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**Congratulations to this year's Top 100 Dealers**



**Featuring the**  
**American Eagle Awards**  
**Honoring David Lowery**

The  
**NAMM**  
Show

**Thank you to our sponsors:**





# Welcome

Welcome to the 12th Annual Top 100 Dealer Awards.

We are so excited to debut this unique event at The NAMM Show, the reunion two years in the making. Dubbed the “Retail Oscars” by Music Inc. magazine, tonight’s Awards will spotlight the industry’s very best music product retailers and their strategies for success.

In addition to celebrating the Top 100 Dealers, a special presentation of the American Eagle Awards will honor founder of Camper Van Beethoven and renowned musician, songwriter, journalist, blogger, producer, and serial entrepreneur David Lowery.

For the first time, tonight’s event will be livestreamed via NAMM Show+. So whether you can join us in-person or online, we look forward to celebrating retail, music education and our global community.

# The Evening

**5:30 pm**      **Top 100 Dealers Reception in the Ballroom Foyer**

**6 pm**      **Ballroom Doors Open for Top 100 Dinner**

**6:15 pm**      **Doors Open to General Attendees**

**7 pm**      **Awards Celebration Begins**

**7-7:30 pm**      **American Eagle Awards**

**7:30-8:30 pm**      **Top 100 Dealer Awards**

## “BEST OF” CATEGORIES



Dealer of the Year



Innovation Award



Best Online Engagement



Best Marketing & Sales Promotion



Best Store Design



Music Makes a Difference



Best Community Retail Store



Best Customer Service



Customer's Choice Awards



**38TH ANNUAL AMERICAN EAGLE AWARDS  
HONORING  
DAVID LOWERY**

Presenters

Charles Sanders  
Chair, National Music Council

Rick Carnes  
President, Songwriters Guild of America

James Weaver  
President, National Music Council



## **THE NAMM DEALER OF THE YEAR**

**The 2022 Dealer of the Year is selected from**

**“Best of” category finalists.**

The NAMM member retailer will now join their predecessors—West Music Co., Inc., Five Star Guitars, Cosmo Music, Andertons Music. Co., A&G Central, Contemporary Music Center, Musical Innovations, The Candyman Strings & Things, Beacock Music, Alto Music and Senseney Music—in the elite Dealer of the Year Hall of Fame.

A man in a light blue shirt and dark trousers stands behind a black podium on a stage. He is smiling and gesturing with his hands. The stage is lit with blue and purple spotlights. A microphone is positioned in front of him. To the left, there is a piece of audio equipment.

## TONIGHT'S HOST **Zach Phillips**

After a rousing online and in-person debut, NAMM's Director of Professional Development Zach Phillips resumes his role as host to honor this year's Top 100 Dealers and share the latest ideas, best practices and strategies behind their success. After all, Zach has dedicated his career to understanding the needs of music retailers through his editorial role at Music Inc. magazine and working directly with some of the best dealers across the global MI industry during his time with NAMM.

# **CONGRATULATIONS TO THE TOP 100 DEALERS OF 2022!**

**A & G Central Music**

**Absolute Music LLC**

**Matt's Guitars**

**ALFASONI S.L.**

**All County Music**

**Amro Music Stores, Inc.**

**Andertons Music Co.**

**Andy's Music Inc**

**Antonio Violins and Ukes**

**Artist Guitars**

**Austin Music Co, LLC**

**Backstage Music**

**Bananas At Large**

**Bandwagon Music & Repair**

**Beacock Music Co., Inc.**

**Bertrand's Music Enterprises, Inc.**

**Bill Harris Music**

**Billy Hyde Music**

**Blues Angel Music**

**Brass Bell Music, Inc.**

# **CONGRATULATIONS TO THE TOP 100 DEALERS OF 2022!**

**Brighton Music Center**

**B's Music Shop**

**Buddy Roger's Music**

**C.A. House Music**

**Chuck Levin's Washington Music Center**

**City Music Co. Pte. Ltd.**

**Contemporary Music Center**

**Cosmo Music Co, Ltd.**

**Cottonwood Music Emporium**

**Creative Music & Arts, LLC**

**Day Violins LLC**

**Dietze Music House**

**Ernie Williamson Music**

**Eusica | Music Store**

**Five Star Guitars**

**Forrests Music**

**Fox Music House, Inc.**

**Full Compass Systems, Ltd.**

**GarageBand Music**

**Guitar Wishes, LLC**



# **CONGRATULATIONS TO THE TOP 100 DEALERS OF 2022!**

**Hartland Piano & Conservatory**

**Heid Music Company, Inc.**

**Hollywood Piano Company**

**Instrumental Music Center**

**Island Music Company**

**J. Landress Brass, LLC.**

**Impulse Music Co.**

**Kidder Music Service Inc**

**Lafayette Music Co Inc**

**Logans Pianos Pty Ltd**

**Loud and Clear Audio Visual**

**Lowe Vintage Instrument Company**

**Mad Jive Incorporated**

**Marich Music**

**Maxwell's House of Music**

**Menchey Music Service, Inc.**

**Mike Risko Music**

**Mom's Music Inc**

**Monster Music, Inc.**

**Moore Music**

# **CONGRATULATIONS TO THE TOP 100 DEALERS OF 2022!**

**Music Authority, Inc.**

**Music Man, Inc.**

**Music On the Hill LLC**

**Musical Innovations, LLC**

**N Stuff Music LLC**

**N Tune Music & Sound Inc.**

**Ottawa Pianos**

**Peach Guitars Limited**

**Pecknel Music Co Inc**

**Pellegrino Music Center**

**Plum Grove Music**

**PM Music Center**

**Portmans Music Superstore Inc**

**Quinlan & Fabish Music Co.**

**Rice Music House**

**Riff Music Salons**

**Righteous Guitars, LLC**

**Rocky Mountain Music Repair LLC**

**Royalton Music Center**

**Sam Ash Music Corp**

# **CONGRATULATIONS TO THE TOP 100 DEALERS OF 2022!**

**San Diego Music Studio**

**Schmidt's Music**

**Senseney Music**

**Sound Productions, LLC**

**Spicer's Music, LLC**

**Summerhays Music Center**

**Sweetheart Deals**

**Tarpley Music**

**Ted Brown Music Co**

**The Acoustic Shoppe**

**The Candyman Strings & Things**

**The Music Connection**

**The Music Den**

**The Music Shoppe**

**Third Rock Music Center**

**Tone Shop Guitars, Inc.**

**Wentworth Music**

**West Music Co., Inc.**

**White House of Music, Inc.**

**Zeswitz Music**

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# Welcome

**38TH ANNUAL AMERICAN EAGLE AWARDS  
HONORING  
DAVID LOWERY**

Presenters

**Charles Sanders**

Chair, National Music Council

**Rick Carnes**

President, Songwriters Guild of America

**James Weaver**

President, National Music Council



## AMERICAN EAGLE AWARD RECIPIENT DAVID LOWERY

David Lowery is a renowned musician, songwriter, journalist, blogger, producer and serial entrepreneur based in Richmond, VA and Athens, GA. Additionally, his longstanding and tireless activism on behalf of the causes of Music Education and Music Creators' Rights are widely celebrated throughout the global music community.

While studying mathematics and computer science at the University of California Santa Cruz in the early 1980's, Lowery founded the critically acclaimed ensemble Camper Van Beethoven and the associated record label Pitch-a-Tent Records. With these two entities, he helped jump start the Indie Rock movement.

In 1991, Lowery moved on to the ensemble Cracker, which produced three, top ten alternative/rock radio tracks and three platinum albums. During this time he produced a variety of recording artists, including albums for critically acclaimed and commercially successful bands such as The Counting Crows, LP and Sparklehorse.

In 2007, Lowery was appointed as an advisor to the innovative collective action website [www.ThePoint.com](http://www.ThePoint.com). This later evolved into the revolutionary social-deal site [www.Groupon.com](http://www.Groupon.com), which went public in 2011. Lowery is also a seed investor in the popular music gear marketplace [Reverb.com](http://Reverb.com) (Alexa rank 287 US).

Lowery began teaching "The Economics and Finance of the Music Business" at the University of Georgia in 2011, and is now part of the university's full time faculty. In 2018, Lowery received his doctorate in Higher Education. His dissertation focused on the network protocols designed to stop copyright infringement on university campuses.

In 2012, Lowery further expanded his activities as a Music Rights Activist and began writing for [www.thetricordist.com](http://www.thetricordist.com), a blog that examines abuses against creators in the digital age. Since that time, he has become one of the world's most informed and outspoken critics of Silicon Valley and its aggressive exploitation of musical artists and other creators. Three of Lowery's pieces have gone massively viral: Letter to Emily White Intern at NPR All Songs Considered, Meet the New Boss, Worse than the Old Boss? and My Song Got Played On Pandora A Million Times And All I Got Was \$16.89. He also testified before various Committees of the US Congress on behalf of music creators and artists. Most recently, he penned an op-ed for Politico concerning copyright reform that was entered into the Congressional Record by Rep. Mel Watt (D-NC) as evidence of the need for stronger creator protections. Lowery was named a "Global IP Champion" by the US Chamber of Commerce, and in 2015, he famously launched a pair of class actions alleging major streaming services had failed to properly license and account to independent songwriters. One such company, Spotify, settled for \$112 million in fees and royalties owed to music creators.

Today, David Lowery continues to be an active songwriter, recording artist, university professor, author and entrepreneur. He likewise remains dedicated not only to championing Music Rights and Music Education, but to demonstrating to creators that entrepreneurial alternatives to Silicon Valley-based music distribution of music are available to counter the current, grossly unfair practices of the Tech giants toward the "content" creator communities.

# AMERICAN EAGLE AWARD RECIPIENTS

## 1982-2021

1982: Yehudi Menuin and Jule Styne

1983: Van Cliburn and Benny Goodman

1984: Virgil Thomson and Lionel Hampton

1985: George Wein (Kool Jazz Festival) and Otto Luening

1986: Morton Gould and Dizzy Gillespie

1987: Odetta and Carnegie Hall (Isaac Stern)

1988: Betty Allen and Dave Brubeck

1989: William Schuman and Blue Note Records (Bruce Lundvall, President)

1990: Rise Stevens and Billy Taylor

1991: Marian Anderson and Peter Schickele

1992: Elliott Carter and Max Roach

1993: Lena Horne and Roberta Peters

1994: Richard Riley and Jim Chapin

1995: Dorothy DeLay and Lee Eliot Berk

1996: Betty Carter, Bob McGrath and Shari Lewis

1997: Phil Ramone, The Oak Ridge Boys

1998: The Marsalis Family, John Sykes, Texaco, Inc. (Corporate Award)

1999: Roy Clark and Clark Terry, American Express (Corporate Award)

2000: Schuyler Chapin, Roberta Guaspari, And Leonard Slatkin

2001: John Corigliano, Michael Kamen, and Marian McPartland

2002: Margaret Whiting, Dawn Upshaw, United Service Organizations (USO)

2003: Richie Havens, William Warfield, The Waverly Consort

2004: Hal David, Frances W. Preston, Metlife Foundation

2005: Stephen Sondheim, Sesame Workshop, Congressman John Conyers Jr., Senator Orrin Hatch

2006: Richard Adler, Barbara Cook, Ervin M. Drake, Henry Juszkiewicz

2007: Clive Davis, Sheldon Harnick, VH1 Save the Music Foundation

2008: Lorin Maazel and Tom Chapin

2009: Herbie Hancock, Quincy Jones, The Hard Rock Cafe

2010: Kenny Rogers, Suzanne Vega, Ann Ruckert, John Mahlmann, Musical Instrument Museum

2011: PaquitoD’Rivera, Nile Rodgers, Peter Yarrow, Doris Duke Charitable Foundation

2012: Theodore Bickel, Judy Collins, Paul Shaffer, Sonny Fox, Cracker Barrel Country Store

2015: Kris Kristofferson, Jim Lauderdale, Jim Halsey, Sherman Halsey, Music Makes Us

2016: Emmylou Harris, Vince Gill, Grand Ole Opry

2017: Crystal Gayle, Patti Smith, Harry Shearer

2018: Chick Corea, The Manhattan Transfer

2019: George Clinton, Vince Guaraldi, The Country Music Hall of Fame

2021: Take 6, The Music Teachers of America



**NAMM and The NAMM Foundation**

**CONGRATULATE**

**THE 2022 AMERICAN EAGLE AWARDS HONOREE**

**DAVID LOWERY**

**Renowned musician, songwriter, journalist,  
blogger, producer and serial entrepreneur**

**Thank you for making GREAT music!**

The NAMM Foundation works to advance active participation in music making across the lifespan by supporting scientific research, philanthropic giving and public service programs.

**Join Us to Advance Music Education for All**



[NAMMFOUNDATION.ORG](http://NAMMFOUNDATION.ORG)



# 5 Music Rights



**THE  
RIGHT  
FOR  
ALL  
CHILDREN  
AND  
ADULTS**

**1** To express themselves musically in all freedom

**2** To learn musical languages and skills

**3** To have access to musical involvement through participation, listening, creation, and information

**THE  
RIGHT  
FOR  
ALL  
MUSICAL  
ARTISTS**

**4** To develop their artistry and communicate through all media, with proper facilities at their disposal

**5** To obtain just recognition and fair remuneration for their work



National Association  
*for Music Education*

**NAfME CONGRATULATES**

The 2022

American Eagle Award Honoree

**DAVID LOWERY**

We applaud you for your inspiring commitment to advocacy for music education and for music creator rights.

NAfME is the national voice for music education.

We support music educators in all teaching areas and at all levels around the world. Join NAfME today to help ensure every student has access to music in school!

[nafme.org/membership](https://nafme.org/membership)

**WE CONGRATULATE**

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**DAVID  
LOWERY**

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**AND ARE PROUD  
TO SUPPORT THE**

**AMERICAN  
EAGLE  
AWARDS**

**BMI**

**MUSIC MOVES  
OUR WORLD**



**SCL**

THE SOCIETY OF COMPOSERS & LYRICISTS  
CONGRATULATES



**DAVID  
LOWERY**

NATIONAL MUSIC COUNCIL  
**AMERICAN EAGLE AWARD**  
2022 RECIPIENT

[theSCL.com](http://theSCL.com)



The Recording Industry's Music Performance Trust Fund

# CONGRATULATES

The 2022 American Eagle Honoree

## David Lowery



WE APPLAUD YOU FOR YOUR ACTIVISM AND CONTRIBUTION TO THE MUSIC INDUSTRY

**MTNA**

**Music Teachers National Association**

**Congratulates**  
**DAVID LOWERY**

**for receiving**  
**2022**  
**National**  
**Music Council**  
**American Eagle Award**

Dr. Gary L. Ingle  
MTNA Executive Director & CEO

# CONGRATULATIONS



# DAVID LOWERY

**2022 HONOREE  
AMERICAN EAGLE  
MUSIC AWARD**



SONGWRITERS GUILD OF AMERICA

NATIONAL FEDERATION  
of MUSIC CLUBS



*Salutes this year's*

# AMERICAN EAGLE AWARD RECIPIENT

**David Lowery**



*Thank You for Your Contribution to America's Musical Culture and Heritage*

The RIAA  
Salutes the work of the  
**NATIONAL MUSIC  
COUNCIL**

*And congratulates this year's  
2022 American Eagle Honoree*

**DAVID LOWERY**

*for his tireless advocacy for  
artists and songwriters.*







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**Congratulations to the 2022  
American Eagle Award Winners**

**National Federation of State High  
School Associations**



**mpa**

education and advocacy

MUSIC PUBLISHERS ASSOCIATION *of the United States*

*salutes*

**DAVID LOWERY**

**2022**

**NATIONAL MUSIC COUNCIL  
AMERICAN EAGLE AWARD RECIPIENT**

*thank you for your tireless efforts  
on behalf of musicians & songwriters*

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American Composers Forum

American Federation of Musicians

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American Harp Society

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SESAC

Sigma Alpha Iota

Society of Composers & Lyricists

Songwriters Guild of America

Sphinx Organization



2022

**NAMM<sup>®</sup>**  
**Top 100**  
**Dealer**  
**Awards**

**Thank You!**

The  
**NAMM**  
Show