## ON THE COVER

**TIMMY-T**

**BY ALEX HENDERSON**

**TIMMY-T RECENTLY WENT TO #1 ON CASH BOX'S SINGLES CHART** with his hit “One More Try,” which the 23-year-old native of Fresno, California wrote, produced and arranged himself. Less than a year ago, when Timmy was still living with his parents, the success of his debut album **NoFences** on RCA Records, was almost an afterthought. He was just a kid, who was about to become a hit. In fact, he recorded the song on a 5-track demo in a friend’s garage. Timmy, who went to submit the demo to program directors at radio stations, recalls, “I mailed my demos nationwide. But from San Francisco to San Diego, I tied tapes to the back of my motorcycle and delivered them to every radio station in between.”

After that, the “Time After Time” single came to the attention of Quality Records, which Timmy records. “I didn’t want to record an album on Quality, a label headed by industry veteran Russ Ragin, but Quality Records, which is also titled Time After Time. “No matter what doors are closed in your face—or who puts you down—you have to keep the faith,” Timmy advises. “Dreams can come true—I’m proof of that.”

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### POP SINGLES

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Russ Regan Named President And COO Of Quality Records

LOS ANGELES—Russ Regan has been named president and chief operating officer of Quality Records. The announcement was made by Raymond Kives, chairman of the board of R-Tek Corporation, a Winnipeg-based entertainment company of which Quality Records is a subsidiary.

"Russ made a tremendous contribution to Quality Records when he joined us last year as vice president and general manager, slated Kives, "especially with the first artist he signed, Timmy T." Timmy T's first single, "One More Try" was a huge success reaching the #1 position with a bullet on the Cash Box Top 100 Singles Chart the week of March 9, 1991.

Regan has 20 years background in the recording industry and has held major posts at Motown, Uni, Twentieth Century and Polygram. He is credited with signing Elton John to his first recording contract at Uni Records and also for helping to launch the careers of Neil Diamond, Olivia Newton-John, Barry White, Love Unlimited, the Alan Parsons Project and Hugh Masekela.

MOTOTOLA TO OVERRIDE SONY MANUFACTURING: Sony's U.S. manufacturing operations are being shifted from the corporate parent to the direct control of Tommy Mottola, president, Sony Music USA. "The integration of the creative, manufacturing and marketing functions will enhance communications within our company," said Sony Music Entertainment chairman Michael Schulhof. To facilitate the shift, James Frische has been named senior vice president, manufacturing; he will oversee the company's manufacturing operations in Carrolton, Georgia, Pitman, New Jersey and Terre Haute, Indiana. William Almroth, former senior vice president, manufacturing, takes on the newly-created position of senior vice president, operations, and Paul Smith, president, distribution, assumes additional responsibility for warehousing.

POPPIN' CIRCUMSTANCE: Coca-Cola, which last summer stuffed money into cans and got itself into all sorts of trouble, is turning to music this summer. In a deal with Sony Music, Coca-Cola will unveil its "Coca-Cola Pop Music" promotion. In every specially-marked 12-pack of Coke, Diet Coke and Sprite, consumers will find a cardboard envelope with either one of four three-inch CDs, featuring four to five tracks each by a variety of Sony artists (including C+C Music Factory, George Lamond and the Celine Dion), or a coupon good for a cassette sampler (redemable by mail for $1, including postage). One out of every 19 12-packs will have the free CD, for a total giveaway of 5.4 million three-inch CDs.

STONED: Third Stone Records, an affiliate of Stonebridge Entertainment (headed by chairman Michael Douglas and president/CEO Rick Bieber), has entered into a long-term, worldwide joint venture with Atlantic Records. Third Stone/Atlantic Records will debut with an album from Florida-based Saigon Kick. Nond Gaye, the 16-year-old daughter of Marvin Gaye, a Florida rock band, are also on the roster. Soundtracks will, of course, play a part in the deal, with Saigon Kick and Cryer on the soundtrack of an upcoming Stone Group Pictures (a Stonebridge affiliate) film, Stone Cold. Shown celebrating the joint venture between Atlantic Records and Third Stone Music (l-r) are: Atlantic senior vice president/West Coast general manager Paul Cooper; Third Stone/Atlantic Records president/coo Rick Bieber; Atlantic co-chairman/coo Doug Morris; Stonebridge Entertainment chairman Michael Douglas; and Atlantic vice president of A&R Jason Fiom.

EXECUTIVES ON THE MOVE

- John Barbis has been named senior vice president, PolyGram Label Group, making him responsible for the overall operations of both the sales and promotion departments, which involves the strategic planning and promotion of recordings which go through the label group as well as the development and execution of all sales initiatives in support of them. Barbis joins PLG from B&W Entertainment, where his clients included Elton John, ZZ Top and RCA Records. Rick Dobbs, PolyGram president and CEO, made the announcement.
- Mercury Records has promoted Bob Skoro, a five-year PolyGram veteran, to senior vice president, A&R, making him responsible for running the day-to-day operations of the A&R department as well as overseeing the direction of all pop/rock acts on the label. And Jeff Newman has been named director of video of Mercury's Rhythm & Black Music Group, putting him in charge of production of music videos for the division's roster.
- SBK Records has named Bruce M. Theriot senior vice president, business affairs, responsible for overseeing the company's day-to-day business affairs and A&R administration activities. Theriot comes to SBK from the presidency of Filmtrax Copyright Holdings, Inc.
- Curb Records chairman Mike Curb has announced the appointment of Dennis P. Hannon to the newly created position of vice president, sales & marketing. Hannon comes to Curb from CEMA Distribution, for which he was national sales manager. Before that, he was VP, sales & distribution, video, for CBS Records.
- Gilles "Frenchy" Gauthier, vice president of marketing for Impact Records, has announced the appointment of Louis Lappen to the position of director of publicity & artist relations for the MCA-distributed label. Before joining Impact, Lappen was founder and president of the Minneapolis-based public relations firm JL Productions. And Impact has named Lisa Oxman director of international. Before joining Impact, Oxman was manager of international marketing for Enigma and, before that, artist development coordinator for Capitol Records.
- Sony Software named James M. Frische chairman and CEO of Digital Audio Disc Corp., effective April 1. Frische, president of DADC since 1988, will report directly to Michael Schulhof, Sony Software president. Meanwhile, Sony Music has made two senior management appointments: Robert W. Bowlin has joined as senior vice president and chief financial officer; he was previously a partner in the N.Y. office of Price Waterhouse. And Ken Hoshikawa was upped to senior vice president, strategic planning, Sony USA Inc. from his role as senior vice president, marketing and promotion in Los Angeles of the Sony Music Entertainment division.
- RCA Records has pegged Tony Gates for the job of national director, album promotion, West Coast.
- Elektra Entertainment has promoted Jon McHugh to the position of national promotion director. McHugh, who joined the label last year as national AOR director, is based in Los Angeles.
- Big Life Records and Management U.S. has named Doreen D'Agostino vice president and general manager and Lisa Bauman director of product and artist development.
- Columbia Records has appointed Robin Cecola local promotion manager for the Baltimore/Washington area, and Johnny Coppola to the post of associate director, crossover promotion, newly-created post aimed at increasing exposure for the label's dance roster. And Columbia House has named Robert Pante manager, A&R, making him responsible for planning, supervising and executing all repertoire selection activities for the new member advertising programs of the music clubs. And Carol Wright, formerly director of marketing and Promotion at Island Records, has been named director of artist marketing at BMG Canada. And BMG Music Publishing has promoted Margaret Mittelman to west coast creative manager. And Barry Krugger has been promoted to vice president, public relations of MTV Networks/VH-1.
- Micmac Records has named Sergio Goncalves director of marketing.
**SINGLES**

- **ICE-T:** “New Jack Hustler (Nino’s Theme)”  
  (Sire/Warners Bros. PRO-A-1643)

  Ice-T’s most recent album, *The Iceberg/Freedom Of Speech… Just Watch What You Say* contained less gangster-style rap than his previous album, *Power.* However, “New Jack Hustler (Nino’s Theme),” which appears on the soundtrack of the film *New Jack City,* shows that Ice remains a master of the gangster rap genre. Rapping in the style of a hustler, Ice spells out the dangers of a hustler’s life. Ice produced the song with ex-Lo Profile member DJ Aladdin.

- **THE CHI-LITES:** “Solid Love Affair” (Ichiban PCDS 07297)

  Veteran stand-up group The Chi-Lites have a captivatingly sensuous 70’s-like slow jam in “Solid Love Affair,” the latest single release from their *Just Say You Love Me* album. “Solid Love Affair” was written by Anthony Watson and produced by Watson and Robert Lester.

**ALBUMS**

- **JONI MITCHELL:** *Night Ride Home* (Geffen GEFD-24302)

  “Night Ride Home,” Joni Mitchell’s first album since 1988’s *Chalk Mark In A Rain Storm* and her 15th studio album overall, is state-of-the-art Joni—pensive, relaxed, often thought-provoking pop-folk. The 10-track CD’s strongest cuts include “The Windfall (Everything For Nothing),” “The Only Joy In Town,” “Come In From The Cold” and the title track. A long-time jazz enthusiast, Mitchell employs jazz saxophone master Wayne Shorter on “Cherokee Louise” and “Ray’s Dad’s Cadillac.” The singer/songwriter/guitarist produced *Night Ride Home* with Larry Klein.

- **HERB ALPERT:** *North On South St.* (A&M 75021 5345 2)

  Showing how it is possible to update your style and still be true to who and what you are, Herb Alpert slips in some hip hop and house touches (including a wailing diva on one track) that never overshadow his own work. Weaving his trumpet in, through and around these contemporary pop settings should prove a pleasant surprise to longtime fans as well as drawing new ones. Alpert co-produced the album with Greg Smith, Troy Saton, Steve Smith and Robert Jerald.

- **MORRISSEY:** *Kill Uncle*  
  (Sire/Reprise 9 26551-2)

  The sensitive one returns with his first new material in ages and though he rarely rises to the sublime level of the Smiths, he’s carved out a niche for himself that he makes solid here. Where there was once genuine insight and pathos in his lyrics, he seems to aim notably lower now, crossing kind of glib and detached from it all. Still, for hardcore Morrissey fans this will be the cure for what ails them.

- **NILS LOFGREN:** *Silver Lining*  
  (Rykodisc RCD 10178)

  AOR radio has lots to choose from on Nils Lofgren’s *Silver Lining,* which the rock singer/guitarist/composer produced with Kevin McCormick. The 10-track CD’s AOR-friendly highlights range from bluesy rockers like “Gun And Run,” “Walking Nerve,” “Sticks And Stones” and the title track to slower and more relaxed material such as “Live Each Day,” “Little Bit O’ Time,” “Girl In Motion” and “Valentine.” Guests on *Silver Lining,* which was entirely written by Lofgren, include Bruce “The Boss” Springsteen (who’s heard on background vocals) and Billy Preston (who plays organ).

- **CHAMPAIGN:** *Champaign IV* (Malaco MAL 7461)

  Champaign, best known for its hits “How ‘Bout Us” and “Try Again,” delivers another collection of highly commercial R&B/pop on *Champaign IV.* “Trails Of The Heart,” “Hiding From The Face Of Love,” “All My Love,” “My Fool” and “Those Falls” are among the laid-back cuts that could fare well in both “urban contemporary” and pop markets. Meanwhile, “Every Breakup” is a funky, and danceable item. *Champaign IV* was produced by Michael Day, with Dana Walden acting as executive producer.

- **VARIOUS ARTISTS:**

  - *Music From The Motion Picture: New Jack City*  
    (Giant 9 24409-2)

    Running from the powerful vocals of Christopher Williams to the blistering rap of Ice-T, this soundtrack is a compilation of the sounds of young, urban America. Also includes contributions from Guy, Johnny Gill, Keith Sweat, Toot and Levert featuring Queen Latifah, 2 Live Crew and more.

- **SAM RINEY:** *Playing With Fire* (Spinletop SPT 133-CD)

  Alto, tenor and soprano saxophonist Sam Riney once again gives listeners heavy doses of slick, highly commercial jazz/pop and jazz/pop/R&B on his latest effort, *Playing With Fire.* “Our Love,” “Tell Me What’s On Your Mind,” and “Dreamland” are among the formulaic cuts “quiet storm” programmers will likely eat up. “Nowhere To Run,” meanwhile, is a high-tech R&B/funk cut that shouldn’t be confused with the Holland/Dozier/Holland classic. Sidemen include Grant Geissman (guitar), Paul Jackson Jr. (guitar), Emil Palame (acoustic piano), Oscar Brashear (trumpet) and Lenny Castro (percussion).

- **2ND POWER:** *da Soul Man* (WRAP/Ichiban ICH 1102)

  Hardcore rap posse 2nd Power delivers both message songs and party jam on *da Soul Man.* “Livin Like A Gangsta” and “People” are on the message tip, while “Fonk Drunk Ghetto Bass,” “Don’t Rush My Beat” and “Get Busy” are party and boasting songs. All of the CD’s 11 songs were written by 2nd Power member Bruce “Boxy” Terry.
KNOCKIN' ON DOORS HEAVEN: Sue me, but I’ve never been much of a Doors fan. When a friend of mine in high school (in fact, it might have even been junior high school) suggested we take in the Doors at the Felt Forum I said something like, “Gee, I’m not really much of a Doors fan.” I realize now that I blew it—looking back, I would like to have seen Jim Morrison—but their music still strikes me as ponderous. Dave Marsh once called them “perhaps the most overrated group in rock history,” and who am I to argue with Dave Marsh? In fact, I asked Marsh last week whether he still agreed with that sentiment and he said that he did, adding that Elvis Preley was the most underrated performer in rock history, something I both do and don’t agree with but a discussion I’ll save for some big Elvis movie.

So while I’m piling up the controversies, let me say that I’ve never been a big fan of Oliver Stone. I think he’s too ponderous, too—his movies are all like the Doors “The End,” they pound you over the head with weightiness until you want to scream, “Uncle.” Or, “Rob Reiner.”

So what happens when a sham-handled director meets an overblown pop icon? If you ask me, a good movie results. Well, maybe not a good movie—it’s not a movie you’d send anybody not interested in the music to (unlike, say, the Buddy Holly or Patsy Cline biographies)—but a movie where excess and pomposity converge in a spinning, swirling, very watchable, very watchable two-and-a-half hour slab of sex, drugs and rock and roll. It recreates the feeling of the era, even for those of us who were a wee bit too young to really live the era (“We were 12 years old,” reminded my companion, a friend since high school, when the legend “1967” appeared on screen).

Sure it’s all a bit much, especially all those naked Indians who show up at the oddest times (“Hey, Oliver, look this Dances with Wolves is a big hit, you think we can get some Indians in there somewhere?”), but it definitely doesn’t make you leave the movie saying, “Now there’s a life I wish I had.” Some think it glamorizes Morrison, but if that’s glamour, you can keep it.

As for Val Kilmer, everything you’ve read about him is true—he has become Jim Morrison. How much of this is acting and how much of this is mimicry, I don’t know (at one point Kilmer’s Morrison is engaged in a conversation with impresario Will Jordan’s Ed Sullivan and it’s kind of eerie). Kilmer, they tell us, even does some of his own singing, but none of it made it to Elektra’s soundtrack album, which (except for snippets of the Atlanta Symphony and the Velvet Underground) is just the umpteenth Doors greatest hits package they’ve given us over the decades.

What The Doors really does is throw a spotlight on one thin aspect of the 1960s: rock and roll at its most self-indulgent and self-important, at just the moment before everybody realized what a big business it was becoming. Like Stanley Booth’s brilliant book on the Rolling Stones, it paints a picture that is none too pretty but which feels just right.

COUNTDOWN TO SOMNOLENCE: One of the odd things about The Doors is the way it conjures up nostalgia in people who really should be too young for nostalgia. Why is it that the thirty/forty-something set is so anxious to remember its not too distant past? People fill their lives with old toys, watch dumb old TV shows on Nick at Nite and talk about the “good old days” like their grandparents.

This came to mind the other night at a rather dispiriting thing called the “New York Rock and Soul Revue” at the Beacon Theatre. It was a reclamation project for lost careers: Donald Fagen (the Steely Dan man who’s recognized is all his own doing), Michael McDonald, Phoebe Snow and Bob Seger were assembled in front of a big studio-type band (borns, singers, etc.) for a night of their respective hits and soul classics.

The whole thing smacked of one of those PBS shows in which Van Johnson comes out in his World War II uniform and introduces long forgotten big band singers. In fact, there was an unblinking guest on the program: Eddie Brigati, former lead singer with the Rascals, who, with his brother Dave, sang Rascals hits dressed in silky lounge act jackets and sounding like a silky lounge act version of the Rascals.

The concert’s high point was a dignified three numbers by R&B pioneer Charles Brown. No nostalgia here. Brown and his trio just dig into some blues and boogie-woogie, sounding as fresh as tomorrow. The concert’s low point was Phoebe Snow singing—screaming—“Piece of My Heart.” No female singer should ever sing “Piece of My Heart” again, least of all Phoebe Snow (who’s best sticking to Bloomngdale’s jingles). Michael McDonald, in a similar lack of sense, mauled “Lonely Teardrops.”

The concert, which was recorded for an eventual album release, was like some Richard Nader oldies show for the newly middle-aged. Ugh.
COCINANDO

BY TONY SABOURIN

THIS WEEK COCINANDO INTRODUCES THE PD CORNER, a sporadic favorite feature on various U.S. and Puerto Rico program directors. It erupted during a conversation with MHO's Tony Moreno and it makes all the sense in the world because PDs are the business' commercial pulse. Amidst the Rajul Alamones, Adrián Lópezes and Betty Pinos—known and deservedly revered by one and all—they others doing as valuable a service, often without the pressurized competition that surrounds the craft's icons.

Hugo Adames is such a PD. He's been at it since 1965, doing the obligatory route through almost all of the Dominican radio circuit (Radio Ronda, Radio Aeropuerto, Radio Antil- las, etc.). By 1970, while at HIJ Onda Musical, he was baptized as El Monseñor de la Salsa, as a symbol of his contribution in introducing salsa in the country. In 1977 Ralph Mercado, in arguably his most daring Madison Square Garden promotion ever, flew Adames into New York, dressed him in cardinal garbs, put a string around him, suspended him from the Garden ceiling for interminable minutes and slowly lowered him onto the stage to introduce the hottest band of the moment, Los Hijos del Rey. The Wilfredo Vargas-controlled group spouted current such merengue names as singer Fernando Villalona, keyboardist/bandleader Benny Cepeda, the dancing tandem of Los Hermanos Kenton and trumpet player/bandleader July (Raspudín) Mateo.

By the beginning of the '80s Adames had reached his professional pinnacle within TDR. He was president of the local union and he created the Circle of Dominican Radio Announcers, an organization for better representation of behind-the-mike issues. Having become regional vice president of the Mexican-based International Association of Radio Announcers—and with such successful crossover forays as the daily hosting of popular TV show El Show del Mediodia—Adames made the most crucial decision of his life in April 1984. He accepted the PD position at WRIB, a part-time station in quiet and clean Providence, Rhode Island, an unimaginable location for a warm-blooded Caribbean, particularly Adames, whose reputation could have landed him a job in any large Hispanic-populated city.

"Family life played a big role in this decision," said Adames—who was recently elevated to the double-duty position of general manager—in his characteristically calm and intellectual manner. "Life in Providence is not hectic. People who live here love the absence of noise. Frankie, it's more reminiscent of the old countries where we came from." "We" is a pronoun that appears often in Adames' sentences.

His reasoning is simple: "As a program I tyr very hard not to be perceived as country-partial. A radio station's function is to please the demographics musical tastes and not the programmer's.

According to Adames, his audience numbers could be as large as 200,000, including the illegal aliens not recorded by the census, that depend exclusively on WRIB and three area clubs for Hispanic music. For this reason primarily, Providence has become one of the top revenue centers for salsa and merengue bands, even better than New York in terms of per-gig income.

Last December, on the occasion of his silver anniversary behind the mike, departing Governor Edward DePrie named Adames Rhode Island's "Voice of the Americas." Still, the former Monseñor de la Salsa looks at the road just ahead, unwilling to discuss right now the obvious signs pointing to his eventual purchase of a full-time FM station in Providence in association with personal and powerful La Décima allies; a none-too-ambitious goal for a man blessed with his talent, a great family, a three-year home in a quietly posh Providence suburb with a back porch view of a pond full of ducks, and a wife whose cooking is manna for the undemanding line of business acquaintances, associates, wives and assorted unattached souls that parade continuously through the Adames household.

"I'm the most optimistic Aries in the world," Adames understated. "I truly believe that the future is ours to conquer, but this," he said enigmatically about either life, the station or his current status, "is only a platform.

FOR THE KEEN-OF-EYE GANG WILL NOTICE THAT PUERTO RICO'S charts have been increased this week to 25 positions in order to reflect its burgeoning sales, obviously unaffected by the Gulf War.
RHYTHM & BLUES

HIT IN THE MAKING: Shown here at a recent recording session for Quality Records artist, Mona Lisa, are (l-r): Russ Regan, president and chief operating officer of Quality Records; Barry White; Mona Lisa; and Ollie E. Brown, producer. Mona Lisa, a former backup singer for the likes of Bruce Springsteen and R&B legend George Clinton, recently released her debut single, "Love in the Making," featuring Barry White.

THE SMILES HAVE IT: Virgin Records' own Lalah Hathaway took time to visit BET's Video Soul in Washington, D.C. during a recent promotional tour for her self-titled album and new single, "Baby Don't Cry." Pictured with Ms. Hathaway is Video Soul host, Donnie Simpson.

SWEET SOUL MUSIC: VH-1 recently announced the premiere of its new soul series, The Soul of VH-1. Host Vanessa Williams visited the offices of VH-1 president Ed Bennett as production began on a thirteen-week cycle of shows. Pictured above (l-r) are: Rosalie Tanaka, producer; Jull Davison, vp/programming, VH-1; Michael Simon, supervising producer; Williams; Bennett; and Ramon Hervey II, president, Hervey & Company Inc.

GIVING THE BENEFIT: Among the stars who turned out for the MCA post-Grammy party (l-r) were: L.A. Reid; Pebbles; and Damon Hall (Guy).

LIVIN' IT UP: L.A.'s newest hot spot, R&B Live, continues to pull in industry heavyweights. Pictured above (l-r) are: Gerald Albright; vocalist, Maxayn; drummer & R&B Live musical director, Terri Lynne Carrington; guitarist, Vernon Black; vocalist, Penny Ford; and keyboardist, Bobby Lyle.

CASH BOX  MARCH 16, 1991

R&B ALBUMS
March 16, 1991  The square bullet indicates strong upward chart movement.

1 I'LL BE HOME FOR CHRISTMAS (Motown/MCA 1991) (P) Whitney Houston 2 17
2 THE FUTURE (MCA 1991) (P) Guy 1 16
3 BUSINESS AS USUAL (Dejafam/Columbia 47067) (P) EMD 4 7
4 TO THE EXTREME (Epic/Columbia 62525)(P) Vanilla Ice 3 26
5 PLEASE HAMMER DON'T HURT EM (Capital 92857)(P) M.C. Hammer 5 56
6 RALPH TREVANT (MCA 1991)(P) Too $eep 15 15
7 MARIAH CAREY (Capitol 54203)(P) Mariah Carey 7 35
8 MAMA SAID KNOCK YOU OUT (Dejafam/Columbia 46868)(P) L.L. Cool J 8 23
9 I'LL GIVE ALL MY LOVE TO YOU (Epic/Capital 62391)(P) Keith Sweat 14 38
10 JANET JACKSON'S RHYTHMATION 1814 (A&M 39201)(P) Janet Jackson 16 15
11 MARY J (Motown/Atlantic 91382)(P) Mary J 15 77
12 THE REVIVAL (WingsPolygram 841909)(P) Tony Toni Tone 11 43
13 EMOTIONALLY YOURS (Capitol 903969)(P) O'Jays 15 15
14 AN' T NO SHAKE IN THE GAME (Epic 46947)(G) Al B Sure! 22 15
15 COOLIN' AT THE PLAYGROUND YA KNOW (Motown 63818) (G) Another Bad Creation 15 77
16 FATHER'S DAY (Uplift/MCA 1991)(P) Father M.C. 15 13
17 JOHNNY GILL (Motown 62810)(P) Johnny Gill 22 15
18 HI-FIVE (Liv RCA 1329) Hi-Five 15 15
19 SMOKIN' IN THE HOUSE (Liv RCA 19353)(P) Too $eep 22 15
20 RUDE AWAKENING (Atlantic 62311)(P) Rude Boys 16 44
21 CIRCLE OF ONE (Fontana/Mercury 846 346) Oleta Adams 16 59
22 3 DEEP (Columbia 64772) Surface 11 17
23 PRIVATE TIMES...AND THE WHOLE OF (Warner Bros. 26003)(G) A.B. Sure! 22 14
24 ROPE A Dope Style (Atlantic 52164) Livot 17 17
25 QUIK IS THE NAME (Profile 14207)(P) 5 17
26 STEP IN THE ARENA (Chrisyalis 27198) Gang Starr 11 17
27 BORN TO SING (Atlantic 60849)(P) En Vogue 35 16
28 ALWAYS (MCA 1991) Peabody 33 23
29 DREAMLAND (MCA 2221) Black Box 25 17
30 ONLY HUMAN (Arista 68278)(P) Jeffrey Osborne 35 15
31 WORLD CLOQUE (Elektra 62977)(G) Dee-Lite 28 16
32 LIVE IN CONCERT (Luke Skywalker/190003) 2 Live Crew 26 9
33 LOOK HOW LONG (MCA 1991) Loose Ends 35 14
34 LALAH HATHAWAY (Virgin 91380) (G) Lalah Hathaway 35 14
35 MICHELE (Ruthless/Atos 91280)(G) Michelle 38 16
36 COMPOSITIONS (Elektra 60092)(P) Anita Baker 31 45
37 ALL FOR ONE (Elektra 60496-2) Brand Nuubis 43 8
38 TASTE OF CHOCOLATE (Cold Chillin/Reprise 26193)(P) Big Daddy Kane 37 18
39 ROYAL EARTH (Quality Bros. 26193) Monique 33 17
40 CONTRIBUTION (Island 86488) Mica Paris 50 9
41 100 MILES AND RUNNING (Ruthless/Priority 72205)(G) N.W.A. 47 10
42 THE DEVIL MADE ME DO IT (Tommy Boy) 2 Live Crew 10 10
43 TARA KEMP (Geffen 24308) Tara keith 14 10
44 I'M TAKING HOME THE MAN (Quality Bros. 26308) T.F.O. 58 13
45 BACK FROM HELL (Profile 1401) Run DMC 14 15
46 TREAT EM' RIGHT (Rebel 9063) Chubb Rock 11 19
47 INTO THE LIGHT (Epic 46988) Gloria Estefan 59 13
48 TONY TERRY (Epic 46515) Tony Terry 49 5
49 BLAK EM (Jive/RCA 93459) (P) Caron Wheeler 60 10
50 TIME AFTER TIME (Quality 51103) Timmy-T 51 6
51 IVORY (Epic 45101) Teena Marie 56 21
52 THE BOYS (Motown 63032)(G) The Boys 57 22
53 LOVE AND UNDERSTANDING (Epic 46595) George Howard 58 19
54 JASMINE GUY (Warner Bros. 26001) Jasmine Guy 58 19
55 THE BYCHES (Epic 46977) B.W.P. DEBUT
56 AMERIKKKA'S MOST WANTED (Priority 57120) Ice Cube 60 20
57 MAKE THE DIFFERENCE (Capitol 92155) (G) Tracie Spencer 62 18
58 JAN HARDER (A&M 5339)(P) Various Artists 60 5
59 BONAFIDE (Charisma 91384)(G) Maxi Priest 59 24
60 THE NEW FORMULA (Motown 6309) Today 62 11
61 BANNED IN THE USA (Luke Skywalker/Atlantic 91424)(G) 2 Live Crew 66 31
62 LIVIN' IN A HOE HOUSE (Drive By 4XL15131) H.W.A. 67 16
63 MORE OF THE NIGHT (Capitol 92957) (P) The Geto Boys 68 7
64 THE GETO BOYS (Capitol 92957) The Geto Boys 10 18
65 BE-BE'S KIDS (WingPolydor 84196) Robin Harris 71 20
66 OPEN INVITATION (Motown 6309) Gerald Alston 71 24
67 WORLD POWER (Arista 87383)(G) Gerald Alston 72 13
68 DREAM COME TRUE (Atlantic 92897) Gerald Alston 73 12
69 LISTEN WITHOUT PREJUDICE VOL 1 (Columbia 46868)(P) George Michael 68 13
70 REBEL SOUL (Chrysalis 4XL 85444)(P) Earias 69 11
## RAP/DANCE

### NEWS:
Priority Records is re-releasing the platinum selling debut EPMD album, *Strictly Business*, and its follow-up gold selling album, *Unfinished Business*. Both albums were available in stores as of last week in their original form.

Anyone wishing to obtain sampling licenses or publishing clearances from these releases should contact Stephen Drahi at Priority Records (213) 467-0151.

Well, it’s finally happened. The Pet Shop Boys, who once swore they’d never tour, are doing just that. They’ve already opened up for Depeche Mode—stepping onto stage with New Order’s Bernard Sumner under the Electronic moniker when Depeche Mode swept into Los Angeles during their last tour—and given Los Angeles fans a taste of what to expect when they performed a handful of hits at the trendy club, Mayan, a few months ago. For their fourteen-city tour, the duo will be the only ones onstage, surrounded by bunches of long-stemmed roses. (The remainder of the musicians will be in the orchestra pit.) The show promises to be very gothic in mood. This tour will be very different from the huge production they took to Japan and England. That one had scores of dancers, a filmed segment directed by cult-favorite, Derek Jarman, and elaborate costumes. The stage show ranked with the razzle-dazzle spectacles that Madonna and Janet Jackson took around the world last year. Because the Pet Shop Boys have never achieved the level of success in America that they have elsewhere in the world, making a tour of such massive undertaking is a financial impossibility. It will be interesting, though, to see just what the two have cooked up for their American fans.

A few columns ago, raving over Island’s British rap group, Stereo MCs while taking a cheap shot at an all-American rapper, I wrote that the MCs, like their American counterpart, had sampled from the Stones’ “ Satisfaction” and done a much better job of it. What I meant to write was that they’d sampled a Santana riff and done a much better job with it than the other rapper had with the Stones sample. So, all you hungry lawyers can just take it easy.

One of the highlights of the NARM convention should be the “Rock the Vote” presentation by Jeff Ayeroff, co-president of Virgin America. Virgin has been at the forefront of the anti-censorship drive in the music industry and Ayeroff should have quite a few words of wisdom to share with his audience.

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### RAP ALBUMS

March 16, 1991

<table>
<thead>
<tr>
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<td>Sadness Part 1</td>
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<td>Gold Digger</td>
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<td>What’s It Gonna Be</td>
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<td>Jealous</td>
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<td>This House</td>
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<td>Touch Me (All Night Long)</td>
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<td>Hold You Tight</td>
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<td>5</td>
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<tr>
<td>It’s A Shame</td>
<td>Warner</td>
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<td>You Think You Know Her</td>
<td>Elektra/Nasty Mix</td>
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<td>Umbabarama</td>
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<td>Around The Way Girl</td>
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<td>I Don’t Know Anybody Else</td>
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<td>Mary Had A Little Boy</td>
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<td>Seriously Being Boring</td>
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<td>Gonna Make You Sweat</td>
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<td>How Long</td>
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<td>Alice Everyday</td>
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<tr>
<td>Made Up My Mind</td>
<td>Mercury</td>
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### STRIKING GOLD: Cutting/Charisma Records artists 2 In A Room celebrate their single, “Wiggle It,” going gold. Pictured here, during the presentation of the gold single award (l-r) are: Rog Noc, 2 In A Room; Phil Quartararo, president, Charisma Records; and Dose, 2 In A Room.

### STONE COLD GENTLEMEN: Posing at the post-Grammy MCA party (l-r) were: Ralph Tresvant; Al Teller, chairman, MCA Music Entertainment Group; and Bobby Brown.

### HERE COMES THE HAMMER: MTV premiered *Rockline On MTV*, a weekly live call-in show which originates from Los Angeles, on February 26 with guest M.C. Hammer. Hosted by Martha Quinn, the program allows viewers the opportunity to talk to their favorite artists every Tuesday evening simply by calling 1-800-344-ROCK. Pictured (l-r) are: Paul Cockerill, supervising producer; Martha Quinn, host; M.C. Hammer; and Jim Smith, producer.
BY ALEX HENDERSON

[Image 0x0 to 640x878]

INDIE FOCUS

CASH BOX MARCH 16, 1991

11

INDIE PROFILE

Laurie Records

Laurie Records, founded in 1958, continues showing its viability as both a record label and a distributor of other independent companies. At the helm of Laurie are Bob Schwartz, president; his brother Gene Schwartz, executive vice president and A&R director; and Ron Bolon, vice president of sales. With that team in place, Bob Schwartz asserts that Laurie is prepared to offer excellent promotion, manufacturing and other services to artists recording for Laurie and the labels it distributes, including Playback, Happy Hour and Nalli. A highly versatile organization that doesn't confine itself to only one genre of music, the Norwood, New Jersey-based Laurie has the knowledge and the expertise to give country, rock, pop, jazz, blues and new-age artists the exposure they need.

Small Indy labels face a number of difficulties, and Bob Schwartz asserts that Laurie is prepared to help artists meet their needs and overcome the obstacles they may face. The industry veteran asserts, "There's a tremendous amount of talent out there in the independent companies, particularly the ones that aren't large enough to get their product into the volume users—such as the chains and the racks. The large volume users don't know whether these small labels will be there next year, and they're afraid that if they want to make a return, the company won't be around anymore. The next thing they're afraid of is that the smaller companies won't be able to support their product with proper promotion and advertising. Laurie Records offers those small independent labels the ability to get into national chains. We allow them to do something they would not normally be allowed to do even if they have the dollars—because of the smallness of the label, they would not be able to get into the Musiclands of the world. We offer them that. We offer them promotion. If they want a video, we can provide a video."

One of Laurie's recent success stories is country singer Tommy Cash, who fared well with his current 25th Anniversary Album on Playback. Schwartz notes, "We have the ability to be very flexible. We can act a lot quicker than other labels because we're gonna be select in the product that we choose. We're not going after everybody, and our artists aren't going to get lost in the shuffle."

While many indies make the mistake of relying solely on independent distributors, Laurie insists on taking much more of a hands-on approach. In addition to using independent distributors, Bob Schwartz notes, "We have our own reps on the road. I can't wait for an independent distributor to do something for me—we have to do it ourselves. We do 80% of our business with in-house people. Independent distributors are not going to keep us alive."

Schwartz stresses that while there may be talk of how an economic recession will affect the industry, Laurie isn't suffering. "When everyone was crying recession," Schwartz points out, "we had the best months of December and January since I've been with the company. We know there's bad times out there, but the only thing to do is work harder."

INDIE NEWS

DELICIOUS VINYL: The Los Angeles Superior Court has issued an injunction forbidding Young MC from recording for any company other than Delicious Vinyl Records until October 31, 1994. In January, Young allegedly signed a deal with Capitol Records, which Delicious Vinyl alleges was in violation of his contract with the Island/PolyGram-distributed indie. A press release quotes Delicious president/co-founder Michael Ross as saying, "This injunction is an important victory for Delicious Vinyl, as well as other small record labels, whose prize artists are often lured away by the major record companies once the artist's career has been established by the smaller label. We think that it is unfortunate that Marvin needed a court of law to tell him that his recording agreement with Delicious Vinyl is valid and binding."

PRIORITY: Hardcore rapper W.C., formerly of Low Profile, is scheduled to begin recording his debut solo album, tentatively titled Ain't A Damn Thing Changed, in early March. None other than the infamous brother ya love to hate, Ice Cube, is producing. Priority has purchased the masters and publishing for E.P.M.D.'s first two albums, the platinum Strictly Business (1988) and the gold Unfinished Business (1989)—both of which were initially released on the defunct Sleeping Bag label. Priority plans to reissue the albums in early March. Since Sleeping Bag's demise, E.P.M.D. has been recording for Def Jam...

INDIE REVIEWS

ALBUMS

VINCENT HERRING: Evidence (Landmark/Fantasy LCD-1527)

Mainstream jazzman Vincent Herr- ring showed a great deal of promise on his 1990 Musicmasters release, American Experience, and the 25-year-old alto saxophonist continues to do so now that he's recording for Orrin Keepnews' Landmark label. While the post-bop on Evidence may not be ground-breaking, Herring plays a buoyant and spirited alto sax that shines on vigorous swingers like "Mr. Wizard" and Kenny Barron's "Voyage" as well as on more relaxed pieces such as trumpeter Tex Allen's "Looking For You"...and the presence of trumpeter Wallace Roney, pianist Mulgrew Miller, bassist Ian Coleman and drummer Carl Allen doesn't hurt things. The digitally recorded Evidence was produced by Keepnews, who has worked with such greats as Thelonious Monk.

WENDI SLATON: Turn Around And Look (Justice JR-0601-2)

The Houston-based Justice label, best known for jazz, enters the R&B realm with Wendi Slaton's debut album, Turn Around And Look. The striking 15-track CD isn't R&B in an "urban contemporary" sense, but rather, is a no-nonsense throwback to the gutsy soul music of the 1960s and early '70s. Slaton's expressive vocals work well on upbeat smokers like "Habit To Me" and "By Yourself" and slower material, including the title track and an inspired remake of Barbara Lynn's early '60s hit, "You'll Lose A Good Thing."

SMOKEHOUSE: Let's Swamp Awhile (King Snake/Ichiban ICH 9003)

If you fancy Baton Rouge, Louisiana-style swamp boogie, Smokehouse's Let's Swamp Awhile is a blues-rock album worth investigating. Although the four-member band hail from Florida, the sound on smokers like "Pootang Blues," "Fork In The Road" and "The Day Jack Frost Killed Parson Brown" is very Baton Rouge. As for its rock elements, Smokehouse isn't as metallic as George Thorogood or Johnny Winter and has more in common with The Creedence Clearwater Revival.

HERB GELLER: A Jazz Songbook (Enja RZ 79655)

Though Herb Geller isn't a revolutionary in the sense of a Jackie McLean or an Eric Dolphy, the jazzman's been playing a mean alto sax since the 1950s. A Jazz Songbook, which consists entirely of originals, boasts Geller doing what he does best—solid bop and post-bop with drive and swing. Geller (who's heard on soprano sax as well as alto) and sidemen Walter Norris (piano), John Schroder (electric guitar), Mike Richmond (acoustic bass) and Adam Nussbaum (drums) swing authoritatively on "For Chet," (as in Baker), "Little Big Sam" and "L.A. Daze," and fare equally well on the ballad "For Joe" and the seductive bossa nova "Landscape."

ESSENTIALS: Beguiled (Potomak PD90101)

The Washington, D.C.-based five-member band Essentials takes a pop-rock approach that inspires comparisons to 10,000 Maniacs and, to a lesser degree, on "Tuesday, on Beguiled. While lead vocalist Doone Kaison isn't a belter, she's quite expressive on "Here I Stand," "Dreaming Of You," "'Cause I Love You," "Something's Different," the reggae-influenced "Anti-War Song" and other engaging songs on this 10-track CD. Mary Carpenter Chapin is heard as a background vocalist! For more information on Essentials, please write to Kaison at 1019 19th Street, NW, Suite 800, Washington, DC 20036 or call (202) 857-0877.

SAMMY DAVIS JR. & LAURINDO ALMEIDA: Sammy Davis, Jr. Sings And Laurindo Almeida Plays (DCC DZS-055)

Accompanied only by the great Brazilian guitarist Laurindo Almeida, Sammy Davis, Jr. excels on this collection of standards, recorded in 1966 and newly reissued on an 11-track CD. While Almeida has jazz chops, Davis' approach is basically straight-up pop on "Every Time We Say Goodbye," "Speak Low," "We'll Be Together Again" and other time-tested standards. Erroll Garner's "Misty" appears as a bonus track.
CASH BOX  MARCH 16, 1991

BMG MUSIC (L.A.)—BMG Songs vp/general mgr. Danny Strick, announced that Margaret Mittleman has been promoted to West Coast creative manager. In her new position, Mittleman will be responsible for both talent acquisition and song promotion. Previously she was creative assistant for west coast publishing company. Prior to joining BMG, she worked with Kushnick Passick Management in L.A.

FA McMUSI—Living Colour picked up a Grammy for Best Hard Rock Performance (Vocal or Instrumental) for their album, Time's Up... Songwriter Martin Page has the current Go West (EMI) single, "That's What Love Can Do," co-written with Peter Cox, of Go West... Tena Clark is in the studio producing Patti LaBelle with the first single from the upcoming Motown film, The Five Heartbeats... Laney Stewart's been busy with the first single from Altitude (BMG) titled, "Workin' 9 to 5," the first single from Sue Ann (MCA) called "Seven Days & Nights," and Lewis Price's premiere single, "Flesh and Blood." On The Charts: Living Colour's (Epic) "Love Rears Its Ugly Head"... Sheldon Reynolds hot on R&B with Barbara Weathers' rendition of "My Only Love"... Paul Chiten's "Every Time We Kiss," on Sam Riney's album, now in the top ten Jazz album chart... and Natasha's Brother's first single "Always Come Back To You," written by Jim Klein... The previously reported sister group, The Tripelts, single and video "You Don't Have To Go Home Tonight"... and Laura's first album, coming soon—The Pajama Party (Atlantic) LP, co-written and produced by Jim Klein... Zero One's (Sisapa) debut LP, Darwin's Theory vs. The Flying Saucers... and Carboy's (MCA) debut release, featuring the single and video, "Have You Ever Been Mellow."...

GEFFEN MUSIC—Ronny Vance reports that Larry John McNally's "The Motown Song," has been cut by Rod Stewart (WB) for his upcoming LP, with production by Richard Perry... Chicago's new album has five Geffen tunes on it... Songwriter/artist Gerard McMahon (who has a few of the co-writes on the Chicago LP) is co-writing with Steve and the airwaves, for his next solo venture. McMahon is also working with SBK artists Wendy Wall and Phoebe Snow for their new ventures... Matthew Wilder has written the lead song, "Life Is A Magic Thing," for Fox's new animated picture Fern Gully... Geffen Music has all cuts, co-written or written by Greg Gerrard, for hot new artist Keedy...

MCA MUSIC—Songwriter/producer and artist, Parthenon Huxley, has written a moving, anthemic song for the newly released compilation album entitled Take Yourself, produced by The People for the Ethical Treatment of Animals. The song, "Asleep Too Long," was recorded for the album by The Goosebumps, of which Parthenon is one-half of the group, with platinum Canadian artist, Saas Jordan, the other. "Asleep" was the focus of an article in the L.A.-based magazine, The Animal's Voice, and was played at a recent animal rights rally in L.A. Currently, Huxley is working in MCA Music's L.A. recording studio on new demos for his next album. MCA Music, along with producer Tony Berg, who produced the Michael Penn LP, are shopping a new deal for Parthenon...

MCA MUSIC LTD. (U.K.)—The company has signed a publishing deal with the renowned songwriter Carol Bayer Sager for the U.K. territory. MCA Music Ltd. already maintains an existing agreement with Sager's husband and frequent collaborator, Burt Bacharach, and sub-publishes the Hal David catalog which contains the early Dionne Warwick hits, "Say A Little Prayer," "San Jose," and "Walk On By," as well as Academy Award winners, "Raindrops Keep Fallin On My Head," and "Theme from Arthur." Bacharach & Sager are currently working on the upcoming Aretha Franklin LP...

PEERMUSIC—Staff songwriter/producer Jud Friedman is very active these days following his success with the top ten pop single, "I Don't Have The Heart," recorded by James Ingram (WB), which he co-wrote and co-produced. Friedman is currently producing four songs for Mona Lisa (Quality Records). Two of the four, "If You Could See Through My Eyes," he co-wrote with Greg Abbott, and with "I Wasn't Looking For A Miracle" he is the sole composer. He also co-wrote, "But I Love You," with Miki Howard (Giant Records) for his new LP. Other artists recording his songs are Gladys Knight (MCA) and James Ingram (WB)... Also, staff songwriter/producer, Marvin Ettizoni has three songs on the Williams Brothers (WB) album scheduled for release later this month. Two were co-written by the the Williams Brothers, "Can't Cry Hard Enough," and "Shimmering," and the third song, "Miss The World," was written solely by Ettizoni...

SOLDIER BOY—Boston Dawn has recorded a new version of the Shirrelles' classic, "Soldier Boy," as a musical tribute to her brother, Lt. Colonel Michael Deegan and all of the U.S. Army servicemen deployed in Saudi Arabia. Luther Dixon, co-writer/producer of the original record, visited American Sound Recorders to congratulate the artist, and to assist the firm's executives in mapping out strategies...

THE WISEGUYS (U.K.)—BMI consultant Allan McDougall reports from the U.K. that he just finished co-producing an album on Toronto Canada-based group, The Wiseguys, at Abbey Road Studios, in London. Guest musicians from the "McDougall Gang" includes Zak Starkey (Ringo's son) and D.J. Fontana (of Elvis Presley fame), on drums, John Enthistle (The Who), on bass, Manfred Mann and Georgie Fame, on keyboards, and Roxy Music's Phil Manzanera on guitar. The Wiseguys, who are fronted by singer/songwriter Christopher Tassone, tracked McDougall down at his London cottage in the North of England countryside, and begged him to go back into the studio. He has, and as always, he did with the best. I'm looking forward to hearing these sessions, it sounds like great packaging...

to be continued...

Pictured above (l-r) are: Allan McDougall, BMI consultant/co-producer; and Christopher Tassone, singer/songwriter of The Wiseguys.
FOLLOWING THREE YEARS OF "NO HAPPENING," the southern-flavored, American Musical celebration will be happening again this year, according to Epic recording artist Charlie Daniels. "Isn’t it great to be alive and to be in Tennessee!" stated Daniels, when he recently made the announcement that Volunteer Jam XIV would be held Saturday, May 4, 1991 at Nashville’s Starwood Amphitheatre. Coinciding with previous Volunteer Jams, the eight-hour, multi-act concert, which first took place in 1974, will feature surprise appearances and jams sessions by dozens of performers and bands from numerous American musical traditions, with an emphasis on Southern music. Sparking a "first" this year, however, Daniels announced in advance that the performance roster will include traditional country-rock newcomer Travis Tritt, traditional-country newcomer Joe Diffie, sultry country vocalist Tanya Tucker, legendary blues guitarist B.B. King, and classic rock artist John Kay and Steppenwolf. As traditionally conducted, the remaining guest performers will not be announced prior to the concert.

Volunteer Jam XIV will be taped for broadcast world-wide on the Voice of America’s (VOA) "Country Music USA" program, hosted by Judy Massa. In addition, a one-hour special featuring highlights of the Jam will be provided to the Armed Forces Network. The Volunteer Jam has previously drawn audiences larger than 14,000 to Starwood Amphitheatre, and reached worldwide audiences of 120 million via the global Voice of America radio network. "It’s like an old friend you haven’t seen in a long time," says Daniels. "Welcome Back Volunteer Jam!"

Tickets for Volunteer Jam XIV will go on sale Saturday, March 16 at all Ticketmaster locations.

COUNTRY MUSIC

Grand Ole Opry Goes Back On The Road

MARKING ONLY THE SECOND TIME IN ALMOST 40 YEARS, The Grand Ole Opry, the world’s longest-running country radio show, will hit the road once again. The announcement was made by Grand Ole Opry general manager Hal Durham and Opry members Ricky Skaggs and Minnie Pearl, on the stage of the Grand Ole Opry during a recent press conference.

While the Opry is still celebrating its 65th Anniversary season, we are once again taking the Opry on the road," announced Durham. "Starting in April and continuing through June, special editions of the Grand Ole Opry will be performed in ten states—in the Southeast, Northeast and the Midwest. To put it mildly, we are excited about this prospect. The Opry is very protective of its name. The Opry is very protective of this red and white barn behind us. Taking our name and taking our barn outside of Nashville is not something that we do lightly or very often."

The ten-state tour consisting of dates in Detroit, Michigan; Mobile, Alabama; Jacksonville, Florida; Pittsburg, Pennsylvania; Charlotte, North Carolina; Little Rock, Arkansas; Kansas City, Missouri; Richmond, Virginia; Columbus, Ohio; and Joliet, Illinois is being sponsored by True Value Hardware and will feature performances by at least four Opry members per show. Scheduled performers confirmed at this time include Bill Monroe, Holly Dunn, Patty Loveless, Riders In The Sky, Mike Syder, The Whites, Ricky Skaggs and Cousin Minnie Pearl.

The Opry began in 1925 as a studio show on radio station WSM in Nashville and remains the cornerstone of a 50,000-watt clear-channel station. A radio station in each tour city will help promote each date. The stations will be able to broadcast a half-hour of the show, and will also be carried by WSM.

Country Tid-Bit...

HISTORIC RECORD DEAL UNDERWAY—An unprecedented record deal has been signed between Sony Music (CBS) and singer/songwriter Jimmy Tittle in France for world-wide rights to Tittle’s new Real Life LP. Tittle’s manager, Trisha Walker, says it is the first time in the history of Country Music that a Nashville artist has been signed to a French major label for a world-wide deal. Tittle, formerly a bass player in Johnny Cash’s band for 7 years, began his solo career in 1989 and came to the attention of CBS in May of 1990, during a promotional concert in Paris.

New MCA recording artist Trisha Yearwood takes a minute while in the studio recording her album to pose with members of the MCA Nashville staff. Yearwood’s first single, “She’s in Love With The Boy,” will ship in April. Pictured (back row, l-r) are: MCA’s Scott Borshetta, Sheila Shipley, Kati Gilson, Walt Wilson, Janice Rickman, and Renee Bell. (front row, l-r): producer Garth Fundis, Yearwood, and MCA VP of A&R Tony Brown.
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<th>March 16, 1991</th>
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<td><strong>#1 Single: Patty Loveless</strong></td>
<td><strong>High Debut: Dolly Parton &amp; Ricky Van Shelton #34</strong></td>
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<td><strong>To Watch: Alabama #22</strong></td>
<td><strong>#1 Indie: Black Tie #42</strong></td>
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<td>Art Buchanan</td>
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<td>GO AHEAD AND CRY (Castle 109)</td>
<td>Doug Cotlin</td>
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<td>Kathy Reed</td>
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<td>FREEDOM WINS AGAIN (The H)</td>
<td>Charles Markham &amp; Frankie Lowery</td>
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<td>SAVAGE LOVERS (Capitol 79432)</td>
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<td>Terry King</td>
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<td>Linda Davis</td>
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**The square bullet indicates strong upward chart movement. See Alaphabetical and Publisher list page.**
Rosanne Cash

Rosanne Cash set to keynote SXSW '91 conference: The fifth annual South by Southwest Music and Media Conference, hosted by The Austin Chronicle and BML, continues to gather momentum as it heads toward its March 20-24 rendezvous at the Hyatt Regency in Austin with the announcement that recording artist Rosanne Cash has been tapped as this year’s keynote speaker.

Loretta Lynn

Grand Ole Opry Special from Houston...Tombstone music and media professionals and industry leaders will broadcast from Houston the Opry’s visit in a 60-minute concert special titled Grand Ole Opry in Houston: The Economic Summit on Wednesday, March 27, at 8:00 PM (repeats at 11:00 PM, all times eastern). "When the President of the United States becomes, we respond," says comedienne Minnie Pearl. The performance was the second time in almost 40 years that the Opry has staged a performance outside of Nashville.

Atlantic Records co-chairmen Ahmet Ertegun (left) and Doug Morris (third from left) are joined by one of the label’s newest country artists, Neal McCoy, and Atlantic senior vice president and general manager Rick Blackburn (right), at a reception unveiling NASCAR Video, a new home video magazine offered by a Vision Entertainment, a subsidiary of Atlantic Records Corp. McCoy, not only performed at the reception, held at Nashville’s Opryland Hotel, he will also appear in upcoming editions of the bi-monthly home video magazine.

Country Tid-Bit...

18th Annual Music City Tid-Bit... 5: More than 150 music industry professionals are expected to participate when the 18th Annual Music City Tid-Bit gets underway on Friday, May 3, and continues through the weekend at Maryland Farms Racquet & Country Club in Brentwood. Proceeds from the fundraising tournament will benefit The Child Development Center, founded in 1975 as a part of Vanderbilt University Medical School. The Center evaluates and diagnoses learning and developmental problems and provides service to children and young adults who live in Middle Tennessee. The Music City Tid-Bit Invitational is open to all those associated with the music industry. Invitations are being sent this month to past participants. New players in the music business and interested sponsors should contact BMI’s Patsy Bradley at (615) 239-3525.
Most Added Singles
(Songs receiving the most new adds this week)
1. DOLLY PARTON & RICKY VAN SHELTON—“Rockin’ Years”—Columbia
2. RONNIE MILSAP—“Are You Lovin’ Me, Like I’m Lovin’ You”—RCA
3. EDDIE RABBITT—“Tennessee Born And Bred”—Capitol

Most Active Singles
(Songs receiving the most reports this week)
1. CLINT BLACK—“Loving Blind”—RCA
2. GARTH BROOKS—“Two Of A Kind”—Capitol
3. ALAN JACKSON—“I’d Love You All Over Again”—Arista

Hot Phones
(Songs receiving the most requests this week)
1. CLINT BLACK—“Loving Blind”—RCA
2. GARTH BROOKS—“Two Of A Kind”—Capitol
3. DOLLY PARTON & RICKY VAN SHELTON—“Rockin’ Years”—Columbia

Hot Cuts
(Cuts which have not been released from current album as singles, yet receiving airplay)
1. THE JUDDS—“In My Dream” / Love Can Build A Bridge—Curb/RCA
2. MARTY STUART—“Blue Train” / Tempted—MCA
3. CLINT BLACK—“This Nightlife” / Put Yourself In My Shoes—RCA
4. PAM TILLIS—“Maybe It Was Memphis” / Put Yourself In My Place—Arista
5. SHENANDOAH—“Moon Over Georgia” / Extra Mile—Columbia

D.J.’s Corner

KSAN PRESENTS CHARITY RADIOthon—San Francisco, California’s KSAN Radio recently staged the first Bay Area Country Cares For St. Jude Kids Radiothon. The event was held at the Eastridge Mall in San Jose. All proceeds from the charity radiothon will be donated to St. Jude Children’s Research Hospital, the well known cancer research center founded by the late Danny Thomas. The radiothon also featured a four-hour concert special on March 2nd, entitled Fantasy Concert. The program aired from 8:00 PM until midnight on KSAN and from 8:00 PM until midnight on KNEW, KSAN’s sister AM station. The concert incorporated various recording artists in country music such as Garth Brooks, Ronnie Milsap, Reba McIntire, Travis and Alabama, using their music and the patient stories of actual children afflicted with cancer. Both KSAN and KNEW’s telephone lines were in operation throughout the special program taking pledges.

THUMBS UP TO THESE CASH BOX STATIONS AND DJS FOR THEIR CONSISTENCY IN REPORTING: WSM-FM, Kevin O’Neal, Nashville, Tennessee; KREME, Ronnie Mason, Hondo, Texas; WQST, Ron Coulter, Forest, Mississippi; WOOG, Skip Phillips, Chattanooga, Tennessee; and WBBY, Debbie Grizzle, Woodbury, Tennessee.

CASH BOX MARCH 16, 1991

SINGLE RELEASES

OUT OF THE BOX

THE OAK RIDGE BOYS: “Lucky Moon” (RCA 2780-7-RAA)
Producers: Richard Landis
Writers: Mark Wright/Doug Johnson
Give these boys a hand! Never has their sound and energy been any more phenomenal. With a fiddle-flavored kick-off and a fresh new approach to 90’s country, The Oak Ridge Boys whip out pure southern comfort with their debut release from the new Unstopable project. “Lucky Moon” drives hard, yet sweet, with warm lyrics, a catchy melody and vocal harmonies that stretch out and dig deep. “Lucky Moon” should result in being much more than a mere streak of luck for the Oaks—we’re talkin’ “prima-cut” country!

FEATURE PICKS

BRENDA LEE: “Your One And Only” (Warner Bros. 4702)
Producer: Steve Buckingham
Writers: Even Stevens/Hillary Kanter
“Ultimately overwhelmed” is the only way to describe the after-shock of Lee’s radio comeback release, “Your One And Only” tags one heck of a rendering performance and Lee’s all-powerful, gut-level voice, earns much of the credit. Without a doubt, this spicy number is destined to create some major radio action, not to mention the applause Lee will garner from this rare treat.

JANN BROWNE: “Better Love Next Time” (Curb NR-76658)
Producer: Steve Fishell
Writers: Gail Davies/Paul Kennerly
In just a short time, this California country-girl has charmed the world with her authentic jagged-edge vocals and “sunshine” personality. Still at it, Curb’s top female vocalist, Jan Browne, delivers another fine example of indepth country music from a female’s view and vocal standpoint. “Better Love Next Time” presents the familiar “If at first you don’t succeed, try and try again” theme, complete with top-notch production and instrumentation.

PAUL OVERSTREET: “Heroes” (RCA 2780-7-RAA)
Producers: Brown Bannister/Paul Overstreet
Writers: Paul Overstreet/Claire Cloninger
Overstreet spills out another “love-for-the-fellowman” story with the title track from his new Heroes LP. With inspirng lyrics and a beautiful melody, “I heroes” flaunts Overstreet’s warm vocal delivery in a contemporary-flavored tune that listeners will certainly melt into.

DONNA ULLISSE: “When Was The Last Time” (Atlantic 3783-2)
Producer: Ray Baker
Writer: Frank J. Myers/Buck Moore
This newcomer made a most welcoming impression with her debut Atlantic release entitled “Things Are Mostly Fine.” But grab held for this one! “When Was The Last Time” perhaps reveals Ullisse’s true country colors. Ullisse pours into this one like gasoline on fire, and her crisp, southern-drawn vocals, as revealed on this sultry cut, just could place her at the top of the list of this year’s most promising female performers.

EDDIE RABBITT: “Tennessee Born And Bred” (Capitol 79369)
Producer: Richard Landis
Writers: E. Rabbit/R. Nielsen
If a sudden “Yee-Ha” belows out while listening to this snappy number, don’t bite your tongue—you’ve only been swallowed up by all the fun and excitement of Eddie Rabbit’s latest single. “Tennessee Born And Bred” sparks the current release from Rabbit’s Jersey Boy project, and the spark is only mild compared to the musical explosion this cut eventually creates. Rabbit’s sizzling vocals drill right to the heart of the matter, as he sings of a rare, yet royal kind’s lady. And if Rabbit’s fiery-edged performance doesn’t set you to a sizzle, the rootsy electricity which pours from excellent bluegrass-flavored instrumentation will!

EDDY RAVEN: “Rock Me In The Rhythm Of Your Love” (Capitol 94258)

ANNE MURRAY: “New Way Out” (Capitol 79600)

Nettie Hardison, of Hendersonville, Tennessee, recently got her birthday wish during a live edition of TNN’s talk/variety series Nashville Now. The centurian’s wish came one day early, when she got a hug from superstar Randy Travis. Pictured (l-r) are: Hardison, Travis, and Nashville Now host Ralph Emery.
BGM RECORDS' BUBBA BARTOSH has begun assembling a back-up group in anticipation of several spring and summer concert dates. Bill Green, president of the San Antonio-based label, said Bartosh has been asked to appear at several outdoor events in the Southwest later this year. The Texas-based singer recently visited numerous radio stations in the Southeast—particularly in Florida—promoting both his new "By Way Of Mexico" single and his "Stash Your Trash" environmental campaign.

Like many other young country singers before him, Bartosh received his musical education in the dance halls and honky tonsks of Texas. The lessons he learned in the Lone Star State have proven extremely valuable in recent months as his fan following has rapidly expanded beyond the Southwest and his career has moved him deeper into the national spotlight.

A native of San Antonio, the artist was inspired to pursue a musical career at the age of eleven when he met producer Ray Baker and superstar Jim Reeves through an aunt and uncle. "That's really what got me into it," he recalls. "From that day on I was hooked on Country music."

Bartosh's "By Way Of Mexico" single debuts this week at #88 on Cash Box's Top 100 Country Singles Chart.

**UP AND COMING**

March 16, 1991: Independent product most likely to reach the Top 100 Country Chart

1. HE'S ONLY EVERYTHING (Fantasy) Adonia
2. THE TREASURE OF LIFE (Music City) Terri Martin
3. BRING MY BABY BACK (Starlite) Ed Mattson
4. YOU TOOK ME TO OZ (Ridgewood) Amy Jo Larson
5. SOLDIER BOY (Cleveland) Donna Fargo
6. YOU MAKE EVERYTHING ALRIGHT (Burgundy) Henry Hank Lewis
7. ONE NIGHTS LOVE (E.B. Big) Ronnie Cline
8. ONE HUNDRED LOVERS (Kier) Tommy Chase
9. I LIKE ROCK (Hilton) Jack Adams
10. DANCE WITH ME (Fears/West) Crossover
11. YOU CAN'T LOVE A WOMEN (GBS) Ray Riddle
12. WHAT CAN WE DO ABOUT US (GBS) Romeo Sullivan
13. A FOOL ABOUT YOU (Hilton) James Thornton
14. IN THE DAYS OF YOU AND ME (Ring Me) Judy O'Quinn
15. I'LL KEEP HOLDING YOU (GAS) Ernie Bivens III
16. SOUTHERN WAYS (Halmack) Brick Alan
17. DEAR LITTLE SOLDIER (Antique) Gene Strasser & Stacy
18. I'LL NEVER FIND ANOTHER YOU (Stardust) R. B. Stone
19. LUCY ANNA BOUND (Halmack) Carl Bird
20. FLAGS ON FIRE (Southern Tracks) Bertie Higgins

**INDIE FEATURE PICKS**

- MEL MCDANIEL: "Turtles And Rabbits" (DPI 5002)
  Producers: Keith Stegall/Roger Murrah
  Writers: Keith Stegall/Roger Murrah

Making his DPI Records debut, long-time country veteran Mel McDaniel re-enters the country scene with a splendid comparison to the various levels of love—set to music. "Turtles And Rabbits" presents some fun-catchy lyrics quilled with McDaniel's smoky, down-home vocals and a bounce-happiness melody that's sure to turn this tune into a radio favorite.

- A.J. HALL: "Three Steps On My Heart" (Worth TJ-111)
- JOHNNY CAPLAN: "Nobody Cheated, Nobody Lied" (Caprice CIR-2376)
- LEE GANDER: "I Love America" (Door Knob DK91-364)
- JOEY & LISA: "To Joey (o/a Desert Shield)" (Caprice CIR-2380)
- ELEANOR PARIS: "Don't Run Out With Stardust In Your Eyes" (Ridgewood R-3018)
- PAUL GIBSON: "Around And Around It Goes" (Comstock COM-2005)
- ROD YOUNG: "God Bless This Country" (Comstock COM-1994)

**BACK IN TIME**

MARCH 11—Jimmy Fortune born (1955) and Crystal Gayle first appeared on country music charts (1972)
MARCH 12—Charley Pride topped the charts with "She's Just An Ole Love Turned Memory" (1977) and Opry clog dancer Ralph Sloan died (1980)
MARCH 13—Jan Howard born (1932) and George Jones and Tammy Wynette divorced (1975)
MARCH 14—Marty Robbins made chart debut with "I'll Go On Alone" (1953)
MARCH 15—Carl Smith born (1927)
MARCH 16—Happy Birthday Jerry Jeff Walker (1942) and Roy Acuff gave 50-50 lessons to President Nixon at the opening of the new Opry House (1974)
MARCH 17—Hugh Farr of the original Sons of the Pioneers died (1980)
BANDS OF GOLD: They don't do their own singing, they don't play their own instruments, they can't even dress themselves, but that hasn't stopped the Simpsons from going multi-platinum. According to the RIAA's gold and platinum certifications for last month, The Simpsons Sing the Blues scored a hat trick: gold, platinum and (at two million) multi-platinum. Numberwise, that wasn't a patch on Mariah Carey, whose self-titled debut album notched its four millionth sale, or Phil Collins, whose 1985 No Jacket Required hit seven million, but it's nothing to sneeze at. Also hitting multi-platinum last month: AC/DC's 1979 Highway to Hell (four million), Poison's Flesh and Blood and Don Henley's The End of the Innocence (three million each), and Johnny Gill (two million).

On the platinum side, big shiny plaques were also being pressed for Cinderella's Heartbreak Station, Depeche Mode's Music for the Masses, Violent Femmes, and Metallic's Kill 'Em All.

Getting gold plaques (we think they're gold-plated ourselves) are Depeche Mode's 101, Ice Cube's Kill at Will, The Boys, C+C Music Factory's Gonna Make You Sweat, K.T. Oslin's Collection of Hits and Chris Isaak's Heart Shaped World.

In the video sweepstakes, Madonna blew everybody away: her "Justify My Love" video is up to 400,000 sales and counting.

THE SOUND OF YOUNG AMERICA: Motown president/CEO Jheryl Busby recently received the first-ever Distinguished Businessman's Award from the Western L.A. County Council of the Boy Scouts Of America. The event raised $240,000 for single parent families and minority Boy Scouts programs. Pictured above (l-r) are: MCA chairman Al Teller; Scout executive Eugene Richey; Busby; Boston Ventures' Martha Crowninshield; Tabu Records president Clarence Avant; and Curb Records head Mike Curb, who is surrounded by Curb Scouts and Boy Scouts.

OTHER THINGS YOU WANT TO KNOW: This year's Ralph J. Gleason Book Awards, co-sponsored by BMI, Rolling Stone and NYU, went to As Thousands Cheer: The Life of Irving Berlin by Laurence Bergreen (first prize), Hit Men by Fredric Dannen (second prize) and Crosstown Traffic: Jimi Hendrix and the Rock 'n' Roll Revolution by Charles Shaar Murray (third prize)... The Carnegie Hall Museum, filled with bits and pieces of that fabled hall's history, will open on April 23rd, two weeks before Carnegie's 100th anniversary... Jay Morgenstern and Frank Military of Warner-Chappell Music Inc. will receive the Abe Olman Publisher's Award at the upcoming Songwriters Hall of Fame dinner, May 29th in New York... EMI, something of a sensation in its native England, has signed to EMI Records. "Unbelievable" is the name of the single that caused all the fuss on the right side of the Atlantic... "CD's from A to Z" is the name of a seminar sponsored by the N.Y. Chapter of NARAS, March 18 at N.Y.'s Lonestar Roadhouse.

HARRY HIRSCH moderates the sessions which is aimed at independent labels without art departments, production coordinators and CD plants at their disposal.

LIVE EVIL: The Pet Shop Boys are about to embark on their first U.S. tour. It kicks off in Miami on March 19 and lasts about a month. The show, we're told, will be "very gothic in its aura and mood"... For those who like their music a bit—what?—grittier, Ben & Jerry's will sponsor a tour of RNA Records (that's the Rhino arm that puts out new stuff) artists. The tour kicks off on April 3rd in L.A., is called the "Real Music Revue" and headlines Exene Cervenka, Steve Wynn and Clive Gregson & Christine Collister. Still not enough grit for you. What about the Point Blank tour? That's the new Charisma-distributed blues label that will send its three first signings—Albert Collins, the Kinsey Report and Larry McCray on a seven-city romp, March 12-21. Guess if we tell you the clubs are the Lonestar Roadhouse, Park West, China Club, Slim's, Tiptina's, Black Forest and Antone's, you'll know what cities we're talking about.

CASH BOX, MARCH 16, 1991

EXECUTIVES ON THE MOVE

Continued from page 3

Geffen Records has named Lisa Gladfelter media & artist relations director, announced department head Bryn Bridenthal. Gladfelter, who will handle national publicity campaigns for Geffen and DGC recording artists, spent four years at Enigma entertainment—most recently serving as senior director, publicity & artist relations. Assisting Gladfelter is Geffen junior publicist Chrissy Shannon, who previously worked in the publicity department at Island Records.

Arista Records has promoted Jay Ziskrout to senior director, rock promotion and Bruce Schoen to senior director, national Top 40, promotion. Schoen has been with Arista for over a decade, most recently serving as national director, Top 40 singles. Ziskrout, a six-year Arista employee, recently held the title of director, rock promotion.

Pat Marsicano has been appointed national director of adult contemporary promotion for East West Records America. Before this appointment, she was national secondaries promotion manager for Island Records. Vince Freda has been appointed director of administration for MCA Records. Freda, formerly associate director of administration for the label, will be responsible for A&R administration, the tracking of marketing costs and overseeing affiliated labels' administrative processes.

Rick Sherman has been named West Coast regional sales manager for Geffen/DGC Records. Sherman previously worked in regional sales for Island Records. And Julianne Hall has been promoted to senior copywriter for Geffen/DGC.

Joe Pheifer has been named director of production for the newly formed Imago Recording Company. Formerly, Pheifer was production coordinator for Chrysalis Records.

NEW FACES

Brother Makes 3

FOR A WHILE THERE, it seemed that more and more recording acts were springing from a frenzied boardroom meeting, complete with charts on demographic appeal, industry trends and a list of Top 40 formulas. Though that can still seem the case when you take a quick look at the charts, there is also the resurgence of old-fashioned creativity and ingenuity. (How do you say, deee-lite?) Card carrying members of the resurgence are the New York based group, Brother Makes 3. They already have a single ("Do You Wanna Dance" on Cardiac Records) that is one of the hottest things in New York right now and a video that is popping up on several national video programs. The smoldering Hip House single was written by Brother Makes 3 lead singer, Shock, and the members of 2 In A Room (of "Wiggle It" fame). Rounding out the group are the dancers, Sister Julie and Sister Cindy. Says Shock, "(Brother Makes 3 write songs with) fun lyrics about what you dream of doing if you only had the nerve. It's often the fantasy of what we can do with life... our songs often concentrate on the tip of reality and fantasy, where we have all the fun."
COIN MACHINE

INDUSTRY CALENDAR

MARCH

APRIL
April 19-21: Minnesota Operators of Music & Amusements; Radisson Hotel St. Paul; St. Paul, MN; state convention & exhibit. For info contact Hy Sandler at 812-927-6602.
April 19-21: NAMA Western Convention; Anaheim Convention Center; Anaheim, CA; For info contact NAMA at 513-346-3300.
April 25-28: Mississippi Coin Operators Assn.; Omni Hotel; Memphis, TN; state convention & exhibit. For info contact Jan Green at 800-426-3786.
April 25-26: Florida Amusement/Vending Assn.; Orlando Convention and Omni Hotel; Orlando, FL; state convention & exhibit. For info contact Jack Class or Wanda Navaup in at 407-989-3451.
April 30-May 4: AMOA Nat’l D’Alene, Idaho; state convention & exhibit. For info contact Joe Conway at 412-629-6444.

MAY
May 3-5: Third annual Northeast Regional Trade Show; Trump Regency; Atlantic City, NJ; state convention & exhibit. For info contact AICOA-NY at 518-629-2020.
May 16-18: Wisconsin Amusement & Music Operators, Inc.; Country Inn; Pewaukee, WI; state convention & exhibit. For info contact Anne Marquis at 414-332-3000.
May 31-June 1: Ohio Coin Machine Assn.; Radisson Hotel Airport; Columbus, OH; state convention & exhibit. For info contact Judith Martin at 614-686-6677.

JUNE
June 14-16: Illinois Coin Machine Operators Assn.; Driskle Hotel; Oak Brook, IL; state convention. For info contact Adama Jurman at 708-569-2408.
June 20-23: California Coin Machine Assn.; Hyatt Lake Tahoe; Incline Village, NV; state convention. For info contact Cindy Urban at 916-441-5451.

JULY
July 12-14: Amusement & Music Operators of Idaho; Cour D’Alene Hotel; Cour D’Alene, ID; state convention. For info contact Brett Yagges at 208-587-7000.
July 19-20: Amusement & Music Operators of Texas; Radisson Hotel; Austin, TX; state convention. For info contact Vancie Todaro at 407-778-8287.
July 19-20: Oregon Amusement & Music Operators Assn.; Inn of the Mountain; Bend, OR; state convention. For info contact Cheryl McGowen at 503-343-1842.
July 22: Latin America Expo (sponsored by AMOA); Sheraton, Mexico City; Show will run one week. For info contact AMOA at 703-344-7258.
July 24-26: Missouri Coin Machine Operators Assn., annual summer meeting, site to be announced. For info, contact Chris Warren at 406-452-7038.

SEPTEMBER
Sept. 27-29: Rocky Mountain AMOA; Hilton Inn South (I-25 & Orchard Rd.); Denver, CO; state convention & exhibit. For info contact Jack Anne Hopkins at 303-983-6200.
Sept. 12-14: AMOA Expo ’91; Las Vegas Convention Center; Las Vegas, NV. For info contact AMOA at 312-245-1021.

OCTOBER
Oct. 3-6: NAMA National Convention; McCormick Place; Chicago, IL. For info contact at NAMA at 312-346-3670.
Oct. 4-6: West Virginia Music & Vending Assn., Ramada Inn; So. Charleston, WV; state convention & exhibit. For info contact Leona Ballard at 304-949-3289.
Oct. 11-12: Wisconsin Amusement & Music Operators, Inc.; Island Inn; LaCrosse, WI; state convention ( Keystone). For info contact Mickey Seba at 414-524-4704.

Pin Mfrs Offer AMOA-IFPA Coupons

CHICAGO—Coup ons that are worth $50.00 off the membership dues for AMOA-IFPA (International Flipper Pinball Assn.) are being offered by the four pinball manufacturer sponsors of AMOA-IFPAThey are Bally/Midway, Data East, Premier and Williams. These coupons will be included in the packaging of the new pinball machines as they are being shipped by the respective factories. When an operator pur chases a new machine, a $50.00 coupon comes with it. However, the offer applies only to what is being shipped. As an additional incentive, operators applying for membership now will receive a bonus of membership through May of 1992.

For further information contact Doug Young at AMOA-IFPA headquarters, 141 W. Vine St., Milwaukee, WI 53212.

Sony Software Establishes Sony Electronic Publishing

LOS ANGELES—Sony Software Corporation has announced the establishment of Sony Electronic Publishing, a Sony Software subsidiary which will create, produce and distribute interactive and multimedia entertainment and information software products. The new company will be headquartered in New York.

Michael P. Schulhof, Sony Software president, will be chairman of Sony Electronic Publishing, and Olaf Olafson, vice president, special projects, Sony USA, will be president.

Sony Electronic Publishing begins operations on April 1 and will develop software to support a wide range of Sony products and will support new Sony technologies in hardware.

A REAL BEAUTY! Pictured is the classic 1968 Corvette that will be raffled off during the March 22-24 ACME convention in Las Vegas. It was purchased by the American Amusement Machine Charitable Foundation from Classic & Collectible Cars in Las Vegas. As for vical statistics, the model is a silver sport coupe with black leather interior, 

3427-trio, turbo hydraulic, automatic, all power, power steering, tinted glass, and AM-FM radio. It is in impeccable condition and the mileage is 59,427.

The AAMCF testimonial dinner on Friday, March 22 at Caesar’s Palace will be part of the events. The last Lei Lei was raffled off from the range to the Galante-Dunis Northwest Children’s Endowment Fund, which will support various children’s charities in the northeastern United States.

AROUND THE ROUTE

BY CAMILLE COMPASO

INTERNATIONAL FLIPPER PINBALL ASSN.

PRESKY Sharon Harris no sooner unpacked from her trip to Scottsdale for the AMOA board meeting when it was time to re-pack and head for Chicago’s O’Hare Hilton where the AMOA-IFPA championship pin tournament was taking place. As a matter of fact, this reporter will be heading out there just as soon as this column is completed. From what Sharon told us, there were 165 pre-registered players at last count, with people coming in from such countries as England, Yugoslavia and Spain to join the ranks of USA players at this first time event. Not surprising, since the popularity of pinball has no boundaries and the association’s structure is international in scope. Media coverage is expected to be extensive, with Entertainment Tonight bringing a crew in for the weekend (following a Friday stint at the Williams facilities).

Sharon said the IFPA’s executive director Doug Young had been on the phone in the final two weeks preceding the start of play contacting radio stations from Champaign to Oregon, so you can bet the tournament will get plenty of exposure on the airwaves. She also pointed out that IFPA membership, particularly on the charter level, is on the rise. The tournament will be over by the time you read this, but keep tuned for Cash Box coverage.

GET READY! The much talked of Bally Harley Davidson pin will be officially unveiled at the ACME ’91 convention. Based on preliminary test reports, this is proving to be an “exceptional street piece,” as noted by marketing chief Roger Sharpe, and it is also making way for the opening up of new locations. Couldn’t get a handle on what Williams will be presenting at ACME, but be prepared for a surprise or two. Meanwhile, High Impact is continuing to do record-breaking business!

DATELINE LONG BEACH, CALIFORNIA, where we spoke with Pioneer’s Paul Scribner, veep/ju kebox division, who is most pleased with the progress of the 1991 version of the pin. Meanwhile, the iconic machine is to be unvie led in its place. Paul and his staff recently welcomed a group of visiting ops, brought in by Weymouth Distg Co., for a lunch and a tour of the Pioneer facilities.

MOVING RIGHT ALONG, AWA/pres Pete Entringer tells us he has been experiencing a softness in business at the St. Louis-based distri but, there’s enough activity with jukeboxes and pool tables to pick up the slack. The Pioneer Laser machine is doing extremely well out there. Pete’s anxiously awaiting delivery of Konami’s Simpsons video with much enthusiasm and hopes that some other outstanding pieces will be revealed at the AMOA convention. He is also optimistic that the second quarter of 1991 will see some definite improvements in business, PS, when you see him at ACME be sure to ask about his recent ski trip to Vail!
### Classified Ads Close Tuesday

#### Attorneys

#### Autos for Sale

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#### Coin Machines
For Sale: ATARI: Escape from the Planet - 2 pl. U/R, Skull 'N Crossbones - 2 pl. dedicated game; AM. TECHNONS: Commodities - installed in 3 pl. large cabinet; BALLY: Arch Rival - dedicated 2 pl. basketball (perfect); CAPCOM: Buster Bros. - 2 pl. dedicated game, Willow - 2 pl. dedicated game; DATA EAST: Gate of Doom, Robo Cop - 2 pl. dedicated game (sustained by movie publicity); EXIDY: Showdown - (skill poker game) gun & button model; KONAMI: Crime Fighter - 2 pl. dedicated game, T.M.N. Turtles, Aliens - 2 pl. dedicated game; LELAND: World Soccer Finals - 4 pl. de luxe game (like new - a growing spectator & participation sport that is played year round), Ataxx - floor samples of a new great game, Pigout - 3 pl. game (practically new) cabinet alone worth the price; ROMSTAR: Aquajack - dedicated game; S.N.K.: Street Smart - 2 pl. dedicated game, Mortal Kombat Attack - 2 pl. dedicated game; SEGA: Golden Axe - dedicated game, Columns - 2 pl. (rare perfect cocktail model); TAITO: Battle Shark; TEKHAN: Tecmo Bowl - double monitor 1 to 4 pl. (perfect); WILLIAMS: Narc - very popular 2 pl. dedicated game (perfect). FLIPPERS: BALLY: Game Show - 4 pl., Pool Shark - 4 pl.; DATA EAST: Playboy - 4 pl., Robo Cop; GOTTLEIB: Bonebuster - 4 pl.; PREMIER: Silver Slugger - 4 pl. (baseball season about to start). USED KITS: 88 Games H; Blockout H; Bloody Wolf H; Bottom of the Ninth H; Buster Bros. H;

Cabal H; Castle of Dragon H; Cyberball 2072 H; Heavy Barrel V; Leader Board Golf S; Natar Warrior H; Ninja Gaiden H; Omega Fighter V, Plotting H; Showdown H; Sky Soldier V; Super Champion Baseball; Tecmo Knight H; V Ball H; Wrestling War V; Dragon Brood V; Golden Axe H; Snow Bros. H; S.P.Y. H; Pink Shot; Bloxeed H; Sport March H.

CHANGERS: Standard $1.00 changers as it. Call Celie for games and kits and Darren for parts. New Orleans Novelty Co., 3030 N. Arnoul Rd., Metairie, LA 70002. Tel: (504) 888-3500. FAX (504) 888-3506.

SEESEBURG Jukeboxes and Used Amusement Games for Sale. Old Style Electro-Mechanical Pin Balls available. Videos, Shuffle Alleys and your specific requests to 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.

FOR SALE - Blue Chip Stock Market Wall street tickertapes, Hi-flyers, Dixielands & uprights. We also carry a complete line of Bingo & Upright parts. Antique slots for legal areas. Draw 80 Pokers. Call Wassick Dist., Morgantown, W. Va., (304) 292-3791.

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#### Production
Visit my ‘NEW ARTIST NIGHTS’ and ‘SONGWRITERS NIGHTS’ every Thursday, BUDGET HOST, 1-65 and James Robertson Parkway and Sunday-Monday, HOLIDAY INN BRILEY PARKWAY. Let me also help with your next recording session. Contact: Steve ‘Bulldog’ Binvis, (615) 298-4366.

#### Promotion
Need a promoter? At Robert Gentry promotions we want you to succeed. We offer full service promotion and mailing service to all charts with weekly tracking. Discover the difference at Robert Gentry Promotions, "The Way To Gold." P.O. Box 1214, Hendersonville, TN 37077. Tel: (615) 264-3970.

Your success is our goal. We provide personal service, complete mailouts, and weekly tracking on all Cash Box and Indie Bullet reporting stations. Call Jo at JVP Promotions - 214/644-2537. 11991 Audelia, Suite 2205, Dallas, TX 75243. We'll work for you!

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Government homes from $1 (U repair). Delinquent tax property. Repossessions. Call (805) 687-6000 Ext. CH-4415 for current repo list.

#### Singers/ Songwriters
National Songwriters Pitch Sheet Major recording artists are always looking for new material. Find out who is looking, when they are cutting, and where to send your songs for reviews and possible submission to these major artists: 1-900-535-2900 Ext. 412. $2.00 per minute.

A unique opportunity! Now you can receive personalized instruction from professional, nationally recognized Composers and Lyricists with Top 40, T.V. and Movie credits will work on your songs. For information: send S.A.S.E. to SILVER WILLOW MUSIC, 791 Princeton St, New Milford, NJ. 07646 or call: (201) 265-7595.
“What Comes Naturally”

The spontaneous hit single and title track from her new album

What Comes Naturally

Produced by Denny Diante and Nick Mundy
Management: Harriet Wasserman