

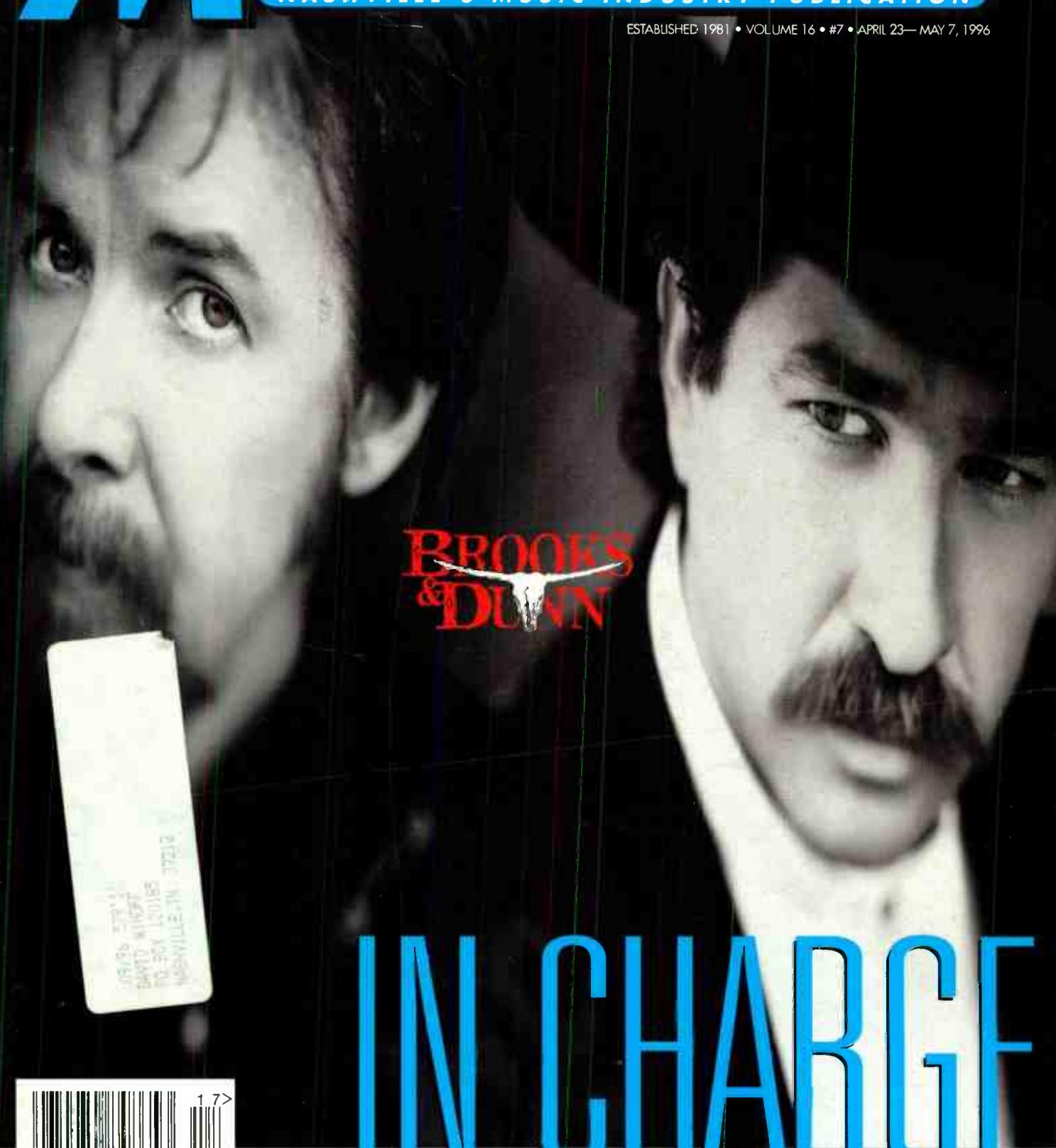
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NASHVILLE'S MUSIC INDUSTRY PUBLICATION

ESTABLISHED 1981 • VOLUME 16 • #7 • APRIL 23—MAY 7, 1996



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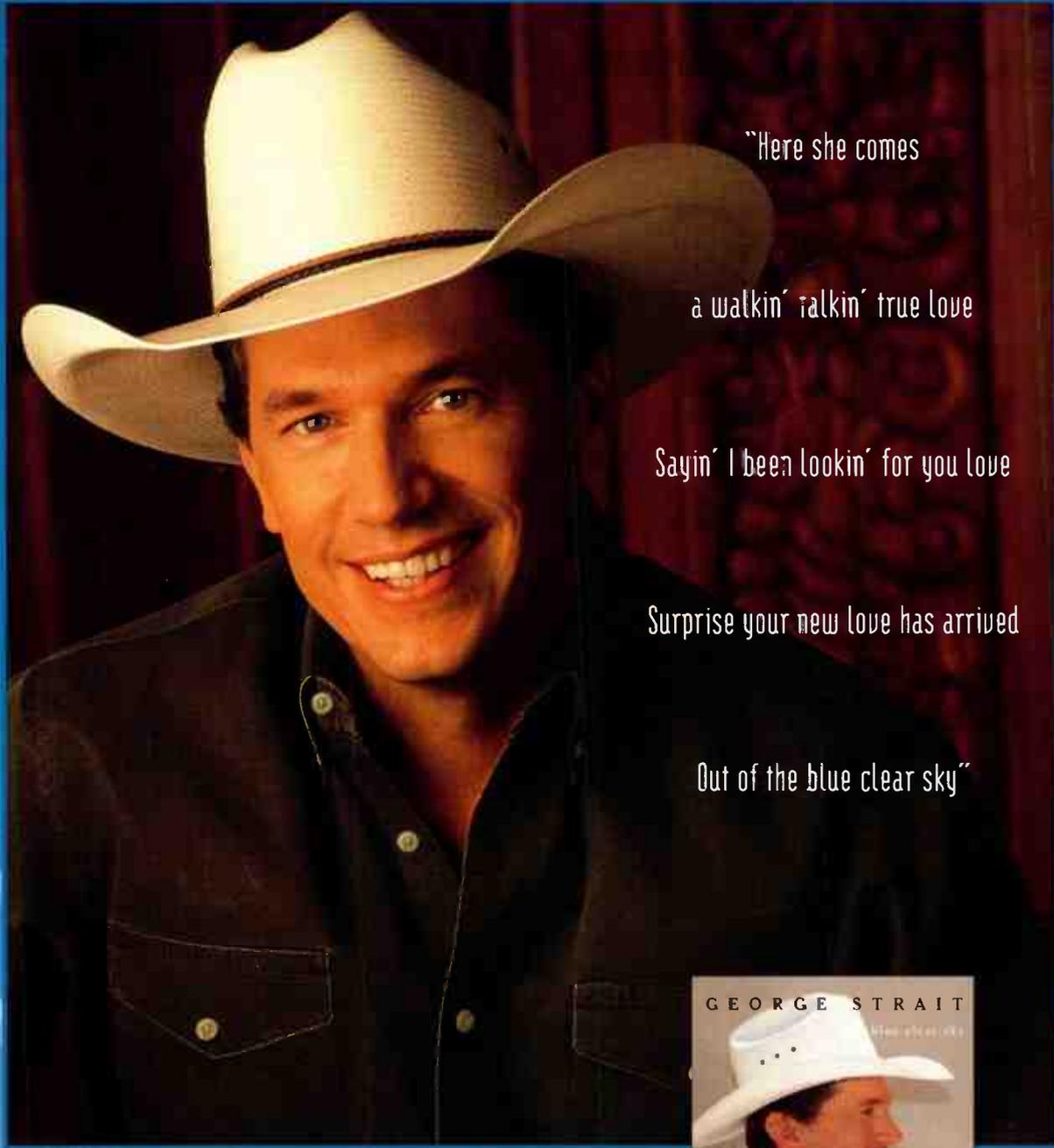
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World Radio History

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GEORGE STRAIT



"Here she comes

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Surprise your new love has arrived

Out of the blue clear sky"



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"blue clear sky" – the follow up to his triple platinum box set "Strait Out Of The Box"

MCA

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GLENN MEADOWS



MASTERING ROOM 2

BENNY QUINN



STUDIO SIX



MIX ROOM

"WE HEARD YOU."

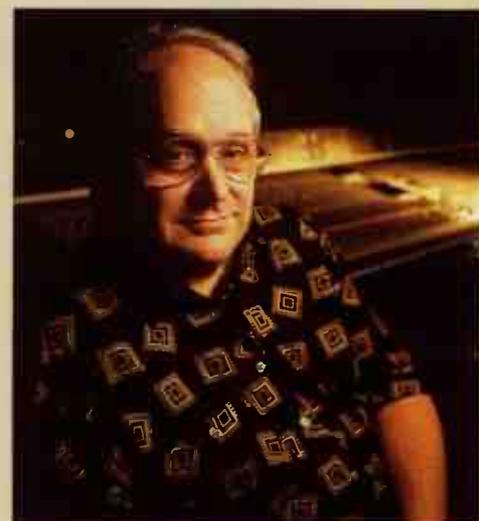
What you'd really like is a place to work where the acoustic environment is correct, the support staff is totally dedicated to your success, and the atmosphere makes you feel at home.

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You've got two choices. Expect less, or come to us. Our clients have always looked to us for an edge in recording technology. We've always given them innovations that are out in front of the rest. In fact, we challenge you to use our equipment to its greatest potential. Challenge us to meet your personal needs. We've given just as much thought to your comfort and relaxation as we did to our equipment. All you have to think about is the music.

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FAX: 615.242.0101

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NASHVILLE, TN 37203
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-Mix Magazine 2/95

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3 1 0 0 B E L M O N T B L V D .



N A S H V I L L E , T N 3 7 2 1 2

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This year's *In Charge* edition momentarily disproves the old adage, "The more things change, the more they stay the same." There are lots of changes this year in the number of publishers, professionals and record labels; the diversity of the music being created and the extreme speed with which people, companies and artists are being shuffled about in a swirling "musical chairs" vortex.

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 *In Charge Gallery* to a maximum of 500 entries. It has not been easy. Astute readers will notice that we have enlarged the music publisher ranks this year (Nashville is first and foremost a publishing town) and slightly trimmed our record label echelons to mostly include only those executives with either V.P. or higher status. Our **Label-Staff Roster Appendix**, however, delivers a complete and detailed listing of all label employees with titles and the latest artist rosters. (It is only fair to note that like skeet shooting, this appendix is a constantly moving target.) Other indices include the Gallery arranged by **Professional Category** and **Job Affiliation**.

In Charge should not be confused with some kind of social register. Its aim is 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 foreword would not be complete without mentioning the brave and bold *Music Row* staffers who again have stood tall in helping to bring this special issue to fruition. This year's entries were updated and written by Lisa Berg, Michael Hight, Robert K. Oermann and myself. The graphic look and feel was fine-tuned by Shawn Bullard, who was also busy scanning and cataloging updated photos for our ever-growing digital head shot library. Others who played integral parts in this task were Jeffrey Smith, Sales and Marketing; Researcher Eileen Shannon; and Administrator Susana Ross. Also, a special thanks to those many industry gurus who were kind enough to act as guides during the difficult Gallery decision process. A great and loyal staff is a blessing of the first order—and as Publisher, I have been blessed.

All that remains is to shine the spotlight upon our readers and advertisers and say thanks for your support and allowing us to be a part of your success!

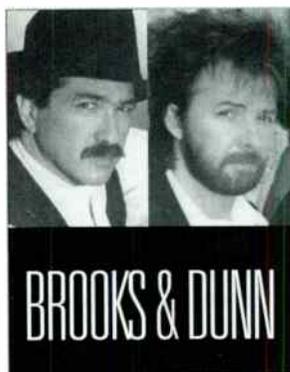
—David M. Ross, Publisher/Editor



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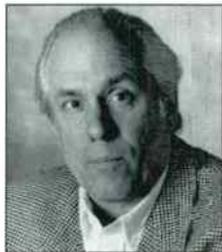
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Label: Arista
Member Names & Instruments: Leon Eric "Kix" Brooks (guitar, piano), Ronnie Gene Dunn (guitar)
Current Single: "My Maria" **Current Album:** *Borderline*
Current Video: "My Maria"
Current Producers: Don Cook, Kix Brooks, Ronnie Dunn
Hometowns: Kix—Shreveport, LA; Ronnie—Tulsa, OK
Management: Titley/Spalding & Associates
Booking: William Morris Agency
Recent Hits: "You're Gonna Miss Me When I'm Gone," "Whiskey Under The Bridge," "Little Miss Honky Tonk," "She's Not The Cheatin' Kind"
RIAA Certs. To Date: *Brand New Man*—quintuple platinum, *Hard Workin' Man*—quadruple platinum, *Waitin' On*

Sundown—double platinum
Birthdates: Kix—May 12, Ronnie—June 1
Interesting Facts: Kix has been a staff writer at Tree Publishing for nine years, where he has had songs recorded by numerous artists, including Highway 101, Sawyer Brown, The Oak Ridge Boys, The Nitty Gritty Dirt Band and Ricky Van Shelton. After years of playing in clubs in Texas and Oklahoma, Ronnie won the Marlboro Talent Search, which led to recording sessions with producers Barry Beckett and Scott Hendricks. Scott later brought Ronnie to the attention of Arista Label Head, Tim DuBois.
Outside Interests: Kix—Fishing, golf, shooting pool, Legends race cars; Ronnie—Water skiing, tennis, collecting Southwestern art, Legends race cars

THE GALLERY



BRUCE ALLEN ✓
President/Bruce Allen Talent
406-68 Water St.,
Vancouver, BC
Canada V6B 1A4
Tel: 604-688-7274
Fax: (604) 688-7118
Key Contact: Kim
Blake, Publicist

Has been employed by this firm for 30 years. Manages Martina McBride, Bryan Adams and Anne Murray. • Board of Directors, CMA • Sports, hosts one hour weekly radio talk show



JEFFERY A. ALLEN ✓
Vice President, Finance/Sony Music
34 Music Sq. E., 37203
Tel: 742-4321
Fax: (615) 742-5734
Key Contact: Allen
Butler, Executive VP/GM
Has been with Sony
over one year.

Previously Vice President of Finance, Liberty Records and Director of Banking and Insurance for Capitol-EMI Music • President, W.O. Smith Community Music School • Golf, motorcycles, political satire



MICHAEL R. ALLEN
Vice President/Starstruck
P.O. Box 121996, 37212
Tel: 742-8835
Fax: (615) 256-7686
Key Contact: Narvel
Blackstock, CEO
With company over 7
years. Works as agent

for Reba McEntire and manages Columbia duo Butch Baker and Sam Hankins. • CMA, ACM, IAFE • Fishing, reading, sports



PAUL ALLEN
Executive Director/Country Radio Broadcasters, Inc.
P.O. Box 120429,
37212
Tel: 327-4487
Fax: (615) 329-4492
Key Contact: David
DeBolt, Special

Projects Director; Sherry Wilkinson, Administrative Director

Allen oversees and coordinates planning for the annual and regional Country Radio Seminars and provides other services to coun-

try radio stations. • Board member, Lion's Eye Bank; member, CMA, ACM, ASAE



RICK ALTER ✓
President/Rick Alter Management, Inc.
121 17th Ave. S., #12,
37212
Tel: 256-7303
Fax: (615) 320-8800
Key Contact: Rundi
Ream, Office Manager
Manages BlackHawk
and Nicolette Larson. • NAPM, CMA, ACM, BMI



LEWIS ANDERSON ✓
Managing Director/Chrysalis Music
1001 17th Ave. S.,
#100, 37212
Tel: 329-1400
Fax: (615) 329-1432
Key Contact:
Stephanie Spence,
Professional Manager

Anderson has headed the Nashville office for six months. His duties include signing new writers and working catalog. Anderson is an accomplished songwriter and won BMI's Country Songwriter of the Year in 1984. He has also earned BMI Million Performance Awards for "Whatever Happened to Old Fashioned Love" and "Somewhere Down The Line." • Co-Chairman, NSAI Equity Committee



MARILYN ARTHUR
Vice President, Media Relations & Artist Development/RCA Label Group
1 Music Circle N.,
37203
Tel: 313-4350
Fax: (615) 313-4305
Joined label in 1992;
moved to Nashville Division January 1, 1995.



CHET ATKINS
Owner/CGP Enterprises/Recording Artist
1013 17th Ave. S.,
37212
Tel: 329-0401
Fax: (615) 329-0448

In addition to his enormous and continuing artistic influence, this 12-time Grammy winner owns choice Music Row real estate and has a street there named for him.



JANICE AZRAK
Senior Vice President Creative Services, Artist Development, Video/Warner/Reprise Nashville
20 Music Sq. E.,
37203
Tel: 748-8000

Fax: (615) 214-1545

With label 19 years. Oversees Publicity Department; produces videos for Nashville artists. • CMA, ACM, NARAS, Leadership Music



CONNIE BAER ✓
Vice President of Marketing & Artist Development/Imprint Records
209 10th Ave. S.,
#500, 37203
Tel: 244-9585
Fax: (615) 244-9586
With company since

September, 1995. Previously served in a similar function at Sony Nashville. • Board member, NeA; associate member, NARAS; member, ACM, CMA • Running, reading, writing, sky-diving



JERRY BAILEY
Director, Press Information/Group W Satellite Communications
2806 Opryland Drive,
37214
Tel: 871-6995
Fax: (615) 871-7830
With company 11

years. Handles public relations for TNN, GWSC and CMT. Formerly with MCA Records (1980-84), ABC Records (1975-80), and reporter for "The Tennessean" (1972-75). • CMA • Fishing, hunting, computers



LURA BAINBRIDGE ✓
Owner/Lura Bainbridge Real Estate
29 Music Sq. E., 37203
Tel: 254-0708
Fax: (615) 726-2952
E-Mail: lurabain@aol.com

Has owned company for 11 years. Specializes in selling hard-to-find properties not currently listed for sale, including residential and Music Row real estate. • CMA • Gardening, travel, reading



RON BAIRD ✓
Agent/Creative Artists Agency
 3310 W. End Ave., 5th Floor, 37203
 Tel: 383-8787
 Fax: (615) 383-4937
 This 21-year booking veteran has been with the agency, which

books such artists as Shania Twain, Tim McGraw, Jeff Foxworthy, Clint Black, Steven Curtis Chapman, Randy Travis, Travis Tritt, Wynonna and Dwight Yoakam, for five years. • Board member, ACM, City Of Hope; Leadership Music Alumni



MARC BALL
CEO/Scene Three, Inc.
 1813 8th Ave. S., 37203
 Tel: 385-2820
 Fax: (615) 383-1026
 E-Mail: scene3@scene3.com
 With Scene Three 20 years. Heads the technically varied,

complete film/video production house, which produces commercials and music videos. Coordinates overall operation with emphasis on the areas of production quality, creativity and expansion. • CMA

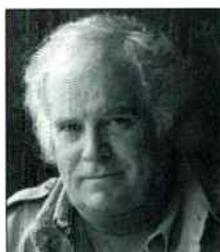
LOREN BALMAN

Senior Vice President, Artist and Creative Development/Word
 3319 W. End Ave., #200, 37203
 Tel: 385-9673 • Fax: (615) 269-3467



CRAIG BANN
Vice President of Promotions & Marketing/AristoMedia
 1620 16th Ave. S., 37212
 Tel: 269-7071
 Fax: (615) 269-0131
 Key Contact: Jeff Walker, President

A 7-year veteran of the company, Bann oversees day-to-day activities including video promotion/marketing, publicity, publishing and radio promotion. • Sports, reading



BILL BARNES
Owner/Barnes & Co.
 P.O. Box 150706, 37215
 Tel: 385-9955
 Fax: (615) 383-2776
 Barnes, a graphic artist who designs CD cover art and advertisements, has operated

his own company for the past 18 years. • CMA, ASCAP, AIGA, NAF

RICH BARNET ✓

Chairman, Department of Recording Industry/MTSU
 P.O. Box 21, Murfreesboro, TN 37132



Tel: 898-2578
 Fax: (615) 898-5682
 E-Mail: rbarnet@a1.mtsu.edu
 Key Contact: Deryl Leaming, Dean of Mass Communication
 Barnett, who has been at MTSU five years, oversees 15

full-time faculty members, two staff engineers and a \$15 million teaching and production facility. Program has more than 800 majors. • Board of Directors, Urban Music Conference; Advisory Council, TN Film, Ent. and Music Commission; past President, NAMM Educators; member, NARAS, Leadership Music, MEIEA • Skiing, snorkeling, golf



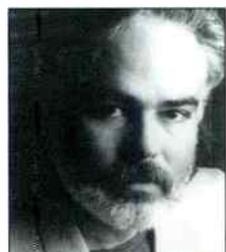
JAY BARRON ✓
Owner/President/Barron Entertainment
 209 10th Ave. S., #232, 37203
 Tel: 726-1777
 Fax: (615) 726-1810
 E-Mail: barronent@aol.com

Manages The Thompson Brothers (RCA) and producers John Jennings, Brian Ahern, Lloyd Maines and Tommy Spurlock. Has had firm two years; also is an international concert tour producer. • AFM, CMA, NARAS, ACM • Collects antique American Indian art



LAURA FORD BARTSCHI
General Manager/Studio Instrument Rentals
 310 5th Ave. S., 37203
 Tel: 255-4500
 Fax: (615) 255-4511
 Key Contact: Barry Nelson, Manager

With company 8 years. Bartschi oversees all aspects of this company, which, among its many services, rents music equipment and offers rehearsal spaces. • Cooking, bicycling, motorcycling



BRYAN BATEMAN
President/Pecos Film Co., Inc.
 1212 16th Ave. S., 37212
 Tel: 327-1400
 Fax: (615) 327-0431
 Key Contact: Michael Merriman, Director; Lisa Lethcoe, Executive Producer

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



BARRY BECKETT ✓
Producer/Beckett Productions
 1006 18th Ave. S., 37212
 Tel: 322-9242
 Fax: (615) 322-9506
 Key Contact: Ragena Warden, Production Coordinator

One of Nashville's busiest, most accomplished producers, Beckett has lately guided the studio work of such acts as Lynyrd Skynyrd, Kenny Chesney, Tammy Graham, Etta James, Confederate Railroad 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: (615) 329-1874
 Beckham headed Combine Music for 23 years and has been with HoriPro for over

five years. • Board member, Bill Hall Scholarship Fund; founding member, NeA; member, CMA, ASCAP, BMI, NARAS, NSAI • Golf—especially week-long golf trips



CRAIG BENSON ✓
Partner/Benson & Cherry
 1207 17th Ave. S., #300, 37212
 Tel: 320-0660
 Fax: (615) 320-0909
 Key Contact: Joel A. Cherry, Partner
 In business 20 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; negotiates contracts. Representative clients include BMG Music, Brooks & Dunn, Little Big Town, Tim McGraw and Ten Ten Music Group. Supervises related activities of affiliated New York and London offices. • Anything having to do with Porsches

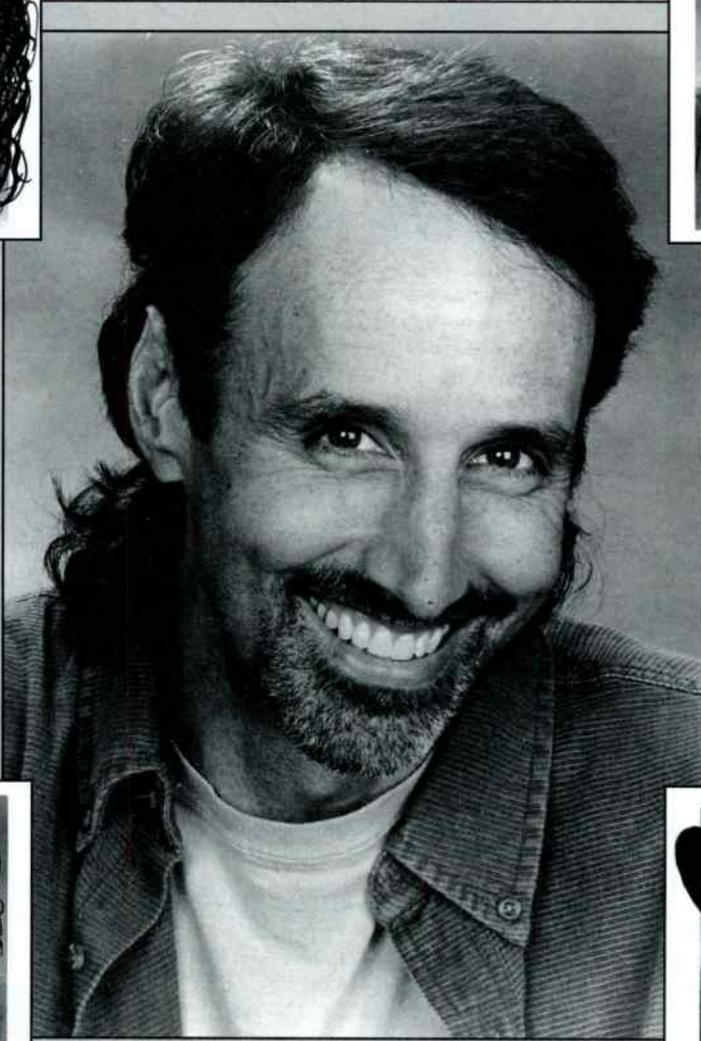


ED BENSON ✓
Executive Director/Country Music Association
 1 Music Circle S., 37203
 Tel: 244-2840
 Fax: (615) 726-0314
 Key Contact: Teresa George, PR Director

With CMA 16 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 Alumni. • Golf

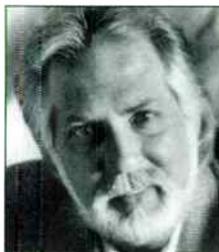


SALUTES THE MANY FACES OF MARK D. SANDERS



NSAI's Songwriter of the Year
1995

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KEN BIDDY
*President/
 Copperfield Music
 Group/H. Ken Bidy
 Entertainment*
 54 Music Sq. E., #304,
 37203
 Tel: 726-3100
 Fax: (615) 726-3172
 Key Contact: Greg

Becker, Director of Music Publishing

Owns the masters of the Chuck Wagon Gang (these masters are currently leased to MCA by his Copperfield Music). Founded Copperfield Music Group in 1976. Entertainment company handles artist management. • CMA, GMA, NSAI, NARAS



**SHELIA SHIPLEY
 BIDDY**
*Senior Vice President
 & General Manager/
 Decca Records*
 60 Music Sq. E., 37203
 Tel: 880-7310
 Fax: (615) 880-7475
 Key Contact: Bruce
 Hinton, Chairman

With MCA/Decca for over 11 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 Senior Vice President 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; member, SOURCE, MTSU Advisory Board • Golf, gardening



**MARSHA
 BLACKBURN**
*Executive
 Director/Tennessee
 Film, Entertainment &
 Music Commission*
 320 6th Ave. N., 7th
 Floor, 37219
 Tel: 741-3456
 Fax: (615) 741-5829

Promotes Tennessee's virtues as an entertainment center for film, music and television production.



RICK BLACKBURN
*President/Atlantic
 Records Nashville*
 1812 Broadway, 37203
 Tel: 327-9394
 Fax: (615) 329-2008
 Key Contact: Lynn
 Shults, Vice President
 of Media

Appointed to present post in July, 1989, after having served as Senior Vice President and General Manager 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 organiza-

tions. • Board member, CMA, ACM, Leadership Music; member, ACM, NARAS • Tennis



**NARVEL
 BLACKSTOCK**
*CEO/Starstruck
 Entertainment*
 P.O. Box 121996,
 37212
 Tel: 742-8835
 Fax: (615) 256-7686
 Key Contact: Holly
 Crook, Executive

Assistant

Specializes in artist management; manages Reba McEntire, Linda Davis, Rhett Akins, 4 Runner, Billy Dean, Brett James, Jo Dee Messina, John & Audrey Wiggins and Gary Oliver. Blackstock, who is married to Reba, heads the multi-purpose Starstruck organization, which comprises management, publishing, promotion, publicity, advertising and merchandising divisions. Starstruck Publicity clients include McEntire, Aaron Tippin, Linda Davis and Rhett Akins. Starstruck is expected to move into its newly-constructed 17th Ave. offices this year. • CMA, NSAI, ACM



MICHAEL BLANTON
*Partner,
 Owner/Blanton/
 Harrell Entertainment*
 2910 Poston Ave.,
 37203
 Tel: 327-9300
 Fax: (615) 320-1877
 Became a partner in
 Blanton/Harrell in 1980

and has been instrumental in transforming Amy Grant and Michael W. Smith into pop stars. A founding partner in Reunion Records, which has since been purchased by RCA Records, Blanton oversees the firm's Creative Department. Formerly Director of A&R for Word Records.



DALE BOBO
*Vice President,
 Creative/
 Warner/Chappell*
 21 Music Sq. E., 37203
 Tel: 254-8777
 Fax: (615) 726-1353
 Key Contact: Tim
 Wipperman, Executive
 Vice President

Bobo has been with the publishing giant for 13 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 • Cycling, spending time with my wife, Barbara



JENNIFER BOHLER
*Vice President, Media
 Relations/Starstruck
 Advertising & Publicity*
 P.O. Box 121996,
 37212
 Tel: 742-8835
 Fax: (615) 256-7686
 Key Contact: Narvel

Blackstock, CEO; Cliff Williamson, COO

With company eight years. Oversees publicity for Starstruck Entertainment and its public relations clients, which include Reba McEntire, Linda Davis, Rhett Akins, Aaron Tippin, Billy Dean, Ty Herndon and others. Past CMA Publicist of the Year; formerly with Network Ink and "Cash Box." • CMA Marketing/PR and Radio Task Force Committees, ACM • Movies, camping, water-related sports



WOODY BOMAR
*President/Little Big
 Town Music Group*
 803 18th Ave. S.,
 37203
 Tel: 321-5286
 Fax: (615) 329-4128
 Key Contact: Terry
 Wakefield, Creative
 Director

With company nine years. Recipient of NSAI President's Award. Oversees all aspects of music publishing. • NSAI, SGA, CMA, NeA, ASCAP, Leadership Music • Reading, bicycling



SHERRY BOND
*Executive
 Director/Nashville
 Entertainment
 Association*
 1007 17th Ave. S.,
 37212
 Tel: 327-4308
 Fax: (615) 320-0701
 Key Contact: Sharon L.

Williams, Event Coordinator

Has held this trade association post since 1990. Oversees office administration; helps coordinate volunteer committees; organizes such events as the annual Extravaganza, MTSU/Belmont Scholarship Golf Tournament, Music City Music, Singer/Songwriter Series, and Master Awards. • Vice President of Arts, Entertainment & Music, Nashville Chamber of Commerce; NSAI, CMA, NSC, WMA, SOURCE, NATAS.



MIKE BORCHETTA
*Owner/Mike
 Borchetta Promotions*
 13751 Lebanon Rd.,
 Old Hickory, TN 37138
 Tel: 754-9831
 Fax: (615) 758-4883
 E-Mail: music
 @pov.silence.net
 Key Contact: Heidi

Pearson, Promotion Asst.

This industry veteran served as Vice President, Curb Records from 1988-1992 and then re-formed his independent promotion organization. Borchetta was responsible for Curb signings Tim McGraw and Perfect Stranger, and lists his biggest achievement as being the father of Scott Borchetta! • BMI, ACM, CMA • Runs a Legend car with Scott; owns 3 mobile home dealerships; partner in 6-horse thoroughbred racing stable.

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SCOTT BORCHETTA
Senior Vice President, National Promotion/MCA Records
 60 Music Sq. E., 37203
 Tel: **880-7300**
 Fax: (615) 880-7425
 Key Contact: Bruce Hinton, Chairman;

Tony Brown, President
 Joined MCA in January, 1991 after operating his own promotion company for two years. Formerly Director of National Promotion, MTM Music. Presently coordinates regional promotion staff, troubleshoots at radio and works with artist managers and independent promoters. • CMA, ACM, Leadership Music Alumni • Indy cars, Formula One, Legends racing, Harley-Davidsons, mountain biking

GARY BORMAN
Owner/President/Borman Entertainment
 1303 16th Ave. S., 2nd Fl., 37212
 Tel: **320-3000** • Fax: (615) 320-3001
 Key Contact: Joni Foraker, Vice President
 Personal manager for Dwight Yoakam, Mary Chapin Carpenter, Trace Adkins and Faith Hill. L.A.-based firm opened Nashville office early in 1996. In business 17 years. L.A. office: 1250 6th St. #401, Santa Monica, CA 90401. 310-656-3150 • CMA, ACM, NARAS



WOODY BOWLES
President/Owner/Woody Bowles Company
 5420 Camelot Rd., Brentwood, TN 37027
 Tel: **370-4848**
 Fax: (615) 377-3634
 Key Contact: Nikki Brooks

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



JANET BOZEMAN
Director of Media & Publicity/Sony Music
 34 Music Sq. E., 37203
 Tel: **742-4321**
 Fax: (615) 742-5741
 Key Contact: Allen Butler, Executive VP & GM; Paul Worley,

Executive Vice President
 With company two 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
Vice President/ASCAP
 2 Music Sq. W., 37203
 Tel: **742-5000** • Fax: (615) 742-5020

With ASCAP 20 years. Bradley is in charge of a 20-state area where her main objective is to sign new up-and-coming writers



NARAS, CMF, GMA, Cheekwood, Copyright Society of the South, W.O. Smith Community Music School, Alabama Hall of Fame and Georgia Hall of Fame; Advisory Council member, Tennessee Film, Entertainment and Music Commission; Leadership Music Alumni



HAROLD BRADLEY
President/Nashville Association of Musicians/Local 257
 11 Music Circle N., 37212
 Tel: **244-9514**
 Fax: (615) 259-9140
 Key Contact: Mike

Karr, Assistant
 A session musician for the past 50 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; Vice President/Opryland USA
 65 Music Sq. W., 37203
 Tel: **321-5000**
 Fax: (615) 321-5655
 With company ten years. Opryland Music

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 which was the first country album to be certified platinum. • Board member, CMA; Chairman, CMA Fan Fair committee; member, CMA, NARAS, ACM, 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: (615) 242-8759
 Key Contact: Rose Johnson, Studio Coordinator



DAVID BRIGGS
Owner/David 'N' Will Music
 1203 16th Ave. S., 37212
 Tel: **320-7323**
 Fax: (615) 329-1304
 Key Contact: Nancy Tuck, Manager

A musician for 37 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 13 years; publishing company, ten. • CMA, AFTRA, NARAS, NMA, AFM



DEAN BROADHEAD
VP Marketing & Artist Development/Epic Records Nashville
 34 Music Sq. E., 37203
 Tel: **742-4305**
 Fax: (615) 742-5717
 Key Contact: Doug Johnson, Senior VP

With company 4 years. • ACM, CMA • Work, work, work & theatre; cartoonist

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JEFFREY L. BROTHERS
Vice President of Sales & Marketing/ Step One Records
1300 Division St., 3rd Floor, 37203
Tel: 255-3009
Fax: (615) 255-6282
Key Contact: Lynn

Pennington, Office Manager

With label seven years, Brothers coordinates all domestic and foreign sales, marketing and administration of SOR product. • CMA International Marketing Liaison • Playing live music, songwriting, baseball



GREGG BROWN
Producer/Gregg Brown Productions/G Cubed Music
21 Music Sq. E., 37203
Tel: 248-9644
Fax: (615) 244-7809
E-Mail: gbrownprod@aol.com
Key Contact: Christina

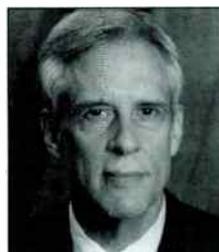
Fernandez

Produced 5 albums with Travis Tritt, including 10 number one singles and the Grammy Award-winning duet with Marty Stuart. Additional past projects include sides with Mark O'Connor, Little Feat, Waylon Jennings, Johnny Cash and Hank Williams Jr. Currently recording with Tanya Tucker, Chris LeDoux and John Cody Carter. Develops artists/writers for G Cubed Music with Warner/Chappell. Roster includes Alisa Carroll and Judd Erickson. • Skiing, diving, films and collecting art



J. AARON BROWN
President/Owner/J. Aaron Brown & Associates
1508 16th Ave. S., 37212
Tel: 385-0022
Fax: (615) 386-9988
Key Contact: Diane Nunn, Assistant

Has had his companies 16 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



JOHN BROWN
Vice President of Country Promotion/Curb Records
47 Music Sq. E., 37203
Tel: 321-5080
Fax: (615) 327-3003



MARK BROWN
Vice President of A&R/Capitol Nashville
3322 West End Ave., 11th Floor, 37203
Tel: 269-2000
Fax: (615) 269-2062

In charge of day to day A&R activities. Acts as liaison to artists and publishers. With company 3 years. • Golf



TONY BROWN
President/MCA Records
60 Music Sq. E., 37203
Tel: 244-8944
Fax: (615) 880-7447

With label 11 years. Serves as label President and supervises and controls its A&R functions. Has produced records for Jimmy Buffett, 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. Formerly worked in A&R at RCA Records and played and/or toured as a musician with Rosanne Cash, 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, Leadership Music



REE GUYER BUCHANAN
Owner/President/Wrensong Publishing
1229 17th Ave. S., 37212
Tel: 321-4487
Fax: (615) 327-7917
E-Mail: wrensongpu@aol.com

Key Contact: Heather Edwards, General Manager

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 • Family, gardening, golf, cooking, investment club member NICL, skiing, working out, good fiction



STEVE BUCHANAN
General Manager/Ryman Auditorium
116 Fifth Ave. N., 37219
Tel: 254-1445
Fax: (615) 251-1026

After 11 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



STEVE BUCKINGHAM
President/Blue Eye Records
P.O. Box 159159, 37215
Tel: 297-2588
Fax: (615) 297-2510
Key Contact: Jennie Carey, Executive Coordinator

Partner with Dolly Parton in this joint-venture with MCA and Rising Tide. A two-time Grammy winner, Buckingham has produced 10 Platinum and 19 Gold albums, 25 number one singles and dozens of top ten records in the pop, r&b, country, adult contemporary, jazz, dance and Christian charts. He oversees the development of new acts on this small, exclusive label while continuing to co-produce Dolly's music with her. Steve works with country acts David Ball and Rick Trevino and jazz artist Kirk Whalum.



AL BUNETTA
President/Al Bunetta Management, Oh Boy Records, Big Ears Music Publishing
33 Music Sq. W., #102-A, 37203
Tel: 742-1250
Fax: (615) 742-1360
E-Mail: ohboy@telalink.net

Industry veteran Al Bunetta has managed the career of John Prine for the last twenty-five years, is a founder of three award-winning independent labels (Oh Boy, Red Pajamas and Blue Plate), and is an active music publisher. He recently added Oh Boy artist Heather Eatman to his management roster along with MCA act Big House. • NARAS Board of Governors, Board of Directors, Leadership Music • Avid car collector, gentleman farmer



ALLEN BUTLER
Executive Vice President & General Manager/Sony Music Entertainment
34 Music Sq. E., 37203
Tel: 742-5730
Fax: (615) 742-5734
Key Contact: Scott Siman, Senior Vice

President

Oversees the artist development, promotion, marketing, sales, administration and media departments for the Sony Music labels, Columbia and Epic. With company over 2 years. Formerly Vice President of 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 Alumni • Harley-Davidsons, golf

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(The Power Lunch)

1996

(Dinner at Morton's – The Steakhouse)

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STAN BYRD ✓
Talent Manager/BDM Management; President/Chart Attack
 1106 16th Ave. S., 37212
 Tel: 244-7445
 Fax: (615) 244-7520
 Key Contact: Michael

Hagewood, Assistant

A top record promoter, Byrd has had his company 12 years. Manages Mark Chesnutt and Sisters Morales. Formerly worked in promotion for CBS Records (1970-76) and Warner Bros. Records (1976-83). • ACM, NeA, CMA's Market Development and artist/DJ Taping committees; CRB's New Faces committee • Flying



WILLIAM BYRD ✓
Owner/William Byrd Management
 One Church St., #550, 37210
 Tel: 248-2550
 Fax: (615) 248-2835
 Key Contact: Rod Hammer, Assistant

Byrd produces the Grammy and CMA Awards radio shows, pay-per-view wrestling for Turner Broadcasting, the Wal-Mart Across America Tour and CRB Convention, and also works as a performance consultant, specializing in producing live shows, large projects and events. • Working with artist Red Grooms to develop the TN Fox Trot Carousel • Racquetball, show tunes

FRANK CALLARI

President/Frank Callari Corporation/FCC Management

209 10th Ave. S., #322, 37215
 Tel: 742-6300 • Fax: (615) 742-6333
 E-Mail: frankccorp@aol.com
 Key Contact: John Leal, Management Assistant

Callari's six year-old company has been established to represent the best interests of his artist's careers. His roster includes The Mavericks, Junior Brown, Terry Radigan and Dean Miller. • CMA, NARAS, NAPM • Walking, movies, collecting vinyl records



WALTER CAMPBELL ✓
Vice President/Sony/ATV/Tree Publishing
 8 Music Sq. W., 37203
 Tel: 726-8300
 Fax: (615) 244-6387
 Key Contact: Alma Rittenberry, Creative Department Assistant

With the company 12 years, Campbell lists his primary duty as "keeping Tree #1." He heads the Creative Department and works with writers such as Gary Nicholson, Gretchen Peters, Bobby Braddock and Chapin Hartford. • TN Environmental Council Music Business Advisory Committee; Board, Gilda's Club; member, NARAS, CMA, NSAI, Leadership Music Alumni • Hiking, boating, books, running



VINCENT CANDILORA
Vice President/Director of Licensing/ASCAP
 2 Music Sq. W., 37203
 Tel: 742-5080
 Fax: (615) 742-5070
 Key Contact: Laurie Hughes, Director of

Business Affairs

With SESAC 25 years. Moved to ASCAP this past year to oversee all aspects of the performing rights giant's Licensing Division. Candilora is recognized by many as one of Nashville's top performing rights specialists. • Oklahoma City University Int'l Advisory Board; member, NSAI, NeA, CMA, Leadership Music, NARAS, Copyright Society of the South



BUDDY CANNON ✓
Independent Producer/Songwriter/Buddy Cannon Productions

P.O. Box 128396, 37212
 Tel: 460-0081

Fax: (615) 460-0065

A distinguished songwriter with such hits to his credit as "Set 'Em Up, Joe," "I've Come To Expect It From You," "Dream Of Me," "She's Not Cryin' Anymore" and "Anywhere But Here," Cannon currently produces 4 Runner, George Jones, Mark Luna and Steve Kolander. Formerly Vice President of A&R for Polydor Records (1994-95); before that worked for Mel Tillis Publishing and PolyGram International. • NARAS, ASCAP, NSAI, NeA, CMA, ACM



JEFF CARLTON ✓
Vice President/General Manager/Hamstein Cumberland Music Group

1033 18th Ave. S., 37212

Tel: 320-9971

Fax: (615) 322-9288

E-Mail: hcgmnash@aol.com

Key Contact: Chip Hardy, Vice President of Creative

Carlton has been with the publishing group for five years, starting out as General Manager at one of the group's companies, Stroudavarious Music. He then took over as VP/GM when both sister companies (Great Cumberland, Stroudavarious) merged earlier this year. Oversees all aspects of music publishing. Formerly GM and songplugger for Willin' David Music and a staff writer for Danor Music. • CMA • Following sports, football, children's activities

RALPH CARROLL

Owner/Ralph Carroll Promotions

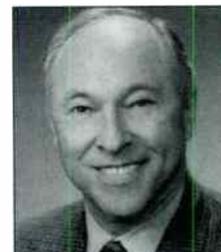
1523 Sam Houston Dr., Brentwood, TN 37027
 Tel: 371-5444 • Fax: (615) 373-4580

E-Mail: ralphralph@msn.com

This industry promotion veteran formed his



own company last year after leaving Polydor Records, where he served as Vice President of Promotion. • Golf



WILLIAM N. CARTER ✓
Owner/William N. Carter Career Management

1028-B 18th Ave. S., 37212

Tel: 327-1270

Fax: (615) 321-0802

Key Contact: Jerri

Carter and David Harp, Management Associates

Carter was a Secret Service agent under Presidents Kennedy and Johnson, a trial lawyer in 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, Philip Claypool and Ralph Emery.

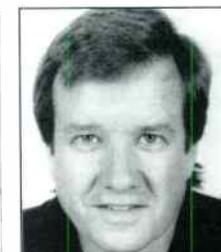


KEITH CASE ✓
Owner/Keith Case & Associates

59 Music Sq. W., 37203
 Tel: 327-4646

Fax: (615) 327-4949

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, John Hartford and The Nashville Bluegrass Band. Established his company in 1984. • Founding member, IBMA; member, NARAS, CMA



BUZZ CASON ✓
President/Owner/Buzz Cason Publications & Productions, Inc.

2804 Azalea Place, 37204

Tel: 383-8682

Fax: (615) 838-8696

Key Contact: Billy

Decker, Professional Manager

Cason, who has had his company 25 years, serves as President, Professional Manager, Writer and Producer. • CMA Hall of Fame Board of Electors; Board member, GIFT (non-profit organization assisting needs of music industry) • Golf, auto racing (20 years, retired), coaching kids' sports

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BILL CATINO
*Senior Vice President
of Promotion/Capitol
Records*

3322 W. End Ave.,
11th Floor, 37203
Tel: **269-2050**
Fax: (615) 269-2053
Key Contact: Tamra
Saviano, Assistant

Heads all divisions of label's country promo-
tion staff. Came to label in December, 1989. •
Board member, ACM; member, CMA, NARAS

LIZ CAVANAUGH



*Director of Publicity/
Artist Relations/The
Curb Group*

47 Music Sq. E., 37203
Tel: **321-5080**
Fax: (615) 327-3003
Key Contact: Dennis
Hannon, Executive
VP/GM

With company 4 years.

SAM CERAMI

Vice President of Promotions/A&M Records

1222 16th Ave. S., 3rd Floor, 37212

Tel: **329-4434**

Fax: (615) 329-1973

Key Contact: Wes Vause, Director of Publicity

With A&M 6 months. Cerami began his
career at Decca Records and then moved to



Mercury and Warner
Bros. He has also had
his own independent
promotion company.
Most recently he was
Vice President of
Promotion at Patriot
Records. Cerami's
main task is securing
radio airplay for the

label's artists. • CRB • Dog lover

BRAD CHAMBERS

*Vice President
Promotion/Imprint
Records*

209 10th Ave. S. #500,
37203

Tel: **244-9585**

Fax: (615) 244-9586

Key Contact: Roy

Wunsch, CEO



Joined label in October, 1995 to head
radio promotion activities. Formerly with
Management Associates 1993-95; Program
Director KPLX, Dallas. • Net surfer

JOEL A. CHERRY

Attorney/Partner/Benson & Cherry

1207 17th Ave. S., #300, 37212

Tel: **320-0660**

Fax: (615) 320-0909

Formerly head of Business Affairs for the
EMI Records Group, Cherry advises and nego-
tiates agreements in connection with his client's



entertainment and
industry-related activi-
ties (music, film, TV,
touring, merchandis-
ing). Some of those
clients include Tim
McGraw, Brooks &
Dunn, The Tractors, Ty
Herndon and L.A.
Reid. • Running, golf,

racquetball

TERRY D. CHOATE

*President/
Crosswind
Corporation*

P.O. Box 120816, 37212

Tel: **329-3407**

Fax: (615) 320-1616

Choate owns this five
year-old music publishing
and production company,

which includes Final Approach (BMI), Clear The
Area (SESAC), Tune Traffic (ASCAP) and PACK-
RAT Productions. 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; Board of Governors, Nashville
Chapter of NARAS; Advisory Board, Appalachian
State University School of Music • Tennis, North
Carolina basketball, aviation

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Tel: 321-5596
Fax: (615) 321-5497
With company 31 years. Secures film, video and audio work for actors and

announcers. • CMA, NFVA, Buddies of Nashville, Advisory Council of the Tennessee Film, Entertainment and Music Commission. Clark is also a SAG/AFTRA equity franchised agent. • Walking, bowling, people watching

JULIE CLAY
Executive Director/Nashville Chapter/NARAS

1017 16th Ave. S. 2nd Fl., 37212
Tel: 327-8030 • Fax: (615) 321-3101
Key Contact: Lisa Neideffer, Assistant

Directs all educational and professional and Grammy Award-related activities for Nashville NARAS Chapter. • Director of Development Ensemble Board NIA; Advisory Board Travelors Risk; member, CMA, GMA, NSAI, NeA



MICHAEL D. CLUTE
Owner/Midtown Tone & Volume Recording Studios; Producer/Engineer
49 Music Sq. W., 37203
Tel: 329-0555
Fax: (615) 329-9799
Key Contact: Jennifer

Rose, Studio Manager & Director of Clute Productions
Owner for 8 years. Produces Diamond Rio, BlackHawk, Brett James and The Delevantes. • Computers, carpentry



BARRY COBURN
President/Ten Ten Management, Inc.
33 Music Sq. W., #110, 37203
Tel: 255-9955
Fax: (615) 255-1209

Was instrumental in establishing Alan Jackson's career and managed Jackson from 1988-94. Over the past 11 years, has been active in the careers of Lacy J. Dalton and Holly Dunn as well. Currently manages George Ducas, Suzy Bogguss, Keith Sewell and BR5-49. Partner with wife Jewel in Ten Ten Music Group and partner in booking agency, Chief Talent Corporation. • Founding member, NAPM; CMA Board of Directors; member, CMA, ACM, CRB's Agenda Committee, NARAS.



JEWEL COBURN
Co-Owner/Ten Ten Music Group, Inc.
33 Music Sq. W., #110, 37203
Tel: 255-9955
Fax: (615) 255-1209
Key Contact: Joe Fisher, Creative Director

Ten Ten Music has secured over 50 major label album cuts, including 12 country single releases, since its establishment in 1984. Jewel works with writers, plugs songs and oversees the company. • SOURCE • Cooking, gardening, traveling, reading. Has two little boys, ages 3 and 4.



GEORGE COLLIER
Vice President for Country Music/Intersound, Inc.
3200 West End Ave., #500, 37203
Tel: 783-1639
Fax: (615) 783-1640
Key Contact: David

Friedman, Country Music Publicity (800-945-3059)
Intersound Country is part of Intersound Inc. and is basically a one-man operation. Collier handles and directs all country A&R, marketing, operations and promotion. Acts include Bellamy Bros., Highway 101, Crystal Gayle and others.



TOM COLLINS
President/Collins Music
21 Music Sq. W., 37203
Tel: 255-5550
Fax: (615) 256-6467
Key Contact: Teresa Robinson, Publishing Administrator; Venessa

Gray, Creative Department
Pleased to be celebrating his fifteenth year in business, Collins likes to be known for developing writers and artists. Acquisitions such as Tom T. Hall's Hallnote Music make Collins Music one of the largest independent publishing companies in Nashville. • Board member, Leadership Music, CMA, NeA, Leonard Bernstein Center, Logan's Roadhouse; Franklin Road Academy Trustee • Tennis, Oriental rugs



WADE CONKLIN
Partner/Critique/BMG
1114 17th Ave. S., #105, 37212
Tel: 321-4548
Fax: (615) 321-5205
Key Contact: Roy Mack, Partner
Industry veteran
Conklin has been with

this organization for 15 years. Currently his duties include acting as label head and supervising the label's production, promotion and marketing activities and distribution through BMG. Artists currently signed include MC Potts and Marty Haggard.

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The Mike Curb Music Business Program

• William E. Trout
President

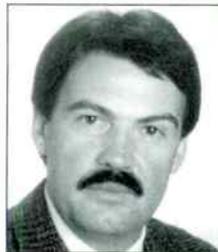
• Robert E. Mulloy *Associate Dean / Mike Curb Music Business Program*

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David A. Herrera
Music Business Intern Coordinator
phone 615/385-6438 fax 615/386-4667.



DAVID CONRAD ✓
**Vice President/
 Almo/Irving Music**
 1904 Adelia Ave.,
 37212
 Tel: 321-0820
 Fax: (615) 329-1018
 Key Contact: Lance
 Freed, President; Mary
 Del Scobey, GM

With company 14 years. Before that, General Manager 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, NeA, Copyright Society of the South; member, Leadership Nashville, Leadership Music • SCUBA diving, old cars, reading

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. (213-852-1177) • CMA • Soccer



TONY CONWAY
**President/
 Buddy Lee Attractions**
 38 Music Sq. E., #300,
 37203
 Tel: 244-4336
 Fax: (615) 726-0429
 Key Contact: Buddy
 Lee, Chief Executive
 Officer

Oversees day-to-day operations of this 32 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 18 years. SRO 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. • 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



KAREN CONRAD ✓
**President/AMR
 Publications/New
 Haven Music**
 54 Music Sq. E., 37203
 Tel: 256-9353
 Fax: (615) 256-9256

With company ten years. Conrad formerly worked as a publishing coordinator for ASCAP; professional manager for Blendingwell Music; publishing and tour coordinator for Jimmy Buffett; promotion assistant at Mercury Records. • Board member, NARAS; member, NSAI, CMA, NeA



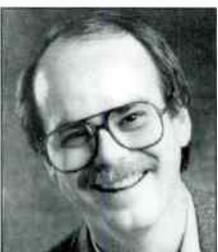
CHARLIE COOK
**Senior Vice
 President/McVay
 Media**
 9903 Santa Monica
 Blvd., #268, Beverly
 Hills, CA 90212
 Tel: 310-274-0970
 Fax: (310) 274-4740
 Key Contact: Mike

McVay, President
 With company for 12 years. Consults country radio stations on programming and operations. • Board member, CRB; Leadership Music Alumni



JUAN CONTRERAS ✓
**President/
 Double J Music**
 119 17th Ave. S., 37203
 Tel: 251-3325
 Fax: (615) 251-3320
 Key Contact: Todd
 Wilkes, Vice
 President/Creative
 Director; Liz Morin,

Assistant Creative Director
 With company three years, Contreras' duties include administration, signing writers, supervising demo production and songplugging. Former assistant to Fred Foster at Monument Records; songplugger at Acuff-Rose Music and Larry Butler Music. • Director, HoriPro Golf Tournament (which sponsors scholarships for Belmont Music Business students) • Golf, swimming, Nashville Rose Society



DON COOK ✓
**Senior Vice
 President/Sony ATV
 Tree; Head, DKC
 Music, Don Cook
 Productions**
 P.O. Box 1273, 37202
 Tel: 726-8300
 Fax: (615) 244-6387
 Key Contact: Donna

Hilley, President & CEO; Walter Campbell, Vice President of Creative Services
 With company 19 years. Oversees artist/writer relations. Produces Brooks & Dunn, Wade Hayes, Shenandoah and the Mavericks; writes songs. • NSAI, NARAS, CMA



LIONEL CONWAY ✓
**President/Maverick
 Music Company**
 1019 17th Ave. S.,
 #201, 37212
 Tel: 320-5355
 Fax: (615) 320-7461
 Key Contact: Peter
 Cronin, Songplugger/
 Heads Nashville office

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 McCREADY
 McCARTHY inc.

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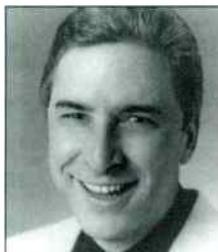
TAKING THE BULL BY THE HORNS.



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AL COOLEY
Vice President of
A&R/Atlantic
Records
 1812 Broadway, 37203
 Tel: 327-9394
 Fax: (615) 327-9405
 Key Contact: Rick
 Blackburn, President
 Starting in Nashville

in 1975 as a music journalist, Cooley joined Combine Music as General Manager a year later and remained there until 1986. Director of Creative Services, MCA Music (1987-1990). Joined Atlantic in 1991. • CMA, NARAS, ACM, American Bowling Congress



C. PAUL CORBIN
Vice President, Music
Industry Relations/
Gaylord Entertainment
 One Music Circle S.,
 37203
 Tel: 321-8330
 Fax: (615) 321-8338
 Corbin, who has
 been with Gaylord 13

years, works with the music industry. Formerly CEO/VP Golden Gate Productions, KQED, San Francisco; Senior VP, KOCE, Huntington Beach, CA; PD, KAID, Boise, Idaho; KTWU, Topeka. • President and Founding Board member, NATAS; Board member, CMA, Leadership Music, NARAS, W.O. Smith Music School, American Red Cross; member, NATD, NATPE, ATAS, NEA, Leadership Music, CCMA, ACM, MTSU Recording Industry Advisory Council, State of Tennessee Film Advisory Commission • Boating, traveling, Red Cross volunteer

DAVID CORLEW ✓
President/Corlew-O'Grady Mgmt., Inc.
 1102 18th Ave. S., 37212
 Tel: 297-1995 • Fax: (615) 292-1985
 Key Contact: Angela Gresham Wheeler, Asst.
 Has owned company over 3 years. Manages

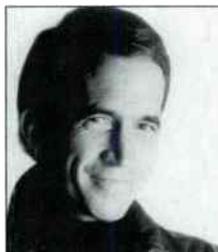


Charlie Daniels, John Berry, Chris Ward, Blake & Brian and The Cox Family. • Vice President at Large ACM; Steering Committee NAPM; member, CMA



ARMANDA COSTANZA
President/Armanda
Costanza, Inc.
 240 Great Circle Rd.,
 #328, 37228
 Tel: 256-2663
 Fax: (615) 256-2725
 Key Contact: Robert
 Costanza, V.P.

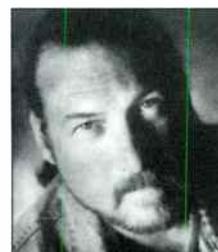
Tennessee's leading film camera rental facility and distributor of Kodak motion picture film; formed in 1984.



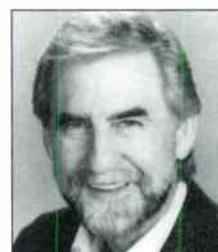
PAUL CRAFT ✓
President/Owner/
Paul Craft Music/
Pinspotter Music, Inc.
 401 Bowling Ave., #62,
 37205
 Tel: 292-9788
 Fax: (615) 269-9294

A successful songwriter who graduated to the publishing world, Craft numbers such hits as "The Gambler," "Untold Stories," "Brother Jukebox," "Falling Out Of Love" and "Come As You Were" among his many publishing/writing triumphs.

STEVE CROPPER ✓
President/Steve Cropper Enterprises, Inc.
 121 17th Ave. S., 37203
 Tel: 742-1245 • Fax: (615) 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 Productions & Publishing and Steve Cropper Travel. • Golf



JERRY CRUTCHFIELD ✓
President/Glitterfish
Music, Inc./JC
Productions
 1107 17th Ave. S.,
 37212
 Tel: 321-5558
 Fax: (615) 320-5410
 Key Contact: Christy

Crutchfield, Vice President of Creative Services
 After four years as a top executive at Capitol Nashville/Liberty Records, Crutchfield returned to MCA Music, where he worked for nearly 25 years before joining the record label, and has now formed his own company. In addition to his current publishing duties, Crutchfield's current production credits include Lisa Brokop, Rob Crosby, Paul Overstreet and Philip Claypool. • Past National Trustee, NARAS; past member, Board of Governors, NARAS; member, CMA, ACM, GMA, AFM, AFTRA

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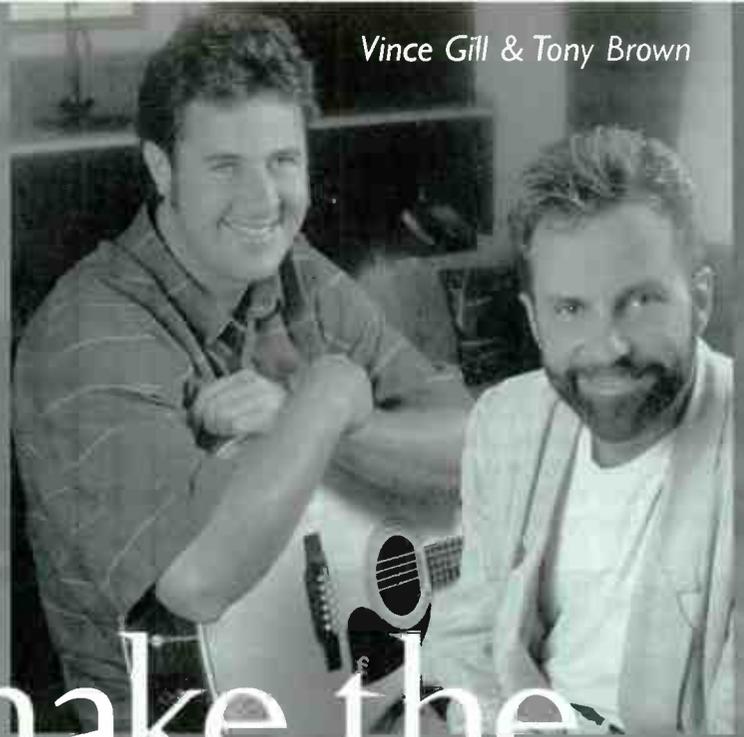
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MIKE CURB ✓
Chairman/Curb Records
 47 Music Sq. E., 37203
 Tel: 321-5080
 Fax: (615) 327-1964
 Key Contact: Dennis Hannon, Executive Vice President and General Manager

Founder of the label whose country roster now embraces, among others, Merle Haggard, Hal Ketchum, Hank Williams Jr., Jo Dee Messina, Delbert McClinton, Tim McGraw and Sawyer Brown, and whose joint ventures with other labels include Wynonna, Lyle Lovett, Buck Owens and Ray Stevens. A Belmont University Music Industry Program has been established in Mike Curb's name. • Board of Directors, CMA; ACM



STEVE DAHL ✓
General Manager/Monterey Artists
 901 18th Ave. S., 37212
 Tel: 321-4444
 Fax: (615) 321-2446
 Key Contact: Ray Shelide, Agent

With company 11 years. Manages daily operations, works as agent. • CMA, ACM, NATD • Golf, boating, my son



JULIE DANIEL ✓
Owner/Island Bound Music
 1204 17th Ave. S., 37212
 Tel: 320-5440
 Fax: (615) 320-5445
 Key Contact: Brad Daniel, Owner; Ed Hunsberger, Songplugger
 Company is a joint

venture with Famous Music and includes Island

Studios. Daniel oversees seven staff writers and pitches songs. In 2+ years they have had over 55 cuts and two number ones. • ACM, CMA, NeA, NARAS • Boating, skiing, travel



THOMAS DANIEL
Vice President/RCA Records
 1 Music Circle N., 37203
 Tel: 664-1286
 Fax: (615) 664-1276
 Key Contact: Randy Goodman, Senior Vice President/General

Manager/RLG

With the company four years, Daniel is active in label management, promotion and marketing. Past Senior Director, Sales and Marketing for BNA Entertainment. Formerly with Keckley/Daniel Entertainment and President of the CMA's proposed for-profit arm, CMA Country Club. • CMA, ACM, Leadership Music • Golf, tennis

RANDALL DAVIDSON
President/Central South Music Sales
 3730 Vulcan Dr., 37211
 Tel: 833-5960 • Fax: (615) 331-2501
 Key Contact: Pat Gray, Executive Assistant
 Oversees Central South's wholesale distribution arm and its retail division which includes about 80 Sound Shop and Music 4 Less music stores. • SCUBA



ANSEL L. DAVIS ✓
Vice President Business Affairs/Capitol Nashville
 3322 West End Ave., 11th Floor, 37203
 Tel: 269-2000
 Fax: (615) 269-2084
 Key Contact: Scott Hendricks, President

Employed with company since 1995.

Oversees all legal and non-artistic business relationships for the label. • Nashville Bar Association Entertainment Law Steering Committee • Snow skiing, tennis, in-line skating



STEPHEN DAY ✓
Vice President/General Manager/MCA Music Publishing
 1114 17th Ave. S., #205, 37212
 Tel: 327-4622
 Fax: (615) 320-7639
 Key Contact: Jody

Williams, President

Day has been with MCA for 13 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: (615) 329-0339
 Key Contact: George Flanigen IV, Co-owner
 Produces and directs

music videos and commercials. With company 10 years. Formerly Promotion Producer/Director at WKRN-TV. Recent clients include Faith Hill, Joe Diffie and Dolly Parton. • Board member, NARAS, CMA; Leadership Music Alumni

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Steve Marklund
Creative Director

Pat Higdon
President

Mark Ermlich
Studio Manager

Whitney Williams
Director, Film/TV

6 1 5 - 3 2 7 - 8 0 9 1



JIM DELLA CROCE ✓
Owner/Jim Della
Croce Management
and The Press Office
1229 17th Ave. S.,
37212
Tel: 320-5153
Fax: (615) 320-5738
Key Contact: Erin
Morris, Press Office Co-

Owner; Marvin Lee, Management Co.

Independent publicist, artist development consultant and talent manager. Manages Imprint artist Bob Woodruff and Robert Ellis Orrall. Co-owns CDP (Compact Disc Profiles), a CD interview album production company. Formerly Manager of Artist Development, BNA Entertainment. • Board member, NSF; member, CMA, ACM, NARAS • Hunting Indian artifacts, collecting Beatles memorabilia, collecting guitars, golf, basketball and building furniture



J. WILLIAM DENNY
President/
Nashville Gas
665 Mainstream Drive,
37228
Tel: 734-1701
Fax: (615) 734-1815
Prior to taking the
Presidency of the city utility 13 years ago, Denny

headed the legendary Cedarwood Music, which 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 ✓
Vice President/Curb
Music Publishing
and CPI Records
47 Music Sq. E., 37203
Tel: 321-5080
Fax: (615) 321-9532
Key Contact: Jimmy

Metts, Creative Director

With company 3 years. Deals with creative issues and publishing administration. Formerly headed publishing for MTM Records and Loretta Lynn. • Board of Directors, W.O. Smith School; ASCAP, NSAI, GMA

**ALL ENTRIES ARE
CROSS-INDEXED BY
JOB AFFILIATION**

SEE PAGE 87

Win A Trip To THE MOON!

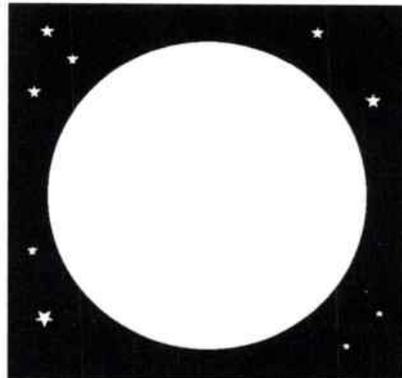
That's right! Call us, and we'll arrange that long awaited trip to **To The Moon Music Company**. Just bring your ears and a smile, and the trip *is* yours! *No ship!* You'll hear music that's *out of this world* by writers known to *get lost in space...*

Moon Writers:

Ariel Caten, Don Henry, Shara Johnson,
Billy Kirsch & Greg Trooper

Ground Control:

Leslie Salzillo-Schmidt,
Brian Bradford & Mary Sali-Jones



We Thank Our Lucky Stars!

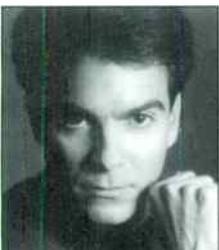
Susan Ashton, Lisa Brokop,
John Berry, Linda Davis, Joe Diffie,
Tammy Graham, Don Henry, Ken Holloway,
Faith Hill, Engelbert Humperdinck, Paul Jefferson,
The Neville Brothers, Donny Osmond, Collin Raye,
Keith Stegall, Doug Stone, Greg Trooper,
Clay Walker... For recording/releasing our music in
the earth years' 1995 & 1996!

P.O. Box 41643 * Nashville, TN 37204 * Tel (615)251-3205 * Fax (615)742-8961



STUART DILL ✓
President/Refugee Management
 209 10th Ave. S., #347,
 37203
 Tel: 256-6615
 Fax: (615) 256-6717
 Manages Emilio,
 Rick Orozco, Holly
 Dunn, Forester Sisters.

Coordinates annual country music festivals in San Antonio and Kumamoto, Japan.



CHRISTY DINAPOLI
President/Square West Entertainment
 P.O. Box 120053,
 37212
 Tel: 329-0851
 Fax: (615) 329-1482
 Key Contact: Dawn
 Janssen-Haley,
 Executive Assistant

Co-produces and manages Little Texas. • Board of Directors, ACM • SCUBA diving, sailing, golf



CHRIS DODSON ✓
President/Chief Executive Officer/Makin' Music, Inc.
 1230 17th Ave. S.,
 37212
 Tel: 269-6770
 Fax: (615) 385-9310
 E-Mail: makinitup@aol.com

Key Contact: Sandra Johnson, Vice President
 Primary duties for this 10 year-old company include songplugging, artist development, production and consulting. Dodson's list of songplugging clients includes Mac McAnally, Robert Byrne, Rodney Crowell and many more. • Coaching youth sports, licensed attorney



JOHN R. DORRIS ✓
President/The Hallmark Direction Company
 1905 Broadway, 37203
 Tel: 320-7714
 Fax: (615) 320-5799

A business and personal manager whose clients include Dean Dillon, Doug Stone, James Bonamy, John Michael Montgomery, Noel Haggard, The Whites, Cooter Brown and Ricochet. • CMA, ACM, NARAS, NeA • Golf, Certified Public Accountant



JOHN DOTSON ✓
President/422 Management
 815 Division St., #101,
 37212
 Tel: 321-2656
 Fax: (615) 321-2658
 Has operated this company for over three years. Provides career

direction and record marketing services. Currently manages Steve Earle. Formerly VP/GM for International Management Services. • Trustee, MTSU Foundation; member, CMA, ACM, NARAS, NeA



BOB DOYLE ✓
Owner/Bob Doyle & Associates, Major Bob, Rio Bravo Music
 1111 17th Ave. S.,
 37212
 Tel: 329-1040
 Fax: (615) 329-1021
 Key Contact: Robert Frye, Office Manager

Doyle's publishing companies have such noted writers as Garth Brooks, Larry Bastian, Sterling Whipple and Archie Jordan. Manages Ty England, Mark Luna. Formerly co-managed Garth Brooks with Pam Lewis; before that served as Director of Membership Relations for ASCAP. Doyle holds the rank of Lieutenant Colonel and is a pilot in the Tennessee Air National Guard. • CMA, NSAI, NARAS, ACM



TIM DuBOIS ✓
President/Arista Records
 7 Music Circle N.,
 37203
 Tel: 780-9100
 Fax: (615) 780-9190
 Key Contact: Mike Dungan, Senior Vice President of Marketing & Sales; Jack Weston,

Vice President of Promotion & Artist Development

Has headed Arista's Nashville branch for six years and now heads the Arista/Texas label, which is headquartered in Austin, and Nashville-based Career Records. This past year he also added Christian music's Reunion Records to the list of labels under his leadership. 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



MIKE DUNGAN
Senior Vice President of Sales & Marketing/Arista Records
 7 Music Circle N.,
 37203
 Tel: 780-9100
 Fax: (615) 780-9190
 Directs all sales, marketing, merchandising, creative services, production and publicity efforts. With label seven years, earlier as Midwest Regional Marketing Director. Formerly worked for BMG Distribution and as Pop Promotion Manager for RCA Records. • CMA, ACM, NARAS, Leadership Music

Directs all sales, marketing, merchandising, creative services, production and publicity efforts. With label seven years, earlier as Midwest Regional Marketing Director. Formerly worked for BMG Distribution and as Pop Promotion Manager for RCA Records. • CMA, ACM, NARAS, Leadership Music



HAL DURHAM
President/Grand Ole Opry, Opryland Productions Group
 2804 Opryland Dr.,
 37214
 Tel: 889-9327
 Fax: (615) 871-5719
 Key Contact: Bob Whittaker, Vice

President Grand Ole Opry Group

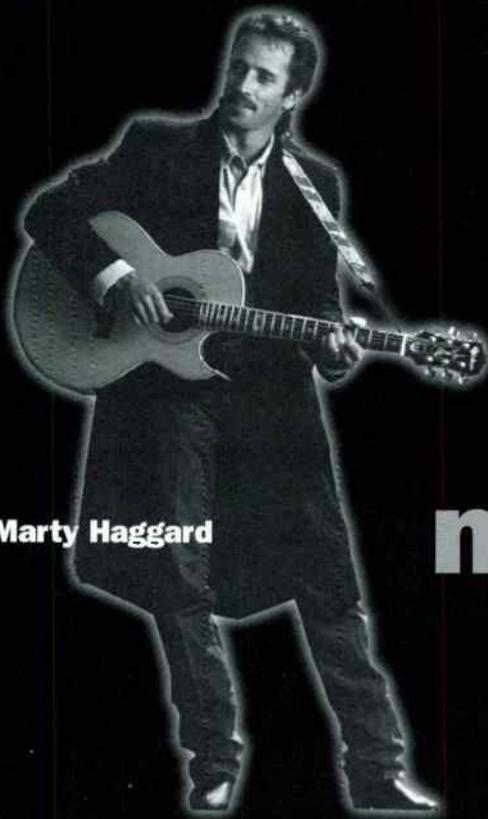
Oversees operations of the Grand Ole Opry, Ryman Auditorium and show production within the Opryland Theme Park and for other Gaylord theme parks and projects.



TABITHA EADS ✓
Executive Director/Leadership Music
 P.O. Box 158010, 37215
 Tel: 321-2808
 Fax: (615) 327-9846
 With Leadership Music since October 1994, Eads directs the day-to-day operations

of its office and music industry educational program. Formerly Vice President of Creative for Great Cumberland and A&R Director for RCA Records. • CMA, ACM, NARAS, Founding Steering Committee member of SOURCE • Outdoor activities, reading, quality time with family and friends

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Marty Haggard

makin' (inside) tracks in nashville...



MC Potts

critique

Critique Records, Inc. 1114 17th Avenue South, Suite 105, Nashville, TN 37212 Telephone: 615-321-4845 • Distributed in the US by  BMG DISTRIBUTION

11 major cuts so far in '96, and lots more where those came from!

OUR WRITERS:



Thanks! - Wade & Roy

Split Publishing Lifes a Pitch • ASCAP • Hollyrose • BMI

1114 17th Avenue South, Nashville, TN 37212 Telephone: 615-321-3103



WYATT EASTERLING ✓
Director of Operations/Partner/ Bugle Publishing Group
 1201 16th Ave. S.,
 37212
 Tel: 329-4002
 Fax: (615) 321-0870

Key Contact: Miles Copeland, CEO/Partner; Roger Osborne, Professional Manager

Easterling opened the Nashville division in 1992 and oversees all publishing functions, including writer signings and contract negotiations. Formerly Head of A&R, Atlantic Records, where he signed John Michael Montgomery and co-produced that artist's "Life's A Dance" debut album. Owner, Wyatt Easterling Productions. • CMA, ACM • Horseback riding, golf, travel, cooking, woodworking



Oversees general Gaylord operations, which include all cable networks, the Opryland Hotel and the Opryland Theme Park. Reports to E.W. "Bud" Wendell, President and CEO.

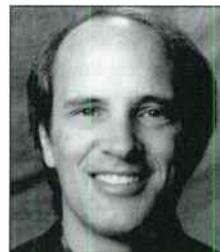


GARY FALCON ✓
President/Falcon Management
 1012 16th Ave. S.,
 37212
 Tel: 244-6994
 Fax: (615) 255-4585
 Key Contact: Jan Goodman, V.P.; Steve Emley, Office Manager

Founded personal management company 4 years ago. Currently manages Travis Tritt (in association with Kragen & Co.) and Baker & Myers. • NAPM, CMA, ACM • SCUBA, skiing, sci fi, Australian Shepards



work, cable and music video. Recent clients include Reba McEntire, Wynonna and Kathie Lee Gifford. • Travel, horseback riding, cinematography



STEVE FISHELL ✓
Senior Director of A&R/Rising Tide Entertainment
 48 Music Sq. E., 37203
 Tel: 254-5050
 Fax: (615) 313-3700
 Key Contact: Ken Levitan, President

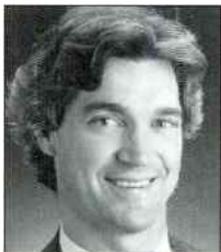
Recently joined this newly-formed label, distributed through MCA, to focus on talent acquisition and repertoire. A session steel guitarist who has played on albums by Emmylou Harris, The Trio (Dolly, Emmylou, Linda Ronstadt), Reba McEntire, Marshall Crenshaw, John Prine and Sheena Easton, Fishell numbers Pam Tillis, Rodney Foster, and The Mavericks among his production clients. • CMA, NARAS



DAN EINSTEIN ✓
Vice President/ Al Bunetta Management, Oh Boy Records, Blue Plate Music
 33 Music Sq. W.,
 #102-A, 37203
 Tel: 742-1250
 Fax: (615) 742-1360

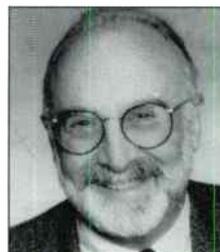
E-Mail: ohboy@telalink.net

With the company 15 years, Einstein oversees the daily activities of three independent record labels (Oh Boy, Blue Plate, Red Pajamas), as well as Al Bunetta Management. • Board member, ACLU of Tennessee; Leadership Music • Cooking, wine, cigars



BOB FARNSWORTH
CEO/Hummingbird Productions
 7 Music Sq. W., 37203
 Tel: 254-2200
 Fax: (615) 255-6831
 Key Contact: Stacie Adkins, Business Manager

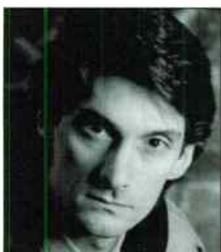
Writes, arranges, scores and produces music for advertising, film and television.



LARRY FITZGERALD ✓
Partner/Fitzgerald/Hartley & High Seas Music
 1908 Wedgewood Ave., 37212
 Tel: 322-9493
 Fax: (615) 322-9582
 Key Contact: Bill

Simmons, Nashville; 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 Fitzgerald Hartley with partner in 1977. The Nashville office was opened in 1985 and manages Vince Gill, Patty Loveless, Larry Stewart, Rodney Foster, Jeffrey Steele, Jim Lauderdale, Sherrie Austin and Carlene Carter. Fitzgerald and Mark Hartley are also partners with Bob Kirsch in the High Seas music publishing companies and active in the area of movie soundtrack music supervision. • Board of Directors, CMA, NARAS; Steering Committee, NAPM



P. DAVID ELEAZAR
Art Director/The Eleazar Group
 1024 17th Ave. S.,
 37212
 Tel: 329-1235
 Fax: (615) 329-1146
 E-Mail: eleazari2i@aol.com

Specializes in advertising and design for the music industry. Concepts and creates album covers and marketing and promotional material for major labels. • Photography, painting



CINDY FINCH
Vice President of Administration/Warner/Reprise Nashville
 20 Music Sq. E., 37203
 Tel: 748-8000
 Fax: (615) 214-1543
 With the label for 16 years. • Kids, gardening



PATRICK FINCH ✓
Senior Director/Famous Music
 65 Music Sq. E., 37203
 Tel: 329-0500
 Fax: (615) 321-4121

In charge of all aspects of the Nashville operations. Formerly with EMI

Music. • Board of Directors, NeA; member, CMA • Carpentry, Golf

ROD ESSIG
Agent/Creative Artists Agency
 3310 W. End Ave., 5th Floor, 37203
 Tel: 383-8787
 Fax: (615) 383-4937

Key Contact: Tom Ross, Department Head

With CAA 4 years. Books talent including Tim McGraw, Wynonna, Randy Travis, Barbara Mandrell and Joe Diffie.

RICHARD EVANS
Chief Operating Officer & Executive Vice President/Gaylord Entertainment
 1 Gaylord Drive, 37214
 Tel: 316-6001 • Fax: (615) 316-6010
 Key Contact: Melanie Burke, Executive Asst.

MARTIN FISCHER
President/High Five Entertainment
 1111 16th Ave. S. 37212

Tel: 321-2540 • Fax: (615) 321-2546
 Key Contact: Steve Elsky, COO

With company 14 years. Responsible for development and production of projects for net-



GEORGE J. FLANIGEN IV
Co-Owner/Deaton Flanigen Productions
 1014 17th Ave. S.,
 37212
 Tel: 329-2095
 Fax: (615) 329-0339

Produces and directs music videos.

With company 11 years. Formerly with Lorimar Productions, Viacom, TBS, Paramount Pictures. • CMA, ACM, NARAS, NATAS • Racing cars



DEBI FLEISCHER
*Vice President,
National Promotion/
Sony/Columbia*
34 Music Sq. E., 37203
Tel: 742-4375
Fax: (615) 742-5759
Key Contact: Janet
Bozeman, Director of
Media, Sony Nashville

With Columbia 16 years, Fleischer oversees, plans and implements all label efforts at country radio for maximum airplay exposure of its music. • Board member, CRB • Enjoys dealing with people



CHET FLIPPO
*Nashville Bureau
Chief/Billboard*
49 Music Sq. W., 37203
Tel: 321-4290
Fax: (615) 320-0454
E-Mail: cashville
@aol.com
"Billboard's" Nashville
and country music

gatekeeper, Flipppo came to the trade publication one year ago and is responsible for editing, writing and assigning articles. Flipppo is a prolific author whose books include "Your Cheatin' Heart: A Biography of Hank Williams," "It's Only Rock & Roll: On Tour with The Rolling Stones" and "Graceland." • CMA Board Historian • Fishing, cooking, photography



CHUCK FLOOD
*Partner/Flood
Bumstead McCready
& McCarthy, Inc.*
1700 Hayes St., #304,
37203
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Fax: (615) 321-5074
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JERRY W. FLOWERS
*Vice President/
Opryland Music
Group*
65 Music Sq. W.,
37203
Tel: 321-5000
Fax: (615) 321-5655
With company nine

years. Earlier, Vice President of Nashville operations, Jim Halsey Co. (1983-86); Director of Marketing, Competitive Concepts (1986-87); Manager of Artist Development, RCA Records/Nashville (1977-83). • Board of Directors, NMPA; member, CMA, NARAS, ACM, Leadership Music



FLETCHER FOSTER
*Vice President, Artist
Development &
Marketing/Arista
Records*
7 Music Circle N.,
37203
Tel: 780-9100
Fax: (615) 780-9194
Key Contact: Kevin

Whitesell, Coordinator/Media & Publicity
Joined Nashville division March, 1995 and oversees publicity and video departments in addition to acting as liaison between promotion, sales and A&R. • CMA, NARAS, ACM, AIDS Project L.A.



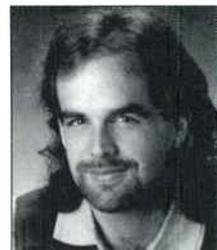
CAROL FOX
*Executive
Director/NSAI*
15 Music Sq. W., 37203
Tel: 256-3354
Fax: (615) 256-0034
Key Contact: Mark Ford
Provides overall leadership and direction for the nation's largest not-

for-profit songwriter organization. A 4,500 member trade organization, NSAI develops services/benefits for professional and aspiring songwriters; organizes local/regional seminars and music events; monitors and responds to issues facing the profession. Fox assumed her position in April 1996.



NOEL FOX
*Vice President &
General Manager/
Maypop Music Group*
702 18th Ave. S., 37203
Tel: 254-8800
Fax: (615) 255-0706
Key Contact: Becky
Shanks, Office Mgr
Oversees all the

company's operations. Fox came to Maypop after being with MCA Music, Lorimar Music and Silverline-Goldline Music. • CMA, NeA, NARAS, Copyright Society of the South, ASM



BOB FRANK
*Senior Vice
President/
General Manager/
Mercury Nashville*
66 Music Sq. W.,
37203
Tel: 340-8430
Fax: (615) 320-0918
Key Contact: Luke

Lewis, President

With company over six years. Oversees all aspects of the label's operation and helps search for new opportunities. • CMA, ACM, AMA, NeA



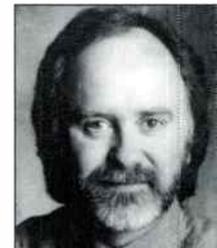
RICHARD H. FRANK JR.
*Partner/
Frank & Frank*
1102 17th Ave. S.,
#300, 37212
Tel: 321-4707
Fax: (615) 321-3722
Key Contact: Horton
Frank, Partner

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



STEVE FRET
*CEO/Music
Entertainment Group
(MEG)*
365 Great Circle Road,
37228
Tel: 742-6800
Fax: (615) 742-6915
Oversees all of the
company's recording

and publishing interests. MEG is the parent company for several music organizations, including the 93 year-old Benson Music Group. Fret worked previously for Warner/Chappell and was CFO of the SBK Record label.



GARTH FUNDIS
*Director/Almo
Sounds, Nashville*
1904 Adelia Ave.,
37212
Tel: 321-0820
Fax: (615) 327-4706
Key Contact: Juanita
Duthie, Operations
Manager

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



JOE GALANTE
*Chairman/
 RCA Label Group*
 1 Music Circle N.,
 37203
 Tel: 313-4300
 Fax: (615) 313-4301
 Key Contact: Dana
 Jones, Executive
 Assistant

Galante did such a good job of making RCA the top country label—and the firm's overall profit center during the '80s—that he was tapped to head the entire American operation. An up-through-the-ranks achiever, Galante has been with RCA 25 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. Galante has recently returned from New York and reorganized RCA and BNA into the more compact RCA Label Group. • Board member, CMA, Rock 'n' Roll Hall of Fame, T.J. Martell Foundation, RIAA; member, NARAS

MELINDA SCRUGGS GALES
*Vice President/General Manager/Warner
 Christian Distribution*

24 Music Sq. E., 37203
 Tel: 248-3300 • Fax: (615) 248-8777
 Gales is charged with the task of building this new distribution wing. Formerly Vice President of Marketing and Public Relations for the

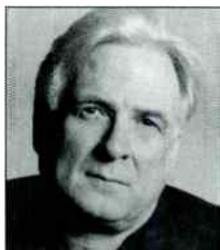


Blanton/Harrell-owned Reunion Records (recently purchased by BMG). • Board member, Leadership Music • Reading science fiction, traveling, antiques

BYRON GALLIMORE
*Vice President, Pride Music Group;
 Independent Producer*

25 Music Sq. E., 37203
 Tel: 244-8950 • Fax: (615) 244-8952
 Key Contact: Russell Walker, Administrative Asst.

With Pride Music twelve years, Gallimore oversees all daily operations of the publishing company and has recently independently produced Tim McGraw and Jo Dee Messina. • BMI, CMA, ACM, NeA • Golf, race car driving, Civil War buff



MARTY GAMBLIN
*President of Creative
 Services/GC*

*Management/Glen
 Campbell Music*

1114 17th Ave. S.,
 #102, 37212
 Tel: 329-9886
 Fax: (615) 329-0423
 Key Contact: Cherie

Gamblin, Executive Assistant/Office Manager
 Gamblin co-manages Asylum artist Bryan

White and runs the publishing entities, which include Seventh Son Music; signed unknown writer Alan Jackson in 1985 and helped developed his talents. • CMA, ACM, NeA • Movies, sports, weightlifting



BONNIE GARNER
*Vice President/
 Rothbaum & Garner*

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

Fax: (615) 259-1109
 With company 9 years.
 Formerly Vice President
 of A&R, CBS
 Records/Nashville. The

company, with its main office in Connecticut, manages Willie Nelson, Marty Stuart and The Highwaymen. Co-producer of the "Marty Party" on TNN. • Board member, Animaland, Summer Lights; member, CMA, NARAS, ACM, NAPM. • Horseback riding, folk art

Nashville Song Plugger Association

*Strictly For The Professional
 Publisher/Writer*

**Larry Lee 38 Music Sq. E.
 (615) 256-3559 Nash, TN 37203**



Tim DuBois
President Arista Records/Nashville



Joe Talbot
Talbot Music Group



E.W. "Bud" Wendell
*President and Chief Executive Officer
 Gaylord Entertainment Company*

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MARANTZ PROFESSIONAL



KEENE GARRETT
Owner/Keene & Co.
2014 19th Ave. S.,
37212
Tel: 292-1441
Fax: (615) 269-0641
Key Contact: Kim
Drummond
Began company in
January, 1995.

Independent representative and executive producer for directors of music videos, commercials, long forms, artist profiles, live shows, broadcast TV and corporate industrials. Executive produces music videos for MCG/Curb Records. Formerly Co-Owner/ President of Alternative Visions, Inc., for four years. • NARAS



TERESA GEORGE
Senior Director of Communications/CMA
1 Music Circle S., 37203
Tel: 244-2840
Fax: (615) 242-4783
Creative Consultant for the CMA Awards
Show; Executive Editor of CMA monthly magazine, "Close Up"; oversees media coverage for all the organization's events. • Board of Directors, Leadership Music

board this newly-formed publicly-traded company last year to assist in the development of artists and signing of new acts to the label. Previously she worked for Sony Tree. • My two children, sports, reading



TRACY GERSON ✓
Vice President, A&R/Imprint Records
209 10th Ave. S., #500,
37203
Tel: 244-9585
Fax: (615) 244-9586
Key Contact: Roy Wunsch, CEO
Gershon arrived on

board this newly-formed publicly-traded company last year to assist in the development of artists and signing of new acts to the label. Previously she worked for Sony Tree. • My two children, sports, reading



STEVE GIBSON ✓
Owner/Steve Gibson Productions/Dorshire Music, Inc.
900 19th Ave. S., #201,
37212
Tel: 320-1080
Fax: (615) 320-0904
Key Contact: Jason Blume, Production

Coordinator
A much sought-after studio musician, Gibson also produces Aaron Tippin, Sisters Morales, M.C. Potts, Engelbert Humperdinck and Noah Gordon, among others. • Board of Governors, NARAS; Board of Directors, Leadership Music; Chairman, Music Row Visioning Committee; past chair, Leadership Music Alumni Assn.; Leadership Nashville; member, CMA, NARAS, BMI, AFM, AFTRA/SAG

TOM GIBSON

Vice President, Marketing & Artist Development/Columbia/Nashville

34 Music Sq. E., 37203

Tel: 742-4341

Fax: (615) 244-2549

Key Contact: Allen Butler, Executive Vice President/General Manager, Sony Music

With company 15 years, Gibson develops and supervises all Columbia label marketing activities, including advertising, music video and packaging. • Books, guitars, fishing



KATIE GILLON

Senior Vice President of Production and Creative Services/MCA Records

60 Music Sq. E., 37203

Tel: 244-8944

Fax: (615) 880-7420

E-Mail: kzgillo@mca.com

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

With label 17 years. Formerly with Dot Records (1973-75); ABC Records (1975-79). Responsible for scheduling and production of all aspects of every release, from mastering to packaging. • President, Nashville Chapter of NARAS, Leadership Music; member, CMA, ACM, NeA, NARAS, SOURCE, Leadership Music; Board of Directors, Ear Foundation and Chair of Young Ears Program • Golf, softball, movies, reading



MAUDE GILMAN

Vice President, Creative Services/ Arista Records

7 Music Circle N., 37203

Tel: 780-9100

Fax: (615) 780-9193

Key Contact: Mike Dungan, Senior Vice

President/Sales & Marketing

With Arista since 1980, Gilman designs album packaging, album covers, advertising, collateral materials, point of purchase materials and press photos for the label. • Photography, rubber stamp art, baking, flea markets



JIMMY GILMER
Vice President/EMI Nashville Productions

35 Music Sq. E., 37203

Tel: 256-6610

Fax: (615) 256-7154

Key Contact: Susan Sherrill, Assistant

Ran SBK Nashville

for four years before it merged with EMI in 1989. Seeks and develops artist/writers for EMI's production division. Gilmer has held a number of major publishing posts in Nashville. Enjoyed brief career as pop singer with the hit "Sugar Shack." • Past President of Nashville

Chapter of NARAS; Trustee NARAS; Board member, CMA; member, Leadership Music, NeA, GMA, NSAI • Golf, fly fishing



STEVEN GLADSTONE
President/Steven Gladstone, P.C.

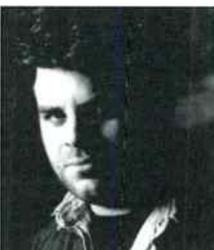
1222 16th Ave. S., #21, 37212

Tel: 329-1547

Fax: (615) 329-2148

A lawyer for 24 years, Gladstone repre-

sents artists, songwriters, music publishers and promotion companies in music and entertainment matters; consults on entity formation and fundraising for entertainment projects and businesses; acts as liaison between the Nashville and Branson entertainment centers. Co-produces annual Film & TV/Music Workshop. • CMA, NARAS, NeA, NBA, MBA • Teaches fly fishing



STEVEN GOLDMANN
Director/Co-Owner/ The Collective

1221 17th Ave S., 37212

Tel: 327-1820

Fax: (615) 340-0884

Key Contact: Susan Bowman/Philip Cheney, Co-Owners

Goldmann writes, directs and co-develops projects for music videos, film, and TV. Recent clients include Shania Twain, Pam Tillis, Collin Raye and Lee Roy Parnell. • My children, movies, photography, hockey, wine



DAN GOODMAN
Owner/Dan Goodman Management

P.O. Box 120775, 37212

Tel: 661-9090

Fax: (615) 370-1100

Manages David Ball and Rick Trevino. • CMA, ACM



RANDY GOODMAN
Senior Vice President & General Manager/RLG

1 Music Circle N., 37203

Tel: 313-4320

Fax: (615) 313-4301

With label 15 years, Goodman recently

returned from RCA's New York office with RLG Label Group Chairman and friend, Joe Galante.

EMORY L. GORDY, JR.

Senior Vice President, A&R/Rising Tide Entertainment

48 Music Sq. E., 37203

Tel: 254-5050 • Fax: (615) 313-3700

Key Contact: Ken Levitan, President

Emory was drafted by this new MCA label



CARL GORODETZKY
Contractor/Nashville String Machine

708 Sills Drive, 37220

Tel: 331-6446 • Fax: (615) 831-2186

Has operated company 15 years, providing strings, brass, winds and rhythm for recording sessions. Gorodetzky is a former Board member of NARAS. • AFM, NARAS, CMA

TONY GOTTLIEB
President & General Manager/ Morningstar Management

153 Sanders Ferry Rd., Hendersonville, TN 37077

Tel: 824-9439 • Fax: (615) 824-6691

E-Mail: tonygottli@aol.com

Key Contact: Tim Rathert, Vice President

With company 17 years. Manages Dan Seals, Cheryl Wheeler and Patricia Conroy, plus oversees the 1-800-Country and ACF Music Group Divisions. • Copyright Society of the South • Telephony computer integration

TODD GRADY
General Manager/Starwood Amphitheatre

3839 Murfreesboro Road,

Antioch, TN 37210

Tel: 641-5800 • Fax: (615) 641-7619

• CMA • Golf, bicycling



JOHN GRADY
Senior Vice President of Sales/ Mercury Nashville

66 Music Sq. W., 37203

Tel: 320-0110

Fax: (615) 327-4856

Key Contact: Bob Frank, Senior VP/GM

With company three years, Grady is in charge of all sales of CDs, cassettes, singles and videos, and marketing of the above. • Hunting, fishing, history, biking, parenting



DOUG GRAU
Vice President/ Warner/Reprise Nashville

20 Music Sq. E., 37203

Tel: 748-8000

Fax: (615) 214-1523

Key Contact: Jim Ed Norman, President

With company 12

years. Screens material for Travis Tritt, David Ball, Russ Taff and others. Evaluates new artist signings. Produces Little Texas, Jeff Foxworthy and Bill Engvall. • Belmont University Music Business Alumni Board; member, NARAS, NeA, CMA, ACM • Being a father, home repair, golf, gardening



JEFF GREEN
*Senior Director/
Strategic Marketing/
Country Music
Association*

1 Music Circle S., 37203
Tel: 244-2840
Fax: (615) 726-0314
E-Mail: cmamktg
@countrymusic.org

Key Contact: Ed Benson, Executive Director
Oversees the International and Marketing Departments. Green has become an asset for the CMA and 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, Internet, gardening, cooking



STEVEN J. GREIL
*President & Chief
Executive
Officer/Tennessee
Performing Arts
Center*

505 Deaderick St.,
37219
Tel: 741-7975
Fax: (615) 741-1266

E-Mail: 10237.261@compuserve.com
Key Contact: Donna Robinson, Special Assistant

Took this post in May, 1994 after five years as Executive Director of the Nashville Symphony Assn. Formerly spent 15 years in the concert promotion, artist management and TV productions areas of the entertainment industry. • Rotary Club, NeA, CMA, NARAS, NSAI, Cheekwood, The Temple, Nashville Area Chamber of Commerce • Golf, reading, travel, volunteer work



STEVE GRIFFIN
*President/Chordant
Distribution Group*

P.O. Box 5010,
Brentwood, TN 37024
Tel: 371-4200
Fax: (615) 371-6565

Chordant distributes product from Fore-

Front, Sparrow, Star Song, Chapel and other labels, and Griffin presides over this Christian music distribution firm which operates under the EMI/CEMA umbrella.



JON GRIMSON
*President/Counter-
point Music Group*

P.O. Box 24650, 37202
Tel: 352-0420
Fax: (615) 353-0410
E-Mail: countpoint
@aol.com

This independent radio promotion, mar-

keting and consulting company was formed in 1994. Specializes in promoting progressive, non-mainstream & roots country artists to Americana and AAA stations. • Member CMA, IBMA, NeA, Folk Alliance • 1996 "Gavin" Americana Independent Promoter of the Year



TED HACKER
*Owner & Chief
Executive*

*Artist/International
Office Management*
P.O. Box 120261, 37212
Tel: 329-9394
Fax: (615) 329-9397
Key Contact: Anita
Hogin, Director of

Business Affairs & Publicity
Manages Diamond Rio and Jim Collins.



**ALVIN G.
HAGAMAN JR.**
*Partner/O'Neil
Hagaman, A
Professional L.L.C.*

1025 16th Ave. S.,
#202, 37212
Tel: 320-5291
Fax: (615) 320-5651

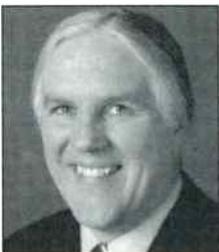
Specializes in entertainment industry consulting and business management.



SCHATZI HAGEMAN
*President/Hot Schatz
Productions*

P.O. Box 50221, 37205
Tel: 356-6614
Fax: (615) 356-8594
Hageman formed her management and public relations company in 1992. Clients

include Waylon Jennings, The Ellis Bros. and Shawn Jones. • NAPM, ACM, CMA • This business fills most of my time. My son and granddaughter fill what's left!



CURT HAHN
*President/
Film House, Inc.*

810 Dominican Drive,
37228
Tel: 255-4000
Fax: (615) 255-4111
E-Mail: results@film-
house.com

Produces TV commercials to promote radio stations. In business 20 years.



EDDIE HALES
*Senior Editor/VP
Operations/
Henninger Elite Post
of Nashville*

1025 16th Ave. S.,
#302, 37212
Tel: 327-8797
Fax: (615) 321-5051

Key Contact: George Betts, Vice President of Sales & Marketing

With the company for seven years. Clients include Deaton Flanigen, McClain Enterprises, Garmez Media and Videc Inc. • Fly fishing, golf, bike riding, Andy Griffith Show reruns



DAVID HALL
*Senior Vice President,
Cable Networks/
Gaylord Entertainment
Company*

2806 Opryland Dr.,
37214
Tel: 871-6951
Fax: (615) 871-7608

Hall supervises numerous expansion projects that include TNN, satellite program distribution, TV syndication, magazine publishing, videotape cassette duplication and TNNR (a satellite-delivered radio program series).

RICK HALL
*President/Rick Hall Music, Inc./Fame
Publishing Co., Inc.*

1103 16th Ave. S., 37212
Tel: 320-5417 • Fax: (615) 322-9168
Key Contact: Rodney Hall, Assistant to the President

Hall has owned the company for 35 years. Has a branch office at P.O. Box 2527, Muscle Shoals, AL 35662. (205) 381-0801. • Cattle ranching



WAYNE R. HALPER
*CFO/VP Business
Development/
Imprint Records*

209 10th Ave S., #500,
37203
Tel: 244-9585
Fax: (615) 244-9586
E-Mail: waynehal
@usit.net

Joined Imprint in November, 1995. Handles business and legal affairs, financial administration and shareholder relations. Formerly Vice President of Business Affairs, Liberty Records. • Treasurer, CMA; VP, Nashville Chapter of NARAS, CMF; member, RIAA Legal Affairs Committee, ACM, ABA, TBA, NBA, MTSU Advisory Board



MARY HAMILTON
*Vice President
Creative/Video/RCA
Label Group*

1 Music Circle N.,
37203
Tel: 313-4370
Fax: (615) 313-4305

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



DENNIS P. HANNON
*Executive Vice
 President & General
 Manager, The Curb
 Group (Curb
 Records, Nashville;
 MCG/Curb; Curb
 Christian, Curb
 Records—Pop
 Division)*

47 Music Sq. E., 37203
 Tel: 321-5080 • Fax: (615) 327-3003
 With company five years.



**LYDIA DIXON
 HARDEN**
*Managing Editor/
 "Music City News"*
 50 Music Sq. W., #601,
 37203
 Tel: 329-2200
 Fax: (615) 327-2726
 With the magazine
 fifteen years. Edits,

assigns stories and writes articles. • CMA,
 Southern Gospel Music Guild board

KEN HARDING
President/New Haven Records

1203 16th Ave. S., 37212
 Tel: 327-3300 • Fax: (615) 329-1304
 Key Contact: Debbie Harding, Creative Manager
 Oversees day-to-day operation of the label and
 three publishing companies. Also involved in acquir-
 ing and developing talent. With the label seven

years. Clients include Glen Campbell, Music City
 Mass Choir, Young Acoustic All-Stars, Jerry &
 Tammy Sullivan, Lawrence Thomison and The
 Voices Of Binghamton. • SGMA Board, Gospel
 Music Trust Fund, Dove Award Artist Committee •
 Snow skiing, sky diving, swimming



LISA HARLESS
*Senior Vice President
 & Manager of Music
 Industry Division/
 First American
 National Bank*
 1604 21st Ave. S., 37212
 Tel: 748-2122
 Fax: (615) 748-2934
 Key Contact: Dale

Polley, President; Frank Hammer, Senior V.P.
 With bank for eleven years. Works with
 music industry clients on matters of deposit,
 credit and investments; directs bank's sponsor-
 ship and other involvement with music-related
 activities. • NATAS, CMA, NARAS, NSAI, GMA,
 NeA, Leadership Music Alumni Committee



DAN E. HARRELL
*Chief Executive
 Officer/Founder/
 Blanton/Harrell
 Entertainment*
 2910 Poston Ave., 37203
 Tel: 327-9300
 Fax: (615) 320-1877
 Formed own compa-
 ny in 1980, later joined

by Mike Blanton. Founding partner, Reunion Re-
 cords (now owned by RCA/BMG). Harrell oversees
 management, career development, record packag-
 ing, TV, films and concert promotion for such acts as
 Amy Grant and Michael W. Smith. • NARAS, GMA



JUDY HARRIS
*Co-Owner/Harris-
 Gordon Music*
 808 19th Ave. S., 37203
 Tel: 329-9595
 Fax: (615) 329-9565
 Harris has held posi-
 tions 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

**All entries are
 cross-indexed
 by job
 affiliation.**

SEE PAGE 87

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TED HARRIS
*Owner/
Writer's Tape Copy
Service/
Contention Music*
1905 Division St., 37203
Tel: 327-3196

Harris has operated his publishing company 29 years and his tape copy service fifteen. Has received SESAC's writer of the year award six times and was inducted into the NSAI Songwriters Hall Of Fame in 1990. • CMA, AFM, NSAI



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

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



RANDY HART
*Senior Creative
Director/BMG Music
Publishing*
1 Music Circle N.,
#380, 37203
Tel: 780-5420
Fax: (615) 780-5430
Key Contact: Henry
Hurt, Vice President

With this company for 1 1/2 years, Hart oversees writer signings, catalog acquisitions and the creative staff.



PAUL HASTABA
*Vice President/
General Manager/
CMT*
2806 Opryland Drive,
37214
Tel: 871-5830
Fax: (615) 871-6076
Key Contact: David
Hall, Senior Vice

President of Cable Networks

Hastaba is responsible for the operation, programming and creative services of CMT. Paul's eleven-year Gaylord Entertainment relationship began as an Account Representative at WVUE, New Orleans. More recently, he served as General Sales Manager for KHTV in Houston. • CMA

ELIZABETH HATCHER-TRAVIS
Owner and President/Lib Hatcher Agency
1610 16th Ave. S., 37212



Tel: 383-7258
Fax: (615) 269-7828
Discovered, directed and nourished Randy Travis' genius while operating a night club in his native North Carolina; and it was she who convinced a largely indifferent Nashville that Travis was platinum-in-embryo. Now married to Travis. Also manages Daryle Singletary.



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

With this law firm twelve 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." Specializes in music, copyright and entertainment law. • Vice Chairman, Music Industry Committee for the Leonard Bernstein Center for Education Through the Arts; Board of Directors, Downtown/Uptown YMCA; member, NeA, CMA, Blues Foundation, NARAS, New Orleans Musicians Organized, Leadership Music, Fellowship of Christian Athletes • Basketball, guitar



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

Cardwell, Director of Special Projects

Hays heads this fast-growing trade organization and oversees long-range development plans, fundraising and the annual "World of Bluegrass" convention, concert series and awards show. With the organization six years. • Golf, skiing



BILL HEARN
*President and
CEO/EMI Christian
Music Group*
101 Winner's Circle,
Brentwood, TN 37024
Tel: 371-4300
Fax: (615) 371-6915

Hearn, the former President of Sparrow Communications Group, was recently 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 recently won a Grammy for his Executive Producer chores on the "Amazing Grace—A Country Salute To Gospel" album. • CMTA, NARAS, Gospel Screening Committee • Golf

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BOB HEATHERLY
Vice President, Sales & Marketing/Atlantic Records

1812 Broadway, 37203
Tel: 327-9394
Fax: (615) 327-9405
Key Contact: Bryan Switzer, VP/GM
With label seven

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 and Country Editor/"Radio & Records"

1106 16th Ave. S., 37212
Tel: 244-8822
Fax: (615) 248-6655
With publication

thirteen 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" and "Country's Inside Trak." • Board member, CMA, Leadership Music; past NSAI Board member; Frist Music Industry Advisory Committee



TERRY HEMMINGS
President & Chief Executive Officer/Reunion Records & Music

2910 Poston Ave., 37203
Tel: 320-9200
Fax: (615) 320-1734
Key Contact: Ben

Howard, Vice President Marketing & Sales
With company nine years. Oversees label and publishing operation, Reunion Music Group. Artist roster includes Michael W. Smith, Gary Chapman and Kathy Troccoli. Entered the music industry after a five year stint in the investment banking business. • President, CMTA; Board member, GMA; Leadership Music Board and Executive Committee; member, CMA, NARAS • Golf, flying, snow skiing



ROB HENDON
Head of Giant Publishing/Giant Records

1514 South St., 37212
Tel: 256-3110
Fax: (615) 259-4011
Key Contact: James Stroud, President
Employed with the

company two years. List of writers includes David Malloy, Tim Johnson and Daryle Singletary. • Golf, golf and golf



SCOTT HENDRICKS
President & CEO/Capitol Nashville

3322 West End Ave., 11th Floor, 37203
Tel: 269-2000
Fax: (615) 269-2055
Key Contact: Walt Wilson, Executive Vice President/GM

Hendricks was one of the top producers in country music, with more than 40 #1 hits and 10 multi-platinum albums to his credit, when he took the top job at Capitol Nashville in May, 1995. As President and CEO, he oversees all facets of the label's operation, with a special emphasis on supervising song selection, production and signing talent to the label. Hendricks currently produces Trace Adkins, Suzy Bogguss (with Trey Bruce) and Faith Hill. • Member, ACM, CMA, NARAS, NeA • Farming

radio promotion and artist development. Formerly Senior Director of National Promotion at Mercury Nashville. • Golf, travel, wine, NFL football, computers, movies



J. RUSH HICKS, JR.
Attorney At Law

209 10th Ave. S., #319, 37203
Tel: 256-8580
Fax: (615) 256-8864
Key Contact: Nina Neal Myrick, Paralegal
Thirteen years as an attorney. Practices

entertainment and corporate law. • Assistant Professor in the MTSU Recording Industry Department; Counsel to CMAA; member, GMA, NSAI, CMA, GA Bar Assn., TN Bar Assn. • Golf, Civil War history



KEVIN HERRING
Vice President, Field Promotion/River North Nashville

1207 17th Ave. S., 37212
Tel: 320-0770
Fax: (615) 327-0011
E-Mail: rivernrth2@aol.com

Key Contact: Ed Mascolo, Vice President/General Manager
With label eight months. Duties include



PAT HIGDON
President/Patrick Joseph Music

2004 Wedgewood Ave., 37212
Tel: 327-8091
Fax: (615) 327-8716

Has had company seven years. Formerly with MCA Music and Warner/Chappell Music. Handles music publishing duties and independent production. • NARAS Board member

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&
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DONNA HILLEY
*President & CEO/
Sony/ATV Tree
Publishing*

8 Music Sq. W., 37203
Tel: 726-8300
Fax: (615) 242-3441
Key Contact: Walter
Campbell, Vice
President; Don Cook,

Vice President

Hilley is in charge of 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 21 years and specializes in copyright acquisitions. • Past President, Leadership Music; Board member, NMPA, CMA, University School, Belmont College, ASCAP; member, NARAS, GMA, NSAI, NeA • Antiquing, golf, church and family

Hinton has been with MCA twelve years, formerly serving as the label's President and Senior Vice President and General Manager. Defines overall policy and direction for the label, which under his guidance has enjoyed the best seven years in its history. • President of CMF Board; Board member, CMA, TPAC, Leadership Music, W.O. Smith Nashville Community Music School, City of Hope; member, ACM, NARAS



CYNDI HOELZLE
*Country Editor and
Nashville Bureau
Chief/"Gavin"*

209 10th Ave. S., #510,
37212
Tel: 255-5010
Fax: (615) 255-5020
E-Mail: cyndigavin
@aol.com

Key Contact: Michelle Goldsworthy, Country Asst.

With company twelve years. Oversees charts and editorial in country section and Americana chart. At press time, Cyndi has announced she will be leaving "Gavin" this spring, but no new replacement has been named. • Board of Directors, ACM; member, CMA, Leadership Music • Plays cello



BETTY HOFER
*Independent Public
Relations Agent*

2121 Fairfax Ave., #3,
37212
Tel: 269-9803
Fax: (615) 292-7479
Hofer's clients include
Sony/Tree, Buddy Killen
Enterprises, Blanton/

Harrell Entertainment, Easter Seal Society, Stardust Theatre, Entertainment Connections and The Stockyard Restaurant. • Enjoys cooking, collecting recipes, growing house plants and mail-order shopping

JOEL HOFFNER
*Vice President, Sales & Marketing/
Rising Tide Entertainment*

48 Music Sq. E., 37203
Tel: 254-5050 • Fax: (615) 313-3700
Key Contact: Ken Levitan, President

Previously with MCA Music Entertainment Group for twelve years, Hoffner was imported to Nashville to assist in the startup of newly-formed Rising Tide. • Executive Committee, City of Hope • Golf, snow skiing



MICHAEL HOLLANDSWORTH
*General Manager/
Zomba Music
Publishing*

916 19th Ave. S., 37212
Tel: 321-4850
Fax: (615) 321-4616
With company eight
years. Supervises staff

and writers and carries out such other functions as demoing and pitching material to artists and producers and searching for and developing new writers. Co-producer of Baker & Myers and Keith Perry. • Bicycling

BRUCE HONICK
Chief Correspondent/"Country Weekly"

1225 17th Ave. S., 37212
Tel: 327-9500 • Fax: (615) 322-9179

Writes the "This Just In" and "Country Notes" columns as well as feature articles for the magazine.



CHRISTIAN A. HORSNELL
*Partner/Wyatt, Tarrant
& Combs*

29 Music Sq. E., 37203
Tel: 255-6161
Fax: (615) 254-4490
With firm sixteen
years. Specializes in
entertainment related

law, including copyright, privacy, defamation and commercial real estate. • 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: (615) 661-5380

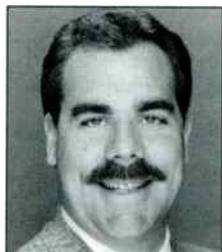
Award-winning radio personality House is the co-owner of Housenotes Music (with morning producer Devon O'Day). Co-writer of Reba McEntire's "Little Rock," George Strait's "The Big One" and Pam Tillis' "The River And The Highway," among others.



CHUCK HOWARD
*V.P. of A&R, The
Curb Group/Owner,
Diamond Struck
Productions,
Diamond Storm
Music, Inc. & Kinetic
Diamond Publishing*

47 Music Sq. E.,
37203

Tel: 255-6141 • Fax: (615) 255-3370
Key Contact: Sandra Rankin, Prod./A&R Coord.



RANDALL G. HIMES
*Executive Director/
AFTRA/SAG*

1108 17th Ave. S., 37212
Tel: 327-2944

Fax: (615) 329-2803
Himes started with
AFTRA in 1978 as
National Represent-
ative, negotiating televi-

sion and radio station contracts and assisting with the Nashville operation. Took current post in 1986, with the duties of administering and operating the local office. • Advisory Council, TN Film, Entertainment & Music Commission; member, CMA, NeA, SS



BRUCE HINTON
*Chairman/MCA
Records/Nashville*

60 Music Sq. E.,
37203
Tel: 880-7319
Fax: (615) 880-7450
Key Contact: Janet
Rickman, Vice
President of Publicity/

Music Video

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Michelle Baggett,
1030 16th Avenue South,
Nashville, TN 37212

Howard's publisher/ producer career has been founded on a respect for good songs and the writers who create them. Produces John Berry, Hank Williams Jr., Jeff Carson and The Smokin' Armadillos. Howard has produced or published 45 top ten records over the past six years. • Vice President At-Large, ACM; member, NARAS • Snow skiing, SCUBA diving



DOUGLAS J. HOWARD

Vice President & General Manager/ PolyGram Music Publishing

54 Music Sq. E., #200, 37203

Tel: 256-7648

Fax: (615) 255-8549

Key Contact: Daniel Hill, Creative Director

Oversees the company's publishing catalog. • Board member, ACM, Carnton Assn; member, CMA, Leadership Music • M.B.A. Vanderbilt, J.D. George Washington University



RON HOWE

Vice President of Sales/RLG

1 Music Circle N., 37203

Tel: 313-4360

Fax: (615) 313-4306

Key Contact: Amy Macy, Director of Sales & Marketing

Handles product sales

for RLG. • Member CMA, ACM, NARM • Golf



BRIAN HUGHES

Vice President of Programming/TNN

2806 Opryland Dr., 37214

Tel: 871-7913

Fax: (615) 871-6679

Hughes has spent thirteen years with Gaylord. He oversees all

programming, traffic and creative services for The Nashville Network. Has extensive accounting and business experience. • Leadership Music Alumni; has worked in conjunction with T.J. Martell • Sports, Brentwood Methodist Church



LARRY HUGHES

Vice President, National Country Promotion/ Mercury Nashville

66 Music Square W., 37203

Tel: 320-0110

Fax: (615) 329-9619

With the company seven months. • SCUBA diving, rock climbing, snow skiing and "taking photos of myself with bad haircuts"

JOHN H. HUIE

Agent/Creative Artists Agency

3310 W. End Ave., 5th Floor, 37203

Tel: 383-8787 • Fax: (615) 383-4937

Responsible agent for Dwight Yoakam, Jeff Foxworthy, Suzy Bogguss, Faith Hill, BlackHawk, Amy Grant, John Berry, Steven Curtis Chapman and others. • Board member, CMA, T.J. Martell Foundation, Rocketown Teen Club; member, Legends Club of Tennessee • Golf



RON HUNTSMAN

President/Huntsman Entertainment, Inc.

1100 16th Ave. S., 37212

Tel: 255-1100

Fax: (615) 255-1107

Key Contact: Vivian Huntsman, VP Operations

Operating for 8 years,

designing and implementing cross-merchandising marketing promotions, corporate sponsorship packages and product promotions. Produces and syndicates live events and artist specials for radio, including "Country Hitmakers" and "Live From Nashville!" • Member, NARAS, CMA, ACM, GMA, AFTRA

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Nashville, TN 37203

Dane Bryant
Office: 615-254-0708
Home: 615-746-4320



HENRY HURT
Vice President & General Manager/ BMG Music Publishing

1 Music Circle N.,
37203
Tel: 780-5420
Fax: (615) 780-5430
Key Contact: Randy

Hart, Senior Creative Director; Sharon Walls, Administrative Assistant

With BMG for nine years, Hurt has developed his division into one of the top Nashville publishers with such gospel acquisitions as Lorenz Creative Services and the Reunion catalogs. Other BMG acquisitions include Gary Morris Music and Tillis Tunes/Sweet Tater music. Hurt oversees operations from the signing of writers to purchasing catalogs. • City of Hope Advisory Board, CMA, NSAI, NeA • Hunting, fishing, working out

KEN IRWIN

Owner/Rounder Records

One Camp St., Cambridge, MA 02140
Tel: 617-354-0700 • Fax: (617) 491-1970
E-Mail: info@rounder.com

Key Contact: Bill Nowlin, Owner; Marian Leighton Levy, Owner

Rounder's roster includes artists such as Alison Krauss & Union Station, Illrd Tyme Out, The Burns Sisters, Claire Lynch and Del McCoury.



BILL ISAACS
Vice President of Nashville Operations/ Malaco Records & Music Group

1012 18th Ave. S., 37212
Tel: 327-0440
Fax: (615) 329-3964

Primary duties: foreign and domestic

exploitation of the company's masters and publishing catalogs, as well as overseeing local country music publishing operations; represents Malaco-owned Muscle Shoals Sound Studio in Nashville. • CMA, NAIRD, NARM • Listening to music and watching horse racing



BILL IVEY
Director/Country Music Foundation

4 Music Sq. E., 37203
Tel: 256-1639

Fax: (615) 255-2245

Key Contact: John Knowles, Deputy Director for Education and Outreach; Kyle

Young, Deputy Director of Program Development

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. He is a writer, musician and sometime television producer. • Trustee, past National President and National Chairman of NARAS; 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; glider flight instructor



WYNN JACKSON
President/Country Club Enterprises, Inc.

2602 Westwood Dr.,
37204

Tel: 256-5600

Fax: (615) 256-5661

E-Mail: cntryclub@
@aol.com

Key Contact: Sean

Brennan, Operations Director

In business four years. Plans and implements music/club promotions; distributes country music to more than 400 dance clubs and produces extended dance remixes of country singles. Jackson also hosts the annual Country Dance Music Seminar. • ACM, CMA • Golf, snow skiing



WADE JESSEN
Director of Country & Contemporary Christian Charts/ "Billboard"

49 Music Sq. W.,
37203

Tel: 321-4291

Fax: (615) 320-0454

Key Contact: Michael

Ellis, Vice President/Associate Publisher

Jessen manages the trade publication's charts and weekly columns in "Billboard" and "Country Airplay Monitor." With company since January, 1995. • Agenda committee, CRS; member, Leadership Music • Founder and past President of Music City Vintage Radio & Phonograph Society



BILL JOHNSON
Senior Creative Director/Sony Music

34 Music Sq. E., 37203
Tel: 742-4360

Fax: (615) 742-4339

E-Mail: bill

@sonymusic.com

Key Contact: Allen

Butler, Executive Vice

President & General Manager

With label eighteen 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 • Special interest: My girlfriend, Cynda



DOUG JOHNSON
Senior Vice President/ Epic Nashville

34 Music Sq. E., 37203
Tel: 742-4321

Fax: (615) 742-5717

Signs and develops artists. With company 4 1/2 years. Produces Ty

Herndon.



AL JOLSON
President/Al Jolson Enterprises, Inc.

116 17th Ave. S.,
37203

Tel: 244-5656

Fax: (615) 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 fifteen years. • Vice President, City of Hope (Nashville); member, CMA, AES, NARAS, NeA, ASCAP, AFTRA



KIM JONES
Director of Creative Services/Great Cumberland Music

1033 18th Ave. S.,
37212

Tel: 329-9653

Fax: (615) 320-7835

With company 1 1/2

years. Primary duties:

publishing, plugging and developing songwriters. Works with Little Texas, Dawn Thomas and Stephen Allen Davis. • CMA • Hiking, swimming

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MIKE JONES
*Associate Publisher/
 "Music City News"*
 50 Music Sq. W., #601,
 37203
 Tel: 329-2200
 Fax: (615) 327-2726
 E-Mail: mikeatmcn
 @aol.com
 Key Contact: Lydia

Harden, Editor

Jones has been with the company two years. He supervises the production of both "Music City News" and "Gospel Voice" and serves as Executive Producer of two nationally televised award shows. • Photography, coin collecting



RUSTY JONES
*Attorney/Gordon,
 Martin, Jones &
 Harris, P.A.*
 49 Music Sq. W., #600,
 37203
 Tel: 321-5400
 Fax: (615) 321-5469
 Jones represents

artists, managers, publishers, writers, producers, agents, record labels, production companies and corporations. Before joining this firm eleven years ago he served as ASCAP's Nashville Director of Business Affairs. Clients include Garth Brooks, Mark Chesnutt, Martina McBride and others. • Formerly Chairman of TBA's Copyright, Entertainment and Sports Law Section



NEAL JOSEPH
*President/Warner
 Alliance Records*
 20 Music Sq. E.,
 37203
 Tel: 214-1405
 Fax: (615) 214-1577
 Key Contact: Chris
 Hauser, VP/Promotion
 Heads the Warner

Bros. Christian music label. Formerly A&R Director at Word, and later headed Word's Dayspring label, eventually rising to Vice President of the Word Record Division. Won five Dove Awards and two Grammys as a producer. Warner Alliance's roster includes Wayne Watson, Take 6, Brooklyn Tabernacle Choir and World Wide Message Tribe. • Board of Directors, CMTA and Jerusalem 3000



**ROBIN MITCHELL
 JOYCE**
*Counsel/Wyatt,
 Tarrant & Combs*
 29 Music Sq. E., 37203
 Tel: 255-6161
 Fax: (615) 254-4490
 Key Contact: Sherrie
 Montgomery, Executive
 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. • Board of Directors, Leadership Music; member, CMA, NeA • "I used to have a lot of hobbies, but now I have a two and a five year-old!"



MARTIN KAHAN
*President/
 Think Pictures*
 2021 21st Ave. S., 37212
 Tel: 297-7620
 Fax: (615) 298-4560
 Key Contact: Dave
 Pritchard, Executive
 Producer

Directs music videos. Won CMA Video of the Year (1993) for "Chattahoochee." Recently completed videos for John Michael Montgomery, Billy Dean and Kieran Kane. • DGA • Eppe fencer

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**TOMMY WILLIAMS HAS MOVED TO
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Photo: Stacey Zaferes

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DONALD KAMERER
*Vice President,
Sales/Magnatone
Records*

1516 16th Ave. S., 37212
Tel: 383-3600
Fax: (615) 383-0020
Key Contact: Jim
Mazza, CEO

With the company one year.



KIERAN KANE
*Partner/Dead
Reckoning Records*

P.O. Box 159178, 37215
Tel: 292-7773
Fax: (615) 383-9571

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.



ANDREW KAUTZ
*Vice President/
Emerald Sound
Studios*

1033 16th Ave. S., 37212
Tel: 321-0511
Fax: (615) 329-9417
Key Contact: Milan
Bogdan, GM

After starting at

Emerald seven years ago, Kautz has risen through the ranks to become the company's Vice President, handling all financial, management and long-term planning. Recently launched Emerald's Broadcast Division under the direction of Bob Guerra.

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*Owner & President/
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10 Music Circle S.,
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Tel: 256-2676
Fax: (615) 259-2942
Key Contact: Ema Jean
Bean, Financial

Manager; Michael Koreiba, Studio Manager



**TERRELL
KETCHUM**
*President/Partner/
Forerunner Music, Inc.*

P.O. Box 121678,
37212
Tel: 298-5499
Fax: (615) 385-2611
Key Contact: Allen
Reynolds, Partner

Formed company with partners in 1987. Terrell oversees the office operations and is responsible for signing new writers, contract negotiations and exploiting the catalog. • CMA, ACM, SOURCE



MERLE KILGORE
*President/Merle
Kilgore Management;
Executive VP/Hank
Williams Jr.
Enterprises; Personal
Manager/ Hank
Williams Jr.*

2 Music Circle S.,
37203

Tel: 742-3622 • Fax: (615) 742-1235
Key Contact: Rusti Meng, Executive Assistant (Nashville); Phyllis Planchart, Executive Assistant (Paris, TN 901-642-7455)

Kilgore began his lengthy music career carrying Hank Sr.'s guitar, traveling with Elvis and writing his first #1 hit at the age of 18. A picker, singer and songwriter himself, Kilgore now tends to the various fortunes of Hank Williams Jr., including overseeing the whole organization. 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. • President, ROPE; past President,

NSAI; Board member, CMA; 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*

2505 21st Ave. S.,
#500, 37212
Tel: 269-7000
Fax: (615) 269-9525
Key Contact: John
Craighead, Chief
Operating Officer; 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 The Stockyard Restaurant and SoundShop Recording Studios and produces Kimber Clayton, Six Shooter 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 Hillsboro Rd.,
#318, 37215
Tel: 383-5017
Fax: (615) 292-3328
Key Contact: JoAnne
Ritchey, Dee Burks,
Bert Newberry,

Management Representatives

Manages Sawyer Brown, John Bunzow, Toby Keith, Chris LeDoux, Mac McAnally and Scott Emerick. Has had firm eight years. • Board of Directors, ACM; member, CMA, NARAS, NeA • Golf, basketball

BOB KINKEAD
Senior Vice President/APA, Inc.

3322 W. End Ave., #520, 37203
Tel: 297-0100 • Fax: (615) 297-5434
Key Contact: Pat Belew, Office Manager

Heads the Nashville office (since January 1994) and oversees booking of country artists, including Betsy, Johnny and June Carter Cash, Mark Collie, Ty England, Mark Luna, The Moffatts and The Oak Ridge Boys. • Golf, boating



BOB KIRSCH
*Managing Partner/
High Seas Music*

1908 Wedgewood Ave.,
37212
Tel: 322-9881
Fax: (615) 322-9946
Key Contact: Larry
Fitzgerald, Mark
Hartley, Partners;

Dallas Gregory, Songplugger
Kirsch was formerly head of Welk (later PolyGram) Music. • CMA, ACM, NARAS, NeA

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*President/Disc
 Mastering, Inc.*
 30 Music Sq. W., 37203
 Tel: 254-8825
 Fax: (615) 254-8826
 E-Mail: klingfree
 @aol.com
 Key Contact: Jill Loe,
 Studio Manager

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 ✓
*Vice President, Artist/
 Writer Development/
 Warner/Chappell
 Music, Inc.*
 21 Music Sq. E., 37203
 Tel: 254-8777
 Fax: (615) 726-1353
 Key Contact: Tim
 Wipperman

With the company three years. Currently producing Asylum act J.D. Myers. • Member, T.J. Martell, Copyright Society of the South • Pro boxing fan, oldies music, movies



BRUCE KOBLISH
*President/Gospel
 Music Association;
 Executive Director/
 Christian Music
 Trade Association*
 1205 Division St., 37203
 Tel: 242-0303
 Fax: (615) 254-9755



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, Travis Tritt and Trisha Yearwood. • Member, CMA, NARAS, HRTS; past President, ACM, CMA



BOBBY KRAIG
*Senior Director,
 Promotion/
 Arista Records*
 7 Music Circle N.,
 37203
 Tel: 780-9100
 Fax: (615) 780-9195
 Key Contact: Tim
 DuBois, President
 • Member, CMA,

ACM, NARAS, GMA • Magic



MIKE KRASKI
*Vice President of
 Sales/Sony Music*
 34 Music Sq. E., 37203
 Tel: 742-4340
 Fax: (615) 742-5720
 With label 21 years. •
 Member, CMA Merch-
 andising & Marketing
 Development

Committees, ACM

KENNETH L. KRAUS ✓
Partner/Manatt, Phelps & Phillips
 1233 17th Ave S., 37212
 Tel: 327-2744 • Fax: (615) 327-2044



E-Mail: kkraus
 @manatt.com
 Key Contact: Gordon
 Bava, Managing Partner
 Resident partner in the
 firm's Nashville office.
 Company offers full ser-
 vice representation
 including music, film,

television, trademark and copyright. Clients include Joe Diffie, Steve Earle, Amy Grant, Bob Seger and the Elvis Presley estate. • Counsel to NAPM; Board of Directors, First Steps; member, CMA, NARAS, NeA, Leadership Music • Cooking, travel, cross country skiing, guitar

THE TIP OF THE ICEBERG

The Gambler
 Midnight Flyer
 Untold Stories
 Blue Heartache
 Brother Jukebox
 Come As You Were
 Fool For Your Love
 Falling Out Of Love
 Dropkick Me, Jesus
 It's Me Again, Margaret
 Keep Me From Blowing Away
 Walk The Way The Wind Blows
 Hank Williams, You Wrote My Life
 When The New Wears Off Our Love
 Teardrops Will Kiss The Morning Dew

THERE'S A LOT MORE UNDERNEATH

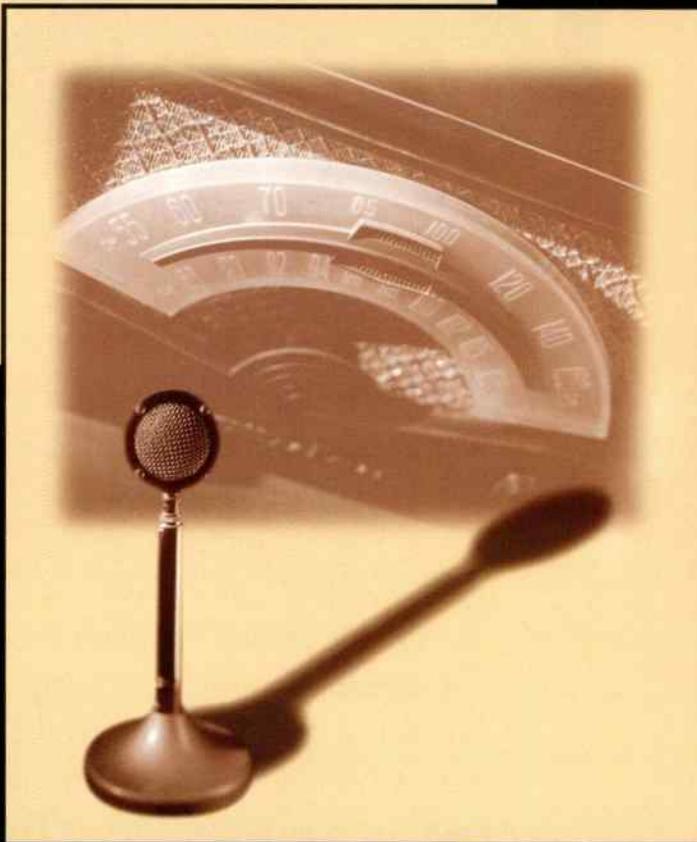
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 Kip Paxton—Song Plugger

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AMY KURLAND
Owner & Manager/
Bluebird Cafe
 4104 Hillsboro Rd.,
 37215
 Tel: 383-1461
 Fax: (615) 385-1955
 Key Contact: Sher
 Powers, General
 Manager

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 member, Book 'em, Alcohol and Drug Council; member, CMA, NeA, NSAI, NARAS, NAWBO; Leadership Nashville Class of '95-'96 • Bicycling, pinball, liberal politics, dogs

PETER V. KUYKENDALL
Editor and General Manager/
"Bluegrass Unlimited"

Box 111, Broad Run, VA 22014
 Tel: 540-349-8181 • Fax: (540) 341-0011
 Key Contact: Sharon K. Watts, Managing Editor

One of the founders of this monthly magazine, which will soon celebrate its 30th anniversary. A former bluegrass musician, songwriter, engineer, etc., Kuykendall owns a publishing company and also helped form the International Bluegrass Music Association. • IBMA



TARI LAES
CEO/Tandem
Promotions
 903 18th Ave. S.,
 37212
 Tel: 327-7949
 Fax: (615) 320-7203
 Key Contact: Rick
 Rockhill, Partner
 Specializes in nation-
 al record promotion. With company fourteen
 years. • Board of Directors, CRB; Leadership
 Music Class of 1996; member, CMA; former
 Board member, NeA • Environmental issues



KEVIN LAMB
Nashville Vice
President/Peermusic
 1207 16th Ave. S., 37212
 Tel: 329-0603
 Fax: (615) 320-0490
 E-Mail: klamb
 @peermusic.com
 Key Contact: Anthony
 Von Dollen, Creative
 Director; Janie Metts, Administrative Assistant

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



JACK LAMEIER
Senior Vice President
of Promotion/Epic
Records Nashville
 34 Music Sq. E., 37203
 Tel: 742-4321
 Fax: (615) 742-4338
 Key Contact: Doug
 Johnson, Senior Vice
 President

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RICHARD LANDIS
Co-Owner/Loud Recording

50 Music Sq. W., #100, 37203
Tel: 321-5683
Fax: (615) 327-0568
Key Contact: Susan Haynes, Office Mgr.
Landis, the former

Vice President of A&R for BNA Entertainment, co-owns Loud Recording Studio with James Stroud. • CMA, ACM, NARAS, BMI, Leadership Music • Motorcycling, boating, cigars



NELSON LARKIN
President/Larkin, Inc.

916 19th Ave. S., 37212
Tel: 329-3344
Fax: (615) 321-4616
Independent production and publishing company includes Lust-4-Fun and Blue Moon Music.

Previously with Atlantic Nashville for seven years. Formerly Director of Nashville Operations for Famous Music. Produces Toby Keith and Baker and Myers. • Member, NARAS, CMA, ACM, NeA, NSAI, Leadership Music



BUZZ LEDFORD
Vice President of Promotion/Step One Records

1300 Division St., 3rd Floor, 37203
Tel: 255-3009
Fax: (615) 255-6282
Key Contact: Ray Pennington, President

With company over five years. In charge of getting airplay for label's artists, who include Western Flyer and Don Cox. • Golf



BUDDY LEE
CEO/Buddy Lee Attractions, Inc.

38 Music Sq. E., 37203
Tel: 244-4336
Fax: (615) 726-0429
Key Contact: Tony Conway, President; Joey Lee, Agent

Founded the company 32 years ago. Lengthy client list includes Lorrie Morgan, Clay Walker, Aaron Tippin and Ricky Van Shelton. • AFM, AFTRA/SAG, AGVA, OABA, ITAA, IAFE, CMA



KYLE LEHNING
Co-President/Asylum Records

1906 Acklen Ave., 37212
Tel: 292-7990
Fax: (615) 292-8219
Key Contact: J'ann Selin, A&R Administrator/Exec. Assistant
Lehning has headed

this Nashville branch for four years, and now works closely with newly-appointed CEO/Co-President, Joe Mansfield. Lehning produces or has produced Bryan White, Dan Seals, Randy Travis, George Jones, Mandy Barnett and Curtis Day. • Board member, NARAS; member, CMA, Leadership Music, Copyright Society of the South, Foundation for Community Encouragement



JOSH LEO
Independent Producer/Writer/Warner/Chappell

21 Music Sq. E., 37203
Tel: 254-8777
Fax: (615) 726-1353
Formerly VP and Head of A&R, RCA Nashville. Writes songs

and co-produces Lari White, Lisa Brokop, Ray Vega, Bad Company, Bryndle and Paul Brandt. • Painting, working with patients at Children's Hospital and retirement homes



KEN LEVITAN
President, Rising Tide Entertainment/ Partner, Crossfire Entertainment

48 Music Sq. E., 37203
Tel: 254-5050
Fax: (615) 313-3700
Key Contact: Kathi Whitley

With Rising Tide since July '95. Previously Owned Vector Management, which managed acts such as Lyle Lovett, Los Lobos and Nanci Griffith. • Leadership Music, TN-GA-FL Entertainment CLE • Travel, collecting folk art, sports, reading



PAIGE LEVY
Vice President of A&R/Warner/ Reprise Nashville

20 Music Sq. E., 37203
Tel: 748-8000
Fax: (615) 214-1523
Key Contact: Eddie Reeves, Senior Vice President/General

Manager

With label thirteen years. Department Head; Business Affairs Liaison; A&R for Dwight Yoakam, Paul Brandt, The Sky Kings and Charlie Robison. • Member, ACM, NARAS, CMA



SUSAN LEVY
Vice President of Artist Development/ Capitol Records

3322 W. End Ave., 11th Floor, 37203
Tel: 269-2000
Fax: (615) 269-2059

With the label since July, 1995. Supervises company efforts with regard to all artist imaging. Oversees all aspects of visual presentation for Capitol and its roster. Previously with MCA Nashville for eight years. • Board member, Ronald McDonald House; Co-chair for RMH Celebrity Auction; member, CMA, ACM, NARAS, NeA, GMA, NAF, Leadership Music • Sings for churches and church groups in trio with her sisters



LUKE LEWIS
President/ Mercury Nashville

66 Music Sq. W., 37203
Tel: 320-0110
Fax: (615) 327-4856
Key Contact: Sandy Neese, VP of Communications

Since 1992, Lewis has been in charge of the label's Nashville operation, which is home to Shania Twain. • ACM board; CMA, NeA, Leadership Music • Hunting, fishing, golf



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PAMELA L. LEWIS
Chief Executive ✓
Officer/PLA Media
 1303 16th Ave. S., 37212
 Tel: 327-0100

Fax: (615) 320-1061
 E-Mail: plewis@aol.com
 Key Contact: Diana Melz
 Has worked eleven

years as CEO of PLA Media, a PR/marketing firm with offices in Nashville and Los Angeles. Lewis co-managed Garth Brooks for seven years and won multiple "Performance," "Pollstar" and CRS awards for artist management. Her publicity clients include Country Star Restaurants, Charley Pride, Lee Greenwood Theater and First Media Communications, Inc. Lewis is also president of PLA Properties. • Member, ACM, CMA, Leadership Music, NAWBO, National Trust for Historic Preservation, TN State Museum Board, Belmont Mansion Board; Officer, Save the Franklin Battlefield



DON LIGHT ✓
President/
Don Light Talent
 P.O. Box 120308, 37212
 Tel: 298-9944

Fax: (615) 292-2396
 Key Contact: Lynn Simpkins, Office Manager
 Artist manager for

over 30 years. Manages The Oak Ridge Boys, Kyle Petty and The Thomas Brothers. • Board of Directors, GMA Hall of Fame, CMA; member, ACM, NARAS • Executive Producer—Mark Collie Celebrity Race for Diabetes Cure

CAROL LINDSEY
Vice President/General Manager/Murrah Rich Baierle International
 1109 16th Ave. S., 37212

Tel: 329-3575 • Fax: (615) 321-3928
 Key Contact: Colette Keyser, 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 Murrah Music, AMR Publications, HoriPro Entertainment and Major Bob Music. • CMA • Smoking meat



LAURA LIPUMA
Vice President of Creative Services/ Warner/Reprise Nashville
 20 Music Sq. E., 37203
 Tel: 214-1444

Fax: (615) 214-1588
 With company thirteen years. Also

responsible for all packaging, advertising and merchandising for Giant Records. • NARAS, ACM, CMA



JIM LONG
Chairman/Honest Entertainment Group
 33 Music Sq. W., #100,
 37203

Tel: 242-4452
 Fax: (615) 242-4453
 E-Mail: one bna@aol.com
 Key Contact: Deborah DeBerry Long, Pres.

Produced a regional hit at age sixteen and started his own record company to release it. Has owned companies such as FirstCom, The TM Companies, Starr Broadcasting Group, Long-Pride Broadcasting Group Inc. and The Jim Long Companies. While recovering from a serious auto accident in 1992, Long created Honest Entertainment in order to "re-energize" the career of Charley Pride. The company opened a Nashville office in January, 1995. Roster includes Pride, Kate Wallace, Jack Jones, Doug Smith and Checkfield. • AFTRA, ASCAP

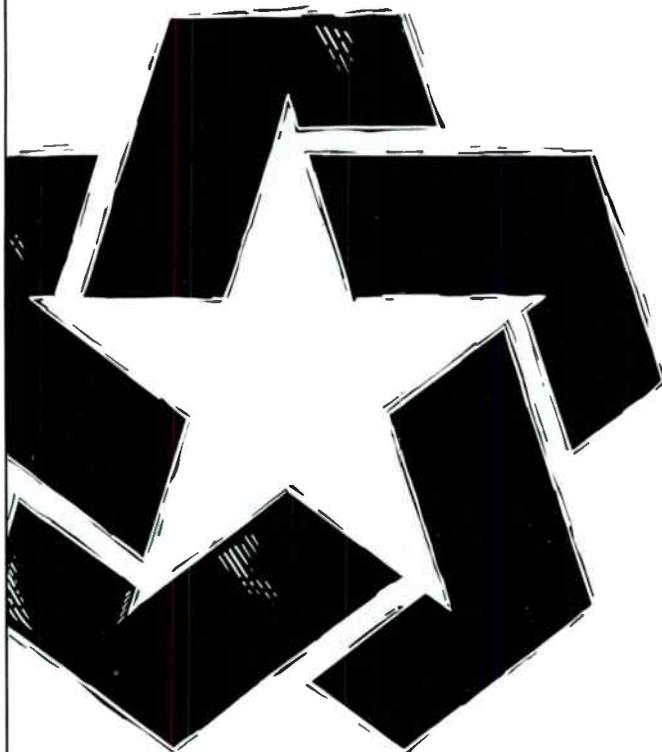


TOM LONG
Creative Director/ Balmur Music
 1105 17th Ave. S., 37212
 Tel: 329-0230

Fax: (615) 321-0240
 Responsible for the Publishing Division of Balmur, Inc., which is owned by Anne Murray.

With the company two years. • Golf

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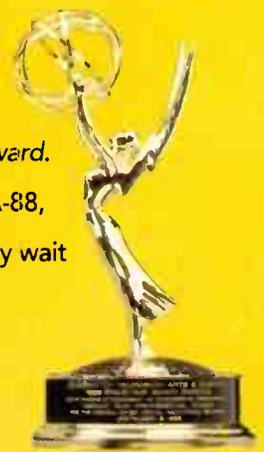




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Tim McGraw, Curb Records



"CCE is our eyes and especially our ears in the country music club scene."

Allen Butler: Vice President and General Manager, Sony Music



"Records like 'Doot Scootin' Doogie,' 'Chattahoochee,' and 'Cleopatra, exploded at the clubs. CCE helped deliver these hits and many others. When we want to reach the clubs, we work with pros -- CCE!"

Mike Dungan: Senior Vice President of Sales and Marketing, Artista Records



"Although Rhett Akins 'I Drake For Brunettes' wasn't a huge radio record, the cassette single sold tremendously in those markets where we got strong club play along with radio. We include CCE in all of our marketing plans."

Shelia Shipley: Senior Vice President and General Manager, Decca Records



"CCE has been a real blessing for us in terms of being able to get us actively involved with the dance community..."

Walt Wilson: Senior Vice President of Marketing and General Manager, Capitol Records





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*President/CDX-
 Compact Disc Xpress*
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Douglas, provides special CD singles compila-
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 ing to trade magazines. • CMA, NARAS



ROLAND LUNDY
*President/Word
 Records and Music*
 3319 W. End Ave.,
 #200, 37203

Tel: **385-9673**
 Fax: (615) 385-9696
 Key Contact: Marie
 Lehman, Corporate
 Events and Artist

Relations Manager

With company 23 years. Oversees the
 day-to-day operations of company and inter-
 faces with parent company, Thomas Nelson. •
 Member, GMA, CMTA, President's Advisory
 Council for NARAS; Board member, The
 Baddour Center • Golf, running



JOHN LYTLE
*Vice President of
 National Promotion/
 Decca Records*

60 Music Sq. E.,
 37203
 Tel: **244-8944**
 Fax: (615) 880-7475
 Key Contact: Shelia
 Shipley Biddy,

Executive Vice President/General Manager
 Has been with MCA five years; with Decca since
 reactivation. • Married 1 1/2 years ago to Lorie Lytle,
 Capitol Nashville Vice President of Publicity



LORIE LYTLE
*Vice President of
 Publicity/Capitol
 Nashville*

3322 W. End Ave., 11th
 Floor, 37203
 Tel: **269-2000**
 Fax: (615) 269-2034
 Key Contact: Scott
 Hendricks, Pres/ CEO

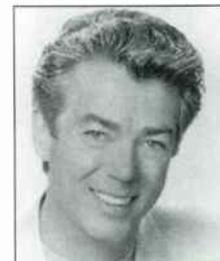
Joined the label in June, 1995 after run-
 ning her own public relations firm out of Dallas,
 TX. Previously with MCA Nashville. Develops
 media initiatives, oversees all press activities
 and manages the departmental budget. •
 Member, CMA, ACM, NeA • My husband and
 my dog



DAVID L. MADDOX
*Attorney/David L.
 Maddox & Assoc. PC*

1207 17th Ave. S.,
 #308, 37212
 Tel: **329-0086**
 Fax: (615) 327-9101
 Key Contact: Linda
 Schreiner, Office
 Manager

Focuses on Entertainment and Intellectual
 Property Law. • Counsel, Nashville Songwriters
 Foundation; member, TBA, NBA, GBA, NSAI,
 CMA, GMA



BRENT MAHER
*President/
 Magnatone Records*

1516 16th Ave. S.,
 37212
 Tel: **383-3600**
 Fax: (615) 383-0020
 Key Contact: Margy
 Holland, Manager of
 Media & Artist

Relations

Producer/writer who was instrumental in
 the Judds' career. Co-founder and President of
 Magnatone Records/Nashville. • NARAS, CMA,
 ACM, NSAI, NeA • Fly fishing, raising horses,
 hiking

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"Ten Thousand Angels"
 Mindy McCreedy

"Some Things Are Meant To Be"
 Linda Davis

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Owners
Brad Daniel
Julie Daniel
Bill Fiser

Office Manager
Donna Puckett

Director of Creative Services
Ed Hunsberger

Staff Songwriters

Max T. Barnes
Rand Bishop
Clay Blaker
Bobby Carmichael
Steven Dale Jones
Leslie Satcher

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 Randy Travis

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By Jay Nine Kay

Solid State Logic

NASHVILLE, Tennessee - Sound Stage Studios announced today the arrival of their new **Solid State Logic J-9000 Series** mixing console. The 80 input mixing desk with 180 automated faders is the largest recording console that Nashville has ever seen. Sources close to studio personnel commented on the quiet, clean, silky smooth sound of **SSL's** latest achievement. Studio manager, Michael Koreiba said, "Sound Stage is not a newcomer to quality.

For over twenty years Sound Stage Studios has been on the cutting edge of Nashville's recording industry. With our new 80 input **SSL J-9000** as well as our 72 input and 56 input **SSL 4000 E** consoles, both with **G Series** automation, we can meet the expectations of every engineer and the budget of every producer." To see the latest developments at Sound Stage Studios, 10 Music Circle South, call Michael Koreiba at **256-2676**.



SL 9000

Solid State Logic



ANITA MANDELL
Director of Publicity and Artist Development/Decca Records
 60 Music Sq. E.,
 37203
 Tel: **880-7306**
 Fax: (615) 880-7475
 Key Contact: Shelia

Shipley Biddy, Vice President/General Manager
 Responsible for artist and corporate publicity and artist development. • My 18 month-old son, Henry, is my current special interest



BRIAN MANSFIELD
Nashville Editor, "New Country"/Connell Communications, Inc.
 181 Suzanne Dr.,
 Antioch, TN 37013
 Tel: **781-2214**
 Fax: (615) 781-6731

E-Mail: mansfieldb@aol.com

Key Contact: Ellen Holmes, Publisher

Oversees the planning, assigning and editing of features and reviews which accompany each monthly issue. "New Country," which contains a sampler CD with each issue, is two years old.



JOE MANSFIELD
Co-President/CEO/Asylum Records
 1906 Acklen Ave.,
 37212
 Tel: **292-7990**
 Fax: (615) 292-8219
 Previously with Mansfield/Martinovich Associates, a company

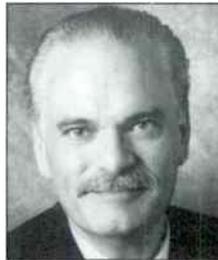
he formed with Mike Martinovich two years ago. Prior to that, he was Vice President of Sales and Marketing at Liberty Records. Credited with masterminding the Garth Brooks sales success while at Liberty. • NeA Golf Committee • Golf, flying, skiing, horses, SCUBA diving



GLENN MARTIN
President/Co-Heart Music Group
 1103-B 17th Ave. S.,
 37212
 Tel: **327-0031**
 Fax: (615) 327-4175
 With company since 1988, Martin oversees all aspects of the publishing company which he co-owns with legendary writer Hank Cochran. • Golf, camping, traveling in my '32 Alegro Bay motor home



KIRKE MARTIN
President/Martin & Associates
 1207 17th Ave. S.,
 #101, 37212
 Tel: **329-3956**
 Fax: (615) 321-4040
 With company fourteen years. Specializes in business management for music industry clients. • CMA, Leadership Music, NARAS



MIKE MARTNOVICH
Member/Mansfield-Martinovich Associates
 1111 17th Ave. S.,
 37212
 Tel: **320-0003**
 Fax: (615) 329-1550
 Formerly Sony VP of Marketing, Martinovich

formed his current association two 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
Vice President/General Manager/River North Nashville
 1207 17th Ave. S., #103, 37212



Tel: **327-0770**
 Fax: (615) 327-0011
 Key Contact: Bobby Young, VP
 Promotion/Artist Development
 Has overseen all aspects of River North Nashville since July, 1994. Label roster

includes Steve Kolander, Holly Dunn, S. Alan Taylor and Ronna Reeves. • CRB Board; member, CMA, ACM, NeA, Leadership Music • Golf, bass fishing, reading



JOHN MASON
Entertainment Attorney/The Law Offices of John E. Mason, Ltd.
 1107 17th Ave. S.,
 37212
 Tel: **320-5150**
 Fax: (615) 320-5410
 Mason counts Reba

McEntire, Tony Brown 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, many others

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615/794-3900 ♦ 615/794-5765 fax





JUDY MASSA
Music Director/Voice of America

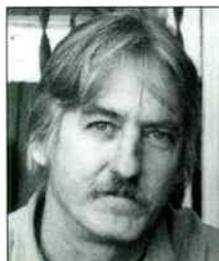
330 Independence Ave. S.W.,
Washington, D.C. 20547
Tel: 202-619-2933
Fax: (202) 205-0469
Writes, produces

and hosts VOA's weekly "Country Music USA" program, broadcast to every country in the world with an estimated listenership of 130 million. Oversees and coordinates all music programming broadcast worldwide by VOA's 47 language services. • Soccer mom

ROBERT MATHER
Senior Director, Nashville Administration/EMI Music Publishing

35 Music Sq. E., 37203
Tel: 742-8081 • Fax: (615) 726-2394
Key Contact: Gary Overton, Senior Vice President/General Manager

With the publishing company since 1978, Mather handles the general operations of the Nashville office. He has worked on the production staff of the CRS New Faces Show since 1979. • Record collecting, gardening



JIM MAY
Partner/Studio Productions

4610 Charlotte Ave., 37209
Tel: 298-5818
Fax: (615) 292-0204
Key Contact: Coke Sams, Producer; Clarke Gallivan,

Producer

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



STEPHANIE MAYNARD
Vice President/The Bobby Roberts Company

P.O. Box 3007,
Hendersonville, TN 37077
Tel: 859-8899
Fax: (615) 859-2200

Key Contact: Bobby Roberts, Chief Executive Officer

With company seven years. Manages Stephanie Bentley and co-manages artists with Bobby Roberts, including John Anderson and Paul Overstreet. Handles artist development, image development, creating marketing strategies, setting performance objectives and coordinating media relations for the agency's entire artist roster. • Member, ACM, CMA, NATD, NAPM • Softball, water skiing, boating, spending time with family & friends, golf



BILL MAYNE
Senior Vice President of Promotion/Warner Bros./Giant/Reprise

20 Music Sq. E., 37203
Tel: 748-8000
Fax: (615) 214-1475

Directs all promotional efforts for the company's Nashville division. With the label seven years. Spent eighteen years in broadcast management in L.A., Dallas, Portland, Austin and Houston. Rock musician, 1966-71. • Board member, CRB; member, CMA, ACM

JIM MAZZA
Magnatone Entertainment/CEO & President

1516 16th Ave. S., 37212
Tel: 383-3600 • Fax: (615) 383-0020
Key Contact: Margy Holland, Mgr. of Publicity
With the company two years.



DEBBIE MCCLURE
Regional Director/Songwriter's Guild of America

1222 16th Ave. S., #25, 37212
Tel: 329-1782
Fax: (615) 329-2623
Key Contact: Stephen Tharp, Assistant

Regional Director

Been with Guild five years. Oversees public relations, publishing contract reviews, guest speaking engagements; she is the regional catalog administration plan representative and acts as writer/editor for regional newsletter. Also plans annual "Building A Songwriting Career" seminar.



DAVID MCCORMICK
Owner/Ernest Tubb Record Shops, Inc.

P.O. Box 500, 37202
Tel: 255-7503

Fax: (615) 255-2256

With the company 27 years, McCormick oversees all six Ernest Tubb Record Shops and coordinates/books the "Midnight Jamboree." • Board of Directors, ROPE; CMA, GMA

All entries are cross-indexed by job affiliation

SEE PAGES 87-102

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Ken Biddy / President

Greg Becker / Director of Music Publishing

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Chuck Harter

Brittany Allyn

Tom Paden

Anne Reeves

Jim Allison

Cyndi Limbaugh-Torres

Russ Roberts

Gloria Sklerov

Dan Couch

Toni Lynnette Davis

Michael Keith

Nancy Peacock

Marc Christian

Joyce Harrison

Dave Johnson

Linda Marcus

Chris Nole

Barbara Rothstein



MARY ANN McCREADY ✓
Partner/Flood, Bumstead, McCreedy & McCarthy, Inc.
 1700 Hayes St., 37203
 Tel: 329-9902
 Fax: (615) 329-9765
 Key Contact: Frank M. Bumstead, Partner

Formed company in 1990. Specializes in financial management for recording artists, executives, producers, professional athletes and high net worth individuals. McCreedy 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, BR5-49 and The Deleventanes. • Board of Directors, Leadership Music, Nashville Country Club, W.O. Smith School, Nashville Academy Theatre • Cycling in Europe, boxing, everything Italian, The Canyon Ranch and the health care industry



He solicits airplay for clients at radio stations reporting to "Billboard" and "R&R." Formerly Head of Promotion & Artist Development at Giant Records. Spent eight years at RCA and two years at WGAR radio in Cleveland. •

NSAI, ASCAP, CMA, ACM • Guitar player, music publisher & writer



David Kersh) and is involved in Sony Tree's master recording licensing. • NeA board, Leadership Music Alumni, former Vice President of local AES

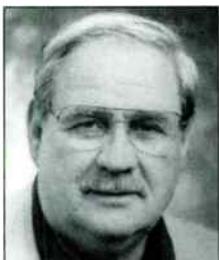


MARJIE MCGRAW
Editor/ "Nashville Hotline"
 2287 N. Berry's Chapel Rd., Franklin, TN 37064
 Tel: 794-5843
 Fax: (615) 790-9483
 E-Mail: mmcgraw103@aol.com

McGraw's "Nashville Hotline" is a daily newsfeed supplied to Jones Satellite Networks and Entertainment Radio Networks. She freelances for "Ladies Home Journal," "Saturday Evening Post," "First," "Country Weekly," "Tune In," "Modern Screen," "Chicago Country," "The Tennessean," "Writer's Digest Books," Microsoft's "En Carta Encyclopedia," "Nashville Life" and Birnbaum's "Travel Guides." She has authored "The Great American Country Music Trivia Book" and CMA's 1993-95 Trivia Books; and is a correspondent for RTE Radio One (the Irish Radio Network), Toronto-based "Today's Country" radio show and "Variety." • CMA

PAT McMURRAY ✓
Vice President of Creative Services/Bluewater Music Corp.

1319 16th Ave. S., 37212
 Tel: 383-2425 • Fax: (615) 297-6250
 Key Contact: Brownlee Ferguson, President
 Heads creative staff; responsible for bringing many of the writer/artists on board. • Horseback riding, collecting Civil War relics



JACK McFADDEN
President/McFadden Artist Corporation
 818 18th Ave. S., 37203

Tel: 242-1500
 Fax: (615) 255-7200
 In his 34 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 Rhonda Vincent and Hank Williams III. • Board member, CMA, ACM, NARAS; member, NATD, NeA

TIM McFADDEN
Owner/Tim McFadden Promotions
 31 Music Sq. W., #100, 37203
 Tel: 259-2255 • Fax: (615) 259-0902
 McFadden started his company in 1992.



GLENN MEADOWS
President/ Masterfonics
 28 Music Sq. E., 37203
 Tel: 259-4452
 Fax: (615) 242-0101
 Key Contact: Susan White, Studio Manager; Lois Walker, Mastering Coordinator

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

PATRICK A. McMAKIN
General Manager/Tree Productions
 8 Music Sq. W., 37203
 Tel: 726-8300 • Fax: (615) 244-4149
 Key Contact: Donna Hilley, President

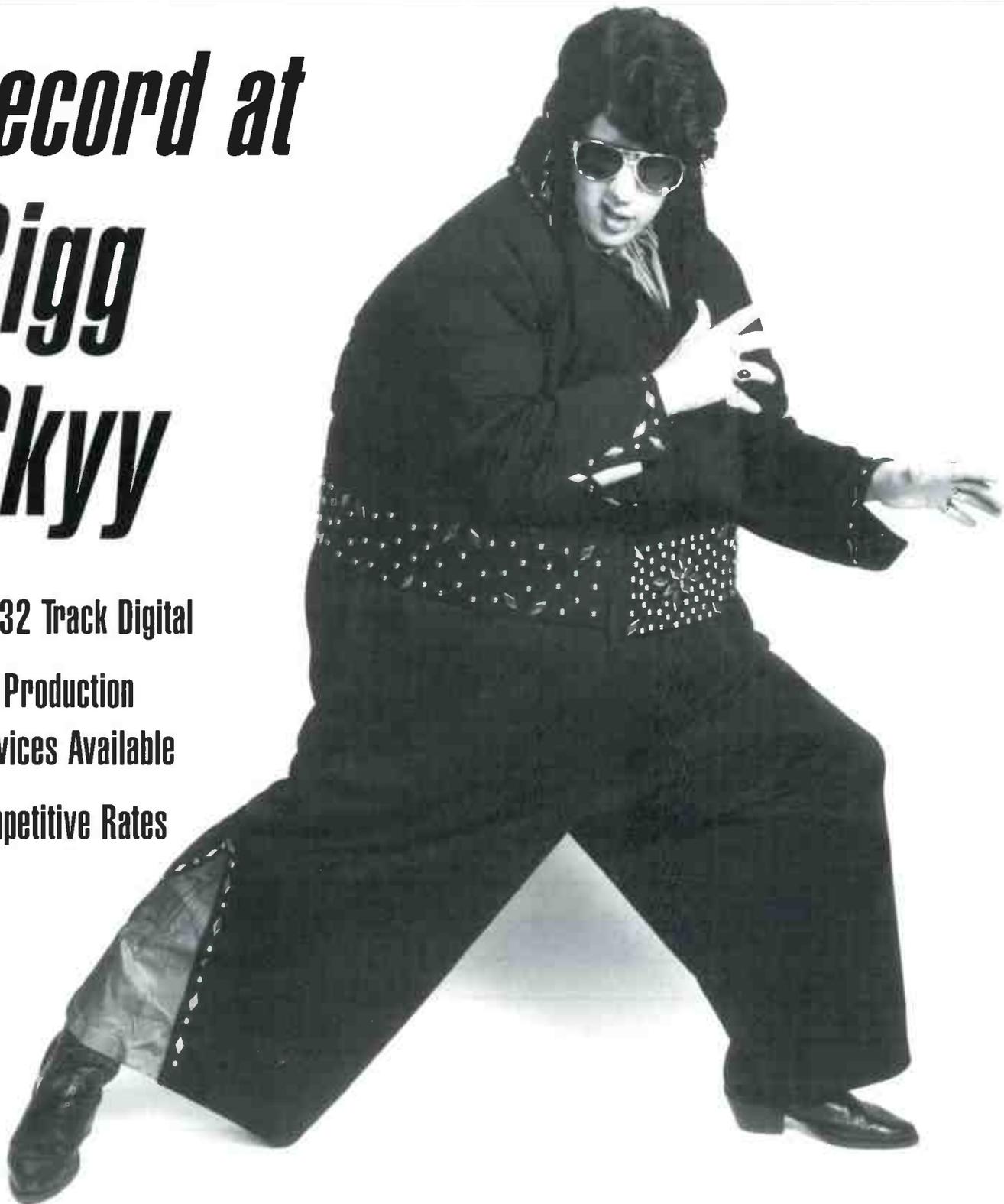
With company fourteen years. McMakin presides over artist development and studio management, produces records (Curb artist

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BOB MERCER

President/ Margaritaville Records

66 Music Sq. W., 37203
Tel: 329-2899 • Fax: (615) 329-4006
Key Contact: Shawn Kay-Carlton, General Manager

Label has been in operation over four years and is owned by Jimmy Buffett (also on artist roster) and distributed by MCA.



MICHAEL MERRIMAN

Director & Partner/ Pecos Films

1212 16th Ave. S., 37212
Tel: 327-1400
Fax: (615) 327-0431
Key Contact: Bryan Bateman, Producer;

Lisa Lethcoe, Executive Producer

With company five years. Directs music videos and commercials. Responsible for Travis Tritt's "Tell Me I Was Dreaming," "She Can't Save Him" by Lisa Brokop and Terri Clark's "Better Things To Do." • ACM, CMA, NARAS



JOHN LLOYD MILLER

Director/ The A.V. Squad

5115 Victoria Cove, Brentwood, TN 37027
Tel: 383-8503
Fax: (615) 661-4380
Key Contact: Laura Lyness, Mktg. Director

Former Scene Three Director who formed this company last year. Directed George Strait's "Check Yes Or No," "Go Rest High On That Mountain" by Vince Gill and Bobbie Cryner's "You'd Think He'd Know Me Better," among others.



NORMAN MILLER
President/Proper Management

P.O. Box 23069, 37202
Tel: 244-1002
Fax: (615) 244-1012
Key Contact: Glenda McNalley

Miller founded the company in 1989 and produces the "Young Messiah" and "Hymns and Voices" tours. He also manages/co-manages Twila Paris, Phil Keagy, Steve Taylor, Out Of The Grey and Chris Eaton. • Executive Committee of Worldwide Leadership Council Inc., Jerusalem 3000 • Golf, tennis

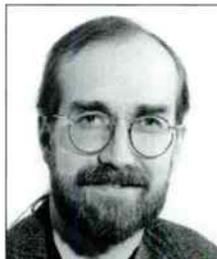


W. MICHAEL MILOM
Partner & Chairman of Entertainment Group/Wyatt, Tarrant & Combs

29 Music Sq. E., 37203
Tel: 255-6161
Fax: (615) 254-4490

Milom has earned a national reputation in matters of intellectual

property and is an experienced Music Row entertainment attorney. • Chairman, Mayor's Film Office Board; Trustee, Copyright Society of the U.S.; member, U.S. State Department Advisory Panel on International Copyright, Leadership Music; Director and former Chairman, Copyright Society of the South; Counsel to the Boards of the CMF, NeA, CRB; Adjunct Faculty, Vanderbilt Law School • Camping, backpacking



MALCOLM MIMMS

Partner/Loeb & Loeb

45 Music Sq. W., 37203
Tel: 749-8300
Fax: (615) 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, Hal Ketchum, Wynonna, The Mavericks and others. • Secretary/Board member, Leadership Nashville; Counsel to NSAI; member, CMA



CHARLIE MONK

President/Monk Family Music Group, Inc.

P.O. Box 150768, 37215
Tel: 292-6811
Fax: (615) 292-7266
E-Mail: monkfamily@aol.com
Key Contact: Brian

Baughn, Capucine Monk

Monk has over 30 years experience in the industry, including stints in broadcasting, at ASCAP, CBS Songs, Opryland Music and Monk Family Music Group. 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



KITTY MOON

President/ Scene Three

1813 8th Ave. S., 37203
Tel: 385-2820
Fax: (615) 383-1026

With company 21 years, Moon coordinates its overall operation, but specializes in marketing and new product development. • President, CMA, Leadership Music; Chairman, Metro Tourism and Convention Commission; Vice Chairman, Nashville Sports Authority; Executive Committee, Leonard Bernstein Center for Education Through the Arts; Board of Directors, Baptist Hospital, Leadership Nashville, NARAS, Nashville Area Chamber of Commerce, NationsBank, Rotary Club, Salvation Army, TN Film Entertainment and Music Commission, W.O. Smith/Nashville Community Music School, Z-1 Corporation; member, NeA, NARAS, NATAS, ACM • Movies, Vanderbilt football & basketball



PAUL MOORE
Vice President & Co-Head of Operations/William Morris Agency

2100 W. End Ave., #1000, 37203
Tel: 963-3000
Fax: (615) 963-3091

Runs office jointly with Rick Shipp. Massive roster includes Brooks & Dunn, Diamond Rio, Mary Chapin Carpenter, Hank Williams Jr., Vince Gill and Trisha Yearwood.



STAN MORESS
President/Moress Nanas Entertainment

1209 16th Ave. S., 37212
Tel: 329-9945
Fax: (615) 321-3457
E-Mail: mn.entertainment@nashville.com
Key Contact: Doug

Casmus, Senior Vice President

Manages Donna Summer, K.T. Oslin, Jesse Hunter, Mindy McCready, Smokin' Armadillos and others. Company also has offices in Los Angeles. • Board member, CMA; member, ACM, NARAS, NATD • Motorcycles

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DENNIS MORGAN
President/Little Shop of Morgansongs/ Morgan Music Group
1800 Grand Ave.,
37212
Tel: 321-9029
Fax: (615) 321-3640
Key Contact: Tommy Williams and Markham

Brown, Professional Managers

Although he came to fame as a country songwriter, Morgan now writes and publishes for artists of all formats around the world. Co-published the mega-hit "I Swear." Also serves as President of Little Morganville Recording Co., a children's label. • NMA, CMA, NAIRD, NSAI, NSSEA, EDSA, NARM, NCA



DALE MORRIS
President/Dale Morris & Associates
818 19th Ave. S.,
37203
Tel: 327-3400
Fax: (615) 327-0312
Manages Alabama, Confederate Railroad, Kenny Chesney, Chely

Wright, Steve Kolander and others. • Boating, jogging, reading



ERIN MORRIS
Owner/ The Press Office
1229 17th Ave. S.,
37212
Tel: 320-5153
Fax: (615) 320-5738
Key Contact: Norma Morris

This national publicity firm represents such acts as John Anderson, Stephanie Bentley, Holly Dunn, Martina McBride, Paul Overstreet, Keith Stegall, Steve Wariner, Bob Woodruff and Arista Records/ Nashville. Morris was with RCA for 11 years, rising to the rank of Director of Artist Development and assisting in the development of such artists as The Judds, K.T. Oslin, Keith Whitley and Restless Heart. With "Billboard" for 2 1/2 years. • Graduate of The Recording Workshop; Belmont University Alumni Advisory Board; CMA, ACM • Music, summers on Martha's Vineyard, reading mystery novels



JEFF MOSELEY
CEO/Star Song Communications
2325 Crestmoor Rd.,
37215
Tel: 385-6941
Fax: (615) 385-6940

With the company seven years. Roster includes Newsboys, Sierra, Phillips Craig & Dean and Aaron Jeoffrey. • GMA, CMTA • Golf



DENNY MOSESMAN
Vice President of Promotion/Asylum Records
1906 Acklen Ave.,
37212
Tel: 292-7990
Fax: (615) 292-8219

Formerly National Field Promotion Director for Warner Bros. • Has large collection of snow domes (400-500)



MOON MULLINS
President/Moon Mullins Company
Two Brentwood Commons, 750 Old Hickory Blvd., Bldg. 2, #150, Brentwood, TN 37027
Tel: 371-6119
Fax: (615) 370-9896

Mullins has become one of the top radio consultants and is president of Fast Track of Nashville, an entertainment research firm.



ROBERT E. MULLOY
Dean/Curb Music Business School, Belmont University
1900 Belmont Blvd.,
37212
Tel: 386-4504
Fax: (615) 386-4516
E-Mail: mulloy

@belmont.edu

Key Contact: Pat Hamilton, Program Assistant

To prepare his department's graduates for working in the entertainment world, Mulloy concentrates his attention on advising faculty hiring, industry relationships and program development. He has been with Belmont 32 years. • NeA, NARAS, Leadership Music Alumni • Woodworking, restoring pipe organs



TIM MURPHY
Vice President, Promotion/Rising Tide Entertainment
48 Music Sq. E., 37203
Tel: 254-5050
Fax: (615) 313-3700
Key Contact: Ken Levitan, President

With the label two months. • Reading, art, photography, playing with my kids



ROGER MURRAH
President/Murrah Music Corporation
1109 16th Ave. S.,
37212
Tel: 329-4236
Fax: (615) 329-4417

Murrah has served two terms as President of NSAI and President of ISF. He now oversees the day-to-day work-



ings of his own thriving publishing company, which is celebrating its sixth anniversary and was "Billboard's" Independent Publisher of the Year (1992). • NARAS Board of Governors; former CMA Board member; member, CMA, NSAI, BMI, AFTRA, Leadership Music



JOAN MYERS
*President/Owner/
Myers Media*
209 10th Ave. S., #447,
37203
Tel: **244-4388**
Fax: (615) 244-0616
E-Mail: myers
@edge.net

Publicity clients include Mike Reid, Alison Krauss, Guy Clark and Bug Music.



MICHELLE MYERS
*Vice President of
Marketing/Capitol
Nashville*
3322 West End Ave.,
11th Floor, 37203
Tel: **269-2000**
Fax: (615) 269-2057
Key Contact: Walt
Wilson, GM

With the label since July, 1995. Myers oversees all marketing activities for the Capitol artist roster. Formerly held similar position at Asylum and MCA Nashville. • CMA, ACM, Leadership Music Alumni



SUSAN NADLER
*President/Susan
Nadler Management*
1313 16th Ave. S.,
37212
Tel: **297-7087**
Fax: (615) 383-2774
Key Contact: Paula
Walls

Former self-employed publicist Nadler launched her management company a year ago, representing BNA's Lorrie Morgan and Giant Records/Los Angeles' Greta Gaines. She owns a music publishing company, Girls 'n' The Hood, and has two published books, "Good Girls Gone Bad" and "The Butterfly Convention."



CHUCK NEESE
*President/The New
Company Song
Group*
21 Music Sq. E., 37203
Tel: **248-9629**
Fax: (615) 726-1353

Neese began one of Nashville's first publisher-publisher co-ventures with Warner/Chappell a decade ago. Catalog contains tunes from Wendell Mobley, Lindy Gravelle, A.J. McMahon, John Jarrard, Lisa Palas and S. Alan Taylor. • Pro Steering Committee, NSAI; Steering Committee, Nashville NMPA; member, NARAS, Copyright Society of the South



SANDY NEESE
*Senior Vice President,
Communications/
Mercury Nashville*
66 Music Sq. W.,
37203
Tel: **340-8452**
Fax: (615) 327-4856
Key Contact: Luke
Lewis, President

With label seven years. Neese directs the Media Relations Department. Formerly headed PR for MTM Music and before that was an entertainment writer for "The Tennessean." • Member, CMA Publicity Committee, ACM, "Who's Who in American Entertainment," Leadership Music • Building miniature furniture, reading, gardening



DENISE NICHOLS
*Director of National
Promotion/Career
Records*
7 Music Circle N., 37203
Tel: **313-2400**
Fax: (615) 313-2401
Key Contact: Renee
Leymon, Promotion
Coordinator

Nichols works closely with Tim DuBois, Jack Weston and Mike Dungan in the development of Arista's sister label, Career Records. She is involved in all areas of the label, especially radio promotion. • Board of Directors, CRB • Water skiing and Dallas Cowboy football



JESSIE NOBLE
*Director of Recording/
MCA Records*
60 Music Sq. E., 37203
Tel: **244-8944**
Fax: (615) 880-7447

Schedules recording sessions; books players, engineers, studios; reviews recording bills and coordinates all aspects of recording. • ACM, NeA, CMA



JIM ED NORMAN
*President/
Warner/Reprise
Nashville*
20 Music Sq. E., 37203
Tel: **748-8000**
Fax: (615) 214-1537
Key Contact: Leann
Barron, Assistant to
the President

Currently the longest reigning label head in Nashville, Norman led the label to its best sales year ever in 1994. As a producer/arranger, he has worked with a variety of top talent, including The Eagles, Linda Ronstadt, Bob Seger, Kenny Rogers and Anne Murray. • 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

The Fans Have Discovered Him



Have You?

BOZ BOSWELL

- Music Row Discovery Artist Award
 - Top 50 Dance Club Track "Ricochet Waltz"
 - Full Page Feature Article in *Country Weekly*
 - Endorsements include Gibson, Hohner, and Charlie One Horse
- Second Single "All I Ever Need is You" out now April 15 CDX Volume 133

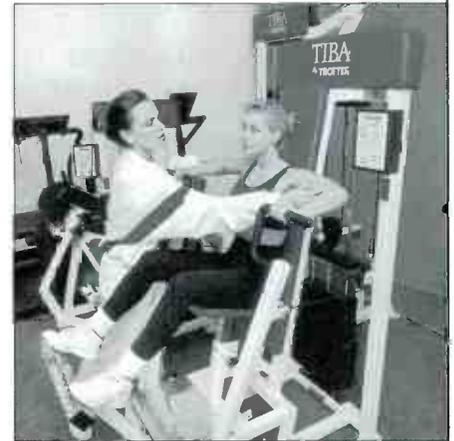
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JOZEF NUYENS
Owner/President/
Castle Music Group
 1393 Old Hillsboro Rd.,
 Franklin, TN 37069
 Tel: **791-0810**
 Fax: (615) 791-1324

After his performing career, in which his family joined him

throughout Europe, Africa and the U.S. while he toured with Vince Gill, Ricky Skaggs, Emmylou Harris, Brenda Lee, Bill Monroe and others, Jozef started The Castle Studios, which became 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, was recently elected President of NAPRS and was included in the 1995 and 1996 editions of "National Who's Who of Executives and Professionals in America." • Co-chair, Leadership Music; member, NeA, CMA • Travel, photography, meteorology, snow skiing, economics, politics

gardener, antique art and music collector; maintains passion for model trains and old toys.



KAREN OERTLEY
Vice President/
"Billboard" Music Group

49 Music Sq. W., 37203
 Tel: **321-4250**
 Fax: (615) 321-2382
 Key Contact: Cindy Acuff, GM

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. • Board member, IEBA; member, CMA, ACM, IAAM, IAAPA, Leadership Music Alumni Committee



MICHAEL OMARTIAN
Senior Vice President of A&R/
Sound House Records

617 Bradley Ct., Franklin, TN 37069
 Tel: **373-1161**
 Fax: (615) 221-0075

E-Mail: soundhouse@msn.com
 Key Contact: Greg Feste, President
 With this company one year. Three-time

Grammy-winning pop/Christian/country producer whose recent productions have included projects for Vince Gill, Amy Grant, Gary Chapman, Helen Darling and others, along with MCA's multi-artist "Olympic Album 1996" and parts of Atlantic's "Maverick" soundtrack. Has produced Michael Bolton, Cher, Donna Summer, Rod Stewart, Christopher Cross, Whitney Houston and many others. Also a songwriter who co-wrote "She Works Hard For The Money" (Donna Summer), "When Love Finds You" (Vince Gill) and many other national hits. Has also recorded seven solo LPs. • Board of Governors, NARAS; member, Friends of Belmont School of Music • Golf, railroad buff



KERRY P. O'NEIL
Partner/O'Neil
Hagaman, A
Professional L.L.C.

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ROBERT K. OERMANN
Owner/R.K.O. Media Products

P.O. Box 120893, 37212
 Tel: **228-5721**

Fax: (615) 262-6816
 Dubbed "The Dean of Nashville's Music

Journalists" and "The Walking Encyclopedia of Music." Works in print, TV, radio and graphic arts. Seen weekly on "TNN Country News" and heard on the Canadian radio show "Today's Country." Oermann is the producer/writer of several TV shows, including the six-hour TBS documentary "America's Music." Writes weekly for "The Tennessean" and "Music Row" magazine and contributes regularly to "Music City News," "Twang" and others. Author of five books, including the award-winning "Finding Her Own Voice." Lecturer, photographer, music consultant, record archivist. Honors include a 1996 Nashville Area Music Award, 1994 ASCAP Deems Taylor Award and 1988 CMA Media Achievement Award. • Board of Directors, NARAS; member, CMA, NeA, GMA, Leadership Music, Summer Lights Programming Committee, Grammy Screening Committee. • Old movie buff,

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 news@musicrow.com

OATMAN PUBLISHING
 "Serving Music Row"



BARBARA ORBISON
President & Owner/Still Working Music/Barbara Orbison Productions
65 Music Sq. E., 37203
Tel: 321-9550
Fax: (615) 321-9553
Key Contact: Tanja

Crouch, General Manager

Has had production company for 11 years and publishing company for two years. Wife (since 1968) and Professional Manager (since 1986) of the late Roy Orbison. Coordinator and Executive Producer of "King Of Hearts," the multi-artist, multi-producer tribute album to Roy. Played the same role for the concert performance/album/film "Roy Orbison And Friends: A Black And White Night" before Roy's death. Currently working on his biography, which was begun by Roy. • Board of Directors, Bobby Brooks Foundation; Board of Trustees, Coalition For the Homeless; contributor, Rock & Roll Hall Of Fame; Corporate Sponsor, NSAI; member, BMI • Writing poetry and prose, collecting vintage cars, painting, tennis and photography



JAY ORR
Music Writer/ "Nashville Banner"
1100 Broadway, 37203
Tel: 259-8220
Fax: (615) 259-8260
E-Mail: nashville.banner@nashville.com
Key Contact: Eddie Jones, Editor; Michael

Gray, Entertainment Writer

Orr is a music scholar and enthusiast. Worked at the CMF and wrote for "Music Row" before moving to present job nearly seven years ago. • NARAS, CMA, Leadership Music

TOM OTERI

President/Co-Owner/OF Music, Inc.
204 Burgandy Hill Road, 37211
Tel: 333-2872 • Fax: (615) 327-9642
Key Contact: Peggy Bradley, Administration/ Co-Management



Michael Montgomery), "Overnight Male" (George Strait), "Americana" (Moe Bandy) and "Real Good, Feel Good Song" (Mel McDaniel). Oteri selects demos, pitches songs and co-manages Fagan and the group Phillybilly with Peggy Bradley. • Gourmet cooking, spoiling grandchildren, watching daughter Cheri on "Saturday Night Live"



GARY OVERTON
Executive Vice President & General Manager/EMI Music Publishing
35 Music Sq. E., 37203
Tel: 742-8081
Fax: (615) 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 Vice President 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: (615) 256-7779
Veteran TV producer Owens currently serves as Executive Producer

for the nationally syndicated daytime television program, "Crook & Chase," TNN's weeknight entertainment magazine, "TNN Country News" and the "TNN Music City News Country

This independent publishing operation was established 13 years ago with Rich Fagan as staff writer. Catalog hits include "Sold" ("Billboard's" 1995 Country Single of the Year), "Be My Baby Tonight" (John

Awards," as well as specials for CBS and Turner Broadcasting. • NATAS, NATPE, CMA, ACM



CHRIS PALMER
Vice President of Progressive Music/Warner/Reprise Nashville
20 Music Sq. E., 37203
Tel: 748-8000
Fax: (615) 214-1651
Key Contact: Jim Ed Norman, President

With company 11 years. Signs, develops and markets all non-country music for Warner/Reprise's Nashville Division, including Take 6, Mark O'Connor, Bela Fleck and the Flecktones and others. • Board member, NeA; member, Belmont University Alumni Advisor's Board, Leadership Music Alumni

LARRY PAREIGIS

Director National Promotion, Nashville/Almo Sounds

1904 Adelia Ave., 37212
Tel: 321-0820 • Fax: (615) 329-1018
E-Mail: larryalmo@aol.com
Key Contact: Juanita Duthie, Head of Administrations

With company since October, '95. Oversees promotion efforts for the label. • CRS Agenda Committee, Leadership Music • Reading, working out, going to movies, writing

CLAIRE PARR

Vice President, Contemporary Christian Music Division & Adult Contemporary Promotion/Curb Records

47 Music Sq. E., 37203
Tel: 321-5080 • Fax: (615) 321-0167
Key Contact: Dennis Hannon, Executive VP/GM
Oversees pop/AC and contemporary Christian artists. Formerly Director of Adult Music Programming for Geffen Records (1989-93) and Director of Jazz, Urban and AC for Enigma Records. • CMA, GMA, "Who's Who In American Business Leaders" • Horseback riding



WENDY SHAFFER PEARL
Director of Publicity & Artist Development/Asylum Records
1906 Acklen Ave., 37212
Tel: 292-7990
Fax: (615) 292-8219
Key Contact: Kyle

Lehning, Co-President

With company two years. Handles all media and PR for Asylum artists. • ACM, CMA



CHIP PEAY
Personal Manager/Chip Peay Entertainment, Inc.
1101 17th Ave. S., 37212
Tel: 321-0111
Fax: (615) 321-2112
Key Contact: Ashley

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EOE NEVER A FEE

Berry, Assistant

Formed own company in September, '95 to manage Alan Jackson. Peay was Ricky Skaggs' manager during Skaggs' breakthrough period. • Leadership Music Finance Committee, CMA, ACM

LYNN PENNINGTON

Vice President of Operations/ Step One Records

1300 Division St., 3rd Floor, 37203
Tel: 255-3009 • Fax: (615) 255-6282

Key Contact: Leslie Elliott, Accountant

With company 12 years. Oversees day-to-day operations. • Sports, outdoors, watching music awards shows



RAY PENNINGTON
President/

Step One Records

1300 Division St., 3rd Floor, 37203
Tel: 255-3009

Fax: (615) 255-6282

Established this successful internationally distributed independent

label 11 years ago and produces much of its roster, which includes Gene Watson, Western Flyer, Don Cox and Celinda Pink. • Lifetime member, CMA; member, BMI, AFM • Golf, farming, fishing, raising cattle and horses



WARREN PETERSON

Owner/Javelina Recording Studios

P.O. Box 120662, 37212

Tel: 320-5985

Fax: (615) 320-5750

Opened first room (19th Ave.) in 1987 and added second room in 1990. • Board member, NAPRS

1990. • Board member, NAPRS



C. DIANE PETTY
Senior Vice

President/Starstruck Writer's Group

P.O. Box 121996, 37212

Tel: 742-5162

Fax: (615) 256-8506

Key Contact: Cliff Williamson, General Manager

With company since January, '96. Oversees Starstruck Entertainment's Publishing Division, including the creative and administrative staff and the company's 16 exclusive writers. • Board member, NeA; member, Copyright Society of the South • Reading, swimming, knitting

DIXIE CARTER PINEDA

President/Trifecta Entertainment

209 10th Ave. S., #302, 37203

Tel: 254-3333 • Fax: (615) 254-5488

Key Contact: William Foushee, GM

Established company three years ago.



Specializes in marketing, PR and special promotions in many areas. Recent music-related projects include publicity direction and coordination for the George Dickel "Ain't Nothin' Better" Tours (country and rock and roll) and

the Fruit of the Loom Country Comfort Series. Current artist clients include Naomi Judd, Doug Stone, Emilio, Mark Collie, Michael English and Little Texas. • Publicity Chair, Mark Collie Race for Diabetes Cure and Operation Peace Endeavor; member, ACM, CMA, NARAS • Travel, horses



NEIL POND
Senior Entertainment Editor/"Country America"

1716 Locust St., Des Moines, IA 50309-3023

Tel: 515-284-3797

Fax: (515) 284-3035

Pond has been with this magazine since it started in 1989. He is responsible for coordinating the publication's coverage of country music celebrities and the entertainment industry. Before joining "Country America," he was Editor and Senior Writer at "Music City News" for 10 years. • Board of Directors, ACM; member, CMA

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NASHVILLE, TN 37203
615.327.1252



JIM ROONEY
Partner/Forerunner Music Group

1308 16th Ave. S., 37212
Tel: 385-2555
Fax: (615) 385-2611
Key Contact: Terrell Ketchum, President

Noted producer/engineer/publisher who has

worked with Hal Ketchum, Nanci Griffith, John Prine, Townes Van Zandt and Dave Mallett. Rooney has figured in the country and folk music scenes for more than 35 years. He managed Cambridge, Massachusetts' Club 47 when it showcased the likes of Joan Baez and was director and talent coordinator for the Newport Folk Festival during its James Taylor, Arlo Guthrie, Joni Mitchell days. Moved to Nashville in 1976, beginning a long association with Cowboy Jack Clement. • CMA, NSAI, NARAS



JOHN ROSE
Vice President of Sales/Capitol Nashville

3322 West End Ave.,
11th Floor, 37203
Tel: 269-2000

Fax: (615) 269-2057
Key Contact: Sheri Kennedy, Senior Sales

Coordinator

CMA, ACM • Plays mandolin, Dobro and guitar; history buff



DAVID ROSS
Publisher/Editor/ "Music Row" Publications, Inc.

1231 17th Ave. S.,
37212

Tel: 321-3617
Fax: (615) 329-0852
E-Mail: news@musicrow.com

Key Contact: Lisa Berg, Editorial; Jeff Smith, Marketing & Sales; Susana Ross, Administrator

Supervises, assigns, writes articles and coordinates production of the twice-monthly industry trade publication, "Music Row," which



DANNY SIMMONS

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he founded in 1981; also founded "RowFax," a weekly song pitching/inside news fax publication in mid-1993. Formerly singer, songwriter, arranger and performer for 10 years; attended Berklee College of Music. Graduate Wharton School, University of Pennsylvania. • Board of Directors, CMA, CMF; member, Leadership Music, Nashville Chamber of Commerce; Advisory Board, Leonard Bernstein Center for Education Through the Arts • Persian rug design, Tae Kwon Do, bicycling, web surfing

LISA ROY
Owner/Studio A Booking & Referral/Digital Atomics

1719 West End Ave., #800 East Penthouse,
37203

Tel: 320-9394 • Fax: (615) 320-0955
Key Contact: Roger Nichols & Milan Bogdan, Partners Digital Atomics

Formed company over a year ago to provide booking and referral services for studios, producers and engineers. Recent clients include Steely Dan, The Beach Boys, Liza Minelli, John Tesh, Paula Abdul and Peter Cetera. Also heads Digital Atomics, an archival and mastering service. • Consultant, Audio Technica & TEC Awards; member, NARAS, AES, CMA, NAPRS



RONNA RUBIN
Owner/Rubin Media

1227 17th Ave. S.,
37212

Tel: 320-5000
Fax: (615) 320-5551
Established this full-service media company in 1992. Current clients include Sawyer

Brown, Pam Tillis, Wade Hayes, Mac McAnally, Maura O'Connell and Robert Lee. Formerly publicist for Warner Bros. • CMA, NARAS, ACLU, NARAL, Country Music Cares



NANCY RUSSELL
President/FORCE

816 19th Ave. S.,
37203

Tel: 321-0999
Fax: (615) 321-9640
E-Mail: forceusa@ad.com
Key Contact: Lisa Wahnish and Janie

Osborne, Publicists

Heads this publicity company, which was established in Nashville last year. Clients include Trisha Yearwood, Travis Tritt, Brooks & Dunn, Lee Roy Parnell, Lari White, Alan Jackson, Junior Brown, The Mavericks, Tim McGraw, Kim Richey and Jo Dee Messina. Russell's professional aptitude is described in Lisa Gubernick's book on Trisha Yearwood, "Get Hot Or Go Home."

JOHNNY RUTENSCHROER
President/Alpine Records, Life Music Group, J.R. Sound Productions

2 Music Circle S., 37203
Tel: 259-4373 • Fax: (615) 259-0773



Key Contact: Rod Parkin, Professional Manager

Oversees all label and publishing operations and produces records. • CMA, ACM, NARAS, NeA, NSAI, AFM, NAIRD • Most sports, movies



BOB SAPORITI
Senior Vice President of Marketing/Warner/Reprise Nashville

20 Music Sq. E., 37203
Tel: 748-8000

Fax: (615) 214-1472
Key Contact: Jim Ed Norman, President

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. • CMA Board of Directors' International Advisor; Board member, Coalition for the Homeless; member, ACM, NARAS • Tennis, interactive gyrozorbaphile; avid snow village and globe collector



JOE SCAIFE
President/Cotton Eyed Joe Productions

1611 Horton St., 37212
Tel: 292-3753

Fax: (615) 297-1404
Key Contact: Jim Cotton, Partner; Charles Andrews,

Secretary/ Treasurer

Formed company 5 years ago. Has co-produced Billy Ray Cyrus and John & Audrey Wiggins with Cotton and currently produces Cooter Brown. • CMA, NARAS • Hunting, fishing, car racing



BUD SCHAETZLE
President/Imprint Records

209 10th Ave. S., #500,
37203

Tel: 244-9585
Fax: (615) 244-9586
Key Contact: Wayne Halper, CFO/VP Business Development

Co-founded with former Sony Nashville President Roy Wunsch publicly-traded Imprint Records in late '95, whose roster includes Gretchen Peters, Charlie Major and Bob Woodruff. Founder and former President of High Five Entertainment, where he created TV series, specials, music videos, concert tours and multi-media events, including "The Road," "At The Ryman," "The Women Of Country," "This Is Garth Brooks" and many others. • Board member, Country Music Retirement Center; member, CMA, ACM, WGA, DGA, ATAS, NARAS



JIM SCHERER
Vice President,
A&R/Arista Records
 7 Music Circle N.,
 37203
 Tel: **780-9100**
 Fax: (615) 780-9192
 Key Contact: Tim
 DuBois, President
 With company since

May, '95. Former six-year veteran and Senior Director, Creative Services for Sony Tree. • CMA, ACM, GMA, NARAS • Parenting, photography



STEVE SCHNUR
Vice President, Artist
Development/Arista
Records
 7 Music Circle N.,
 37203
 Tel: **780-9100**
 Fax: (615) 780-9143
 Key Contact: Tim
 DuBois, President

With Arista since 1993, but only in Nashville since October, '95. Responsible for alternative marketing, promotion and A&R. • NARAS, ACM, CMA, GMA • Running, mountain biking



PAT SCHOFFSTOLL
Vice President of
Administration/MCA
Records
 60 Music Sq. E., 37203
 Tel: **244-8944**
 Fax: (615) 880-7410
 Key Contact: Bruce
 Hinton, Chairman
 With label 12 years.

Handles finance, business affairs and office management. • Leadership Music • Gardening, landscaping, pets, reading, stamp collecting



THOM SCHUYLER
Senior Vice President
of A&R/RLG
 1 Music Circle N.,
 37203
 Tel: **313-4300**
 Fax: (615) 313-4303
 Key Contact: Joe
 Galante, Chairman
 With label 4 years.

Oversees Artist & Repertoire 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: (615) 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." Past and current production credits include Sawyer Brown, Steve Wariner, Russ Taff, Waylon Jennings, Earl Thomas Conley, Cactus Brothers, Earl Scruggs and others. Has had over one hundred major label cuts including six number ones and performed for a decade with the Earl Scruggs Revue. • Board of Governors, NARAS; member, CMA, NSAI, NeA, AFM, BMI, AFTRA



JUDY G. SEALE
Executive Vice
President/Refugee
Management
International
 209 10th Ave. S., #347,
 37203
 Tel: 256-6615
 Fax: (615) 256-6717
 E-Mail: jsrefugee

@aol.com

Key Contact: Stuart H. Dill, President

With company since December, 1990. Handles career management for Holly Dunn, The Forester Sisters, Emilio and Rick Orozco, 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 eight years. • Jogging, exercise, USO Tours



ED SEAY
Independent
Producer, Recording
Engineer, Publisher
 622 Hamilton Ave.,
 37203
 Tel: **256-0311**

Engineers and produces Collin Raye, Martina McBride, David Ball, Chely Wright, Ricochet and Davis Daniel. • Board of Governors, NARAS; member, ASCAP, AFM, CMA, AFTRA, Leadership Music Alumni • Tennis, travel

All entries are
cross-indexed by
job affiliation
SEE PAGES 87-102

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Sam Tritico
 president



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Yamaha 02-R

Who buys from Sam's Music?

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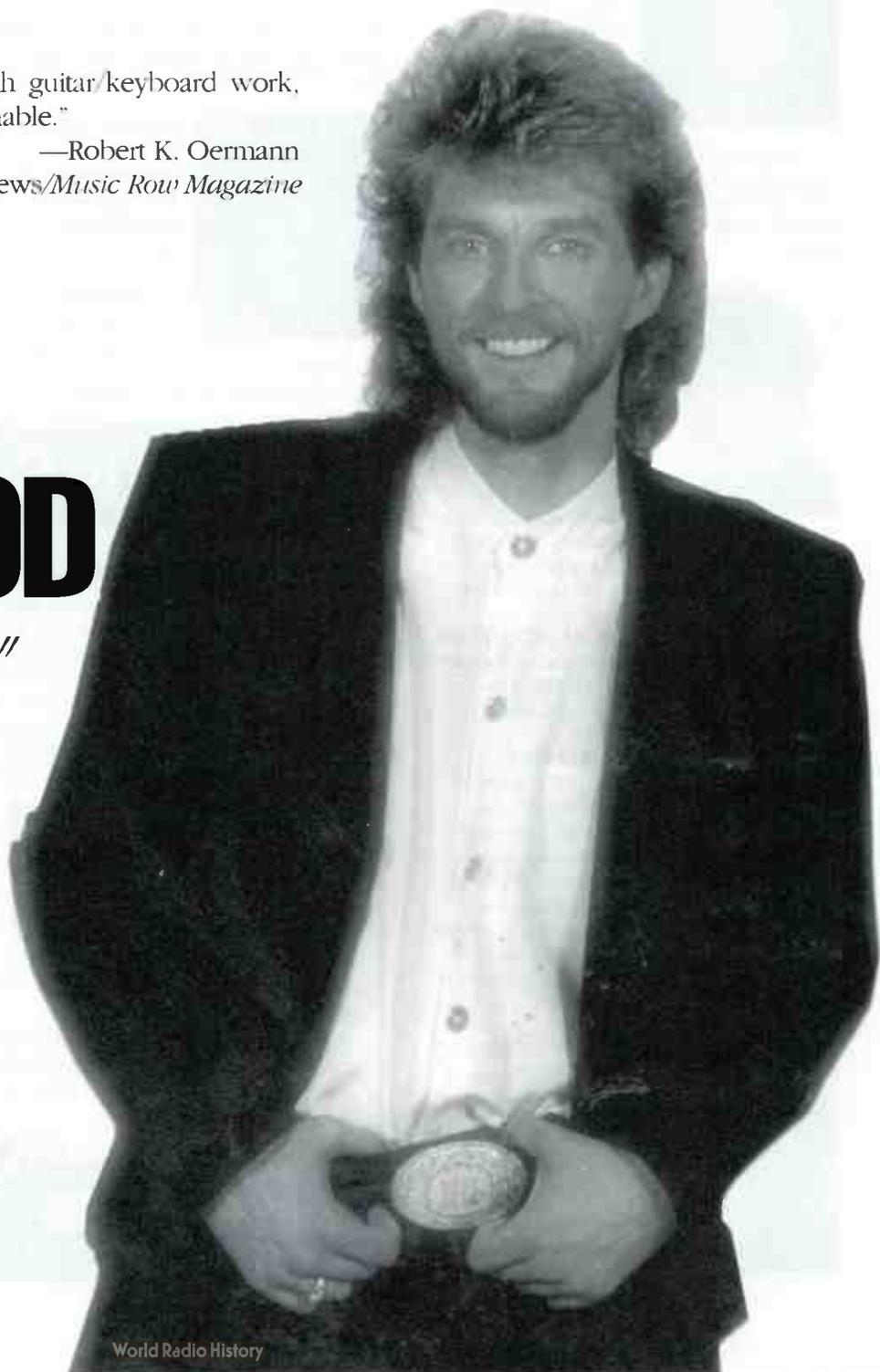
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 10530
 Tel: 914-328-9100
 Fax: (914) 328-0234
 Key Contact: Larry
 Solters, Scoop

Marketing Public Relations, L.A.

With company 7 years. SoundScan's point-of-sale tracking technology is the basis for "Billboard's" Album Sales charts. It has revolutionized marketing methods industrywide. • Running, biking, collecting wine



ALAN SHAPIRO
**General
 Manager/Giant
 Records**
 1514 South St., 37212
 Tel: 256-3110
 Fax: (615) 259-4011
 Key Contact: James
 Stroud, President

With company one year. Oversees daily operation of Giant/Nashville office. • Cooking, fishing



NANCY SHAPIRO
**National Field
 Director/NARAS**
 1017 16th Ave. S.,
 37212
 Tel: 327-8030
 Fax: (615) 321-3101
 Key Contact: Michael
 Greene,
 President/CEO

With organization 11 years, formerly as Executive Director. Provides overall management, branch expansion and development for chapters nationwide. Hers is a division of NARAS that awards the Grammys. • Board member, Leonard Bernstein Center, Nashville Visitor and Convention Bureau, Tennessee Film, Music & Entertainment Commission



JIM SHARP
**Owner & Publisher/
 "American
 Songwriter"/Jim
 Sharp Management**
 121 17th Ave. S.,
 37203
 Tel: 244-6065
 Fax: (615) 742-1123
 With "American

Songwriter" 10 years; has had management company for 3 years. Formerly headed the Nashville office of "CashBox" and worked at CBS and Monument Records. Handles Blake Shelton. • ACM, CMA, NSAI • Collecting records (for 35 years)

JIM SHEA
Video Director & Producer/Planet Nashville
 1315 16th Ave. S., 37212
 Tel: 386-9909 • Fax: (615) 386-9910
 Key Contact: Gaye Jeffers

Shea directed John Anderson's "Seminole Wind" and, more recently, his "Long Hard Lesson Learned" video, as well as John Prine's "Ain't Hurtin' Nobody" and many other pieces. He often acts as Director of Photography on his video projects and is an awarded still photographer as well.



HAROLD SHEDD
**President/A&M
 Records, Inc.**
 1222 16th Ave. S., 3rd
 Floor, 37212
 Tel: 329-4434
 Fax: (615) 329-8140
 Key Contact: Wes
 Vause, Director of
 Publicity

A&M recently acquired Polydor Nashville, where Shedd had served as President since its inception in April, 1994. He previously served as Senior Vice President of Creative for Mercury Nashville. Currently produces Amie Comeaux, Davis Daniel, Steve Maynard and Chely Wright. Before joining the PolyGram family over 7 years ago, Shedd distinguished himself as the independent producer of Glen Campbell, Mell Tillis and platinum acts Alabama and K.T. Oslin. Co-owns Music Mill recording studio and publishing companies. • CMA, ACM, NARAS, NSAI, Georgia Music Hall of Fame • Boating, golf



BRUCE SHINDLER
**Partner/Shindler-Turner
 & Associates, Inc.**
 903 18th Ave. S., 37212
 Tel: 327-0944
 Fax: (615) 329-2015
 E-Mail: stpromo@aol.com
 Key Contact: Susan
 Turner, Partner

Established company 6 years ago. Offers full-service record promotion for stations polled by "Radio & Records" and "Billboard." Previously promoted records for RCA, MTM, Mercury, Elektra/Asylum and Buddah. • CMA, ACM, NeA, PAC (Parents of Autistic Children) • Interested in music therapy and other types of therapies for special-need children



RICK SHIPP ✓
**Vice President & Co-
 Head of Operations/
 William Morris Agency**
 2100 W. End Ave.,
 #1000, 37203
 Tel: 963-3000
 Fax: (615) 963-3090
 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, Trisha Yearwood, Patty Loveless, Pam Tillis and many, many others. • Board of Directors, CMA • Golf

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LISA SHIVELY ✓
President/The Press Network, Inc.
1018 17th Ave. S., #1,
37212
Tel: **322-5445**
Fax: (615) 322-1293
E-Mail: pressnet1@aol.com

Has had PR firm for 11 years. Current clients include Dead Reckoning, Watermelon Records, E-Squared with Steve Earle & The Viceroy. • Hiking, camping



EVELYN SHRIVER ✓
Owner/Evelyn Shriver Public Relations
1313 16th Ave. S.,
37212
Tel: **383-1000**
Fax: (615) 383-1966
Key Contact: Jill Wylly,
Account Executive

Has had her own firm for 11 years. Current clients include Randy Travis, Willie Nelson, George Jones, Tammy Wynette, Toby Keith and others. Formerly Executive Vice President and General Manager for Lippin & Grant/New York and Senior Associate at Stone Associates and Rogers & Cowan. • Board member, CMA, EAR Foundation; member, Leadership Music



LYNN SHULTS
Vice President of Media Relations/Atlantic Records
1812 Broadway, 37203
Tel: **327-9394**
Fax: (615) 327-9405
Key Contact: Rick Blackburn, President

With label since November '94. Responsible for media campaigns, booking and coordinating major television and syndicated radio appearances and career development of Atlantic artists. Formerly Director of Country Operations for "Billboard" and Vice President of A&R for Capitol (1979-89). • CMA, CMF • Golf, spectator sports, reading, philosophy, demographics



SCOTT SIMAN
Senior Vice President/Sony Music Nashville
34 Music Sq. E., 37203
Tel: **742-5735**
Fax: (615) 742-5739
Key Contact: Paul Worley, Executive Vice President; Allen Butler,

Executive Vice President & General Manager
At this post since late 1993. Oversees the label's day-to-day operations and assists Worley with the creative projects. Prior to Sony, Scott spent 14 years as a partner in the entertainment law firm of Benson & Siman. Began his career in 1970 promoting concerts for Top

Talent, an agency founded by his father, Si Siman, one of the founding members of the CMA. He is a graduate of Vanderbilt University and the University of Missouri School of Law. • President, ACM; Board member, CMF, Leadership Music; member, Cystic Fibrosis Foundation • Golf, wing-walking



RAMONA E. SIMMONS
Director of International Artist Development/Arista Records
7 Music Circle N.,
37203
Tel: **780-9100**
Fax: (615) 780-9193

Key Contact: Tim DuBois, President
Joined company at its Nashville inception 7 years ago. Exploits Arista/Nashville acts worldwide. • ACM, CMA, SOURCE, CMA International Committee • Travel, entertaining, nature, photography



SONNY SIMMONS
President/Century II
523 Heather Place,
37204
Tel: **385-5700**
Fax: (615) 385-9992

Has had his talent agency for 37 years. • President, NATD; Board member, ICMBA; member, CMA, GMA, IAFE, SLA, Shriners • Water/snow skiing, reading, gardening



DAVID SKEPNER
President/Buckskin Company
209 10th Ave. S., #432,
37203
Tel: **259-2599**
Fax: (615) 255-6543

Has had management company 24 years. Manages the musical/comedy team Riders In The Sky, along with Wylie & The Wild West Show, Cimmaron and Darryl Worley. Formerly managed Loretta Lynn. • Chairman, Tennessee Film, Entertainment & Music Commission; Board member, USO; faculty member, Belmont College; member, ACM, CMA, NARAS, NeA • Golf, tennis, flying with Blue Angels



JOHNNY SLATE ✓
President & CEO/Affiliated Publishers, Inc. & IMAGE Management Group
27 Music Sq. E., 37203
Tel: **256-9850**
Fax: (615) 256-0900
Key Contact: Danny

Morrison and Janet W. Slate, Vice Presidents; Eddie Blount

With company 8 years. Oversees daily operations of API's 17 staff writers and IMAGE

Management, which represents Joe Diffie, Ty Herndon, Sons of the Desert, Ron Williams, Dusty Drake, The Marcy Brothers, Denny Carr and Sonny Burgess. Currently produces Diffie, Sons..., Drake, Williams, Burgess and The Marcy's. • CMA, ACM, NARAS, NMPA • Avid golfer



STACEY SLATE EASTERLING
Vice President of Publishing/Affiliated Publishers, Inc.
1009 16th Ave. S., 37212
Tel: **327-9050**
Fax: (615) 327-9035
Key Contact: Kent Earls, Prof. Manager

With company over 7 years. In charge of signing writers, pitching songs, demo production and PR for the company. Also an API staff songwriter. Recent catalog cuts include "I Like It, I Love It," "Bigger Than The Beatles," a Ford commercial and a couple of motion picture cuts. • ACM, CMA, NeA, NSAI • Photography, movies, teaching Sunday School, three kids



JON SMALL
Director and Founder/Picture Vision
209 10th Ave. S., #425,
37203
Tel: **244-2060**
Fax: (615) 244-2065
Key Contact: Andreina "Andi" Varagona,

Director of Sales

Has had company nearly 17 years. Directs and produces music videos, concerts, feature films and commercials.



CLAY SMITH
Senior Music Segment Producer/Entertainment Tonight
1207 17th Ave. S.,
#303, 37212
Tel: **327-4422**
Fax: (615) 327-1999

In this role for 13 years, Clay books and produces every music segment that airs on "Entertainment Tonight." • ACM, CMA, Writer's Guild of America • Watching films, reading fiction



GARY SMITH
Executive Vice President/"Pollstar"
4697 W. Jacquelyn Ave., Fresno, CA 93722
Tel: **209-271-7900**
Fax: (209) 271-7979
Key Contact: Gary Bongiovanni, President

Started this touring/booking trade publication 15 years ago. Responsible for project development, expansion and marketing. • Sports, photography



HAZEL SMITH ✓
**A&R Licensee/
 K-tel/Nashville**
 900 19th Ave. S.,
 #1006, 37212
 Tel: **321-3387**
 Fax: (615) 327-3057
 With company 18
 months. Clears songs
 for compilation albums
 and prospective CDs. Former co-manager of
 Dr. Hook. Smith is also a veteran columnist for
 "Country Music" magazine and is heard weekly on
 WFMS, Indianapolis, with her radio show, "Hazel's
 Hot Line." • CMA • Chasing younger men



LARRY SMITH
**Senior Director/
 "Performance"
 Magazine;
 President/Anvil
 Productions**
 24 Music Sq. W., #200,
 37203
 Tel: **259-3204**
 Fax: (615) 259-2427

Key Contact: Dick McVey
 Supervises talent, international, trans-
 portation, accommodations and special pro-
 jects divisions for the magazine. Anvil
 Productions is a consultancy business for man-
 agers, promoters, corporate sponsors and tal-
 ent. Previously produced the TV series
 "Backstage" and managed a number of acts. •
 SCUBA diving, boating



TERRY SMITH ✓
**President &
 CEO/Copyright
 Management, Inc.**
 1102 17th Ave. S., 4th
 Floor, 37212
 Tel: **327-1517**
 Fax: (615) 321-0652
 Smith specializes in
 copyright administra-

tion and is an expert in the licensing and roy-
 alty collection of copyrights. Oversees the com-
 pany's worldwide operations from its corporate
 office in Nashville and regional office in Los
 Angeles. Formerly VP and GM of Music
 Publishing for the Dr. Hook organization and a
 copyright administration consultant. • Delegate,
 United States Copyright Coalition; member,
 CMA, Copyright Society of the USA



JACKIE SOLOMON ✓
**Vice President and
 General Manager/
 Bizzy Music**
 209 10th Ave. S., #533,
 37203
 Tel: **244-0660**
 Fax: (615) 244-1836
 Key Contact: Jayme
 Calhoun, Office Mgr.

Oversees staff of three songwriters and
 plugs songs for this company established by
 Tony Brown in August, '95. • CMA • Acting



**ROBERT
 SOLOMON**
**President/
 Woodland Studios**
 1011 Woodland St.,
 37206
 Tel: **262-2222**
 Fax: (615) 262-5800
 Key Contact: Missy
 Smith, Studio

Manager
 With company six years; primarily respon-
 sible for engineering and production. • Board of
 Directors, NARAS • Making coffee, gardening



ROGER SOVINE ✓
Vice President/BMI
 10 Music Sq. E.,
 37203
 Tel: **401-2770**
 Fax: (615) 401-2707
 Key Contact: Del
 Bryant, Senior Vice
 President; Frances
 Preston, Chief

Executive Officer
 With BMI 11 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 commit-
 tee, NARAS; Trustee, CMF; charter organizer
 and lifetime member, NeA; member, Corporate
 Advisory Board, NSAI



**CLARENCE
 SPALDING** ✓
**President/
 Tittle/Spalding &
 Associates**
 900 Division St., 37203
 Tel: **255-1326**
 Fax: (615) 254-4267
 Key Contact: Bob Tittle

With company three
 years. Firm handles Brooks & Dunn and Kathy
 Mattea. Former VP at Moresse, Nanas, Shea. •
 Board of Directors, ACM • Reading, golf



**RICHARD
 M. SPEER**
**Chief Executive
 Officer/President/
 Speer Commun-
 ications, Ltd.**
 3201 Dickerson Pike,
 37207
 Tel: **650-6000**
 Fax: (615) 650-6273

Key Contact: Lisa Westerfield, Director of
 Corporate Communications
 Opened doors to this telecommunications
 firm in June, '95. Develops strategic direction
 for company. Its six divisions are MOR Music,
 The Music Shopping Network; Professional
 Video Services; Speer Entertainment; Speer
 Satellite Services; Speer New Media; and
 Speer Productions. Former Assistant to
 President of The Home Shopping Network.

Look for
Jeannene Johnson
 April 23
 502-842-3350
 e-mail: jwmiller@skn.net



BRYAN SWITZER
*Vice President/
General Manager/
Atlantic Records*
1812 Broadway, 37203
Tel: 327-9394

Fax: (615) 329-2008
Key Contact: Rick Blackburn, President

With company 6 years. Oversees day-to-day operation of label including media, creative services, artist development, sales and promotion departments. • Board of Directors, CRB, Leadership Music; member, CMA, ACM, NARAS • Golf, horses, flying



JANA TALBOT
*General Manager/
Talbot Music Group*
2 Music Circle S., 37203
Tel: 244-6200

Fax: (615) 254-8860
Key Contact: Joe Talbot, President

With this company 12 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: (615) 254-8860
Key Contact: Jana Talbot, General Manager

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: (615) 321-0756
Key Contact: Lou Johnson, Studio Manager

Has had studio 11 years. Oversees operation, seeks out and produces new artists. • NeA, NARAS, NAPRS • Movies, outdoors, dining



VIRGINIA TEAM
*Owner & Art
Director/Team
Design, Inc.*
1414 17th Ave. S., 37212
Tel: 298-3533
Fax: (615) 269-8686
Key Contact: Mark Medlin, Business Manager

Has had company nearly 10 years. Oversees staff of eight; directs photo sessions, design, production, color separation and printing of CD, video and cassette packaging, along with posters and point-of-purchase materials. • NARAS, CMA • Gardening, clearing land, making trails



ELIZABETH THIELS
*President/
Network Ink*
1101 18th Ave. S., 37212
Tel: 320-5727
Fax: (615) 321-4569
E-Mail: networkink@aol.com
Key Contact: Ellen Pryor and Paula

Batson, Vice Presidents
Formed this full-service PR firm 16 years ago. Current clients include Wynonna, Sammy Kershaw, John Michael Montgomery, Clay Walker, Neal McCoy, Mark O'Connor, Tracy Nelson, Alejandro Escovedo, along with several companies and organizations. • Advisory Council, W.O. Smith Community Music School; member, CMA, ACM, NARAS, Leadership Music



KEITH THOMAS
*President/Owner/
Bennett House/
Yellow Elephant
Music*
134 Fourth Ave. N.,
Franklin, TN 37064
Tel: 790-8696
Fax: (615) 790-9034
Key Contact: Daryl

Bush, Business Manager
With this premier studio complex for 11 years. Produces records, writes and publishes songs. Current production clients include Amy Grant, Vanessa Williams, Puff Johnson, Michael Bolton, Expose, Regina Belle. • Photography, gentleman farmer, little league baseball



LANA THRASHER
*Vice President/Major
Bob Music Co., Inc.*
1109 17th Ave. S.,
37212
Tel: 329-4150

Fax: (615) 329-1021
With company 7 years. Oversees creative and business

aspects of publishing company, whose writing staff includes Garth Brooks, Bobby Wood, Mark Luna, Buddy Mondlock, Larry Bastian and husband Neil. • CMA, ACM, NeA



BOB TITTLE
*Owner/
Tittle/Spalding &
Associates*
900 Division St., 37203
Tel: 255-1326
Fax: (615) 254-4267
Key Contact: Clarence Spalding, President; Brenna Davenport-

Leigh
Manages Brooks & Dunn and Kathy Mattea. • CMA, NAPM



STEVE TOLIN
*President/Publisher/
"The Official Country
Music Directory"*
P.O. Box 7000,
Rancho Mirage, CA
92270
Tel: 619-773-0995
Fax: (619) 773-9812
E-Mail: cntrypub

@aol.com
Key Contact: Mark Smith, Nashville Advertising Manager; Patricia Curry, Editorial Director

A publisher for 26 years. Company publishes "The Official Country Music Directory," "Academy of Country Music Awards Program," "Talent and Booking," "Country Business Fairs & Festivals Fax" and "Country Business Fax." • ACM, CMA, NARAS, NeA, IAAM, WFA, NAMM, IAFE

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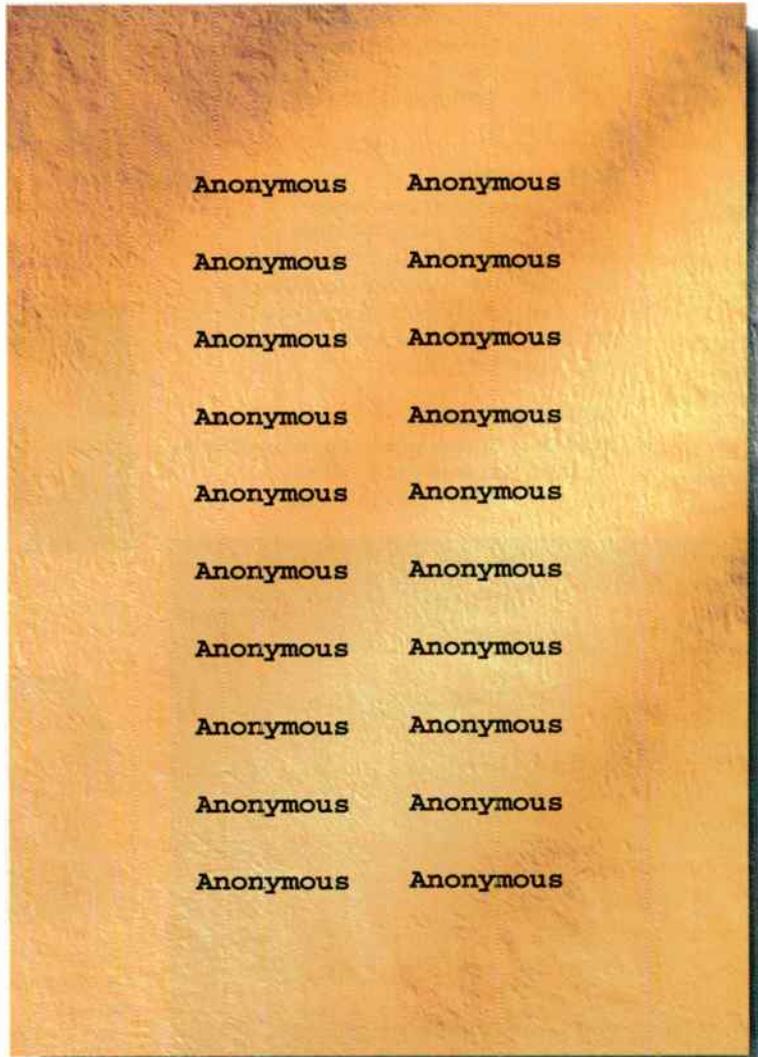
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BEAU TUCKER

President/Tanya Tucker, Inc.
5200 Maryland Way, #202, Brentwood, TN 37027
Tel: 371-8262 • Fax: (615) 373-1431
Manages daughter, Tanya Tucker • CMA



DALE TURNER
Vice President/
RLG/BNA Records
1 Music Circle N.,
37203
Tel: 780-4400
Fax: (615) 780-4464
Key Contact: Randy Goodman, Senior Vice President, RCA

Record Label Group

With company 12 years. Oversees all label functions for this division of RCA Record Label Group. • CMA, ACM, Leadership Music



JUDI TURNER
Owner/Turner & Company
1018 17th Ave. S., #6,
37212
Tel: 327-1274
Fax: (615) 322-9462
Key Contact: Laura Charlton, Publicist
Handles PR and

artist development for clients who include Shenandoah, Lonestar, Lisa Stewart, Maypop Music, Bill Gaither, producer Byron Gallimore

and Froehlig Music. • T.J. Martell Publicity Committee, City of Hope, Leadership Music, NARAS



SUSAN TURNER
Owner/Shindler-Turner & Associates
903 18th Ave. S., 37212
Tel: 327-0944
Fax: (615) 329-2015
E-Mail: stprom@
aol.com
Key Contact: Bruce Shindler, Owner

With this full-service promotion company 6 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, Golden. • CMA, ACM, CRB Agenda Committee • Fly fishing, antiques

JOHN UNGER ✓
Personal Manager/Judd House

P.O. Box 1207, Franklin, TN 37065
Tel: 790-8300 • Fax: (615) 790-8222
Key Contact: Mike McGrath, Tour Manager
Former entertainment attorney who now handles the personal management of Wynonna Judd. • Leadership Music

MICHAEL VADEN ✓
Director of Entertainment Services/Williams, Crosslin, Sparks & Vaden, CPAs
1801 West End Ave., #1625, 37203



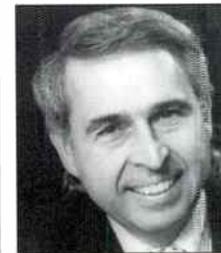
Tel: 320-5500
Fax: (615) 254-9067
Key Contact: Dell Crosslin, Head Director
A 21-year music industry specialist, Vaden provides financial management, tax expertise, royalty examinations/analyses and accounting services. • Leadership Music



KEN VAN DURAND
Vice President, National Promotion/RLG/BNA
1 Music Circle N.,
37203
Tel: 780-4400
Fax: (615) 780-4475
Key Contact: Tony Benken, Promotion

Coordinator

With the BMG family of record companies for 18 years. Now oversees record promotion department. • Reading fiction, running, Nautilus



JIM VAN HOOK
President/CEO/ Brentwood Music
One Maryland Farms,
Brentwood, TN 37027
Tel: 373-3950
Fax: (615) 221-3351
Key Contact: Don Noes, Vice President Sales & Marketing

Formed this wide-reaching Contemporary Christian recording, promotion and marketing firm in 1981. • President, CMPA • Golf



WESLEY VAUSE
Director of Media Relations/A&M Records
1222 16th Ave. S., 3rd Floor, 37212
Tel: 329-4434
Fax: (615) 329-8140
With company (formerly Polydor) since its

inception two years ago. Sets overall media campaigns for A&M country artists and secures publicity for artists and label, whose roster includes Toby Keith, Chely Wright, The Moffatts and Mark Luna. Formerly worked at Evelyn Shriver PR. • Board member, Belmont University Music Business Alumni • Spends free time chasing Hazel Smith



WILLIAM VELEZ
President/COO/ SESAC, Inc.
55 Music Sq. E., 37203
Tel: 320-0055
Fax: (615) 329-9627
E-Mail: sesac1@nashville.net
Key Contact: Crystal Caviness, Manager,

Corporate Relations

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With company three years. Oversees operations of this performance rights organization. • President, American Latin Music Assn., NARAS Grammy Steering Committee



GARRY VELLETRI
Senior Vice President/Bug Music
1026 16th Ave. S., 37212
Tel: 726-0782
Fax: (615) 726-0784
Key Contact: Dave Durocher, Director of Creative Services;

John Allen, Creative Manager

Has headed the Nashville division of this international publishing/administration conglomerate for 11 years. Pitches songs, signs writers and handles writer relations. • CMA



RANDY WACHTLER
President/615 Music Productions, Inc.
1030 16th Ave. S., 37212
Tel: 244-6515
Fax: (615) 242-2455
Key Contact: Michelle Baggett, Vice President of Operations

With company 11 years. Supervises the writing and production of national and local network, cable, TV show themes. Recent work includes NBC-TV "Monday Night Movies," ABC Sports theme for '96, A&E Network's "Biography," "Ancient Mysteries" and "Voyages" series, along with numerous local productions. Firm has won numerous awards including a Clio, ADDYs and EMMYs. • Board member, Professional Marketers in the Electronic Media (PROMAX), NATAS; member, NAF, AFM, AFTRA, ASCAP, NeA • Riding his Harley-Davidson, working out, golf, tennis



TERRY WAKEFIELD
Creative Director/Little Big Town Music
803 18th Ave. S., 37203
Tel: 321-5286
Fax: (615) 329-4128
Key Contact: Woody Bomar, President

With company two years. Pitches songs and works with staff writers, which include Bob DiPiero, John Scott Sherrill, Dennis Robbins and many others. • Volkswagen enthusiast, exercise, rollerblading



PHIL WALDEN
President/Capricorn Records
2205 State St., 37203
Tel: 320-8470
Fax: (615) 320-8476
One of the legends behind the rise and success of Southern rock, Walden extended

record deals to the Allman Brothers and Marshall Tucker Band. Discovered and managed Otis Redding. Founded Capricorn in 1969. Roster includes Widespread Panic, 311, Sonia Dada and many other alternative acts. • NARAS, CMA, ACM, "Who's Who In America"



JEFF WALKER
President/AristoMedia/Marco Music Group
1620 16th Ave. S., 37212
Tel: 269-7071
Fax: (615) 269-0131
Key Contact: Craig Bann, Vice President of

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 also include Jeff Walker & Associates, Inc. (management) and The Goodland Group (publishing). Currently serves as Chairman of the CMA/"Ad Age" Committee presenting the "Marketing With Country" music conference in May, '96. • Board member, CMA, CRB, Leadership Music, NARAS; member, NeA, ASCAP, AFM, ACM, GMA, CCMA • 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: rustywalk@aol.com

Has had company 12 years. One of the most powerful consultants in country radio.



TRISHA WALKER-CUNNINGHAM
President/TWI—Trisha Walker International
P.O. Box 120211, 37212
Tel: 269-0856
Fax: (615) 297-5280

International festival and tour producer who works with promoters in more than 16 countries and has promoted country artists overseas for 18 years. Represents major European festivals including events in Gstaad (Switzerland), Stuttgart (Germany) and Mrogowo (Poland). Works closely with major labels. Coordinated first European tours for Travis Tritt, Trisha Yearwood, David Ball, Collin Raye, Brooks & Dunn and many others. • CMA, Leadership Music, Chamber of Commerce • Travel, journalism, animal rights, home decorating, cooking



MARGARET ANN WARNER
Owner/Margaret Ann Warner Public Relations
3401 West End Ave., #180, 37203
Tel: 292-3372
Fax: (615) 292-3474
Formed this public

relations company 11 years ago. Represents songwriters and other clients who work in broadcasting, music publishing, video syndication, acoustical design and other areas of the entertainment industry. • Board Chairman, NAF; Board member, NSAI, Nashville Symphony, American Lung Assn.; member, AWRT, CMA, NeA, NATAS, NARAS, BPMEA, NEJA, SOURCE, Chamber of Commerce • Tennis



GENE WEED
Senior Vice President, 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 16 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." • Board member, ACM; member, AFTRA/SAG DGA, CMA



DAVE WEIGAND
Vice President of Sales & Marketing/MCA Nashville
60 Music Sq. E., 37203
Tel: 244-8944
Fax: (615) 880-7415
With company 14 years. Oversees sales and marketing aspects for label. • Golf, University of Kentucky basketball

for label. • Golf, University of Kentucky basketball

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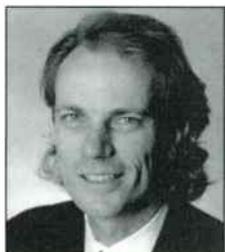
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(615) 329-1837 • Fax (615) 327-3359



E.W. 'BUD' WENDELL
President & Chief Executive Officer/ Gaylord Entertainment Company
2804 Opryland Drive, 37214
Tel: **889-9005**
Fax: (615) 871-5755

Key Contact: Alan Hall, Vice President/Corporate Communications

Started working in a division of WSM, Inc. in 1950. Wendell now controls the most significant music complex in Nashville. It evolved from WSM Radio and the Grand Ole Opry. Today, the company also includes TNN, CMT, CMT International, Z Music, Opryland USA (theme park), Opryland Hotel, Opryland Music Group (which, in turn, houses the Acuff-Rose catalogs), the General Jackson showboat, the Ryman Auditorium, the Wildhorse Saloon, Gaylord Syndicom and the Opryland River Taxis. Through the Opry, Gaylord also co-sponsors Fan Fair. The company also has television stations in Houston, Dallas/Fort Worth and Seattle/Tacoma, plus radio stations in Nashville and Oklahoma City. When it's all added up, Wendell is probably the single most powerful figure in country music. • Nat'l Executive Board Member, Boy Scouts of America; Board of Advisors, Belmont College; Board of Directors, CMA, Third National Bank, St. Thomas Hospital.



STEVE WEST
President/328 Performance Hall/ Go West Presents
328 4th Ave. S., 37201
Tel: **256-6151**
Fax: (615) 244-6565

Has run 328 Performance Hall, a busy Nashville show-case club, for 6 years. Buys talent and produces concerts. • Executive Producer and Chairman, Nashville Music Awards; Chariman, NeA; Board of Directors, Leadership Music • Sports, reading, entertainment history



JACK WESTON
Vice President of Promotion & Artist Development/Arista Records
7 Music Circle N., 37203
Tel: **780-9100**
Fax: (615) 780-9191
Key Contact: Tim

DuBois, President; Mike Dungan, Senior Vice President of Marketing & Sales

Formerly a top executive at RCA/Nashville, the straight-talking Weston segued to Arista in December, 1993. Past President of NARAS. • Board member, Leadership Music; member, CMA, ACM • Boating, travel, public speaking

JIM WHITE
Owner/Nashville Cartage & Sound/ Sunset Studio

3630 Redmon St., 37209
Tel: **386-3700** • Fax: (615) 386-3077
E-Mail: jwhitencs@aol.com
Key Contact: Scott Tiniis, General Manager
Has owned this cartage company, which now houses a TV/motion picture soundstage, storage and rehearsal facilities, for 11 years. Recent clients have included Mark Knopfler, Garth Brooks, Neil Diamond, Peter Frampton, Brooks & Dunn, Wynonna, Carman, The Mavericks and others. • CMA, NeA • Collecting Disneyana



BRIAN WILLIAMS
Vice President, Director Music/Private Banking/SunTrust Bank, Nashville Group
1025 16th Ave. S., #101, 37212
Tel: **748-4451**
Fax: (615) 327-3602

Key Contact: Karen Clark, Vice President
With bank 13 years. Manages music industry division; oversees loans and depository services for the entertainment industry. • Chairman, EAR Foundation; Board of Governors & Treasurer, NARAS; Board Member & Treasurer, Leadership Music; Board Member, W.O. Smith Community Music School; Advisory Board, NSAI • Boating



DAN WILLIAMS
Owner & President/Dan Williams Music
2806 Azalea Place, 37204
Tel: **383-8500**
Fax: (615) 297-7319
Key Contact: Michael Stewart, Talent

Coordinator
With company 12 years. Multiple award-winning composer and producer of radio and TV commercials. Composed themes for Red Lobster ("The Seafood Lover In You"), Taco Bell ("Run For The Border"), Clorox ("Momma's Got The Magic"), Mazda ("Passion For The Road"), Folger's (featuring Randy Travis), 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

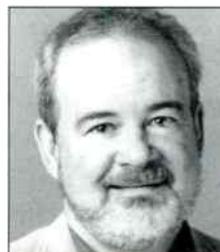
HANK WILLIAMS
Manager/Master Mix
1808 Division St., 37203
Tel: **321-5970** • Fax: (615) 321-0764

Oversees this long-standing mastering facility.



JODY WILLIAMS
President/MCA Music Publishing, Nashville
1114 17th Ave. S., #205, 37212
Tel: **327-4622**
Fax: (615) 320-7639
Key Contact: Steve Day, Vice President/ General Manager

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. • Board member, Cystic Fibrosis Foundation; member, CMA, ACM, NARAS, GMA • Golf, kids



CLIFF WILLIAMSON
Chief Operating Officer/Starstruck Entertainment
P.O. Box 121996, 37212
Tel: **742-8835**
Fax: (615) 256-8506
E-Mail: echota

@msn.com
With company 3 years, formerly as GM of Writers Group. Now oversees the day-to-day operation of entire company. Formerly with Maypop Music. • CMA, NSAI, NARAS, Red Cross Disaster Evaluation Team • Ham radio (N4VPC), computer programming

DAN WILSON
Vice President of Creative Services/ Sony Tree

8 Music Square W., 37203
Tel: **726-8300** • Fax: (615) 244-4149
With Tree 20 years. Oversees writer signings, song pitching and talent development. • CMA, NARAS, NSAI • Outdoors, boating



MIKE WILSON
Vice President of National Promotion/ RLG/RCA
1 Music Circle N., 37203
Tel: **664-1295**
Fax: (615) 664-1276
Key Contact: Patti Olsen, Director of

National Promotion
Oversees entire national promotion staff. • CMA, ACM • Water skiing, softball, golf



NORRO WILSON
Owner/NW Productions
813 18th Ave. S., 37203
Tel: **327-4266**
Fax: (615) 329-0454
Key Contact: Maggie Ward, Assistant

Renowned songwriter and producer who currently produces Sammy Kershaw, George Jones, Mindy McCready,

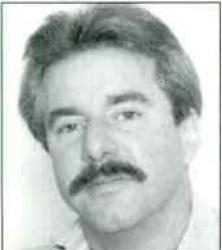
Keith Gattis. Has won 38 BMI awards as a writer ("The Most Beautiful Girl In The World," "A Very Special Love Song," "The Grand Tour" to name a few) and has amassed 27 number one awards as a producer (for artists like Joe Stampley, John Anderson, Gary Morris, Janie Fricke, Charly McClain, Charley Pride, Mickey Gilley and others). Former songplugger for Al Gallico Publishing, A&R executive for Warner Bros. and CEO of Merit Music. • CMA, NSAI • Boating



WALT WILSON
Executive Vice President & General Manager/Capitol Nashville

3322 West End Ave.,
11th Floor, 37203
Tel: 269-2000
Fax: (615) 269-2057

With the label since May, '95. Oversees all areas of the label except A&R. Previously Senior Vice President of Sales and Marketing at MCA Nashville. • CMA, ACM, Leadership Music



TIM WIPERMAN
Executive Vice President/Executive General Manager/Warner/Chappell Music

21 Music Sq. E., 37203
Tel: 254-8777
Fax: (615) 726-1353

With company 21 years. Wiperman 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, Special Olympics, Copyright Society of the South; Trustee, Tenn. State University Foundation; Treasurer, CMF; member, Nashville Committee on Foreign Affairs, Leadership Nashville, Leadership Music



DAN WOJCIK
President/Entertainment Artists, Inc.

819 18th Ave. S.,
37203
Tel: 320-7041
Fax: (615) 320-0856
Key Contact: Bobby Bessone, Vice President

Formed this booking agency 11 years ago. Current clients include Steve Azar, David Allan Coe, Earl Thomas Conley, Kentucky HeadHunters, Gary Stewart and others. • ACM, CMA, Grammy Committee • Golf



LEONARD WOLF
President/Wolf Music

209 10th Ave. S., #434,
37212
Tel: 254-4828
Fax: (615) 254-4884
Key Contact: Vince Barranco, Studio Mgr.
Formed company

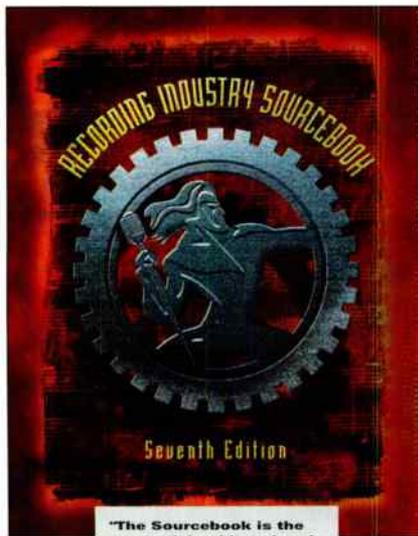
over 4 years ago. Composes, produces and designs sound for TV, radio, film and new media. Clients include HBO, Pizza Hut, HCA/Columbia, TNN, CMT and many others. • BMI, NATAS, NFVA, Nature Conservancy, Friends of Walden's Puddle, Wilderness Society, Save The Manatee Club • Plays keys in Jonathan Yudkin's Chain Smoking Altarboys



GERRY WOOD
Chief Correspondent/"Country Weekly"

1225 17th Ave. S., 37212
Tel: 327-9500
Fax: (615) 322-9179
Key Contact: Roger Capettini, Executive Editor

With company two years. Wood is the point man for the Nashville bureau of this widely-distributed consumer magazine owned by America Media, Inc. Conceptualizes, researches and writes stories. Formerly Editor-in-Chief and Country Editor for "Billboard," Editor of "Nashville" magazine and Special Correspondent to "People." Author of "The Grand Ole Opry Presents The Year In Country Music" (1996) and commentator on E! Entertainment TV's pre-CMA show, Wood also recently received SESAC's International Journalistic Achievement Award. • CMA, "Who's Who In America" • Sailing, skiing, riding trains



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ERV WOOLSEY
Chief Executive Officer/The Erv Woolsey Company
1000 18th Ave. S.,
37212
Tel: 329-2402
Fax: (615) 327-4917
Key Contact: Dottie Hagey, Executive

Assistant

Manages George Strait, Clay Walker, Aaron Barker and Bobbie Cryner. • ACM, CMA



PAUL WORLEY
Executive Vice President/Sony Music
34 Music Sq. E., 37203
Tel: 742-4321

Fax: (615) 742-5739
Key Contact: Allen Butler, Executive Vice President & General

Manager; Scott Siman, Senior Vice President

A noted Nashville record producer for 15 years, Worley has been a chief executive at Sony Music for the last two-and-a-half years. He currently produces Collin Raye, Martina McBride, Ron Wallace and Stephanie Bentley. Prior to this appointment, he was Vice President at Sony Tree. • Chairman, Nashville Music Awards; Honorary Chariman, Music City Tennis Invitational; Board of Governors, NARAS



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MARK WRIGHT
Senior Vice President/Head of A&R/Decca Records
60 Music Sq. E., 37203
Tel: 244-8944
Fax: (615) 242-2717
Key Contact: Shelia Shipley Biddy, Senior Vice President &

General Manager; Frank Liddell, Director of A&R

Assumed this post with the revitalization of Decca in late 1993. Accomplished songwriter ("Goin' Through the Big D," "Your Love Is a Miracle") and producer responsible for shaping the sound of Mark Chesnutt's first four LPs. • Board of Trustees, Belmont University; member, NARAS, NSAI, BMI, NeA, Tennessee Film, Entertainment & Music Commission



ROY WUNSCH
Chairman/CEO/Imprint Records
209 10th Ave. S., #500,
37203

Tel: 244-9585
Fax: (615) 244-9586
Key Contact: Bud Schaeztle, President

Formed company in August, '95. Oversees operations of this publicly-traded label and its roster, which includes Gretchen Peters, Bob Woodruff, Charlie Major, Al Anderson and Jeff Wood. Former 30-year CBS/Sony staffer and President of Sony Music Nashville from 1990-94. • Board member, Alive Hospice; Trustee, CMF • Tennis



JAMES YELICH
President & Owner/Chief Talent Corporation
33 Music Sq. W.,
#102-B, 37203
Tel: 256-7101
Fax: (615) 256-4879
Key Contact: Andy Barton, Agent

Yelich started this booking agency 4 years ago. Firm books dates for Alan Jackson, Merle Haggard, Bellamy Brothers, Charlie Major, George Ducas and others. • CMA, ACM, IAFE • Golf, real estate



BILL YOUNG
President/Bill Young Productions
750 Park Two Dr.,
Sugarland, TX 77478
Tel: 713-240-7400
Fax: (713) 240-7440
Key Contact: Mike McBath, Vice President/Producer

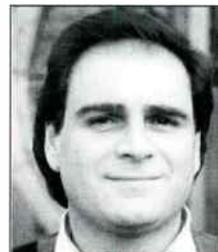
Has owned company 15 years. Firm is involved in the production of music videos, concert broadcasts and television programs. Also involved in creating tour spots for TV, print and radio. • CMA, ACM, MVA • Bill's voice is heard nationally on many music industry commercials



BOBBY YOUNG
Vice President of Promotion & Artist Development/River North Nashville
1207 17th Ave. S.,
#103, 37212
Tel: 327-0770
Fax: (615) 327-0011
Key Contact: Ed

Mascolo, Vice President/General Manager

With company two years. Plans and coordinates marketing and promotion campaigns; directs label and indie promotion staffs; investigates alternative promotion/marketing methods. Formerly VP of National Country Promotion at Mercury. • Riding my 1947 Harley-Davidson



RUSS ZAVITSON
President/Magna Sound

1710 Roy Acuff Place,
37203

Tel: 254-5925
Fax: (615) 244-5928
Key Contact: Lisa Ramsey, Professional Manager; Kimberly

Keen, Studio Manager

Zavitson, who has been with the complex 9 years, oversees day-to-day operation of all companies, which include Music Mill Studio and Millhouse/Sheddhouse Music. • BMI, CMA, NARAS



DAVID ZIMMERMAN
Writer/"USA Today"
1419 Acklen Ave.,
37212

Tel: 385-2010
Key Contact: Steve Jones, Show Editor (703-276-3436)

With company 11 years. Writes about artists and music industry; writes pieces on visual arts and general entertainment coverage. Former CMA Journalist of the Year. • Art



JIM ZUMWALT
Senior Partner/ Zumwalt, Almon & Hayes

1014 16th Ave. S.,
37212
Tel: 256-7200
Fax: (615) 256-7106
Key Contact: Marlena McClure, Executive

Assistant

Founded this prestigious law firm, which numbers clients inside and outside of the Nashville music circles, in 1975. • Board member, Leadership Music, NeA; Forum Committee For Entertainment Law, ABA, CMA, TBA, NBA, NARAS • Tennis

LABEL-STAFF APPENDIX

A&M RECORDS

Phone: 329-4434

1222 16th Ave. S., Third Floor, 37212

Harold Shedd, President

Joyce Triplett, Executive Administrator

Larry Milam, National Director of Sales & Marketing

Dawn Medley, Sales and Marketing Coordinator

Sam Cerami, V. P. of National Country Promotion

Randy Cudd, National Director of Promotion

Lisa Senfleben, Regional Promotion

Manager/Southwest

Lee Durham, Regional Promotion

Manager/Southeast

Michael Moore, Regional Promotion Manager/West

J.R. Hughes, Regional Promotion Manager/Northeast

Don Demumbrum, Promotion Assistant

Larry Shell, Director of A&R

Shannon Finnegan, A&R Coordinator

Wes Vause, Director of Publicity

Sloan Shore, Media Relations Assistant

Terri Pulley, Director of Product Management

Angie Acker, Product Management Assistant

Danny Bess, Director of Operations

Hillary New, Receptionist

ARTISTS: 4 Runner, Arnie Comeaux, Jeff Copley, Davis Daniel, Toby Keith, Mark Luna, Steve Maynard, The Moffatts, Shane Sutton, Tim Wilson, Chely Wright

ALMO SOUNDS

Phone: 321-0820

1904 Adelia Ave., 37212

Garth Fundis, Director, Nashville Operations

Juanita Duthie, Head of Administration

Larry Pareigis, National Promotions/Nashville

Cassandra Tynes, Promotion Coordinator

Rick Kelly, Radio Service Rep/Midwest-Northeast

Theresa Durst, Radio Service Rep/Southeast

Mark Janese, Radio Service Rep/West Coast

Jan Grimsley, Radio Service Rep/Southwest

ARTIST: Paul Jefferson

AMERICAN HARVEST RECORDING SOCIETY

Phone: (505) 425-5188

**P.O. Box 68, Las Vegas, New Mexico
87701**

Robert John Jones

ARTISTS: Vern Gosdin, Don Williams

ARISTA RECORDS NASHVILLE/ CAREER RECORDS

Phone: 780-9100

7 Music Circle N., 37203

Arista Records

Tim DuBois, President

Mike Dungan, Senior V.P., Sales & Marketing

Jack Weston, V.P., Promotion & Artist Development

Maude Gilman, Vice President, Creative Services

Fletcher Foster, V.P., Artist Development & Media
Marketing

Jim Scherer, Vice President, A&R

Steve Schnur, Vice President, Artist Development

Bobby Kraig, Senior Director, National Promotion

Linda Engbrenghof, Director, Sales & Marketing
(Eastern Region)

Kevin Erickson, Director, Field Promotion

Susan Heard, Director, Production

David Macias, Director, Sales & Marketing

(Western Region)

Mike Owens, Director, Regional Promotion, S.E.

Sherod Robertson, Director, Finance

Ramona Simmons, Director, International Artist
Development

Steve Williams, Director, A&R

Vanessa Adair, Manager, Media & Publicity

Teddi Bonadies, Manager, Regional Promotion
Northeast (Washington D.C.)

Cheri Cranford, Manager, Office Services

Dave Dame, Manager, Regional Promotion
Mid-West (Chicago)

Rhonda Forlaw, Manager, Media & Publicity

Lori Hartigan, Manager, Regional Promotion
West Coast (Los Angeles)

Debra Markland, Manager, Marketing &
Product Development

Scott Rattray, Manager, Film & Video

Ken Rush, Manager, Regional Promotion
Southwest (Dallas)

Cary Ryan, Manager, Distribution & Manufacturing

Lynn Waggoner, Manager, Regional Promotion
Mid-South

S. Wade Hunt, Designer

Sheryl Chancellor, Marketing Coordinator

Robby Clinton, Coordinator, Finance

Scott Cosby, Promotion Coordinator

Athena Fortenberry, Media/Marketing Specialist

Matt Galvin, Administrative Assistant, Office Services

Dottie Hahn, Executive Assistant, Sales & Marketing

Cheryl Horkoff, Coordinator, Production

Mindi McCormick, A&R Administration Assistant

Tyler Morehead, Mailroom Assistant

Candace Nuyens, Coordinator, Production/A&R
Administration

Tom Kouchoukos, Coordinator, Artist Development

Jay Krenson, Marketing Specialist

Kerri Pauley, A&R Assistant

Jackie Proffit, Promotion Coordinator

Anita Rabasca, Executive Assistant, Promotion

Dawn Richardson, Sales & Marketing Specialist

Mike Sistad, A&R Coordinator

Kevin Whitesell, Coordinator, Media & Publicity

Kim Wiggins, Executive Assistant, Administration

Career Records

Denise Nichols, Director, National Promotion

Todd Berry, Manager, Regional Promotion

Jon Conlon, Manager, Regional Promotion

Rosey Fitchpatrick, Manager, Regional Promotion

Angela Lange, Manager, Regional Promotion

Rob Reid, Manager, Regional Promotion

Renee Bledsoe Leymon, Promotion Coordinator

Arista/Texas

Cameron Randle, Vice President & General Manager

Kristen Nagel, Executive Assistant

Paulina Perez, Manager, Sales & Marketing

Cary Prince, Manager, Media

Joe Trevino, Manager, Promotions & Artist

Development

ARTISTS: Arista: BlackHawk, Brooks & Dunn,

BR5-49, Linda Davis, Diamond Rio, Radney Foster,

Alan Jackson, Pam Tillis, The Tractors, Steve Wariner,

Michelle Wright

Career: Tammy Graham, Brett James,

Lee Roy Parnell

Arista/Texas: Angelica, Flaco Jimenez, Robert
Earl Keen, La Diferenzia, Joel Nava, Rick Orozco,
Nydia Rojas

ASYLUM RECORDS

Phone: 292-7990

1906 Acklen Ave., 37212

Joe Mansfield, Co-President/CEO

Kyle Lehning, Co-President

Denny Mosesman, VP Promotion

Wendy Shaffer Pearl, Director of Publicity &
Artist Development

John Condon, A&R Director

Chris Caravacci, Office Manager/Assistant to the GM

J'ann Selin, A&R Admin./Assistant to the President

Kristi Brake, Promotion Coordinator

Lisa Puzo, NE Regional Promo Mgr.

Teresa Minto Blair, Director of Creative Services

Mary Martin, A&R Consultant

Whitney Sutton, Creative Services Coordinator

Kara M. Ross, A&R Representative

Valerie Main, Receptionist

Lee Gerald aka Gerald L. Flores, SW
Regional Promo Mgr.

Jennifer Lyons, Midwest Regional Promo Mgr.

Brooks Quigley, Southeast Regional Promo Mgr.

ARTISTS: Mandy Barnett, The Cox Family, Curtis

Day, Emmylou Harris, Jerry Kilgore, J.D. Myers, Kevin

Sharp, Thrasher and Shiver, Bryan White

ATLANTIC RECORDS

Phone: 327-9394

1812 Broadway, 37203

Debbie Bellin, Manager, National Promotion

Rick Blackburn, President

Al Cooley, VP/A&R

Mike Crawford, Publicity Coordinator

Greg Gosselin, Assistant to the President

Bob Heatherly, VP/Sales & Marketing

Elroy Kahanek, Director of Artist Development

Larry King, Director of National Promotion

Mickey Milam, Security

Laura Nelson, Director of Creative Services/Product Development

Lynn Shults, VP/Media

Graceanne Svendsen, Manager of Administration

Bryan Switzer, VP/General Manager

Tandy Warwick, Admin. Asst./Receptionist

Chris Whitaker, Mailroom/Promotions

Bill Heltemes, Midwest Promotion Manager

Sherri Garrett, Southeast Promotion Manager

Greg Sax, Southwest Promotion Manager

Jenny Shields, West Coast Promotion Manager

ARTISTS: Confederate Railroad, Noel Haggard, The Hutchens, Tracy Lawrence, Woody Lee, Marilyn Martin, Mila Mason, Neal McCoy, John Michael Montgomery, Ricky Skaggs

CAPITOL NASHVILLE

Phone: 269-2000

3322 West End Ave., 11th Floor, 37203

Executive

Scott Hendricks, President and Chief Executive Officer

Donna Duarte, Exec. Assistant to the President & CEO

Walt Wilson, Executive V.P. and General Manager

Regina Stephens, Exec. Assistant to the Exec. VP & GM

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Mark Brown, Vice President of A&R

Stephanie Cox, Senior Director of A&R

Tracy Cox, Senior Coordinator of A&R

Jason Kruppek, Coordinator of Audio Visual Services

Emma Grandillo, Coordinator of A&R

A&R Administration

Betsy Morley, Director of A&R Administration

LeAnn Bennett, A&R Administration Assistant

Business Affairs

Ansel Davis, Vice President of Business Affairs

Val Knust, Director of Business Affairs

Kim Stasiak, Coordinator of Business Affairs

Theo Wright, Royalty Label Support Coordinator

Finance

Tom Becci, Controller

Victoria Gusciora, Assistant Controller

Craig Christopherson, Director Information Systems

Jim Beavers, Manager of Financial Planning

Kim Gilbert, Manager of Administration

Christine Smith, Financial Analyst

International

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Office Services

Randi Israelow, Receptionist

John Cate, Mailroom Supervisor

Artist Development

Susan Levy, Vice President of Artist Development

Cindy Simmons, Manager of Production

Production

Nancy Williams, Director of Production

Carlton Davis, Manager of Production

Promotion

Bill Catino, Senior V.P. of National Promotion

Tamara Saviano, Exec. Assis. to Sr. VP of Promotion

Terry Stevens, Vice President of National Promotion

Jay Jensen, Regional Director/Southwest

Sheila Brown, Director of Promotion

Heather Fambro, Manager National

Gavin & Billboard Promotion

Brian Lane, Regional Director/Northeast

Tony Michaels, Regional Director/Midwest

Georgia Mock-Bedwell, Regional

Director/Mid-Atlantic

Rick Young, Regional Director/West

Steve Hodges, Regional Director/Mid-Central

Publicity

Lorie Lytle, Vice President of Publicity

Judy McDonough, Associate Director of Publicity

Nancy Sweid, Manager of Media Information

Rachel Weddle, Senior Coordinator of Publicity

Sales

John Rose, Vice President of Sales

Ron Stricker, Director of Regional Sales

Hank Tovar, Director of Regional Sales

Bill Kennedy, Director of National Sales

Sheri Kennedy, Coordinator of Sales

Marketing

Michelle Myers, Vice President of Marketing

Steve Medlin, Manager of Catalog &

Market Development

Doug Baker, Director of Radio Marketing

Joanna Carter, Associate Dir. of Video Development

Stephanie Burke, Coordinator of Marketing

ARTISTS: Trace Adkins, John Berry, Suzy Bogguss,

Lisa Brokop, Garth Brooks, Deana Carter, Billy Dean,

George Ducas, Emilio, Chris LeDoux, Shenandoah,

Tanya Tucker

THE CURB GROUP

Phone: 321-5080

47 Music Square E., 37203

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Dennis P. Hannon, Executive V.P./General Manager

Claire Parr, Vice President Contemporary Christian & AC

Chuck Howard, Vice President of A&R

Sue Austin, Director, Creative Services

Sarita Martin, Director, Marketing,

Pop Music & International

Benson Curb, Director, National Sales

Liz Cavanaugh, Director, Publicity/Artist Relations

Brad Holliday, Director, Marketing Country Music

Jeff Hackett, Director, Promo/Artist Development

Michelle Payne, Director, A&R Administrator

Curb Records

John Brown, Vice President Promotion

David Williams, Western Promotion Director, L.A.

Keith Greer, S.W. Promotion Director, Dallas

Rick Cardarelli, Central Promotion Director, Cleveland

Fritz Kuhlman, Midwest Promotion Director, Chicago

Eva Wood, S.E. Promotion Director, Atlanta

Gerrie McDowell, Manager National Promotion,

Nashville

MCG/Curb 818-843-1616

Burbank, CA 91505

Carson Schreiber, Vice President

John Curb, National Field Director

Stacey McDonald, Business Manager

Craig Powers, Western Promotion

Director—San Francisco

Karen McGuire, N.E. Promotion Director—Baltimore

Johnny Mitchell, S.E. Promotion Director—Nashville

Steve Lee, S.W. Promotion Director—Dallas

Gaylen Adams, Manager National

Promotion—Atlanta

Nathan Cruise, Midwest Promotion Dir.—Chicago

ARTISTS: Curb: Philip Claypool, Jeffrey Steele, David Kersh, Tim McGraw, Jo Dee Messina, Perfect Stranger, Sawyer Brown

MCG/Curb: Smokin' Armadillos, Baker & Myers, Junior Brown, Jeff Carson, Merle Haggard, Hal Ketchum, LeAnn Rimes, Hank Williams, Jr.

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Phone: 292-7773

P.O. Box 159178, 37215

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Mike Henderson, Owner

Tammy Rogers, Owner

Kevin Welch, Owner

Harry Stinson, Owner

Artists: The Bluebloods, Mike Henderson, Kieran

Kane, Fats Kaplin, Tammy Rogers, Kevin Welch

DECCA RECORDS

Phone: 244-8944

60 Music Square E., 37203

Shelia Shipley Biddy, Sr. V.P./General Manager

Danielle Godwin, Executive Assistant

Anita Mandell, Director of Publicity/Artist

Development

Julie Reliford, Publicity Assistant

John Lytle, Vice President of National Promotion

Laura Flagler, Promotion Coordinator

Mark Wright, Senior Vice President/Head of A&R

Frank Liddell, Director of A&R

Travis Hill, A&R Coordinator

Noah Kelley, A&R Assistant

Lee Adams, Director of Regional

Promotion/Northeast

Tami DeVito, Director of Regional

Promotion/Southwest

Jimmy Rector, Director of Regional

Promotion/Southeast

Buck Stevens, Director of Regional

Promotion/Midwest

Dick Watson, Dir. of Regional Promotion/West Coast

ARTISTS: Rhett Akins, Gary Allan, Mark Chesnutt,

Helen Darling, Frazier River

GIANT NASHVILLE

Phone: 256-3110

1514 South St., 37212

President's Office

James Stroud, President

Abbe Nameche, Assistant to President/A&R Rep.

Administration

Alan Shapiro, General Manager

Amy Schragg, Office Manager/Executive Assistant

to General Manager

Casey Robertson, Receptionist

Jerad Sloan, Creative Services

Fred Baker, Administrative Coordinator

Kristi Weaver, Nashville Sales & Product Coordinator

Scott Douglas, Mailroom Coordinator

A&R

Allison Brown, A&R Coordinator

Publishing

Rob Hendon, Head of Giant Publishing



Jim Catino, Tape Copy

Giant/Reprise Promotion

(See Warner/Reprise Listings)

ARTISTS: Carlene Carter, Mark Collie, Graham McHugh, Daryle Singletary, Doug Supernaw, Rhonda Vincent, Clay Walker, Chris Ward

IMPRINT RECORDS

Phone: 244-9585

209 10th Ave. S., Suite 500, 37203

Roy Wunsch, CEO

Bud Schaetzle, President

Connie Baer, Vice President of Marketing

Brad Chambers, Vice President of Promotion

Mila Collins, Director National Promotion

Dana Daffer, Assistant to Roy Wunsch

and Bud Schaetzle

Enzo De Vincenzo, Certified Broadcast Music

Therapist Southeast

Marcia Flowers-Simms, Director of Operations

Dorothy Friedrichs, Promotion Coordinator

Tracy Gershon, Vice President of A&R

Beth Gunn, Marketing Department Coordinator

Wayne Halper, CFO/VP Business Development

Lorie Long, Certified Broadcast Music

Therapist Southeast

R.J. Meacham, Certified Broadcast Music

Therapist Northeast

Laura Putty, A&R Coordinator

Kevin Scollin, Certified Broadcast Music

Therapist Midwest

Kirk Yoquelet, Shipping Manager

Artists: Al Anderson, Charlie Major, Gretchen

Peters, Bob Woodruff

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Phone: 783-1639

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& Highway 101, Roy Clark, Patricia Conroy, Exile,

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Phone: 244-8944

60 Music Square E., 37203

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 Mike Severson, Director of Regional Promotion—Midsouth
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 Pat Payne, Assistant to Senior V.P./Promotion Coordinator

Tracey Myers, Promotion Coordinator

Kim Sexton, Promotion Receptionist/Assistant

ARTISTS: Big House, Jimmy Buffett (Margaritaville), Tracy Byrd, Jerry Clower, Bobbie Cryner, Joe Ely, Vince Gill, George Jones, Wynonna Judd (Curb), The Mavericks, Reba McEntire, Bill Monroe, David Lee Murphy, Todd Snider (Margaritaville), George Strait, Marty Stuart, Trisha Yearwood

MERCURY NASHVILLE RECORDS

Phone: 320-0110

66 Music Square W., 37203

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Sheila Merritt, Receptionist

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Chris Stacey—Dallas, Southwest Regional Promotion Manager

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Artists: Harley Allen, Terri Clark, Neal Coty, Billy

Ray Cyrus, Wesley Dennis, Tom T. Hall, Sammy

Kershaw, Brent Mason, Kathy Mattea, Kim Richey,

Slickerbilly, The Statler Brothers, Keith Stegall,

William Topley, Shania Twain, John & Audrey

Wiggins, Mark Wills

OH BOY RECORDS

Phone: 742-1250

33 Music Square W., 37203

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Dan Einstein, V.P.

Artists: John Prine, Heather Eatman

RCA LABEL GROUP

Phone: 313-4300

(RCA 664-1200/BNA 780-4400)

1 Music Circle N., 37203

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Britta Davis, Label Administrator

Debbie Schwartz, Product Manager

Tom Sgro, Director, National Promotions

Chuck Thagard, Director, East Coast Promotions

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ARTISTS: RCA: Alabama, Eddy Arnold, Clint Black,

Ty England, Keith Gattis, Martina McBride, K.T.

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Tippin, Ray Vega, Lari White **BNA:** John Anderson,

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Phone: 254-5050

48 Music Sq. E. 37203

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ARTISTS: Jack Ingram, Dolly Parton (Blue

Eye/Rising Tide), Keith Sewell, Kris Taylor, Tony

Toliver (Curb/Rising Tide)

RIVER NORTH NASHVILLE

Phone: 327-0770

1207 17th Ave. S., 37212

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Dave Wheeler, Sales and Marketing

ARTISTS: Steve Azar, Rob Crosby, Holly Dunn,

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COLUMBIA/EPIC**

Phone: 742-4321

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Matt McConnell, Supervisor, A&R Admin., Sony
Kay Smith, Director A&R Administration, Sony
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Ginger Gosney, Coordinator Columbia Marketing
Jessica Gilbert, Intern

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Shawn Williams, Coordinator Epic Media

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Matt Burton, Network Engineer

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Artists: Columbia:

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Scruggs, Larry Stewart, Doug Stone, Rick Trevino,
Ron Wallace

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Nelson

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Charlotte Pennington, Customer Service
Richard Bartley, Inventory Control

Artists: Don Cox, Gene Watson, Western Flyer,
The Geezinslaws, Dean Chance, Celinda Pink,
Bryan Smith, The Whites, Bill Young, The Browns,
Jack Robertson, Floyd Cramer, Faron Young, The
Emeralds, Jack Greene, Charlie McCoy, The Swing
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Phone: 214-1454

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Yumi Kimura, International Marketing Manager
Rick Heneger, Product Manager/New Media Services
ARTISTS: Warner Bros.:
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Bill Engvall, Bela Fleck (Jazz), The Forester Sisters, Jeff
Foxworthy, Faith Hill, Tish Hinojosa (Tejano), Little Texas,
Mark O'Connor, James Prosser, Scott Rouse (Dance),
The Sky Kings, Randy Travis, Travis Tritt, Keith Urban
Reprise: Paul Brandt, Beth Nielsen Chapman (Pop),
Cooter Brown, The Foremen (Comedy), Bill Miller
(Alternative), Brady Seals, Victoria Shaw, Russ Taff,
Take 6 (R&B/Jazz), Dwight Yoakam
E-Squared: Steve Earle (Triple A)
Warner Western: Waddie Mitchell, Don
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Joaquin, Red Steagall

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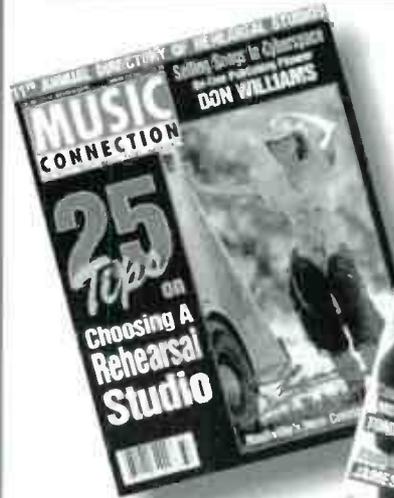
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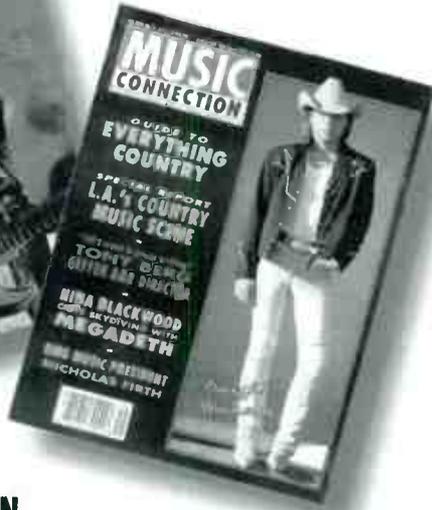
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ORGANIZATIONAL ABBREVIATIONS

AARC Alliance Of Artists & Record Companies
 ABA American Bar Association
 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 Association
 AGVA American Guild Of Variety Artists
 AICPA American Institute Of Certified Public
 Accountants
 AIGA American Institute Of Graphic Arts
 AMA American Management Association
 AOPA Aircraft Owners And Pilots Assn.
 APM Academy Of Popular Music
 ASA Acoustical Society Of America
 ASAE American Society Of Association
 Executives
 ATAS Academy Of Television Arts And Sciences
 AWRT Association 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 Association
 CCMA Canadian Country Music Association
 CCMA Christian Country Music Association
 CIRPA Canadian Independent Record
 Production Association
 CMA Country Music Association
 CMF Country Music Foundation
 CMPA Church Music Publishers Assn.
 CMTA Christian Music Trade Association
 CRB Country Radio Broadcasters
 CRS Country Radio Seminar
 DGA Directors Guild Of America
 ECO Earth Communications Office
 FCC Fellowship Of Companies For Christ
 GBA Georgia Bar Association

GMA Gospel Music Association
 HRTS Hollywood Radio & Television Society
 IAAM International Association Of Auditorium
 Managers
 IAAPA International Association Of Amusement
 Parks And Attractions
 IAFE International Association Of Fairs And
 Expositions
 IBMA International Bluegrass Music Assn.
 IEBA Int'l Entertainment Buyers Assn.
 IFCO International Fan Club Organization
 ITAA International Theatrical Agencies Assn.
 ITS International Teleproduction Society
 ITVA International Television Association
 MBA Missouri Bar Association
 MEIEA Music And Entertainment Industry
 Educators Association
 MVA Music Video Association
 NACA National Association Of Campus
 Activities
 NACP National Academy Of Cable
 Programming
 NAF Nashville Advertising Federation
 NAFE National Association Of Female
 Executives
 NAIRD National Association Of Independent
 Record Distributors
 NAMM National Association Of Music
 Merchants
 NAMT National Association For Music Therapy
 NAPM National Academy Of Popular Music
 NAPTE National Association Of Television
 Programming Executives
 NARAL National Abortion Rights Action
 League
 NARAS National Academy Of Recording
 Arts And Sciences
 NARM National Association Of Recording
 Merchandisers
 NATAS National Association Of Television Arts
 And Sciences
 NATD Nashville Association Of Talent Directors
 NATPE National Association Of Television

Program Executives
 NAWBO National Association Of Women
 Business Owners
 NBA National Bar Association
 NCRS National Corvette Reconstruction
 Society
 NEA Nashville Entertainment Association
 NEJA Nashville Entertainment Journalists
 Association
 NFIB National Federation Of Independent
 Businessmen
 NFVA Nashville Film & Video Association
 NMA National Musicians Association
 NMPA National Music Publishers Assn.
 NPA National Promoters Association
 NSA National Speakers Association
 NSAI Nashville Songwriters Association, International
 NSC Nashville Ski Club/Nashville Sports
 Council
 NSF Nashville Songwriters Foundation
 NJBA New Jersey Bar Association
 NYBA New York Bar Association
 OABA Outdoor Amusement Business Assn.
 PRSA Public Relations Society Of America
 RIAA Recording Industry Association Of
 America
 ROPE Reunion Of Professional Entertainers
 SAG Screen Actors Guild
 SEGA Southeastern Gas Association
 SGA Southern Gas Association
 SLA Showmen's League Of America
 SPJ Society Of Professional Journalists
 SS Society Of Singers
 TBA Television Bureau Of Advertising;
 Tennessee Bar Association
 TBF Tennessee Bar Foundation
 TGA Tennessee Gas Association
 TNCPA Tennessee Certified Public Accountants
 USO United Services Organization
 VAAN Visual Artists Alliance Of Nashville
 WFA Western Fair Association
 WMA Western Music Association

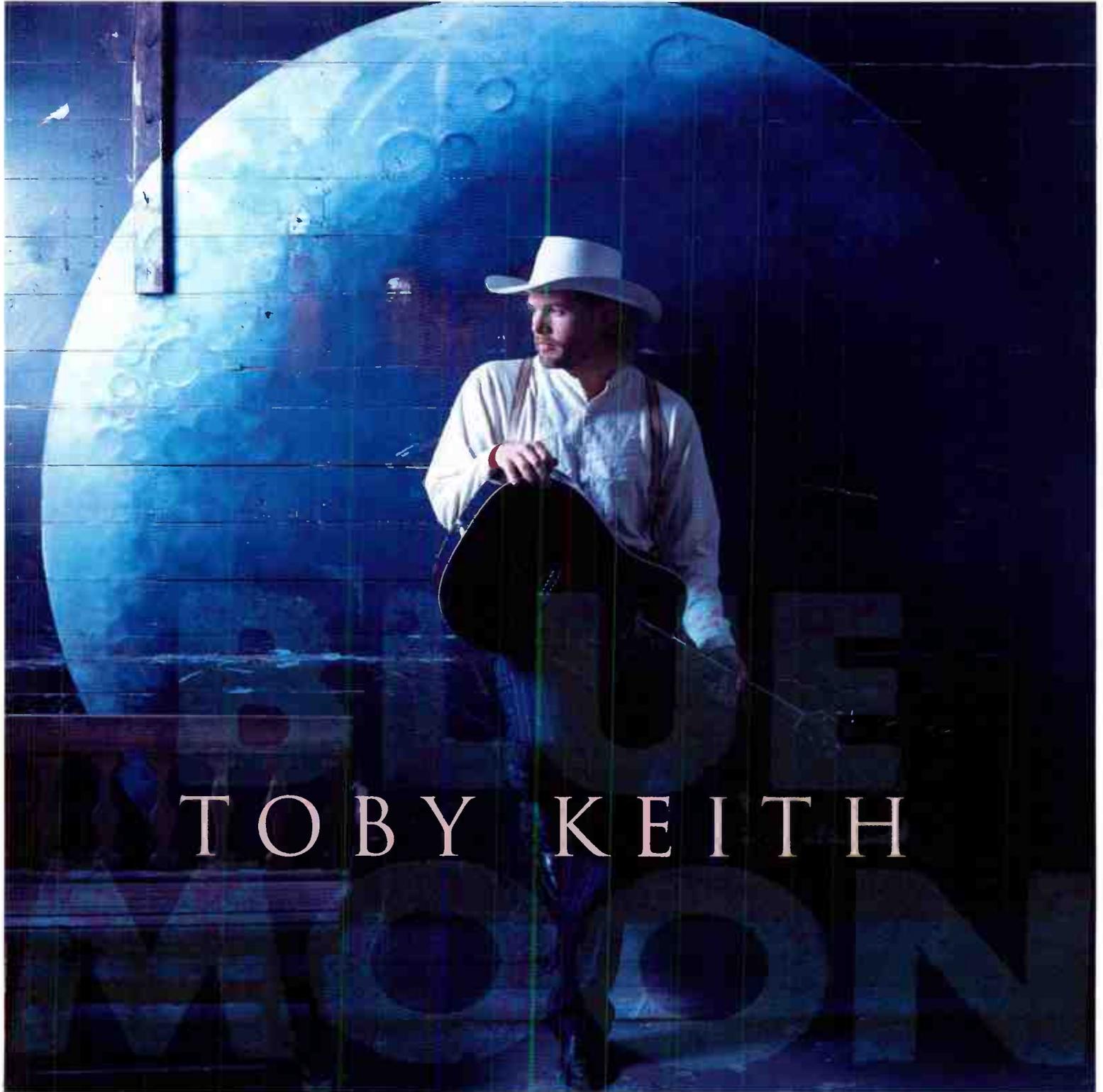
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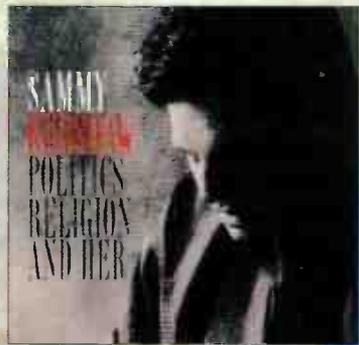
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