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Letter From The Publisher

OVER THE YEARS the music industry has had its share of controversy. As president and publisher of Cash Box, I have remained neutral on most of these issues. However, with the recent change in the chart policy at another trade publication, I can remain silent no longer. I have always believed that the major reason for a trade magazine to exist is to serve and support the industry. It seems to me that charts that are based solely on scanning and bar-coding, will only prove to wreak havoc and cause substantial damage to every phase of the music business. Unfortunately, the professionals of the industry are being forced to change the way they have successfully established hit records for decades. This new system has disrupted the entire marketing and development formulas for new—as well as established—artists, the very lifeblood of this industry.

I feel their new policy is a "slap in the face" to every manufacturer, executive, artist, producer, publisher and writer in the industry. Particularly hurt by this new development will be the up-and-coming talent. For the most part, new artists will be shut out of the charts before their careers even have a chance to take off.

As a long-time member of the music business community, I applaud advances to enhance productivity. But I feel this system will be a hindrance towards further growth. Meanwhile, Cash Box will continue to present accurate information to the industry in the manner in which we always have.

Therefore, I urge the executives at the record labels who are still undecided about participating in this system to think long and hard about both the short- and long-term repercussions of their decision.

Thank you.

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CASH BOX July 27, 1991

COVER STORY

Van Halen
By Alex Henderson

LOSING A LEAD SINGER CAN HURT A BAND’S POPULARITY, but that didn’t happen in Van Halen’s case. When David Lee Roth left the group in 1985, bassist Michael Anthony had already replaced him. Van Halen’s winning streak continued, 1988’s OU812 was a chartbuster, as is Van Halen’s new album For Unlawful Carnal Knowledge, which debuted at No. 1 on Cash Box’s Top 200 Pop Albums chart in only its second week of release. Prior to For Unlawful Carnal Knowledge, Van Halen’s albums had already sold over 45 million units collectively. “We haven’t lost touch with the people we play for,” drummer Alex Van Halen asserts. “They feel the same way about our music as we do.”

Van Halen produced For Unlawful Carnal Knowledge with Andy Johns (known for his work with The Rolling Stones, Ozzy Osborne, Rod Stewart and Cinderella) and Ted Templeman.

TICKETAPE: PolyGram has reached an agreement to purchase Sonet, Scandinavia’s largest independent record company. The acquisition—which is subject to legal and financial review—includes all of Sonet’s recorded music and music publishing operations in Scandinavia. Mexico has enacted legislation overhauling its copyright laws: For the first time, U.S. and Mexican sound recording copyright owners will have statutory protection... The RIAA, Electronic Industries Assoc., National Music Publishers Assoc., AFL-CIO, AFM, AFTRA, ASCAP, BMI, NARAS and other interested parties have reached a compromise and will ask Congress to enact legislation clarifying the legality of private consumer audio taping. Namely, the coalition wants Congress to mandate that all non-professional DAT recorders include the Serial Copy Management System, which does not allow digital copies of master recordings to be made and that manufacturers and importers of DAT recorders make a royalty payment into a special fund based on the manufacturer’s price of the recording equipment (2 percent) and blank media (three percent)... GOOD DEEDS DOERS DOING GOOD DEEDS: Take 6 sponsored a music and arts summer camp for 35 disadvantaged youths. Called the Where Do the Children Play? Summer Camp for the Arts, the weeklong program took place at Nashville’s Fisk University and was actively backed by Time Warner (Take 6 records for Reprise)... Taco Bell is sponsoring a million dollar national charity campaign, Rock Art Cups for Charity, to benefit the Starlight Foundation, the Nordoff-Robbins Music Therapy Foundation, the T.J. Martell Foundation and the City of Hope. M.C. Hammer, George Michael, Scorpions, Bell Biv DeVoe and Diana Ross are involved in the project, which puts art created or inspired by the rock stars on collectible 32 oz. plastic cups at Taco Bells between Aug. 12 and Sept. 18. Gulp... EMI has donated $130,000 to the Rhythm and Blues Foundation.

Goodman Named Editor-In-Chief At Cash Box

Fred L. Goodman has been named editor-in-chief of Cash Box Magazine effective immediately according to George Albert, president and publisher of Cash Box.

Prior to joining Cash Box, Goodman most recently held the same post at New York Nightlife Magazine.

A 20-year veteran of the music industry, Goodman has been an editor at Record World Magazine and a professional manager at various music publishing firms including Island Music, Cleveland International and the Barry Company. In addition, he has been a freelance writer for many entertainment publications such as Performance, Hits, Back Stage and Video List.

EXECUTIVES ON THE MOVE

■ Verve/PolyGram Jazz has promoted Ben Mundy to the post of product manager from Atlantic’s jazz, vocal and marketing director and announced Sonia Crooker, formerly of DL Media, to the jazz publicity manager job.

■ Warner Bros. Records has appointed Karen Moss publicity director, announced vice president/national publicity director Bob Metz. Moss joined Warner Bros. in 1982, was promoted to publicity coordinator in 1984 and became publicity manager in 1987. Later that year, Moss was promoted to national press manager—a position she held until this promotion.

■ Atco Records has named Ira Sabini, formerly a publicist for the New York-based Kathryn Schenker Associates publicist, announced vice president of marketing Steve Kleinberg. Sabini, who had been working with Atco on a freelance basis until this appointment, will report to national director of publicity Cathy Swan.

■ Bob James, a long-time jazz musician and recording artist, has been appointed vice president of A&R, jazz and progressive music for Warner Bros. Records, announced board chairman Mo Ostin and Warner Bros. president Lenny Waronker. In addition to recording at least 20 albums, James held staff positions at various labels. After serving as staff arranger and producer at Creed Taylor’s C & I Records, James joined CBS Records in 1976 as director of progressive A&R, James founded his own label, Tappan Zee Records, in 1977. In 1985, he signed with Warner Bros.

■ Elektra has promoted Michelle Melsner, a six-year label veteran, to senior director, national AOR promotion/West Coast.

■ Holly Gleason has been appointed director, media and artist development, Sony Music/Nashville, Gleason, previously a music journalist, comes to the label from Hits magazine.

■ Sony Music International has appointed Manolo Diaz to the role of vice president, European region, a new position.

■ David Sanjek has been appointed director of the BMI Archives. Sanjek—son of the late music historian and BMI veteran Russell Sanjek—will act as senior counselor for BMI on the history of the music business, the development of contemporary music and the company’s position on public policy issues arising from these areas.

■ SBK Records has made two senior director promotions: Neil Lasher has been upped from director, national album promotion to senior director, national album promotion; and Michael Mena has been promoted to senior director, new music promotion from his role as national director, new music promotion.

■ Carol Lee Hoffman has been appointed West Coast A&R representative for Atlantic Records/Nashville, announced Rick Blackburn, vice president of operations and general manager of Atlantic/Nashville. With Hoffman working out of Atlantic’s L.A. office, Atlantic is the only major label that has a country A&R office on the West Coast.

■ Arista Records has appointed Gerry Griffin senior vice president, Black music, announced Arista president Clive Davis. Previously, Griffin worked at Columbia Records, Motown Records and EMI Records, for which he served as senior vice president, A&R.

■ Motown Records has promoted Paris Eley from vice president of R&B promotion to senior vice president of R&B promotion, announced Motown president/CEO Sheryl Busby.

SBK Records has signed the legendary Smokey Robinson and his first album for the label is scheduled for a September release. Shown backstage at the T.J. Martell Humanitarian Dinner (l-r) are: Tamiko Jones, manager; Daniel Glass, executive vice president/general manager, SBK Records; Charles Koppelman, chairman and CEO, SBK Records Group; Robinson; Michael Bank, Robinson’s attorney; and Martin Bandler, president and COO, SBK Records Group.
By Alex Henderson and Bryan Devaney

**MUSIC REVIEWS**

### SLICK RICK: *The Ruler's Back* (Def Jam CK 47372)
It has been an extremely impressive year for Def Jam Recordings, which is the largest rap-oriented independent label around. This summer's treat is Slick Rick's long-awaited second album, *The Ruler's Back*. Not losing his touch, Rick still delivers the clever, story-telling rhymes that have made him one of the most respected rap artists in the industry. "Shoulda! I Have Done It," the first single released, is featured on the *Lion's* (Large) soundtrack and has already made #1 on the rap charts.

### KIRSTY MacCULL: *Electric Landlady* (Charisma 91688-2)
Kirsty MacColl has been described as a sensitive singer-songwriter type, but *Electric Landlady* illustrates that there are more sides to her. The 11-track CD ranges from the salsa-flavored "My Affair" to the hip-hop-influenced pop-rock of "Walking Down Madison" to songs noting the contrasts in the Big Apple to sensitive, reflective pieces like "Maybe It's Imaginary" and "We'll Never Pass This Way Again."

### PRIMUS: *Sailing The Seas Of Cheese* (Interscope 7 91659-2)
Funk-rockers Primus switch to Interscope with *Sailing The Seas Of Cheese*, the group's follow-up to *Frizzle Fry*. Les Claypool's funk bas, his quirky vocals and Larry LaLonde's often metallic guitar make for an engagingly unorthodox combination on songs like "To Tommy the Cat," "Eleven," "American Life" and other songs on this self-produced 13-track CD.

### DEFINITION OF SOUND: *Love And Life/ A Journey With The Chameleons* (Cardiac 3-8002-2)
The British invasion is on: Definition Of Sound, a rap group that is impressing everyone who thought rap could only sound good if it came from the U.S. Proving that theory wrong with their type beats and northern lyrics, Kenwood and The Don are putting their music on the map worldwide. "Wear Your Love Like Heaven," "Now Is Tomorrow," "Change" and "The Blues" are some of the chartbound songs included on the CD.

### VARIOUS ARTISTS: *Music From The Motion Picture "Point Blank"* (MCA MCAD-10202)
Rock is the focus of this soundtrack album, which ranges from AOR-friendly numbers such as Shwark Island's "My City" to moody pieces like Public Image Limited's "Criminal," Concrete Blonde's "I Want You," Wire Train's "I Will Not Fall" and Loudhouse's cover of Deep Purple's "Smoke On The Water" (which sounds quite different from the original) to Liquid Jesus' frantic "7 And 7 Is.

### VARIOUS ARTISTS: *Livin' Large* (Def Jam CK 48501)
1991 marks the year of many successful soundtracks for motion pictures. Livin' Large, which is no exception, has 11 slamming selections that all have the potential to find their ways to the charts. Slick Rick's "If I Should've Have Done It" has already escalated to #1 on rap charts. Also included are songs by The Jungle Brothers, Newkirk, Terminator X, Nice & Smooth, The Famlee, Alyson Williams, Downtown Science, Herbie Hancock & The Dent.

### PICK OF THE WEEK

**ALICE COOPER: Hey Stoopid**

With 1989's Trash, Alice Cooper made a powerful comeback and enjoyed his most successful album since 1973's Billion Dollar Babies. And the follow-up album, Homer in "shock rock" before anyone had even heard of WASP, Slayer or GWAR—has another potential chartbuster in his follow-up album. Hey Stoopid, which jumps to #20 on Cash Box's Top Pop 200 Albums chart. Highlights of the commercial yet edgy 12-song CD, which has more in common with Trash than Welcome To My Nightmare, include the aggressive yet melodic rockers "Feed My Frankenstein," "Dangerous Tonight," "Hurricane Years" and "Snakelike," "Manufactured" and the title track, which speaks to self-destruction and potentially suicidal adolescents without sounding parental. Hey Stoopid was produced by Peter Collins.

### LOOKING FORWARD

**CASH BOX • JULY 27, 1991**

1. THE TRUTH (ICA) . The Tami Show
2. Hey STOOPID (Epic) . Alice Cooper
3. 15 ANTHEM (RCA) . N-Joi
4. CHOCOLATE CARE(E)M . Crowded House
5. GOTT A LOVE FOR YOU (Big Beat) . Jomanda
6. NOW THAT WE FOUND LOVE (Eggo E) . Heavy D & The Boyz
7. THE ONE AND ONLY (Arista) . Foreigner
8. THERE SHE GOES (London/Pl) . The La's
9. I'LL BE YOUR HAM(EM) . Robert Palmer
10. SHAKE (Defensive Venus) . Jesse Jaymes
11. LOW DOWN AND DIRTY (Atlantic) . Keedy
12. WISHING ON THE SAME STAR (Atlantic) . Key Bu
13. 12-04-91 (Epic) . Les Claypool
14. 12-04-91 (Bay City Rollers) . Bay City Rollers
PARK IT: New York's own Paul Simon will return to New York's own Central Park for a performance of his super B**t in The Right Time tour, August 15th, to be broadcast by HBO. Simon last played the Great Lawn of the park 10 years ago, with his ex-partner, Art Garfunkel. In general, big pop concerts have been barred from the uptown oasis since that Diana Ross fiasco of a few years ago. What did Simon have to do to get the okay from the powers that be? One assumes he had to gather tons and tons of cash. HBO, of course, has the cash, and, no doubt, there'll be a home video of the thing, then a syndicated TV show, maybe a live album, etc. What is odd is that the tour continues after the HBO freebie in the park. Will people want to pay 30 bucks a seat to see something live that they saw the week or month before on TV? We shall see.

UP TOWN, WHERE ALL THE LIGHTS ARE BRIGHT: The Grammys are coming back to New York next year, as you know, and the forces that were grumbling about the lack of participation of what Mayor Dinkins likes to call "our village of Harlem" are organizing. Harlem Assemblywoman Geraldine L. Daniels has issued a statement saying, "The people of New York City are glad that the Grammy Awards will be held again in New York City in 1992. However, we, the people of Harlem, have been concerned that not one Grammy-related event has been sponsored or televised from Harlem during the five years it has been held in New York City. Not in 1972, 1975, 1981, 1988, nor in 1991."

Daniels further suggests that "they should mandate that part of the telecast of the awards be televised from the world-renowned Apollo Theater."

Daniels, of course, has a point: There were enough Grammy parties in town last year to spread a little of the festivities up to the Apollo. Certainly, no theatre in the city has played a bigger role in the presentation of American popular music. A lot of dollars were left behind by the celebtrants last year, leaving a little in Harlem wouldn't have hurt anybody. But—and this is not an insignificant but—the biggest parties were the post-Grammy parties and all of those, for obvious reasons, were held within shouting distance of Radio City Music Hall, the site of the show. Trust me, nobody wants to party-hop several miles north. Holding a post-Grammy party in Harlem would make as much sense as holding one in Greenwich Village: it would make no sense at all.

As for broadcasting part of the show from the Apollo: anybody who has been seen any awards show broadcast from two or more locations ("Now we go to Charlton Heston in London") knows that this is not a good idea. Not a good idea at all. The whole show from the Apollo is another story. But the Apollo has about a thousand seats, probably not even enough for the nominees. And that, more than anything, is what's killing the Apollo. The big acts don't play the Apollo not because of its location, but because of its size. It's too small. It's a gem of a theatre, but it's a small gem in a world of arenas.

DO THEY NEED ANOTHER JUDGE?: Wax Trax Records, which has just released Sex pistols' My Life with the Thrill Kill Kult has launched "America's Sexiestest Home Video Contest." You've got until July 28th to send them a "sexxy" 10-minute VHS videotape. Now there's some warning here about the Feds not allowing the sending of "obscene or indecent material through the U.S. Postal System," but, hey, you think they got porno-sniffing dogs at the post office? The address: 1659 N. Damen Av., Chicago, IL 60627. And what do you get if you win? A trip to Chicago at the end of August. Hey, you want to win $20 million, play the lottery.

THE ROCK

By Alex Henderson

STUDIO SAVAGERY: Voivod has finished recording Angel Rat, the Canadian thrashers second album for Mechanic and sixth overall. Angel Rat, due out in October, was produced by Todd McSweeney—who, for his work with another Canadian posse: Rush... Earl Slick (not to be confused with Earl "Fatha" Hines) is working on Your Face, his first album signing with Metal Blade—which is scheduled to release the non-metal effort on September 10. Except for some soaring little Caesar biter Ron Young, the album will be entirely instrumental. The axemaster got with Metal Blade when head honcho Brian Slagel contacted him about reissuing The Earl Slick Band's 1976 release Razor Shock.

HIGHWAY TO HELL: File this one under both "Duuuuuuuuuuude" and "Yeah, boyceee..." When Anthrax performed at Noon Yawk's Madison Square Garden on June 28 as part of the Clash Of The Titans Tour with Slayer, Megadeth, Public Enemy homeboys Chuck D and Flav, they played the most posse onstage for "Bring The Noise"—which is the first single from Anthrax's Attack Of The Killer B's. Headbanger sources in the Apple assert that the Strong Island band was more well-organized and less racist than their baby-boomer counterparts of the late 1970s. In some ways, yes. Chuck is correct in his assertion that the audience, many of whom were no doubt rap fans as well as metal fans. Chuck and Flav were certainly better received than Prince when he opened for The Rolling Stones at the Los Angeles Coliseum in 1981 and was booed by ignorant racists who were too uninformed to realize just how much The Rolling Stones had been influenced by Black artists. Does this mean that in 1991, young White rock fans in general are more open-minded and less racist than their baby-boomer counterparts of the late 1970s? In some ways, yes. Chuck is correct in his assertion that thanks to rap, more White kids are hip to African-American culture—more Metallica fans are listening to Ice Cube and Too Short than Van Halen fans were listening to Parliament in 1979. And the punk-rock movement associated with Living Colour, 24-7 Spyz, Faith No More, The Red Hot Chilli Peppers, Primus, The Electric Boys, The Dan Reed Network and others certainly isn't hurting race relations. But when headbanger journal Rip receives hate mail for righteously putting Living Colour on the cover, it becomes obvious that many unenlightened folks are still out there... When a sucker threw a whiskey bottle on stage at a recent Guns N' Roses show in Dallas, Axl Rose stopped the show and let it be known that homey didn't play that. "Some selfish, stupid, motherfu**er just threw this [bottle] on stage," Rose told the audience. "I want to make it real clear—if you throw stuff on stage, we will leave. This is not about us being badder than you or anything. It has to do with being responsible—both to the band and to yourselves." After being identified, the sucker was taken to the backstage area by security and arrested by the Dallas Police. With him out of the way, the show resumed. The question is: how did he manage to get a whiskey bottle into Dallas' Starplex Amphitheatre? Being body-searched at shows may be a pain, but it's a necessary evil—and is certainly preferable to being cut up by a bottle-throwing chump who deserves to receive the gas face. Know what I'm sayin'?...

ROCKERS REVISITED: In the 1970s, rock received a firm kick in the pants from a movement known as punk rock. In contrast to the socio-political punk of The Sex Pistols, The Clash, The Dead Kennedys and Sham 69, The Ramones built their rep on dark humor. Sire/Warner Bros. has released All This Stuff And More, Vol. 2, which contains classics from the punk posse's late '70s efforts Rocket To Russia and Road To Ruin. "Cretin Hop," "Teenage Lobotomy," "I Wanna Be Sedated," "I Wanna Be Well," "We're A Happy Family," "Sheena Is A Punk Rocker," "Bad Brain" and other songs on the 30-track CD are fun, infectious, outrageously funny, raw and rockin'. Gabbie gabbie heyl... That's what time it is. I'm outta here, G. Seeessssee ya. Peace...
INDIE PROFILE

MAJOR ARTISTS

ITS NAME CONTAINS THE WORD “MAJOR,” but Major Artists Management is a new management/production company that is working closely with indies. “The indies are very important to us because they’re usually the ones to take chances first—and that will always be,” asserts company president Tom Cookman, who spent five years with CBS and has an extensive background in Latin music. “The majors have good, talented A&R execs who can find and develop talent; but obviously, the indies have a lot less politics and red tape. They can sign an artist based on a gut-level feeling rather than seven levels of vice presidents in a mega-conglomerate. The indies are the lifeblood of the industry. We have an ongoing relationship with a number of indies as well as with a new U.S. Latin label Warner Discos, which is separate from WEA Latina and is headquartered in Nashville. We handle independent A&R for Warner Discos. Our company’s very independent in scope—we’re not affiliated with any major label in terms of ownership. It’s a completely independent company.”

Clients of Major Artists—which has pop, rock, R&B/rap and Latin divisions—include Argentinean rock band Los Fabulosos Cadillacs, who record for Sony International and are well-known in South America; Charlie Reno, a rocker Cookman describes as being “along the lines of John Cougar Mellencamp”; Gerald Vincent, who Cookman calls “a mainstream pop/R&B performer in the mold of Jeffrey Osborne or Michael Bolton”; Sound System, which he compares to C&C Music Factory and Snap; and Dexter James, who Cookman calls “a British singer/guitarist/rapper who should be at the forefront of this British dance/hip-hop scene.” Among the producers the company handles are Andy Reynolds, who has worked with Jane Weidlin; Antron, who has produced rappers Madrok and Rocca and singer/rapper Phalon; and Louis Holb, who’s worked with Joel Osbourne. Serving as vice president for the Latin division is Efrain Sandoval.

Cookman notes, “The company doesn’t feel for each act to go the indie route—whether it’s an indie with major-label distribution or an indie with independent distribution, if you’re a major you don’t have a cookie-cutter approach where each act goes through the same channels. Each act is given a lot of individual attention and a specialized game plan.”

INDIE CD REVIEWS

ALBUMS

DICKY WILLIAMS: I Want You For Breakfast (Ichiban ICH 1115)
The naughty humor of Dicky Williams, composer of “Come Back Pussy,” remains intact on his follow-up I Want You For Breakfast—the soul/blues singer’s follow-up to 1989’s In Your Face. Luckily, Williams is an expressive vocalist who can hold your attention even without explicit lyrics. “Lost My Woman To A Woman,” the topical “Letter From A Soldier” and a remake of Otis Redding’s “I’ve Been Loving You Too Long” are among the 12-track CD’s examples of classic southern soul as we knew it during the ’60s and ’70s, while “Weekend Playboy” shows his strength as a bluesman.

LOU DONALDSON: Play The Right Thing (Milestone/Fantasy MCD 9198-2)
Alto saxophonist Lou Donaldson is a veteran of the soul-jazz school—a funky, groovin’ approach also associated with Jimmy Smith, Stanley Turrentine, Jack McDuff, Gene Ammons and others. Play The Right Thing finds Donaldson and sidemen Dr. Lonnie Smith (organ), Peter Bernstein (guitar) and Bernard Purdie (drums) keeping things soulful on Charlie Parker’s “Marmaduke”; the got-down blues of “Foot Paddin’ Time” and the title track; the balladry of “The Masquerade Is Over”; and a warm reading of “Harlem Nocturne.”

PANIC: Epidemic (Metal Blade 9 26576-2)
Human suffering, depression and violence are among the themes on Panic’s boneroucching thrash metal CD Epidemic. Headbangers who fancy Testament, Anthrax and Annihilator but aren’t down to the more extreme bands like Deicide or Carnass should appreciate Panic—you can understand vocalist Jeff Brataxes on “Tide O’ Bโlfers’, “Devil’s Night Out” or “Fallen Idol Club”, “Hypnocondriac,” “Morbid Curiosities” and other tales of woe. Also of interest: an inspired cover of Kiss’ “I Stole Your Love.”

BOBBY JIMMY: Erotic Psychotic (Priority CDS 7239)
Hip-hop humor is in full effect on Bobby Jimmy’s five-song “CD EP” Erotic Psychotic. The comic rapper (who is also “urban” radio deejay Russ Pape) speaks of a violent, disturbed flygirl on the title track; illustrates just how silly commercial radio can be on “Radio Radio”; and mimics Public Enemy, Vanilla Ice and MC Hammer on “Rapper Rapper.” Yeah, boyeee!

KENNY BARRON: Live At Maybeck Recital Hall, Volume 10 (Concord Jazz CCD-4466) Quickstep (Enja RZ 79669)
This addition to Concord’s excellent Live At Maybeck Recital Hall series, which spotlights unaccompanied acoustic jazz piano concerts, captures Kenny Barron at the Concord, California venue in December 1990. An unaccompanied improviser who has no safety net. But the seasoned post-bopper doesn’t need one on material ranging from Thelonious Monk’s “Well, You Needn’t!” to the pop standards “Witchcraft” and “Skylark” to his own compositions “Sunshower” and “Bud-Like.” Quickstep, meanwhile, is a quickie thing recorded in February 1991 featuring tenorist John Stubblefield, trumpeter Eddie Henderson, bassist David Williams and drummer Victor Lewis. Instead of pop standards, we’re treated to such sizzling post-bop as Cedar Walton’s “Hindsight” and Stubblefield’s pieces “Once Upon A Time” and “Here And There.” Lewis’ “Big Girls” is a haunting, dusky piece lasting a delicious 15 minutes.

HOUND DOG TAYLOR & THE HOUSE ROCKERS: Genuine Houserocking Music (Alligator ALCD 4727)
The late Chi-Town bluesman Hound Dog Taylor was the first artist for whom recorded for the Windy City-based Alligator, which has reissued Genuine Houserocking Music (recorded in 1971 and ’73) on CD. Taylor, a richly soulful vocalist and screaming guitarist, is heard on both raw originals (most notably, “Gonna Send You Back To Georgia” and “Ain’t Got Nobody”) and versions of “Kansas City,” “What’d I Say” and “Crossroads.” Genuine Houserocking Music was produced by Bruce Iglauer and Alligator founder/president Bruce Iglauer.
By Bryan Devaney

**CASH BOX ARTIST PROFILE:** Atlantic recording artist Chris Pittman is a taste of the new talent that will be taking over the '90s. Seventeen years of age, Pittman is securing his spot in the business that should give this young man a long and successful career. He recently released his debut single “Show Me,” which is climbing up the R&B charts at a steady pace.

Being influenced by music since the age of eight, Pittman has always had the urge to be a musical performer. At the age of 11, Chris started performing locally with a group called Exact Change, that consisted of his brother and three of his friends. After realizing his ability to please the crowd with his young voice, he was sure music was the thing for him.

In 1987 Chris had a fortunate meeting with Maurice Starr, who is known by many as one of the most talented producers around. Starr was on a business trip to New York when he received a telephone call from a local manager insisting that Starr should listen to a tape recorded by an 11-year-old vocalist. With one thing leading to another, Starr found himself in a recording studio listening to the young singer record a demo tape. After hearing Pittman’s voice, the producer decided to work with him.

Now finding himself with a recording contract with one of the top labels around, Pittman will be releasing his debut album C.P. Time on July 23.

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**TOP 75 R&B SINGLES**

**CASH BOX • JULY 27, 1991**

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<thead>
<tr>
<th>RANK</th>
<th>SONG Title</th>
<th>ARTIST</th>
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<tr>
<td>1</td>
<td>UNFORGETTABLE</td>
<td>Natalie Cole</td>
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<tr>
<td>2</td>
<td>NIGGALIZE</td>
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<td>THE POWER OF LOVE</td>
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<td>COOLEYHIGG/HARMONY</td>
<td>Boyz II Men</td>
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<td>5</td>
<td>WE CAN'T BE STOOD (Pitney)</td>
<td>Gene Boys</td>
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<td>6</td>
<td>MUSIC FROM THE MOVIE</td>
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<td>7</td>
<td>NEW JAKC CITY</td>
<td>Soundtrack</td>
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<td>8</td>
<td>COOLIN' AT THE PLAYGROUND</td>
<td>James Brown</td>
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<td>9</td>
<td>HAVE THE BASS BREAK DOWN</td>
<td>Ice-T</td>
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<td>10</td>
<td>QUIK IS THE NAME</td>
<td>D.J. Quik</td>
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<td>11</td>
<td>SO INTEENSE</td>
<td>Lisa Fischer</td>
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<td>12</td>
<td>HI FIVE</td>
<td>Hi-Five</td>
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<td>13</td>
<td>DE LA SOUL</td>
<td>Chubb Rock</td>
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<tr>
<td>14</td>
<td>THE ONE (Select 2164)</td>
<td>Kool Moe Dee</td>
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<tr>
<td>15</td>
<td>MAKE TIME FOR LOVE</td>
<td>Keith Washington</td>
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<td>16</td>
<td>WARM YOUR HEART (AM 3556)</td>
<td>Aaron Neville</td>
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<td>17</td>
<td>HOMEBASE</td>
<td>D.J. Jeffy &amp; The Fresh Prince</td>
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<td>TERMINATOR X &amp; THE VALLEY OF JEEP</td>
<td>Teddy Pendergrass</td>
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<td>19</td>
<td>PEACEFUL, JOURNEY</td>
<td>Gladys Knight</td>
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<td>20</td>
<td>1ST TIME I MET YOU</td>
<td>Marvin Gaye</td>
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<td>2013 WHO'S BLESSED</td>
<td>The Hollies</td>
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<td>22</td>
<td>WHAT DO YOU WANT (Arisa 81616/P)</td>
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<td>YOU &amp; I (Atlantic 91500)</td>
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<td>MAMA SAID KNOCK YOU OUT (Del Jarr/Columbo 66)</td>
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<td>30</td>
<td>KILL AT WILL (Priority 7220/C)</td>
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<td>31</td>
<td>TRULY BLESSED (Elektra 60818)</td>
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<td>32</td>
<td>GOOD WOMAN (MCA 1029)</td>
<td>Gladys Knight</td>
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<td>DOWN IN THE HOOD (Crack)</td>
<td>Tony Scott</td>
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<td>JAVIEMEQ (Virgin 94076)</td>
<td>Ziggy Marley &amp; The Melody Makers</td>
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<td>WHAT YOU SEE IS WHAT YOU SWEAT (Arisa 8628)</td>
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<td>THE FUTURE (MCA 1019/P)</td>
<td>Guy</td>
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<td>37</td>
<td>STRAIGHT DOWN TO BUSINESS (MCA 1021/P)</td>
<td>Quincy Jones</td>
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<td>EMOTIONALLY YOURS (Capitol 92930)</td>
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<td>ALWAYS MY LADY (MCA 1016/5)</td>
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<td>SURPRISE (Mercury 848894)</td>
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<td>AS RAW AS EVER (Epic 47931)</td>
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<td>THE WHITE ROOM (Atlantic 8657)</td>
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<td>Damian Dame</td>
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<td>Keith Sweat</td>
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<td>THIS IS AN EP INCLUDED (Tommy Boy 964/6G)</td>
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<td>Brand New Heavies</td>
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<td>BUSINESS AS USUAL (Capitol/Columbia 47067)</td>
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<td>75</td>
<td>STEP IN THE ARENA (Chrysalis 21798)</td>
<td>Gang Starr</td>
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</table>
By Bryan (B-Style) DeVane

DJ QUIK: Making plans to take over the rap industry in the '90s, DJ Quik has made a very impressive entrance to the world of records with his chart-topping hit single "Born And Raised In Compton," which has taken this young, talented rapper, producer, writer, arranger and d.j. to the status of gold (500,000 record sales) and still climbing at a "quik" pace. Being interested in music since early childhood, Quik has taken one step at a time to reach out and share his music with the world.

It was through his street tapes he recorded with his friends and distributed them through the streets of Compton that he gained local recognition from the rap crowd. Finally one of his tapes landed in the hands of Dave Moss, who does A&R for Profile Records and that was all he needed. With one thing leading to another, Quik found himself signed and recording his debut album Quik Is The Name. Now after its release he has been following in the footsteps of the other successful artists who have come from Compton, California.

"Tonight," the second release taken off his album is climbing up the rap charts and has already hit number one on video charts nationwide.

L.A. Law's Blair Underwood gives positive direction to Quality Records' rap group Positive Generation at a recent video shoot. Underwood was enlisted to direct the video for their current single "Still A Young Man." Pictured (l-r) are: Blair Underwood, Positive Generation members-Dr. Feetgood, Mad MC, and Tone.

Pictured at a recent CASH BOX interview with recording artists 3rd Bass are (left to right) Aaron Courseaut (RIP Government), Pete Nice (3rd Bass), MC Serch (3rd Bass), Nathan Holsey (Cash Box), Bryan DeVane (Cash Box), and Richie Rich (3rd Bass).
# Chart Index

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See page 2 for POP SINGLES CHART.

## R&B INDEX
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### Country
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## Country

### Billboard Country Chart

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## Billboard Hot 100

### Weekly Weekly

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## Cashbox

### Weekly Weekly

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## Subscribe Today!

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<th>Album</th>
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EW MUSIC SEMINAR—The 12th Annual New Music Seminar is a hit—there are approximately 7,000 attendees, mixing unknown & known songwriters, artists, producers, lawyers, entrepreneurs, promotion, radio and music executives from all over the world. Included are panels, hall meetings, bar meetings, room meetings, groups of all kinds in clubs all over the city. It’s really a buzz...

Here are some quick comments from the hallways and lunch/dinner areas of the seminar:

Tina Turner is WW & composer, VP-Pop/R&B Music...Yanni is breaking big, and we’re very excited about signing Ringo Starr. Ringo’s new music is great!... Joost van Os, managing director, PolyGram Songs Germany: Nurturing contacts since we lost out on Midic. Listed to panels on music publishing, which I found to be very interesting. Shopping a label deal for Swiss rock band, Allison, and looking for a U.S. manager. Steve Leib, VP/Ascap-EMI Records (NY): Our A&R staff is taking a major posture at the Seminar with all departments represented. In our offices we are reviewing our roster and tightening it up. I will be participating in the NMS by speaking on the Soundtracks & Breaking New Artists Panel... Aki Morishita, VP & GM-Virgin Music (Japan): Just saying hello and checking it out... Congratulations and good luck on your new job, Aki...

ALSO—Tami Lester, dit, talent acq., Primat Music Group (LA): We’re coming with great new product. Currently negotiating with Steve Swid’s new label for our act East of Gideon. We have a development deal with SBR for Garden of Joy. Dennis Lambert is doing the music for Edward James Olmos’ new movie, and Steve Lindsey has the new Huey Lewis single... Peter Heebes, managing director, Festival Music (Australia): Sweating a lot. The NMS is efficiently run & the delegates are worth seeing. The private meetings (panels) of the indie operators in pop & records has been very constructive. I also saw the hit play, Ms. Saigon and loved it!... Jellybean, indie producer/writer/mixer (NY): Checkin’ it out. Returning a lot of phone calls. Focusing on publishing panels... Ron Fair, sr. vp/A&R/staff producer, EMI Records (NY): Checking out the sound of the happening. We’re hot with Robbie Nevil’s new record. Our new killers ready for the street soon are Level-3 & More & More. (Ron is also playing piano on the record and video of the O’Jays hit “Emotionally Yours,” and recently appeared with the group on their Arsenio Hall performance)... Steve Bogen, indie dealmaker for writers and artists in the tri-state area ("Bogie") is very street-wise to creative new music in Dance/R&B/Pop-Rock: Checkin’ out what’s comin’ in. Shopping producer/writer George Mitchell & progressive Pop/R&B act Tim Ellis (I heard both of these tapes, and you will be hearing and seeing these in the near future. Mitchell has great studio chops and songs, and Ellis is as fresh & new as Prince was in his beginnings. I have Prince’s demo tape and it’s a killer!... Mara Bruckner, prof. mrg., Bug Music (LA): Meeting some people I’ve spoken to but never met in person. Looking for good bands without pub commitments. I have heard a few good ones. Looking for more ‘heated’ panel debates. One of the ‘sampling’ panels had lawyers haranguing at each other and almost throwing things. It was great!... Rudy Holzhauer, progressive music producer (Germany): Staying in touch with international business contacts and looking for songs for artists in my territory... Merrill Wasserman, VP International Acquisitions, MCA Music (NY): ‘Seeing business contacts. Staying in touch. Doing publishing panels...’

ALSO SEEN—Deidre O’Hara, Sony Music (LA), Peter Kirsten, Global Music Group (Germany), Julie Lipsius, pres., Lipservices (NY), Ronny Schiff, Music Book Productions (LA), Morris Diamond, pres., Entertainment Today, Joe La Greca, A&R International, BGM Records (Canada), George Cucuzzella, Unidisc (Canada), Steven Scharf, pres., Steven Scharf Ent. (NY), Stephen Budd, artist & producer rep (UK) and a cast of thousands...

ASCAP FOREIGN ROYALTY INCREASE—ASCAP has reported a record 29% increase since last July in the amount of its distribution of royalties to writer & publisher members resulting from performances abroad. The increases in these royalty payments is the result of stepped-up efforts on the part of ASCAP to both enhance the amount of royalty payments from its sister societies, and to expedite payment of those funds to its members. ASCAP will distribute $44 million to its members this July as compared to the $34 million distributed a year ago. This distribution, as usual, includes interest earned on these funds. As in the past, ASCAP will make a second distribution in December of royalties received from England, France, Canada, Japan and Italy. Commenting on the distribution, ASCAP managing director Gloria Messinger noted, “We are constantly striving to put more money into the hands of our members as quickly as possible. As foreign usage to ASCAP copyrights continues to grow, we will continue to press for an accurate accounting of performances abroad and a speedy delivery of members’ royalties.” ASCAP is the only performing rights society in the U.S.A. that discloses financial information both to its writers and publisher members, and to the public...

ASCAP/HUBBELL SCHOLARSHIP—Eighteen colleges & universities from across the nation have been selected to receive a total of $27,000 in the ASCAP/Raymond Hubbell Music Scholarships for the 1990-91 academic year, announced ASCAP president Morton Gould. Each school was awarded $1,500 to be given to one or more students selected by the school. Established in 1973, this awards program assists college students in the field of music. The Raymond Hubbell Scholarships draw their income from the estates of Mr. & Mrs. Hubbell. Mr. Hubbell, who died in 1954, was a founding member of ASCAP in 1914 and is best remembered as a composer of the jazz classic “Poor Butterfly.”

ON THE MOVE—Congratulations to David Renzer, Zomba Music’s New York SR.VP/GM. He was previously VP/GM. for the company... Also, to Brooke Morrow, who has been promoted to manager, International Repertoire for EMI Music Publishing. The announcement was made by Peter Reichardt, managing director, EMI Music Publishing, U.K., to whom she will report. In this new capacity, Morrow will be the liaison for EMI Music International affiliates for the purpose of acquiring rights to material outside of North America. Prior to her appointment, she was the senior coordinator, International Acquisitions for EMI Music Publishing. Before joining EMI, Morrow served as the executive assistant to the president of UNI Records... David Stamm has joined Warner/Chappell Music, it was announced by Rick Schaezaker, Sr. VP, Creative. Prior to his new position, Stamm was an A&R rep for Aristi Records. Stamm will be responsible for pop and R&B song placements and will be based at the company’s N.Y. office...

Mechanic/MCA rockers Bang Tango recently performed at the Universal Amphitheater in Los Angeles. Pictured backstage (standing, l-r) are: Al Teller, chairman, MCA Music Entertainment Group; Kyle Stevens, guitar/background vocals, Bang Tango; Richard Palmese, president, MCA Records; Steve Sinclair, president, Mechanic Records; Mark Knight, guitar/background vocals, Bang Tango; Kyle Kyle, bass guitar, Bang Tango; and (kneeling, l-r) are: Tigg Keller, drums, and Joe Leslie, vocals, Bang Tango...

Writer/producer/mixer, Prince Paul, has signed a worldwide publishing agreement with MCA Music Publishing. Pictured at a writers-party hosted by MCA Music at New York’s Flamingo East restaurant (top row, l-r) are: Nick Phillips, M.D., MCA Music London; Merrill Wasserman, VP International at Acquisitions, MCA Music; and Tita Gray, Capitol Records. Pictured (bottom row, l-r) are: Betsy Anthony, senior director Talent Acquisition, MCA Music; Prince Paul; and Leeds Levy, president, MCA Music.
**THIRD COAST**

**Hot Sony Tree has record year**

**BY BETTY HOFER**

**NASHVILLE—**Sony Tree ended its first quarter with the highest sales figures ever in the music publishing company's 40-year history, according to Donna Hilley, Sony Tree chief operating officer.

Since Sony purchased Tree in 1989, the company has stayed at the top of the country charts.

"Tree has always played a strong role in the music industry, but this past year has really blown all our previous records. It certainly speaks highly of the talent of our current staff," Hilley said.

The Sony Tree name was visible on a string of the year's No. 1 hits including "Don't Tell Me What To Do" by Pam Tillis, "Drift Off To Dream" by Travis Tritt, "In A Different Light" by Doug Stone, "Meet In The Middle" by Diamond Rio, "If The Devil Danced (In Empty Pockets)" by Joe Diffie and many others.

Hilley pointed to the increased success of Sony Tree songs being used in popular movies and commercials and the expanded variety of the artists/writers on the Sony Tree staff as a major reason for the company's record year. She notes that Sony Tree has 85 songwriters currently on the roster, with 18 of those signed with major labels.

"It just seemed like every time we turned around this year another of our songs was topping the charts. The merger with Sony has given us a more global view. We now have writers working in Los Angeles and New York in addition to Nashville, and our range is a much wider variety of music — not just country," Hilley said.

Among the Sony Tree acts signed to major labels are Travis Tritt, Pam Tillis, Carlene Carter, Tim Ryan, Kevin Welch, Molly & The Heymakers, Jann Brown, Larry Boone, and Brooks and Dunn with Don Cook producing.

Hilley also predicts more record quarters to follow the first one. "We're constantly working copyrights for our current songwriters, and of course, we're always looking to bring new talent into the Sony Tree family."

And just to make sure there's plenty of room for the growing Tree, the company recently purchased the Metro Fire Hall building next door to its quarters at 8 Music Square and renovated the building into a blazing creative headquarters for staff writers. The old fire hall now houses small writing rooms, a sophisticated mini-studio, kitchen and a spacious "hang-out" area.

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**SONY TREE NO.1 SINGLES — PAST 9 WEEKS**

1. **DRIFT OFF TO DREAM**
2. **DON'T TELL ME WHAT TO DO**
3. **IF THE DEVIL DANCED (IN EMPTY POCKETS)**
4. **IN A DIFFERENT LIGHT**
5. **MEET IN THE MIDDLE**

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**Happenings...**

**CAMPBELL PROMOTED TO GENERAL MANAGER**—Walter Campbell has been named general manager of creative services at Sony Tree. Previously director of creative services, Campbell has been with the company for eight years. In his new position he will be responsible for overseeing the day-to-day operations of the creative department. He will also continue his current duties pitching Sony Tree songs to artists, producers, managers and record labels.

**TRAVIS TRITT FETED**—Warner Brothers recording artist & Sony Tree writer Travis Tritt was honored by Sony Tree with a sign on the outside of the company's building and a celebration to commemorate another No. 1 single.

**SONY TREE SIGNS CARLENE CARTER**—Artist/writer Carlene Carter signs long-term exclusive contract with Sony Tree's Tracy Gershon.

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**SONY TREE SIGNS CARLENE CARTER**—Artist/writer Carlene Carter signs long-term exclusive contract with Sony Tree's Tracy Gershon.

**FRIENDS PEN PACTS**—Good friends Larry Boone and Paul Nelson (seated) sign contracts with Sony Tree. Joining them are members of Sony Tree's creative services department Walter Campbell, Dan Wilson and Jim Scherer.
TOP 200 POP ALBUMS
CASH BOX • JULY 27, 1991

#1 ALBUM: Natalie Cole
HIGH DEBUT: D.J. Jazzy Jeff & The Fresh Prince #27

MTV TOP 20 VIDEOS
JUNE 16-19, 1991

#1 RIGHT HERE, RIGHT NOW (SM) Jesus Jones 3
#2 EVERYTHING I DO I DO IT FOR YOU (JAM) Bryan Adams 5
#3 UNBELIEVABLE (EM) EMF 1
#4 WIND OF CHANGE (Polish) Scorpions 6
#5 POUNDCAKES (Warner Bros.) Van Halen 4
#6 SUMMER'S END (Columbia) D.J. Jazzy Jeff & The Fresh Prince 9
#7 DO YOU WANT ME (Next Plateau) Salt N' Pepa 12
#8 You COULD BE MINE (Columbia) Guns N' Roses 10
#9 I Ain't OVER TIL IT'S OVER (Virgin) Lenny Kravitz 14
#10 MONKEY BUSINESS (Atlantic) Skid Row 8
#11 ONLY TIME WILL TELL (Columbia) Nelson 15
#12 RUSH RUSH (Virgin/Capitol) Paula Abdul 2
#13 MOWOWNHILL (Motown) Boyz II Men 20
#14 JET CITY WOMAN (EM) Queensryche 17
#15 LEARNING TO DANCE (MCA) Tom Petty & The Heartbreakers 19
#16 SOUL SESSIONS (Motown) Amy Grant 18
#17 EV'ERY HEARTBEAT (EM) Firehouse 20
#18 PEOPLE THAT MAKE YOU GO HMM... (Columbia) C&G Music Factory 20
#19 LOVE OF A LIFETIME (Motown) Firehouse 20

BILL & TED'S BOGUS JOURNEY (InterScope/East West 91725)

BAD BRAINS (Funk/East West 91800)

THE BROS. (Beggar/East West 91717)

TIMI YUKE (Sun/East West 91710)

D.J. JAZZY JEFF & THE FRESH PRINCE (Motown 91719)

D.Y.K. (Tommy Boy 91718)

JOEY McINTYRE (MCA 91716)

DAVE GROHL (Epic/East West 91721)

STEVE WOOD (Funk/East West 91723)

THE JAMS (Tommy Boy 91724)

F. B. O. (Tommy Boy 91725)

JASON BELLINI (Epic/East West 91726)

A CUSTOMER (Epic/East West 91727)

THE MODS (Tommy Boy 91728)

THE CATS (Epic/East West 91729)

THE PROPHETS (Tommy Boy 91730)

THE SOUNDS (Tommy Boy 91731)

THE JESTERS (Epic/East West 91732)

THE GHOSTS (Tommy Boy 91733)

THE DOGS (Epic/East West 91734)

THE MAMAS & THE PAPAS (Tommy Boy 91735)

THE BEATLES (Epic/East West 91736)

THE BEYONDES (Tommy Boy 91737)

THE BOUNDARIES (Epic/East West 91738)

THE BANDS (Tommy Boy 91739)

THE HITS (Epic/East West 91740)

THE MOVIES (Tommy Boy 91741)

THE SONGS (Epic/East West 91742)

THE RECIPES (Tommy Boy 91743)

THE BEGINNINGS (Epic/East West 91744)

THE CONCLUSIONS (Tommy Boy 91745)

THE ENDINGS (Epic/East West 91746)

THE SEQUELS (Tommy Boy 91747)

THE PREQUELS (Epic/East West 91748)

THE OVERTURES (Tommy Boy 91749)

THE Coda (Epic/East West 91750)
BNA ENTERTAINMENT
Opens Doors In Nashville

AFTER WAITING PATIENTLY for a name and now its official opening, BMG Music announces the debut of BNA Entertainment to Music City's roster of record labels. BNA Entertainment marks the new BMG country record label, which was conceived to break new artists and expand the horizons of established stars.

Headed by Ric Pepin, BNA Entertainment's general manager, the company is located on the third floor of the BMG/RCA building, 1 Music Circle North, Nashville, Tennessee 37203-4310. Additional management staff at the new label includes: Richard Landis, vice president, A&R; Ken Van Durand, director of national promotion; Jim Della Croce, manager, artist development; Tommy Daniel, manager, sales; Chuck Thagard, manager, regional promotion, north central; Carl Brown, manager, regional promotion, west; Tom Sgro, manager, regional promotion, southeast; and Scott Michaels, manager, regional promotion, southwest.

BNA's artist roster currently includes B.B. Watson, John Anderson, Jimmy Griffin, Richard Mainegra and Rick Yance.

AMC Names New Officers & Directors

EXECUTIVE DIRECTOR OF THE ACADEMY OF COUNTRY MUSIC, Bill Boyd, recently announced the Academy's new slate of officers and board members for 1991-92. They are as follows.

Officers elected to two-year terms include re-elected president, Fred Reiser and re-elected vice president, Steve Gatlin. Board members elected to two-year terms include Gaynelle Pitts, Duane Allen, John Hobbs, Tim DuBois, Jim West, Ken Kragen, Jay Dee Maness, Cliffie Stone, Bill Catino, John Studdivant, Don Langford, Harold Shedd, Ron Wood and Bob Romeo.

Holdover board members, who were elected to two-year terms last year, and who still have another year to serve, are Paige Sober, Moe Bandey, Bill Bachand, Mae Boren Axton, Melissa McConnell, Dave Douds, Al Bruno, Sherry Bond, Carson Schreiber, Steve Tolin, Buddy Owens, Ted Montomito, Gene Weed and Mel Simas.

TOP 5 SINGLES-10 YEARS AGO
1. JOHNNY CASH: "Prisoner Of Hope" (Asylum/Full Moon)
2. TOMPALL & THE GLASER BROTHERS: "Lovin' Her Was Easier (Than Anything I'll Ever Do Again)" (Elektra)
3. ALABAMA: "Feels So Right" (RCA)
4. HANK WILLIAMS JR.: "Dixie On My Mind" (Elektra/Curb)
5. DAVE ROWLAND AND SUGAR: "Fool By Your Side" (Elektra)

TOP 5 SINGLES-20 YEARS AGO
1. SONNY JAMES: "Bright Lights, Big City" (Capitol)
2. CONNIE SMITH: "Just One Time" (RCA)
3. BOBBY BARE: "Please Don't Tell Me If How The Story Ends" (Columbia)
4. DAVID ROGERS: "She Don't Make Me Cry" (Columbia)
5. TOMMY OVERSTREET: "Gwen (Congratulations)" (Dot)

TOP 5 SINGLES-30 YEARS AGO
1. PATSY CLINE: "Fall To Pieces" (Decca)
2. WEBB PIERCE: "Sweet Lips" (Decca)
3. KITTY WELLS: "Heartbreak U.S.A." (Decca)
4. DON GIBSON: "Sea Of Heartbreak" (RCA)
5. GEORGE JONES: "Tender Years" (Mercury)

Lorrie Morgan and WSIX Stage 2nd Annual Benefit Softball Game

COUNTRY SONGSTRESS LORRIE MORGAN, her crew and bandmembers will take on the staff of radio station WSIX in a benefit softball game scheduled for August 24 at 2 p.m. (Central), at Moss-Wright Park in Goodletsville. Although no admission will be charged, those attending will be asked to make a donation to the Keith Whitley Memorial Fund of the Vanderbilt Institute for the Treatment of Addictions (VITA). Morgan initiated the event for her late husband after he died from a reported alcohol overdose in the spring of 1989. In addition to Morgan and WSIX faculty participating in the benefit game, various country celebrities will be suited up to play BALL.

Signings & Such...

Don Johnson, president, CEO of Intersound Entertainment, recently announced the signing of the label's first country artist, Janie Frickle to a long-term recording agreement. "We wanted to enter the country market with a well-known name, and Janie has the fan base and name recognition we're looking for," says Johnson. The Janie Frickle project is set for release this month.

Newcomer Bob Crosby recently signed with the William Morris Agency for exclusive representation.

Charley White of the Box Office, Inc., talent agency announces the signing of Capitol/Nashville artists Cleve Francis and David Lynn Jones, as well as popular Texas singer/songwriter Clay Blaker. The Box Office also represents Rebecca Holden and Rex Allen, Jr.

Singer/songwriter Lewis Grizzard celebrated his recent signing with Sony Tree at a reception, in his honor, at Nashville's new CMA building. Sony Tree and BMI presented the artist for a stage performance featuring his material for various members of the Nashville music industry and press.
### CASH BOX CHARTS

#### TOP 100 SINGLES

**CASH BOX • JULY 27, 1981**

<table>
<thead>
<tr>
<th>#1 SINGLE: Billy Dean</th>
<th>HIGH DEBUT: Jann Browne #57</th>
<th>TO WATCH: Ronnie Milsap #125</th>
<th>#1 INDIE: Eddie Thompson #48</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td><strong>SOMEBODY IN MY BROKEN HEART</strong> (Capitol/SBK 7959)(CD)</td>
<td><strong>BACK OF YOUR MIND</strong> (Curb/Southern 1993)(LL)</td>
<td><strong>HAPPY TIMES</strong> (Warner Bros. 4829)(CD)</td>
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<td><strong>THE THANG FACTOR</strong> (Epic 73886)(CD)</td>
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<td><strong>BLUE MEMORIES</strong> (MCA 54073)(CD)</td>
<td><strong>YOU KNEW ME BETTER THAN THAT</strong> (MCA 54171)(CD)</td>
<td><strong>JUICE FACTOR</strong> (Epic 73886)(CD)</td>
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<td><strong>DON'T LIGHT MY FIRE</strong> (Gallery II 2049)(CD)</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td><strong>REBA</strong> (RCA 2928)(CD)</td>
<td><strong>ONE OF THE TIMES</strong> (MCA 54108)(CD)</td>
<td><strong>JUST AN OL' HEARTACHE</strong> (Stax 2403)(CD)</td>
</tr>
<tr>
<td><strong>9</strong></td>
<td><strong>HERE WE ARE</strong> (RCA 2928)(CD)</td>
<td><strong>DON'T ROCK THE JUKEBOX</strong> (MCA 54073)(CD)</td>
<td><strong>YOU'LL BE OVER ME</strong> (Galaxy II 2049)(CD)</td>
</tr>
<tr>
<td><strong>10</strong></td>
<td><strong>YOU KNOW ME BETTER THAN THAT</strong> (MCA 54171)(CD)</td>
<td><strong>REBA</strong> (RCA 2928)(CD)</td>
<td><strong>YOU'RE GONNA LOVE TO REGRET IT</strong> (Lonesome Dove 5024)(VL)</td>
</tr>
</tbody>
</table>

**Last Week**

| **1** | **AS TIME GOES BY** (Capitol/SBK 7959)(CD) | **BACK OF YOUR MIND** (Curb/Southern 1993)(LL) | **HAPPY TIMES** (Warner Bros. 4829)(CD) |
| **2** | **HERE'S A QUARTER (CALL SOMEONE WHO CARES)** (Warner Bros. 4841)(CD) | **I MUST HAVE BEEN CRAZY** (RCA 2927)(CD) | **IN YOUR TENDER CARES** (RCA 2927)(CD) |
| **3** | **I'M A SIMPLE MAN** (Columbia 7379)(CD) | **LITTLE WHITE LIES** (Atlantic 7860)(CD) | **IT ONLY HURTS WHEN I LAUGH** (Curb/Southern 1993)(CD) |
| **4** | **THE MOON OVER GEORGIA** (Columbia 7377)(CD) | **FRAGILE HANDLES WITH CARE** (Saddlestone 202)(CD) | **THE THANG FACTOR** (Epic 73886)(CD) |
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From Broadway to Country Roads

Tom Wopat

AFTER SPENDING A COUPLE OF YEARS off the record, singer/actor Tom Wopat is back in country music action again with the release of a brand new project entitled Learning To Love. Producer Rick Hall contributed his expertise in Muscle Shoals, Alabama, where the new package was recorded. "Too Many Honky Tonks (On My Way Home)" marks the first release from the project and moves up three additional slots this week to #49 on the Cash Box Top 100 Country Singles chart. Wopat also just completed a run on Broadway with the musical City Of Angels, and is now gearing up for his country tour this summer.

Oaks Join Paintbrush Brigade

The Oaks w/Ruby Ijames

CAN THESE GOLDEN THROATS LAY IT ON THICK OR WHAT? Well at least, paint it on thick anyway. Richard, Joe, Duane and Steve—the four names which make up the legendary Oak Ridge Boys, recently traded in their microphones for paintbrushes. In a joint venture with Country America, the Oak Ridge Boys painted the home of 77-year-old Ruby Ijames of Owensboro, Kentucky—an event which kicked off the Country America Paintbrush Brigade, a national beautification program encouraging volunteers to paint the homes of neighbors in need. Following their recent #1 success, the Oaks have just released their second single from their new Unstoppable LP, entitled "Change My Mind." (Photo credit: Perry Struse)

Yellow Brick Road

Things are far from blue these days for Gary Vincent and Chris LeDoux. Gary (left) is a co-writer on the song "Yellow Brick Road Turns Blue." The song marks the first release from LeDoux's debut Capitol disc Western Underground, which hit the streets July 22.

UP & COMING

CASH BOX • JULY 27, 1991

1 CRAZY JOE (Grand Prize) ................................................. John Williams
2 PUT THE BLAME ON ME (Saddletrousa) ................. Straight Clean And Simple
3 ROCK A BILLY (Caprice) .............................................. Joey Welz
4 BLUE COLLAR DOLLAR (Stop Hunger) ...................... Scott Carter
5 PAINT YOU A PICTURE (Door Knob) ......................... Wade Everett
6 MY EX-LIFE (Pep) .................................................. Mel McDaniell
7 JESUS IN VEGAS (Player) ........................................... R.K. Michael
8 STEEL RAILS (Rounder) ............................................ Alison Krauss
9 CORRECT ME IF I'M WRONG (Music City) ............. Terri Martin
10 GABRIELLI (Phono) .................................................... Donnie Huffman
11 YOUR WORLD (Safani) .............................................. Ramsey Kearney
12 MY LOVE IS YOURS (Paisan/Bliss) ......................... Ronnie Schackelford
13 JOHNNY GIVE EM HELL (NSD) ................................. Ed Henderson
14 GONNA HAVE ME A GOOD CRY (Memphis) .......... Robert Carter
15 DANCIN' AND GLANCIN' AGAIN (Southern Tapes) ... Sammy Johns

Too big for just

MICHELE

"DANGEROUS"

From the Playback album

"No Man's Land"

From CASH BOX Magazine......

INDIE FEATURE PICKS

MICHELE BISHOP: "Dangerous" (Playback P-1353)
Producer: Jack Gale/Jim Pierce
Writers: Rafferty/Hudson

Country newcomer Michele Bishop makes a stunning entrance with this spicy cut, which snaps to a crime-of-passion theme. "Dangerous" pours out the ingredients of both contemporary country, with its sultry edge, andaddy.

Playback

RECORDS

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COUNTRY MUSIC

REVIEWS

SINGLES

By Kimmy Wix

OUT OF THE BOX

- McBRIEDE & THE RIDE: “Same Old Star” (MCA 54125)
  Producers: Tony Brown/Steve Fishell
  Writers: Terry McBride/Bill Carter/Ruth Ellsworth/Gary Nicks

Although it took a couple of records for this new trio to break some heavy radio action, McBride & The Ride is perhaps now considered one of the hottest new groups to hit the country scene. With their follow up to “Can I Count On You,” McBride & The Ride deliver another emotional ballad that spills out much more than heart-warming lyrics and soothing three-part harmony. “Same Old Star,” which sparks from the guys’ MCA debut project Burnin’ Up The Road, presents us with true feelings and emotions set to classic music. It’s due time this threesome be appropriately recognized for its wide range of multi-talent.

FEATURE PICKS

- SHARON ANDERSON: “Go For Broke” (Capitol 78822)
  Producers: Billy Jo Walker, Jr./Jim Malloy
  Writers: Paul Nelson/Larry Gottleib

Chugging with steamy excitement, folk-flavored vocals and a fresh seasoning for country, “Go For Broke” proves to be one of those cuts that’s sure to turn some heads and bring in new country fans. Anderson finds a superb niche with this cut about repeatedly building a broken heart. Her approach is so easy, yet so powerful and should prove to be so luring to the ears of radio. This tune will no doubt force us to grab hold and ride off into a tempo and melody that’s never quite been touched.

- JOE DIFFIE: “New Way (To Light Up An Old Flame)” (ESK 73935)
  Producers: Bob Montgomery/Johnny Slate
  Writers: L. Wilson/J. Diffie

The instrumental licks are hot on this new release and so is the performance from Diffie. “New Way (To Light Up An Old Flame),” like previous releases, flaunts Diffie’s versatile vocal ability. With this cut, however, Diffie gets a bit more gritty and belts out some surprising bass, while explaining how dull love can be sharpened up.

- MEL TILLIS: “Tall Drink Of Water” (Curb NR-76883)
  Publishers: David N’ Will/Front Burner-ASCAP
  Writers: Curtis Wright/Doug Miller

Long-time-no-hear-from this country music favorite. Mel Tillis returns to the ramble of radio with an all-new release that’s already garnering rave reviews—this one included. “Tall Drink Of Water” galoggs with high-steppin’ energy and reveals Tillis singing at his best. If a touch of humor is also expected, there’ll be no disappointment. Tillis drives comedy-set-to-music to a commanding level as he compares a perfect 10 on the dance floor to a tall drink of water. Radio should drink this one dry!

- THE BELLAMY BROTHERS: “All In The Name Of Love” (Atlantic 4031)
  Producers: David Bellamy/Howard Bellamy/Ron Taylor
  Writer: Jerry Lynn Williams

From their Rollin’ Thunder package, the Bellamy Brothers roll out another harmonious tale of romance. “All In The Name Of Love” glides with catchy rhythm undertones and a vocal performance that could belong to nobody but country music’s top-notch brother duo.

- JOHNNY CASH: “ wanted Man ” (Mercury 469)
  Producer: Jack Clement

The man in black unleashes a winner with this Bob Dylan/John R. Cash Cash-penned tune. “Wanted,” the latest offspring from Cash’s Mystery Of Life LP, presents an almost gutsy-digging melody and snappy tempo, with Cash’s rugged vocals leading the way. Cash’s recording of “Wanted” marks a repeat performance, as the song was included in the early 70’s on Cash’s Live At San Quentin project.

By Cliff Gerken and Kimmy Wix

High Debuts

1. JANN BROWNE—“It Only Hurts When I Laugh”—Curb
2. DIAMOND RIO—“Mirror Mirror”—Arista
3. MEL TILLIS—“Tall Drink Of Water”—Curb

Most Active

1. RONNIE MILSAP—“Since I Don’t Have You”—RCA
2. SAWYER BROWN—“The Walk”—Curb/Capitol
3. RAY STEVENS—“Working For The Japanese”—Curb/Capitol

Hot Phones

1. TRAVIS TRITT—“Here’s A Quarter (Call Someone Who Cares)”—Warner Bros
2. ALAN JACKSON—“Don’t Rock The Jukebox”—Arista
3. TRISHA YEARWOOD—“She’s In Love With The Boy”—MCA

POWERFUL ON THE PLAYLIST—It was just last week that hitmaker Ronnie Milsap’s latest release became one of the chart’s most active singles. Actually, Milsap’s current “Since I Don’t Have You” single was the second biggest mover. This week, however, by maintaining such similar pace, Milsap becomes this week’s most active mover—moving up 30 positions to #25. Milsap’s extraordinary chart action is a result from radio reports this week by stations such as KBAM in Longview, Washington, KHJO in Harrison, Arkansas, KITO in Vinita, Oklahoma; WAAC in Valdosta, Georgia, WXX in New Richmond, Wisconsin; and WYRK in Buffalo, New York.

With only two weeks on the chart, Sawyer Brown has already come one slot shy of breaking this week’s Top 40. Their new Curb/Capitol release entitled “The Walk” soars up the Top 100 this week from #62 to #11—with favorable reports from stations like KGKL in San Angelo, Texas; WXDC in Pound, Virginia; WISP in Shippensburg, Pennsylvania; WYTM in Fayetteville, Tennessee; and KZOC in Osage City, Kansas.

This crazy cat of country music is as strong as ever when it comes to catering to the listening audience. With his newest release, “Working For The Japanese,” Ray Stevens is on radio hot and heavy, as reported by stations such as KULP in El Campo, Texas; KYKK in Palestine, Texas; WSLC in Roanoke, Virginia; WOZU in Presque Isle, Maine; and WRIX in Anderson, South Carolina. “Working For The Japanese” travels 12 levels up this week to #42.

INSIDE RADIO, BEHIND THE MIC & ON THE MOVE—Shred-slash songwriter Pat Alger perhaps tuned into radio more than ever these days. Alger is still celebrating his fourth #1 song with Garth Brooks’ “The Thunder Rolls.” Mark Collie’s recording of Alger’s “Calloused Hands” continues to climb the charts (this week at #31). If two songs on the chart weren’t enough, Alger also awaits the release of newcomer Trisha Yearwood’s follow-up to “She’s In Love With The Boy.” Yearwood’s next release and perhaps Alger’s next hit is entitled “Like We Never Had A Broken Heart,” which also features the vocals of Brooks. Recently, Alger was featured on National Public Radio’s All Things Considered, and on August 3, he will appear as the host of TNN’s American Music Shop.

KFDI in Wichita, Kansas, recently presented its Annual Anniversary Party Celebration at the area’s Jaylon Park. The annual event celebrates 27 years of playing what some refer to as Kansas’ favorite country music. The celebration was highlighted with performances by the Sons Of The Pioneers and Pam Tillis.

To promote the newest addition to its program line-up, Music City’s WSM-FM staffers recently dropped by the Cash Box/Nashville offices to visit with Cliff Gerken, Cash Box chart director and Jim Sharp, Cash Box vice president and Nashville operations director. The new program entitled Music City’s New Country, produced and directed by WSM’s Larry Pareigs, airs every Sunday evening at 9 p.m. Pictured from (l-r): WSM’s Tom Samory, Gerken, WSM’s Rich Miller, Sharp and WSM’s “Back-To-Back Jack.”

We would love to publish information about events happening at your station, including personnel changes; special promotions or give-a-ways; birthdays; anniversaries; or musical performances scheduled to take place in or nearby your area. Please send us any press releases, pictures, etc., for use in upcoming issues.
SONGS OF PRAISE

AMARCHI featuring GAIL MOORE Keep On Singin' Gospel Reggae/Aphax

Many gospel artists have dabbed with the Caribbean sound of reggae music. Amarchi is the first to totally embrace this style for an entire LP. The music is authentic featuring the extraordinary vocal talents of Gail Moore, who has worked with such stalwarts as Michael Jackson, Janet Jackson and Phil Collins. The arrangements are voiced with some nice sax fills. Hit Picks: "Jesus Is My Lord," "Help Me Stand," "Blessed Jesus" and the title track.

THAD BOSLEY Who Can Change The World? Bellmark

Major league baseball star Bosley turns in the bat and glove for the sounds of gospel music with an album of material superbly arranged by former Thompson Community Singers songwriter/musician/arranger Percy Rudy. His smooth, contemporary handling of the material included in this package fits well with his vocal abilities.

FREEDOM The Word Is Tribute

This foursome has a smooth, balanced sound. Nice mixture of ballads and mid to up-tempo material rounds this release off well. Freedom has a sound of their own which is a plus in an industry full of clones. Hit Picks: "The Word Is," "Only What Will Last" and "Who Has A Heart."

RUSS TAFF Under The Influence Myrith

Russ Taff reflects back to his childhood years of listening to the likes of black gospel giants such as Mahalia Jackson, who was one of the inspirational forces behind this release. Taff unleashes his soulful choices here, bringing new life to such standards as "Search Me Lord," "Were You There," "As An Eagle Stands Her Nest" and "Ain't No Grave," among others. This effort should become a classic.

MAGGIE STATON-PEEBLES Born Again

Winston-Derek/Quicksilver

Peebles is the sister of former r&b star turned gospel singer Candi Staton. The sound on this LP is solidly entrenched in traditional, southern soul gospel. Peebles lends her voice to such classics as the Clara Ward penned "Paccin' Up," as well as "Soon I Will Be Done" and "That I'm Heaven To Me." A must for traditional gospel music enthusiasts.

AMONG THE FLOCK

Captured live in performance at the Bobby Jones Gospel Explosion in Nashville, TN are the Williams Brothers.

FEATURE STORY

The Williams Brothers: Moving In A New Direction With Blackberry Records

Tim A. Smith

FROM THEIR HUMBLE BEGINNING as the Little Williams Brothers, in rural Mississippi, the group has gone on to be recognized as one of the top groups in gospel music. This talented group has churned out a number of chart topping hits, such as, "Lay Your Hands On Me," "Jesus Will Fix It," "Jesus Will Never Say No," "Sweep Around Your Own Front Door," and "I'm Just A Nobody," as well as making a special guest vocal appearance on the Winans hit, "Ain't No Need To Worry," with Anita Baker.

The "brothers," Doug and Melvin Williams, along with Henry Green, recently made a significant career move with the formation of their own label, the Smithsonian, Missouri-based Blackberry Records.

After a string of hit records and their popularity still high amongst their many fans, why take on the responsibilities of a record company? "We felt that it was very important at this time to start our own label," explains Doug Williams. "We had talked to a number of labels about signing just a regular recording deal, but everything always led back to us starting our own label. It was at this point that the three of us, for the first time, were on one accord as far as forming the label was concerned. We prayed about it and God's answer was yes. He gave us the go ahead to do it."

Melvin Williams adds, "We're also looking at this label from a financial standpoint. We've seen many artists who have been writing, producing, recording and performing, and never collect what's due them. We want to try and change some of those instances."

The first project released by Blackberry Records is an album by the Williams Brothers, titled THIS IS YOUR NIGHT. Rahni Song, noted for his work with popular jazz saxophonist Najee and urban contemporary gospel group Kingdom, shared production credits with the group on the project. "You'll hear a mixture of sounds and styles on the new album," says a jubilant Melvin Williams. "It will be more of the traditional Williams Brothers, only with a fresh, updated sound."

"We're awfully excited about working with Rahni," he adds. "Along with helping on the production end, he co-wrote three or four songs. We have an excellent working relationship with Rahni. It all gelled together so well."

Distribution is the key to success for any label, being able to get the product in the hands of the market. Often with a new label, major distribution is difficult to come by. Blackberry Records received the shot in the arm many new labels only dream of, landing a national distribution outlet through Spectra Distribution, one of the country's largest distributors of Christian music. "We're excited about our deal with Spectra," exclaims Melvin Williams. "Bob Mackenzie, Gil Few and Gary of Spectra treated us royally during our meetings with them. We realize distribution is the key to success for any record company and Spectra has proven to be one of the top in getting product into the hands of those who buy the records. We feel this relationship with Spectra will be one of the major keys to success for Blackberry Records."

There are other intangibles that a new label must consider if it has any thought of obtaining any type of longevity. Melvin explains, "I believe the main thing that we must realize as artists as well as business people in the gospel music industry, is that you must exercise patience. You can't look to get rich overnight. You have to have a plan spread out over a number of years, doing your homework along the way."

"What we're looking at with Blackberry is a five- to six-year plan," Mel continues. "We're starting off with the Williams Brothers as our first release. The next project will be a live solo album on myself featuring a choir. Doug will probably follow with a solo project, if not, another Williams Brothers album. We may even release something on Henry. We're going to take it real slow, one step at a time, and let God do the blooming."

The Williams Brothers are committed to making Blackberry Records successful. "As awhole," Doug says, "Blackberry will open a lot of eyes and ears within the industry." "I feel it will give people who have had the desire to do something, a chance to see that it actually can happen. I guarantee we're not going to be a fly-by-night company. Blackberry Records, through the help of the Lord, is here to stay."
By Tim A. Smith

**ARRIVAL RECORDS**, distributed by K-Tel International, has released three new albums. Among them is a compilation package titled *Rappin’ His Word*, featuring such hot Christian rappers as the late D-Boy Rodriguez, E.T.W., Michael Peace, and DC Talk to name a few.

Brentwood Music Forms Jazz Label: Brentwood Music has announced the formation of Brentwood Jazz, a new label focusing on jazz/instrumental music. The label’s initial release is titled *Love Knows* by the Brentwood Jazz Quartet. The album features jazz flavored arrangements of such hymns as "Fairest Lord Jesus" and "What A Friend We Have In Jesus."

Robert Butler Moves One: As was previously reported here, Robert Butler has resigned from his position as director of A&R for black gospel at the Benson label. Butler plans to devote more time to pastoring his Murfreesboro, TN-based church as well as pursue other interests.

Fred Mendelsohn Forms New Label: Fred Mendelsohn, who formerly headed up the Savoy Records label before going into retirement, has resurfaced to head up his own label, Grammory Productions. Artists currently signed to the label include: Promised, Caroline Vinson and the Highpoint Christian Tabernacle Choir, the Central Georgia State Choir, the Flint Cavaliers and Larry McDuffie and the Savannah Community Choir.

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**Bobby Jones Top 10 Videos**

**GOSPEL • JULY 27, 1991**

1. **KEITH PRINGLE** . . . . . . No Greater Love (Muscle Shoals)
2. **JACKIE BEAVERS** . . . . . . The Devil’s Stomp (Glory)
3. **WITNESS** . . . . . . . . . . . . Old Landmark (PolyGram)
4. **REV. MILTON BRUNSON** . . . . . . Open Our Eyes (Word)
5. **TRAMAIN HAWKINS** . . . . . . Live (Sparrow)
6. **DARYL COLEY** . . . . . . . . Live (Sparrow)
7. **DALLAS/FORT WORTH MASS** . . . . . . . . . . . . DFW (Savoy)
8. **WALTER HAWKINS** . . . . . . Love Alive IV (Malaco)
9. **TAKE 6** . . . . . . . . . . . . . . . . . . . . . . . . . . I-L-O-V-E-U (Warner/Alliance)
10. **WILMINGTON CHESTER MASS** . He’s Preparing Me (Savoy)

(The Bobby Jones Top 10 Video Chart (based on viewer requests) will alternate with the Cash Box video list every other week.)

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**VIDEO SPOTLIGHT**

**Sounds Of Blackness**: Optimistic Perspective/A&M (Running Time: 5:28)

Sounds of Blackness, comprised of Gary Hines & Ann Nesby, is climbing up the charts with their hit "Optimistic." This contemporary message performance may well become a cross-over video smash.

A high-powered concept, "Optimistic" is a video clip, not for sale. Check it out!

—Ron Carson
Dan McCruffy — has joined Reunion Records as vice president of Marketing and Sales. In his new position, he will oversee all marketing and sales functions for Reunion. McCruffy began his career in the gospel music field ten years ago as a sales representative with Sparrow in 1980 and was later promoted to vice president of sales for the company in 1987... Star Song recording artist Bash has dropped "in the code from its name and signed with Richard A. Painter Music Corp. for exclusive long-term management services.

1991 Grammy Award winner, Petra, recently visited the Montwood 7 Theatres in El Paso, Texas, to present movie theatre owner, Lana Garner, with a plaque honoring her for her support of the group. Garner distributed copies of Petra’s Beyond Belief videos “Love” and “Seen And Not Heard” to each of her six multi-screen movie theatres located in Texas and New Mexico. Pictured above (l-r) are: Johnny Lawry, John Schiltt, Lana Garner, Ronny Cates, Bob Smallwood.

Gospel Announcers Corner

Spreading The Word

By Mike Weaver

Linda Johnson-Hayes. is more than happy to preside in her position as general manager of KMAX-FM 107.1, and the home of gospel music's most recognized program director, Reginald Utley. As a child she had envisioned herself as a resident of the Pennsylvania Avenue president's mansion, but she has abandoned those thoughts to accept the responsibilities of her managerial post. She is one of a handful of women, and probably the youngest black woman, to hold such an elevated position in the industry.

Born in Memphis, Johnson-Hayes had her hopes set high. She was, one way or another, going to work in the White House. A brief marriage and subsequent divorce as a youth altered her course. As she advises, early marriages are often unwise: "Kids need to learn what love is and not marry for looks." Johnson-Hayes knows that her troubled marriage and divorce were but a pair of trials the Lord has allowed her to endure in order to "equip her for the general manager position at KMAX."

Johnson-Hayes is a gifted woman, truly blessed and well-respected by her clients and colleagues. After a few minutes with her, it's easy to see why. And who knows? Maybe with her dynamic personality she can one day get a job in the White House... She might even be running the place.

Record Company Spotlight

Warner Alliance can be credited with one of the most auspicious launches of any Christian label in history. Only four months after its first release, the label's sales exceeded one million dollars (wholesale) in the Christian marketplace alone. More importantly, the Warner Alliance roster already included some of Christian music's most successful artists: the best selling and chart topping groups, Take 6 and The Winans.

When Warner Bros. announced its entry into Christian music, industry skeptics expressed doubts that the label could succeed. Indeed, past forays by major mainstream record companies into the creation of Christian records have not fared well. While major mainstream record companies continue to distribute products created by Christian companies, Warner Bros. is one of the majors committed to creating Christian music "in house." This commitment is reflected both in the overt Christian stance of the label's artists as well as their crossover success.

Warner Alliance will further solidify its leadership status with releases by artists including Donna McGhee, Margaret Bell, Marilyn McCoo, Michael English, Greg Nelson, Ron David Moore and Patsy Moore.

In the words of vice president and general manager Neal Joseph, "Warner Alliance represents the concept of a partnership between Warner Bros. and each of our artists. We want to create an environment that encourages personal, spiritual and musical growth as our artists pursue ministry opportunities, not only in Christian arenas, but in the mainstream as well."

Entering only its second year in existence, Warner Alliance has already accomplished much toward achieving that dream.

Pantheon Restaurant

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Urban Contemporary Gospel Distribution And Sales

(Ed. note: Major Distributors are responding to and applauding the arrival of Urban Contemporary Gospel music. Cash Box's Gospel Music Connection, has identified five top distribution companies actively tracking supply and demand of products in this new market.)

GREAT BAY DISTRIBUTORS, in the business since 1983, the Great Bay Distributors service the northeast section of the U.S. Specific territory covers the area from Maine to Virginia. The company provides sales, marketing promotion, and follow up. A minimum of two products are required. According to Joyce Lynn, part owner, gospel music sales are progressing well, "Business is great." Great Bay Distributors personnel handle all aspects of product distribution and provide quality to independent labels and small businesses.

CENTRAL SOUTH MUSIC SALES: Central South Music Sales has been in operation for approximately 21 years. The Christian division, in operation for 6 years, concentrates in the area of black gospel and contemporary Christian music. According to Charles Adams, vice president in charge of the Christian Division, "We provide quality service for quality people.

JERRY BASSIN DISTRIBUTORS: In business for 10 years, Jerry Bassin Distributors handles every independent line in the area of promotion, marketing and distribution. Their products include music videos, compact discs, cassettes, and 12-inch records. According to Mr. Bunky Wilson, vice president in charge of sales and marketing, "We can fill every music need right down to accessories; we carry every major label." Jerry Bassin Distributors is centrally located and staffed to support the distribution of products anywhere in the United States.

NAVARRE CORPORATION: Based in Minneapolis-St. Paul, Minnesota, Navarre has branch offices in Indianapolis, New York and Chicago, with west coast offices in Los Angeles, San Francisco and Seattle. In California for three years, Navarre is actively involved in progressive sales, promotion, marketing and radio promotion. Bob Lampkin, owner and branch manager said, "We are in the business of independent label record distribution. We currently handle 50-60 labels covering all genres of music.

W&W WHOLESALE DISTRIBUTORS: W&W Wholesale has responded to secular market requests for Gospel music. This type of distribution had been missing on a large scale. Rob Williams, owner and founder said, "We decided to get involved and fill the need." W&W Wholesale devotes 100% to gospel music marketing, sales, and distribution. Williams said, "We have one of the largest selections of Gospel music on the West Coast." Products accepted for marketing and distribution include, but are not limited to music video tapes, compact discs, 12-inch records and cassettes.

RETAIL PICKS

- CLEVELAND ONE STOP: Cleveland, OH—Chuck Young—retail pick: Rance Allen Phenomenon Bellmark
- HIS PLACE MUSIC; Dallas, TX—Bob Hatleberg—retail pick: Rev. E. Davis/Wilmington Mass Choir He’s Preparing Me Air
- SOUL BROTHERS RECORDS; Little Rock, AK—Lee Anthony—retail pick: Rance Allen Phenomenon Bellmark
- NEW WAX UNLIMITED; Washington, D.C.—Tonya—retail pick: Northern California Mass Choir and Dorothy Norwood Lile Malaco
- MUSICLAND; St. Louis, MO—Steve—retail pick: Bele & CoCe Different Lifestyles Capitol

ARTIST SPOTLIGHT

MIKE-E, REUNION RECORDS—Fresh, vibrant, hip, exciting and cool, all describe the personality and talents of the new kid on the block, guitarist/rapper Michael Wright, better known as Mike-E.

Mike-E adds his own style of hip/hop-flavored rap to this rapidly growing area of Christian music with the release of his debut album on the Reunion label, titled, Mike-E: And The G-Ray Crew. Mixing hip/hop along with the sounds of the streets, this album features all original material written or co-written by Mike-E.

Possessing over 15 years as a professional musician, this native of Detroit, Michigan has performed or recorded with the likes of Whitney Houston, Little Richard, Bele & CoCo Winans, Aretha Franklin, Luther Vandross, Trennta Hawkins and the Commissioned, among others.

One of his career highlights, other than recording his own album, was touring with, as well as being featured in a solo set, during contemporary Christian artist Michael W. Smith’s “Go West Young Man” tour.

“It was a new experience for me, performing before audiences that large,” says Mike-E. “As for playing with Michael W., it was cool. To put it in perspective, it was like going from Fish to Simpson to playing for George Michael. That’s how it was for me, going from Bele & CoCo, whom I had just finished touring with, to playing pop/rock hits with Michael.”

Mike-E raps, dances, sings and plays the guitar. His music is hot, his lyrics straight forward. "I'm upfront about the truth. But let's face it, there aren't any backstage passes that will get you into heaven. You've got to enter through the front door."

GOSPEL EXECUTIVE SPOTLIGHT

JACKIE PATILLO—Originally from California, Jackie Patillo, vice president, A&R, Star Song Communications, is now based in Nashville, TN where she lives with her two sons, Gabriel and Marcel. As VP of A&R, Patillo handles such artists as Stephen Wiley and Steve Geyer as well as other Star Song rostered artists who perform rap, comedy and children's songs.

The label is committed to serving those who serve the church and Jackie has been committed to working in the gospel music field with Christian artists for 15 years. She has seen the power of God move through the music ministry.

It appears as though Nashville is becoming the forefront for gospel music and Patillo says she is waiting and watching to see what God has in store.
By Camille Compasio

**SUMMER IS MY FAVORITE season** of the year. What a pleasure it is to look out the window and see green grass and marigolds instead of soiled snow and a weather beaten snow blower that, due to excessive use, perishes long before its time. Unfortunately, this admission makes me feel like a traitor, because summer is not exactly a choice season for the coin-op business. I’ve heard many complaints about the severity of this year’s “softness,” but on the flip side there are those who are meeting it head on and exerting every effort to make the best of it and bring on a reversal. Would this be the time to say “fall is my favorite season of the year?”

**TAKE A BOW, DOC!** Our own Doc English did it again! On page 26 of the June 29 edition of *Cash Box*, Doc’s latest article entitled “I Don’t Understand” appeared; and within days after the issue made print I was inundated with phone calls in praise of his on-target observations. Some of the traders who called said they were making copies of it for distribution to their staffs! You’ve got a lot of fans out there who appreciate your candor, Doc!

**DATELINE SUNNYVALE, CA, HOME OF SNK CORP. OF AMERICA.** Frank Paul Jacobs is back in tow after enjoying a delightful vacation with son, Geoffrey and daughter, Jocelyn, who consisted of some fishing in northern Wisconsin and some sightseeing in South Dakota (including Mt. Rushmore). Geoffrey, by the way, a recent graduate of USC, is currently working in Milwaukee and will be entering graduate school this fall... As for new editions to the popular *NEO-GEO* library, Paul advised that *Crossed Swords* will be coming out in mid-July, followed by *Baseball 2020* (a futuristic baseball game) around Aug. 1. He also noted that “we will be officially kicking off the *NEO-GEO* one-slot kit here at SNK on Aug. 1.” You will recall that SNK recently cancelled its sales agreement with Ronstar regarding the one-slot (*Cash Box*, July 6, 1991). SNK will be hosting its own booth at the July 24-25 AAMA-sponsored *Latin America* Expo in Mexico City, to showcase *NEO-GEO* for this audience.

**WARDING OFF THE DOLDRUMS.** What do you do to get things moving during the hot weather days? You have a special sale or a summer showing, which is what Atlas Dist. held a couple of weeks ago in its Chicago headquarters and it went quite well. The equipment lineup focused on the introduction of Sega’s outstanding *Time Traveler* Hologram; and featured Atari’s *Road Riot* (doing extremely well); Namco’s *Final Lap 2* (another big mover); Data East’s *Video Foto Machine* (terrific reception); and Exidy’s interesting new 4 x 4 redemption piece, which involves little pick-up trucks and ping pong balls, and looks very promising. (Parenthetical comments—courtesy of Atlas’ Alan Zeidman).

**ARE YOU READY FOR THIS?** Following up the successful *High Impact* video from Midway will be *Super High Impact*, which is scheduled for release in time for football season. Keep tuned for further details.

**DATELINE MOONACHIE, NJ, HOME OF BETSON ENTERPRISES—but not for long.** Distrib is in the process of relocating to more spacious facilities (about 77,000 sq. ft. or so) in nearby Carlsbad, which is only a mile away. John Margold was busy packing things up for the move when I called but took a brief break to report that Betson is still heavily back-ordered on *Mad Dog McCree*. However, *Who Shot Johnny Rock?* goes into shipment after Labor Day—so watch for it!

**COMING UP.** The AAMA-sponsored *Latin American* Expo will be taking place on Wednesday and Thursday, July 24-25 at the Sheraton Maria Isabel in Mexico City. I believe this is the second year for this show. By late June more than 50 companies had booked space. Expo will feature 66 booths exhibiting a full lineup of American products.

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**Free Custom Software For Data East’s Video Foto**

CHICAGO—Data East is currently providing free custom software for its *Video Foto* unit and this software will include two of the four print-out styles, the news article and the four club cards, which allows for the name of the location or a message. The *Video Foto* unit will be shipped with customization request forms for operators to complete and return to Data East for programming. Delivery of the software takes approximately three to four weeks.

As noted by executive vice president Gene Lipkin, “*Video Foto* custom software packages are great for operator and location promotions. Customers receive souvenirs with the location name on each print-out, which becomes a walking advertisement for each location.”

If desired, Data East can create additional custom software packages for holidays and themed events for location promotions at a cost of $250.00. *Video Foto*, manufactured and distributed exclusively by Data East USA, Inc., is a high-tech photo booth that allows consumers to create their own customized versions of mock newspapers, identification cards and other documents that incorporate their images. The choices of “*Foto*” styles include one 8 x 10 portrait size; four 4 x 6 pictures; a fictional “news story” with picture; or two 4 x 6’s and four different wallet-sized personal identification cards.

For information on how to order *Video Foto* customization software operators may contact their local distributors or Data East’s customer service department at 1-800-634-7270.
AMOA Announces '91 Jukebox Awards Nominations


Carey received six nominations for "Vision of Love" and "Someday" in the categories of pop, r&b and CD, as well as "new female jukebox artist". Brooks received three, including two in the country record category and one in country CD; and C + C Music Factory received three, in the categories of r&b, r&b CD and "new jukebox group."

The songs and the artists are nominated by the members of AMOA who operate approximately half of the nation's estimated 230,000 45 rpm and CD jukeboxes. In nine of the 11 categories, the nominations are based on highest jukebox earnings generated by the respective records during the period of June 1, 1990 and May 15, 1991.

Award winners will be announced, and honored, at the AMOA 1991 Awards Show, which will take place on September 13, during the AMOA Expo trade convention in Las Vegas.

The nominees for Pop Record of the Year are: "Ice Baby" by Vanilla Ice (SBK); "Vision of Love" by Mariah Carey (Columbia); Rhythm Of My Heart" by Rod Stewart (Warner Bros.); "Baby Baby" by Amy Grant (A&M); and "She Talks To Angels" by Black Crowes (Def American/Reprise).

The nominees for Country Record of the Year are: Friends In Low Places" by Garth Brooks (Capitol); "When I Call Your Name" by Vince Gill (MCA); "Put Yourself In My Shoes" by Clint Black (RCA); "Wrong" by Waylon Jennings (Epic/Sony); and "Two Of A Kind" by Garth Brooks (Capitol).

The nominees for R&B Record of the Year are: "Somewhere" by Mariah Carey (Columbia); "Vision Of Love" by Mariah Carey (Columbia); and "It Never Rains" by Tony! Toni! Tone! (Wing/Mercury); "Gonna Make You Sweat" by C + C Music Factory (Columbia); and "Thought It Was Me" by Bell Biv DeVoe (MCA).

The nominees for CD of the Year are: Mariah Carey by Mariah Carey (Columbia); Please Hammer Don't Hurt 'Em by M.C. Hammer (Capitol); Wilson Phillips by Wilson Phillips (SBK); I'm Your Baby Tonight by Whitney Houston (Arista); and Into The Light by Gloria Estefan (Epic).

The nominees for Country CD of the Year are: No Fences by Garth Brooks (Capitol); Put Yourself In My Shoes by Clint Black (RCA); Rumor Has It by Reba McEntire (MCA); America by Hank Williams, Jr. (Warner/Curb); and Heroes & Friends by Randy Travis (Warner Bros.).

The nominees for Pop CD of the Year are: Mariah Carey by Mariah Carey (Columbia); I'm Your Baby Tonight by Whitney Houston (Arista); Gonna Make You Sweat by C + C Music Factory (Columbia); Johnny Gill by Johnny Gill (Motown); and New Jack City soundtrack (Giant/Reprise).

The Rising Star Award is presented in three categories—male, female and group. The "male" nominees are: Chris Isaak (Reprise), Vanilla Ice (SBK), Timmy T (Quality), Mark Chesnutt (MCA) and Gerardo (Inter-scope/Atlantic); the "female" nominees are: Mariah Carey (Columbia), Tara Kemp (Giant), Cathy Dennis (Polydor), Pam Tillis (Arista) and Oleta Adams (Fontana/Mercury); and the "group" nominees are: The Black Crowes (Def American/Reprise), C + C Music Factory (Columbia), Damn Yankees (Warner Bros.), Nelson (Gof-fen) and Devionys (Virgin).

Those nominated for the Jukebox Legend (Living) award are: George Jones, Rod Stewart, Paul McCartney, Frank Sinatra and Willie Nelson. The Nominees for Jukebox Legend (Decaded) award are: Buddy Holly, John Lennon, Rick Nelson, Hank Williams, Sr. and Jim Morrison.

Latin American Expo Opens In Mexico

CHICAGO—The Latin American Amusement, Music & Games Exposition will be staged at the Hotel Maria Isabel Sheraton in Mexico City, July 24-25, under sponsorship of the American Amusement Machine Assn. (AAMA).

The schedule of events will include a series of three-hour seminars covering the topics of "Basic Electronics—Using The Digital Multimeter," "Video Game Troubleshooting" (on Wednesday, July 24), "Power Supply Repair" and "Pinball Repair" (on Thursday, July 25). In addition there will be a layout of 66 booths displaying the latest in American made amusement equipment. More than 30 American companies will be participating in this show.

MINNESOTA AIR HOCKEY CHAMPS. The Circus Pizza and Arcade in Brooklyn Park, Minnesota set the stage for the 1991 Minnesota Air Hockey Amateur Championship Tournament. Over $2,500 in cash and prizes were awarded by co-sponsors Dynamo Corp., and American Amusement Arcades and this second annual event featured a Junior Division for 14 year olds and under, in addition to the Open Amateur division. Steve Lindsey captured the Minnesota Air Hockey Amateur Championship title for the second year in a row, defeating Mark Mathias who placed second. Other winners included Andy Isensee (third place); Len Shoquist (fourth); Gene Stein (fifth); John Olson (sixth); Reggie Lewis (seventh); Kerry Vanek (eighth); Neil Itzen (ninth); and Chris Vanek (ninth). In the Junior division, John Gao came in first and Si Nguyen took second place honors. Pictured in the accompanying photos are: (photo 1, l-r) Andy Isensee, Steve Lindsey, Mark Mathias and Gene Stein; and (photo 2, l-r) John Gao and Si Nguyen of the Junior division, with their respective trophies.

Photo 1

Photo 2
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