Shanice Wilson
INSIDE THE BOX

COVER STORY

SHANICE WILSON: We Love Her Smile—And Talent

In an exclusive interview, Motown recording artist Shanice Wilson talks with Cash Box editor-in-chief Fred Goodman about her new LP, Inner Child, which is her first for the label. The 18-year-old singer/songwriter discusses her working relationship with the album’s producer and co-writer, Narada Michael Walden, and her plans for the future.

—see page 7

NEWS

Virgin Signs Rolling Stones

Rock’s perennial “Bad Boys,” The Rolling Stones, have inked a new deal with Virgin Records, which takes effect in 1993. Some of their most successful catalogue albums are also included in the deal, reportedly worth between $35-$45 million.

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Leon Bell Named Marketing Director At Cash Box

Leon Bell has been named marketing director of Cash Box magazine effective immediately, according to George Albert, president and publisher of Cash Box. Prior to joining the publication, Bell most recently was president of B&B Entertainment Group in Los Angeles, where he was a personal manager for recording artists, actors and comedians. Before that, he held the post of senior production auditor at the National Broadcasting Company in Burbank.

Bell will work out of Cash Box’s Los Angeles office.

STEEL DEALS: The Rolling Stones have signed a “substantial long-term contract” with Virgin Records. The agreement calls for three new Stones albums to be produced from 1993 onwards. Though no figures were announced, it has been rumored that the price tag is in the $35-45 million neighborhood. In addition, the Stones’ catalogue from 1971 to the present (from Sticky Fingers to Flashpoint and beyond) transfers to Virgin in March, 1993. The Stones have been signed to Columbia for the past several albums, while Keith Richards has had a solo deal with Virgin since 1988.

BUTTERFLY: EMI Music has made an agreement to acquire the remaining 50% of Chrysalis Records it did not already own for an reported $30 million plus assumption of debts. In turn, EMI has decided to consolidate its New York-based labels. Chrysalis will combine with EMI Records USA and SBK Records under a new organization called EMI Records Group North America. Charles Koppelman will head the group as chairman/CEO, with Bell becoming the non-executive chairman of Chrysalis. All will report to Jim Fifield, EMI Music president and coo, who said, “I am pleased that following our acquisition of the outstanding 50% of SBK Records, and our acquisition of the remaining 50% of Chrysalis Records, we are able to create a consolidated multi-label organization on the East Coast. We will maintain distinct label identities for EMI, Chrysalis and SBK while creating strong combined sales, marketing and promotion teams which will service all three labels.” EMI Music also took the time to announce record results for the first half of their 1991/92 fiscal year with a 1.5% increase in sales (from $851.5 million to $837.4 million) and a 12% increase in profits (from $79.4 million to $88.9 million).

WRITE THEY ARE: The annual ASCAP-Deems Taylor Awards to music authors and journalists have been announced. Seven books were honored: Laurence Bergreen’s As Thousands Cheer: The Life of Irving Berlin, Fredric Dannen’s Hit Men: Power Brokers and Fast Money Inside the Music Business, Daniel Heartz’s Mozart’s Opera, Carol J. Oja’s Colin McPhie: Composer in Two Worlds, Randy Poe’s Music Publishing: A Songwriter’s Guide, Joseph P. Swain’s The Broadway Musical: A Critical and Musical Survey and Timothy White’s Rock Lives: Profiles and Interviews. And seven online, newspaper or program writers also honored: Carol K. Baron, Bart Bull, Bruce Burroughs, Brian Cullman, Leslie Gourse, Steven Ledbetter and Stan Souther.

IN AN EFFORT to renew historic bonds between African-Americans and Jewish people in the United States and abroad, a music industry media event, “An Evening of Friendship,” has been scheduled to take place sometime in the spring of 1992 and will feature recording artists who will perform at a formal banquet. African-American journalist Cookie Lombe, who has worked in the entertainment industry for 10 years, conceived and is organizing the event. According to Lombe, “Many of today’s teenagers do not know the proud history of Blacks and Jews fighting together against common enemies—prejudice and bigotry. Music is a powerful way to communicate to young people, increasing their knowledge and overcoming destructive publicity found in the sensationalistic media.”

EAST COAST TIDBITS: CEGB’s, where lots of interesting stuff has happened, is launching a video label. They’ve been taping some currently undiscovered bands at the club and that tape will be out in early ’92... New York’s New Audiences Productions and New Jersey’s Swing Street Productions have signed an exclusive booking agreement with the Paramount Theatre, on the boardwalk in historic Asbury Park, New Jersey.

The Neil Bogart Memorial Labs raised over $1 million from “Prom Night ’91,” their sixth annual charity gala. Ninety-five per cent of the money raised will go directly to research for discovery new and more effective methods for treating cancer, leukemia and AIDS. As a division of the T.J. Martell Foundation, the Bogart Labs are part of a national organization which has raised over $20 million. Seen at the Hollywood Palladium event are: (+) Geffen/DGC president and the evening’s honoree, Ed Rosenblatt; Bogart Labs co-founder, John Bogart Trabulus; and Tony Martell.

ON THE MOVE

Ed Eckstine, who has been co-president of Mercury Records since earlier this year, has now been promoted to sole president of the label. ■ Martin Bandier has been promoted to chairman and chief executive officer of EMI Music Publishing. Bandier had been vice chairman of EMI Music Publishing and president and chief operating officer of SBK Records. ■ Tom Kraus has been promoted to senior vp and general manager of BMG Spinnaker. Kraus is a 14-year industry veteran. ■ Wolf Wilson has been upped to the position of senior vice president of marketing/sales at MCA. Wilson, who was appointed the position by Bruce Hinton, president of the Nashville label, was most recently vice president of marketing/sales at MCA. He has been with the label for 12 years, starting as a sales rep in Cincinnati. In his new position, Wilson will continue to oversee all marketing campaigns, advertising, merchandising and sales for the label. ■ UNI Distribution Corp. has announced the promotion of Peter Scifres to senior vice president, manufacturing and operations. Before this, he was vice president, manufacturing. ■ Capitol-EMI Music has appointed Rayna Brown vice president, human resources. She joins Capitol from EMI Communications, where she held the same post. ■ Angee Jenkins has been promoted to director, West Coast publicity at MCA Records. She was previously manager, publicity. ■ Colleen Reichenbach has been promoted to director, alternative promotion and marketing, West Coast at Elektra Entertainment. She was formerly marketing coordinator, West Coast for the label. ■ Larry Blumenfeld has been named manager, jazz publicity, Columbia Records, a newly created position. Blumenfeld comes to the label from New York’s Blue Note jazz club. ■ Rhino Records has announced two promotions. Lori Gates has been upped to manager, publicity and marketing. For the past year, she has been marketing coordinator for the label. Also, Robin Hewitt has been promoted to the post of financial analyst for Rhino. She had been an administrative assistant in the financial affairs department. ■ PolyGram Holding Inc. has appointed Richard Weitz to the post of senior vice president & general manager. Prior to joining the label, he was vice president of marketing for Capitol Records. ■ K-tel International has announced additions to its staff of Tom Lenaghan as senior vice president, sales and Bill Hallquist as manager, entertainment marketing. Lenaghan was most recently vice president, national accounts at Lieberman Enterprises. Hallquist had 12 years experience at Lieberman, heading their media, creative service and marketing departments. ■ The Dick Clark agency has added talent agent Elaine Hightower to its urban contemporary division. Previously, she was with United Talent Agency. ■ EMI’s Jeff Melnick has been appointed vp, manufacturing/sales, to oversee the label's R&B promotion. Melnick previously was vp of R&B promotion. ■ The Dick Clark agency has added talent agent Elaine Hightower to its urban contemporary division. Previously, she was with United Talent Agency. ■ EMI’s Jeff Melnick has been appointed vp, manufacturing/sales, to oversee the label's R&B promotion. Melnick previously was vp of R&B promotion.
MUSIC REVIEWS

SINGLES

STEVIE WONDER: "These Three Words" (Motown PCD-1007)
We don't think it's possible for Stevie to make a bad record. This three-epiedit CD single is a ballad, with all the riffing vocals, and all the warmth of this continually amazing artist. The song may lack the pop appeal for Top 40 radio, but it is very much worth a listen, and it is available in this fine, sound-conscious, 12-inch single. Jungle Fever, which was essentially a Stevie Wonder album, written, produced and arranged by himself.

TOMMY PAGE: "My Shining Star" (Sire/Warnier PRO-C5054)
This is a very commercial, dance-able tune from the album From The Heart. The third single from the head singer/songwriter. This CD single contains two edits, basically the same with the exception of 15 more seconds on the second edit. Tommy has always had a song written for him by hit songwriters Diane Warren and Michael Bolton, and just may attract the attention of young listeners with this single, produced by Michael Jonran and Page.

MR. BIG: "To Be With You" (Atlantic PRCD 4271-2)
"To Be With You" is an unplugged, acoustic guitar and harmony sing-along single from their latest LP Loverburn. It contains a varied assortment of hard-rock,, thrash and blues. The band's sophomore album follows its self-titled first album. Singer Eric Martin sounds like the quintessential rock star, and backed by some excellent non-electric guitar-picking by guitarist Paul Gilbert, they do manage to sound very much without an electric drum for a pick. The cut is produced by Kevin Elson.

Yoyo: "Girl Don't Be No Fool" (West America Records PCD-602)
Yoyo, who is said to be by many, the most talented female rapper out, has recently released the fourth single taken from her debut album Make Way For The Motherlode. First of all, the production on the remix sounds cluttered, but the original album version has a much more acceptable sound. Yoyo's ability to give her voice the roller-coaster effect.

ERIC B. & RAKIM: "What's On Your Mind" (MCA CD-35205)
What's with all of these hardcore artists coming out nowadays? This time, one of rap music's most intelligent and respected rappers (Rakim) has recorded a love rhyme that is featured on the motion picture soundtrack for House Party II. To really get into this single, you have to forget the type of production that's featured in the song. The production is pretty catchy and Rakim delivers a flow'n' rhyme to make the production complete.

JODECI: "Stay" (MCA CD-35403)
It seems that Jodeci just hit the number one spot a couple of weeks ago with "Forever My Lady," on the Cash Box Rhythm & Blues Singles Chart. But regardless of that, they have already released the follow-up to that single. One thing about Jodeci is that their slow, ballad-style songs seem to attract much attention from the female audiences. But it seems that they are concentrating on them now. Look for heavy radio rotation for this smooth one.

SYLK SMOOV: "Cool Hand Loc (Delicious Vinyl"
314-513-132-11
For anyone who thinks you have to be from New York or Los Angeles to be a B.B., Sylik Smoove will prove you wrong. This young St. Louis rapper has a style that is best described by his name. This 12-track, debut album is a potpourri of music styles that act as the background for his smooth but hard lyrics. "What Dat Sylik Like?" is one of the album's top tracks, managing to be just enough of a ballad to open the competition with ease. Also look out for cuts like "An Ya Don't Quit," "Keepin' It Dope" and "Klientele.

JOHN COLTRANE: The Gentle Side Of John Coltrane
Impulse/GRT GRD-107
This album is put together as a compilation of jazz legend John Coltrane's smooth ballads that have been used as guidelines for a lot of today's leading names in this field. Most of his recordings included are those ranging from the early to the mid-60s era. "Soul Eyes," "I Want to Talk About You," "Nancy" and "In A Sentimental Mood" are among the masterpieces included on this 12-track CD. The quality of the recordings are quite clean considering how long ago they were constructed.

GERALD ALBRIGHT: Live at Birdland West (Atlantic 7 82334-1)
Gerald Albright, one of today's most recognized contemporary jazz artists, has recently released a 12-selection CD that was recorded live at Birdland West. Although he is often compared to such modern artists as Kenny G and Niaa, Albright's style has a much wider range. His CD's are "George On My Mind," "Limehouse Blues," "My One And Only Love" and "Softly As Sunshine." This is one modern-day jazz artist that has yet to take his career to its promising peak.

PICK OF THE WEEK

MICHAEL JAMISON: Dangerous (Epic EK 45400)
We decided this album should be Pick of the Week because we were all under the assumption that, if it was the EK work of the 90s, then it had to be one of the "artist of the 90s." With an initial shipment of four million units, it would be an important, influential work, and it is...NOT! We have been anything but impressed with the new material that has been released by Epic this year. This CD is one of the more promising albums that we've seen by Epic in a while. The songs are catchy, well-written, and the production is top-notch. We highly recommend this album to anyone who enjoys good music.
By Randy Clark

TAKE ACTION, JACKSON: Well, apparently there are some people who have more money than we do. Not that any of us doubted that Michael Jackson was hurting for cash, most of us are aware that he's hurting for something, but we—and probably he doesn't even know what it is. You would think this guy would get enough media attention just by simply releasing his new album, Dangerous, strictly on who he is and what he has contributed so far, video notwithstanding. But then, we're not talking about someone who is by any stretch of the imagination, normal. Nobody else, ever, has had the budget in a recording and multi-media contract (possibly exceeding one billion dollars) at any time in history.

The mysterious Michael J.

I'm sure we can all understand the argument about artistic quality, and even the point that Michael would want to provide the best possible product available. The point is really one of responsibility. He got where he is by consistently proving he is a wealth of talent, and quite possibly deserves the highest monetary contract in pop music's history. But considering the huge role-model burden placed on individuals who are nowhere near the stature of Monster-Michael, where does an artist of his enigmatic standing feel his license to do anything and his obligation to sane, public responsibility begin?

Okay, so he released a massively controversial video, and the next day, cut out the accused four-minute segment of violent behavior and blatantly unnecessary, overdone sexual groping, then made a sheepish, "Gee, I didn't realize" public statement. So couldn't someone in that multi-million-dollar empire's camp have thought of that possibility to begin with? Or is it all hype, press and calculated media-manipulated sales tactics? Who knows. You spend money to make money, controversy equals ratings, the bigger the better, and any publicity is good publicity, is that really true? Isn't the bottom line or we not like this guy, that this point doesn't personal integrity have some value in our assessment of how much attention we give anyone? Maybe he doesn't feel he is above that sort of behavior, or maybe he just doesn't know what else to do. None of this is original, and no one really cares when it's done by someone who is seeking that kind of publicity.

I'm sure that it would take quite some time before the media and the public started to wonder if Michael Jackson is not worth our attention, but it seems to me, that people who are such major public figures have callings much greater in all this "How much bigger can I get" mentality. Magic Johnson may have stumbled unintentionally into his, but at least he's taking action. It was music that launched Michael Jackson to the height of our curiosity and made him an icon of public accolade, unless the music evolves and continues to keep our interest, and he isn't planning to just go away and never be heard from again, he should think more about changing the face of the world with his obvious influence, status and role-model image, instead of changing the face he sees in the mirror and demonstrating to us all that he is really only concerned with himself. The words of his songs say one thing, but what they're saying is obviously something else. I can't figure it out... (Album reviewed this week).

IT'S ABOUT TIME: Well, onto a much lighter note... Doesn't it seem like there would have already been a story on Hollywood Boulevard's Walk Of Fame for the likes of legendary guitarist, Jimi Hendrix? But, NO.... His was the 1,943rd star to be placed in the celebrated sidewalk in a ceremony that took place last Thursday. Nearly 20 years after his death, he finally made it, after releasing nearly 20 albums of recorded music, and artists covering old, and uncopied new, unreleased material every year. The event was officiated by the Honorary Mayor of Hollywood, Johnny Grant and President Emeritus of the Hollywood Chamber of Commerce, Bill Welsh, both administrators of the Walk of Fame Hollywood Historic Trust. I guess it's better late than never... Hey! I'm scrammin', but I hope to see you all... next week...

By Lee Jeske

WHERE DO YOU SUPPOSE THE KENTUCKY HEADHUNTERS PLAYED ON HALLOWEEN? Somewhere they weren't likely to be recognized. Trick or treat on the Bowery.

HAIRLINE REGULATION: Steve Van Zandt lives in my neighborhood... I often see him carrying books, Enamored w/ cakes around the local D'Agosto supermarket and, yes, he always—always—has the schmata on his head. Not a great looking guy is ol' Miami Steve—he's a bit vulturish looking—but there's apparently something under that rag that he feels will make him look even worse. Namely, nothing. The same stuff Elton John has under his hats (despite the much publicized plugs of a decade or so ago), The Edge has under his schmata and Paul Simon has under his toupee.

It seems to me that once you make the schmata decision, you're stuck with it. Almost as bad as the hat. My father, for instance, was an expert on the hat department. He wore his hat much like you see in Buford County, Texas: out of the closet after someone's died. But if you could only get him to wear a hat! So I say, Steve—wear your hat. This is no time for image, or opinion, or looking at the hat when you look at the band. This is the time for the music, if you want to do it. And if you want to wear a hat, wear the hat. No compromising on the band. 

DO YOU BELIEVE IN MAGIC? I've got a release here saying that the Lovin' Spoonful, one of my favorite '60s bands, is getting back together for a tour. The Lovin' Spoonful, of course, were John Sebastian (who really was the Lovin' Spoonful), Zal Yanovsky, Steve Boone and Joe Butler, and I'd be happy to see them together anytime they get together (their last reunion was for the movie that caused Paul Simon to don a hairpiece). Well, this Lovin' Spoonful has Boone and Butler but no Sebastian and no Yanovsky. No Sebastian?!! No, it does, however, have Paul Simon, formerly of the Australian group, and his brother, Jerry. As Chris Hillman said about Michael Clarke's edition of the Byrds, "That's like Ringo going out with three other guys and calling it the Beatles." Unsuspecting public, beware—this is a sham of a mockery of a sham. As for Sebastian, who recorded some great solo albums after the group split up, I met him and his wife a few years ago and he looked great and he seemed content, living in Woodstock and writing music for kids TV shows. There's a career I'd happily see revived. As for these Spoonful, fire on them!
IT SEEMS LIKE ONLY YESTERDAY that Shanice Wilson wowed the judges of Star Search and took home the grand prize. But that was seven years ago when she was 11 years old.

Now a more mature, yet still youthful 18 year old, Wilson is on the brink of stardom. Her spanning new Motown album, Inner Child, her first for the label, has just been released and is already garnering the attention given to established superstars. Her initial single from the lp, "I Love Your Smile," is rocketing up the Cash Box R&B Singles Chart (number 14 with a bullet), and looks to be the first of many hits to come.

"I feel this album has more universal appeal and crossover potential than Discovery (her A&M album, released in 1988, which landed her two Top 10 R&B hits)," Wilson claims. She is hoping that Inner Child, which was produced by multi-grammy, multi-number-one producer Narada Michael Walden (Mariah Carey, Whitney Houston, Aretha Franklin, among others), will "go triple platinum."

Motown president Jheryl Busby goes even further in his praise of the lp: "Narada has captured Shanice's undeniable talent and dynamic, five-octave voice on Inner Child, which promises to be a smash. Motown is blessed with one of the best performing artists in the business—a pure singer. I feel this will be the biggest album I have marketed in my career. She will re-establish the standards for music and performance in the 1990s."

Walden, who has already crafted five number one singles thus far in 1991, is looking to continue his hot streak with Wilson. "Shanice is one of the most talented singers I have ever worked with," Walden emphatically states. "The album is even more dynamic than I had dreamed. I'm really excited about this project. She is going to conquer the world with her beautiful smile, her tremendous talent and will power."

Wilson says that it was very exciting working with hitmaker Walden. "Working in the studio with Narada, I've really grown," notes Wilson. "He let me be myself vocally, and we had a lot of fun writing together."

In fact, Wilson and Walden co-wrote most of the songs on the album. "Narada would just mess around on the piano," Wilson explains, "and we would come up with most of the melodies together. We did everything together. I'm glad I got the opportunity to work with him. He's great."

According to Wilson, Walden was also very generous during the three months it took to record the album, which was produced at his Bay Area studio. "While we were in the studio," Wilson says, "he was like Santa Claus to me. Every day he would bring me a present. It was just so much fun!"

Those feelings of fun and generosity are pervasive in Inner Child. On "Silent Prayer," a ballad that features labelmate Johnny Gill on background vocals, Wilson weaves a tender plea of hope for a lover's safe return. The song was originally conceived for the troops during Operation Desert Storm. Wilson displays her top-notch vocal prowess on a cover of Minnie Riperton's classic "Lovin' You." With "You Ain't All That" she shows a more playful side. "Each song on the album represents another aspect of me," Wilson notes.

The maturity evident on Inner Child comes after a career that began when the Pittsburgh-born, Los Angeles-bred Wilson was still a toddler. "I started singing melodies at seven months old," giggles Wilson, "and Mom has it all on tape."

She performed in local musicals and modeled, as well as appearing on television commercials including a Kentucky Fried Chicken spot with the legendary Ella Fitzgerald. "At the time, I had no idea who she was," Wilson says. "After all, I was only eight years old."

A performance at a local L.A. theater in the musical Get Happy led to Wilson's first recording contract with A&M. She recalls that "it was hard to find songs for an 11-year old because most songs for someone with my voice were too mature."

Eventually, she cut Discovery, which yielded chart toppers such as "Can You Dance," "No 1/2 Steppin'" and "This Time."

As far as her musical influences are concerned, Wilson lists the Emotions, Phyllis Hyman, Aretha Franklin and her mother, Crystal (who is currently working on her own album for Motown). Also, gospel group, the Clark Sisters, whose harmonies gave Wilson the idea for the album's opening interlude "Keep Your Inner Child Alive," is one of her favorites.

In fact, Wilson says that she would love to do a gospel album someday, and maybe even double in acting. "When I was younger," she notes, "I was not shy at all. I notice as I get older, I'm becoming shyer. If I want to act, I've got to overcome my shyness. I've got to let my inner child out again."

Inner Child, what a great title for an album!
DEATH CERTIFICATE  
PUBLIC ENEMY  
TOO LEGIT TO QUIT  
HAMMER  
SPORTS WEEKEND  
2 LIVE CREW  
NAUGHTY BY NATURE  
Naughty By Nature  
WE CAN'T BE STOPPED  
Geto Boys  
SONS OF THE P  
Digital Underground  
MR. SCARFACE IS BACK  
Scarface  
LOW END THEORY  
Tribe Called Quest  
OF THE HEART OF THE SOUL AND THE CROSS  
(See Street/Island 510276)  
P.M. Dawn  
NINGAALIFE (Ruthewa/Priority CDL 5276)  
PRINCE OF DARKNESS (Gold Chillin/Reprieve 26715)  
Big Daddy Kane  
AS REAL AS EVER (Epic 47310)  
Shabba Ranks  
PENNY (ON WAX)  
Black sheep  
HOMEBASE (Jive/MCA 1930)  
J.J. Jazzy Jeff & The Fresh Prince  
HOUSE PARTY II (MCA 10397)  
Soundtrack  
MUSIC FOR THE PEOPLE (West West 91377)  
Marky Mark & The Funky Bunch  
PEACEFUL JOURNEY (Uptown/MCA 10289)  
Heavy D & The Boyz  
10 THINGS I HATE ABOUT YOU (Tapestry)  
Poor Righteous Teachers  
FAMILY  
(Electric 61026)  
Kid N Play  
AIN'T A DARN THANG CHANGED  
(Preferred 57118)  
WC & Mad Circle  
QUICK IS THE NAME  
(Atlantic 14540)  
J.D. Jully  
ACT LIKE YOU KNOW  
MC Lyte  
BLACKS MAJIC  
Salt N Pepa  
M.C. BREED & D.F.C. (S.D.E.G./Atlantic 4100)  
M.C. Breed & D.F.C.  
G.O.G. ORIGINAL GANGSTA  
(Strike Warner Bros. 26492)  
Ice T  

DEAN REY

DEAD COMEDY JAM: The man who made you jam is going to make you laugh with The Russell Simmons Def Comedy Jam, four half-hour specials that will air on HBO in early spring of '92. Known as the pioneer in the rap industry, Simmons heads Rush Communications, Def Jam Records, RAL Associated labels, Rush Management (home of Run DMC, 3rd Bass, LL Cool J and many more), and RSTV which produced the specials.

The latest entry in the New York, The Russell Simmons Def Comedy Jam presents up-and-coming comedians in each segment. Simmons wants the camera "behind the scenes" for a more popular introduction to the comedians, while Martin Lawrence (House Party II) acts as host. Look for upcoming dates.

HOLLYWOOD PALLADIUM BACK ON THEA' SCENE: The Hollywood Palladium was being watched like a hawk Saturday, Nov. 16, by the Los Angeles Police Department and city officials. Over 2,500 college teens packed into the famous landmark to see 3rd Bass, Daddy Freddie, Brand Nuhtan and A Tribe Called Quest. Due to several other rap incidents in the past, owners of the Palladium have been cautious about booking rap concerts at the venue. "No other building in town will touch a rap concert like this one, we were prepared, we had plenty of security on hand so the kids and everyone felt safe," states owner Fellipe Darrell. Not only did the event bring out the LAPD, it brought out celebrities like Boyz N The Hood director John Singleton, Def Jef, Bell Biv DeVoe, Claude Brooks of True Colors and Quincy Jones III group Poet Society, HWA, Yo Yo and many others.

PROFILE WELCOMES FUNKMAST FLEX: Cory Robbins, president of Profile Records, has announced the appointment of Funkmaster Flex as A&R representative, effective immediately. Flex is a professional deejay, having worked in clubs in New York, Paris and Japan. In addition, he has hosted a popular mix show on WBLS-FM and has remixed numerous singles. Flex will be based at the New York city office.

DELIUS VINYL RECORDING ARTIST Tone Loc, the man that brought us the crossover hit "Wild Thing," which also was the third-best-selling single of all time is back with more. His new single, "All Through The Night," a sleek love ballad featuring El DeBarge is quite a change from his previous projects. Not only is he taking the opposite approach by releasing a ballad as his first single, he co-produced and co-wrote nine of the 11 songs on his new album Cool Hand Loc. On this album Loc emerges as a fully rounded musician, combining many effective rap styles.

In addition to his long-anticipated lp, Loc has been working on some film projects. He is currently in the process of voicingovers for two major animated feature films. Bebe's Kids, based on the infamous Robin Harris comedy routine, is directed by the Hudlin Brothers. Loc plays the role of Pee Wee, a precocious, six-month-old infant. Loc teams up with Robin Williams for his second voiceover role in Fox's $22 million animated extravaganza Fern Gully is about the Amazon rainforest, and a portion of the profits will be donated to foundations working to prevent its destruction. Both films are scheduled for a spring release. This winter, Loc makes a cameo appearance as a comical, Hansom cab driver in Orion Film's Car 54, Where Are You.

AUTOGRAFHS ANYONE? RAL/Columbia recording artists nice & Smooth recently dropped by Bobby G's Records and Tapes in San Francisco, CA to sign some autographs for their fans. Pictured (l-r) are Smooth B and Greg Nice.

DONT FORGET! Cash Box Magazine will be having a RAP special January 25, 1992. The deadline for ads will be January 13. Contact the Rush Department at (213)464-8241.
By Bryan DeVaney

RHYTHM & BLUES

En Vogue

EASTWEST RECORDING ARTISTS: En Vogue have announced that they will be releasing a new EP in time for Christmas. It is entitled "Remix To Sing," a six-song compilation that contains five of En Vogue's remixes that have kept dance floors the world over pumping and jumping for the last 18 months. Included on this collection are remixes of three #1 R&B hits: Marley Marl/F's hip-hop remix of En Vogue's "I'm Just Too Funked Up"; "I'm Just Too Funked Up"; and Frankie Knuckles' club remix of "You Don't Have To Worry." Chicago house-master, Steve "Silk" Hurley, contributes his house remix of "Strange" as well.

"Remix To Sing" also boasts a brand new track, "Silent Night," written and produced by Atox/EastWest recording artist Chucki Booker (who had a #1 R&B smash of his own with "Turned Away"). En Vogue's second album is scheduled to be released in early March.

THE 14TH ANNUAL CBEA AWARDS: This year's big winners at the 14th Annual CBEA (Communications Excellence to Black Audiences) Awards held at the New York Hilton were the Uniworld Group, capturing a total of 14 awards, and Burrell Advertising, placing a close second with 11 awards.

Co-chaired by Robert Johnson of Black Entertainment Television and Keith Reinhardt of DDB Needham Worldwide, the awards were presented in 46 categories to corporations and advertising agencies for their efforts in reaching the African American consumer.


MCA SUPERSTAR: Jody Watley will be releasing a third album titled "Affairs Of The Heart," that is due out December 10. The album follows her two consecutive platinum-plus albums, six Top 10 hits and acclaim for her performance of Cole Porter's jazzy ballad, "After You," on the Red Hot Blue album for AIDS research.

To celebrate the release of Jermaine Jackson's new album, You Said, Arista/LaFace Records recently threw local retail listening parties in major markets across the country. The album was produced by LA Reid and Babyface and was released in late October. The Los Angeles party was held at Christopher Hansen Audio in Beverly Hills. Pictured at the party are (l-r): Jerry Silhan, BMI; Jerry Follis, Arista; Kati Moore, Arista; Garry Griffin, Arista; Jermaine Jackson; Kirk Bonn, Arista; Lamont Boles, LaFace Records; Jon Klein, Arista.

TOP 75 R&B ALBUMS

CASH BOX • NOVEMBER 30, 1991

1. DEATH CERTIFICATE (EMI/IMM) Ice Cube 3
2. DIAMONDS & PEARLS (Poly/Epic/Warner Bros. 2007) Prince 6
3. APOCALYPSE 91...THE ENEMY STRIKES BACK (Def Jam/Columbia 47374) Public Enemy 6
4. COMING TO GET YOUR LOVE (Poly/Columbia 47374) Tone Loc 4
5. ALWAYS MY LADY (MCA 10198) Jodeci 24
6. EMOTIONS (Columbia 47900) Mariah Carey 8
7. COOLIE HIGH HARMONY (Motown 47375) The O'Jays 27
8. NAUGHTY BY NATURE (Torry Boy 1044) Naughty By Nature 8
9. SPORTS WEEKEND (Luv/Atlantic 91720) 2 Live Crew 6
10. WE CAN'T BE STOPPED (Epic/Latonya 91720) Geto Boys 10
11. OF THE HEART, SOUL AND OF THE CROSS (Elektra-91720) George Clinton 10
12. PM. DAWN (Elektra-91720) Tribe Called Quest 13
14. MR. SCARFACE IS BACK (Poorly 91767) Scarface 16
15. UNFORGETTABLE (Elektra 61049) Natalie Cole 15
16. AS RAW AS EVER (Epic 47320) Shabba Ranks 22
17. HOUSE PARTY II (MCA 10367) Soundtrack 20
18. COLOR ME BAD (S.M./MCA) 91777 Color Me Bad 17
19. PRIVATE LINE (Elektra) Gerald Levert 25
20. BURNIN' (MCA 10439) Patti LaBelle 26
21. PUT ME IN YOUR MIX (A&M 5377) Barry White 26
22. WIND-BOOTY WOMEN (BMG/BABY) Bell Biv Devoe 19
23. PRINCE OF DARKNESS (Cold Chillin'/Reprise 26715) Big Daddy Kane 26
24. RITUAL OF LOVE (Warner Bros. 26200) Karyn White 18
25. BACK TO THE FUTURE PART II (Poly) N.W.A. 28
26. THE POWER OF LOVE (Epic 46758) Luther Vandross 29
27. A WOLF IN SHEEP'S CLOTHING (Mercury 84366) Black Sheep 25
28. PEACEFUL JOURNEY (Uptown MCA 26299) Heavy D & The Boyz 20
29. DIFFERENT LIFESTYLES (Columbia 47279) BeBe & CeCe Winans 28
30. THE CONFORT ZONE (Warner Bros. 46824) Vanessa Williams 30
31. NIGGA LIIFII (Priority 91726) N.W.A. 25
32. FRIENDS IN HIGH PLACES (Profile 91726) MCA 25
33. PRIME OF MY LIFE (Reprise Internationals) Phyllis Hyman 33
34. CAN YOU STOP THE RAIN (Columbia 46823) Peabo Bryson 22
35. PLAYTIME IS OVER (Epic 46758) Cymande 34
36. HOME (Routier/Capitol) Luenell 38
37. BRIDGING THE GAP (Reprise 26524) Roger 39
38. GOOD WOMAN (MCA 10206) Gladys Knight 36
39. THE HOMESTYLE (Capitol 46758) Cherielle 40
40. PURE POVERTY (Priority 1415) Righteous Teachers 37
42. QUIK IS THE NAME (Profile 14099) DJ Quik 42
43. QUIK IS THE NAME (Profile 14099) D.J. Quik 42
44. YOUNG MAN, OLDER WOMAN (East West/MCA) En Vogue 44
45. FACE THE NATION (Elektra 61026) Kid N' Play 45
46. TOGETHER FOREVER - GREATEST HITS 1985-1991 (Elektra 14199) R/F Remix 50
47. 46N'T A DAMN THING CHANGED (RAU/Columbia 47375) Nice & Smooth 46
48. THE EVOLUTION OF GOSPEL (Perspective/MCA 1000) Sounds Of Blackness 49
49. POWER OF GREAT MUSIC (Warner Bros. 2656) Sounds Of Blackness 43
50. BOY'Z N THE HOOD (Eve) Soundtrack 43
51. BLACKMAJIC (Next Plateau) Salt N Pepa 43
52. THE SONGSTRESS (Elektra 6116) Anita Baker 43
53. REAL LOVE (Atlantic 91767) Lisa Stansfield 44
54. THE NIGHT TO MUSIC (Atlantic 91751) Roberta Flack 45
55. PENICILLIN ON WAX (Columbia 46797) Dog Miss Debut 57
56. MAKE TIME FOR LOVE (Warner Bros. 26529(G)) Keith Washington 52
57. H. FIVE (Jive/RCA 1239(G)) Hi-5 53
58. GREATEST HITS VOL. 1 (MCA 10434) New Edition 57
59. YOUNG MAN, OLDER WOMAN (East West/MCA) The Boyz 57
60. I'LL NEVER FORGET (Malaco/Mal 4404) Millie Jackson Debut 60
61. AIN'T A DAMN THANG CHANGED (Priority 14159) Bobby Jones Debut 60
62. WC & THE MAAD CREW (East West/MCA) 62
63. HOW A BLACKMAJIC (Capitol 91767) Schooly D 64
64. NATURE OF A SISTA (Tommy Boy 10035) Queen Latifah 71
65. HEAVY FROM THE MOVIE "JUNGLE FEVER" (Warner Bros. 2656) Stevie Wonder 63
66. BRAND NEW HEAVIES (Delicious Vinyl 422 846674) Brand New Heavies 58
67. I'M ON YOUR SIDE (Atlantic 91757) Jennifer Holliday 55
68. DEEPER IN THE DREAM (Delicious Vinyl 422 846674) Deee L. Soul 55
69. DAMIAN DAME (LaFace/Arista 62000) Damian Dame 61
70. STRAIGHT CHECK'N EM (Orpheus/Epic 47900) Cement 56
71. PUNNY LOADED (Ruff/Ruffhouse 26918) Onyx 5.5
72. COOLIN' AT THE PLAYGROUND YA KNOW (Motown 46758) Another Band Creation 70
73. JUICE (Epic 46729) Ice-T 70
74. IN CONTROL VOL. 2 (Warner Bros. 26257) Marley Marl 73
75. LET THE BEAT HIT EM (Columbia 46823) Lisa Lisa & Cult Jam 65
76. I NEED A HAIRCUT (Cold Chillin'/Reprise 46729) Biz Markie 66
### CASH BOX • NOVEMBER 30, 1991

<table>
<thead>
<tr>
<th>#1 SINGLE: Traci Spencer</th>
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<tbody>
<tr>
<td><strong>TOP 100 R&amp;B SINGLES</strong></td>
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<tr>
<th></th>
<th>Total Weeks</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>TENDER KISSES (Capitol 44769)</td>
<td>2</td>
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<tr>
<td>2</td>
<td>ARE YOU LOVELY FOR ME (Atlantic 4-82121)</td>
<td>3</td>
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<td>3</td>
<td>FEELS LIKE ANOTHER ONE (MCA 54229)</td>
<td>3</td>
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<td>4</td>
<td>I'LL TAKE YOU THERE (Capitol 44749)</td>
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<tr>
<td>5</td>
<td>PRIVATE LINE (East West Atlantic 98705)</td>
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<td>6</td>
<td>PUT ME IN YOUR MIX (A&amp;M 75021 7386-2)</td>
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<td>7</td>
<td>CLOSER TH CLOSE (Columbia 26-73925)</td>
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<tr>
<td>8</td>
<td>GIVING YOU LOVE (Columbia 4-5478)</td>
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<td>9</td>
<td>AFTER THE DANCE (Warner Bros. 4-19184)</td>
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<tr>
<td>10</td>
<td>CAN'T TRUST IT (Columbia 73780)</td>
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<td>11</td>
<td>IS IT GOOD TO YOU (Uptown/MCA 54200)</td>
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<td>12</td>
<td>LOVE CRAZY (Reprise 26545)</td>
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<td>13</td>
<td>RIGHT DOWN TO IT (Arista 730062402-7)</td>
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<td>14</td>
<td>I LOVE YOUR SMILE (Motown 1581)</td>
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<td>YOU SAID, YOU SAID (Lilac/Arista 2-42003)</td>
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<td>16</td>
<td>CAN'T WAIT TO GET YOU HOME (Columbia 46789)</td>
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<td>DOUBBLE GOOD EVERYTHING (Capitol 5-54114)</td>
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<td>18</td>
<td>LIVING IN CONFUSION (Deja 14203)</td>
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<td>SET ADRIAN ON MEMORY BLISS (Cee Stree/Island 6508)</td>
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<td>20</td>
<td>FOREVER MY LADY (Uptown/MCA 54197)</td>
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<td>TELL ME WHAT YOU WANT (Owens/Warner Bros. 4-19275)</td>
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<td>HOUSE PARTY II (I DON'T KNOW WHAT YOU COME TO DO (MCA 54170)</td>
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<td>2 LEGIT 2 GUIT (Capitol 79005)</td>
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<td>THE RUSH (Epic 46799)</td>
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<td>CAN I DO IT LIKE THIS, CAN HE DO IT LIKE THAT (MCA 54227)</td>
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<td>WHEN IN LOVE (First Priority 98715)</td>
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<td>27</td>
<td>THE COMFORT ZONE (Mercury 865072-4)</td>
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<td>HOUSE CALL (Epic 467929)</td>
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<td>THE PRESSURE PT. 1 (Aspers/MCA 1200)</td>
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<td>EVERYTIME MY HEART BUZZ (SBK 07371)</td>
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<td>EVERYBODY GET UP (Reprise/Warner Bros. 19124)</td>
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<td>32</td>
<td>RING MY BELL (Jive/RCA 42023)</td>
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<td>BLACK OR WHITE (Epic 74100)</td>
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<td>GOOD TIME (Virgin 4-90376)</td>
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<td>CHANGE (Arista 29026)</td>
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<td>INSATIABLE (Paisley Park/Warner Bros. 5-5141)</td>
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<td>EMOTIONS (Columbia 73978)</td>
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<td>JUST ANOTHER GIRLFRIEND (Jive/RCA 42007)</td>
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<td>DO YA (MCA 75021-72970)</td>
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<td>40</td>
<td>KISS YOU BACK (Tommy Boy 930)</td>
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<td>41</td>
<td>LET THERE BE LOVE (Elektra ED-5574)</td>
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<td>NEVER IN MY LIFE (Tabu/A&amp;M 20965-4008)</td>
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<td>KEEP IT COMING (Elektra 64812)</td>
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<td>I WANT YOU (MCA 54137)</td>
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<td>CAN'T LET GO (Columbia 74068)</td>
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<td>MAKE TIME FOR LOVE (Owens/Warner Bros. 19101)</td>
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<td>THE WAY I FEEL ABOUT YOU (Warner Bros. 5135)</td>
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<td>CHECK THE RHIME (Jive 62011)</td>
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<td>STAY THIS WAY (Delicious Vinyl 6-697)</td>
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<td>MIND PLAYING TRICKS ON ME (Priority 7241)</td>
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<tr>
<td>51</td>
<td>YOU'RE THE ONE (Reprise 19175)</td>
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<td>ALL THROUGH THE NIGHT (Delicious Vinyl 866-104-4)</td>
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<td>GOODBYE TO YESTERDAY (Motown 6320)</td>
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<td>AIN'T GONNA HURT NOBODY (Select/Eleektra 4-69607)</td>
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<td>AIN'T NO WAY (Columbia 38-73995)</td>
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<td>56</td>
<td>I BELONG TO YOU (Arista 12369)</td>
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<td>57</td>
<td>KEEP COMING BACK (Capitol 79997)</td>
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<td>58</td>
<td>SWEET THANG (Capitol 79983)</td>
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<td>FUN DAY (Motown 7-5127)</td>
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<td>GROOVE YA (SML 94004)</td>
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<td>61</td>
<td>UH HUH (Motown 2441-4)</td>
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<td>JUST A TOUCH OF LOVE (Columbia 74030)</td>
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<td>STREET OF DREAMS (Charisma 4)</td>
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<td>I'M HOOKED (Bust &amp; Capitol 44751)</td>
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<td>SHE'S GOT THE JIVE (Jive 420 225-2)</td>
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<td>LEAVE THE GUNS AT HOME (RCA 62111-1)</td>
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<td>OVERLASTING (Epic 74119)</td>
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<td>YOU CALLED &amp; TOLD ME FROM &quot;STRICLY BUSINESS&quot; (Uptown/MCA 54142)</td>
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<td>PERCIVAL (Atlantic 91814)</td>
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<td>THE ARTIST AS A HOOD (Capitol 38-73996)</td>
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<td>3RD BASE (MCA 54249)</td>
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<td>SET THE NIGHT TO MUSIC (Atlantic 4-87607)</td>
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<td>STAND BY MY WOMAN (Virgin 4009)</td>
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<td>SOME TIMES I WONDER (A&amp;M 26905-17022)</td>
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<td>75</td>
<td>NICE N SLOW (Virgin 998)</td>
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<td>76</td>
<td>HEART TO HEART (MCA 54249)</td>
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<td>77</td>
<td>J.T. TAYLOR (Duets With Stephanie Mills)</td>
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<td>RINGING &amp; CO. (United/MCA 54137)</td>
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<td>ALL I NEED (RCA 62153-4)</td>
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<td>80</td>
<td>GIVING INTO LOVE (GPR 96002)</td>
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<td>STRONG (MCA 54125)</td>
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<td>82</td>
<td>MEET ME IN THE MIDDLE (MCA 54219)</td>
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<td>LET'S TALK ABOUT SEX (Next Plateau)</td>
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<td>KEEP ON LOVING ME (EMIUS056)</td>
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<td>D-O-G (MCA 54219)</td>
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<tr>
<td>86</td>
<td>100 SUPER WOMAN (MCA 54219)</td>
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The square bullet indicates strong downward movement
BMI's Preston To Receive UCP Honor

Barry Dean Fulton Special Needs Fund is a result of the UCP of Middle Tennessee chapter. Entertainer Barbara Mandrell and WSM legend Irving Waugh will serve as the event's honorary co-chairs. Preston has asked that internationally recognized pianist Dino Kartsonakis provide entertainment for the evening.

"United Cerebral Palsy of Middle Tennessee does an outstanding job each year in extending a helping hand to our neighbors with cerebral palsy and similar disabilities," said Preston. "I am happy to play a role in this year's community-wide effort to support this marvelous organization. I am deeply honored to have my friends Barbara Mandrell and Irving Waugh as co-chairs for this event. It is my goal to make this one of UCP's most successful annual appeals."

In 1989, Mary and Edmond Fulton helped to establish the Barry Dean Fulton Special Needs Fund, named in memory of his son. UCP is funded 100-percent by general public donations.

Frances W. Preston

RECOGNIZED FOR HER SENSITIVITY and generous support for the United Cerebral Palsy organization, Frances W. Preston, president and CEO of BMI, will be honored with a tribute on December 10 at Nashville’s Vanderbilt Plaza Hotel. The fund-raising dinner to benefit the

Country News Box

MARLBORO MUSIC NATIONAL TALENT ROUNDS UP WINNERS—The fourth annual event, hosted by Nashville, awarded first-place honors to The Jody Jenkins Band from the Austin/San Antonio, Texas, area with $30,000 and 40 hours of recording time with top-gun producer Scott Hendricks. The competition was held at 328 Performance Hall on November 16. Little Rock’s Thoroughbred received the second prize of $10,000 and the Lauren Montgomery Band from the New York/New Jersey competition took home third prize honors of $7,500. Other finalists included Kylie & The Wild West Show from L.A., Cross Fork from Philadelphia and Melissa Lewis & The Straight Up Band from Norfolk, Virginia.

DOLAN-LITTLE & HORN FORM LITTLEHORN COMMUNICATIONS—Bridget Dolan-Little and Brenda Adkins-Horn recently announced their partnership in Littlehorn Communications. The firm will represent clients in the entertainment industry for public relations, promotions, corporate tie-ins and other special projects. Both veterans have over 15 years combined experience in the music industry. Dolan-Little served as director of public relations for The Jim Halsey Company before establishing her own firm in 1989. Horn served as VP of public relations for Gangwich & Associates after operating as director of promotions for two worldwide corporations. With plans to establish a Nashville office in 1992, the Oklahoma City, OK/Kansas City, MO-based firm already boasts a client roster which includes Waylon Jennings, The Bellamy Brothers, Michael Martin Murphy’s WestFest, Chad Mullins, Billy Parker, Hallway Productions and Warner Western.

SIGNINGS AND SUCH—The Delta Mudcats recently announced that they have signed a management deal with Martha E. Moore. Marking the first, under the management wings of Moore, the Delta Mudcats recently performed a showcase in Music City. Actually, the Delta Mudcats’ performance was so impressive, a second showcase was requested. To say the least... these cats have some “major” interest purring at their paws.

Joan Saltel, senior vice president of Buddy Lee Attraction, Inc. was the recent recipient of the Rock Mountain Association of Fairs’ 1992 Service Member Award for her contributions and service on behalf of the fair association. The award is the Jane Shelhammer Service Member Award. Veteran songwriter S.D. “Whiskey” Shafer has signed a label contract with Opryland Music Group’s Acuff-Rose Music. Inducted into the Songwriters Hall of Fame in 1989, Shafer has become one of Nashville’s most prolific and respected tunesmiths—penning hits such as "That’s The Way Love Goes," "The Baptism Of Jesse Taylor," "Lucky Arms," "I Wonder Do You Think Of Me" and "All My Ex’s Live In Texas."
By Cory Cheshire and Kinny Wix

**COUNTRY MUSIC**

**COUNTRY RADIO**

**High Debuts**
1. DIAMOND RIO—"Mamma Don't Forget to Pray For Me"—(Arista) #43
2. MATRACA BERG—"It's Easy To Tell"—(RCA) #49
3. SAWYER BROWN—"The Dirt Road"—(Capitol/Curb) #51

**Most Active**
1. DOUG STONE—"A Jukebox With A Country Song"—(Epic) #35
2. MIKE REID—"I'll Stop Loving You"—(Columbia) #44
3. LIONEL CARTWRIGHT—"What Kind Of Fool"—(MCA) #36

**Hot Phones**
1. GARTH BROOKS—"Shameless"—(Capitol) #1
2. ALABAMA—"Then Again"—(RCA) #4
3. SAWYER BROWN—"The Dirt Road"—(Capitol/Curb) #51

**POWERFUL ON THE PLAYLIST**—"A Jukebox With A Country Song" is proving to be a hit with increasing popularity. Doug Stone's latest swings an impressive 20 notches, landing at #35 on this week's Cash Box Top 100 Country Singles Chart. KVOX-FM in Moorhead, MN; KIXX-FM in Little Rock, AR; and WSLO in Roanoke, VA report strong action for the newest Stone single. Two weeks and 18 spots later, "I'll Stop Loving You," the current release from singer/songwriter, Mike Reid takes the #44 position. Reports from stations such as KBOE in Oskaloosa, IA; WIXK in New Richmond, WI; and WKCG-FM in Augusta, ME indicate this single will follow typical Reid fashion in going straight to the top of the chart. Lionel Cartwright chases down another hit with his latest single entitled "What Kind Of Fool." Making a 14-point conversion and receiving positive reports from stations like KZOC FM in Osage City, KS; KZZY-FM in Devils Lake, ND; and WMMW-FM in Madisonville, KY; "What Kind Of Fool" jumps to the #36 slot.

**INSIDE RADIO**—The soon-to-debut country music TV series, Hot Country Nights has named KZLA morning disc jockey Ken Cooper as the official offstage announcer for the program. With a slate full of country music's latest and greatest, the hour-long show will debut November 24 on NBC.

**WCRJ/WRXJ** has named Cecil Thomas as general sales manager. Thomas has spent more than 26 years in broadcasting sales and management serving 10 years as president and general manager of WSIX in Nashville, TN. Most recently, Thomas acted as an independent sales consultant for both broadcast and print films.

**LOOKING AHEAD**
(Listed are major label single releases which have not yet debuted on the Top 100 Country Singles Chart, but are receiving reports.)
1. NO ONE TAKES THE TRAIN ANYMORE—I Holly Dunn (Warner Bros)
2. UNINVITED MEMORY—Eddie London (RCA)
3. BACK TO THE WELL—Tom Wopat (Epic)
4. ONE IN A ROW—Martin Delray (Atlantic)
5. THE HEART THAT LOVE FORGOT—Kelly Willis (MCA)
6. NOTHING AT ALL—Exile (Arista)
7. HEART BREAK TRAIN—J.J. White (Curb)
8. EYE FOR AN EYE—B.B. Watson (BNA)
9. OLD FAMILIAR RING—J.P. Pennington (MCA)
10. A MONTH OF SUNDAYS—Vern Gosdin (Columbia)

(Cash Box would love to publish information regarding events happening at or around your station. Please send us any press release, photographs, etc. for use in upcoming issues. We'd love to hear from you!)

**OUT OF THE BOX**

**RICKY VAN SHELTON:** "After The Lights Go Out" (Columbia 74104)
Producer: Steve Buckingham
Writer: W. McPherson

As usual, Ricky Van Shelton shows off an incredible talent for putting out one of those honest, traditional ballads. "After The Lights Go Out" gives us just that, in addition to a haunting, crying steel in the background. Quite comparable to Shelton's "I'll Leave This World Loving You" hit, the lyrics sung in "After The Lights Go Out," give us a sad tale of unforgotten memories with Shelton flaunting his wavering vocals to the maximum.

**FEATURE PICKS**

**PAULETTE CARLSON:** "I'll Start With You" (Capitol 79974)
Producer: Jimmy Bowen
Writer: Patricia Carlson/Tom Shapiro/Chris Waters

There are plenty more folks out there besides this reviewer who's been on the anticipation wait for this gal to hit radio again! With her debut solo release, the former Highway 101 vocalist hits her first single attempt with one heck of a powerful punch. "I'll Start With You," the first spark from her brand new Love Goes On project, unleashes a jogging-tempo tune about starting over, with Carlson's vocals putting on a scorching performance.

**CONWAY TWITTY:** "Who Did They Think He Was" (MCA 54281)
Producers: Conway Twitty/Dee Henry

**Writers:** Richard Leigh/Pat McManus

When Twitty slows 'em down to a sensual crawl, they come out ecstatically moving. "Who Did They Think He Was" does so and takes on an even more meaningful approach. With lyrics describing the heartfelt loss of Elvis Presley, John F. Kennedy and Jesus Christ, this emotion-stirring ballad strangely enough comes together to create a very respectful storyline. Twitty tells it well.

**VERN GOSDIN:** "A Month Of Sundays" (Columbia 74103)
Producer: Bob Montgomery

**Writers:** V. Gosdin/J. Northrup/B. Cannon

Pumping out some hearty, traditional kicks from the guitar, piano and the fiddle, in addition to a deep-digging bass, "The Voice" gives us a two-step with a punchy country flavor. "A Month Of Sundays," which spills from Gosdin's latest Out Of My Heart album, reflects pure Gosdin style and aligns easily into this true veteran's artistic niche.

**PAUL OVERSTREET:** "If I Could Bottle This Up" (RCA 62106)
Producer: Brown Bannister/Paul Overstreet

**Writers:** Paul Overstreet/Dean Dillon

A crying fiddle sets the tone for this blues-drawn number and opens the door for Overstreet to unveil a vocal style we've never heard. Dancing piano strokes and a swooning vocal performance should also give this lighthearted number, from Overstreet's Heroes disc, easy access to another high playlist position.

**TOP 5 SINGLES-10 YEARS AGO**
1. MERLE HAGGARD: "My Favorite Memory" (Epic)
2. JOHN CONLEE: "Miss Emily's Picture" (MCA)
3. EMILY LOU HARRIS & DON WILLIAMS: "I Need You" (Warner Bros)
4. HANK WILLIAMS, JR.: "All My Rowdy Friends (Have Settled Down)" (Eldra/Curb)
5. JOHNNY LEE: "Be Your Heart On Me" (Full Moon/Ashtray)

**TOP 5 SINGLES-20 YEARS AGO**
1. LORETATILLYN & CONWAY TWITTY: "Lead Me On" (Decca)
2. SONNY JAMES: "Here Comes Honey Again" (Capitol)
3. CHARLEY PRIDE: "Kiss An Angel Good Morning" (Playback)
4. JOHNNY PAYCHECK: "She's All I Got" (Epic)
5. MERLE HAGGARD & THE STRANGE BAND: "Daddy Frank (The Guitar Man)" (Capitol)

**TOP 5 SINGLES-30 YEARS AGO**
1. JIMMY DEAN: "Big Bad John" (Columbia)
2. LEROY VAN DYKE: "Walk On" (Mercury)
3. WEBB PIERCE: "Walking The Streets" (Epic)
4. RAY PRICE: "Soft Rain" (Columbia)
5. PATSY CLINE: "Crazy" (Decca)
INDIE INSIGHT

Wallie Daniel

DANIEL SPARKS NEWEST #1 INDIE SLOT—When asked what she wanted to be when she grew up, Wallie Daniel was certain she wanted to be a singer, and the only music she knew to sing was country. Born on a farm in Clarksville, Arkansas, Daniel can remember "watching" the radio, taking in the sounds of Elvis, Patsy Cline, Jim Reeves, Jerry Lee Lewis, Carl Smith, Johnny Cash, Hank Williams and the "family favorite," Jimmy Dean.

Wallie Daniel

Her greatest musical influence developed when her mother remarried and moved the family to Tulsa, Oklahoma. Living just a few blocks from the legendary Cain's Ballroom and the workplace of musicians Bob and Johnny Lee Will, Daniel inherited two additional parents to contribute to her country music upbringing.

Daniel signed with Lonesome Dove Records and released her debut single entitled "You're Going To Love To Regret It." After garnering significant airplay with her first single, Daniel is seeing her second release, "A Tree Don't Grow No Taller" leading in the independent climb to the top. A four-notch move from last week positions Daniel at #52 on the Cash Box Top 100 Country Singles Chart.

Cory Cheshire

INDIE FEATURE PICKS

ANGIE WELCH: "Route 99" (Stop Hunger 1101)
Producers: Robert Metzgar/Bud McGuire
Writers: Bud McGuire/Sharone Anderson

With a sizzling vocal belt, this country newcomer makes a majestic first impression. "Route 99," a zesty number laced with a sultry fiddle performance, places us on a search for love and an aim to find. Welch's singing ability marks yet another great find as well. Whipping out a sandy-edged tone with a gut-n-grind flavor, this lady needs to be heard again.

THE SHADOWS: "Slip Away" (MBS 31459)
Producer: Kerry Tolley
Writer: D. Knapp

Talk about one heck of a mellow kick-off, yet nicely comforting. This mid-tempo number marks the second release from new group, The Shadows, and flaunts yet another side of their '70s-tanged vocal harmony. "Slip Away" sets a hooked-on-memories theme and incorporates some interesting instrumental licks to create this breezy country alternative tune.

DEW WATSON: "Unchain My Heart" (Bold One B1-556)
Producers: N. Pukin/N. Bold

This former pop singer made his commitment to country music just this year, and his prior pop approach definitely shines through. "Unchain My Heart," Watson's latest single, unwinds a bouncy-tempo tune with his pelting vocals pouring out lyrics of a fired-up love.

BACK IN TIME:
NOVEMBER 27—Eddie Rabbit born 1941.

NOVEMBER 28—The first WSM "Barn Dance" program broadcast in Nashville 1925; Christine Arnold born 1956; Willie Nelson debuted at the Opry 1964.


COUNTRY MUSIC

COUNTRY UP & COMING

CASH BOX • NOVEMBER 30, 1991

1 TAKE ANOTHER LOOK AT YOU (L.G.O.) Tony Sands
2 ENDLESS EYES (L.B.II) Roman Rand
3 IF I WERE YOU (Silver Creek) Sandy Garwood
4 SOMEONE LOCK ME UP (Allie) Cricket Rhodes
5 YOU DON'T NEED TO KNOCK (D & T) Mandy Kay
6 SILVER TONGUED DEVIL (NSD) John Penny
7 THE WORST IN ME (Laurel) Jim & Min Harding
8 DANCIN' WITH AN ANGEL (Door knot) Bo Harrison
9 ONLY ON THE RADIO (Stop Hunger) Ernie Givens
10 ONE MORE REPOSSESSION (Player) Bobby Luster
11 RUBY RED (Stargate) Denise Cole
12 NASHVILLE NOW BOOGIE (Caprice) Joey Welz
13 BIG TIME IN LOVE (Soundwaves) Sandra Brown
14 HANGIN' OUT (Tried & True/Py) Chris Wall
15 STAY THE LADY YOU ARE (Kel) Frank Cannon

CASH BOX • NOVEMBER 30, 1991

PANTHEON

RETAIL

The Greeks have a word for it:
KALA! which means very good.

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Leon Patillo: Still Kickin' In The Groove

By Tim A. Smith

FOR THOSE WHO CLOSELY FOLLOW GOSPEL MUSIC, the name Leon Patillo should be a familiar one. Patillo, who burst onto the music front as a singer and songwriter with the legendary pop band, Santana, made his conversion to gospel music in 1980 with the critically acclaimed release, Dance Children Dance. From that time, Patillo has gone on to record eight more albums, earning three Grammy nominations, three Dove nominations, and one Dove award for Best Male Gospel Album. Those albums have yielded such hits as, "Dance Children Dance," "J.E.S.U.S.," "The Sky Is The Limit," "Cornerstone," "Flesh Of My Flesh" and "One Thing Leads To Another."

The last few years have seen Patillo keep moving with a low profile, causing many to ask, "What happened to Leon Patillo; what has he been doing?" Cash Box searched and searched until we found him in his Califor-nia-based home, where we asked him that very same question.

"I've been to Russia twice within the past year," explains Patillo. "It was an exciting experience. Sometimes you are hesitant about going places and doing things, especially if it's in a part of the world where the government is unstable. We knew Russia was a little unstable, and to be perfectly honest, I was a little afraid of going. But I remembered what my mother told me from the old days, 'Before anything you do, pray, and that will settle your nerves.'" He did exactly that. It seems like when we got there, so many tremendous things happened. We did concerts in Moscow and Kiev and to top it all, my engineer met a girl over there and eventually ended up marrying her. Overall, we just had a good time over there.

Since returning from across the waters, Patillo has been hard at work in the studio, working on some new and exciting projects. "We've been working hard to put together something musically," says Patillo. "We decided to record a couple of albums. I wanted to make a special album, something you could hear on a station like The Wave. We don't have too many representatives from our part of the music spectrum that does this sort of thing. I figured this would be good for us to approach that side. This album will be an all-pano and synthesizer, instrumental album, which in my opinion, really sounds good. I've taken songs like, 'Amazing Grace,' 'Battle Hymn Of The Republic,' "I Love You Lord," 'Holy, Holy,' and given them a contemporary flavor. This album is going to be one of those you'll be able to listen to on the way to school or work, just chillin', trying to kick back and study, whatever. I've also done a Christmas album, which probably won't be released until June of this year.

Patillo adds, "Right now, I'm working on an album similar to The Sky Is The Limit. We haven't named it yet, but it's one of those albums thatpeople will buy. They will be like the Leon Patillo people have been knowing all these years. It'll have that same flavor. I even have one rap tune on the album. If it's going to be real slick..."

These projects will be released through Patillo's deal through the Ocean/Word label, but Patillo warns, "After our contract with them is over we'll be looking into the possibilities of forming our own record label, so keep on the look out!"

With three new album projects in the works, along with an ever-growing concert schedule, one would think Patillo had enough to keep him busy. Always looking for new adventures to explore, he is now looking to move into the medium of television. "We decided to do an HBO special, similar to what Whoopi Goldberg and other noted people have done for special causes. I'm going to be doing this one for the Kolonia Foster Home. I've already got Philip Bailey, Howard Hewett, Susan Howard, who starred on Dallas, and Clifton Davis confirmed to appear on the special. I'm also going after the likes of Smokey Robinson, Stevie Wonder, Mariah Carey and Jimmy Carter. I'm waiting for some feedback from them. I'm also going to be hosting a video show called The Main Event. The show will be similar to VH-1 or MTV. It will air on the New Inspirational Network. The network has a current viewership of between 6 to 10 million. This is something totally new and different for me, but I'm thrilled about it."

Although the innovative nature of Leon Patillo is always searching for new untraveled horizons to conquer, his main concern has and always will be that Jesus Christ be glorified in all of his doing.

"We're just trying to allow ourselves the opportunity to stretch out to some of those realms we haven't reached before," says Patillo. "Gospel music is the love of my life. Now, I'm just trying to find a way to expand the Gospel and at the same time, be able to grab some of the secular side as well with the HBO special. The whole reason for me being in this is that Jesus Christ is glorified. He's at the top of my list. He's the reason I do what I do."
Songs of Praise

EDIN-ADAH: Revival (Alarma)
This Swedish band closely resembles the sound of Huey Lewis and the News, with soulful vocals and a tight rhythm section, featuring horns, making this veteran band different from anything out today in the Christian pop/rock genre. Setting the pace is the album's title cut with its strong vocal performance and pulsating horn licks.

CRYSTAL LEWIS: Simply The Best (Frontline)
The blue-eyed soul sounds of this talented vocalist have been embraced and loved by both gospel and ccm enthusiasts. This release holds true to the hits package formula coming from this label. Included are such fan favorites as, "You Didn't Have To Do It," "Jumpr," "Precious Lord," "Rock Solid" and "God Is Somebody," among others. This is another hot collection not to be passed over.

L.J. REYNOLDS: L.J. Reynolds (Bellmark)
Former lead vocalist of the popular '70s rock group, the Dramatics, makes his debut gospel release one to remember. The soulful resonance of Reynolds' vocal style works well on such songs as, "Through The Storm" ("Jesus Is My Kind Of People," which features a hot duet with Gladys Knight, the popular "Wind Beneath My Wings," "Ain't No Mountain High Enough," and the classic hymn, "How Great Thou Art!"

TWILA PARIS: Sanctuary (Star Song)
Once again Twila Paris offers the background and the foreground to a worship service. The serenity of her music and her flute-like vocals give true meaning to the peace of God. Orchestrated like a ballet, the music cascades with elegance in form and expression.

New Releases...

1. FROM THE HEART
(Fixit 8214)—Keith Staten

2. RHAPSODY
(Star Song 8194)—Stephen Wiley

3. L.J. REYNOLDS
(Bellmark 71813)—L.J. Reynolds

4. LULLABIES TO DREAMLAND
(Everland Entertainment 7019282601)—Denice Williams

5. EVERY EYE
(Impact 701350055)—Cindy Epstein

TOP BLACK GOSPEL ALBUMS

1. I'LL NEVER FORGET (Malaco 4440) — Bobby Jones 12 26
2. WASH ME (Tyscot 1401) — New Life Comm./John P. Kee 26 26
3. HIGHLY RECOMMENDED (Word 9112) — Helen Baylor 3 26
4. MAGNIFICENT HIM (Malaco 8011) — Keith Pringle 5 20
5. SAINTS IN PRAISE (Sparrow 1240) — The West Angeles Cogic 4 26
6. LOVE ALIVE IV (Malaco 6007) — Walter Hawkins 7 26
7. I'LL LET NOTHING SEPARATE (Savoy 7101) — Dallas Ft. Mass Choir 6 26
8. LIVES (Sparrow 2246) — Tramaine Hawkins 8 26
9. AN INVITATION AIR (Atlantic L10179) — Luther Barnes & The Red Bud Gospel Choir 12 6
10. HE'S PREPARING ME (Art 10162) — Rev. E. Davis / Wilmington Mass Choir 9 26
11. REV. JAMES CLEVELAND/L.A. GOSPEL MESSSENGERS (Savoy/Malaco 7103) — Rev. James Cleveland/L.A. Gospel Messengers 14 10
12. HE LIVES (Subby 14807) — Shun Pace Rhodes 10 17
13. PHENOMENON (Bellmark 71800) — Rance Allen 11 26
14. PRAY FOR ME (Word 9202) — Mighty Clouds Of Joy 13 26
15. LIVE (Malaco 4450) — Dorothy Norwood No. Ca. G.M.W.A.Mass Choir 16 18
16. JUST ME THIS TIME (Tyscot 10231) — John P. Kee 17 26
17. THE EVOLUTION OF GOSPEL (Prospect 28908 1004) — Sounds Of Blackness 15 23
18. THROUGH THE STORM (Tribute/Spectra 760113) — Yolanda Adams 19 10
19. REMEMBER MAMA (Word 8447) — Shirley Caesar 18 26
20. WAIT ON THE LORD (Bellmark 71800) — Lamora Parks Young Adult 21 26
21. WALKING IN THE LIGHT (Tribute 31004) — Lynette Hawkins Stephens 22 27
22. RIGHT NOW IF YOU BELIEVE (Light 5730) — Chicago Mass Choir 26 26
23. FAMILY AFFAIR (Malaco 4442) — Pilgrim Jubilees 23 26
24. DIFFERENT LIFESTYLES (Capitol 92076) — Be & Ce Ce Winans 20 26
25. STATE OF MIND (Benson 2553) — Commissioned 25 25
26. LIVE & BLESSED (I Am 80500) — Wait Whitman/Soul Children Of Chicago 32 5
27. I AM PERSUADED (Benson 2727) — Fred Hammond 24 16
28. THANK YOU MAMA FOR (Malaco 4445) — The Jackson Southernaires 27 26
29. REV. JAMES MOORE LIVE WITH MISSISSIPPI MASS CHOIR (Malaco 6009) — Rev. James Moore 26 26
30. MUSIC 2 GO (Word 901666290) — Various Artists 35 4
31. NUMBER 7 (Benson C22898) — Commissioned 40 2
32. HOLD BACK THE NIGHT (SOG 178) — Rev. Charles Nicks 29 26
33. UNCOMMON LOVE (Benson C22781) — Heirloom 36 4
34. THIS IS YOUR NIGHT (Black Berry 2203) — Williams Brothers 30 18
35. I'LL TELL THE WORLD (Saboy/Malaco 1480) — Myrna Summers 34 10
36. YAPC WORK SHOP 89 (SOG 190) — Young Artists For Christ 33 26
37. HIGHER HOPE (Malaco 6005) — Florida Mass Choir 37 26
38. HIGHER (Light 70011) — Beau Williams 31 26
39. OPEN OUR EYES (Rejoice 9111) — Milton Brunson 38 26
40. NEW BORN SOUL (SOG 807) — Wanda Nero Butler 39 26

The all-star cast of Bruce Carroll's soon to be released recording Sometimes Miracles Hide recently got together for a quick photograph after a session. The players from left of the group are: Bill Deaton, engineer; Shane Keister, keyboards; Bruce Carroll; Paul Lain, drums; Brown Banister, producer; John Mayo, A&R director; and seated are: Jimmy Lee Stoso, bass; and Tom Hemby, co-producer and guitars. The project features a "who's who" of guest vocalists including Vince Gill, Paul Overstreet, Ricky Skaggs, Twila Paris and Kelly Willard.
Bobby Jones Top 10 Videos

CASH BOX • NOVEMBER 30, 1991

1. DARYL COLEY
   I Can't Tell It (Sparrow)
2. BEBE & CECE WINANS
   Addictive Love (Capitol)
3. VANESSA BELL ARMSTRONG
   Something Inside So Strong (RCA/Jive)
4. WILMINGTON CHES'ER MASS CHOIR
   He's Preparing Me (Savoy)
5. MISSISSIPPI MASS CHOIR
   How Good God's Been (Malaco)
6. FLORIDA MASS CHOIR
   Waymaker (Malaco)
7. TRAMAINE HAWKINS
   Praise The Name of Jesus (Sparrow)
8. SOUNDS OF BLACKNESS
   Optimistic (A&M)
9. KEITH PRINGLE
   No Greater Love (Muscle Shoals)
10. MISSISSIPPI MASS CHOIR
    Near The Cross (Malaco)

The Bobby Jones Video Chart is based on viewer requests.

Two Rivers Baptist Church in Nashville, was the setting recently for the world premiere of the group Harvest's new landmark release entitled Let's Fight... For A Generation. Key Industry personnel celebrated the new album at a private reception/listening party held prior to a special live concert, showcasing the band's material. Pictured performing selections from Let's Fight are from l-r: Tommy Hoerer, bass; Wes Aarum, drums; Harvest founder Jerry Williams, guitar, lead vocals; and Ben Ketting, keyboards.

The city of Newark, NJ recently designated a section of Lyona Avenue to Dr Albert Lewis by naming it Prof. Albert Lewis Plaza. Lewis, who was born and raised in Newark, was honored for his contributions and accomplishments in gospel music. His shows, Gospel Hour and Sounds of Gospel are aired on cable networks and also nationally syndicated, as well as the United Armed Forces Network. Dr. Lewis also celebrated his nine-year affiliation with Ron Zuber of TKR Cable who is the technical director for Sounds and the new show Good News. Pictured at the street-naming ceremony are: Lewis (holding sign, on left); Newark City Council president Donald Tucker (light suit, holding sign); and assemblyman Willie Brown (to Tucker's left).

By Cory Cheshire

WHAT'S NEW WITH REUNION—After recently signing an exclusive recording contract with Reunion Records, Michael James will release the album entitled Shoulder To The Wind in February. The acoustic country/pop record boasts James as co-writer on eight of the album's songs and production by Gary Chapman, J.D. Cunningham and James. The album does not fall into a strictly contemporary Christian genre. "There is a depth of artistry and a level of integrity in this man that convinced us to take a different step musically for Reunion," explains Michael Blanton, co-chairman of Reunion Entertainment Group, Inc. "We really believe in Michael James."

So much does Reunion believe in James and their other newly-signed artists that they will institute Reunion's Debut Guarantee Program. Beginning with the release of James' album in early 1992, consumers will be guaranteed, that upon purchase of the album, they may exchange the cassette for any other Reunion title if they are not completely satisfied with the record.

SPARROW'S UPCOMING RELEASES include Steve Camp's Doing My Best Volume 2 on December 12. The collection will feature more uptempo pop numbers and duets with Michele Pillar and Margaret Becker. "Steve's first collection, released in June of 1990, is already one of the best selling projects and is approaching 100,000 units sold," commented Bill Hearn, president, Sparrow Communications Group. "Doing My Best Volume 2" promises a continuation of the success behind the best of Steve Camp.

Offering a blend of classical music and traditional hymns, Sparrow will release an album entitled The Majesty and Glory of the Resurrection on December 11. Teaming up on the nine-medley, 27-hymn collection are Tom Fettke and Billy Ray Hearn, whose previous productions include The Majesty and Glory and The Majesty and Glory of Christmas.

IT'S TRUTH AND DARE FOR BENSON: Truth alumni from all over the country met in Orlando, Florida recently to celebrate the 20th anniversary of the acclaimed ministry. Roger Freeland, founder and director of Truth, was honored with a visit and "roast" by Bill and Gloria Gaither. Continuing a commitment of worldwide witness, Truth members recently released a new Benson project entitled More Than You Ever Imagined.

BENSON RECORDING ARTIST: Carman, found himself in the midst of controversy over the clip, "A Witch's Invitation" from his video entitled Restored in the Land. The video, which depicts a head-to-head confrontation of a Christian man and a warlock, received complaints when it preceded the feature movie in an Albuquerque, New Mexico theater. Problems with the video arose from what viewers perceived as "heavy-handed...anti-semitic overtones," as the evil god is inadverently named Horowitz. Carman apologized for the misunderstanding stating in his defense, "If the usage of that particular name offended anyone because the name sounds Jewish or is a Jewish name, then I apologize. That was never the intent." The video was based on a true story, Carman explains, and a few letters of the name were changed to protect the person's identity.

Benson executives recently got together with Boston r&b artists Angelo & Veronica to sign an exclusive recording contract. Pictured after the signing from l-r are: Dennis Disney, marketing director; Jerry Park, president of Benson; Ken Pennell, managing director or A&R; Veronica and Angelo; Andy Ivey, A&R director; Sheron Sherman, business manager; and David Lynch, vice president of marketing.
NSM Declares Itself The #1 Juke Maker On Earth!

DALLAS—On November 7-8, NSM-America and NSM-Germany gathered their U.S., Canadian and Mexican distributors at the swank Lowes Anatole Hotel in Dallas to formally launch their brand new Performer-Grand CD jukebox; the machine that scored rave notices at the Las Vegas Expo. Production units began shipping to dealers at just about the time the conference got underway.

During the business meeting, a special satellite TV hookup was established between the Anatole and NSM's factory in Bingen, Germany, allowing NSM dealers here to talk with company executives over there, live. Highpoint came when NSM's sales director Peter Kuhn proudly announced that the company (by their estimate of the worldwide market share they are achieving in jukebox sales) is now the number one manufacturer of coin-operated phonographs on Earth!

The announcement was toasted with champagne by the people in Germany as well as by the dealers assembled in Dallas simultaneously (it's a small world, isn't it). NSM managing director/president Ulrich Schulze (who was present in Dallas) also announced that the American market has been given first priority and will, therefore, receive shipments of Performer-Grand phonographs before NSM's traditional European market.

The distributors also learned that the 100-CD box is but the first in NSM's new Performer series. All designed by Paul Harmon & Associates around the quality interior supplied by Germany, the Performer-Grand full phonograph will be followed by the more compact Performer-Classic around ACME conversion time; and then the Performer-World around AMOA conversion time (the latter being the successor to the firm's successful Fire Bird and Fire Country wall units).

With state-of-the-art electronics and CD-playing components inside, housed in Harmon's handsome (and very "American-looking") cabinets on the outside, NSM has quality goods for the 1992 jukebox season. It is obvious that with this new America-first marketing approach, they are clearly looking to capture a bigger slice of the Western Hemisphere's yield in jukebox buys.

The spirit of the Dallas affair was a good hit more than simply talking about product, prices and market projections as NSM-America president Rus Strahan, along with Carol Strahan, George Haydocy, Paul Harmon and others involved on the factory level, treated the dealers to a pair of cocktail parties and a fabulous sitdown dinner with entertainment from a magician (who actually made a prototype of the Performer-Classic appear out of an empty box on stage)!

The distributors left Dallas feeling they are part of an important network of jukebox suppliers. With the beauty and the tested performance of NSM CD technology, they also left feeling confident that 1992 would be a bell ringer for the line, beginning right now with the Performer-Grand on the German production line and later in 1992 also on Valley's line in Sycamore, Illinois.

One of the very first Performer-Grand jukeboxes to come off the Bingen production line is surrounded by (l-r) Paul Harmon, George Haydocy, Rus Strahan and Ulrich Schulze during the Anatole meeting.

The business meeting on Friday morning was capped that night by dinner and entertainment. All decked out in formal attire during cocktail hour (l-r) are: Mary and Steve Henderson (N.C. dealers); Wanda and Paul Strahan (Mass. dealers); and NSM-America execs Carol and Rus Strahan.

A big screen telecast the satellite hookup between Dallas and Germany. It was difficult to photograph, but the reception came through allowing Americans to watch Germans chatting live about their jukebox line.
The NSM Performer-Grand Laser Disc Jukebox

TO PERFORM IS TO "FULFILL"... to present an "exhibition of skill or talent," according to Webster's definition of the term. The new Performer-Grand Laser Disc Jukebox personifies this description—and then some. It incorporates every feature imaginable to satisfy the pleasure of the patron and the requirements of the operator and the location.

Major features include the patented HyperBeam Laser Disc Sound System for clarity and quality of sound; Automated Background Music, which is activated by the push of a button on the remote control to play continuously either at random or from predetermined CD selections and the Single and Full Album Play which allows the operator to offer single selection or full album play and to vary the price accordingly.

This model, as well as every new NSM jukebox, also contains the noted "Quick Change Artist" changer which takes just 1.5 seconds to a maximum of 9.5 seconds to change selections, resulting in more paid-for plays in less time. Studies revealed that NSM CD jukeboxes play an average of over seven more selections per "bar day" than competitive machines, according to NSM officials. Another outstanding characteristic of the NSM 100-CD changer is the fact that it can be loaded with as few as four CD's and still appear to be filled, because the empty trays and title strip slots in the title display can be "locked out" by the internal computer, so that the empty positions cannot be seen. The "Quick Change Artist" changer is visible to patrons, by the way, allowing them to fully observe its function on location.

The Picture Display title strip mechanism contained in the Performer-Grand (and all of the factory's new machines) displays not only the full CD jacket, but a standard title strip as well. Titles in the magazine can be viewed and recalled by pushing the two Direction Buttons (right/left) forward or back. Continually depressing either button will bring speed-view titles. It takes less than 90 seconds to run through all 100 CD titles.

Operators will especially appreciate the Free Credit Allotment, which allows them to provide a given number of credits to location owners who, in turn, can draw from the specific allotments by pushing the credit button on the remote control. The digital display on the machine momentarily flashes credits remaining whenever a credit is used, which eliminates the necessity for red quarters, promotion money or pay-out slips.

Self diagnostics is another vital function. The keypad used by patrons to select music is transformed into a "user-friendly," operator control panel via a flick of the internal function switch. The system is diagnosed, tested, controlled and programmed by the keypad and the information is fed back to the service man on the digital display.

Other models in the new line include the Silver Sky and Silver City along with the Fire Bird and Fire Country wall mounted jukeboxes.

Further information may be obtained through factory distributors or by contacting NSM-America at 5207 N. Rose St., Chicago, IL 60656.

Data East's Star Trek

THAT IS THE NEW DATA EAST Star Trek 25th Anniversary pinball machine, which incorporates the popularity of the celebrated television series with the latest in pinball technology.

The Star Trek phenomenon began to take shape in 1966 when the first episode of Gene Roddenberry's creation was telecast; and the series proceeded to gain worldwide recognition over the ensuing 25 years via Star Trek VI and Star Trek: The Next Generation. In fifth place for Dec. 6, the movie of Star Trek VI: The Undiscovered Country will have its premiere, making this title one of the most popular licensing properties available today.

In addition, retailers will be marketing a wide variety of anniversary memorabilia and merchandise including such items as books, dolls, collector coins and trading cards, as well as home video releases and special collectors' packages of the films and television episodes on video cassette. The first three Star Trek: The Next Generation episodes will also be available from Paramount Home Video.

Star Trek, the pinball, employs a unique interactive "fire photon torpedos? button which allows the player to shoot flying space ships on Star Trek's display for an extra three million points. To keep the juices flowing, there is an automatic kicker, and up/down ramp (with eye-catching chase lites) along with 100 million point jackpots. For added player appeal, and for the first time ever on a pinball game, this machine employs a state-of-the-art special effect transporter on the backglass which beams up the Star Trek crew along with a video mode display featuring custom Star Trek images.

To complete the package, you have the actual Star Trek theme music plus authentic speech by James Doohan (Scotty) and DeForest Kelly (Dr. McCoy).

As stated by Data East's executive vice president Gene Lipkin, "Star Trek, one of the most legendary titles in television history, teamed up with Data East's incredible pinball technology, makes for yet another winning pinball combination."

Further information may be obtained through factory distributors or by contacting Data East USA, Inc., 1850 Little Orchard St., San Jose, CA 95125.

McNair Joins Arachnid's New Gaming Division

CHICAGO—Kevin R. McNair has been named director of sales and marketing for the newly formed Gaming Division of Arachnid, Inc. He has worked in the gaming industry for the past nine years, most recently as an independent marketing consultant.

Prior to consulting, McNair served as corporate director marketing/marketing research for United Gaming, Inc., owner/operator of hotel casinos; and has also held marketing/marketing research positions at the Las Vegas Hilton Hotel Casino and Sigma Games.

He holds a BS degree in marketing/research from the University of Nevada (Las Vegas) and is currently pursuing his Masters in this field.

In announcing the appointment, Bill Ward, president of Arachnid, Inc., stated "McNair's education and experience will enable him to effectively develop Arachnid's potential in this expanding market. Along with the multi-faceted engineering staff, he will also provide valuable input to the research and development effort needed to produce a marketable product line," he continued. "Arachnid welcomes Kevin McNair and looks to him to lead the company to further growth in the newly formed Gaming Division."

Proudly posing with the beautiful, new Performer-Grand is NSM-America president Russ Strahan.
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