We opened the door to songwriters in Rock, Country, R&B, Jazz, Gospel and Latin music when other doors were closed.

We have led the way on every major innovation in the performing rights field for the last 50 years.

We made it possible for songwriters to creatively collaborate with writers from other performing rights organizations and receive their full royalties.

We pioneered a state-of-the-art computer system that can instantly tell you the status of your copyrights and your royalties.

We recognize the songwriters’ right to bring their share of copyrights to any performing rights organization of their choice. And we always have.

We pay competitively on a published schedule with detailed royalty statements.

We’ve assembled a team of informed, responsive music industry professionals who care about you and your career.

We are committed to giving you our best.

After all, you give us yours.

WE PERFORM FOR YOU

1 (800) USA-BMI-1

New York  Nashville  Los Angeles  London
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<thead>
<tr>
<th>Number</th>
<th>Song Title</th>
<th>Artist/Group</th>
<th>Label/Weeks</th>
<th>Local Total Weeks</th>
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<td>Got My Mind Set On You</td>
<td>George Harrison</td>
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<td>2</td>
<td>The Way You Make Me Feel</td>
<td>Michael Jackson</td>
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<td>3</td>
<td>Need You Tonight</td>
<td>INXS</td>
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<td>4</td>
<td>So Emotional</td>
<td>Whitney Houston</td>
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<td>5</td>
<td>Faith</td>
<td>George Michael</td>
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<td>6</td>
<td>Is This Love</td>
<td>Whitesnake</td>
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<td>7</td>
<td>Hazy Shade Of Winter (From Less Than Zero)</td>
<td>Bangles</td>
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<td>8</td>
<td>Candle In The Wind</td>
<td>Elton John</td>
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<td>9</td>
<td>Could’ve Been</td>
<td>MCA (5322)</td>
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<td>10</td>
<td>Tell It To My Heart</td>
<td>Taylor Dayne</td>
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<td>(Catch Me) I’m Falling</td>
<td>Pretty Poison</td>
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<td>12</td>
<td>Seasons Change</td>
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<td>Don’t You Want Me</td>
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<td>Valerie</td>
<td>Slevin Winwood</td>
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<td>15</td>
<td>I Could Never Take The Love Of Your Man</td>
<td>(Passive/Writer Bros. 7-28229)</td>
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<td>16</td>
<td>I Want To Be Your Man</td>
<td>Roger</td>
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<td>17</td>
<td>Hungry Eyes</td>
<td>Eric Carmen</td>
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<td>Shake Your Love</td>
<td>Debbie Gibson</td>
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<td>19</td>
<td>There’s The Girl</td>
<td>Heart</td>
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<td>20</td>
<td>Tunnel Of Love</td>
<td>Bruce Springsteen</td>
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<td>21</td>
<td>What Have I Done To Deserve This</td>
<td>Pet Shop Boys &amp; Dusty Springfield</td>
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<td>22</td>
<td>Say You Will</td>
<td>Foreigner</td>
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<td>23</td>
<td>Don’t Shed A Tear</td>
<td>Chrysalis (VS4 43164)</td>
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<td>Crazy</td>
<td>Icehouse</td>
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<td>25</td>
<td>Cherry Bomb</td>
<td>John Cougar Mellencamp</td>
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<td>26</td>
<td>Everywhere</td>
<td>Fleetwood Mac</td>
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<td>27</td>
<td>Heaven Is A Place On Earth</td>
<td>Belinda Carlisle</td>
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<td>28</td>
<td>Dude (Looks Like A Lady)</td>
<td>Aerosmith</td>
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<td>29</td>
<td>Power Of Love</td>
<td>Laura Branigan</td>
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<td>30</td>
<td>True Faith</td>
<td>New Order</td>
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<td>31</td>
<td>I Live For Your Love</td>
<td>Natalie Cole</td>
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<td>32</td>
<td>Honestly</td>
<td>Stryper</td>
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<td>33</td>
<td>She’s Like The Rain</td>
<td>Patrick Swayze</td>
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<td>Pop Goes The World</td>
<td>Men Without Hats</td>
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<td>35</td>
<td>Should’ve Known Better</td>
<td>Richard Marx</td>
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<td>36</td>
<td>Animal</td>
<td>MCA (5363-7-9AA)</td>
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<td>37</td>
<td>Push It</td>
<td>Salt-N-Pepa</td>
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<td>I Found Someone</td>
<td>Geffen (7-2819)</td>
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<td>39</td>
<td>Can’t Stay Away From You</td>
<td>Gloria Estefan &amp; Miami Sound Machine</td>
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<td>40</td>
<td>(I’ve Had) The Time Of My Life</td>
<td>Bill Medley &amp; Jennifer Warnes</td>
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<td>41</td>
<td>That’s What Love Is All About</td>
<td>Columbia 38-70722</td>
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<td>42</td>
<td>Just Like Heaven</td>
<td>The Cure</td>
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<td>We’ll Be Together</td>
<td>A&amp;M (AM 2983)</td>
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<td>44</td>
<td>Motor Town</td>
<td>Capitol (B-6140)</td>
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<td>Pump Up The Volume</td>
<td>A&amp;M (R-3249)</td>
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<td>46</td>
<td>Never Gonna Give You</td>
<td>Rick Astley</td>
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<td>47</td>
<td>I Think We’re Alone Now</td>
<td>MCA (53167)</td>
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<td>48</td>
<td>Money On My Mind</td>
<td>Billy Idol</td>
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**Notes:**
- The Cash Box Top 100 Singles chart is based on a combination of radio airplay and actual pieces sold at retail stores.
- Local and total weeks are noted for each entry.

**Debut Songs:**
- FATHER FIGURE (Columbia 38-07682) by George Michael
- 853-5937 (A&M AM-2994) by Squeeze
- 52 I Don’t Mind At All (Island/Atlantic 7-99499) by Bourgeois Tagg
- 53 The One I Love (E.R.S./MCA 96 53171) by R.E.M.
- 54 I Won’t Forget You (Epic/Capitol B-46038) by Poison
- 55 Breakout (Mercury/Polystar 886 016-7) by Swing Out Sister
- 56 You And Me Tonight (Virgin 7-99422) by Deja
- 57 I Can’t Help IT (London/Polygram 886-212-7) by Bananarama
- 58 In God’s Country (Island/Def 7-99385) by U2
- 59 Hot In The City (Chrysalis VS4 43023) by Billy Idol
- 60 I’ve Been In Love Before (Virgin 7-99425) by Cutting Crew
- 61 It’s A Sin (EMI/Marathon 8-43027) by Pet Shop Boys
- 62 Because Of You (Fever/Subra 1914) by The Cover Girls
- 63 Rhythm Of Love (A&M/Atlantic 7-99419) by Yes
- 64 Hourglass (A&M 2967) by Squeeze
- 65 Brilliant Disguise (Columbia 38-07597) by Bruce Springsteen
- 66 Just Like Paradise (Warner Bros. 7-28119) by David Lee Roth
- 67 Bad (Epic 34-07418) by Michael Jackson
- 68 I Get Weak (MCA 53242) by Belinda Carlisle
- 69 Causing A Commotion (ISee/Warner Bros. 7-28234) by Madonna
- 70 Hot Hot Hot (MCA 5367-7-9AA) by Buster Poindexter and His Banshees of Blue
- 71 Little Lies (Warner Bros. 7-28921) by Fleetwood Mac
- 72 I Need A Man (EMI/Motown 8-43018) by Sphinx Wilson
- 73 Dear Mister Jesus (Powerplay/PowerSOURCE) by Sharon Batts
- 74 Love Overboard (MCA 53210) by Gladys Knight & The Pips
- 75 Never Thought (That I Could Love) (Columbia 38-07168) by Dan Hill
- 76 Be Still My Beating Heart (A&M AM-2992) by Sting
- 77 Lover’s Lane (Motown 1906) by Georgio
- 78 Live My Life (Virgin 7-99390) by Boy George
- 79 (Baby Tell Me) Can You Dance (A&M AM-2993) by Shanes Wilson
- 80 Skeletons (Motown 1907MF) by Stevie Wonder
- 81 Let Me Be The One (A&M 7-91617) byExpose
- 82 Reason To Live (Mercury/Polygram 870 022-7) by Kiss
- 83 Boys Night Out (MCA 53137) by Timothy B. Schmit
- 84 Love Will Find A Way (Atlantic/Atlantic 7-99449) by Yes
- 85 Rain In The Summertime (I.R.S. 53219) by The Alarm
- 86 Twilight World (Mercury 888 66-97) by Swing Out Sister
- 87 Burning Like A Flame (Elektra 7-94346) by Dokken
- 88 Wishing Well (Columbia 38-07675) by Terence Trent D’Arby
- 89 U Got The Look (Polysley/Park/Warner Bros. 7-2828) by Prince
- 90 Lost In Emotion (Columbia 38-07678) by Lisa Lull and Cult Jam
- 91 System Of Survival (Columbia 38-07608) by Earth, Wind & Fire
- 92 Here I Go Again (Geffen 7-28329) by Whitesnake
- 93 Don’t Make Me Wait For Love (Atlantic 90525) by Kenny G
- 94 Didn’t We Almost Have It All (A&M 91416) by Whitney Houston
- 95 In My Dreams (Epic 34-0725) by Redio Speedwagon
- 96 Throwaway (Columbia 38-07653) by Mick Jagger
- 97 Carrie (Epic 34-07282) by Europe
- 98 Silent Morning (Island/Atlantic 7-99427) by Noel
- 99 Casanova (Atlantic 7-99217) by Levert
- 100 We’ve Only Just Begun (Epic/RCI 1049) by Glenn Jones

**Total Weeks:**
- George Michael: 68
- U2: 64
- Billy Idol: 60
- Madonna: 51
- U2: 47
- Bryan Adams: 46
- The Alarm: 44
EDITORIAL

Happy New Year

Well, here we are, it’s the beginning of 1988 and Cash Box is in the process of breaking new ground on several fronts. First, let’s reflect on our December 26th, year-end issue. We promised bonus circulation of 6000 copies, in fact Cash Box distributed more than 10,000 additional copies to retailers at all levels of our business; from major chain operations with hundreds of outlets to single mom and pop stores all over the country; from major one stops to combination video/music stores.

This, our first issue of 1988, debuts the first weekly section in a trade magazine devoted completely to the needs and views of the independent record manufacturers and distributors, The Independent Way. This section, edited by Phyllis Wickham, is a must on your reading schedule whatever your niche in the music industry. Filled with information, innovations and ideas, “The Independent Way” can and will offer valuable lessons and new directions for anyone who cares to benefit.

The penetration of Cash Box at the retail level continues to grow at an unprecedented rate. Blanket subscriptions at major chains are the order of the day and we will continue to explore methods of generating even larger growth and relationships with retail at all levels.

1988 will be an exciting year for you, our industry and us as well, we are looking forward to meeting the challenges and establishing new criteria for excellence for others to emulate.

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WINNER’S CIRCLE
NEVER GONNA GIVE YOU UP
Rick Astley
RCA

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.
Greenberg Named President Of Atco Records

LOS ANGELES - Last Tuesday (5), Atco Records Chairman Ahmet Ertegun announced the naming of Jerry Greenberg as President of Atco Records & Custom Labels, a division of the Atlantic Recording Corporation. The shoebox-styled Atco label will be based in Los Angeles.

Greenberg, who first joined Atlantic in 1967 as assistant to then-President Jerry Wexler, served as president of the company from 1974 to 1980. In 1980, Greenberg formed the Atlantic-distributed Atco Records label. He became president of United Artists Records in 1986 and was most recently President of the Music Division of GM/UA.

Greenberg spoke to Cash Box, discussing his recent appointment: "Jerry (Ertegun) basically had the idea to reactivate Atco Records. When I got through with MGM, I dismissed the plans of possible starting a label in the back, said they that were much more interested in reactivating rather than putting much more power behind the Atco label." He continued explaining some of the label's goals: "We're going to start signing artists. There are a few acts already on the label; we have a few big acts like Yes and Pete Townshend already on the label - so it's not like we're starting out cold. We want to take it to the next plateau. We want to be very big in Los Angeles when it comes to things that are available - not only artists, but soundtracks [as well]. We just want to see Atco get a big piece of the marketshare."

"Ahmet Ertegun commented (in a press release): "It gives me great pleasure to welcome Jerry to the Atlantic family. Upon first joining the company 20 years ago, he quickly established himself as one of the most gifted and admired executives in the music world. Over the past two decades, he has always had a rare ability to be equally at home in the creative sphere and in the business arena. Most importantly, he has never lost an infectious enthusiasm for the music. I am proud to count Jerry as a longtime friend, and once again, as a valued associate."

GRP Sets DAT Software Releases For Early '88

NEW YORK - GRP Records is set to begin selling DAT software in Europe and the U.S. within the next couple of months. In mid-February, GRP will release six catalogue titles and a sampler on DAT in Europe, beginning in seven European markets where there is a blank tape levy and where GRP believes a strong introduction of DAT players will be made by hardware manufacturers. The remainder of Europe and the U.S. should see GRP DAT software on the shelves in mid-April.

West Germany, Austria, Sweden, Norway, Denmark, Finland and France will find Lee Ritenour, Chick Corea, Diane Schuur and several other GRP artists on DAT before the end of the February. The distribution of DAT in Europe will be carried out directly through GRP's wholly-owned subsidiary, GRP Ltd., located in Zurich. GRP plans to have over 30 DAT titles available in Europe and the United States by the end of the year.

"We at GRP believe that the recording industry is going through a change of storage medium from analog to digital," said Larry Ropp, GRP co-president, on making the announcement. "We saw the change begin nearly five years ago with the black vinyl LP being replaced by its CD. Today we see the...beginning of a change over from analog cassettes to digital cassette. We believe in sound quality and GRP intends to remain (Continued on page 34)
THE BOARD OF DIRECTORS
OF THE
ROCK AND ROLL HALL OF FAME
FOUNDATION, INC.
ARE PLEASED TO ANNOUNCE
THE THIRD ANNUAL
INDUCTION DINNER
WEDNESDAY, JANUARY 20TH, 1988
THE WALDORF ASTORIA
NEW YORK CITY
IN HONOR OF
THE BEACH BOYS • THE BEATLES
THE DRIFTERS • BOB DYLAN
THE SUPREMES • WOODY GUTHRIE • LEADBELLY
LES PAUL • BERRY GORDY
INDUCTEES INTO THE ROCK AND ROLL HALL OF FAME
© 1985 ROCK AND ROLL HALL OF FAME FOUNDATION, INC.
American Music Award Nominees Announced

LOS ANGELES – Recently, nominees for the 15th annual “American Music Awards” were announced. Nominees were compiled from Cash Box’s year-end polls. Nominations are in three categories: Pop/Rock, Soul/Rhythm & Blues and Country – with five awards presented in each category. The awards will be presented on January 25 during a three-hour live telecast held at Los Angeles’ Shrine Auditorium. The program will air on the ABC television network.

Nominees are as follows:

**POP/ROCK**
- Favorite Single: “Bad” – (Michael Jackson)
- “Casanova” – (LeVert)
- “Looking For A New Love” – (Jody Watley)

**ALBUMS**
- Bigger And Deffer – (L.L. Cool J)

**COUNTRY**
- Favorite Male Vocalist: George Strait
- Favorite Female Vocalist: Rosanne Cash
- Favorite Duo or Group: Randy Travis
- Favorite Single: “Born To Boogie” – (Hank Williams, Jr)

**SOUTH/RHYTHM & BLUES**
- Favorite Male Vocalist: L.L. Cool J
- Favorite Female Vocalist: Anita Baker
- Favorite Duo or Group: Cameo
- Favorite Single: “Forever And Ever, Amen” – (Randy Travis)

**BLUES**
- Favorite Male Vocalist: George Strait
- Favorite Female Vocalist: Rosanne Cash
- Favorite Single: “My Name Is Bocephus” – (Hank Williams, Jr)

**SOUL/RHYTHM & BLUES**
- Favorite Male Vocalist: L.L. Cool J
- Favorite Female Vocalist: Anita Baker
- Favorite Duo or Group: Cameo
- Favorite Single: “Forever And Ever, Amen” – (Randy Travis)

**BLUES**
- Favorite Male Vocalist: George Strait
- Favorite Female Vocalist: Rosanne Cash
- Favorite Single: “My Name Is Bocephus” – (Hank Williams, Jr)
- Favorite Album: Heartland – (George Strait)

**FILM/TV**
- Favorite Video: “I Didn’t Mean To Turn You On” – (Robert Palmer)
- “Sledgehammer” – (Peter Gabriel)
- “When I Think Of You” – (Janet Jackson)

**AMERICAN MUSIC AWARDS**
- Combined POP-ROCK/SOUL-RHYTHM & BLUES Category: “I Wanna Dance With Somebody” – (Whitney Houston)

**TV/AIR**
- Favorite Video: “Living On A Prayer” – (Bon Jovi)
- “Shakedown” – (Bob Seger)

**RECORDING**
- Favorite Album: Graceland – (Paul Simon)
- Slippery When Wet – (Bon Jovi)
- The Joshua Tree – (U2)
- Whitesnake – (Whitesnake)

**MUSIC**
- Favorite Male Vocalist: George Strait
- Favorite Female Vocalist: Rosanne Cash
- Favorite Duo or Group: Cameo
- Favorite Single: “Forever And Ever, Amen” – (Randy Travis)

**ARTISTS**
- Favorite Video: “I Didn’t Mean To Turn You On” – (Robert Palmer)
- “Sledgehammer” – (Peter Gabriel)
- “When I Think Of You” – (Janet Jackson)

**GENRES**
- Favorite Single: “Bad” – (Michael Jackson)
- “Casanova” – (LeVert)
- “Looking For A New Love” – (Jody Watley)

**CASH BOX**

**20 YEARS AGO IN CASH BOX**

January 20, 1968 – As the industry seeks its course in the sea of controversy surrounding the mono LP, a device has been invented (and implemented by at least one label) that is claimed to assure complete compatibility in playback reproduction on either mono or stereo phones. Atlantic plans to have three of the compatible disks ready to market in two or three weeks...Cover Story: The Strawberry Alarm Clock. The unique sound of the Strawberry Alarm Clock has been rewarded with a number one smash, “Incense and Peppermints,” which became Universal City Record’s first RIAA certified million seller. The group’s newest release, “Tomorrow,” is in the top 10 on the charts. The Strawberry Alarm Clock, considered to be a jazz-rock group, have parlayed their disk into a string of television guest spots such as The Jonathan Winters Show, Smothers Brothers Comedy Hour, Joey Bishop Show, Put Putt, and other national television shows...Columbia Records reports that Bob Dylan’s new LP, “John Wesley Harding,” is an immense success. The label claims that the album sold over a quarter million copies during its first week on the market. Columbia’s sale executives report that the response to and sale of “John Wesley Harding” have established it as one of the fastest breaking albums in their experience.

**EXECUTIVES ON THE MOVE**

Stein Promoted – Allan Stein has been promoted to Vice President of Sales for RCA/A&M/Arista Distribution, it was announced by Pete Jones, President RCA/A&M/Arista Distribution, to whom he will report. In his new position, Stein will oversee all aspects of Distribution’s sales and marketing. The division’s regional sales directors, as well as single and video sales managers, will report directly to him.

BMG Appoints Hurt – Henry Hurt has been appointed Vice President, Arista Music Publishing-Nashville, it was announced by Billy Meshel, President of Arista Music Publishing (BMG Music Publishing’s U.S. operating company), to whom he will report. In his new position, Hurt will be responsible for developing a roster of Nashville writers, as well as further expanding the use of Arista copyrights.

Darrow Appointed – Andy Darrow has been appointed to the position of Manager of A&R, East Coast for MCA Records. Darrow will report to Jeryl Busby, MCA Executive VP of Acquisition & Development. Darrow comes to MCA from Overland Productions where he held the position of Associate Manager/Director, Film Soundtracks.

Maria Named – Nick Maria has been promoted to the position of Vice President of Sales for Atlantic Records, based at the company’s New York Headquarters. The announcement was made by Atlantic Vice Chairman Sheldon Vogel, Atlantic President Doug Morris, and Atlantic Executive Vice President/General Manager Dave Glew. Prior to this new appointment, Maria had been Atlantic’s National Sales Manager for the past seven years.

Fischetti Appointed – Judith Fischetti has been appointed Manager, Planning and Administration, CBS Records Division, reporting to Robert Schimmelman, Director, Planning and Administration, CBS Records. She will assist him in developing and analyzing budgets, administer all personnel actions on a Division-wide basis, create Division human resource reports and perform special projects and studies.

Bergman Named – Dick Clark productions, inc. has named Aviva Bergman Vice President - Business Affairs, it was announced by the company’s President, Francis C. La Maia.

Klasen & Miller Appointed – George Rossi, Executive Vice President/Marketing, and Jody Raithel, National Director of Product Development for the Warner/Elektra/Atlantic Corporation, jointly announce the appointments of Ms. Susan Klasen and Ms. Bobbi Miller as National Product Development Coordinators.

Blach Named – Silvia Blach has been named Director of Administration for Evergreen Entertainment, it was announced by Evergreen President Michael Stewart. In her new position, Blach will oversee the west coast operations for Evergreen in the areas of copyright, licensing and royalties.

de la Rosa Named – Noberto de la Rosa has been named Director, Latin Marketing, PolyGram Records, it was announced today by Joe Parker, Vice President, Video Marketing and Associated Labels. de la Rosa will be responsible for all promotion, marketing and sales functions of the new unit, based in New York.
SINGLE RELEASES

OUT OF THE BOX

GEORGE MICHAEL - Father Figure (3:37) - Columbia (38-7682) - Chappell Music-Morrison/Golden Music/ASCAP - G. Michael - Producer: G. Michael

George Michael is the master of the smooth, sultry mood, and “Father Figure” is a wonderfully brooding sample of his brand of controlled soul. His breathy vocal, echoed in a slightly delayed effect, is highlighted by sparse, tinged backgrounds that perform lead during the chorus. Michael displays considerable skill in writing, arranging and producing this track, adding up to a magnetic record worthy of wide airplay.

ELINDA CARLISLE - Get Weak (4:40) - MCA (3242) - ASCAP - D. Warren - Producer: R. Nowels

Carlisle and producer Nowels have a good song when they hear one, and this Diane Warren penned track features an excellent lift to a strong chorus hook. Carlisle conveys the emotion in a well-wrought vocal. On the wings of her first smash single “Heaven Is A Place On Earth,” this one should make a strong showing on CHR radio.


A classy, cleanly produced funk track. It's chock-full of interesting melodic lines, inventive harmonies, varied modulations and fresh percussive keyboard sounds. Add to this a bit of jazz guitar and there is enough here to keep the most easily distracted listener happy.

OUT OF THE BOX


The Grandmaster of melodic funk/ R&B pop is back with another classic. This medium-tempo ballad features gorgeous synth-strings that wrap around Wonder's rich vocal harmonies. The chorus is a classic. Wonder melody that reminds you of his work of the early 70's. "You Will Know" is a highly spiritual song guaranteed to keep the coldest soul warm this winter.

OUT OF THE BOX

POINTER SISTERS - He Turned Me Out (4:00) - RCA (6685-7-RAA) - Warner Bros. Music/BMI-MCA Music/ASCAP - L. Humes-L. Kortes - Producer: R. Perry

Richard Perry applies his familiar touch to this dance extravaganza from the RCA album, which features "Slammint" and the film "Action Jackson." A vicious snare drives the track while the Pointers deliver an attitude-laced vocal at middle register. Definite foot mover for Contemporary Black and Dance formats with CHR potential.

OUT OF THE BOX

NEW AND DEVELOPING

BIG TROUBLE - When The Love Is Good (3:41) - Epic (04-07677) - G. Moroder-T. Whitlock - Producers: G. Moroder-B. Reeves

Giorgio Moroder and Tom Whitlock deliver another sharp-edged pop classic that should propel Big Trouble into the majors. Lead singer Bobbi Eakes gives a solid performance on a flatted track of Moroder's signature base sounds and funky guitar rhythms. These women will undoubtedly be the sexiest quartet to hit the charts since Go-Go's. Strong entry for CHR formats.

FEATURE PICKS

LISA HARTMAN - I Don't Need Love (3:38) - Atlantic (7-89139) - Avici Music/BMI - M. Cawley - Producer: B. Wray

Powerful midtempo rock with an arresting hook. Strong vocal performance throughout keeps you on the edge of your seat. A great add-on for AOR and CHR radio.

DAVID LEE ROTH - Just Like Paradise (4:03) - Warner Bros. (7-28119) - Diamond Dave Music-Tuggle Tunes/ASCAP - D. Roth-B. Tuggle - Producers: D. Roth-S. Vai

A credible hit for Roth, smartly steered toward vocal clarity and rock values. Easily be the next breakthrough smash for D.L.


Great dance textures play around Watley's soulful presence. A sure-fire party disco hit.

BROWNMARK - Next Time (3:35) - Motown (1923MF) - Jobete Music Co. Inc-Mazarati Music Inc/ASCAP - Brownmark - Producer: Brownmark

Great, funky track accented by stellar base line and horn syncopation. A real infectious dance number from Prince's bass player.

Out Of The Box January 16, 1988
Michael Jackson

LOS ANGELES - Michael Jackson: truly one of the select artists of our time to earn the title of superstar. At 29 years old, Jackson has easily evolved into the most successful contemporary artist around.

It was 19 years ago that in Motown, when Michael, along with his brothers in the Jacksons, scored their first number one single on the Cash Box charts with "I Want You Back." An incredible string of Motown hits, which would go on to become pop classics, followed: "ABC," "The Love You Save," "I'll Be There," "Papa Can't Do It," "Show Business," "Don't Stop 'Til You Get Enough," "Rock With You," "Off The Wall" and "She's Out Of My Life." (Note: both "Don't Stop" and "Rock With You" reached the number one position in Cash Box's top 10 pop chart and earned gold certification from the RIAA). "Off The Wall" sold over 3.5 million copies worldwide. In addition, Jackson proved a forerunner in the then-burgeoning world of music videos - releasing a bevy of groundbreaking clips, including "Billie Jean," "Beat It" and the 14-minute short film "Thriller."

Five long years later, on August 31, 1987 to be exact) Epic released Bad. The album had the distinction of being the first album ever to simultaneously debut at number one on both the Cash Box Pop and B/C album charts. Since its release, the album has spawned three singles: "Just Can't Stop Loving You," "Bad" and "The Way You Make Me Feel." Both "I Just Can't..." and "Bad" instantly reached the top of the charts - "The Way You Make Me Feel" is currently nestled high in the pop top ten (it has already hit number one on B/C, promising to continue the trend of chart-toppers.

Jackson's long-awaited solo tour is currently underway and should reach the U.S. sometime in the spring. All hype aside - Michael Jackson has taken an incredible gift of song and elevated it to a height of acceptance and popularity that is unprecedented, and there is absolutely no sign of it letting up. He has achieved goals that were unheard of, enjoyed unfathomable success, and continues to deliver his magic to appreciative fans everywhere. The legend continues...

Martha Davis On Her Own

By Julius Robinson

"I never really wanted to be a singer. I always thought of myself as a songwriter," says Martha Davis, former leader of the Motels, and now on her own with her debut solo album Policy (Capitol). "But if Bob Dylan can sing... so can I. If your gonna get a hit song from somebody, it's gonna be a pretty standard unit. Whereas if you do something more out, you're gonna have to sing it yourself.

Not many people have complained about Davis' singing. It comes from a brooding, sultry voice, from a singer/songwriter who tends to see the darker side of things. When
Andrea Del Conte
By Jerry Farber

Though Andrea Del Conte will be the first to tell you of her great fortune in the music business, she will also tell you that it is not easy. "In fact, becoming a 'rock star' has been quite a challenge. There is a long and tiresomeness process of demo tapes, showcases, negotiations and compromises before the record is ever pressed. Then you have to hope that it will not be released but promoted as well. Often times, good records get lost in the enduring process."

First time around, Andrea thought she'd tucked out. Born and bred in New York with an ability to sing and dance as come across as extremely sensual, Andrea caught the eye of producer Bobby Orlando, who was searching for his own record label inside Andrea the lead singer of an old 60's group called "The Flairs". They did extremely well for an unknown group and their first album and hit single "Jukebox". Andrea was the eye and ear of many. The "rocking" cable music show called "T.V." had an unknown group and the Flairs were on the air to stardom. Numerous television appearances and tours in both America and Europe followed. Their sound became popular on the summer music charts. And their music quickly became influential in the world of fashion. Andrea, now known as "Fallen Angel" (her real name), says, "I feel that with the fast paced lives we lead, and the technology of the world, far surpassing the human element, the last thing I want to hear is all this repetitive, 'microwave' music."

Andrea, born in New York City, is a singer and songwriter. In 1980, she released her first album, entitled "The Right Reasons", which was critically acclaimed. The album featured a mix of pop, rock, and soul music, and it was a commercial success, reaching the top of the Billboard charts. Andrea's second album, "The Power of Love", was released in 1981 and further established her as a leading singer in the music industry. Her music has been covered by numerous artists, and she has been nominated for several awards throughout her career. Despite her achievements, Andrea has remained true to her roots, incorporating elements of jazz and blues into her music. She continues to tour and perform around the world, showcasing her incredible talent and unique voice.
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CASH BOX TOP BLACK CONTEMPORARY SINGLES

1  THE WAY YOU MAKE ME FEEL (Epic 34-07445) . Michael Jackson 19
2  IF YOU CAN DO IT, I CAN TOO (Capitol PB-40488) . Mel's Morgan 13
3  LOVE OVERBOARD (MCA 53210) . Gladys Knight And The Pips 10
4  MY FOREVER LOVE (Atlantic 7-89182) . Levert 15
5  LOVE CHANGES (Arista AS 1-9426) . Kashif & Mel's Morgan 8
6  SO EMOTIONAL (Arista AS 1-9442) . Whitney Houston 6
7  GIRLFRIEND (MCA 53385) . Pebbles 11
8  I LIVE FOR YOUR LOVE (EMI-Manhattan 50094) . Natalie Cole 5
9  TO PROVE MY LOVE (Warner Bros. 7-28200-A) . Michael Cooper 12
10 SOMEONE TO LOVE ME FOR (Columbia 38-0719A) . LisaLisa and Cult Jam Featulling Full Force 13
11  BABY, BE MINE (Atlantic 7-8916) . Miki Howard 14
12  SHE'S FLY ( Epic 49-0746) . Tony Terry 9
13  SECRET LADY (MCA 52009) . Stephanie Mills 11
14  I WANT HER (Verti-entertainment/Elektra 7-4943) . Keith Sweat 21
15  I WANT TO BE YOUR MAN (Epstein 7-28229) . Roger 15
16  TWO OCCASIONS (Sola 7-00105) . The Deele 11
17  LOVE IS FOR SUCKERS (Like ME AND YOU) . Full Force 13
18  (I WANNA GET) CLOSE TO YOU (Getten 7-28216-A) Vaneeese Thomas 14
19  TOUCH AND GO (Tommy Boy 7-28181-A) . Force MD's 19
20  WANNA MAKE LOVE (ALL NIGHT LONG) (Capitol PB-4917) . Lillo Thomas 25
21  IN THE MOOD (Solar 7-00017) . Whispers 28
22  SKELETONS (Motown 1907MF) . Stevie Wonder 12
23  SO AMAZING (Atlantic 7-89163) . Gerald Albright 29
24  LET ME TOUCH YOU (P.I.R./Manhattan P-60104) . O'Jays 31
25  SYSTEM OF SURVIVAL (Columbia 38-07068) . Earth, Wind & Fire 16
26  OVER YOU (Getten 7-28152-A) . Ray Parker Jr. & Natalie Cole 37
27  NOTHING VENTURED NOTHING GAINED (Epic 34-07292) . Charlie Singleton & Modern Man 27
28  HOW YA LIKE ME NOW (Uke/RCA 1050-7-7) . Kool Moe Dee 32
29  SUPERBAD (CBS Asseas/Gold City 756-0767) . Chris Jasper 34
30  THIS BE THE DEF BEAT (Profile Pro 7171) . Dana Dane 38
31  CRITICIZE (CBS/75607-0000) . Alexander O'Neal 20
32  HOT THING (Paxley Pack/Warners Bros. 7-28268) . Prince 44
33  LET'S START LOVE OVER (Island 7-90413) . Miles Jaye 22
34  MYSTERIOUS (EMI/P-850103) . Najee 42
35  LETS TRY AGAIN (Columbia 7-6164) . Surface 37
36  I COULDN'T BELIEVE IT (RTS/7-8917-9AA) . David Ruffin and Eddie Kendricks 23
37  GET LUCKY (Virgin 7-99493) . Well Red 40
38  BECAUSE OF YOU (Feuer/Sutra 5F 1914) . Cover Girls 41
39  WHAT'S TOO MUCH (Motown 1911MF) . Smokey Robinson 26
40  YOU WILL KNOW (Motown 1919) . Stevie Wonder DEBUT
41  COME INTO MY LIFE (Geeping Bag 28) . Joyce Sims 45
42  GAMES (Solar 7-00103) . Shalamar 30
43  I WISH YOU BELONGED TO ME (Gamble-H Huff-7310A) . Lou Rawls 47
44  OH GIRL (Uve/RCA 536-7-7AA) . Glenn Jones 51
45  I DO YOU (MCA MCA-53193) . The Jets 36
46  PUMP UP THE VOLUME (4th & B Way Island 7452) . M/A/R/R/S 55
47  BABY I'M REAL FOR (Warners Bros. 7-28150) . Sherrick 54
48  RESPECT YOURSELF (Edge ED-012A) . J. Blackfoot 49
49  FEEL GOOD TO FEEL GOOD (Motown 1918MF) . Garry Glenn 56

50  FOR YOUR LOVE (A&M 3000) . Barry White 59
51  I CAN'T LIVE WITH OR WITHOUT YOU (Columbia 38-07599) . Dimples 53
52  MARY MACK (Solar 70016) . Babyface 60
53  RESERVATIONS FOR TWO (Arista AS 1-9658) Dianne Warwick & Kashif 38
54  SOME KIND OF LOVER (MCA 52335) . Jody Watley 62
55  WITHOUT YOU (E lectra 7-49426) . Peabo Bryson & Regina Belle 66
56  RUN TO ME (Mercury 870-0337-7) . Angela Winbush 69
57  NAMELESS (MCA 63208) . Colonel Abrams 57
58  (CATCH ME) I'M FALLING (Virgin 7-99416) . Pretty Poison 39
59  COME BACK TO ME (Arista AS 1-9446) . Patrice Rushen 63
60  SWEET MEMORIES (RCA 53487) . Theresa 65
61  WE'LL BE TOGETHER (A&M AM-2983) . Sting 43
62  LOOK WHAT YOU STARTED (Motown 1920MF) . The Temptations 76
63  (BABY TELL ME) CAN YOU DANCE (A&M AM 2939) . Shaniene Wilson 48
64  I'M SO HAPPY (Polydor 887163-7) . Walter Beasley 68
65  RAINY NIGHT (Motown 1920MF) . Chic DeBarge 75
66  KISS (London/PolyGram 886-215-7) . Total Contrast 70
67  IF YOU LET ME STAY (Columbia 38-07398) . Terence Trent D'Arby 52
68  BABY TONIGHT (Capitol PB-40402) . Marion Jackson 73
69  DON'T PUT THE BLAME ON ME (Capitol 40401) . 4 By Four 72
70  I WONDER WHO SHE'S SEEING NOW (Motown 1908MF) . The Temptations 58
71  LIVE MY LIFE (Virgin 7-99390) . Boy George 77
72  NO 1/2 STEPPIN' (A&M 2900) . Shanice Wilson 82
73  LOVE RAP BALLAD (Cettique 0-96731) . True Love 78
74  ARE YOU SERIOUS (Epic 34-07612/E.P.A.) . Tawasha 83
75  ANGEL (Mercury/PolyGram 888-831-7) . Angie Winbush 58
76  SINCE YOU CAME OVER ME (Wing 887 248-7/PolyGram) . Lace 81
77  COME AND GET THIS LOVE (Atlantic 7-89162) . Street Far 84
78  ARE YOU MY WOMAN (Def Jam 38-07651) . The Black Flames 80
79  TAKE GOOD CARE OF ME (Live/RCA 1087-7-JAA) . Johnathan Butler DEBUT
80  EVERY CHANGING TIMES (Gwent 7-28163-A) . Siedah Garrett 46
81  NEVER KNEW LOVE LIKE THIS (Tabu ZS407436) . Alexander O'Neal DEBUT
82  THIS IS LOVE (Portrait 57-01642) . Angela Clemmons 84
83  CHICK ON THE SIDE (Next Plateau 50071) . Salt-N-Pepa 88
84  I PUT MY MONEY WHERE MY MOUTH IS (Muscle Shoals Sound 108/Motown) . The Rose Brothers 87
85  PLAYTHIN (Columbia 38-07685) . Rebiie Jackson DEBUT
86  WISHING WELL (Columbia 38-07675) . Terence Trent D'Arby DEBUT
87  YOU BABE (Striped Horse SH 7007) . De Barge 89
88  EVERY DROP OF YOUR LOVE (Motown 1912MF) . Stacey Lattisaw DEBUT
89  TURN OFF THE LIGHTS (Nu-Cut 006) . World Class Wreckin Cru DEBUT
90  WANT YOUR BODY (Atlantic 7-89149) . Madame X DEBUT
91  MISUNDERSTOOD (Columbia 38-07345) . Mico Wave 61
92  LUV'S PASSION AND YOU (RCA 5293-7-RAA) . Chad 64
93  SHO' YOU RIGHT (A&M AM-2943) . Barry White 67
94  HARD DAY (Columbia 46-07466) . George Michael 71
95  CERTIFIED TRUE (Mercury/PolyGram 888-837-7) . Bar-Kays 74
96  YOU BRING OUT THE BEST IN ME (Virgin 1051-7-JRC) . Vanessa Armstrong 79
97  LOVERS LANE (Motown 1908MF) . Georgia 85
98  LOVIN' YOU (P.I.R./Manhattan P-60086) . O'Jays 90
99  SHOW A LITTLE LOVE (Columbia 38-07169) . Mission 91
100  OVER NIGHT SUCCESS (RCA 5291-7-RAA) . Anita Pointer 92
THE BEAT

The return of Earth, Wind & Fire to the stage is an event of unusual proportions. From 1971 to 1983, Earth, Wind & Fire won six Grammys, sold close to 40 million records, and landed an unprecedented 13 singles on the pop charts. Those singles were not normal commercial fare. They were, said The Village Voice, "inordinately brilliant... every one was a transcendent, experimental, melodic, quirky."

But Earth, Wind & Fire was one of those rare bands whose stage shows were pioneering extravaganzas on a par with their music. Earth, Wind & Fire tours were among the first to employ lasers, the first to recruit specialists like magician Doug Henning, and the first to take visual spectacle to a level that could only be called breathtaking.

In November, 1987, Earth, Wind & Fire returned with their first LP in four years. The results were impressive. Touch The World entered the pop charts in its first week higher than records by George Benson, Steve Winwood, Neil Diamond and Bryan Ferry, all of which debuted the same time. In addition, the band's first new single since 1983, "System of Survival," soared to number one on the dance and R&B charts.

Earth, Wind & Fire mastermind Maurice White has been determined to keep the visual details of the band's upcoming tour under wraps. But one thing is certain. White and group members Philip Bailey, Verline White, Andrew Woolfolk, Sheldon Reynolds and Ralph Johnson have planned a show that carries the standards established by Earth, Wind & Fire in the early '70s to a level that will set new standards for the '90s.

Mega Talent—One day in 1986 Gary Glenn, as a songwriter, had three good songs on the national charts at once: "Rapture" by Anita Baker, "Heaven In Your Arms" by R.J.'s Latest Arrival and "Flame Of Love" by Jean Carne. The distinction was the career highlight of a multi-faced artist who, either as a songwriter, singer, producer, keyboardist, arranger or all of the above, has worked with Freddie Jackson, Atlantic Starr, Billy Ocean, Phyllis Hyman, Melissa Manchester, Earth, Wind & Fire and The Emotions, among a list of others. That day in '86 was the highlight—until now.

Feels Good To Feel Good is the most ambitious collection to date by the multi-talented Gary Glenn, who has recorded, performed and produced, needless to say, by Garry Glenn. The swaying, yearning, heartfelt, "Do You Have To Go", "1st Love," "Evolution," "I'll Be Around," and the title track (this current single) all show special qualities: exciting rhythm tracks (many of which are cut "live" as opposed to being overdubbed, instrument by instrument; remember real drums?) and dramatically soulful arrangements. At the center of it all are forever-captivating vocal performances that find Garry going from a macho gruff to a soaring falsetto—and even more. There is a sense that sky is the limit. Whatever, indeed, if Garry is anything, he is a singer.

Feels Good To Feel Good ends up an ambitious mission completed, but then Garry has had his share of ambition for years. "It has been a dream of mine to record an album of this type of music—soulful, sophisticated stuff that calls for real singing and playing—and it’s always been a fantasy of mine to record for Motown. Both of those dreams have come true and it’s great."

Garry’s dream was born, fittingly, the same place Motown chairman Berry Gordy’s dream was realized—in Detroit, where Garry, one of seven kids, was born and raised. "I grew up in a religious family, where everybody played, sang and writes, says Garry. "My earliest experiences of working in music were with my older sister, Beverly Glenn, no magi gospel group. Our dad toured. I’d travel with her, playing and singing. We’d play the churches and colleges of different cities. And in high school I directed an all-svce choir. So was always around music, always doing it."

Garry calls Feels Good To Feel Good, recorded over a two month period between his road gig as Anita Baker’s keyboardist, "a labor of love. The most difficult part in making it was being objective. When you’re wearing three hats—that of artist, songwriter and producer—it can be tough. But my demos are what got me the deal at Motown in the first place and I produced those, so I kept that in mind."

And Garry says he feels no special pressure to succeed over the growing number of male vocalists today. "I look at it as the way (basketball) giant) Dr. J sees it," he says, "We were talking backstage a little while ago at one of Anita Baker’s shows and he said, ‘There’s room for us all’. I’m just going to keep that in mind and do my best.’ Introducing Gary Glenn.
## CASH BOX TOP 12" DANCE SINGLES

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<td>SKELETONS</td>
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<td>10</td>
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<tr>
<td>4</td>
<td>NEVER GONNA GIVE YOU UP</td>
<td>12</td>
<td>7</td>
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<tr>
<td>5</td>
<td>SHAKE YOUR LOVE</td>
<td>2</td>
<td>13</td>
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<td>6</td>
<td>LOVE OVERBOARD</td>
<td>11</td>
<td>8</td>
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<tr>
<td>7</td>
<td>LET'S GO</td>
<td>8</td>
<td>10</td>
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<td>8</td>
<td>THE WAY YOU MAKE ME FEEL</td>
<td>14</td>
<td>5</td>
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<td>9</td>
<td>PUMP UP THE VOLUME</td>
<td>16</td>
<td>5</td>
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<td>10</td>
<td>LOVERS LANE</td>
<td>5</td>
<td>14</td>
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<td>11</td>
<td>TELL ME TO MY HEART</td>
<td>10</td>
<td>23</td>
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<tr>
<td>12</td>
<td>COME INTO MY LIFE</td>
<td>18</td>
<td>6</td>
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<tr>
<td>13</td>
<td>I WANT HER</td>
<td>13</td>
<td>7</td>
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<td>14</td>
<td>AFTERGLOW</td>
<td>6</td>
<td>11</td>
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<td>15</td>
<td>NEED YOU TONIGHT</td>
<td>15</td>
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<td>WE'LL BE TOGETHER</td>
<td>17</td>
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<td>17</td>
<td>GIRLFRIEND</td>
<td>19</td>
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<td>18</td>
<td>FAITH</td>
<td>22</td>
<td>5</td>
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<td>19</td>
<td>CRITICIZE</td>
<td>9</td>
<td>10</td>
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<tr>
<td>20</td>
<td>I CAN'T HELP IT</td>
<td>28</td>
<td>5</td>
</tr>
<tr>
<td>21</td>
<td>JACK LE FREAK</td>
<td>44</td>
<td>4</td>
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<tr>
<td>22</td>
<td>HEAVEN IS A PLACE ON EARTH</td>
<td>26</td>
<td>6</td>
</tr>
<tr>
<td>23</td>
<td>BECAUSE OF YOU</td>
<td>23</td>
<td>13</td>
</tr>
<tr>
<td>24</td>
<td>WHAT HAVE I DONE TO DESERVE THIS</td>
<td>29</td>
<td>6</td>
</tr>
<tr>
<td>25</td>
<td>I COULDN'T BE A MAN</td>
<td>35</td>
<td>4</td>
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## NEW 12" RELEASES

<table>
<thead>
<tr>
<th>Title</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>STEVIE WONDER (MOTOWN 4517 MG)</td>
<td>HAPPY BIRTHDAY (12&quot; Mix) (5:57) (Jolene Music Company/Black Bull Music, Inc.) (ASCAP) (Stevie Wonder) (Producer: Stevie Wonder)</td>
</tr>
<tr>
<td>CLUB NOUVEAU (TOMMY BOY TB 903)</td>
<td>HEAVY ON MY MIND (12&quot; Extended Vocal Mix) (7:00) (Jay King 4 Publishing) (BMI) (Jay King-Denzil Foster-Thomas McElroy) (Producers: Jay King-Denzil Foster-Thomas McElroy)</td>
</tr>
<tr>
<td>DAKRASH (CAPITOL V-15344)</td>
<td>WASN'T I GOOD TO YA? (12&quot; Extended Version) (6:31) (Crazy People Music Administered by Almo Music Corp.) (ASCAP) (J. Johnson-B. Tate) (Producer: Jesse Johnson)</td>
</tr>
<tr>
<td>PEABO BRYSON/REGINA BELLE (ELEKTRA ED 5275)</td>
<td>WITHOUT YOU (12&quot; Vocal LP Version) (5:12) (Beau-Di-O-do Music) (BMI) (lamont Dozier) (Producers: Michael J. Powell-Sir Gant)</td>
</tr>
<tr>
<td>BANGLES (DEF JAM 44 07540)</td>
<td>HAZY SHADE OF WINTER (Purple Haze 12&quot; Mix) (4:59) (Paul Simon Music) (BMI) (Paul Simon) (Producer: Rick Rubin)</td>
</tr>
<tr>
<td>COLORS 'N' BEETWEEN (MY WORLD RECORDS CGW-1001)</td>
<td>WE LIKE YOUR LOVIN' (12&quot; Club Version) (6:46) (Published By My World Records) (BMI) (Paul Lewis-Moses Talbert) (Producers: Paul Lewis-Moses Talbert)</td>
</tr>
</tbody>
</table>

## MOST ACTIVE

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>I WANT TO BE YOUR PROPERTY</td>
<td>Blue Mercedes-MCA</td>
</tr>
<tr>
<td>WE ARE THE FAMILY</td>
<td>Alan Parada</td>
</tr>
<tr>
<td>THE PALACE</td>
<td>Club Hollywood, Ca</td>
</tr>
</tbody>
</table>

### I Want To Be Your Property—Blue

**Producer:** John McEntire

**Comments:**

"This Is What It Is About A Really Hot Record!"

### Strong Activity

**M/A/R/R/S—Love Overboard—MCA**

**Producers:** Bricco, Nappy

**Manager:** Zachary Hollo

**Location:** Hollywood, Ca

**Comments:**

"Very Strong In Store Activity, Could Become A Major Hit Again, Given Proper Exposure On Radio And In Clubs!"

### Club Pick

**I Want To Be Your Property—Blue**

**Record Label:** MCA

**Manager:** Kelvin Anderson

**Location:** Hollywood, Ca

**Comments:**

"Very Strong!"
SASS – Anita Baker (I) stopped backstage to meet Sarah Vaughan at New York's Blue Note, where the Divine One was recently in residence.

Lots of leftover stuff – it's too early in the feature to get analytical and in-depth, so let's just clean off the desk: First off, last issue I published my list of the 10 best jazz albums of '87. It wasn't an easy list to compile, but I'd just like to mention that the albums I've listed made the list (the numbers up, if that were). In no particular order: Michel Petrucciani, The Sonny Clark Memorial Quartet, Tim Berne, Dave McKenna, Dave Holland, Marvin "Smitty" Smith, Joe Williams, Shirley Horn, Ray Anderson, Mose Allison, Charlie Haden, Major Holley/Slam Stewart and Mike Westbrook. As usual, I didn't include reissues or previously-unissued items (there'd be too many and it's unfair for contemporary records to be compared to reissued masterpieces) or such non-jazz albums as the new records by Joao Gilberto and Caetano Veloso...Wolf Trap Salutes Dizzy Gillespie: An All-Star Salute to the Jazz Master will be aired around February 26 over most PBS Stations as part of the new season of Great Performances. The 90-minute show – culled from a fantastic 70th birthday tribute to the great Diz taped at Wolf Trap last year – will feature the baron of bebop in numerous settings, including performances with the likes of Sonny Rollins, Wynton Marsalis and Carmen McRae...Virginia Records is getting set to unveil Venture Records, an – are you ready? – "adventure across the boundaries of music".

Well, we'll see about that, but among those with debut Venture releases due in February are Lester Bowie's Brass Fantasy and England's Itchy Fingers...The National Academy of Jazz has inducted Barry Manilow into its Board of Governors – a worthwhile choice, goodness knows...In the upcoming (figure Christmas of '88) film "Bomber" (just what we need, another screen version of The Christmas Carol), starring Bill Murray, there's a scene in which Miles Davis, David Sanborn, Larry Carlton and Paul Shaffer appear as street musicians. Ho, ho, ho...Singers & The Song, Gene Lee's account of popular (read: Sinatra, Sarah, Peggy Lee, etc.) singers has recently been published ($18.95, Oxford University Press)...GRP Records has signed John Edna (a koto and synthesizer player), Hungary's Szacksi (a pianist), and Americans John Pattitucci (a bassist) and Eric Marienthal (a saxophonist) to record dates. If the last two sound familiar, it's Chick Corea's current band, and ol' Chick is producing the records...Look, vinyl lives. Since just about every jazz reissue this day is coming out on CD only, it's almost surprising to see that Atlantic, anyway, is still reissuing jazz on vinyl. New in the Jazzlore series are Big Joe Turner's 1956-57 "Big Joe Rides Again" (a jazz album with, among others, Coleman Hawkins, Lawrence Brown and Perley "The Art Farmer Quartet Featuring Jim Hall Live at the Half Note," '63, the Modern Jazz Quartet's 1962 "Lonely Woman," Esther Phillips' "Confessin' The Blues" (a 66 big band date and a '70 small group date), Charles Mingus' wonderful "Oh Yeah" ('61), Konitz's fine "Inside Hi-Fi" (two '56 quartet sessions), and Jess Stacy's "A Tribute to Benny Goodman" ('54 sides on the same German sidemen and released to coincide with the Goodman screen biography..."Jazz From the City," a weekly two-hour jazz radio show hosted by Ken Webb, is now available via United States Satellite. Call (212) 401-1226 for the lowdown...Antilles New Directions has just reissued saxophonist Jim Pepper's "Comin' and Goin'," a well-named album that has, in a few years, been on Rykodisc and Antilles...Photographer Joe La Russo has put out a limited edition poster of Woody Herman to benefit the National Academy of Jazz's Woody Herman Foundation Fund. The poster is available for $20 (unsigned) or $30 (signed) from La Russo Photography, PO Box 480357, Dept. BB, Los Angeles, CA 90048...Billy Taylor, Art Blakey and Lionel Hampton are the recipients of the National Endowment for the Arts' 1988 Jazz Masters Fellowships. The Fellowships carry $20,000 grants,钢结构 tour a good hunk of its artist roster in Japan in October, "CRL "Super Live '87," and expect to see live albums, videos, and all sorts of other stuff from the tour early this year...NEWJAZZ-TV is a new broadcast that broadcasts new age and jazz albums, video and news packages, assembled, for free, to cable systems. Want to know more? Call them in Fort Collins, CO at (303) 484-5535 and they'll tell you more...Next week I'll get incisive and analytical (about various boxed sets, OJC, OJC, and more).
There are 314 nominations in 74 categories covering all aspects of original programming and creative artists. Nominees include Barbra Streisand, Max Headroom, Garry Shandling, Francis Coppola and Bob Goldthwait. The coveted "Golden Ace Award" which honors networks, projects or programs with the most overall impact during the year, has ten nominees — 1) BET: Black Entertainment Television; 2) Comic Relief '87; 3) C-SPAN; 4) The Discovery Channel - Soviet Television Week; 5) ESPN: America's Cup Coverage; 6) FNN: Coverage of the Stock Market Upheaval; 7) The Learning Channel; 8) News 12, Long Island; 9) Nickelodeon; and 10) The Weather Channel.

A ROSE BY ANY OTHER NAME = Cinema Group, Inc. and Cinema Group Entertainment have settled their claims against each other. Cinema Group Entertainment will become "Palisades Entertainment." Additionally, World Video, Inc., a Los Angeles-based manufacturer of prerecorded home entertainment video cassettes, will change its name to "Western World Video." BENNETT ON PBS — Perennial favorite, Tony Bennett will be featured on the next On Stage At Wolf Trap special to be broadcast on PBS stations Friday, February 5, at 10:00. Bennett is a singer's singer who Frank Sinatra described as "the best singer in the business, the best exponent of a song," Bennett will perform songs from his new album Bennett/Berlin, his 89th album and first record in ten years.

The one-hour special will include the classic "I Left My Heart in San Francisco."

MISTER ROGERS

MR ROGERS MAKES HOME VIDEOS — Playhouse Video is set for a February release of Mister Rogers: Musical Stories. The video features two stories from the Neighborhood — "Potato Bugs and Cows" and "Grandad for Daniel." The program was written and composed by Fred Rogers and is the fifth in a home video series.

IT'S SOUNDS SO BAD IT GOTTA BE GOOD — When this one crossed our desk we had to take notice. It's a new home video release touted as a cult classic and entitled Surf Nazis Must Die. Quoting Media Home Entertainment's PR, "Los Angeles in the aftermath of a devastating earthquake... A sadistic neo-Nazi surfer gang turns the beach blood-red in their blitzkrieg campaign to rule the waves." A review is forthcoming. Another one that sounds bad enough to be good - from V.I.E.W. Video of NYC - "Massage Your Mate," an instructional tape featuring over ninety minutes of Swedish and Shiatsu massage techniques for your mate and the whole family. And why not?

ACE AWARDS — This year's ACE Awards will be hosted by Elayne Boosler and John Larroquette.

ACE AWARDS CEREMONY — John Larroquette and Elayne Boosler will co-host a star-studded show titled "The Ninth Annual ACE Awards Ceremony." The program will be a live, prime-time open-carriage telecast to be aired January 24th, 1988 (9 p.m. - 11 p.m. EST/ PST) on HBO. The ACE awards are cable's most prestigious honor. John Mofitt, is producing the special with Pat Tork Lee, partners on the HBO shows Not Necessarily the News and Comic Relief. "We would like it to be the fastest paced awards show," says Moffitt. "Other awards shows have just been getting longer and longer. Since we really are producers of cable programming, we want to give it that look and feel. We want to celebrate the diversity of cable, using one of our greatest tools — comedy."

CASH BOX TOP 40 COMPACT DISCS

The Cash Box Top 40 Compact Discs Chart is based on solely on actual pieces sold at retail stores.
"We are the Music Makers,
we are the dreamers of dreams..."

"The old order changeth..."

"When in the course of human events..."

"People everywhere just want to be free..."

CASH BOX
INTRODUCES

THE
INDEPENDENT WAY

The Independent Way begins by looking back. By reflecting through these pages, on what happened out there...whose product made a splash, ripple or tidal wave in 1987.

We invite you to join us as we salute the artists, the labels, the distributors...raise a glass, if you will, to the rappers who were raising hell and the women who had perfect timing. A toast as well to jazz performers Bill Watrous and Doc Severinsen for taking home Grammys in '87. And a special cup of Gatorade to the independent rock labels who managed to keep on rolling.

But, more than reflecting on the year that's gone, we ask you to grow with us in the year to come. To help us with advice and information as we strive to develop this independent communications vehicle, as we work to put together meaningful sales and airplay monitors utilizing an innovative computer system that will enable us to obtain sales information directly from retailers and distributors across the country; and which will make possible immediate and direct communication with music programmers in selected markets from coast to coast. We anticipate that these features will be "most read" sections of The Independent Way, and they have to be right. Please be patient as these systems are being finalized.

In weeks to come we will bring you label profiles, reviews of newly released product, plus news that relates to independent product and independent manufacturers, distributors, retailers, producers, publishers and others who contribute to the overall make-up of the independent music industry. It's going to be quite a journey.
IAC NEWS

Sub-Committee Chairpeople Named

BERKELEY - Phil Jones, VP, Fantasy Records, and Chairman of the Independent Action Committee, today announced the appointment of Jerry Jacobs, Schwartz Distributing and Jennie Leclercq, Next Plateau Records, as co-chairs of the sub-committee on marketing. Jones also named Mel Fuhrman, LMR Records and Clay Pasternak, Action Record Sales, as co-chairmen of the sub-committee on sales, and appointed Tom Hayden, TSR Records and John Salstone, M.S. Distributing Company, as like posts on the sub-committee on promotion.

In making these selections, Jones indicated that the balance of record manufacturers and distributors represented in the overall committee makeup as well as at the chairperson level, was a conscious effort to bring a new feeling of cooperation and problem-sharing and problem-solving to the independent record industry.

Meet Eric H. Paulson, Navarre Corporation

and Record Distributors, moving from there to Transcontinental Music where he held the position of National Sales Manager. Pickwick International acquired the firm in 1974 and Paulson remained on their executive staff for nine years, rising to the position of Senior Vice President and General Manager of the Pickwick Distribution Companies.

A scant five years ago, in May of 1983, he left that position to start Navarre Corporation, opening for business as a distributor of home entertainment software in November of that year. In just four years Navarre Corporation has experienced phenomenal growth, and is now recognized as one of the largest independent distributors in the United States, and is without equal in this country as a rock-jobber/distributor of home computer software.

Paulson's own astonishing success marks him as an innovative and resourceful marketing man. There is little doubt that he will prove to be not only a valuable member of the sub-committee on marketing, but a true force in the overall development and progress of the independent record industry.

NEW RELEASES

POP/ROCK

Texas Instruments

THE TEXAS INSTRUMENTS

Rabbit Cat Records (RAB-TI-010)

Following in the footsteps of such 80's power trios as the Minutemen, Husker Du, and the Meat Puppets comes Austin's own Texas Instruments. The 13-song, self-titled effort marks their first long-playing release, and the beginning of their collaboration with Rabbit Cat Records. Other artists featured on the label are Happy World, Not For Sale, and the new defunct Scratch Acid.

The album has been doing well for these Texas natives, having already charted on several college radio and alternative music polls. Combining musical influences as diverse as folk, punk, and psychedelic, the Texas Instruments have managed to come up with a sound that is refreshingly inventive with the first listen, while more revealing and rewarding after each new spin.

The group consists of drummer Steve Chapman, bass player Ron Marks, and guitarist David Woody. Marks and Woody first started playing together in El Paso while they were still in high school. After moving to Austin in 1983 they hooked up with Chapman, and have been a mainstay of the local club circuit ever since. Musically, these dudes can shred, blowing away most of the groups they tend to be categorized with. Sonically, they are a straightforward, in-your-face type of band.

Outstanding cuts on the album include the originals "Prussian Blue," "The Action Jackson," the instrumental "Don't Let Anything Get Empty," the lyrically literate "No Wonder I'm Confused," and a remake of the Dharma Bums' "Girl Like You." The band also turns in some great covers of Woody Guthrie's "Do Re Mi" and Dylan's "A Hard Rain's Gonna Fall." It's hard to believe how much can be heard throughout the LP.

The release was recorded during a three-day period at Austin's Europa Sound Centre. Producing, engineering, and mixing the effort was Spot, whose past production credits include the Texas Instruments EP and early efforts from Husker Du.

The Texas Instruments have toured extensively throughout the Southwest and are making plans for their first west coast gigs. The tour will most likely commence after the release of their second album, "Tunnels," which is set for a March release. For more information regarding the T.I.'s releases and tour itinerary, along with other Rabbit Cat diskos, contact label heads Stacey Cloud or Laura Croteau (great business cards, ladies) at (512) 926-9909, or write: Rabbit Cat Records, P.O. Box 49263, Austin, Texas 78765.

Kevin Coogan

Joe Satriani

SURFING WITH THE ALIEN

Relativity (88561-8193-1)

Often times the most highly developed musicians spend years mining for new sounds and redefining what is possible on their instruments. This may include years of living in obscurity, with no recognition for the ingenuity and commitment necessary to be a true pioneer in the highly competitive world of contemporary music. Guitarist Satriani is one such innovator who has become more visible by the year as one of the leading lights in the guitar world.

Satriani is perhaps best known for having been the guitarist in Metallica. He has become a rock star, and has played with Frank Zappa, Alan Jackson, and currently the David Lee Roth Band. Upon first listening to Satriani, it's apparent his association with Metallica was a symbiotic effect, each reaping benefits from the other's style and intensity. Satriani taught the book of surf guitar techniques back before such a thing had been developed. He is also a master of the two-handed approach, first made fashionable by Eddie Van Halen, but something Satriani's been polishing for the past fifteen years.

Many modern guitar heroes came to mind when spinning "Surfing With The Alien." Besides Van Halen, Kirk Hammett of Metallica and also a former student of Satriani and Yngwie Malmsteen, Jeff Beck and Al Dowd, traces of Al Dimeola all come to mind. "Cross between Van Halen and Zappa" is how Satriani himself has described this. This is not all stuff you've heard before, however, as Satriani pushes, walls, and glides his way into undiscovered caverns of sound, and technique, to ride any guitar enthusiast or music enthusiast for a change.

Most of the album is playful, straight ahead throbbing rock music with relentless solos. Satriani never resorts to mindless riffing, however, as each solo is packed with... (Continued on next page)
Satriani (Continued from page 20)

Fresh ever unfolding ideas. The live track and the barn burnin' "Satch Boogie" could wake you from the dead of sleep into a vertical salute in one motion.

On the more mellow side, the jazzy intro to "Circles," the Oriental flavor of "Lords of Karma," and the flamenco sounding "Midnight" are subtle highlights revealing Joe's broad range of influences. "I didn't take guitar lessons when I started playing. I just played along with records by Hendrix, Clapton, Beck, Johny Winter, Mike Bloomfield, as well as the pop-oriented stuff like the Beatles or Stones. I'd just imitate those things, figure out the sounds and then work with it. Joe Satriani has most certainly arrived somewhere else. Co-produced and engineered by John Cuniberti, Surfing With The Alien is an expedition into the world of "Guitar Panorama." Musically speaking, if you like your coffee black and drive a Maserati on the coast highway at night, Joe Satriani is your man and Surfing With The Alien should be a masterpiece in your collection.

Gene Ferriter

ALENT ON STAGE

Allan Holdsworth

THE PALACE COURT, HOLLYWOOD - The electric wizardry of Mr. Holdsworth & Co. began at The Palace Court tonight in the first of his sold out shows here. Loyalists packed the club for a glimpse of the masterful Mr. Holdsworth at work, revealing his unique brand of music. If you've never seen Holdsworth or heard him play it's difficult to describe the experience. NWSICLBJICMNDUFD.

That's like a line of music streaming from his fingers striking the musical symbols with which the listener is familiar in order to generate obscure beauty and meaning.

Opening the show with a cut from Send, his latest LP for Relativity Records, the set was a good cross representation of several of his albums, Atavachron, I.O.U. and Road Games.

CASH BOX SWEETHEART ISSUE CLOSES FEBRUARY 4th RESERVE SPACE NOW

BARLEY BREE SPEAK UP FOR OLD IRELAND

Shanachie Records (52016)

OK all you St. Patrick's Day musical programmers, here's the perfect replacement for MacNamara's Band, When Irish Eyes Are Smiling and Clancy Lowered the Boom. Remember, last year's biggest Christmas single came from an independent album and gave all these Dublin toe-tapper cuts a good listen. We especially liked the Rathlin Island Boat Song and Foolish You and, in the spirit of the well-known proverb that the Lord invented whiskey to keep the Irish from ruling the world, the rousing Barley Grain for Me. Available on LP and Cassette by contacting Shanachie Records Corp. of course, that good old Irish town of Ho-Ho-Kus, N.J.

The Bobs

NOW I AM A HIPPIE AGAIN

Great American Music Hall (F-985-A)

This funny a cappella 7" single production of the hIPPY/yippie/yuppie stock market crash victim/hippie again song featured on National Public Radio's Morning Edition. 

Yellowman and Charlie Chaplin

THE NEGRIL CHILL

ROIR, Inc. (A-155)

Yellowman, an albino DJ reggae/rapper known as the King of 'slack' and noted for his lewd, sensual and sexual puns, splits billing with Charlie Chaplin, the Bahamas' 'peaceful DJ,' in this romp through Jamaica's Negril beach resort. Recorded live at the Negril Tree House, the cassette captures the different styles of its two stars, as well as the 'chilled-out' island mood. Available from ROIR, Inc. in cassette only.

For Eclectic Tastes

From Atlanta's 'evangelist of outrage' comes a hoppin', hoppin' bluesy, funky dance groove 12" single that ought to bring the out rageous one to the attention of the larger audience. RuPaul is already the leader of a growing cult following, along the lines of a rapping Alice Cooper, with shades of Diana Ross. Some really neat horn lines and more echo than the Grand Canyon. For further information, or just to request an astonishingful picture of the artist, contact Blitzen Soni, National Promotions Director, Sunfun USA, PO Box 54472, Atlanta, GA.
INDEPENDENT PRODUCT ON THE CHARTS

These reference pages list first the independent label (in alphabetical order) that released the product, the artist's name, the song or album title and indicate the number of consecutive weeks each record remained on the CASH BOX Black Contemporary charts during 1987, as well as providing footnotes as to the crossover success of these records.

In the next few weeks The Independent Way will introduce its exclusive computer-developed sales monitor. In the meantime, we are happy to bring you Independent Product On The Charts, and welcome your comments.

<table>
<thead>
<tr>
<th>Label</th>
<th>Artist</th>
<th>Song/Album Title</th>
<th>Wks On Chart</th>
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<tbody>
<tr>
<td>AMHERST RECORDS</td>
<td>GLENN MEDEIROS</td>
<td>Nothing's Gonna Change My Love*</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>VAL YOUNG</td>
<td>Private Conversation</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>(*Also 21 wks. Top 100 Singles)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASIANA</td>
<td>RUE</td>
<td>I Need Your Love</td>
<td>3</td>
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<tr>
<td>BOOGIE DOWN</td>
<td>CRIMINAL MINDED</td>
<td></td>
<td>7</td>
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<tr>
<td>COLD CHILLIN*</td>
<td>McSHAN</td>
<td>Left Me Lonely</td>
<td>4</td>
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<td>CRITIQUE RECORDS</td>
<td>OLIVER CHEATHAM</td>
<td>Celebrate Our Love</td>
<td>2</td>
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<td>TRUE LOVE</td>
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<td>Love Rap Ballad</td>
<td>2+running</td>
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<td>EDGE RECORDS</td>
<td>MARSHALL &amp; BABB</td>
<td>Let It Be Me</td>
<td>6</td>
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<td>J. BLACKFOOT</td>
<td>U-Turn</td>
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<td></td>
<td></td>
<td>U-Turn (LP)</td>
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<td></td>
<td></td>
<td>Bad Weather</td>
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<td></td>
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<td>Tear Jerker (w/Ann Hines)</td>
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<td></td>
<td></td>
<td>Respect Yourself</td>
<td>6+running</td>
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<td>EMERGENCY</td>
<td>CAROLYN HARDING</td>
<td>Movin' On</td>
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<td>FANTASY RECORDS, INC.</td>
<td>TIMEX SOCIAL CLUB</td>
<td>Thinkin' About Ya</td>
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<td></td>
<td></td>
<td>Mixed Up World</td>
<td>35</td>
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<td></td>
<td>DOUG E. FRESH &amp;</td>
<td>Lovin' Every Minute Of It</td>
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<td>THE FRESH CREW</td>
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LUKE SKYWALKER
2 Live Crew
2 Live Crew Is
What We Are (LP)

MCSHY D.
Got To Be Tough (LP)

MACOLA
EGYPTIAN LOVER
The Lover 11
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Freakaholic

MALACO
LITTLE MILTON
Annie Mae’s Cafe (LP)

JOHNNY TAYLOR
Don’t Make Me Late

MUSCLE SHOALS RECORDS
ROSE BROS.

SYBIL
Let Yourself Go

SALT-N-PePA
Hot, Cool & Vicious (LP)
Push It***

DANKE SHAKES RECORDS

PARADISE
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Exception To The Rule

P.J. RECORDS
GIVEN’S FAMILY

PROFILE
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Baby Don’t Go Too Far
Don’t Turn Around

RUN DMC
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various ARTISTS
Mr. Magic’s Rap Attack, Vol. 2 (LP)

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Hello, Rochelle

SELECT
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Barbara’s Bedroom

U.T.F.O.
You Could Wanna Be
With Me

SLEEPING BAG
NOCERA
Summertime, Summertime*

MANTRONIX
Music Madness (LP)
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JOYCE SIMS
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Come Into My Life

SOURCE
SOURCE WITH
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SUPERTRONICS
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Heat Stroke

TOUCH
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SOUND TOWN
DAVID ALEANDER
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21/ATCO
DONNA ALLEN
Serious*
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Satisfied
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Top 100 Singles)

WARLOCK
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My Heart Gets
All The Breaks

ZAKIA
KING SUN D. MOET
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ZY RECORDS
PAUL LERAKOS
Boom Boom
Come Into My Room*
(*also charted in Top 100)
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Artists who have accepted invitations to appear in the coveted showcase slots are Foster & Lloyd (RCA), Ricky Skaggs (A&M), Tim Malchak (Alpine) and a Grass Revival (Capitol), K.T. Oslin (RCA), Ride the River (Atlantic), Schuyler, Knobloch & Chris Hedlum (MTM), and Ricky Van Neltyn (CBS).

Participants for the New Faces Show are selected by a committee of industry executives appointed each year by the Country Radio Broadcasters' board of directors. As a result, this year's show will be one of the best ever," commented New Faces committee chairman Charlie Jones. "Radio response to these artists has been very exciting. In addition to artists representing major labels, Monk added, "the committee also makes a special effort to include acts on independent labels, evidenced this year by the appearance of Schuyler, Knobloch & Chris Hedlum, Tim Malchak, and Ride the River.

"Greatly improved sound can be expected at this year's New Faces," Monk continued. "The New Faces committee is making a special effort to attain the highest possible quality for the show. We have hired additional production specialists for this purpose, as well as to help eliminate any production breakdowns, and to make the transition between acts much smoother.

The New Faces Show, which will again be emceed by Monk, will be on Saturday, February 13, and will be the closing event for the seminar. The Country Radio Seminar is a cooperative effort between country radio broadcasters and the country music/record industry, and designed primarily for the benefit of planners and decision makers in country radio. The seminar agenda is coordinated entirely by volunteer industry professionals.

Registration fee for Country Radio Seminar '88 is $279 per person if received prior to Friday, January 15, 1988. Late registration is $349. For further information, write to Country Radio Broadcasters, 150 Music Square West, Nashville, Tennessee 37203, or call (615) 327-4488 or 329-4467.
OUT OF THE BOX

JOHN COUGAR MELLENCAMP
(Mercury, 888-934-7) Cherry Bomb (4:49) (Riva-ASCAP) (J. Mellecamp) (Producers: J. Mellecamp, D. Gehman)

John Cougar Mellen camp and I grew up in the same part of southern Indiana so, it came as no surprise that he wrote this country song about a "country town" and "out in the sticks." John gives us a fine vocal delivery on this song with a heavy beat and quick phrasing. Harmonies and background singers are well-placed in this fine production. Some instruments may not be considered "country," but the combined product surely qualifies. We give credit where it is due. This is a good country release!

NASHVILLE NOTE-ABLES

Kim Grayson..."When The Time Is Right, I'll Be Ready!"

Kim Grayson is making some big waves in the sea of artists who record country music. Kim is a beautiful little lady from Plano, Texas, who records on the Soundwaves record label. Her latest single release has been climbing the Cash Box Top 100 Chart at a steady rate. If you have heard Kim's performance of "If Only You Knew," you will know why the record has been so successful.

Al Hinson (entertainment director for Dollywood) is producing Kim on her recordings, and the products have gained Kim some well-deserved recognition in the country music industry. Kim has also been doing her part in promoting her recording efforts. She has a super personality, and she has done herself proud by visiting radio stations around the country. She related, "I'm trying to visit as many stations as possible during the three to four weeks I have scheduled for visits. I had a chart song called "Love's Slippin' Up On Me," before. But, we're looking for this latest record to do much better." Through the efforts of all involved, her latest has done much, much better.

"I'm trying to get a break," she said with a charming smile. "I started singing in Dallas night clubs when I was a senior in high school. I've had some offers for financial backing and management. But, I have learned to be very careful about getting too excited over casual conversation. I have an excellent manager in Randy Jackson. He manages Janie Frickie, too. Randy has managed many well-known artists through his career.

Kim Grayson records at the Merit Music studios in Nashville. Currently, Kim has six songs "in the can" awaiting another recording session which will complete her album project.

"Right now, I'm concentrating on promoting my record, so I'm not doing too much performing on the road. I think promotion is more important at this time. When we get better known, we'll go out on the road and work hard. When the time is right, I'll be ready!" This statement let me know that Kim is a wise and educated young lady.

She continued, in a determined tone of voice, "I want the record to be a hit! My first goal is to be successful on records. Of course, I want to go out and perform, too, but I know personal appearances will come with record success. My main goal is to become a major act. I've come too far to quit, or give up, now!"

Kim Grayson is destined for a bright future as a country music artist. In the first place, she sings very well. Then, too, she has a smile-hich can melt the hardest heart. Plus...she is sincere and determined to reach preset goals, which she has clearly set for herself in step-by-step order. Sincerely singing with a smile, Kim Grayson will succeed, and I'll be there to give her a standing ovation!

Joe Henderson

FEATURE PICKS

HOLLY DUNN (MTM, B-72093) Strangers Again (3:08) (Blackwood, Tree-BMI) (H. Dunn, C. Water) (Producer: T. West)

This is a very pretty ballad with exceptionally strong lyrics. It may well be one of those songs that challenges the vocalist to produce more than the ordinary in emotion and delivery. The product has an overall easy feel about it, featuring a fine fiddle in the ride. Not in the same "mold" as Holly's previous releases.


Right from the intro, this is a solid country arrangement. The lead vocal is pleasant, but the harmonies add "punch." The McCarters may need a little more flair in their delivery. It works well enough, but the sound was almost too laid-back, and the song lyrics do not dictate solemnness.

MARY CHAPIN CARPENTER (Columbia, 38-07681) Just Because (3:05) (Getarealjob-ASCAP) (M. C. Carpenter) (Producer: J. Jennings)

Talk about "laid-back!" Mary Chapin Carpenter really puts the soft-sell on this one. This song has a good lyrical message, but it's difficult to absorb without emphasis anywhere. With a voice like hers, Mary should be "excited." Tender is tender, but......

HOLLY DUNN DOES IT AGAIN! 1987 Horizon Award recipient Holly Dunn (right) is shown with video director Sam Cokes, of Studio Productions, while getting ready for the next shot of Holly's new video release "Strangers Again." This is her third MTM video, and also the third single from her second MTM LP "Conerstone." Holly wrote the song with her brother Chris Waters, while the video's executive producer is MTM CEO Alan Bernard.

RICKY VAN SHELTON CELEBRATES AT HIS NUMBER ONE PARTY IN NASHVILLE! Ricky Van Shelton (left) and Cash Box's Nashville director of operations, Richard F. (Tom) D'Antonio (right), were all smiles during the celebration party given in honor of Ricky's first number one song, "Somebody Lied," given at CBS Records in Nashville. One of the brightest new stars on the Country Music scene, Ricky Van Shelton is a native of Gritti, Virginia, and is proud of his country roots. All indications are that the country music fans around the nation are just as proud of his country singing. The party was attended by an overflow crowd of well wishers and country music executives.

HAPPY BIRTHDAY CELEBRATION FOR KXAL! Radio station KXAL, in Pittsburgh, Texas, celebrated a first birthday in a big way last month! The event was marked with a special concert, and it was a "packed house" success. Why not? With recording artists such as newcomers Dusty Martin (left) and the master Ray Price (right), on-the-air personality, Bobby Lee Williams (center), seems to be enjoying the "party", cake and all!
CARLTON MOODY & THE MOODY BROTHERS (Lamon, JR-10174-45) You Turned The Lights On (S58) (Raymond-Prugger-BMI) (R. Shackelford) (Producers: The Moody Brothers)

- This is a great lead vocal by Carlton Moody, and the gentle harmonies of his brothers are perfect. No wonder these guys are the premier country group with European fans! The group is absolutely major label material. Carlton puts “curls” and “growls” into his performance to bring the country fans to instant attention. Good song with a “hit-and-back-off” arrangement. Excellent product!

INDIES FEATURE PICKS

CANYON (16th Avenue, B-70410-1) Overdue (2:30) (Milenke, Rick Hall, Macguay-ASCAP; BMI) (T. Eastfield, R. Byrde, K. Bowles) (Producer: T. Eastfield)

SOUNDS LIKE ANOTHER fine group has arrived upon the scene. The lead vocal has a strong Kenny Rogers-like sound...and that ain’t bad! The harmonies sound somewhat harsh, but that could be from the hard beat and the song tempo. The melody is rather boring, but the group is exciting.

BILLY JOE BURNETTE (Bear, 12-390) Hugging My Lady (2:35) (Lee Mordor-ASCAP; Fancy) (Producers: B. Davis, T. Eastfield, K. Bowles) (Producer: V. Pratt)

Well, hello again, Billy Joe! He finally got out from behind that desk and went behind a microphone, like his heart told him to do. It paid off, too! The song is pleasing and positive, and so are the product results. Simply put, this is one fine job, vocally, and should do very well in radio land for Billy Joe Burnette. Welcome home, son.

NORM SCHAEFFER (DSP) 87-12-A Dallas Darlin’ (2:28) (Warner Electro Asylum, Dorff Songs, “Luna Boy-affiliates unlisted”) (D. Dorff, M. Brown) (Producers: J. Kent, T. Migliore, J. Williamson)

Probably the strongest song of the week, and Norm Schaffer surely does it justice. It sounds like he really enjoys his work. It’s strong country and well-produced. We sure would enjoy hearing more of Norm and his country delivery. Keep ‘em coming!

SLEEPER SELECTION:

OGDEN HARLESS (Doorknob, DK-87-259) I Wish We Were Strangers

Thank you Radio for the national chart success of my single,

“OUT WITH THE BOYS”

On Soundwaves Records.

RHONDA MANNING

For further information contact:

RAM Music, Inc.
P.O. Box 290965
Nashville, TN 37229
(615) 834-3444

CASH BOX INDIES CHART

1 SHOULDN’T IT BE EASIER THAN THIS Charley Pride-16th Avenue
2 THERE’S A REAL WOMAN IN ME Bobbie Lee-615
3 FOR YOUR LOVE Tony McMichael
4 DANCE FOR ME Don Maleno-Malino
5 IF YOU ONLY KNEW Kim Grayson-Soundwaves
6 TIME AND TIME AGAIN Noel Cash-Deep South
7 DON’T START THE FIRE Moneta Lynn-Evergreen
8 NO HEART LEFT TO BREAK Robin and Courier-16th Avenue
9 SHE’S LIKE HEAVEN Morgan Rupp-Hummingbird of Clover
10 CATCH 22 Danell Modan
11 JUST ENOUGH LOVE Ray Price-Step One
12 I KNOW ALL ABOUT HER Dennis Payne-True
13 DIZZY FEELING Jimmy Smith-Bear
14 BAD DAY FOR A BREAK UP Cilla McCord-Gazelle
15 SHOW ME (I’M FROM MISSOURI) Larry Swin-Triplestar
16 WHO PUT THE GOOD IN GOODBYE The Statfins-Sisters-Kansan
17 ON A GOOD NIGHT The Johnstones-Hidden Valley
18 MY BABY SLEEPS WITH THE RADIO ON Carol Breunsn-Cypress
19 ROLL THE DICE Shuttle-Air
20 DO YOU HAVE TO GO Wynd-Cypress
21 SECRETS Secret Tokens
22 BELIEVE IN ME Mark Tittle-Paloma
23 IN BETWEEN HEARTACHES Becky Williams-Country Pride
24 KISS AND SAY GOODBYE Leo Richardson-AI-AI
25 TEN MOST BEAUTIFUL GIRLS Stefan Blencott-Fresh Squeezed
26 CARIBBEAN Need McGowan-Smoke
27 SHE LOVES ME TO HATE TO SEE HER GO Allen Poole-Ar-Poole
28 FOR OLD LOVES SAKE Lorella Ellis-Evergreen
29 LYN’Here IN LOVE Giolda Malone-Evergreen
30 THESE MAGIC SHOES Marty Mitchell-Doors

NEW AND ACTIVE

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<th>TITLE-ARTIST (LABEL)</th>
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<td>CAN’T GET TO YOU FROM HERE - Jacky Ward (Electric)</td>
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<td>DON’T FORGET YOUR WAY HOME - Melissa Kay (Reed)</td>
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</tbody>
</table>
RAPPIN' WITH THE WRITERS:

PATTI RYAN says, “I started writing late in comparison to most songwriters.”

Patti attained her masters degree and was teaching art at Gulfport high school in Mississippi when thoughts of songwriting first crossed her mind. She had been interested and involved in music earlier in life. Her mother taught classical piano. So, Patti heard a lot of music and even played with a few bands. However, she thought the odds were too high against becoming a successful songwriter when choosing a career for herself.

In 1976, after spending a year in Europe, Patti decided she would give songwriting a try. She met Wanda Mallette, a second grade teacher, and they co-wrote some songs and sent them to Bob Morrison in Nashville. “It was like a miracle,” said Patti. “There was a little song titled ‘Lookin’ For Love In All The Wrong Places’ in that group of songs.” That was the 1980 Country Song of the Year. Patti still didn’t move to Nashville. She was afraid of being a “flash in the pan” success. However, in 1984, Anne Murray recorded another of her songs “Just Another Woman In Love.” That was her second #1 song, and Patti Ryan moved to Nashville convinced that she should write full-time.

Since moving here, her songs have been recorded by such greats as Reba McEntire, Mel McDaniel, Tammy Wynette, David Frizzell, Con Hunley, Del Shannon and Moe Bandy.

Joe Henderson
DUE TO A PRINTER'S ERROR, WE ARE REPRINTING THIS PAGE AS IT SHOULD HAVE APPEARED IN THE DECEMBER 26, YEAR-END ISSUE.

A W A R D S

LABELS

OVERALL LABEL OF THE YEAR - COLUMBIA RECORDS

LABEL OF THE YEAR/POP ALBUMS - COLUMBIA RECORDS

POP ALBUMS/SPECIAL ACHIEVEMENT - EPIC RECORDS
For BAD, the first album in the history of CASH BOX charts to simultaneously debut at number 1 on two different charts. BAD entered the charts at number 1 on the top 200 albums and number 1 on the top 75 B/C Album chart.

LABEL OF THE YEAR/POP SINGLES - EPIC RECORDS

OVERALL, BLACK CONTEMPORARY LABEL OF THE YEAR - COLUMBIA RECORDS & DEF JAM/COLUMBIA RECORDS

LABEL OF THE YEAR/BLACK CONTEMPORARY ALBUMS - CAPITOL RECORDS

LABEL OF THE YEAR/BLACK CONTEMPORARY SINGLES - MCA RECORDS

LABEL OF THE YEAR/JAZZ ALBUMS - MANHATTAN/BLUE NOTE

LABEL OF THE YEAR/MUSIC VIDEO - GEFFEN RECORDS

COMPACT DISCS/SPECIAL RECOGNITION AWARD - CAPITOL RECORDS
For releasing the Beatles Compact Disc's in their original British Album form, in recognition of their historic significance.
WE PROMISED 6,000, BUT . . .

OVER TEN THOUSAND ADDITIONAL RETAILERS RECEIVED THE YEAR-END ISSUE OF CASH BOX.

CASH BOX DELIVERS.

CASH BOX Sells!!!
The game has one eight-way joystick and three button controls as follows: the first button controls the jump function; the second controls the player's weapon function and the third controls the "special power" feature. This "power" eliminates all enemies on the screen and can be used only once in each mission.

In Shinobi Segal has included a new internally mounted service panel to be installed by the operator during the conversion process. This panel will house the service switch, test switch, and volume control, giving the operator access to all necessary information and statistics to keep the game percentageed properly, as well as access to the self-test information. The panel, teamed with outstanding components and cabinet graphics, is designed to ensure maximum earning potential for a minimal investment.

As stressed by Tom Petit, senior vice president-sales and marketing, "This is the greatest kit we've seen since Chapoifter. If Shinobi was not of the same quality of vintage, we would not be involved with it," he added.

"The income has been superb!"

Further information may be obtained through factory distributors or by contacting Sega Enterprises, Inc. (U.S.A.), for reference, at 2149 Park Drive, P.O. Box 610550, San Jose, California 95161-0550.

**NEW NAMA PREXY** - James A. Rost, 55, assumed the position of president and chief executive of NAMA on January 1, 1988, succeeding G. Richard Schreiber who retired after 18 years as the association's chief executive.

Rost has held executive positions in several leading companies in the vending industry for 25 years and served as chairman of the NAMA board of directors in 1986. A native of Red Lion, PA, Rost was graduated from Gettysburg College with a degree in economics; and did post-graduate work at Syracuse University, St. Mary's University of San Antonio, and at St. Joseph's University of Philadelphia.

He is licensed as a CPA. As stated by board chairman Merrill Krueger "With his extensive experience in our industry and outstanding management record, Jim Rost brings to NAMA superb qualifications for carrying out their programs and services which are needed for the advancement of our industry."

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**AMOA's Government Affairs Conference Is Set For May 15-17 in Washington**


Billed as the once-a-year forum for AMOA members to learn about the inner workings of government and bring the industry's message to the nation's capital, the 1988 conference will present a full agenda of informative sessions. Program highlights include a briefing by AMOA officers and Robert Wilbur, AMOA's government affairs liaison on the status of key industry issues; an update on The Coin Coalition's activities (AMOA is a member of the Coalition), which is lobbying for introduction of players to a unique bonus round and then on to the next stage to face evil and ingenious villains.

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**NEW Kit From Sega**

"Shinobi" is the newest kit from Sega Enterprises, Inc. (U.S.A.) and its first since "Choplifter", which was a big hit for the company. The game theme focuses on a rescue adventure, featuring fast paced high action which takes players through five different stages with 23 distinctive missions. Each of the five stages concludes with a "final confrontation" with the master force. Successful defeat of the master force advances players to a unique bonus round and then on to the next stage to face evil and ingenious villains.

The game has one eight-way joystick and three button controls as follows: the first button controls the jump function; the second controls the player's weapon function and the third controls the "special power" feature. This "power" eliminates all enemies on the screen and can be used only once in each mission.

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(Continued on page 33)

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**SERVICE TIP**

Nintendo of America provided the following service information with respect to the VS. System, Play Choice 10, Gun Games.

**Symtoms**

1. Pulling the trigger does not start game (with gun pointed at monitor).
2. Pulling the trigger and game starts (with gun pointed at monitor excluding VS. Gunshoe game).
3. Pulling the trigger does not produce a bright flash on the monitor.

**Solutions**

Examine the swivel located in the handle of the gun. The two nuts which hold the swivel together work loose, causing a break in continuity. Re-tighten the two nuts while making sure the contacts are in their correct position in relation to the swivel plates.

Examine the light sensing diode P.C. Board located in the barrel of the gun. The solder joints where the P.C. Board shield makes contact with the P.C. Board break loose. Re-solder this joint using a generous amount of solder. If the problem still exists after the internal wiring, harness and swivel have been checked out okay, then replacement of the operator access to all accounts is recommended. Applying a generous amount of solder to the shield-P.C. Board joint of the replacement diode P.C. Board will insure proper operation.

(Ed Note: If you need additional assistance contact the Nintendo Service Department at 1-800-633-3236 or 1-206-882-2040 and refer to Bulletin #PCH-03.)
At The Atlas Dist. Holiday Bash

What was billed as the annual Atlas Distributing, Inc. Christmas party became a major industry event—a mini trade show, you might say. Attendance came close to 500, representing factories from throughout the coin-op community and over 150 operating firms. The two major banquet rooms in the now famous Zum Deutschen Eck Restaurant in Chicago were packed, with some accommodations even being set up in the adjacent hall where the equipment was displayed. And what a lineup of product! You saw many of the intriguing IDEA dart games, Mr. Beal stated that he would have to review his available legal alternatives before making a decision.

AMOA (Continued from page 32)
a new dollar coin); a report on the status of the Berne Convention which, if adopted, would have widespread repercussions on U.S. copyright law and jukebox licensing; and a report on what AMOA’s new Political Action Committee (called AMOA PAC) is all about. Members will also have the opportunity to meet with their elected officials. AMOA’s Washington staff will assist in this regard.

In addition, several social activities are tentatively planned, including a congressional reception at the Longworth House Office Building. Also scheduled is an AMOA sponsored pinball tournament pitting members of Congress and their staffs against one another—possibly alone or party lines.

Program, housing and registration information will soon be sent to some 1,500 AMOA operator, distributor and manufacturer members nationwide.

Further information may be obtained by contacting AMOA headquarters at 111 E. Wacker Drive, Suite 600, Chicago, IL 60601 or phoning (312) 644-6610.

Cash Box January 16, 1985
NEWS

Home Video Year In Review
By Julius Robinson

LOS ANGELES - The public continued to show an appetite for home video viewing this year. At year end, the top-selling videos came from hit TV shows like "L.A. Law" and "The A-Team," along with the UK's *Dallas.*

For the first time, videos were released in a two-disc format, allowing viewers to watch both the original and the remastered versions. The success of this format led to a increase in the number of two-disc releases.

In the music video market, Home Video continued to see growth, with new releases from artists like *The Cars,* *Depeche Mode,* and *The Smiths.*

Despite the economic downturn, home video sales remained strong, with many consumers choosing home video over traditional television. The trend towards streaming services continued to grow, but home video remains a popular choice for many viewers.

The future of home video is bright, with new technologies and formats being developed to improve the viewing experience. As the industry grows, it will continue to provide a wealth of entertainment options for viewers of all ages.
CLASSIFIED AD RATE 35 CENTS PER WORD
Count every word including all words in firm name. Numbers in address count as one word. Minimum charge $1.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with your order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—203 Classified Advertisers (Outside USA) will present subscription price. You are responsible for classified ad in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at a rate of 50¢ per word. Please count words carefully. Be sure your Classified is sent to reach the Los Angeles publication office.
(603 Sunset Blvd., Los Angeles, CA 90028 by Tuesday, noon, of preceding week to appear in the following week's issue.

COIN MACHINES
For sale: DUNK SHOT $1795, SPY HUNTER $1955, SPEED BUGGY & $1495, CALLAY $1495, TIGER SIT DOWN MODEL $1695, GONDOMANIA $1595, KARNOV $1955, TOP SECRET SIT DOWN MODEL $1695, DOUBLE DRIBBLE $955, BOUNTY HUNTER $1695, STRIKES & SPARES $795, TWO TIGERS 795, TIC TAC TRIVIA 795, TIC_TAC_TRIVIA COUNTERTOP 595, STREET FOOTBALL 695, ENDURO RACER $1955, ENDURO RACER SIT DOWN MODEL $1695, QUARTET 4 & 1, SHOTGUN MINI 1395, HANG-ON MINI 1395, HANG-ON SIT DOWN MODEL $1695, CASH ROAD 995, BLACK TIGER 995, WORKOUT 895, IKARI WARRIOR 1295, VICTORY ROAD 1395, LEAFY METAL $1795, PARTY ANIMAL $1795, MONTE CARLO 1395, GENESIS 1695, SPRING BREAK 995, F-I-TOM 1495, TREASURE ISLAND 2570, SHOOTING GALLERY 495, CALL OR WRITE NEW ORLEANS NOVELTY 3030 NO. ARNOLAND RD., METARIE, LA 70002 Tel: (504) 888-7410.


WANTED Old Gumball and Peanut Vending Machines, and parts. Send description and price to Don Reddy 251 W. Patrick St., Fredericksburg, MD 22401.

SEEBURG Jukeboxes and Used Amusement Games for Sale. Old Style Electro-Mechanical Pin Balls available. Videos, Shuffle Alleys and your special requests are our business. We carry a complete line of Rock-Ola Machines and Coca Cola. Box 214, Hanover, Pennsylvania 17331. Phone: (717) 632-7206.

DISTRIBUTORS/OPERATORS for Canadian made coin operated Counter Top Games and Electronic Scales. High quality products and full service distributor. Contact ASTRO VISION INC. 1459 bentley Ave., Nepean, Ont., Canada K2E 6T7, Tel: (613) 226-7515.

ATTENTION JUKEBOX OPERATORS—Sunbelt Music, Texas leading supplier to Jukebox Vendors has the best selection of 45s at the best price! With PREPRINTED TITLE STRIPS for all new releases available.

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OVER 5,000 OLDIE TITLES, ALL ORDERS SHIPPED THE SAME DAY. USE OUR TOLL FREE: 1-800-527-5137 or TEXAS 1-800-442-9136.

WANTED: Miss Pac Man Cocktails. Whac-a-mole, Skeeball, Lucky Crap. For Sale: Shopped Regular Pac Man $395, Miss Pac Man $800. Frogger $295. Call Mike or Phil (717) 848-1846.


JUKEBOX OWNERS—Sell your used 45s and picture sleeves. Highest prices paid for any quantity. Records or Sleeves, Ask 2249 Cottage Grove Cleveland, Ohio 44118 (216) 321-3300.

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Operators Dist., Inc., R. Box 336, High Point, N.C. 27263. Phone: (919) 894-5714.

Selling: Specials—All Major Manufacturers Conversion Kits.

MERCHANDISE
For Sale: Piano


REAL ESTATE

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SINGERS, MUSICIANS, Record company accepting material. Send demo tape and promo material: Dr. Dream Records, 900 E. Katella, Orange, CA 92667.

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DEALER'S TIPS FROM THE CASH BOX Radio Report

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Cash Box January 16, 1988
THE HARDLINE CONTINUES....

"WISHING WELL," the new single from the debut album that’s sold over a quarter of a million copies in just three months! With major video exposure of "WISHING WELL" on BET & MTV," a Broadcast on Westwood One the week of January 25th, TV appearances on "Top Of The Pops," Friday, February 5th and "Saturday Night Live," February 13th. Plus a major U.S. Tour starting this March! The Hardline continues....