Industry buzz: Dixie Chicks would be well received on pop radio

By Brian Mansfield, Special for USA TODAY

Dexys Midnight Runners aside, it's hard to think of a band with a fiddle and a banjo player as anything but a country group. But the Dixie Chicks may not be for long.

Landslide, the Chicks' cover of a '70s Fleetwood Mac hit, had topped the adult-contemporary chart and was climbing at top 40 in March, when singer Natalie Maines made anti-Bush comments and country radio began to bail on the group en masse. (Even now, only half the key stations are playing their records.) Sony had planned to pitch pop radio with a remixed version of the No. 1 country hit Travelin' Soldier.

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Though weekly sales plummeted nearly 80% in the weeks after the controversy began, Home (which has sold 5 million copies) was still the No. 1 country album as recently as two weeks ago. It's still outselling current titles from fellow country superstars Shania Twain, Faith Hill and Tim McGraw. Home is still the year's best-selling country title by a more than a 2-1 margin over Twain's Up!

The Top of the World tour, which starts tonight in Greenville, S.C., grossed $49 million the day tickets went on sale, as the group sold out most of its 59 shows. As of Wednesday, the Chicks had sold 1,050,143 tickets.

"Every show that was not sold out immediately has continued to sell," says Jo Ann Burnside of The Firm, the Chicks' management company. "A couple of those have completely sold out. We still have about four cities where there are quite a few tickets left."
The Dixie Chicks may be polarizing country audiences, but Jaye Albright, a country radio consultant based in Washington state, says that's nothing new.

"The negatives we're seeing right now in (audience-polling) research are no higher than the negatives we saw when Goodbye Earl (a song about a woman who poisons her abusive spouse) came out at first," she says. "The country core audience was very nervous about that. The Dixie Chicks have had a number of songs that have tested very negatively at first among the country core. They deal with issues in their songs that country listeners struggle with.

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"These are independent-thinking, artistic spirits," notes Brian Phillips, senior vice president of Country Music Television (CMT), which has continued to play the group's videos. "It took them to the very pinnacle, and it threatened to undo them. They're going to say and sing and play what their hearts dictate. If you thought they were going to change their basic character to address this issue, you were wrong."