2003 Independent Label Special



INDIE CHIEFS
TALK SHOP
What That
The Majors
Don't

MUNDISS IS IT IS IT IS

 BIAKE

contents

February 2003 • Volume 23 No. 2

On the Cover Blake Shelton

Label: Warner Bros.

Current Single: "The Baby"

Current Album: The Dreamer (coming Feb. 4)

Current Video: "The Baby"

Current Producer: Bobby Braddock

Hometown: Ada, Okla.

Management: Hallmark Direction **Booking:** William Morris Agency

Recent Hits: "Austin," "OI' Red" and "The Baby"

Awards: Music Row's 2001 Critic's Pick, R&R's 2001

Breakthrough Artist, Billboard's New Country Artist

2001

RIAA Certs: self-titled debut (Gold)

Birthdate: June 18, 1976 **Outside Interests:** Hunting

Musical Influences: Earl Thomas Conley, Travis Tritt,

Hank Williams Jr., Dan Seal

Favorite Record: Earl Thomas Conley's Greatest Hits

(1985)

Blake Shelton's new album, *The Dreamer*, has already spawned the hit "The Baby" Shelton says of *The Dreamer*, "I certainly can hear a difference when I listen to the first record and then this one. I've got a lot more confidence in my singing than I did the first time around. Plus, I've been on the road non-stop for a couple of years, and the more you work on a muscle, the stronger it gets."

He adds, "When people buy my album or buy a concert ticket, I want them to think that they got their money's worth. I owe that to the kids who are out there driving around getting excited about country music. That's all."



FEATURES

- 8 Indie Chiefs Talk Shop—What They Know That The Majors Don't
- 14 Indies Vs. Majors—Radney Foster Tells It Like It Is
- 16 Label Fact Guide—A Detailed Listing

DEPARTMENTS

- 5 SPINS: The Buzz, Bandit Explores Spanish Market, Photo Gallery, AMA Winners, Always About The Music
- **21 Financial:** Independent Distribution—Making Money Without The Majors
- 23 Row File: Linda Edell Howard
- 24 Directory: Goods & Services for the Industry
- 27 Musical Chairs/NoteWorthy: 2002 Year-End Stats, Mottola Exits Sony, Curb's New Imprint, New Faces Announced, Bluegrass Legend Dies, Americana News
- 29 Writer's Notes: Bill LaBounty
- 30 Final Word: And The Dove Nominees Are...

REVIEWS

- 22 Singles: Wearing Out The Jayhawks
- **28 Albums:** Terri Clark, Steve Wariner, Jennifer Hanson, Jars of Clay, Marty Raybon, Steve Ripley

AUSICROW

David M. Ross Publisher/Editor ross@musicrow.com

Susana Ross
Administrator
s.ross@musicrow.com

Richard D. McVey II

Managing Editor

mcvey@musicrow.com

Eileen Littlefield

Receptionist/Admin. Asst.
eileen@musicrow.com

Christie King

Art Director/Prod. Mgr.
christie@musicrow.com

Robert K. Oermann
Single Reviews

John Hood Sr. Writer/Chart Director hood@musicrow.com

Alan Mayor

Photography

O'Neil Hagaman Financial

Bass, Berry & Sims Financial

Contributing Writers: Larry Wayne Clark, Heather Johnson, John Norris, Ron Young + Interns: Eva Melo, Joanna Caldwell

Music Row Publications Inc., P.O. Box 158542, Nashville, TN 37215 • Tel: 615-321-3617 • Fax: 615-329-0852 • e-mail: news@musicrow.com • www.musicrow.com

MUSIC ROW® (Issn 0745-5054) is published monthly for \$159.00 per year by Music Row Publications, Inc., 1231 17th Avenue South, Nashville, TN 37212.

Periodical postage paid at Nashville, TN POSTMASTER: Send address changes to Music Row, P.O. Box 158542, Nashville, TN 37215.

©2003 Music Row Publications. Nothing may be reproduced without the written permission of the publisher. Music Row® is a registered trademark of Music Row Publications, Inc.