Media HART, JOHN38	SCHREIBER, CARSON67
IMAGE Management Group SLATE, JOHNNY69	John Mason Partners, Ltd. MASON, JOHN E.54	Magnatone Entertainment ROSEN, BETTY64
Ingram/LeBrun Music, Inc. SPOLTRE, LOU70	Jon Landau Management LANDAU, JON51	Major Bob Music Co., Inc. DOYLE, BOB30
International Artist Management HACKER, TED36	Katz, Smith & Cohen KATZ, JOEL46	THRASHER, LANA71
International Bluegrass Music Association HAYS, DAN38	Keith Case & Associates CASE, KEITH23	Makin' Music, Inc. DODSON, CHRIS29
Intersound Country COLLIER, GEORGE25	Kragen & Company KRAGEN, KEN50	Manatt, Phelps & Phillips KRAUS, KENNETH L.50
Island Bound Music/Studio DANIEL, BRAD28	Late Night With Conan O'Brien PITT, JIM62	Mansfield-Martinovich Associates MARTINOVICH, MIKE54
DANIEL, JULIE28	Leadership Music EADS, TABITHA30	MARCO Music Group WALKER, JEFF72
J. Aaron Brown & Associates BROWN, J. AARON19	LeAnn Rimes Entertainment RIMES, WILBUR64	Margaret Ann Warner Public Relations WARNER, MARGARET ANN72
JAG Management GILMER, JIMMY34	The Left Bank Organization KOVAC, PHILLIP50	Masterfonics MEADOWS, GLENN56
JamSync PROFFITT, K.K.62		MasterMix WILLIAMS, HANK73

MIDTOWN PRINTING

Short run, Fast Delivery. 4-color for J-cards, CD inserts, Flyers, & Laminate passes
120 20th Ave S • Nashville, TN • 37203 • ph 615 • 320 • 1195 Fx 615 • 329•4811



advertising ♦ cd/cassette/video packaging ♦ photo illustration ♦ logo development ♦ publication design ♦ web site design

—THE—
ELEAZAR
GROUP

1024 17th Avenue South ♦ Nashville, Tennessee 37212 ♦ 615.329.1235

World Radio History

<p>Maverick Music CONWAY, LIONEL26 DAANE, WHITNEY27</p> <p>Maypop Music Group FOX, NOEL32</p> <p>MCA Music Publishing COX, STEPHANIE26 DAY, STEPHEN28 WILLIAMS, JODY73</p> <p>MCA Nashville BROWN, TONY19 GILLON, KATIE34 HALEY, DAVID36 HINTON, BRUCE40 SMITH, ANGEE JENKINS69 WEIGAND, DAVE73</p> <p>McCommera Filmworks, Inc. McNAMARA, MICHAEL56</p> <p>McFadden Artist Corporation McFADDEN, JACK55</p> <p>McLachlan-Scruggs International CHOATE, TERRY D.24 SCRUGGS, RANDY67</p> <p>McVay Media MOODY, BOB57</p> <p>Media Shop VAUSE, WES72</p> <p>Media/Mark KIRBY, KIP50</p> <p>Mercury Nashville GRADY, JOHN34 HUGHES, LARRY40 LEWIS, LUKE51 NEESE, SANDY58 ROBOLD, KEN64 STEGALL, KEITH70</p> <p>Merle Kilgore Management KILGORE, MERLE47</p> <p>Mike Atkins Management ATKINS, MIKE10</p> <p>Mike Robertson Management ROBERTSON, MIKE64</p> <p>Mike Sirls Promotions SIRLS, MIKE69</p> <p>MJI Broadcasting MINER, MAURICE57</p> <p>MJI Interactive MANSFIELD, BRIAN54</p> <p>Monk Family Music Group, Inc. MONK, CHARLIE57</p> <p>Monterey Artists DAHL, STEVE27</p> <p>Monument PAREIGIS, LARRY61</p> <p>Moon Mullins Company MULLINS, MOON58</p> <p>Moraine Music Group MAHER, BRENT53</p> <p>Moress Nanas Entertainment MORESS, STAN58</p> <p>Morgan Music Group MORGAN, DENNIS58</p> <p>MPL Film & Video POWERS, DAVID A.62</p>	<p>MTSU BARNET, RICH13</p> <p>Murrah Music Corporation MURRAH, ROGER58</p> <p>Murrah Rich Baierle International VINCENT, CAROL LINDSEY72</p> <p>Music City News JONES, MIKE44</p> <p>Music Row Publications, Inc. ROSS, DAVID65</p> <p>NARAS SHAPIRO, NANCY68</p> <p>Nashville Area Chamber of Commerce BEASLEY, WILL13</p> <p>Nashville Arena SIMONS, RUSS69</p> <p>Nashville Association of Musicians/Local 257 BRADLEY, HAROLD16</p> <p>Nashville Cartage & Sound WHITE, JIM73</p> <p>Nashville Entertainment Association BOND, SHERRY15</p> <p>NationsBank SIMMONS, VAN68</p> <p>Network Ink THIELS, ELIZABETH71</p> <p>New Clarion Music Group PATTON, SUE K.61</p> <p>The New Company Song Group NEESE, CHUCK58</p> <p>New Country CANNON, BOB22</p> <p>Nic of Time Communications COCHRAN, NICOLE24</p> <p>NSAI HERBISON, BARTON39</p> <p>O'Neil Hagaman, A Professional L.L.C. HAGAMAN, JR., ALVIN G.36 HARRIS, CHERYL37 HENDRICKS, MARK S.39 O'NEIL, KERRY P.59</p> <p>Ocean Way Nashville McBEE, JERRY55</p> <p>OF Music, Inc. OTERI, TOM61</p> <p>Oh Boy Records BUNETTA, AL21 EINSTEIN, DAN30</p> <p>Onemusic Entertainment LONG, JIM53</p> <p>Opryland Music Group BRADLEY, JERRY16</p> <p>P.L.A., Inc./Pamela L. Lewis Enterprises LEWIS, PAMELA L.51</p> <p>PACE Music Group HARNELL, ALI37</p> <p>Paladin Records ZUMWALT, JIM75</p> <p>Patrick Joseph Music HIGDON, PAT39</p> <p>Paul Craft Music CRAFT, PAUL26</p> <p>Pecos Film Co., Inc. BATEMAN, BRYAN13</p>	<p>MERRIMAN, MICHAEL56</p> <p>peermusic LAMB, KEVIN51</p> <p>Performance Magazine SMITH, LARRY69</p> <p>Picture Vision SMALL, JON69</p> <p>Pioneer Music Group LICO, CHARLIE53</p> <p>Planet Nashville SHEA, JIM68 WENNER, GERRY73</p> <p>Pollstar SMITH, GARY69</p> <p>PolyGram Music Publishing HILL, DANIEL39</p> <p>The Press Network, Inc. SHIVELY, LISA68</p> <p>The Press Office MORRIS, ERIN58 DELLA CROCE, JIM28</p> <p>Proper Management MILLER, NORMAN56</p> <p>Provident Music Group VAN HOOK, JIM71</p> <p>R.K.O. Media Products OERMANN, ROBERT K.59</p> <p>Radio & Records HELTON, LON39</p> <p>Ralph Carroll Promotions CARROLL, RALPH22</p> <p>Ray Stevens Music STEVENS, RAY70</p> <p>RBI Productions BANNISTER, BROWN11</p> <p>RCA Label Group BALDRICA, TOM11 GALANTE, JOE33 HAMILTON, MARY36 HOWIE, RON40 SCHUYLER, THOM67 WAUGH, BUTCH72 WILLIAMS, MARION74 WILSON, MIKE74 WOODS, KATHERINE E.74</p> <p>Recording Arts TATZ, CARL71</p> <p>Refugee Management Int'l. DILL, STUART29 SEALE, JUDY G.68</p> <p>Reunion Records & Music KOBlish, BRUCE50</p> <p>Richard Wootton Publicity WOOTTON, RICHARD74</p> <p>Rick Alter Management, Inc. ALTER, RICK10</p> <p>Rick Hall Music, Inc. HALL, RICK36</p> <p>River North Nashville MASCOLO, ED54</p> <p>rpm management SIMAN, SCOTT F.68</p> <p>Rubin Media RUBIN, RONNA65</p>
--	--	---

IN CHARGE

Rusty Walker Programming Consultant, Inc. WALKER, RUSTY72	Steve Cropper Enterprises, Inc. CROPPER, STEVE26	Varnell Enterprises FARRELL, BEN31
Ryman Auditorium BUCHANAN, STEVE19	Steve Wariner Music WARINER, CARYN72	Warner Alliance ALEXANDER, DEMETRUS10
Scene Three BALL, MARC11 MOON, KITTY57 PALLADINO, NICK61	Still Working Music Group ORBISON, BARBARA61	Warner Chappell Music BOBO, DALE15 KNOX, MICHAEL50 WIPPERMAN, TIM74
Schmidt Relations SCHMIDT, JESSIE67	Studio A Consulting ROY, LISA65	Warner Christian Distribution GALES, MELINDA SCRUGGS33
SESAC, Inc. VELEZ, WILLIAM72	Studio Instrument Rentals BARTSCHI, LAURA FORD13	Warner/Reprise Nashville AZRAK, JANICE10 FINCH, CINDY31 LEVY, PAIGE51 MAYNE, BILL55 NILES, SUSAN59 NORMAN, JIM ED59 PALMER, CHRIS61 PURCELL, JACK62 REEVES, EDDIE63 SAPORITI, BOB65 SPIELBERG, NEAL70
Sixteenth Avenue Sound SULLIVAN, PRESTON70	Studio Productions MAY, JIM54	WEB IV Music BERNS, ILENE13
SJS Entertainment YOUNG, ROSEMARY75	Sunset Studio WHITE, JIM73	Whistler's Music, Inc. PARKER, CHRIS61
Skip Stevens Promotions STEVENS, SKIP70	SunTrust Bank WILLIAMS, BRIAN73	William Byrd Productions BYRD, WILLIAM21
Song Garden Publishing, LLC GALLIMORE, BYRON33 JONES, KIM44	Sussman & Associates SUSSMAN, CHARLES70	William Morris Agency MOORE, PAUL58 SHIPP, RICK68
Songwriters Guild of America REAM, RUNDI63	Talbot Music Group TALBOT, JANA71	William N. Carter Career Management CARTER, WILLIAM N.22
Sony Music ALLEN, JEFFERY A.10 BOZEMAN, JANET16 BROADHEAD, DEAN17 BUTLER, ALLEN21 CHANCEY, BLAKE23 JOHNSON, BILL44 KRASKI, MIKE50 WORLEY, PAUL74	Tandem Promotions, Inc. LAES, TARI51	Williams, Crosslin & Vaden, CPAs VADEN, MICHAEL71
Sony/ATV/Tree Publishing CAMPBELL, WALTER22 COOK, DON26 HILLEY, DONNA39 WATERS, CHRIS72	Team Design, Inc. TEAM, VIRGINIA71	Windswept Pacific Entertainment MARKLAND, STEVE54
Sound Emporium Studio FUNDIS, GARTH33	Ten Ten Management, Inc. COBURN, BARRY24	Wolf Music WOLF, LEONARD74
Sound Shop BRADLEY, MIKE17	Ten Ten Music Group, Inc. COBURN, JEWEL24	Woodland Studios SOLOMON, ROBERT69
Sound Stage Recording Studio KERR, RON47	The Tennessean ORR, JAY61 ROLAND, TOM64 SCHMITT, BRAD67	Woody Bowles Company BOWLES, WOODY16
SoundScan SHALETT, MIKE68	Tennessee Performing Arts Center GREIL, STEVEN J.35	Word Entertainment BALMAN, LOREN11 LUNDY, ROLAND53
Sparrow Label Group YORK, PETER75	Tim McFadden Promotions McFADDEN, TIM55	Wortman Works Media & Marketing WORTMAN, JULES74
Speer Communications, Ltd. SPEER, RICHARD M.70	Titley Spalding & Associates SPALDING, CLARENCE69 TITLEY, BOB71	Wrensong Publishing BUCHANAN, REE GUYER19
St. Regis International, Ltd. PALMER, DEBBIE GIBSON61	TKO Artist Management KIMBRELL, T.K.47	WSIX-FM HOUSE, GERRY40
StagePost BENNETT, LYNN13	To The Moon Music Company SCHMIDT, LESLIE SALZILLO67	Wyatt, Tarrant & Combs HORSNELL, CHRISTIAN A.40 JOYCE, ROBIN MITCHELL46 MILOM, W. MICHAEL56
Starstruck ALLEN, MICHAEL R.10 BOHLER, JENNIFER15 BLACKSTOCK, NARVEL15 MALLOY, DAVID54 SEBASTIAN, MICHAEL N.68 TURNER, TREY71 WILLIAMSON, CLIFF74	TomKats, Inc. MORALES, TOM58	Zomba Music Publishing HOLLANDSWORTH, MICHAEL40
Step One Records PENNINGTON, RAY62	Top Billing International RICE, TANDY64	Zumwalt, Almon & Hayes HAYES, CRAIG38 ZUMWALT, JIM75

**GET IT IN
GEAR**



- Home/Project & Studio Solutions
- Vintage Tube Mics
- Rentals & Sales

- Top Names In GEAR!
- Cartage, Cartage, Cartage
- Huge Selection, And More!



**UNDERGROUND
SOUNDING.**

615-242-2442

NASHVILLE, TN • 800-283-8626 • www.undergroundsound.com

CHICK IT OUT!

Dixie Chicks

DEBUT SINGLE

"I CAN LOVE YOU BETTER"

TOP TEN ON THE BIG THREE, R&R,
BILLBOARD, GAVIN FOR 3 WEEKS!

#1 CMT VIDEO!

WIDE OPEN SPACES

ENTERED THE TOP TEN FASTER THAN
ANY DEBUT COUNTRY ALBUM
BY A GROUP SINCE THE INCEPTION OF
SOUNSCAN!

"...THE DIXIE CHICKS ARE SHAPING UP TO BE THE FIRST
BREAKOUT COUNTRY ACT OF 1998."

USA TODAY

monument
Is Artistry