THE MCA MUSIC ENTERTAINMENT GROUP

BELL BIV DEVOE
INDECENT OBSESSION
LIGHTNING SEEDS
KELLY WILLIS
COLD SWEAT
YOUNG BLACK TEENAGERS
FATHER M.C.
MARK CHESNUTT
STEELHEART

PEBBLES
WIRE TRAIN
TRIXTER
BERNADETTE COOPER
MATSUISHI PURSUING ACQUISITION TALKS WITH MCA INC.: Matsushita Electric Industrial Co., the Japanese electronics giant, is said to be considering a takeover of the record company, which operates under the trade names Panasonic, Quasar, Technics and National (and which owns a 51% stake in MCA). "We are not in a position to comment," a Matsushita spokesman (pronounced "Matsuhisha:SOOSI-hah") claimed on Thursday, following preliminary talks with MCA Inc., in reference to a possible buyout of the company, as reported by the Los Angeles Times, September 25, 1990. In addition to earning $1.6 billion on sales of $44 billion for the year ended March 31, 1990, Matsushita, the world's second-largest consumer electronics company, has invested approximately $25 billion in cash and marketable securities available, would have no problem paying for MCA, pronounced "MCA." It is one among many being considered.

MCA GOT S.O.U.L.: A Teller, chairman, MCA Music Entertainment Group, announced recently that MCA Records will market and distribute S.O.U.L.: Sounds of Underground Love, a newly formed New York-based label directed by former Def Jam Records vice president Bill Stephney and vice-producer Hank Shocklee. Stephney is instrumental in building the careers of such artists as the Beastie Boys and LL Cool J, while Shocklee has been one of the most influential producers of the last decade, lending his talents to dozens of the biggest hits, including "Nasty Girl." The label was released August 14. The label's two other scribes are Son of Beatz and Rob "Shouty." O R B I S O N COLLECTION REVIEWS CAREER: CBS Special Products is releasing a four-CD/courtesy box set titled The Legendary Roy Orbison, which is the first major overview of Orbison's career, although about 20 titles were set for release in 1983, but ultimately went uninvited. The set, which contains 75 recordings in all, covers almost 50 years of the legendary musician's career, including his first release, "I'm Walking," in 1956. "The album includes all the way through to a pair of rare 1985 cuts, "Wild Hearts," from Nicholas Roeg's art-house movie Insignificance, and "Indian Summer," a duet with Larry Gatlin. The box set will be released on November 11, at a cost of $50. The collection is a 32-page booklet which includes many rare photos and an essay by Colin Escott.

THE FEDERAL ARM OF THE LAW: Over 7,000 alleged counterfeit audiocassette tapes were seized in a raid on a San Antonio, Texas flea market by local, state and federal law enforcement officials. Although many of the tapes were confiscated, 2,000 supposed pirate tapes were in the raid and each was charged with improper labeling of recordings under the Business and Consumer Code. Among the alleged counterfeiters were recordings by such artists as George Strait, Randy Travis and Anita Baker. The raid continues the battle that the Recording Industry Association of America Inc. (RIAA) is waging against piracy on all levels of the industry...In New York, one bootlegger was found guilty of advertisement and sale of bootleg sound recordings under that state's law and faces up to a year in jail and a $1,000 fine...Meanwhile, in California, the L.A. County D.A.'s Glendale office filed felony charges against two alleged bootleggers in the investigation, which has resulted in the seizure of almost 6,000 bootleg vinyl albums and nearly 100 bootleg compact discs...Atlanta law enforcement officials, assisted by RIAA's Home Security Unit, seized 1,520 alleged counterfeit audio cassettes from street vendors operating in Piedmont Park in downtown Atlanta.

TIME TO GET SMALLER: The National Association of Recording Merchandisers (NARM), in a recent meeting with major manufacturers and packaging companies, has set a goal to address alternatives to CD long packaging. Citing a recent survey of NARM's membership indicated that retailers' main concerns, relative to packaging of CDs, include packaging compatibility, security and merchandising of the product, as well as growing concern over environmental waste. Proposed alternatives include using 6" x 12" dimension, were either a 5" x 11" or 6" x 10" package. The NARM Packaging Committee will meet with packaging companies in November to see the presentation of the proposed changes before a final meeting in January to decide on the recommended size of the CD package.

ENVIRONMENTALLY SPEAKING: Alliance for Survival, a national organization of environmental groups, has invited the benefit party called "BeatleBlitz" on October 9 in remembrance of John Lennon on what would have been the legendary musician's 50th birthday. The gala event is set for the Hollywood dance club Spic and will feature live musical entertainment by Buffalo Springfield Revisited and the Beatles look-alike band Twist and Shout. In addition, a birthday cake-cutting ceremony with actress Marni and Papas founding member Michelle Phillips and Alliance for Survival's arts activist Jenny Ruby will take place. Admission is $10 at the door and the proceeds will go to Alliance for Survival's ongoing campaign for peace and the environment.

SALUTING A PRINCE OF AN ARTIST: Kultur Videos is releasing a video tape about famed pop artist Keith Haring titled Drawing the Line: A Portrait of Keith Haring. The 30-minute video includes interviews with Haring himself, as well as the late artist's company Leo Castelli and Tony Shafrazi and director Dennis Hopper, as well as many leaders of the international art scene, including the artist himself, "Pop Art," had gone from being an anonymous New York City graffiti artist to being called the successor to Andy Warhol and Roy Lichtenstein.

FLOOD LEAVES AQUARIUS: Terry Flood has resigned as CEO of Aquarius Records and sold his interests in the company to his friend and business associate Donald Tarlton of Donald K. Tarlton Productions. Flood will be joining a consortium of U.S. and Canadian business associates who are putting together an American recording company, which among other things, will provide Canadian artists with a vehicle to release and market their product in the U.S. and internationally.

EXECUTIVES ON THE MOVE

- MCA Records has promoted Steve Meyer to senior vice president, product development. Meyer will be responsible for the strategic planning and execution of all promotion efforts for the label. Billy Bril has been named to Meyer's former position of senior vice president, promotion. He will be responsible for all MCA Records' pop promotion campaigns.

- Zoo Entertainment has named George Gerrity senior vice president/general manager of the brand-new label, which joins Arista and RCA under the BMI umbrella. Gerrity comes over from Warner Bros. records, where he was vice president of promotion.

- Majorie Lomenzo has been named to the position of vice president/chief financial officer of A&M Records. Lomenzo has been with the label for 11 years, most recently as director of operations and financial planning. She will be responsible for A&M's finance and administration. In another move, A&M appointed Bruce Lerner to the position of director of budgeting for promotion. In his new capacity, Lerner will be responsible for administrating the label's pop promotion budget.

- Lynn Shults has joined All Nations Music as vice president and general manager, Nashville operations. Shults, who began his career in the music industry with AcuffRose Publications, returns to the publishing industry after a notable tenure (1978 through 1989) with Capitol Records. Before joining Capitol, Shults was operations director for United Artists Records and was directly involved in developing the successful careers of Kenny Rogers and Crystal Gayle.

- EMI has named Kim Akhtar senior director, national publicity. She will oversee all of the company's press activities in her new position out of EMI's New York City headquarters. Most recently, Akhtar served as publicity/West Coast for the label.

- CEMA Distribution announced the appointment of Kathleen Callahan to national sales manager. Previously, Callahan worked for MCEG/Virgin Home Entertainment where she most recently served as president. In her new position, Ms. Callahan will oversee national sales efforts for EMI, SBK Records, Chrysalis Records, Rhino Records, I.R.S. Records, Alpha International and Bellmark.

- Shiloh Morrow has been appointed national merchandising coordinator for the Warner/Elektra/Atlantic Corporation (WEA). Ms. Morrow has been with WEA since July of 1987, most recently as an in-house marketing representative. WEA also announced the appointment of Linda Tranah as the label's national new release coordinator. Ms. Tranah joined WEA in June of 1983.

- Fletcher Foster has been promoted to the position of director, media & artist development, CBS Records/Nashville. In his new role, Foster will create and implement all encompassing media strategies and the overall marketing goals behind each album release on the Columbia and Epic labels in Nashville. Along with CBS Records' Design and Product Marketing Department, he will also direct the labels' artist image enhancement activities.

A seven-year native of Nashville, Foster began his career in the music industry at the Country Music Association (CMA), prior to working independently at PolyGram Records and MTM Records. He joined CBS Records in 1987, and was, until his current appointment, the vice president of the Nashville development department. Following recent additions to its headline roster of artists, Buddy Lee Attractions, Inc. announced the addition of veteran booker agent Jack Sublette to the agency's current staff of agents. Sublette is well-known to many within the industry from his many years at Nashville booking agency Top Billing International, and most recently, his association with Vector Management, working with such artists as Steve Wariner, New Grass Revival, Nanci Griffith and Joe Ely.
MCA MUSIC ENTERTAINMENT GROUP

NUMBER ONES

POP SINGLE

Love and Affection
Nelson

R&B SINGLE

Giving You The Benefit
Pebbles

COUNTRY SINGLE

Friends in Low Places
Garth Brooks

LOS ANGELES LATIN

Bandido
Azucar Moreno

(CBS Discos)

POP ALBUM

Please Hammer Don't Hurt 'em
M.C. Hammer

R&B ALBUM

Please Hammer Don't Hurt 'em
M.C. Hammer

COUNTRY ALBUM

Killin' Time
Clint Black

DANCE/RAP ALBUM

Please Hammer Don't Hurt 'em
M.C. Hammer

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Top 200 LPs
Top 200 Latin LPs
Top 200 Miami Latin LPs
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Tickertape
Executives on the Move
Country
Christian
Coin Machine
Classifieds
AL TELLER, 
CHAIRMAN, MCA ENTERTAINMENT GROUP

RICHARD PALMESE  
ERNE STONED

Bruce Hinton

As President and Publisher of Cash Box Magazine for the past 40 years, it is my privilege, and my responsibility, to present an individual who I feel is making the greatest contribution to the future of our industry—the chairman of the board of MCA Music Entertainment Group, Al Teller. Al Teller is one of the most outstanding record and entertainment executives in our industry.

Al Teller is a man of vision. His greatest talent is to recognize other talent—not only within his organization, but outside of it as well. Without being clichéd, I think it is time to give recognition to the “talent behind the talent.” For the ’90s, I could think of no better executive in the industry that exemplifies that talent as Al Teller. With his tremendous executive abilities, he has put together people who all share his vision—a vision of complete dedication to the artist. He has a genuine passion for music, of all types of music, and has tremendous drive, which has given him the power to build the great team he has at MCA Records today.

Al Teller comes into the ’90s with a 20-year background in the music business. For the bulk of those years, Al had a key role in the development of CBS Records. During his time there, CBS virtually had the lion's share of the marketplace. To publish A1’s past credentials would be to put on paper what has already been chronicled in many other magazines and journals. I am proud to have been associated with Al for the past 20 years. I am also pleased that Sid Sheinberg, president, and Lew Wasserman, chairman of MCA Inc., concurred with my feelings and knowledge of Mr. Teller. He has come aboard at the MCA Music Entertainment Group as their highest-ranking officer. In his two short years there, Teller has been responsible for all aspects of the operation of the MCA Music Entertainment Group, including MCA Records, GRP Records, MCA Distributing Corp., MCA Music Publishing, Facility Merchandising Inc., the Universal Amphitheatre, MCA Concerts Inc. and Winterland Productions. Al has put pride back into the MCA rainbow, a company that had up until his arrival been froth problems.

At MCA, Al Teller has laid out the complete plan for the company and then surrounded himself with a group of people who can execute it. I believe that Al Teller is capable of taking any company and bringing it to the top of the ladder of success.

Al Teller knows what the industry requires, which is breaking new artists. This knowledge enables him to make these artists successful in every category of music. In his two years as head of MCA, Teller will bring the MCA company to the head of every category. MCA is already the top black music company in the business. They are already a leader in country music, and are on their way in pop music, under the aegis of heavy metal, rock and roll, rap, jazz and all other forms of music.

When it comes to Al, the analogy is very simple. The artist and the music have always been the creative forces in the business. Al Teller knows that it is the talent that makes up the company. He gives them the credit. Therefore, that is why all his artists should be very grateful that Al Teller is there, because he believes in them.

Al Teller has put together an unbeatable executive staff to become the biggest and most powerful team in the industry. It takes a man with talent to recognize talent, and I feel that Teller has best shown that in elevating Richard Palmese to president at the MCA Record label. Although Palmese was already at MCA, he never enjoyed the title and recognition that he truly deserved. If a man is able to do the work, he should be justly acknowledged. I think this example holds equally as true for Bruce Hinton, president of MCA Nashville, country music division. Al Teller saw in the shadows the ability of Bruce and decided to put a spotlight on him and show the industry a man who behind the scenes was responsible for much of the MCA label’s country success. I must commend Teller for what is commonly termed as moving people up from within the company, which is a very noble gesture, but in many ways would be shortsighted. The fourth member of Teller’s team, Ernie Singleton, formerly vice president and head of promotion for Warner Brothers Records, rejoins MCA as their president of the black music division.

I feel that what is important about these promotions and additions within his staff, all of which are too numerous to mention, is that Teller is surrounding himself with personnel that have the same high standards and ideals that he has. Common interests are important, and their common interest is their love of the record business. I have seen too many bad examples of attorneys and accountants taking over as heads of labels for the term of their contracts. If they are not terminated before that contract ends, they leave nothing but a shell of a label that is swallowed up by a larger conglomerate. Al Teller and his staff put back into the industry as much as they have received from it. They are in for the long haul, and because of their perseverance and dedication, I know that they will accomplish their goals. What is it that I feel they will give back? Honesty, integrity, dedication, dignity and fair play, and with all of that, profitability, which is not a dirty word. A company is obligated to make a profit for everyone’s good. Their employees, their artists and, yes, their accounts. “Price gouging” has never been in Al’s vocabulary.

These statements are not meant to eulogize Al Teller, a man who is only going into the second stage of his career, but rather to recognize him for his past accomplishments, applaud him for his current endeavors and promote and encourage him in any and all future goals.

We at Cash Box will continue to search for men like Al Teller, so that this industry will grow and prosper for years to come.

George Albert

—George Albert
Richard Palmese

RICHARD PALMENSE STARTED IN THE INDUSTRY in 1974 and trained as a promotion man, both regional and national, and has reached impressive heights in his career. He joined MCA Records in 1983 as executive vice president of marketing and promotion. He was named executive VP, general manager in December, 1988. In his tenure he has been involved in the career development of many of the artists on the MCA roster. He was named president of MCA Records on August 6, 1990 by Al Teller, who recognized his tremendous worth and expertise in molding the future of the MCA label. At the time, Teller stated, "Richard Palmese has had a long and distinguished career in the music business. His appointment to president, MCA Records is a fitting acknowledgment of his substantial accomplishments. Richard's genuine passion for music, his special rapport with artists and his proven leadership abilities will be great assets as he leads MCA Records into the '90s."

Steve Meyer

STEVE MEYER IS SENIOR VICE PRESIDENT, product development, MCA Records. He holds the responsibility of strategic planning and execution of all promotional efforts for the MCA label. Steve Meyer has a tremendous background in the music business and is capable of rising to any heights in the newly formed, aggressive MCA Records division. Having observed his career from very early on, we can attest to the fact of his great future development at MCA.

Ernie Singleton

ERNIE SINGLETON, WHOM I HAVE KNOWN throughout his entire career, is one of the most qualified and astute black music record executives that exist in the country. He is motivated by continual hard work, love for the music and belief in the artists he represents. He is a dedicated record executive with great organizational abilities, and has exemplified this with all of his many accomplishments. He is also an individual who, with all of his talents, knows how to develop a staff around him that will do the job in the most efficient way he expects. He carries himself with dignity, honesty and integrity, which is gratifying to be able to observe. As Al Teller has remarked in appointing Singleton to the presidency of the black music division, "It is tremendously exciting to have Ernie Singleton return to MCA. Ernie is the consummate music business executive and his appointment to the presidency of the black music division ensures the preeminence of MCA Records in this area. With Ernie and Louil Silas, Jr. [executive vice president, A&R, black music], the nurturing and development of black music artists will continue to be a cornerstone of the company's success."

Glen Lajeski

GLEN LAJESKI HAS BEEN IN THE INDUSTRY since 1975, originally having worked for Arista as director of promotions. He came to MCA Records in 1983 and has risen to vice president of advertising and merchandising. Lajeski is one of the great executives for the future development of MCA Records and will always be capable of rising to any task required. In knowing him from his entrance in the business, we know he will excel in his present position.

A.D. Washington

A.D. WASHINGTON, SENIOR VICE PRESIDENT, promotion and marketing, black music division, has been with MCA for many years. A.D. Washington is responsible for the planning and execution of all promotional efforts in the black music division. He is probably one of the best black promotional people that we have in this business. He also, under Ernie Singleton's guidance, will develop to greater positions in the future for the MCA Records company.
Bruce Hinton

BRUCE HINTON, PRESIDENT OF MCA RECORDS, NASHVILLE, is one of the finest executives in the music industry. From his first music job in 1960, working in the Warner Brothers warehouse in Yonkers, New York, to the many marketing, merchandising, promotion, publishing and general administration positions he has held throughout his career, Hinton has worked in every area of the business, particularly in country music. He knows country music. He knows how to develop artists and is well dedicated to the success of the company. He also has the capabilities of organizing a team around him that will bring MCA Nashville to be the leading country music organization today. I am sure that Al Teller is very thrilled and very satisfied that Bruce Hinton is the man heading MCA’s Nashville division.

Tony Brown

TONY BROWN, EXECUTIVE VICE PRESIDENT and head of A&R, MCA Nashville, is a man picked by Bruce Hinton, president of MCA Nashville, to produce most of the country acts for the label. He comes to the company with a tremendously qualified background in the area of country music. He has a reputation that is known throughout the business for his development of top-quality artists. He has been identified with so many that they would be too many to mention here. I am sure he is going to be a great asset to the MCA organization.

IN THIS SPECIAL ISSUE OF CASH BOX, we present Al Teller, chairman of the MCA Music Entertainment Group, and his hand-picked staff from MCA Records. Pictured below Teller are Richard Palmese, president of MCA Records; Ernie Singleton, president, black music, MCA Records; and Bruce Hinton, president, MCA Nashville country music division. Surrounding these four executives is a selection of MCA’s current and future star artists from the company’s pop, R&B and country divisions. They are (counterclockwise, from top left): Bel Biv Devoe, Guy, Lightning Seeds, Jill Sobule, Father M.C., Mark Chesnutt, Steel Heart, Bernadette Cooper, Trixter, Wire Train and Pebbles.
ISLAND MUSIC—First single from Island/4th Way 16-year-old hip-hop artist Laquan—"Now's The B-Turn"—has been released from his Notes Of A Native Son debut LP... Aswad's (Island) "Too Wicked" is also just out... Tony Bruno's "Hands Of Love" is to be on The llenez ( Epic) debut LP... Jon Bon Jovi's "Blaze Of Glory" (from Young Guns II) was just #1, and he has co-written a song with Daryl Hall (Arista) called "So Close," which will be on the next Hall & Oates LP... Mother Love Bone's current LP, Apple, released to critical acclaim... Don Reid Network, currently opening for The Stones on their European tour, includes a Wembley Stadium appearance. The D/R Network's follow-up to their top 40 hit "Rainbow Child" is "Lover," which is hot on the charts... Third World-PRI has just acquired two LPs from back catalogue, and is currently on tour... Tony! Tony! Tony! LP has gone gold, and the single "Feels Good" reached #1 on the R&B charts... Michael Monroe, Michael Morales, Wayne Toups, Danielle Alexander, Vanessa Williams and Xymox are all currently working on new albums. Island Music Inc. (L.A.) has moved in with PolyGram Music Int. at 3500 West Olive Ave., Suite 2200, Burbank, CA. Congratulations to Lionel Conway, who now heads both companies...

DO YOU KNOW? DEPT.—The O'Jays (EMI) are recording Bob Dylan's "Emotionally Yours," a great Reed Network, currently opening for The Stones on their European tour, includes a Wembley Stadium appearance. The D/R Network's follow-up to their top 40 hit "Rainbow Child" is "Lover," which is hot on the charts... Third World-PRI has just acquired two LPs from back catalogue, and is currently on tour... Tony! Tony! Tony! LP has gone gold, and the single "Feels Good" reached #1 on the R&B charts... Michael Monroe, Michael Morales, Wayne Toups, Danielle Alexander, Vanessa Williams and Xymox are all currently working on new albums. Island Music Inc. (L.A.) has moved in with PolyGram Music Int. at 3500 West Olive Ave., Suite 2200, Burbank, CA. Congratulations to Lionel Conway, who now heads both companies...

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Rappin' With the Retailer

BY C.J. AND JEFF KARP

NOVA DISTRIBUTING, Norcross, Georgia

Reporting: Bud Libman

"Too Short is who's doing it for us rap-wise. It's the hottest rap album we've had in a long time. LL Cool J has sold a lot of the box. Warrant is the big thing this week. It is really breaking out. Vanilla Ice is another real major record. In country, Garth Brooks is light years ahead of any other record. Mariah Carey is a big crossover and is steaming. 2 Live Crew is real steady. The Neil Young is doing exceptional on Soundtrack. Big Buzz on Inxs and AC/DC. The Robert Cray did real well out of the box this week. The Cocteau Twins did fantastic. Janes Addiction continues to be steady. The Twin Peaks has been the real surprise and is selling well."

HOMER'S, Omaha, Nebraska

Reporting: Jon Shirley

"The hot one is still the M.C. Hammer. Warrant has been hot out of the box. Poison is still selling. Pebbles is doing really well. The Whispers has stayed consistant. The new Garth Brooks is a strong contender. Lake Skywalker is also one of those that won't quit selling. Neil Young did great out of the box and looks to stay that way for a while."

UNIVERSAL RECORD DIST., Philadelphia, Pennsylvania

Reporting: Debbi Houghton

"Mr. George Michael is hot and he will sell even without videos. The Warrant lessard to say is just like Cherry Pie. People are just eating it up. The Ghost soundrack is incredible and the Rightous Brothers are rocketing up again. The Bob Dylan is doing real well for us out of the box. Randy Travis is cutting it up in country, as well as the new Garth Brooks. The Reba McEntire is killer. Keith Whitley is just going to town. Digital Underground and Special Ed are hanging in there for us. Dread Zeppelin is slowly moving up. Roger Waters just has everybody screaming. AC/DC blew out of here. So did Inxs."

NATIONAL RECORD MART, Pittsburgh, Pennsylvania

Reporting: Doug Wilt

"The big debut this week is Judas Priest. I expect big things from AC/DC and Inxs. The Vanilla Ice is starting to move. Too Short was big out of the box last week. The Warrant debuted #1 and George Michael debuted #2. What more can you say. We are seeing some nice moves this week from Randy Travis, Garth Brooks continues to hold strong. Surprise debut from The Party on Hollywood records, it looks to be for real. Digital Underground is still holding a firm position. 2 Live Jews debuted this past week for us and so far we can’t complain."

SOUTHWEST WHOLESALE,
Houston, Texas

Reporting: Norman Nessis

"Soundtrack to Twin Peaks debuted top ten for us which is nice. Vanilla Ice was hot for us as an indie and now that it's being distributed by Capitol it is extremely hot. It's our hottest 45 and is one of our top albums. Regional-wise, Garth Brooks was our #1 out of the box and is still our #1. Too Short is one of the hottest releases we've had out of the box all year. George Michael is going to have a mega-platinum album. Living Colour and Warrant are doing just great. Neil Young was another one that was hot out of the box and is refusing to stop."

MOBY DISC, Reseda, California

Reporting: Bob Say

"Janes Addiction is really hot for me right now. Dee-Lite looks like it's going to explode. Twin Peaks is getting a lot of interest, more than expected. Andy Prieboy on Dr. Dream is generating some interest. Warrant is doing real well. Bob Dylan is doing pretty well. We have had great response on George Michael."

RECORD BAR, Durham, North Carolina

Reporting: Kevin Hawkins

"Rightous Brothers are doing some serious business and are way out in front. Mariah Carey is standing her ground. Wilson Phillips is following right behind her all the way. M.C. Hammer is #2 in the chain. George Michael is off to a real good start. Living Colour sold real well out of the box, but is slowing up already. Keith Sweat is still holding up. Bell Biv DeVoe is still top ten. Prince is holding steady. Anita Baker is still in the race. Anthrax did amazing out of the box, but is sliding big time now. The top metal record is Queensryche and it looks to stay that way for at least a couple more weeks. Garth Brooks is the #1 record in the chain and is pretty much stealing all the sales. Reba McEntire is moving up. Keith Whitley is holding steady."

TURTLES, Atlanta, Georgia

Reporting: Robin Shannon

"Top-wise, M.C. Hammer is still our top seller. He's being followed closely by George Michael. Mariah Carey is still very strong for us. We are also seeing some top sales in the country on Garth Brooks. This is one of the hottest country albums we've seen in quite some time. The latest release by Randy Travis is doing quite well. The Too Short album on RCA is doing great. The Warrant and Anthrax are real hot for us right now. Poison is still doing really well. We are still seeing a lot of sales action from the Anita Baker and the Prince. Bell Biv DeVoe and Wilson Phillips also continue to sell. Special Ed is one that we have been seeing a rush of sales on. The NWA and the Ice Cube are doing really well."

TOWER RECORDS, New Orleans, Louisiana

Reporting: Rick Siani

"The Mo Better Blues is still selling pretty well. So is the Ghost soundtrack. George Michael's new one is coming up. The Pixies have tapered off a little bit, but is still selling. We are still selling that Faith No More pretty steady. We would be selling a lot of Bell Biv DeVoe if we had any, but we are sold out. We've had zillions of requests for it lately. It's the same story with Johnny Gill. Sold out with tons of requests. Keith Sweat has been doing pretty well. The new NWA has been selling like wild fire. The new Too Short is selling out the butt."

HITTING THE NAIL ON THE HEAD: Capitol recording artist M.C. Hammer still riding the wave of his success from his #1 album Please Hammer Don't Hurt 'Em, was recently honored with three prestigious awards. Pictured at the Inglewood Forum, following Hammers recent concert are (l to r): (standing) Mick Kleber, VP, music video, Capitol; Art Jaeger, Executive VP, Capitol; John Fagot, VP, promotion, Capitol; Hall Milegrem, President, Capitol; M.C. Hammer; Lou Mann, VP, Sales, Capitol; Step Johnson, Sr. VP/GM black division, Capitol; (front row) Jerry Hammond, VP, International artist development, Capitol; and Ron McCarrell, VP, marketing, Capitol.
and only hip-hop—and you had the house people who maybe listened to rock music but went out and danced to house music. Then you had the two coming together. With hip-house, you’re combining the two audiences. You’re hitting the people who want to hear melodies, and you’re hitting the people who want that modern urban poetry.”

House and hip-house have received a great deal of attention in England. Here in the U.S., Jones notes, the genre’s biggest markets outside of Chicago include New York, Detroit, Philadelphia, Baltimore and Washington D.C. The West Coast is in the part of the country that’s been the least supportive of house, Jones says—attributing that fact to a shortage of West Coast retailers that still carry vinyl. “Basically, we’re real underground on the West Coast,” Jones explains. “You’ve gotta be real chic to hear our music out there. Our music primarily comes out on vinyl, so it doesn’t even get into a lot of the stores out there on the West Coast. The record stores out there are forcing people to buy CDs. Luckily, the rest of the country is a little more demanding for the vinyl. If more of the record stores on the West Coast carried vinyl, house music would be much bigger out there.”

While some labels have quit releasing vinyl, Jones notes that 96% of DJ’s sales are vinyl. “We’re adding CDs to our format as much as possible,” Jones says. “But the expense is phenomenal, and the time required to manufacture CDs is ridiculous. It’s a real pain in the neck for us.”

**NEW MUSIC**

**JONES:** Fantasy, which owns the Stax/Volt catalogue and is recording The Drifts, The Spinners and The Mad Lads on Volt, has once again shown its commitment to releasing classic soul by acquiring distribution rights for the Hot Wax and Ivory labels—both of which were associated with Holland/Dozier/Holland hits during the 1970s. Having done that, Fantasy is reissuing greatest-hits albums by many of their artists, such as Wilbert Harrison’s “Ooh Poo Pah Doo,” which gives us “Stick Up” and “Want Ads.”

**KNOX:** Kool Rock Steady

**BEAT:** Joe Smooth

**RHYTHM:** Tyree

In 1985) has been on the cutting edge of hip-house—a fusion of rap and house—with a roster that includes Fast Eddie, Tyree and Kool Rock Steady.

D.J. International artist Joe Smooth, meanwhile, is closer to mainstream house. “When hip-house was getting started,” D.J. International President Rocky Jones recalls, “you had two different groups of people. You had the people who were into hip-hop—

**REVIEWS**

**SINGLES**

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NEW FACES

Criminal Nation
BY ALEX HENDERSON

SEATTLE HAS BEEN DESCRIBED as America's most livable city. But in recent years, the Seattle-Tacoma area has been troubled by the intrusion of Los Angeles gangs and drug-related violence. Tacoma rap pose Criminal Nation, which records for the Seattle-based Nasty Mix Records, doesn't hesitate to describe Tacoma's harsh realities on its forthcoming debut album, Release the Pressures.


Sara K.
BY ALEX HENDERSON

THE LATE 1980S SAW A RESURGENCE in the popularity of folk-influenced and/or folk-oriented singer/songwriters. Tracy Chapman, Suzanne Vega, Michelle Shocked, Eliza Gilkyson and Toni Childs are among those who have benefited from the trend. Another singer/songwriter to watch out for is Sara K., whose debut album, Gypsy Alley, was first released locally in her native Dallas, but was recently reissued on the independent Mesa label. While Sara, whose music inspires comparisons to Joni Mitchell's folk/pop, has enjoyed a loyal following in her native Dallas for some time, Gypsy Alley is her chance for increased national exposure.

"Gypsy Alley is my first album, and, since I've been writing songs for 16 years, I decided to use my choice material," Sara explains. "Some of these songs are new, while others are almost as old. These are the kind of people who see me perform live... I think the lyrics of my songs are equally as important as my music. When I was 17, I started playing in local clubs and bars, and I received a good response. I knew immediately that this was what I wanted to do. There was a lack for acoustic solo acts during the late 1970s—especially for those with original material. But I stayed with it, doing studio work and putting together a band of my own until the trend changed."  

Laquan

I TRY TO GIVE THE PUBLIC MORE than just entertainment," says Laquan. "There are some things that need to be said, some corrections that need to be made in society."

Notes of a Native Son, Laquan's debut album on 4th & Broadway/Island Records, is a socially and politically conscious rap effort encouraging cultural pride, black unity, and spiritual awareness—and Laquan is only 16 years old. Though he's still in high school, Laquan has extensively studied the teachings of Martin Luther King, Jr., Marcus Garvey and Malcolm X.

"My parents were always the type of people who urged me to read the newspaper, watch the news, and remain informed about world events. If I wasn't looking at a cartoon, they would turn on the news."

One of the album's main themes is faith in God, but Laquan is coming from a non-sectarian perspective.

"I believe in reading and understanding the Bible, the Koran, or any other scripture that inspires you. But I don't believe in downing someone because of their religion. That's one of the things that's wrong with the world today—people fighting over religion. We're all God's people."

HEAVY METAL

BY ALEX HENDERSON

STUDIO SAVAGERY: Souls Of Black, the follow-up to Testament's Practice What You Preach album of 1989, is due out October 9 on Megafroce/Atlantic. The Bay Area thrashmasters produced the album with Michael Rosen... Mindfunk is in Copenhagen working on a new album, which may be out in February 1991. Jan Eliasson is producing... EMI is releasing the power ballad "Love Is the Killer" as the second single from Vixen's current album, Ron It Up. Great White is working on a new album, which may be released in early 1991. No title has been officially announced... Dio, Kiss, Ratt, King Diamond and Dokken are among the headbangers who have recorded at Rumbo Recorders in Canoga Park, California (an L.A. suburb in the San Fernando Valley). Heavy metal albums recorded at Rumbo include Guns N' Roses' Appetite For Destruction, Heart's Bad Animals and Motley Crue's Girls Girls Girls. More mainstream acts such as Tom Petty, Fleetwood Mac and the late Roy Orbison have also recorded at Rumbo, which was founded in 1976 by Darryl Dragon of Captain & Tennille fame. At Rumbo, Studio A is generally used for large groups and mixing, while Studio B is smaller and more intimate. The new Studio C, meanwhile, is useful for overdubs. Studio manager Vicky Camblin notes that Rumbo is a favorite among producers Ron Nevison, Mike Clink and Jeff Lynne. In 1989, Rumbo was on the selling block, but the owners reconsidered and took it off the market—choosing to renovate Studios A and B, and add Studio C. For more information, please call Camblin at Rumbo (818) 708-8080.

HIGHWAY TO HELL: Sweet's Barroom Blitz Tour '90 includes American dates in October, November and December. The posse presently records for Maze... Interestingly, Christian headbangers Trouble are playing with demonic Def American labelmates Danzig—a band known for dealing with occultish subject matter—at the University of California, Irvine's Bren Center on September 28.

VILLAINS ON VIDEO: Little Caesar leader Ron Young will be appearing in the new Arnold Schwarzenegger film The Terminator II, although casting directors haven't decided what role he will play...

Danzig

METALHEAD MISCELLANEOUS: Little Caesar is planning to venture to Saudi Arabia to play for American troops stationed in that Middle Eastern nation. No official date has been set at press time. Also in the planning stages is a show for the troops by Sweet F.A... Lead singer Steve DeLong's 19-year-old cousin is a serviceman who's been shipped out to the Persian Gulf. DeLong sent his cousin 50 cassettes of Sweet F.A.'s debut album on MCA Records, Stick To Your Guts, which are to be distributed around his unit... Geezer Butler has left Ozzy Osbourne's band "due to more than musical differences," a recent press release from Jensen Communications quotes the bassist as saying. Along with Osbourne, Butler was an original member of Black Sabbath. Butler left that seminal dark-metal posse in 1984—about four years after the Wizard Of Oz's departure—and joined Oz's band in the late 1980s. Ratt's current album, Detonator is approaching gold. Detonator is the rodents' fifth album...

Little Cesar
JUST CALL HER NICETY: Atco recording artist Michel'le was presented with a gold record for her self-titled debut effort, which featured the gold singles "No More Lies" and "Nicety." The presentation was made following her performance at the Los Angeles Forum as a special guest of M.C. Hammer. "Keep Watchin'," the third single off the Michel'le album, is currently making its way up the charts. Pictured making the presentation are (l to r): Andre (Dr. Dre) Young, producer; Michel'le; Craig Lambert, Atco vice president of promotion; Jerry Heller, manager; Margo Kness, Atco vice president of operations.


GIVING HER THE BENEFIT OF THE DOUBT: MCA Records feted multi-platinum recording artist Pebbles at Beverly Hills' Two Rodeo Drive. On hand for the celebration of her new LP, AlWAYS, were MCA Music Entertainment chairman Al Teller, Katey Sagal (of Fox TV's Married...With Children), Jermaine Jackson, Pia Zadora, L.A. Reid, Babfylace, Neil Schon, Ricky Phillips, Brenda Richie, Johnny Gill, Don Cornelius, Michael Nareda Walden, Michael Dorman, assemblywoman Maxine Waters, Ron Isley, the Neutrons and Charles Smith (the L.A. Clippers). Pictured are (l to r): Lollil Silas, Jr., executive vice president, A&R Artist Development, Black Music Division, MCA Records; Ernie Singleton, president, Black Music Division, MCA Records; Al Teller, Chairman, MCA Music Entertainment Group; Pebbles; Richard Palmese, president, MCA Records.

HOLDING ON': Atlantic recording group En Vogue has finalized plans for an arena-level national tour, which kicked off September 27 in Worcester, Massachusetts and runs through the beginning of December. The group is one of the acts opening up for M.C. Hammer. Their top-20 pop album, Born to Sing, is RIAA-certified gold. Their first single, "Hold On," went platinum, and the second single, "Lies," has already hit #1 on the R&B charts.
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<thead>
<tr>
<th>#1 Single: Pebbles</th>
<th>High Debut: Tevin Campbell #71</th>
<th>To Watch: Whispers #55</th>
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<tbody>
<tr>
<td><strong>1</strong></td>
<td><strong>51</strong></td>
<td><strong>ICE ICE BABY</strong> (SBK 07333)</td>
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<td><strong>2</strong></td>
<td><strong>52</strong></td>
<td><strong>OUR LOVE WILL LAST</strong> (Reprise 19708)</td>
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<td><strong>3</strong></td>
<td><strong>53</strong></td>
<td><strong>KNOCKIN’ BOOTS</strong> (Epic 347-73450)</td>
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<td><strong>4</strong></td>
<td><strong>54</strong></td>
<td><strong>DANCE WITH ME</strong> (Columbia 367-73425)</td>
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<td><strong>55</strong></td>
<td><strong>MY HEART YOUR HEART</strong> (Capitol 79939)</td>
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<td><strong>6</strong></td>
<td><strong>56</strong></td>
<td><strong>RED ROSE FUNKY JOINT</strong> (Profile 7302)</td>
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<td><strong>7</strong></td>
<td><strong>57</strong></td>
<td><strong>Soul II Soul</strong></td>
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<td><strong>8</strong></td>
<td><strong>58</strong></td>
<td><strong>IF I COULD ONLY HAVE THAT DAY BACK</strong> (ELEKTRA 64947-4)</td>
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<td><strong>9</strong></td>
<td><strong>59</strong></td>
<td><strong>SO YOU LIKE WHAT YOU SEE</strong> (Atlantic 4-87864)</td>
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<td><strong>10</strong></td>
<td><strong>60</strong></td>
<td><strong>SAVE YOUR LOVE</strong> (Capitol 79179)</td>
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<td><strong>11</strong></td>
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<td><strong>I'VE BEEN WITH A STRONGER MAN</strong> (Atlantic 4-87864)</td>
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<td><strong>12</strong></td>
<td><strong>62</strong></td>
<td><strong>SOMEONE TO LOVE</strong> (Warner Bros. 4-19802)</td>
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<td><strong>13</strong></td>
<td><strong>63</strong></td>
<td><strong>BLACK CAT</strong> (A&amp;M 1477)</td>
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<td><strong>14</strong></td>
<td><strong>64</strong></td>
<td><strong>LACK OF LOVE</strong> (Losing Temple)</td>
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<td><strong>LACE ME UP</strong> (Columbia 79056)</td>
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<td><strong>16</strong></td>
<td><strong>66</strong></td>
<td><strong>MY LOVER</strong> (Capitol 53285)</td>
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<td><strong>17</strong></td>
<td><strong>67</strong></td>
<td><strong>CALL ME AN Angel</strong> (Warner Bros. 4-19802)</td>
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<td><strong>18</strong></td>
<td><strong>68</strong></td>
<td><strong>LET ME BE LOVED</strong> (Warner Bros. 4-19802)</td>
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<td><strong>19</strong></td>
<td><strong>69</strong></td>
<td><strong>LIES</strong> (Motown 2064)</td>
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<td><strong>70</strong></td>
<td><strong>SLOW MOTION</strong> (Motown 2064)</td>
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<td><strong>CRUSH</strong> (Motown 2064)</td>
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<td><strong>SOUL INSPIRATION</strong> (Elektra 4-65955)</td>
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<td><strong>73</strong></td>
<td><strong>LOVE IN THE NIGHT</strong> (EMI 52086)</td>
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<td><strong>74</strong></td>
<td><strong>LIES</strong> (Capitol 44609)</td>
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<td><strong>BREATHE</strong> (EMI 52086)</td>
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<td><strong>26</strong></td>
<td><strong>76</strong></td>
<td><strong>THE BOOMIN’ SYSTEM</strong> (Def Jam/Columbia 387-73457)</td>
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<td><strong>DOEP SEY</strong> (Arista 4-98921)</td>
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<td><strong>GET THE FEELING</strong> (Motown 2062)</td>
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<td><strong>79</strong></td>
<td><strong>CLOSE QUARTERS</strong> (Mercury 878 198-4)</td>
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<td><strong>30</strong></td>
<td><strong>80</strong></td>
<td><strong>I’M YOUR LOVER</strong> (Reprise 4-19716)</td>
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<td><strong>31</strong></td>
<td><strong>81</strong></td>
<td><strong>DO YOU REALLY WANT MY LOVE</strong> (Capitol 44530)</td>
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<td><strong>32</strong></td>
<td><strong>82</strong></td>
<td><strong>MISS UNDERSTANDING</strong> (Capitol, Bros. 4423)</td>
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<td><strong>33</strong></td>
<td><strong>83</strong></td>
<td><strong>CAN WE TRY AGAIN</strong> (Jive/RCA 1396)</td>
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<td><strong>84</strong></td>
<td><strong>SOLAR SYSTEM</strong> (Warner Bros. 4-3366)</td>
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<td><strong>85</strong></td>
<td><strong>I’M COMING TO ME</strong> (Atlantic 4-87864)</td>
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<td><strong>86</strong></td>
<td><strong>YOU REALLY REAL</strong> (Tommy Boy/Reprise 19781)</td>
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<td><strong>87</strong></td>
<td><strong>INNOCENT</strong> (Capitol V-15598)</td>
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<td><strong>38</strong></td>
<td><strong>88</strong></td>
<td><strong>I LIKE THE WAY YOU LOVE ME</strong> (WG/Tot/EPF 31-73431)</td>
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**Total Weeks ▼**

**Last Week ▼**

**Tally**

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<td><strong>I LIKE THE WAY YOU LOVE ME</strong></td>
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**The square bullet indicates strong upward chart movement. See Alphabetic and Publisher list page.**
# Top 200 Albums

October 6, 1990

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<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1</td>
<td>Please Hammer Don't Hurt 'Em</td>
<td>M.C. Hammer</td>
<td>Capitol</td>
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<td>2</td>
<td>Graffiti Bridge</td>
<td>Prince</td>
<td>Paisley Park/Warner Bros.</td>
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<td>3</td>
<td>Maria Carey</td>
<td>Mariah Carey</td>
<td>Columbia</td>
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<td>4</td>
<td>Blaze of Glory</td>
<td>Jon Bon Jovi</td>
<td>Mercury/Polycor</td>
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<td>Empire</td>
<td>Queen'sryche</td>
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<td>Poison</td>
<td>Black Eye</td>
<td>MCA</td>
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<td>Times Up</td>
<td>Living Colour</td>
<td>Epic</td>
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<td>The Step by Step</td>
<td>News Kids on the Block</td>
<td>CBS</td>
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<td>Soundtrack</td>
<td>Ghost</td>
<td>Varose/MCA</td>
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<td>Listen Without Prejudice</td>
<td>George Michael</td>
<td>Columbia</td>
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<td>After the Rain</td>
<td>Nelson</td>
<td>G.D.G.</td>
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<td>Mama Said Knock You Out</td>
<td>Def Jam/Columbia</td>
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**Gold (RIAA Certified)**

**Platinum (RIAA Certified)**

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The square bullet indicates strong upward chart movement.
RAP

BY ERNEST HARDY

FIRST OFF, I HAVE TO APOLOGIZE to John Vlautin (Island Records) and Susan Ack (RCA) for missing out on the recent rap extravaganza held here in Los Angeles, headlined by Boogie Down Productions with Poor Righteous Teachers and LaQuan opening up. Both Susan and John worked hard to ensure my getting into the notoriously difficult Palladium ("yer name's not on the list") to see the show, but an illness (my own) defeated their best efforts. The show drew raves from local critics, though, and several friends of mine who attended said it was one of the best concerts this year. Next time...

THE BOB MARLEY FOUNDATION has announced a donation of $5,000 to Curtis Mayfield. The money will be used for Mayfield's medical expenses and rehabilitation. Curtis Mayfield and his band, the Impressions, greatly influenced Bob Marley's musical development—half the songwriting credit for Marley's song "One Love/People Get Ready" was given to Mayfield. Rita Marley said in a prepared statement...

"From early '60 to the '80, the Impressions were all we looked to for..."

On September 25, the rap concert/benefit featuring Ice-T, Tone Loc, UziS Bros, King Tee, MC Ren, Mellow Man Ace, and others was preceded by a press conference that got off to a solemn start when an emotional Dave Marsh (noted rock critic and Springsteenophile) gave a tribute to Mayfield that set a depressing tone for the conference. Only Ice-T's humorous anecdotes and Tone Loc's demand to "get some life in here" failed to break through.

A&M RECORDING ARTISTS, the Neville Brothers, are currently remixing "Last Days and Daughters," their recent LP, with Boogie Down Productions producing... Marley Marl is finishing his upcoming compilation, In Control II, for Cold Chillin' / Warner Brothers... Russel Simmons has signed up to produce a new label, Rush Associated Labels. They're currently working on an LP... M.C. Smooth

A&M RECORDS HAS ANNOUNCED PLANS to release, on I.R.S. Records, a greatest hits album from the Go-Go's. The collection contains songs from their three albums: Beauty and the Beat, Vacation and E¼zle, and will include the four top-20 hits, "We Got the Beat," "Our Lips Are Sealed," "Vacation" and "Head Over Heels." Also included will be a new version of "Cool Jerk," remixed by David Z (Fine Young Cannibals, Jody Watley) and accompanied by a new video.

2-BIGG MC, prominently featured in the M.C. Hammer videos for "Pump It Up," "Let's Get It Started (Live)," "Turn This Mother Out" and "Dancin' Machine," has released his solo debut, He's the King of Hope, on Crush Music Records, distributed by K-Tel. His labelmate, MC Smooth, has released her second single, "You Gotta Be Rool," as a follow-up to "Smooth and Legit."
BY TONY SABOURIN

THE PRIMER FESTIVAL DE ROCK EN ESPAÑOL DE LOS ÁNGELES takes place October 28 at the Los Angeles Sports Arena, from 1 to 11 p.m. The festival is being put together by Univax Movements, brainstorms of Fred Domínguez and Raúl Velázquez, president of Univax Inc. The acts scheduled to perform come from Mexico (El Tri, Los Caifanes, Alejandro Guzmán) and Kenny Y Los Eléctricos), Argentina (Los Fabulosos Cadillacs and Laura Eanes), Brazil (Los Hombres G), as well as local talents (Feel-I and L.A. Mixers). Now that you know the who, what, where and when, let me tell you why this event makes so much more sense.

Contrary to organizers of previously unsuccessful tours that have tried to touch all the major Spanish-speaking markets in the United States, Dominguez and Velázquez: a) focused their efforts on the one market—Los Angeles—where Rock en Español has the deepest market penetration; and b) grouped together enough reknowned acts to elevate what would otherwise be "just another concert" into a full-bred event.

This takes on an added relevance for the labels in the business. This past Christmas, almost every multinational promotional and sales biggie wrote to Santa asking for more flexibility from PDs as to the radio programming of Rock en Español acts. As of this writing, it seems that the boarded gange has delivered everything but that flexibility, since Rock en Español's diffusion is still minimal at best throughout the United States and Puerto Rico.

From a corporate standpoint, the multi's US Latin divisions still talk about a "commitment" to achieve a success commensurate to the one attained by their Mexican, Argentinian and Spanish counterparts in the popularization of Reg. Yet, if truth be told, only BMG has a person dedicated full-time to the Reg. promotion—former Cash Box columnst Mike Missile.

An event such as Univax's gives labels a golden opportunity to increase their Reg. radio and general public penetration. How? Since it's almost a certainty that MTV International will provide some sort of promotional support, labels should fly, uncannily, prominent PDs from key markets other than Los Angeles, and let them appreciate first-hand the music's power and its effect on the Los Angeles audience. It's a reasonable expense that might bring about a change in the PD's programming patterns of Reg.

ONE OF NEW YORK'S ATTRACTIONS FOR A MUSIC TRACKER like myself, is the constant surprise found at its recording studios. Recently, and innocently, while listening to the final mixes of a superstar who doesn't need any more promotion, my ears pulled me into one of the three busy studios at Sound Ideas. On the way, I passed board icon Jon Fausty and asked him the artistic origin of what excited my ears. Without stopping his work, doing at the same time his famous two-way macanita-swiping motion, Fausty simply said "It's a Pape Gely thing." But it was more than that.

It was Augusto Onna y Su Orquesta Procesion Con Las Chicas De La Salsa. Their title is almost as long as their music is good, and they are worth it. Producer/musical director/trumpeter Onna has had extensive credentials in the salsa circles, including the trumpet solos and background vocals in David Byrne's successful crossover venture, Reí Momo. Las Chicas de la Salsa are Gabriela Anders, a swinging Argentine who does an awesome rendition of the Brooklyn Bridge's old hit "The Worst That Could Happen," and the sultry and soulful Minerva Vargas, whose "En Mi Viejo San Juan" justifies all the nostalgia exuded for the romantic love nest.

Papo Gely, of course, is the co-producer/programmer of the production, if his name sounds familiar, kindly refer the memory banks to previous works by Menudo, Danny Rivera and Iris Chacon. His mixes of a currently untitled number from this production is the closest thing that anyone has gotten to the perfect crossover from an Afro-Cuban perspective since the now-novel mythological Miami Sound Machine.

If you A&R folks have your pias on, you'd call Hector Leguillow right this minute at Flamingo Paradise Music Consultants, Ltd. at (212) 489-5067. Don't tell me you weren't warned.

CASH BOX OCTOBER 6, 1990

MIAMI LATIN LPs

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<tr>
<th>October 6, 1990</th>
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<td>2 BURBUJAS DE AMOR (12&quot;) (Karen)</td>
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<td>3 LA BILIRRUBINA (12&quot;) (Karen)</td>
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<td>6 QUIEN COMO TÚ (CBS Disco)</td>
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<td>7 LA COCO BAND (Kubaney)</td>
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<td>8 CON EL MARIACHI VARGAS (CBS Disco)</td>
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<td>18 NIÑA (Capitol/EMI Latin)</td>
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<td>19 LOS FEELINGS DE CHEO (MMC/CBS)</td>
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<td>20 QUIERO AMANECER CON ALGUIEN (Capitol/EMI)</td>
<td>D. ROMO</td>
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SSHHH!—CHECK-THIS-OUT ITEM #1: Reputable sources outside Sound Ideas Studios told me this venerable recording venue had been quietly purchased by Karen Records' owner Bienvenido Rodríguez. When I called Karen's New York offices, trying to get a verbal confirmation, if possible, from its VP/manager, Leo Andújar—who picks up the telephone, but Rodríguez himself.

With cold-cucumber calm, Rodríguez put me on hold while I scrambled the PC furiously for my Background File. When he returned to the phone, Rodríguez, very politely, neither confirmed nor denied the purchase of Sound Ideas, or the evan-hotter rumor that Karen's pending licensing deal with Capitol/EMI/Latin was being held up to include the new release by Grupo 4-40, Bachata Rosa.

The deal is expected to be of the P&D variety, with Karen maintaining the promotional responsibilities, while CEL manufactures and distributes the product through their extensive distribution web. Digists discussed have escalated to the seven-figure barrio, the first being a "2." Whether or not CEL winds up with the Karen distribution, I say these numbers are not illogical. Why? Because: a) 4-40 is in the 150,000-units sales range; b) Karen has, at least, five other artists in the 60,000-plus plane; and c) the rule-of-thumb approach of $1 per unit, it puts the total around $650,000. Multiply this figure times the foreseen five-year contract duration (CEL doesn't do any deal for a lesser period) and it goes beyond the $3,000,000 mark—with the additional revenues from the expected compilation/exploitation of the Karen catalogue becoming simply gravy over the beef.

Rodriguez did state that Karen Records couldn't wait for the completion of any of the distribution licensing possibilities (BMG is another reported suitor) to release Bachata Rosa, and as such, the record will be out within the next two weeks. He also promised that he'll give me a personal, private and exclusive interview upon his return to the Big Manzana. I'll hold him to that promise.

The first question on the agenda for him is the recent U.S. flooding invasion of the Karen/Victoria compilation of 4-40 hits, available only on the importadores circuit.

SSHHH!—CHECK-THIS-OUT ITEM #2: Quietly, without much hoopla, CBS Disco's onda tejana superstar group La Mafia has reached gold status with its most recent release, Enter the Factor.

SSHHH!—CHECK-THIS-OUT ITEM #3: Down in Venezuela, Latin America's favorite petróleo grounds, teenage heartthrob Chayanne received two gold records and one platinum at Caracas' Polidoro Stadium in front of 13,000 fans. The mad scene reflected on the photo embodies the title of his South American tour, Como Para Volverse Loco.
**CASH BOX**  **OCTOBER 6, 1990**

**Inside Country Music on the Way to Saudi Arabia**

**INSIDE COUNTRY MUSIC VIDEO MAGAZINE** has moved quickly to help provide entertainment and recreation for the US troops serving as part of Operation Desert Shield in Saudi Arabia and the Persian Gulf. Inside Country Music has shipped 100 copies of the first edition of the new nationally distributed home video product to the Marine Corps chaplain’s headquarters in Norfolk, Virginia. The chaplain’s staff in Norfolk will quickly distribute the VHS cassettes to the Marine Corps recreation areas being set up behind the front lines at the Saudi border with Iraq and Kuwait, and to all of the Navy ships enforcing the Iraqi trade embargo.

*Inside Country Music*’s vice president, Jim Scutten, said, “We had heard the Marines were setting up video players and televisions in the rest areas because no television broadcast facilities are available in Saudi Arabia to entertain the troops, but we heard they had very little programming to play on the VCRs. We knew we had an immediate solution to that problem.”

Distributed by MCA Distribution Corp., Inside Country Music magazine is available in video stores, music stores and mass-merchandising outlets. The video magazine is produced six times a year and combines television journalism and entertainment. The edition now on the way to the Middle East includes stories of some of the top stars in country music: Randy Travis, Tammy Wynette, the Oak Ridge Boys, the Bellamy Brothers, Roy Clark and more.

Upon being offered the donation of the video cassettes, Captain Hiers proposed the additional distribution to the Navy’s taskforce, because the ships are equipped with closed-circuit television systems to entertain the entire crew.

Scutten said, “While we don’t think that you’re going to be involved in a crisis to enjoy *Inside Country Music*, we’re pleased we could help by sending America’s military personnel our stories of ‘American music,’ country music. If the crisis continues, we plan to send copies of our next edition, due out in late October.”

**DPI Records Taps Jim Foglesong to Direct Nashville Operations**

Jim Foglesong  

**JAMES D. LAWRENCE, PRESIDENT AND CEO OF LAWRENCE INDUSTRIES,** recently announced several staff additions to DPI Records’ Nashville operations, headed by DPI vice president and executive director, Mac Boren Axtom.

**Veteran record executive and producer Jim Foglesong has joined DPI as director and consultant. Foglesong, former president of Capitol Records/Nashville division, also headed the Nashville operations of MCA Records from 1978 to 1985. He currently serves as chairman of the Country Music Foundation, a member of the CMA board of directors and president of Nashville’s WO. Smith Community Music School. In addition to directing label operations, Foglesong will be directly responsible for new talent acquisition.**

George A. Collier will head DPI’s sales and marketing division. Collier is president of Sound Marketing, a Nashville-based marketing and consulting firm, and is the former marketing director for Capitol Records’ Nashville division.

Cathy Hunnicutt has joined the label as executive assistant, continuing her 12-year association with Mac Axtom.

Additionally, DPI has contracted several outside firms to work with the label. Creative Media Services, Inc. will oversee publicity. DPI Records will be distributed via Intersound International of Atlanta, Georgia. One of the largest independent record distributors in the U.S., Intersound also distributes the ProArte, ProJazz and Cinedisc labels.

DPI’s premiere release, Hoyt Axtom’s *Spin of the Wheel LP* is now in stores nationwide.
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<th>To Watch: Travis/Jones #15</th>
<th>#1 Indie: Sylvia Winters #50</th>
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<td><strong>20</strong></td>
<td>WESTERN GIRLS (MCA 79068)</td>
<td>Marty Stuart 13 5</td>
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<td><strong>21</strong></td>
<td>HOME (Epic 34 73447)</td>
<td>Joe Diffie 29 6</td>
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<td><strong>22</strong></td>
<td>MAN TO MAN (Warner/Curb 7-19818)</td>
<td>Hank Williams Jr 24 5</td>
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<td><strong>23</strong></td>
<td>FEED THIS FIRE (Capitol 79189)</td>
<td>Anne Murray 27 7</td>
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<td><strong>24</strong></td>
<td>YET (Anita AS-2075)</td>
<td>Exile 31 5</td>
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<td><strong>25</strong></td>
<td>WHEN IT RAINS IT POURS (Curb 8161)</td>
<td>Merle Haggard 28 8</td>
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<td><strong>26</strong></td>
<td>CRAZY IN LOVE (MCA 79067)</td>
<td>Conway Twitty 41 4</td>
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<td><strong>27</strong></td>
<td>NOTHING'S NEWS (RCA 2596)</td>
<td>Clint Black 16 13</td>
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<tr>
<td><strong>28</strong></td>
<td>MY HEART IS SET ON YOU (MCA 79045)</td>
<td>Lionel Cartwright 17 10</td>
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<tr>
<td><strong>29</strong></td>
<td>I FELL IN LOVE (Reprise 7-19051)</td>
<td>Carlene Carter 18 14</td>
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<td><strong>30</strong></td>
<td>THE THINGS YOU LEFT UNDONE (RCA 2564)</td>
<td>Matrica Berg 40 4</td>
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<td><strong>31</strong></td>
<td>STORY OF LOVE (MCA/Curb 79052)</td>
<td>Rose Rose Band 19 10</td>
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<td><strong>32</strong></td>
<td>MOONSHADOW ROAD (Capitol 79269)</td>
<td>T. Graham Brown 44 4</td>
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<td><strong>33</strong></td>
<td>PARADISE KNIFE AND GUN CLUB (Capitol 79240)</td>
<td>Jerry Lunddowne 36 4</td>
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<td><strong>34</strong></td>
<td>COWBOY LOGIC (Warner Bros 7-19724)</td>
<td>Michael Mclnturph 35 4</td>
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<tr>
<td><strong>35</strong></td>
<td>BACK IN MY YOUNGER DAYS (RCA 2677)</td>
<td>Don Williams 46 3</td>
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<td><strong>36</strong></td>
<td>YOU MADE LIFE GOOD AGAIN (MCA 79075)</td>
<td>Nitty Gritty Dirt Band 38 5</td>
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<td><strong>37</strong></td>
<td>THE NIGHTS TOO LONG (MCA 53659)</td>
<td>Patty Loveless 49 2</td>
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<td><strong>38</strong></td>
<td>HONKY TONK BLUES (Capitol 79096)</td>
<td>Pirates Of The Mississippi 20 11</td>
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<td><strong>39</strong></td>
<td>DON'T GO OUT (Capitol 79149)</td>
<td>Tanya Tucker &amp; T. Graham Brown 22 15</td>
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<td><strong>40</strong></td>
<td>SOMEONE ELSE'S TROUBLE NOW (Warner Bros 7-19593)</td>
<td>Highway 101 47 2</td>
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<td><strong>41</strong></td>
<td>WANTED (Atlantic AS-3032)</td>
<td>Alan Jackson 26 16</td>
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<td><strong>42</strong></td>
<td>THE BATTLE HYMN OF LOVE (Warner Bros 7-19809)</td>
<td>Kathy Mattea &amp; Tim O'Brien 32 11</td>
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<tr>
<td><strong>43</strong></td>
<td>SHE'S MY ROCK AROUND THE CLOCK (Polygram 55995)</td>
<td>Storm Seymour 45 7</td>
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<td><strong>44</strong></td>
<td>A RING WHERE A RING USED TO BE (Atlantic 3431)</td>
<td>Billy Joe Royal 50 3</td>
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<td><strong>45</strong></td>
<td>COME NEXT MONDAY (RCA 2667)</td>
<td>K.T. Oslin DEBUT</td>
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<td><strong>46</strong></td>
<td>NEXT TO YOU, NEXT TO ME (Columbia 38 73737)</td>
<td>Shenandoah 34 16</td>
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<td><strong>47</strong></td>
<td>GHOST IN THIS HOUSE (Columbia 38 73520)</td>
<td>Shenandoah DEBUT</td>
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<td><strong>48</strong></td>
<td>ZYDECO LADY (Capitol 79191)</td>
<td>Eddy Raven 56 2</td>
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<tr>
<td><strong>49</strong></td>
<td>LEAVIN' (RCA MRC 5189)</td>
<td>Joey Davis 51 7</td>
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<tr>
<td><strong>50</strong></td>
<td>THE ONE YOU'VE LEFT BEHIND (Harmony Street HSR-6901)</td>
<td>Sylvia Winters 55 6</td>
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now when they record on individual tracks. But since we wanted it to sound as much like the original as possible, we used the same technology that was available to us nearly two decades ago. I'm really anxious for everybody to hear it so they can judge the results for themselves.”

T.G. HITS THE JACKPOT: T.G. Sheppard recently headlined at the Desert Inn in Las Vegas, and while having lunch in the hotel coffee shop, the entertainer passed the time by playing Keno at his table. He won $500—but that was just the first course. After finishing lunch, he walked over to a coin poker machine and inserted five quarters. Lights started flashing and bells ringing. Sheppard wasn't sure what had happened, but soon found out. The attendant came over and announced that he had a royal flush and had won $4,000! How's that for dessert?

“LOVE GAMES”: The Girls Next Door and the Oak Ridge Boys have worked together on several occasions and recently shared the stage once again in Salem, Ohio, at the Ponderosa Park. While the “girls” were on stage singing one of their hits (“Love Will Get You Through Times With No Money”), two of the mischievous “oaks” (Ozane and Joe) surprised the girls by cooling them off with water-loaded squirt guns. Needless to say, the “girls” couldn't let them get away with that. So, as the Oaks were in the middle of performing their hit, “Love Song,” all four girls slipped into an Oak Ridge Boys night shirt, came out on stage, took the microphones out of the fellow's hands and finished singing “Love Song” themselves. The result? A blushing group of surprised guys and an enormous hit with the crowd.
STELLAR SINGER/SONGWRITER IS HONORED: The Songwriters Guild of America recently honored singer/songwriter Bobby Bare at the Loews Vanderbilt Plaza Hotel in Nashville. Bare was presented the prestigious Aggie Award in recognition of his outstanding songwriting abilities, and for his contribution to the field of country music.

Several of Bare's closest friends and colleagues were present to celebrate this memorable evening, including Tom T. Hall, Chet Atkins, Guy Clark, Paul Craft, Cliffe Stone, Roger Murrah, Joe Allison, Jack Clement and Charlie Williams. Some of Bare's all-time great songs are "Dixie City," "500 Miles Away From Home," "Come Sundown," "Four Strong Winds" and "Miller's Cave." Bare succeeds last year's Aggie Award recipient, Johnny Cash.

WHILE SOMETHOW NEW TO THE COUNTRY MUSIC INDUSTRY, Benny Dean is not a newcomer to country music. He has been one of the most exciting country music entertainers in the Washington, D.C. area for many years. A radio talent search in 1973 launched his music career, and this talented artist has experienced many highs and lows during those many years. His experience of having served during the Vietnam conflict, and the tragic loss of his eyeglasses while serving time in prison as a young man, is evident in the soulful feel of his music. Dean has had the honor of playing at the White House for Presidents Carter, Reagan and Bush. He has shared the stage with country music greats including Kenny Rogers, Dottie West, the Oak Ridge Boys, Don Williams, and others. His latest single, "If They Ain't Got a Fiddle," raced up the country charts and hit the #5 spot on the Cash Box Top 100 Country Singles Chart.

MUSIC THAT'S CROSSING THE WATERS: Top Norwegian country singer, Arne Benoni, continues to receive accolades from US audiences and the music industry in Nashville. During a recent visit to Music City, Benoni appeared on the most prestigious of all country shows—the Grand Ole Opry. While here, Benoni also taped a segment for TNN's This Week in Country Music, and, during a previous visit, appeared on that network's popular Nashville Now with host Ralph Emery. Benoni, a former sea captain, is also staying very busy in the studio and on the road. He has just finished work on his latest single, "If It Wasn't for Love," and has recorded a Christmas album. He will be performing two shows daily at the world's largest Scandinavian festival, the Norsk Host Festival, to be held in Minot, North Dakota, October 10 thru 13.

INDIE ALBUM RELEASE

HOYT AXTON: Spin of the Wheel (dp) DPICT-1000

When it comes to the world of entertainment, this multi-talented individual has definitely made his rounds. Hoyt Axton has filtered his deep and growling, yet gentle, voice and talents throughout various movies, television programs, radio & TV commercials, and has made more than 26 different albums. His newest and current project, entitled Spin of the Wheel, shows right up there with the rest of his achievements. The Spin of the Wheel LP holds its own niche and sound, but then again, so does Axton. With a wide range of instrumentation, including a growling fiddle, a steel guitar, some excellent pickin' and a harmonica that adds a rich flavor to almost every cut, there's a different mood created for each tune. Axton's ability to tell stories and make them visual through music boosts this piece of work to the ranks of artists such as Nanci Griffith or Lyle Lovett. Nevertheless, Axton's performance bears with a sturdy "folk" appeal, yet he holds nothing back when the need for some blues or soul arises. Project picks would definitely have to go to "Mr. Winchester's Gun," "I Collect Hearts," an up-beat "We Were Buccaneers" and his current single release, "Mountain Right." Other works include new versions of "I Heartbreak Hotel," "The Weight" and various tunes that aim their focus on the American cowboy, such as "If You're a Cowboy" and "Cowboys on Horses With Wings." Spin of the Wheel is, without a doubt, worth anyone's spin.

INDIE SINGLE RELEASES

INDIE FEATURE PICKS

EDDIE REASONER: "Stand Your Ground" (Nash Angeles NA-82390)

Producer: Eddie Reanson

Writers: Jan Buckingham/Eddie Reasoner

The birthrate of patriotic tunes seem to be booming these days, but there are only few that pass the all-quality test. This cut, however, passes with flying colors (especially red, white and blue). The acoustic flavored "Stand Your Ground" presents the lyrics we really need to hear—lyrics with heart, soul and a positive drive. "When you know you're right / Stand your ground" gives us the moral of the tune, but it's Reasoner who gives an excellent vocal performance. His sturdy, yet almost vulnerable, traditional voice comes through with complete sincerity—causing this release to be a complete success, whether it's tagged as being simply timely or not. I think not.

DAVID VINCENT: "Mary Jane" (Gallery G-2044-A)

BEANE BOONE V: "Old Glory" (NR 18442-1)

LORNA CLARE: "Deliver Me" (HBI LC-002)

JOHNNY LYNN LORRISON: "Cowboy Songs" (TWILA TW-602 A)

RALPH UNDERWOOD: "The Best Part of My Life" (Security CWB-26)

COUNTRY MUSIC ASSOCIATION (CMA) multiple award nominee Garth Brooks is all smiles as he shares his most recent successes with Nashville Now host Ralph Emery during a guest appearance on the live weeknight entertainment series.

CASH BOX OCTOBER 6, 1990 22
COUNTRY RADIO

Most Added Singles
(Singles receiving the most adds this week)
1. K.T. OSLIN—“Come Next Monday”—RCA
2. SHENANDOAH—“Ghost In This House”—Columbia
3. VINCE GILL—“Never Knew Lonely”—MCA

Most Active Singles
(Singles receiving the most reports this week)
1. GARTH BROOKS—“Friends In Low Places”—Capitol
2. REBA MCENTIRE—“You Lie”—MCA
3. THE JUDDS—“Born to Be Blue”—Curb/RCA

Most Conversions
(Singles converting from an add or extra to a number)
1. DON WILLIAMS—“Back In My Younger Days”—RCA
2. HIGHWAY 101—“Someone Else’s Trouble Now”—Warner Brothers
3. EXILE—“Yet”—Arista

Hot Phones
(Singles receiving the most requests)
1. GARTH BROOKS—“Friends in Low Places”—Capitol
2. RANDY TRAVIS/GEORGE JONES—“A Few Ole Country Boys”—Warner Brothers
2. MARK CHESNUTT—“Too Cold at Home”—MCA

J.D.’s Corner
NASHVILLE NEWSLINE, the live country radio news service produced by KTB Radio Media, celebrated its fourth anniversary this summer by breaking the 1.5 million mark in national listenership.

The unique daily news service provides fans with up-to-date information on country artists, awards, Music Row news and commentary during morning and afternoon drive time. Each network affiliate receives a customized report Monday through Friday.

Nashville Newsline has been growing steadily since its debut four years ago,” comments KTB Radio Media president Kaye Bee, “but now that we’re reaching a million and a half people and gotten our first national sponsor, we’re gearing up for new marketing ventures. It’s exciting to think this timely news service can reach so many consumers directly each day. When news breaks, Nashville Newsline can deliver it. This sponsorship moves us into the post-inquiry advertising arena,” Bee continues. “We not only broadcast in prime drive-time periods, we can also target specific markets.”

KTB Radio Media President Kaye Bee

Katy Bee also produces and voices the “Stargazing Report” for Lee Arnold’s “On a Country Road,” heard on some 450 country radio stations each week throughout the Mutual Broadcasting System and Westwood One Radio Networks.

COUNTRY RADIO—IS ANYONE LISTENING? Chuck Chellman, trustee for the Disc Jockey Hall of Fame Foundation, announced that the 1990 awards will not be presented at the annual R.O.P.E. banquet in October.

During 1988 and 1989, R.O.P.E. funded the presentations and used the Disc Jockey Hall of Fame awards as part of the annual October affair.

In the meeting that Chellman had with the R.O.P.E. board of directors, R.O.P.E. board members decided to curtail the involvement because of the lack of support and/or interest from country radio stations. During the past two years, cards, letters and editorials were mailed to country radio stations inviting them to participate in the R.O.P.E. activity, but R.O.P.E. received very little response to the mailers. Several board members felt that while the funds are available for the awards, they should drop them because, apparently, radio has failed to show interest in the country music legends that are already in the CMDJ, and in those who have been nominated.

Nashville’s Ralph Emery was the Hall of Fame winner last year along with Don Owens, who won the award in the posthumous category.

However, R.O.P.E. officials are willing to fund the awards again in 1991 if the radio community does respond to the awarding of the plaques to radio pioneers. Provided there is a positive reaction from radio, next year’s banquet could have both the 1990 and 1991 winners presented. For more information, contact Chuck Chellman, Trustee, at (615) 520-7270.

THUMBS UP TO THESE COUNTRY RADIO SHOWS AND DJ’s FOR THEIR CONSISTENCY IN REPORTING: Scott Ewing, KBOE, Oskaloosa, Iowa; Don Evans, WVSC, Somerset, Pennsylvania; Randy Rose, KCKL, Malakoff, Texas; Paul Davis, WXCE, Amery, Wisconsin; and Jay Haaland, KQLX, Lisbon, Nebraska.

Together these two newspapers cover the entire country with more than 1500 radio stations across the nation.

CASH BOX OCTOBER 6, 1990

CALENDAR OF EVENTS

COMING UP

PATSY CLINE: A MUSICAL MEMORY will premiere October 7 at the Tennessee Performing Arts Center in Nashville. The musical tribute introduces Sharon Haynes as the late Patsy Cline and features the Jordanaires, with special guest Grant Turner. The one-hour show traces Cline's career from her early Grand Ole Opry performances, to her crossover success, to her tragic death in 1963.

Following the Nashville premiere, the show will take to the road this fall, playing theaters, showrooms and conventions throughout the country. World Class Talent will represent the show for bookings. Sharon Haynes is represented by Steve Boss Management.

For more information concerning the October 7 Nashville premiere, contact the Tennessee Performing Arts Center, 305 Deaderick, Nashville, TN, (615) 741-2787.

BACK IN TIME

SEPTEMBER 30—The Grand Ole Opry is first televised (1950)
OCTOBER 1—Jim Reeves’ “Distant Drums” begins a month-long stay at the top of the British charts (1966)
OCTOBER 2—Happy Birthday to Restless Heart’s Greg Jennings (1954) and to Jo-El Sonnier
OCTOBER 3—Happy Birthday to Eddie Cochran (1938)
OCTOBER 4—“Blue Eyes Crying in the Rain” becomes Willie Nelson’s first #1 record (1979)
OCTOBER 5—Nashville’s WSM radio goes on the air (1925)
OCTOBER 6—“You’re The Best Thing That Ever Happened To Me,” by Ray Price, goes to #1 on the country charts (1973)

COUNTRY HOT CUTS

1. DOUG STONE: “We Always Agree On Love” (Doug Stone/Epic)
2. ALABAMA: “Moonlight Lounge” (Pass It On/RCA)
3. HOLLY DUNN: “Don’t Worry” (Warner Brothers)
4. DAN SEALS: “Sho Flowl The Coupes” (Warner Brothers)
5. HANK WILLIAMS JR.: “Hot to Trot” (Warner Brothers/Curb)

TOP 10 SINGLES—10 YEARS AGO
1. T.G. SHEPPARD: “Do You Wanna Go To Heaven” (Warner Brothers/Curb)
2. RAZZY BAILEY: “Loving Up A Storm” (RCA)
3. WILLIE NELSON & RAY PRICE: “Faded Love” (Columbia)
4. THE OAK RIDGE BOYS: “Heart of Mine” (MCA)
5. THE STATLER BROTHERS: “Charlotte’s Web” (Mercury)
6. WAYLON JENNINGS: “Theme From The Dukes Of Hazzard” (RCA)
7. DON WILLIAMS: “I Believe In You” (MCA)
8. DOLLY PARTON: “Old Flames Can’t Hold A Candle To You” (RCA)
9. MOE BANDY: “Yesterday Once More” (Columbia)
10. THE KENDALLS: “Put It Off Until Tomorrow” (Epic)

SHENANDOAH RECENTLY CELEBRATED the success of their latest #1 hit, "Next To You, Next To Me," written by Robert Ellis Orrall and Curtis Wright; and published by BMG Songs, Inc.; 2Kids Music; and David ‘N’ Will Music. Pictured here during the festivities are (t to r): Shenandoah’s Marty Raybon; Orrall; Wright; Shenandoah’s Mike McGuire; Will Jennings, Jeff Carson and David Briggs of David ‘N’ Will Music; (in front, kneeling) ASCAP’s Merlin Littlefield and producer Robert Byrne.
**CHRISTIAN MUSIC**

**Hot off the Press...**

**BY KIMMY WIX**

**RUSTY GOODMAN BENEFIT RESULTS IN HUGE SUCCESS AND STAR-STUDDED EVENT:** Both country and gospel superstars made an overwhelming turnout at a recent benefit held in honor of gospel legend Judy Goodwin. Judy, the mother of music executive David A. Goodwin, has been hospitalized since June 2, 1991, with a life-threatening illness. Held at Studio B, the benefit was attended by numerous entertainers who performed for a crowd of almost 5,000. The event is scheduled to help offset medical expenses incurred by Goodwin’s illness, which is being treated at Christ Church in Brentwood, Tennessee, and raised approximately $40,000 in donations. Judy Goodwin has previously relied on the support of the staff and volunteers of Alive Hospice, an agency that provides care to patients with life-threatening illnesses. The hospice allows patients to live in an environment that is as pain-free, and as independent as possible. In addition to the benefit show bringing together more than 25 top-name acts, the evening reached its highlight when Goodwin himself charmed the audience with his humor and heart-touching songs. Goodman has been credited with launching Southern gospel music, and has received numerous Male Vocalist of the Year awards and nominations throughout his career. His songs have been recorded by such artists as Elvis Presley and the Oak Ridge Boys, as well as other gospel performers.

**BRUCE CARROLL SIGNS NEW RECORDING CONTRACT WITH WORD, INC.** Bruce Carroll, one of Christian music’s front-runners in the growing acoustic music genre, recently signed a multi-recording contract with Word, Inc. “Word has been great to me,” says Carroll. “My goal is to reach as many people as possible with the ‘reality walk’ of my music. Word’s vision lines up with that goal.” Carroll’s new contract commences with the release of his next recording, scheduled for mid 1991. Carroll’s current project, The Great Exchange, has already spawned two hit singles, “The Great Exchange” and “Who Will Be Jesus.” Slated as the third release from The Great Exchange project is “Em Street,” which will release this month.

**SANDI PATI TOURS OCEAN:** Just recently, Sandi Pati left the U.S. to begin a three-week tour of Japan, Korea and Hong Kong. The tour marks her first visit to the Orient in nearly a decade. She will be performing portions of her 1988-89 “Praise Glorious Tour.” Pati’s first appearance takes place at the Gospel ’91 Crusade in Tokyo. This is the first nationwide Christian gathering in Japan since the Rev. Billy Graham visited that country in 1980. There are over 600 churches participating, and attendance is expected to reach over 10,000. During the three-week tour, Pati will also visit the Christian Academy of Japan, which houses the children of American missionaries, a United States army base in South Korea, as well as a Christian school for junior and senior high school girls.

**ABBA MARKETING PLAN LAUNCHES “FIND YOUR HEART” SONGS WITH STEVE GREEN:** Sparrow Records’ ABC marketing plan for Steve Green’s “Hide Em in Your Heart” will continue with the album’s release on October 11, according to Bill Hearn, senior vice president, marketing. “Hide Em in Your Heart” was created by Frank and Betsy Henderson, original members of the Agapeland creative team. The idea for the Bible memory album came when Frank began teaching a four- and five-year-old Sunday school class at Church. There, he set Bible verses to music to help the children memorize scripture. “Hide Em in Your Heart” includes twenty scripture verses set to music with short lessons narrated by Green between each song. The chosen scripture passages were designed to complement home schooling and Sunday school curriculums, with topics ranging from trusting in God, to doing everything without complaining, obeying your parents and praising God.

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**STAR SONG COMMUNICATIONS ANNOUNCES THE SIGNING OF AN EXCLUSIVE RECORDING AND PUBLISHING CONTRACT WITH VICKI DURACOVICH:** Star Song Communications, the Gary Koons-owned label specializing in contemporary pop/country music, has signed Vicki Duracovich, a talented female vocalist who has written many songs for the contemporary group, the Imperials. As a solo artist, Smith has recorded three chart-topping albums and has written seven #1 songs. Smith’s first recording with Star Song will be released in the first quarter of 1991. Pictured are (front row) Vicci Duracovich, manager; Jonathan Watkins, manager; music publishing; Dez Dickerson, vice president, promotions; and (back row) Victor Ivey, radio promotions manager; Jonathan Watkins, manager, music publishing; Dez Dickerson, vice president, promotions; and (front row) Darrell Harris, president; Paul Smith; and Jeff Mosseley, senior vice president.
Antioch Golf And Games Is A Credit To The Trade

CHICAGO—In early July, a family amusement center called Antioch Golf and Games opened its doors on the corner of Somersville Road and Fourth Street in Antioch, California, its main purpose being to provide a "clean environment where children and kids can come in to play the games and enjoy all of the other fun activities that are provided. The center is housed on a 3.81-acre site that employs two 18-hole miniature golf courses, six batting cages and an indoor arcade which contains an abundance of amusement machines in all varieties (100 or more) that operate on tokens.

Don Scott Jr. and Jim Harris are partners in this company and they steadfastly maintain a strict standard of rules and regulations that must be adhered to by all patrons. Smoking and drinking are not allowed, and while there is a snack bar available, no drinking or eating is permitted in the arcade or on the golf courses and the center has security guards patrolling the facility during evening hours to make certain that these rules are not broken. Those persons who do not conform are asked to leave.

This formula has obviously been working out very well because during the summer months weekend traffic bordered at 2,000 people a day.

There are 25 employees on the current staff at Antioch Golf and Games. All are area residents, many of whom are students, who are required to maintain at least a "B" grade average, according to Scott.

The "clean environment" concept is characterized throughout the facility, where you'll see Victorian houses (depicting Antioch's downtown waterfront) featured in the golf courses, along with a cascading waterfall that flows through one of them; and natural grass and foliage rather than artificial turf.

The center is open seven days a week; from 10 a.m. to midnight during the summer session and from 10 a.m. until 10 p.m. during winter. Group rates are available, there are senior citizens discounts and the facility accepts reservations for children's birthday parties.

The mix of amusement equipment installed in the Antioch Golf and Games arcade includes videos, pinballs, basketball games and redemption pieces; the latter being a very popular item.

When Cash Box contacted Don Scott Jr. he advised that present plans are to expand the 8,000 sq. ft. facility to include additional attractions, and to also enlarge the redemption equipment lineup.

NAMA Expands Its '90 Convention Program

CHICAGO—Four "particularly timely" new sessions, based on membership requests, have been added to the educational program that will be presented during the NAMA 1990 national convention that will take place October 11-13 at the Orange County Convention Center in Orlando, Florida, as announced by James A. Rost, president of the National Automatic Merchandising Association (NAMA).

The topics of these new sessions are: "Vending and the Environment," which will focus on the solid-waste disposal crisis, proposed bans on some packaging and cups, and dioxins in coffee filters; "Getting Started in Coffee Service," which will offer advice for the growing number of vending firms that are interested in diversifying into office coffee service; "Water—Growth Opportunities," which will deal with profit opportunities in this fast-growing product, including water vending, bottled water and bag-in-box water systems; and "Telemarketing for Vending and OCS," which will address ways to identify and contact potential new customers.

The convention format has been arranged so that delegates will be able to choose the specific sessions they wish to attend, with time enough to examine the new equipment, products and services on display, and still have some free time to enjoy the various tourist attractions Orlando has to offer.

This year's show marks the 44th edition of the annual NAMA convention and exhibit. More than 225 companies are expected to display the very latest of vending equipment in all categories, ranging from automated fryers, pizza-vending machines, seltzer and juice-vending machines to microwavable entrees, bagel chips, alcohol-free beer, credit card/debit card systems, bag-in-box packaged water for brewing office coffee, and everything else in between.

Further information with regard to exhibiting or attending may be obtained by contacting NAMA headquarters at 20 N. Wacker Drive, Suite 5500, Chicago, IL 60606-3102, or by phoning (312) 346-0370.

CASH BOX OCTOBER 6, 1990

By Camille Compasio

LOEWEN AMERICA IS CURRENTLY TESTING the all new Silver City 100-disc CD dedicated jukebox, which has a new universal display mechanism that handles all CD title strips in use. As a matter of fact, comes AMOA time the trade can look forward to viewing four new pieces in the Loewen America exhibit! Company pres. Ray Strahan, however, will divulge nothing further—until showroom!

WHILE WE'RE AT IT, let's talk about the new Riverboat Gambler pin Williams is testing. It has a special control panel for players to place their wagers, and it offers such popular selections as Roulette, Blackjack, Five Card Poker and Slots in a pinball environment. "Riverboat Gambler is a straight forward, fun game," said marketing chief Roger Sharpe, "and it looks like a sure bet winner!" Watch for it!

DURING ITS RECENTLY HELD ANNUAL distrbs meeting/presentation (9/13-16) at the beautiful LaQuinta in Palm Springs, Rowe International showcased its new LaserStar CD 100A compact disc jukebox (a follow-up to the high-successful CD-100), which sports attractive new cosmetics and an outstanding sound system. Also premiered was the Rowe CD-51, a model that is smaller in size and capacity and will comfortably fit into wherever the operator decides to install it. Rowe's intent, as always, is to provide product for every possible operator/location requirement and the new line certainly reflects this philosophy. As learned from Jerry Gordon, senior veepee-sales, Rowe distrbs have already been serviced with samples of the new models for their showrooms. Volume shipments were scheduled to commence the week following the showing. Betson Pacific's marketing chief John Lotz (with whom we spoke) and BP's presy Peter Bettis attended the Rowe gathering (which drew an SRO crowd) and were very impressed with what they saw. "Rowe has done a fabulous job," said John. "The cosmetics changes on the LaserStar CD-100A are what the looks and appeal of the machine. The previous model was good, this one is even greater," he added. "The CD-51 was designed to fill a need in the market-place, especially for the space conscious locations, but it has no limitations. We, at Betson, are certain we will have another big year with the new machines!"

ADVANCING WITH STAR TECH JOURNAL. Two of the most recently held seminars for "advancing game technicians," being conducted by Star Tech Journal (and sponsored by participating distrbs) took place at Commercial Music Co. in Dallas (which saw students coming in from far away New York, Tennessee and Louisiana) and at Struve Dist. in Salt Lake City (which drew locals as well as students from Montana, Wyoming and Idaho). As noted by Star Tech's Neil Calore, the sessions are designed to "sharpen pinball and video game troubleshooting skills...and provide valuable time and money-saving tips." STJ has been enjoying much success with the program and they have dates booked into 1991. For further info contact Star Tech Journal at 609-662-1080.

THE ICMAA TRUTH IN AMUSEMENT COMMITTEE, which is chaired by Streator, Illinois operator Ray Shroyer, is pulling out all stops in its efforts to assure "legitimate endorsement" of "adult video recreation games" in the state of Illinois. (I learned a few new terms after attending a couple of their sessions) Regional meetings are being held to apprise operators of the why's and wherefore's of legalizing video gaming machines. In terms of money of revenue that would be produced for the state, the appeal these machines have for the players and the increased earnings that would come for the operator, this is a move that should be taken into serious consideration. There might be a bug or two to be ironed out, but that's one of the reasons for setting up lines of communication between the three levels of the trade and the national and state associations, by way of frequent meetings such as those just held by the Illinois committee. I'll have further specifics regarding the meeting I just attended in next week's edition of Cash Box. Keep tuned.

InduStRIy CALENDAR 1990

October 11-13: NAMA (National Automatic Merchandising Association); Orange Convention Center; Orlando, FL; 1990 annual national convention.

October 25-27: AMOA Expo '90; (Amusement and Music Operators Association); New Orleans Convention Center; New Orleans, LA; International convention and trade show.
Cigarette Legislation Proposed In New York

NEW YORK—The chairman of the Suffolk County Legislature's Health Committee proposed legislation on Sept. 4 that would help restrict access to cigarette vending machines by minors under the age of 18. Surrounded by supporters during a Hauppauge press conference, Legislator Allan Binder of Dix Hills cited a recent report, released by the United States Secretary of Health and Human Services, regarding the use of cigarettes by young people. "The Journal of the American Medical Assn. maintains that more than three million American children under the age of 18 consume 947 million packs of cigarettes annually," Binder said. "These are staggering figures, which my bill will address."

The legislation proposed by Binder and formulated by members of the Music, Cigarette and Amusement Assn. would place more direct control over the sale of cigarettes to minors by severely restricting their access. The association's position has been that limited cigarette vending machine locations to those primarily frequented by adults (i.e., work places, restaurants and bars). The association is also trying to ensure labeling of the machines to warn about the illegality of selling to minors and to stress the value of placing the machines in areas that allow for supervision. In certain cases where minors may accompany adults (such as food establishments) cigarette service would be available through waiters or waitresses. When locations are frequented by both adults and minors, the proposed law would provide for alternate methods of vending.

"We are voluntarily supporting this legislation, although it will cost us some business," commented Dick Simon of Royal Leisure, a vending company located in Amityville. "But we are willing to undergo the expenses for the health of the children of Suffolk County." Simon noted that about 1,500 vending machines throughout Suffolk County would have to be modified or eliminated.

Binder told reporters that he was compelled to introduce his legislation after analyzing data showing the staggering numbers of young people under the age of 18 who, despite repeated health warnings, continue to smoke; in part due to the easy availability of cigarettes through vending machines. "Rather than call for their outright removal, I believe this bill will protect our youngsters, and at the same time permit vending machines to exist under stricter controls," he said.

Binder and representatives of the Music, Cigarette and Amusement Assn. were joined by such groups as the American Heart Assn., the American Lung Assn., and the American Society for the Prevention of Cruelty to Animals in expressing overwhelming support for the proposed legislation.

Williams’ Riverboat Gambler

Riverboat Gambler, the newest pinball machine from Williams Electronics Games, Inc., offers high energy excitement combined with a solid storyline. In this piece you'll find the traditional pinball play action plus a lot of extra's to satisfy the player in the bar, the street location, the game room and everywhere else the pinball enthusiasts might gather.

Players can try their luck at such popular casinos as Roulette, Blackjack, Slots and Five Card Poker. All they do is ante up for a chance at the dazzling array of big stakes playfield features!

Scoring opportunities include a Royal Flush, which would rack up half a million points; 21 at the blackjack table, which puts players in the chips if they don't bust; and the Consecutive Winning Streak loop shots that lead to the Slots and multi-ball. The shooter skill set ups players at Roulette and a special control panel offers them the choice of Red, Black, Green or Passing on the action. For lucky players, Gold Stars earn Second Chance Extra Ball play. The backglass Win Meter allows players to break the bank with a Progressive JACKPOT worth over nine million points.

Quite a package— or, as director of marketing Roger Sharpe observed, "Williams deals another winning hand!"

Further information may be obtained through factory distributors or by contacting Roger Sharpe at Williams Electronics Games, Inc., 3401 N. California Ave., Chicago, IL 60618.
CASH BOX  OCTOBER 6, 1990

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SEEJURG Jukeboxes and Used Amusement Games for Sale. Old Style Electro-Mechanical Pin Balls available. Videos, Shuffle Alleys and your specific requests are our command. JUKEMUSIK and Games, Box 262, Hanover, PA, 17331. Tel: (717) 632-7205.

HENRY ADAMS AMUSEMENT CO., 1317 South 1st Street, Temple, TX 76501. I want to buy Merit Pit Boss and Merit Triv Whiz (sex) counter (bar top) games.

DYNAMO POOL TABLES 4x8-$1000 each, 1/3 deposit & balance C.O.D. I want to buy 22 Crownline Cig Machines in good condition. Henry Adams Amusement Co., 114 So. 1st Street, P. O. Box 3644, Temple, TX, 76501.

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