CASH BOX

ANNUAL RAP SPECIAL

- Exclusive Interviews
- History of Rap
- Profiles on Major & Indie Labels
- Censorship and other issues
- State of the Business

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By Fred L. Goodman

NAS, WHAT A GAS! The sixth annual Salute to the American Songwriter, presented by the National Academy of Songwriters (NAS) was held recently at the Wilshire Ebell Theatre in L.A. What fun! How often does one experience the thrill of watching and hearing the creators of some of the biggest hits of all time actually perform their songs themselves. What sometimes may be lacking in vocal prowess is more than compensated by the intensity of the performances.

The concert, which also benefited the T.J. Martell Foundation, featured such songwriters as Julie Gold performing her Grammy-winning song "From A Distance," John Stewart ("Daydream Believer," "Cold"), John Betus ("Top of the World," "Slow Hand," "One Moment In Time"); and Jim Peterik, who rocked the house with his string of hits including "Vehicle," "Hold On Loosely" and "Eyes of the Tiger." Paul Williams was the genial master of ceremonies.

Other highlights included Peter Allen doing a medley of his many hits; four women writers from Motown (Syreeta Wright, Janie Bradford, Marilyn McLeod, Pam Sawyer) performing such classics as "Money (That's What I Want)" and "Love Child," "Love Hangover" and "Signed, Sealed, Delivered, I'm Yours" and country star Vince Gill lending his clear, tenor voice to "When I Call Your Name" and his current chart topper "Look At Us."

The evening's finale was built around the two Lifetime Achievement Award winners, Burt Bacharach and Hal David. After James Ingram sang their "A House Is Not A Home" and Dionne Warwick performed a medley of the duo's hits that she made famous ("Walk On By," "I Say A Little Prayin,'" "Do You Know The Way To San Jose" and "Ain't No Mountain High Enough"), NAS president Arthur Hamilton presented Bacharach and David with their award. Then Jackie DeShannon, joined by the entire cast, sang a beautiful "What The World Needs Now Is Love."

Forget all those other music awards shows, this is the kind of entertainment that TV should be presenting. Where else can one hear so many hits performed by the people who created them? This was a classy evening in every respect, and NAS should be very proud.

Lifetime Achievement Award winners Burt Bacharach and Hal David enjoy the rendition of their tune "What The World Needs Now Is Love" that served as the finale to the NAS Salute to the American Songwriter gala. Pictured (l-r) are: Dionne Warwick, Bacharach; Jackie DeShannon; David; Syreeta Wright.

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NEW YORK VOICES: Heaven Of Fire (GRP

CRD 94653)

People are naturally going to make comparisons with this very
talented five-piece jazz group to The Manhattan Transfer, especi-
ally with this almost pop album. The group still holds tight on
their jazz roots on this album; their second release date of
while doing covers of "That's The Way Of The World" from Earth, Wind & Fire, to Boz Scaggs' "Too High" (and even)
John Coltrane's "Giant Steps." This album is very pleasant to
listen to, and should be considered by any jazz-vocalist fan.

LLOYD COLE: Don't Get Weird On Me, Babe (Capitol

CDF 9 9670 7)

This album is Cole's second solo album. His self-titled debut
album, out last year, was, in actuality, his fifth release—as he has
ambitiously recorded in his British ioneloland, and his other
albums entitled Rattlanake, Easy Pieces, and Mainstream, plus a
compilation album. The first half of this 12-cut CD is English-
sounding, guitar-oriented, pop fare. The second half, a bit
more orchestrated and arranged by Paul Buckmaster (Eilon
John, Miles Davis). The album is produced by Cole, Fred Mabier
and Paul Hardiman.

VINCENT ROCCO: Hell Or High Water (Elektra

61127-4)

Vincent Rocco probably sounds more like John Mellencamp
than he would like to admit. Now that's not a bad sound to have,
John has got a lot of individual stuff going on. I've noticed
some George Michael-ish song styling, and some U2-type
production. Now we all know that hardly anybody's sound
really like somebody else, and that Vince can only be Vince. But
there's this thin separating influence from impersonation, and
we're all in a position where Vince is walking very close to
it, which could just be the signs of personal development.

MAGELLAN: Hour Of Restoration (Magna Carta MAC

9727)

Here is a very different album from a very different three-piece
group. This rock-mop-orientated group has flavors of I.M.P.,
Queen and the early Police all wrapped up into a package
that doesn't sound anything like we've heard before. Jazz/rock fusion
combined with an almost haunting, Vincentian lyricism. First cut
"Magna Carta" is a nearly 15-minute operatic rhapsody that is filled
with unique musical interludes and vocal blendings.

CORROSION OF CONFORMITY: Blind (Relativity

86561-2031-2)

This band and this album will assault your senses on most,
if not all levels. It's intended to do this, you know. But maybe you
might actually enjoy titles like "Dammed For All Time," "Dance
Of The Dead" and "Buried." If you are not familiar with hardcore,
alternative/metal/thrash mayhem, you might be interested
to know that these boys are very politically ("Vote With A Bullet") and socially ("Break The Circle's Vocal") and I'm sure
they all go to church on Sunday too ("Mine Are The Eyes Of God"). This 13-track CD is the combined production effort
of John Custer and Corrosion Of Conformity.

CHRIS BOORDMAN: To Do Bem (Everything's OK

(Headfirst 10072)

I am almost afraid to believe this is the first solo album from Chris,
considering the years he's spent composing, his five Emmy
awards (10 nominations), an Academy Award (for the CD "Purple") and over 30 different films and
countless television shows for which he has contributed his musical mastery. His albums with the group Nightingale
have reached the Top 10 more than once in the jazz charts. This 8-cut CD is mostly
instrumental, "Round & Round" is the only vocal track, with
vocals by Ellis Hall and Penny Ford, and lyrics by Anny Rusk.
All songs composed and arranged by Chris Boardman.

DEBUT PICK OF THE WEEK:

EARL THOMAS: BLUE...not Blues (Bizzare/ Straight R2 70366)

Here is a novel effort. Front the blues on a singer with a talent
who can play the blues on guitar and harmonica, and a
man who sang Gospel. Earl Thomas, a海边 music legend, has
laid down a long story short, Earl
Thomao moved out to 'of all the
places' Los Angeles (California), has created a
career in his San Diego base,
and has even created a
electric guitarist. Earl Thomas
was voted the Best Blues Guitarist Of The Year for 1991. Here is his
debut album, and it is worth checking
out. Blues purists may wince
at their bone, but anyone with
earing and open mind, we think,
this will find this effort ever new and
sensational. This 10-cut
is produced by Robert Butler, Earl
t. Bridgeman and Philip C.
Vroomen.

PICK OF THE WEEK:

JODY WATER: Affairs Of The Heart (MCA Records MCD 30350)

After a long absence from the recording industry, Water has
been in full swing with Affairs Of The Heart. This album gives
Water the opportunity to record her music to a higher level
than her previous recordings did. Included are 11 selections
that display her abilities to record bothup-tempo, dub music
to smooth ballads (and at it all
sounds good). The first single "I
Want You," is an upbeat R&B
strored cut that will soon top the
R&B charts. The track title is a slow jam that should be the
next single (despite having to give a shout out to the "boys in the hood" on this
1). Other songs on the album that
should attract attention are "Call Me Back To The Music," "Strange Way" and "Always
And Forever."
U.K. BUZZ

By Chrissy Iley

PUTTING ON THE BRITS: The Brits Awards committee seems to have taken notice of the criticism hurled against it last year. The awards nominations are not the usual selection of old fogies, and, yes, megabucks producers Stock Aitken and Waterman are up there in the Best Producer selection. Shame they weren’t included in their heyday of non-stop Rick Astley and Kylie Number Ones.

Best Male Artist nominations went to Elton John and George Michael, Phil Collins, newcomer Seal, Kenny Thomas and Van Morrison.

Best Female Artist nominees are Lisa Stansfield (again), Annie Lennox (again)—this is rather mystifying, as she has not released any new product for the last couple of years—new chart-topper Beverly Craven, Cathy Dennis, who is enjoying her fourth Top 40 hit of the year, and Zoe, so far a one-hit wonder with “Sunshine On a Rainy Day.” (Zoe arrived at the nominations announcement in a leather trousers and a blue suede Confederate-type coat with gaping holes where it didn’t quite button up at the front, almost revealing her bare chest).

Best Album nods went to Beverly Craven, KLF’s The White Room, Massive Attack’s Blue Lines, Simply Red’s Stars and Seal.

Best Group: Dire Straits, James, KLF, Simply Red, the Pet Shop Boys and Queen (I do hope the latter don’t win it on a sympathy vote). Much was made of the Terence Higgins Trust AIDS charity benefitting from the profits of the television sales; the charity is also benefitting from sales of the recently reissued Queen hit, “Bohemian Rhapsody.” It’s a shame that Freddie Mercury didn’t make such a gesture during his lifetime. Mercury, who is omniously omnipresent on the radio since his untimely death, has been mentioned for a posthumous Greatest Achievement Award. The February 12 show, by the way, will likely be carried by MTV.

Best Newcomer nominees are Kenny Thomas, Seal, Beverly Craven, Cathy Dennis and EMF.

Best Internationals: Bryan Adams, who topped the UK charts for a staggering 17 weeks, Ireland’s whimsical Enya, who has managed to top the album charts against stiff competition; Madonna, Prince and the gruesome Michael Bolton. Best International Group: U2, Extreme, Guns ‘N Roses, INXS and R.E.M. (who my money is on).

Best Soundtrack: The Doors, Five Guys Named Moe, Inspector Morse, Robin Hood: Prince of Thieves and The Commitments. With Andrew Strong present to jolly the attention, the latter seems a likely winner. He’s much smaller and lesser raucous in the flesh; he could be Van’s grandson.

NEWS FROM JAPAN

ACCORDING TO JASRAC (Japan Assn. of Rights of Authors, Composers and Publishers), total royalties collected for the first six months of fiscal 1991 (April 1991 to Sept. 1991) were $253 million, an increase of 13.4 percent over the comparable period of the prior year. In more detail, performance royalties amounted to $37 million, up from 19.5 percent and mechanical royalties increased 15.1 percent to $150 million. Because of increased proliferation of the compact disc, record sales were up 26.7 percent to $94 million and record rentals (a unique format of royalties in Japan) reached $22 million.

MR. EDWARD MURPHY, president and CEO of the National Music Publisher’s Assn. (NMPA), in a speech made in Tokyo on the issue of home taping, said, “Home taping is a difficult problem in many countries that takes away proper income from authors, composers and publishers. To prevent these illegal practices and secure reproduction of music, we need a reasonable system of compensation. For this purpose, we expect copyright legislation for protection against home taping will be enacted in the near future. A copyright law is now under deliberation in the United States and if such a law comes into effect, copyright owners will be justly compensated.”

TALENT REVIEW

Holly Cole Trio

Susan Schuman

CAFE LARGO, LOS ANGELES—Simplicity and sophistication usually mix about as well as oil and water, but the Holly Cole Trio successfully fuses these opposite ends of the spectrum. Poised in front of a red velvet curtain, and decked out in a sumptuous black velvet and satin cocktail minidress, black elbow-length gloves, dangling, black-jet earrings, with glossy, black, straight-banged hair framing an engaging but enigmatic face; Holly is a heady combination of 50’s sex and innocence.

Smart, sleek and polished, the five-year-old Canadian Trio has a surprising straightforwardness, introspective, and guileless. Cafe Largo was an intimate setting for an intimate collage of compositions presented by Halifax-born Holly at the helm, accompanied by Aaron Davis on piano, and David Pitch on string bass. Performing a 10-song set from both their first LP, Girl Talk (Alert Records), and their brand new album, Blame It On My Youth (Manhattan Records), produced by Greg Cohen, Tom Waits’ musical arranger and bass player, this jazz/pop fusion group defies musical boundaries and establishes its own uncharted territory.

With an uncommon ear for nuance, the Trio is inventive with the subtleties of the harmonics and the subtext of the lyrics, as well as intimately interactive with each other and the audience. Using personal anecdotes as lead-ins, Holly gives the audience a playful backstage peek of the genesis of making a song hers. She lets us in on how she learned “Trust In Me” (Disney’s Jungle Book) from a childhood friend, but then sings it with a decidedly sardonic adult twist, and relates how her mother’s reaction to her first car, a big, rambling Ford—calling it that “Elvis car”—infuses “Cruising Together” (from Girl Talk) with all the delights of tempting forbidden fruits.

Although her life was dramatically changed from sax player to singer after hearing Sarah Vaughan, Holly is not trying to continue that legacy. When she sings Fats Waller’s “Honeysuckle Rose,” the phrasing, tempo and ironic perspective are distinctly her own. In “Calling You” (from Percy Adlon’s movie, Bagdad Cafe), she modulates her strong, clear, contralto from breathy to husky to brassy and back again with perfect pitch and control, to voice a kind of hypnotic spell—just as a ride on the “desert road from Vegas to nowhere” might. In “My Baby Just Cares For Me” (by Gus Kahn and Walter Donaldson), she inserts long silences and throttles the tempo to create an air of cracking anticipation. An almost-folk-song freshness reminiscent of Judy Collins, blended with a touch of torchiness reminiscent of Peggy Lee are evoked when she renders “If I Were A Bell” and “God Will” simultaneously sweet and sultry.

She ended the successful set with a steamy, smoky interpretation of a song written especially for her by Tom Waits, “Purple Avenue,” in which she emotes a bluesy bar ambience for all those broken hearts out there, where “the lights are on but no one is home” and the only thing left is “empty pockets.” The Holly Cole Trio left the invited, industry audience clamoring for more.
1. BRYAN ADAMS - (EVERYTHING I DO) I DO IT FOR YOU - A&M
2. Extreme - More Than Words - A&M
3. Paula Abdul - Rush Rush - Captive/Virgin
4. Timmy T - One More Time - Quality
5. EMF - Unbelievable - EMI
6. Whitney Houston - All The Man That I Need - Arista
7. Amy Grant - Baby Baby - A&M
9. Gloria Estefan - Coming Out Of The Dark - Epic
11. Mariah Carey - Someday - Columbia
12. Color Me Badd - I Ador Mi Amor - Giant
13. Amy Grant - Every Heartbeat - A&M
14. Mariah Carey - I Don't Wanna Cry - Columbia
15. Color Me Badd - I Wanna Sex You Up - Giant
16. Mariah Carey - Emotions - Columbia
17. London Beat - I've Been Thinking About You - MCA
18. Michael Bolton - Love Is A Wonderful Thing - Columbia
19. Paula Abdul - The Promise Of A New Day - Captive/Virgin
21. Surface - The First Time - Columbia
23. Michael Bolton - Time, Love And Tenderness - Columbia
24. Tara Kemp - Hold You Tight - Giant
25. Bryan Adams - Can't Stop This Thing We Started - A&M
27. Jesus Jones - Right Here Right Now - SBK
28. C+C Music Factory - Here We Go - Columbia
29. Cathy Dennis - Touch Me (All Night Long) - Polydor
30. Roxette - Fading Like A Flower - EMI
32. Marky Mark & The Funky Bunch/Lolatet Holloway - Good Vibrations/Interscope/East West
33. Roxette - Joyride - EMI
34. Celine Dion - Where Does My Heart Beat Now - Epic
35. Natural Selection - Do Anything - East West
36. Extreme - Hole Hearted - A&M
37. Tracie Spencer - This House - Capitol
38. Ralph Tresvant - Sensitivity - MCA
40. Divinyls - I Touch Myself - Virgin
41. Seal - Crazy - Sire/Warner Bros.
42. Michael W. Smith - Place In This World - Reunion/Geffen
43. Firehouse - Love Of A Lifetime - Epic
44. C+C Music Factory - Things That Make You Go Hmmmm... - Columbia
45. Amy Grant - That's What Love Is For - A&M
46. Lenny Kravitz - It Ain't Over 'Til It's Over - Virgin
47. Janet Jackson - Love Will Never Do (Without You) - A&M
48. Sting - All This Time - A&M
49. Corina - Temptation - Cutting/Ato
50. Michael Bolton - When A Man Loves A Woman - Columbia

TOP MALE ARTISTS
1. MICHAEL BOLTON - COLUMBIA
2. Bryan Adams - A&M
4. Timmy T - Quality
5. Prince - Paisley Park/Warner Bros.

TOP NEW MALE ARTISTS
1. TIMMY T - QUALITY
2. Marky Mark - Interscope/East West
4. Curtis Stigers - Arista
5. Marc Cohn - Atlantic

TOP MALE CROSSOVER ARTISTS
1. PRINCE - PAISLEY PARK/WARNER BROS.
2. Ralph Tresvant - MCA
3. Luther Vandross - Epic
4. Steve B - L.M.R./RCA
5. Tevin Campbell - Paisley Park/Warner Bros.

TOP MALE RAP ARTISTS
1. MARKY MARK - INTERSCOPE/EAST WEST
2. Vanilla Ice - SBK
3. Gerardo - Interscope/East West

TOP FEMALE ARTISTS
1. MARIAH CAREY - COLUMBIA
2. Amy Grant - A&M
3. Paula Abdul - Captive/Virgin
4. Cathy Dennis - Polydor
5. Whitney Houston - Arista

TOP NEW FEMALE ARTISTS
1. CATHY DENNIS - POLYDOR
2. Tara Kemp - Giant
3. Celine Dion - Epic
4. Corina - Cutting/Ato
5. Keedy - Arista

TOP FEMALE CROSSOVER ARTISTS
1. WHITNEY HOUSTON - ARISTA
2. Tara Kemp - Giant
4. Tracie Spencer - Capitol
5. Oleta Adams - Fontana/Mercury

TOP MALE ARTISTS
1. 27. Jesus Jones - Right Here Right Now - SBK
28. C+C Music Factory - Here We Go - Columbia
29. Cathy Dennis - Touch Me (All Night Long) - Polydor
30. Roxette - Fading Like A Flower - EMI
32. Marky Mark & The Funky Bunch/Lolatet Holloway - Good Vibrations/Interscope/East West
33. Roxette - Joyride - EMI
34. Celine Dion - Where Does My Heart Beat Now - Epic
35. Natural Selection - Do Anything - East West
36. Extreme - Hole Hearted - A&M
37. Tracie Spencer - This House - Capitol
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41. Seal - Crazy - Sire/Warner Bros.
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43. Firehouse - Love Of A Lifetime - Epic
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46. Lenny Kravitz - It Ain't Over 'Til It's Over - Virgin
47. Janet Jackson - Love Will Never Do (Without You) - A&M
48. Sting - All This Time - A&M
49. Corina - Temptation - Cutting/Ato
50. Michael Bolton - When A Man Loves A Woman - Columbia

TOP NEW GROUPS
1. C+C MUSIC FACTORY - COLUMBIA
2. Color Me Badd - Giant
3. London Beat - MCA
4. Rhythm Syndicate - Impact
5. Boyz II Men - Motown

TOP CROSSOVER GROUPS
1. C+C MUSIC FACTORY - COLUMBIA
2. Color Me Badd - Giant
3. Boyz II Men - Motown
4. Surface - Columbia
5. Hi-Five - Jive/RCA

TOP MIXED GROUP
1. C+C MUSIC FACTORY - COLUMBIA
2. Divinyls - Virgin
3. Black Box - RCA

TOP FEMALE GROUPS
1. WILSON PHILLIPS - SBK
2. Triplets - Mercury
3. Salt N Pepa - Next Plateau

TOP DUO
1. ROXETTE - EMI
2. Divinyls - Virgin
3. Nelson - D.G.C.
4. David A. Stewart Feat./Candy Dulfer - Arista
5. D Jazzy Jeff And The Fresh Prince - Jive/RCA
A W A R D S

TOP 50 POP ALBUMS

1. C+C MUSIC FACTORY - GONNA MAKE YOU SWEAT - COLUMBIA
3. Mariah Carey - Mariah Carey - Columbia
4. Black Crowes - Shake Your Money Maker - Def American
5. Natalie Cole - Unforgettable - Elektra
6. Sting - The Soul Cages - A&M
7. Michael Bolton - Time, Love & Tenderness - Columbia
8. Bonnie Raitt - Luck Of The Draw - Capitol
9. Whitney Houston - I'm Your Baby Tonight - Arista
10. Paula Abdul - Spellbound - Captive/Virgin
11. Metallica - Metallica - Elektra
13. Vanilla Ice - To The Extreme - S/BK
14. Chris Isaak - Heart Shaped World - Reprise
16. Soundtrack - New Jack City - Giant
17. Extreme - Extreme II: Pornograffitti - A&M
19. Guns N' Roses - Use Your Illusion I - Geffen
20. NWA - NIGGAZ4LIFE - Priority
21. Enigma - MCMXC A.D. - Charisma
22. Another Bad Creation - Coolin' At The Playground Ya Know - Motown
23. Guns N' Roses - Use Your Illusion II - Geffen
24. Tesla - Five Man Acoustical Jam - Geffen
25. AC/DC - The Razors Edge - Atco/Atlantic

TOP MALE ARTISTS
1. MICHAEL BOLTON - COLUMBIA
2. Sting - A&M
3. Vanilla Ice - S/BK
4. Chris Isaak - Reprise
5. Luther Vandross - Epic

TOP NEW MALE ARTISTS
1. SEAL - WARNER BROS.
2. Marky Mark - Interscope/Eastwest
3. Marc Cohn - Atlantic
4. Timmy T - Quality

TOP MALE GROUPS
1. R.E.M. - WARNER BROS.
2. Black Crowes - Def American
3. Guns N' Roses - Geffen
4. Metallica - Elektra
5. Van Halen - Warner Bros.

TOP FEMALE ARTISTS
1. MARIAH CAREY - COLUMBIA
2. Natalie Cole - Elektra
3. Bonnie Raitt - Capitol
4. Whitney Houston - Arista
5. Paula Abdul - Captive/Virgin

TOP NEW FEMALE ARTISTS
1. CANDY DULFER - ARISTA
2. Lisa Fischer - Elektra
3. Trisha Yearwood - MCA

TOP FEMALE GROUPS
1. WILSON PHILLIPS - S/IK
2. Salt - Peps - Next Plateau
3. Triplets - Mercury/Polygram

TOP SOUNDTRACKS
1. NEW JACK CITY - GIANT
3. The Doors - Elektra
4. Robin Hood: Prince Of Thieves - Morgan Creek
5. The Commitments - MCA

A W A R D S

TOP 30 JAZZ ALBUMS

1. CRUSADERS - HEALING THE WOUNDS - GRP
2. Diane Shuur - Pure Shuur - GRP
4. Dave Koz - Dave Koz - Capitol
5. George Howard - Love And Understanding - GRP
6. Yellowjackets - Greenhouse - GRP
7. Earl Klugh - Midnight In San Juan - Warner Bros.
8. Gerald Albright - Dream Come True - Atlantic
10. Spyro Gyra - Collection - GRP

11. Candy Dulfer - Saxuality - Arista
12. Bobby McFerrin - Medicine Man - EMI
13. Chick Corea - A Love - GRP
14. Tuck And Patti - Dream - Windham Hill Jazz
15. Rippingtons Featuring Russ Freeman - Curves Ahead - GRP
17. Jean Luc Ponty - Epic
18. Manhattan Transfer - Offbeat Of Avenues - Columbia
19. Chick Corea - Beneath The Mask - GRP
20. Take 6 - So Much 2 Say - Reprise
21. Lee Ritenour - Collection - GRP
22. Marion Meadows - For Lovers Only - Novus
23. David Benoit - Inner Motion - GRP
24. Acoustic Alchemy - Back On The Case - GRP
25. Sue Riny - Playing With Fire - Spindle Top
27. Harry Connick Jr. - Blue Light, Red Light - Columbia
28. Bireli Lagrene - Acoustic Moments - Blue Note/Capitol
29. Rippingtons Featuring Russ Freeman - Welcome To The St. James Club - GRP
30. Antonio Sandoval - Flight To Freedom - GRP
By Randy Clark

HAPPY HOLIDAYS and best wishes for the New Year! Here's to the end of '91 and the hopes that '92 will see you all in good health, good spirits, and one step closer to your dreams. But for the moment... back to reality...

Listen to this photo

PALLADIUM PANDEMION: David Bowie's Tin Machine rattled the very crowded house at the infamous Hollywood Palladium last week as they roll on through the West Coast leg of their U.S. tour. Bowie and Tin Machine fans alike couldn't get close enough to the stage in this standing only/general admission event. Charismatic David looked great, I couldn't help but guess that he must sleep in a flotation tank of formaldehyde. I mean, we all know how long this guy has been around, but I got to tell ya... he must have a portrait of himself in that thing doing all the aging. If you are planning on taking this in in your town, be sure to bring a pair of earplugs, 'cause these boys play LOUD.

David gives the band plenty of headroom; sure, he's the main focus, but he makes no bones about the fact that this is a group and lets them each have their moment out front. David sidesteps guitar and saxophone, and even though the show is not as big as his solo tours have been, the crowd was more than happy to get up close in this club-like atmosphere. True, I did want to hear some Bowie classics, and I'm sorry to say they don't play any (the crowd probably would have gone nuts if they had). Also true, one can't help but wonder why he feels the need to work as part of a band... any band, but you gotta know—he ain't doin' it for the money. He diggs it, and it's very apparent he and the Sales boys are having a damn good time. And why not? Maybe it's a phase, you know, it wouldn't be the first time David Bowie has crawled out on a limb to see the view. And who knows... Someday, maybe he'll do another solo tour... he knows he's got the fans out there... and I'm sure he would still fit into all those old costumes.

EAST, WEST... WHO CARES? Okay, this freakin' battle over which city has the bragging rights to the annual Grammy Awards presentation may have finally been settled by the organization that draws the bottom line, as far as television is concerned... the A.C. Nielsen Co. It seems as though every year, if the broadcast is from Los Angeles, the New Yorkers get all wigged out, and vice versa. So why leave the argument up to the music industry? The same people win the awards no matter what coast they do the damn show on. So let's get down to brass tacks here... money! If more viewers watch the show (no doubt because of time delays when the show is in L.A.) when it's in N.Y. (I did live there for seven years, so I ain't dissin' the dump), the powers that be (the advertisers and the money they spend) will dictate which coast is more cost effective. This year's broadcast (hosted by Whoopi Goldberg) will be sent from N.Y.C. again because the ratings were better last year than the show from L.A. two years ago) to the Soviet Union, (I wonder if Levi Strauss will be airing any commercials) and if the numbers don't crunch the way they want them to... they'll probably give La-La Land another shot... or maybe Las Vegas.

POSTHUMOUS-HONORARY: Hollywood Boulevard once again has come around to paying tribute to one of the pioneers of what we all now refer to as "Rock & Roll." Influential '50s radio personality, and "King of the Moondogs," Alan Freed was honored with the 1945th star on the Walk of Fame (following Paula Abdul). Participating in the ceremony were Richard Wolfman Jack and Phil Everly. Accepting the award on his father's behalf, was music publisher, Lance Freed.

CHARITABLE MENTION: The late Freddy Mercury's wishes for fans wanting to donate money to fight AIDS in his memory are to be directed to the Magic Johnson Foundation. Queen's label, Hollywood Records, is donating all profits from the next single, "The Show Must Go On," ("Bohemian Rhapsody" to be released in January) to the Foundation. The Foundation's address is: P.O. Box 32, Ingolstadt, CA 90020-0002. Two weeks off, now... peace on you all... I'll be back... next year...

By Lee Jeske

This man is Gary Lucas and he's one of the most interesting guitarists we've ever heard. Don't believe it? Check out his new album, Skeleton at the Feast (Enemy), and get back to us.

YOU READ IT HERE FIRST: It's time for grand pronouncements about the year ending and the year coming. Pronouncement: Business stinks, but the modern day composer musician, as Edgard Varese said (and Frank Zappa quoted endlessly) refuses you. Creativity, somehow, has nothing to do with chart positions and record sales. Creativity lives, and, it seems in bad times it thrives. Artistically, then, the upcoming year should be a bitch.

LOOK OUT, RUKEE'S BACK: Bobby Darin is in the air. The misunderstood crooner (or was he a rocker? a folkie?) is the subject of a pair of new Atlantic compilations, one making the crooner case, the other making the rocker case (the folkie case would have to be made with a reissue of his really late stuff, when he became Bob Darin and sang about getting stoned). For those who want Darin back in the flesh, a guy named Stan Edwards has been doing Darin tributes on Fridays at New York's Village Gate Terrace. He's not there now, but he'll be back with "A Living Tribute to Bobby Darin" early in the new year. Harriet Wasser, who had a lot to do with Darin's career and was a lifelong friend of the singer, is the producer. Darin, of course, is a member of the Rock and Roll Hall of Fame.

SATURDAY NIGHT FISH FRY: Another Rock and Roll Hall of Famer (albeit as an Early Influence), Louis Jordan, will be very much in the air this spring, when Five Guys Named Mo, a revue based on this wacky singer-saxophonist and his Tympany Five, opens on Broadway. The show has a huge hit in London (but is jellied eel) and opens at Broadway's Eugene O'Neill Theatre on April 8 (after a couple of weeks of previews, which begin March 20). Don't miss it.

CONDENSED: Reader's Digest quietly puts out albums, some of which are kind of goofy. The Elvis Presley Years is kind of goofy, but kind of cool, too. It's a four-CD set, that includes 26 Elvis hits along with 56 other hits of the same time. See, after you hear a couple of Elvis hits from, oh, '57, you hear a little Chuck Berry or Buddy Holly from the same year. I don't know where you put it in your collection, but it does make for good party listening. And it goes clear through to Fat Elvis: Elvis does "My Way" and then Donna Summer floats by with "I Feel Love."

TOUGH BOOGIES: How do you figure out just how many John Lee Hooker or Lightnin' Hopkins albums you need, now that these two blues masters are being reissued at an alarming rate (Hopkins' Prestige recordings are now in a seven-CD boxed set, his Aladdin recordings are on a new two-CD EMI set, and his Gold Star recordings are available from Arhoolie, to mention a few)? I don't know, but, with Hooker, you can start with The Ultimate Collection, a two-CD Rhino compilation that is not quite that, but does give you a good Hooker base (since Rhino does manage to span various labels' holdings). Then you can get Hooker's 'n Heat, one of the favorite albums of my youth, which has just been released on CD from EMI. It pairs Hooker with Canned Heat, a great boogie band of the time. Which makes me wonder when somebody's going to rerelease Fleetwood Mac In Chicago, which teamed the pre-Stevie Nicks English blues band (with guitar great Peter Green) with some of Chicago's finest bluesmen, including my favorite, pianist Otis Spann. A classic of this genre and much better than those various highly-touted Chess London Sessions, which had the same English rockers-meet-blues legends theme.

OH, YES... The Paramount has added another five Harry Connick Jr. shows. Making 15. 15 shows. 15. More than 80,000 seats at a high ticket of $42.50. 15 shows. 15. Of Harry Connick Jr. 15 shows. 15.
Grand Ole Opry Museum Slated For Construction

A SALUTE TO THE WORLD'S LONGEST-RUNNING RADIO SHOW—Opryland USA Inc. is set to begin construction of the Grand Ole Opry Museum, an 8,000-square-foot facility that will salute the world's longest-running radio show. The site is near the Grand Ole Opry House and the entrance to the Opryland theme park in an area of the entertainment complex known as the Opry Plaza.

“Country music is at the core of Opryland USA's being, and the Opry is the cornerstone of country music,” said Hal Durham, general manager of the Opry and a senior vice president of Opryland USA Inc. “The Grand Ole Opry Museum demonstrates our desire to preserve country music's history and tradition.”

The museum is expected to capture the flavor and history of the Opry through displays that focus on various Opry personalities. The new Grand Ole Opry Museum, after its completion in the late spring of 1992, will join the likes of the Roy Acuff Museum and the Minnie Pearl Museum.

“In combination, they will help tell a wonderful story that proves why Nashville is Music City USA,” concludes Durham.

Opry Debut Hooks Newton Standing Ovation

Wayne Newton

KNOWN TO MILLIONS AS THE WORLD'S LONGEST-RUNNING RADIO SHOW, the famed Grand Ole Opry recently witnessed a feat which comes few and far between. Although many would perhaps describe him as the “Vegas Vaude-ditorian,” when it comes to music, renowned entertainer Wayne Newton is now breaking through the barriers of Country music.

Marking his debut appearance on the Grand Ole Opry, Newton recently brought the house down, as well as the enthusiastic audience to their feet. Historically, a standing ovation at the Opry doesn't come so often, but following Newton's powerful performance, the “rise to the occasion” somehow came instantly.

Newton unleashed two numbers during his segment, and from second one of his grand Ole introduction, the fans totally loved the guy! His current Curb Records single, entitled “I Know So,” kicked off Newton's Opry stint and was followed up by an emotion-quilled “Why Me Lord,” which he honorably dedicated to the audience.

According to Newton, it was during his early childhood when he first caught sight and sound of the Opry show. Accompanied by his parents in Virginia, Newton witnessed the music of the Opry when it was “on the road.” Among others who are now considered musical legends, the young Newton caught performances by Kitty Wells and the late Hawkshaw Hawkins. It was at that early stage in his life that he had decided what he too would choose as his career.

Today, music remains as important as ever in this entertainer's life, and those fans and members of the Country music industry are quickly discovering this versatile singer's talents to be just as important. Only one day after his Opry debut, Newton appeared on TNN's Nashville Now program. Once again, the result was an audience in awe!

By Kimmy Wix

Radio, retail, CEMA distributors and press turned out for what was described as an impressive Hal Ketchum/JJ White showcase at the Roxy Theater in Los Angeles in early December. Pictured from (l-r) are: Jayne White, Ketchum, DJ Charlie Parker and PD/MD Don Sinclair (KHAY), Janice White, Curb promo men John Brown and KZLA DJ Barbara Barry.

Country News Box

JUDDS FAREWELL CONCERT EXPECTED TO TOP HISTORICAL PAY-PER-VIEW RATINGS—Early reports indicate that the December 4 pay-per-view telecast of The Judds' final concert in Murfreesboro, Tennessee, will be the most successful musical event in pay-per-view history, according to Viewer's Choice, the exclusive national pay-per-view distributor of the event. Jim English, Viewer's Choice senior vice president of programming, said that the preliminary returns point toward a buy rate well in excess of one percent. The event, which marked the retirement of mother Naomi due to chronic hepatitis, is expected to generate more buys and produce a higher gross than any other pay-per-view music event to date. The concert was available to over 18.5 million addressable pay-per-view households throughout the country.

NBC TUNES UP SIX MORE EDITIONS OF HOT COUNTRY NIGHTS—Hot Country Nights, NBC's new music series which premiered November 24, has been renewed for six more hour programs, it was announced today by Warren Littlefield, president, NBC Entertainment.

LITA MUSIC'S NEW CROP OF WRITERS—Nashville-based publishing company, Lita Music, recently signed five new writers to its tunesmith roster. The new crop includes Dianne and Phillip David Thomas, M.C. Wesley, Staci Frenesand, and Mark Comdon.

"TROUBLE AT THE DOOR" OPENS MUSIC CITY DOORS TO DONNA ULISS—New Atlantic recording artist Donna Uliess was recently honored at the BMI/Nashville offices in recognition of her debut album entitled Trouble At The Door. Uliess's current single marks the title-cut from the new project.

TOP 5 SINGLES-10 YEARS AGO

1. ALABAMA: "Love In The First Degree" (RCA)
2. GENE WATSON: "Fourteen Carat Mind" (MCA)
3. CRYSTAL GAYLE: "The Woman In Me" (Columbia)
4. STEVE WARNER: "All Roads Lead To You" (RCA)
5. RONNIE MILSAP: "I Wouldn't Have Missed It For The World" (RCA)

TOP 5 SINGLES-20 YEARS AGO

1. JOHNNY PAYCHECK: "She's All I Got" (Epic)
2. CHARLEY PRIDE: "Kiss An Angel Good Morning" (RCA)
3. JERRY LEE LEWIS: "Would You Take Another Chance On Me" (Mercury)
4. DON GIBSON: "Country Green" (Hickory)
5. BILL ANDERSON & JAN HOWARD: "Dis-Satisfied" (Decca)

TOP 5 SINGLES-30 YEARS AGO

1. PATSY CLINE: "Crazy" (Decca)
2. JIMMY DEAN: "Big Bad John" (Columbia)
3. LEROY VAN DYKE: "Walk On By" (Mercury)
4. JIM REEVES: "Losing Your Love" (RCA)
5. RAY PRICE: "Soft Rain" (Columbia)
### Top 100 Country Singles #1 Single: Brooks & Dunn

**Cash Box • December 28, 1991**

<table>
<thead>
<tr>
<th>#1 Single</th>
<th>Artist(s)</th>
<th>Week(s)</th>
<th>Total Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>My Next Broken Heart</td>
<td>Brooks &amp; Dunn</td>
<td>21</td>
</tr>
<tr>
<td>2</td>
<td>Without You</td>
<td>Paul McCartney</td>
<td>13</td>
</tr>
<tr>
<td>3</td>
<td>Leave Him Out of This</td>
<td>Tanya Tucker</td>
<td>17</td>
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<tr>
<td>4</td>
<td>Look at Us</td>
<td>MCA</td>
<td>23</td>
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<td>5</td>
<td>You Can Depend on Me</td>
<td>Steve Wariner</td>
<td>11</td>
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<tr>
<td>6</td>
<td>Love, Me</td>
<td>Vince Gill</td>
<td>14</td>
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<tr>
<td>7</td>
<td>For My Broken Heart</td>
<td>Reba McEntire</td>
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<td>8</td>
<td>The Chills of an Early Fall</td>
<td>Michael Johnson</td>
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<tr>
<td>9</td>
<td>Satisfaction and I'll Satisfy You</td>
<td>Molly M.</td>
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<td>10</td>
<td>Broken Promise Land</td>
<td>Mark Chesnutt</td>
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<td>11</td>
<td>Eagle When She Flees</td>
<td>Dolly Parton</td>
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<td>12</td>
<td>Cadillac Style</td>
<td>Sammy Kershaw</td>
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<td>13</td>
<td>Sticks and Stones</td>
<td>Tracy Lawrence</td>
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<td>14</td>
<td>A Jukebox with a Country Song</td>
<td>Doug Stone</td>
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<td>15</td>
<td>Going Out Tonight</td>
<td>Mary-Chapin Carpenter</td>
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<td>16</td>
<td>I Know Where Love Lives</td>
<td>Hal Ketchum</td>
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<td>Asking Us to Dance</td>
<td>Kathy Mattea</td>
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<td>18</td>
<td>Momma Don't Forget to Pray for Me</td>
<td>Diamond Rio</td>
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<tr>
<td>19</td>
<td>Some Guys Have All the Love</td>
<td>Little Texas</td>
<td>14</td>
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<tr>
<td>20</td>
<td>She's Never Coming Back</td>
<td>Mark Collie</td>
<td>24</td>
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<td>21</td>
<td>What Kind of Fool</td>
<td>Lionel Cartwright</td>
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<td>22</td>
<td>I'll Stop Loving You</td>
<td>Mike Reid</td>
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<td>23</td>
<td>After the Lights Go Out</td>
<td>Ricky Van Shelton</td>
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<td>24</td>
<td>The Whiskey Ain't Workin'</td>
<td>Warner Bros</td>
<td>12</td>
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<td>25</td>
<td>Don't Cross Your Heart</td>
<td>Travis Tritt</td>
<td>32</td>
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<td>26</td>
<td>Turn That Radio on</td>
<td>Ronnie Milsap</td>
<td>36</td>
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<tr>
<td>27</td>
<td>Is It Cold in Here</td>
<td>Joe Diffie</td>
<td>41</td>
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<tr>
<td>28</td>
<td>If I Could Bottle This Up</td>
<td>Paul Overstreet</td>
<td>35</td>
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<tr>
<td>29</td>
<td>Back to the Well</td>
<td>Waylon Jennings</td>
<td>39</td>
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<tr>
<td>30</td>
<td>Little Folk</td>
<td>Charlie Daniels</td>
<td>37</td>
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</tbody>
</table>

#### 31 - 50

- Maybe I Was Memphis
- Pam Tillis
- Still Burning for You
- Rob Crosby
- A Month of Sundays
- Vern Gosdin
- If You Want to Find Love
- Kenny Rogers
- Forever Together
- Randy Travis
- Hold on Partner
- Roy Orbison
- You Don't Count the Cost
- Brooks & Dunn
- I'll Start with You
- Paulette Carlson
- Fighting for You
- Pirates Of the Mississippi
- When a Man Loves a Woman
- Ronnie McDowell
- I Know So
- Wayne Newton
- Daddy Don't Sign the Papers
- Six Shooter
- Honky Tonkin' Round
- Art Buchanen
- She Loved a Lot in Her Time
- George Jones
- Somebody's Do' Me Right
- Keith Whitley
- Then Again
- Alabama
- Who Did They Think He Was
- Conway Twitty
- I'd Rather Be in Love
- Dawn Dornin
- Outbound Plane
- Suzy Bogguss

#### 51 - 100

- Devil and Your Deep Blue Eyes
- Sweethearts Of the Road
- Lefty was Right
- Johnny Paycheck
- Route 99
- Those Blues (Sure Do Come Around)
- The Stranger
- I Only Hurts When I Cry
- Dwight Yoakam
- One Precious Love
- Prairie Oyster
- Wild Nights
- Rick Arnold
- Girls That Look a Little Like You
- Jossiah
- Hurt Me Bad
- Patty Loveless
- Hangin' Out
- Chris Wall
- Like Smoke in the Wind
- Billy D. Hunter
- Wasted on You
- Crossover
- No Man's Land
- Michelle Bishop
- This Goodbye is gonna Last Forever
- Cecilia
- Dancin' With an Angel
- Bo Harris
- The World (According to You and Me)
- Starglem
- Makin' Music
- Eddie Thompson
- He'll Never Be You
- Jamie Harper
- The Season's of My Life
- Doc Holiday
- Take Another Look at You
- Starglem
- The Nieces Pair of Boots
- Firehouse
- If I Were You
- Sandy Garwood
- Someone Lock Me Up
- Cricket Rock
- Shoulda Cried on You
- Jery Ray
- Walkin' and Talkin'
- Kimberly Summers
- No Ordinary Memory
- Laura Lee
- The Jukebox Has Been Talking
- Cousin Glen
- Trail of Tears
- Kim Frost
- What I Want is Your Love
- Mel Mcguinn
- White Horses & Little Brown Ponies
- Fudgeareound
- You Don't Need to Knock
- Mandy Kay
- Call of the Dove
- John Lackworth
- Nashville Now Boogie
- Joey Welz
- Ruby Red
- Denice Cole
- Needing You Again
- David Houston
- The Worst in Me
- Jim & Min Harding
- Someday Soon
- Suzy Bogguss
- The Blame
- Highway 101
- Sweet Little Shoe
- Dan Seals
- Only Daddy That'll Walk the Line
- The Kentucky Headhunters
- Shameless
- Garth Brooks
- Motherly Love
- Keith Whitley & Earl Thomas Conley
- John Deere Tractor

**Total Weeks**

- 1: Single: Brooks & Dunn
- 2: Total: 21
- 3: Low: 11
- 4: High: 11
- 5: Overall: 10
The World’s Greatest Superstar and Entertainer

Wayne Newton

His new smash hit single:

“I Know So”
Thanks for another great year!
### AWARDS

#### TOP 50 COUNTRY SINGLES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Album</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lionel Cartwright</td>
<td>Leap of Faith</td>
<td>MCA</td>
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<tr>
<td>2</td>
<td>Diamond Rio</td>
<td>Mirror Mirror</td>
<td>Arista</td>
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<tr>
<td>3</td>
<td>Sawyer Brown</td>
<td>The Walk</td>
<td>Curb/Capitol</td>
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<tr>
<td>4</td>
<td>Doug Stone</td>
<td>I Thought It Was You</td>
<td>Epic</td>
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<tr>
<td>5</td>
<td>Mark Chesnut</td>
<td>Your Love Is A Miracle</td>
<td>MCA</td>
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<tr>
<td>6</td>
<td>Earl Thomas Conley</td>
<td>Shadow Of A Doubt</td>
<td>RCA</td>
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<td>7</td>
<td>Lorrie Morgan</td>
<td>We Both Walk</td>
<td>RCA</td>
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<tr>
<td>8</td>
<td>Joe Diffie</td>
<td>New Way (To Light Up An Old Flame)</td>
<td>Epic</td>
</tr>
<tr>
<td>9</td>
<td>Marty Chapin Carpenter</td>
<td>Down At The Twist And Shout</td>
<td>Columbia</td>
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<tr>
<td>10</td>
<td>Ricky Van Shelton</td>
<td>I Am A Simple Man</td>
<td>Columbia</td>
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<tr>
<td>11</td>
<td>Pam Tillis</td>
<td>Put Yourself In My Place</td>
<td>Arista</td>
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<td>12</td>
<td>The Oak Ridge Boys</td>
<td>Lucky Moon</td>
<td>RCA</td>
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<tr>
<td>13</td>
<td>Reba McEntire</td>
<td>Fallin' Out Of Love</td>
<td>MCA</td>
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<td>14</td>
<td>Vince Gill</td>
<td>Liza Jane</td>
<td>MCA</td>
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<td>15</td>
<td>Ricky Van Shelton</td>
<td>Keep It Between The Lines</td>
<td>Columbia</td>
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<td>16</td>
<td>Mark Chesnut</td>
<td>Brother Jukebox</td>
<td>MCA</td>
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<tr>
<td>17</td>
<td>Trisha Yearwood</td>
<td>She's In Love With The Boy</td>
<td>MCA</td>
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<td>18</td>
<td>Tanya Tucker</td>
<td>Down To My Last Teardrop</td>
<td>Capitol</td>
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<tr>
<td>19</td>
<td>Brooks &amp; Dunn</td>
<td>Brand New Man</td>
<td>Arista</td>
</tr>
<tr>
<td>20</td>
<td>Trisha Yearwood</td>
<td>Like We Never Had A Broken Heart</td>
<td>MCA</td>
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<tr>
<td>21</td>
<td>Joe Diffie</td>
<td>If The Devil Danced</td>
<td>Epic</td>
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<td>22</td>
<td>Alan Jackson</td>
<td>Somedays - Arista</td>
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<tr>
<td>23</td>
<td>Patty Loveless</td>
<td>Hurt Me Bad (In A Real Good Way)</td>
<td>MCA</td>
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<tr>
<td>24</td>
<td>George Strait</td>
<td>You Know Me Better Than That</td>
<td>MCA</td>
</tr>
<tr>
<td>25</td>
<td>Clint Black</td>
<td>One More Payment</td>
<td>RCA</td>
</tr>
</tbody>
</table>

#### COUNTRY SINGLES AWARDS

**TOP MALE ARTISTS**

1. Mark Chesnutt - MCA
2. Clint Black - RCA
3. Garth Brooks - Capitol
4. Marty Stuart - MCA
5. Travis Tritt - Warner Bros.

**TOP FEMALE ARTISTS**

1. Reba McEntire - MCA
2. Kathy Mattea - Mercury
3. Patty Loveless - MCA
4. K.T. Oslin - RCA
5. Tanya Tucker - Capitol

**TOP NEW MALE ARTISTS**

1. Clinton Gregory - Step One
2. Ray Kennedy - Atlantic
3. Hal Ketchum - Curb
4. Aaron Tippin - RCA
5. Mark Collie - MCA

**TOP NEW FEMALE ARTISTS**

1. Trisha Yearwood - MCA
2. Linda Davis - Capitol
3. Michele Wright - Arista
4. Donna Ulisse - Atlantic
5. Ronna Reeves - Mercury
Curb Records Salutes Its Cashbox Winners

Hank Williams, Jr. • Best Male Vocalist
Hal Ketchum • Best New Male Vocalist

The Judds • Best Duo
JJ White • Best New Duo

Desert Rose Band • Best Vocal Group
Sawyer Brown • Best Vocal Group
TOP 50 COUNTRY ALBUMS
1. Garth Brooks - No Fences - Capitol
2. Reba McEntire - Rumor Has It - MCA
3. Garth Brooks - Garth Brooks - Capitol
4. Alan Jackson - Here In The Real World - Arista
5. Clint Black - Put Yourself In My Shoes - RCA
6. Clint Black - Killin' Time - RCA
7. The Judds - Love Can Build A Bridge - RCA/Curb
8. The Kentucky Headhunters - Pickin' On Nashville - Mercury
9. Vince Gill - When I Call Your Name - MCA
11. Alabama - Pass It On Down - RCA
12. Dwight Yoakam - If There Was A Way - Reprise
14. Mark Chesnutt - Too Cold At Home - MCA
15. Ricky Van Shelton - RVS III - Columbia
17. Kathy Mattea - A Collection Of Hits - Mercury
18. Keith Whitley - Greatest Hits - RCA
19. Dolly Parton - Eagle When She Flies - Columbia
20. Mary-Chapin Carpenter - Shooting Straight In The Dark - Columbia
21. K.T. Oslin - Love In A Small Town - RCA
22. Vince Gill - Pocket Full Of Gold - MCA
23. Patsy Cline - 12 Greatest Hits - MCA
24. Shenandoah - Extra Mile - Columbia
25. The Judds - Greatest Hits - RCA/Curb

26. Pirates Of The Mississippi - Pirates Of The Mississippi - Capitol
27. George Strait - Livin' It Up - MCA
28. George Strait - Chill Of An Early Fall - MCA
29. The Kentucky Headhunters - Electric Barnyard - Mercury
30. Joe Diffie - A Thousand Winding Roads - Epic
31. Patty Loveless - On Down The Line - MCA
32. Alan Jackson - Don't Rock The Jukebox - Arista
33. Texas Tornados - Texas Tornados - Reprise
34. Kathy Mattea - Time Passes By - Mercury
35. Lorrie Morgan - Something In Red - RCA
36. Carly Carter - I Fell In Love - Reprise
37. Waylon Jennings - The Eagle - Epic
38. Chet Atkins & Mark Knopfler - Neck & Neck - Columbia
39. Ricky Van Shelton - Backroads - Columbia
40. Travis Tritt - It's All About To Change - Warner Bros.
41. Hank Williams, Jr. - America (The Way I See It) - Curb/Warner Bros.
42. Hank Williams, Jr. - Pure Hank - Curb/Warner Bros.
43. Billy Dean - Young Man - Capitol/SHK
44. Aaron Tippin - You've Got To Stand For Something - RCA
45. Shelby Lynne - Tough All Over - Epic
46. Rosanne Cash - Interiors - Columbia
47. Diamond Rio - Diamond Rio - Arista
48. Vern Gosdin - 10 Years Of Greatest Hits - Columbia
49. Paul Overstreet - Heroes - RCA
50. Trisha Yearwood - Trisha Yearwood - MCA

COUNTRY ALBUM AWARDS

TOP MALE ARTISTS
1. Garth Brooks - Capitol
2. Clint Black - RCA
3. George Strait - MCA
4. Vince Gill - MCA
5. Hank Williams, Jr. - Curb/Warner Bros.

TOP FEMALE ARTISTS
1. Reba McEntire - MCA
2. Kathy Mattea - Mercury
3. Mary-Chapin Carpenter - Columbia
4. Dolly Parton - Columbia
5. Patty Loveless - MCA

TOP NEW MALE ARTISTS
1. Joe Diffie - Epic
2. Billy Dean - Capitol/SHK
3. Aaron Tippin - RCA
4. Mike Reid - Columbia

TOP NEW FEMALE ARTISTS
1. Trisha Yearwood - MCA
2. Pam Tillis - Arista
3. Alison Krauss - Rounder
4. Suzy Bogguss - Capitol
5. Paulette Carlson - Capitol

TOP GROUPS/DUOS
1. Alabama - RCA
2. The Judds - RCA/Curb
3. Sawyer Brown - Curb/Capitol
4. Kentucky Headhunters - Mercury
5. Pirates Of The Mississippi - Capitol
If it weren't for country radio...I would never have had 3 top 10 singles in 1991. I'll be kicking off '92 with another dandy. You'll be receiving an advance copy of my new single PLAY RUBY PLAY by the first of February. Have a great holiday and Ruby and me will see you in '92.

Thanks again,

[Signature]

#1 "(If It Weren't For Country Music) I'd Go Crazy"

Top 10 "One Shot at a Time"

Top 10 "Satisfy Me & I'll Satisfy You"

ALSO:

NEW FOR '92

RAY PRICE
& FARON YOUNG

Together on their new single

The Memories That Last
(SOR)-436

From their duet project
Memories That Last
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# COUNTRY MUSIC

## TOP 75 COUNTRY ALBUMS

**CASH BOX • DECEMBER 28, 1991**

*The square bullet indicates strong upward chart movement.*

<table>
<thead>
<tr>
<th>#1 ALBUM:</th>
<th>Garth Brooks</th>
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<tr>
<th>#</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Peak Position</th>
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<tbody>
<tr>
<td>1</td>
<td><em>Ropin' The Wind</em></td>
<td>Garth Brooks</td>
<td>14</td>
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<tr>
<td>2</td>
<td><em>For My Broken Heart</em></td>
<td>Garth Brooks</td>
<td>6</td>
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<tr>
<td>3</td>
<td><em>It's All About Me</em></td>
<td>Garth Brooks</td>
<td>8</td>
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<td>4</td>
<td><em>Pocket Full of Gold</em></td>
<td>Garth Brooks</td>
<td>10</td>
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<td>5</td>
<td><em>Screemin'</em></td>
<td>Garth Brooks</td>
<td>12</td>
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<tr>
<td>6</td>
<td><em>Trisha Yearwood</em></td>
<td>Trisha Yearwood</td>
<td>24</td>
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<td>7</td>
<td><em>George Strait</em></td>
<td>George Strait</td>
<td>10</td>
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<tr>
<td>8</td>
<td><em>Put Yourself in My Shoes</em></td>
<td>George Strait</td>
<td>12</td>
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<td>9</td>
<td><em>High Lonesome</em></td>
<td>George Strait</td>
<td>16</td>
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<td>10</td>
<td><em>What I Do With Me</em></td>
<td>George Strait</td>
<td>22</td>
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<td>11</td>
<td><em>Eagle When She Flies</em></td>
<td>George Strait</td>
<td>23</td>
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<td>12</td>
<td><em>All I Can Be</em></td>
<td>George Strait</td>
<td>26</td>
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<td>13</td>
<td><em>Diamond Rio</em></td>
<td>George Strait</td>
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<td>14</td>
<td><em>Chill of an Early Fall</em></td>
<td>George Strait</td>
<td>31</td>
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<td>15</td>
<td><em>Brooks &amp; Dunn</em></td>
<td>George Strait</td>
<td>32</td>
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<td>16</td>
<td><em>Country Club</em></td>
<td>George Strait</td>
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<tr>
<td>17</td>
<td><em>The Patsy Cline Collection</em></td>
<td>George Strait</td>
<td>37</td>
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<tr>
<td>18</td>
<td><em>The Best of Restless Heart</em></td>
<td>George Strait</td>
<td>38</td>
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<td>19</td>
<td><em>Eyes of a Champion</em></td>
<td>George Strait</td>
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<td>20</td>
<td><em>If There Was a Way</em></td>
<td>George Strait</td>
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<td>21</td>
<td><em>Killin' Time</em></td>
<td>George Strait</td>
<td>47</td>
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<td>22</td>
<td><em>Back Home Again</em></td>
<td>George Strait</td>
<td>49</td>
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<td>23</td>
<td><em>Zone of Our Own</em></td>
<td>George Strait</td>
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<td>24</td>
<td><em>Reckless</em></td>
<td>George Strait</td>
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<td>25</td>
<td><em>12 Greatest Hits</em></td>
<td>George Strait</td>
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<td>26</td>
<td><em>High Road</em></td>
<td>George Strait</td>
<td>57</td>
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<td>27</td>
<td><em>Ricky Van Shelton</em></td>
<td>Ricky Van Shelton</td>
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<td>28</td>
<td><em>Lee Greenwood</em></td>
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<td>29</td>
<td><em>Mary Chapin Carpenter</em></td>
<td>Mary Chapin Carpenter</td>
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<td>30</td>
<td><em>Tracy Chapman</em></td>
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<td>31</td>
<td><em>Petra</em></td>
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<td>32</td>
<td><em>Steve Earle</em></td>
<td>Steve Earle</td>
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<tr>
<td>33</td>
<td><em>Mary Chapin Carpenter</em></td>
<td>Steve Earle</td>
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<td><em>Tracy Chapman</em></td>
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<td>36</td>
<td><em>Steve Earle</em></td>
<td>Steve Earle</td>
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## MICHELE BISHOP

"Thanks to radio, to my promotors, and to Playback Records for a great year!"

Nominated for

**ENTERTAINER OF THE YEAR**
**"FEMALE VOCALIST OF THE YEAR"**

1991 International Indie Country Awards
Feb. 8, 1992, Tennessee Performing Arts Center
Nashville, Tennessee

Opened for

**RICKY VAN SHELTON & LEE GREENWOOD**

South Florida State Fair

TOURING U.S. ARMY BASES
KOREA THIS FEBRUARY

The #1 INDIE...
**By Teresa Chance & Kimmy Wix**

**Most Active**

Hal Ketchum—Beyond The Point of Rescue—(Curb 77450)—#25

**Product Pick**

B.B. Watson—Light At The End Of The Tunnel—(BNA 61020) (The Product Pick is determined each week by Cash Box's retail account panel.)

**Hittin' the Street**

(January 14, 1992) Sweethearts of the Rodeo—Sisters—(Columbia 47358)
(January 14, 1992) Tom Wopat—Burning To Love—(Epic 47874)
(February 18, 1992) Hank Williams, Jr.—Maverick—(Capricorn 26806)

**ALBUM ACTION THIS WEEK—Past The Point Of Rescue**, the debut release from Curb recording artist Hal Ketchum, shows a significant increase in sales this week as reported by accounts such as Record Emporium in Chicago, IL; RTI One Stop in Omaha, NE; and Statewide Distributors in Pottersville, MI. The album, which reaches #25 after gaining 18 slots on the Cash Box Top 75 Country Album Chart, features the hit single, “Small Town Saturday Night” and the current release, “I Know Where Love Lives” now at #16 on the Top 100 Country Singles Chart.

**PRODUCT PICK—B.B. Watson knows how to charm listeners with his down-home, honky-tonk style of singing as heard on his debut album entitled Light At The End Of The Tunnel. He's not one to shy away from attention and has been known to be his own best publicity. That probably explains why retailers such as Big State One Stop in Dallas, TX and Middle Earth in Downey, CA are finding Watson's debut project to be such a hit.**

WAY TO GO SON!—Charlie Daniels (left) congratulates Travis Tritt (center) as he receives a platinum album, in recognition of sales exceeding one million units, for his It's All About To Change album. The album features the hit singles “Anymore” and “Here's A Quarter (Call Someone Who Cares).” Marty Stuart (right), with whom Tritt recorded the current single, “The Whiskey Ain't Workin',” surprised Tritt with the album during the taping of the new country series, Hot Country Nights, which aired recently on NBC.

(Cash Box Magazine would love to publish information and photographs regarding any retail news, promotions or events. Please contact Teresa Chance or Kimmy Wix at 615-329-2898.)
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WE'VE GOT THE AMUNITION

NOMINATED FOR SIX AWARDS IN SIX CATEGORIES
"INTERNATIONAL INDEPENDENT" "COUNTRY MUSIC AWARDS"

DOUG KERSHAW
and HANK WILLIAMS JR.
"CAJUN BABY"

DOC HOLIDAY
"THE SOUND OF HER VOICE"
"HONKY TONK HERO"

DOUG KERSHAW
FATS DOMINO
"DON'T MESS WITH MY TOOT-TOOT"

BIG AL DOWLING
"MR. JONES (THE FINAL CHAPTER)"

DOUG KERSHAW
"CAJUN STRIPPER"

TUG BOAT INTERNATIONAL RECORDS
DOC HOLIDAY PRODUCTIONS
4 LILAC COURT, NEWPORT NEWS, VA. 23601
PHONE OR FAX: 804-591-2717

Johnny PayCheck

"Lefty Was Right"
Produced by Dan Mitchell
It's a Hit!
First Single in 4 Years

Cash Box Promotion by Chuck Dixon
(615) 754-7492

For further information, contact:
Management: Carter & Associates (304) 523-2310
Publicity: White Horse Enterprises, Inc. (615) 259-3501
Booking: Bobby Roberts Entertainment (615) 859-8899
Tony Sands

"Take Another Look At You"

#76 Cash Box
#22 Music Row

LRG 1030
Cassette Single
From "The Best Of Tony Sands" Vol. I
(LGTS 1)
Available 12/10/91

Redneck The Band

"Caring Less And Less About More And More"
(Zambone/Lost Gold 1017)
V, CD, & Cass

By Cory Cheshire and Kimmy Wix

High Debuts
1. KEITH WHITLEY—"Somebody's Doin' Me Right"—(RCA) — #5
2. SUZY BOCCUSI—"Outbound Plane"—(Capitol) — #52
3. JOHN ANDERSON—"Straight Tequila Night"—(BNA) — #54

Most Active
1. JOE DIFFIE—"Is It Cold In Here"— (Epic) — #1
2. RONNIE MCDOWELL—"When A Man Loves A Woman"—(Curb) — #43
3. PAULETTE CARLSON—"I'll Start With You"—(Capitol) — #1

Hot Phones
1. COLLIN RAYE—"Love, Me"—(Epic) — #6
2. VINCEN GILL—"Look At Us"—(MCA) — #4
3. BROOKS & DUNN—"My Next Broken Heart"—(Arista) — #1

POWERFUL ON THE PLAYLIST—For the second consecutive week, the latest Joe Diffie single marks the most significant mover on the Top 100 Country Singles Chart. "Is It Cold In Here" leaps up 12 slots to #29, and again garners the Most Active honors. According to stations such as KCKL-FM in Malakoff, TX; KQLX in Lisbon, NJ; and KWRE in Warrenton, MO, the latest Diffie single is a favorite with listeners.

Converting a pop hit into a country-flavored ballad proves to be winning over country listeners. "When A Man Loves A Woman" when performed by Ronnie McDowell gets the thumbs-up from radio as evidenced by reports from stations such as WATZ-FM in Alpena, MI; WBBI in Abingdon, VA; and WTRI in Brunswick, MD. Making the climb up the Cash Box Top 100 Country Singles Chart, "When A Man Loves A Woman" jumps 12 to #43.

Paulette Carlson may just be starting her solo career with a chart-topping release. "I'll Start With You" proves to be a powerful punch of success as it bullets 10 to #41 on the Cash Box Top 100 Country Singles Chart. Stations showing strong action for the single include KGKL-FM in San Angelo, TX; WIXK in New Richmond, WI; and WXGI in Richmond, VA.

INSIDE RADIO—After the release of their debut single, "A Picture Of You," Great Plains is pulling out a "Fasten Gun." The second cut from their recently released self-titled album yields great response from radio. Some firsthand listeners at radio believe Great Plains will be a great new act for country. "I don't normally get into new acts, but this knocked me out! It's one of my favorites," commented Gary Highbower of KFDI in Wichita, Kansas. Others hooping praise on the group include Mark Harper of KTCS in Ft. Smith, Arkansas; Anne Mac of KUGN in Eugene, Oregon; Scott Winston of KIOO in Moorehead, Minnesota; and WBXQ in Bristol, Virginia. Currently the band has hit the road making stops in Phoenix, Santa Ana, Austin, Chicago and Alexandria, VA.

DECKED OUT FOR THE HOLIDAYS—The successful independent trio, Black Tie delivers a holiday heartwarmer in their rendition of "Away in a Manger." The flipside to their current single, "I'm Sure of You" sparks that harmonious yuletide chord to become one of the season's best. Their last single, "Oh My Lover" became a #1 indie chart topper rising to #47 on the Cash Box Top 100 Country Singles Chart.

Making their "Mark" on WMZQ—Two of country music's hottest acts, Mark Chesnutt (left) and Mark Collie (right) recently visited the Washington, D.C. based WMZQ for a few laughs and a free sweatshirt. Just exactly who gets the sweatshirt is still up in the air.

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. BETTER CLASS OF LOSERS—Randi Times (Warner Bros.)
2. ONLY THE WIND—Billy Dean (Capitol)
3. I ONLY WANT YOU FOR CHRISTMAS—Alan Jackson (Arista)
4. JEALOUS SONE—Patty Loveless (MCA)
5. FASTER GUN—Great Plains (Capitol)
6. FIGHTING FIRE WITH FIRE—David Daniel (Mercury)
7. EXCEPT FOR MONDAY—Lorrie Morgan (RCA)
8. WILDEST DREAMS—Mary Brown (MCA)
9. SETTLE FOR LOVE—Kelly Wilks (MCA)
10. WORKING MAN'S DOLLAR—Chris LeDoux (Capitol)

(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!)
Thanks, RADIO for a great year!

First there was MAMA'S ROCKIN' CHAIR...
then Can't You Just Stay Gone...
and now Nothin' That A Little Love

Debra Dudley

Concorde International Records
P.O. Box 24454
Nashville, TN 37202
615 / 269-7095

Fan Club
P.O. Box 40
Bonnieville, KY 42713
502 / 531-2865
NEW SINGLE RELEASES
OUT OF THE BOX
BILLY DEAN: "Only The Wind" (Capitol/SBK 79053)
Producers: Chuck Howard/Tom Shapiro/Jimmy Gilmer
Writers: Tom Shapiro/Chuck Jones
Billy Dean represents one of the few artists whose radio success has been nothing less than quick. Such towering success has stretched across the board, but has launched his career in the country arena to an even more phenomenal kick-off. Dean’s latest single from his self-titled, sophomore album project again flaunts the soothing vocalist’s ability to bring out a soft-lined ballad's emotional magic.

DONNA ULISSE: “Trouble At The Door” (Atlantic 4004)
Producer: Ray Baker
Writers: Kenny Chater/Lynn Gillespie
This country new face takes a powerful grip on her latest single entitled “Trouble At The Door.” Hot off her brand new album, this deep-felt ballad makes way for Ulisse to unleash her classy vocal that soars with full heart and emotion—strongly indicating that the year 1992 will be the year for Ulisse to beam!

RICKY SKAGGS: “Same Ol’ Love” (Epic 74147)
Producers: Ricky Skaggs/Mac McAnally
Writers: C. Austin/G. Barnhill
Skaggs’ mountain-tenored vocals fire this snappy cut with an explosion of sultry energy. “Same Ol’ Love,” which sparks from the My Father’s Son LP, unleashes a zipping tempo, an instrumental hoedown and an exciting taste of Skaggs of which we haven’t heard in a while.

DESERT ROSE BAND: "Twilight Is Gone" (Curb/MCA 54316)
Producer: Tony Brown
Writers: Chris Hillman/Steve Hill
The chimes of vocal harmony showcased here are near excellent, as well as every ounce of work put into this new single. “Twilight Is Gone,” the newest release from the Desert Rose Band’s True Love package, unwinds a caressing tune that’s quilted with heartwarming lyrics and a mind-sinking melody.

FEATURE PICKS

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INDIE INSIGHT

JAMES MYERS
OVER TWO HUNDRED SONGS AND STILL COUNTING!
As a songwriting/country artist, James E. Myers has dedicated his life to a career of songwriting. His name appears most notably on the songwriting credits for the hallmark song of the 1950s, "Rock Around The Clock," which has been recorded on more than 500 record labels and in more than 30 different languages. While Myers claims all types of music as his business, it’s country music that has most recently become his pleasure.

"I always believed that a songwriter, a good songwriter, should be able to write on demand, no matter what type of song that's required," explains the musically prolific Myers. "Whether it was polka, ballet, pop or country... you name it... that's what it's all about. Country is what it's all about right now for Myers who has most recently hit the country charts with songs such as "One Way Ticket," co-written with Joe Molinaro and recorded by Joey Welz, "Sixteen Ways," co-written and recorded by Welz, "Headin' For Armageddon" and the current release, "Nashville Now Boogie," co-written and recorded by Welz.

Myers penned the 1955 classic, "Rock Around The Clock," with the late Max Freedman upon returning from military duties in the South Pacific. "I wrote that song when I came back out of the army," remembers Myers. "I spent four years in the South Pacific... in combat most of the time, and this melody kept going around and around in my head. It took me quite some time to work it out on paper though. We needed something with a beat, and we needed a happy sound, because this was after the war and people had to get themselves back together again. I think I very successfully created that happy sound."

First to record the song were Sonny Dae and the Knights followed by the legendary Bill Haley and the Comets. Others who would find the song a must for their recording repertoire include Pat Boone, Freddie Cannon, Meyer Davis Orch., Deep River Boys, Alan Freed, Isley Brothers, Mickey Katz, Buddy Knox, Sandy Nelson, Harry Nilson, with Ringo Starr and Keith Moon, Ray Anthony, Chubby Checker, The Osmonds, Carl Perkins, Sex Pistols and Mae West.

"Right now I average writing about one new song a month, and it's usually country," admits Myers. Between "Rock Around The Clock" and the "Nashville Now Boogie," Myers captured a variety of his self-penned tunes on the 12-cassette album project entitled, And Then I Wrote.

Fortunately, Myers has found fertile ground in country music as he continues his tradition of quality writing to be appreciated by recording artists and listeners alike.

BACK IN TIME:

DECEMBER 24—Lulu Belle (Wiseman) born 1913.


DECEMBER 26—Beecher "Pete" Kirby ("Bushful Brother Oswald") born 1911; Ronnie Prophet born 1937; George and Tammy’s first duet hit the charts 1971.

DECEMBER 27—Tracy Nelson born 1944; Bob Luman died 1978.

COUNTRY MUSIC
CASH BOX • DECEMBER 28, 1991

COUNTRY UP & COMING

1 STAY THE LADY YOU ARE (WC)[Rev(Vir)] Frank Cannon
2 UNCHAIN MY HEART (Gold One)[Rev] Dew Watson
3 PILLOW TALK (W;Ron)[Rev] Tony Montor
4 IF SHE LEAVES MY HEART (Harmony Street)[Rev] Scott Pennell
5 I'VE GOT TO PULL MYSELF TOGETHER (Cott)[Rev] Dick Morris
6 HEARTWRECK (5;Ad/6;Stein)[Rev] Gerry King
7 BIG TIME IN LOVE (Soundwave)[Rev] Sandra Brown
8 ONE MORE REPossession (Payer)[Rev] Bobby Luster
9 THREE LITTLE WORDS (Don Or Knick)[Rev] Hope Cooper
10 TOP OF THE LINE (Cott)[Rev] Steve Wyles
11 STETON WITH LIPS (Cott)[Rev] Pepé
12 LOVER BABY (MS)[Rev] The Shadows
13 THROWIN' CAUTION TO THE WIND (Tuck)[Rev] Cody Austin
14 LET ME DOWN EASY (Reelster)[Rev] Scott Ryan
15 OLD ROAD SCHOLLAR (One Way)[Rev] DeWayne Spaw
Art rides the gaited saddle mare, Toni, shown with her young colt.

Saddle and equipment furnished by "Sharky" Tipps.

Art likes riding horses, motorcycles, and records that go...

"HONKY TONKIN 'ROUND"

CASH BOX # 46 HIGHEST INDEPENDENT!

NATIONAL PROMOTION BY:

Chuck Dixon
(615) 754-7492
Gary Bradshaw
(512) 675-3862

STOP HUNGER RECORDS
1300 Division Street
Nashville, TN 37203
(615) 242-4722

ART BUCHANAN (618) 895-2821
I want to thank all of the Cashbox radio stations nationally, that have helped chart my first national single release. I also want to especially thank all the DJ’s that have called and told me how much they like the record.

Happy Holidays!

ARTIST: ANGIE WELCH
PRODUCER: BUD McQUIRE & ROBERT METZGAR
LABEL: STOP HUNGER RECORDS
PROMOTION: Chuck Dixon & Mike Kelly
Management: Mr. Kenny Welch, Rt. #2, Box 205, Ruckersville, VA 22968, (804) 985-2972
Bookings: Capitol Management
Robert Metzgar
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Nashville, TN 37203
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TWO GREAT SONGS

NASHVILLE BOOGIE

(Joey Welz, James E. Myers)

B/W

"DID THE WHEELS COME OFF THE WAGON"

(James E. Myers, Ed Gallagher)

Sung by JOEY WELZ

Available on 45's & cassettes. & CD's

Rock-A-Billy

Headlin' For Armageddon

16 Ways (I'm In Love)

One Way Ticket

Where Would I Be Without You

(Welz, Myers)

(Myers, Mollano)

(Myers, Mollano)

(Goodbye Forever Once Again)

(Written by Larry Mollano & James E. Myers)

Debbie Sue's latest recording on the Country Star label

"Rock Around The Christmas Tree."

THE LEGENDS

LIVE ON...

Published by

JAMES E. MYERS

ENTERPRISES

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OUT SOON: VOLUME 16 of "AND THAN I WROTE" SERIES... These 16 Cassette Volumes contain 238 great Songs and Tracks from our Catalogue...
**GOSPEL MUSIC**

Christmas Messages

*By Gregory S. Cooper*

**RAIN BUNDE, CEO, Fistic Records.**

"To me, Christmas is a season that radiates the love of Jesus Christ. It’s a time to reflect on everything He’s done for us. When I think of Christmas, I don’t only think of His birth, I also think of His death and resurrection. I think of salvation and of my very life. All of this encompasses joy because the joy of the Lord is our strength."

**BURKE JOHNSON, Host, Inspirations Across America.**

"For me, Christmas is a very special time of the year. It’s a time when you relive the birth of Christ. It’s a time for family, and I look forward to seeing and being with them during this period. Also, it’s a time to care and show love towards other people. I like to take part in community organizations that see that the less fortunate have a joyous season. It always makes my Christmas better knowing that I helped someone else."

**TIM A. SMITH, Journalist, Cash Box Magazine.**

"For myself, Christmas is a 365 or 366 day a year holiday, Jesus stood for love and this is something that I try to express and share with others throughout the year, not on just one particular day or period of time."

**MERYN WARREN, Producer/Songwriter.**

"My wish this holiday season is for peace around the world and peace in our hearts. And remember, if you hitch your wagon to a star, let it be the STAR OF BETHLEHEM."

Nationally and internationally heralded singer/songwriter and former Take 6 member, Warren has a masters degree in music and presently heads up his own music and publishing company, Leappyre Productions.

**BILL GAITHER, Producer/Songwriter.**

"This greeting to Cash Box and the music industry comes from myself, the Gaither Vocal Band and the family of Jubilee Communications."

We’d like to wish you and yours a blessed Christmas and New Year filled with the peace and love of Christ." Gaither, who hosts his own *Praise Gathering*, is probably the most widely known and prolific songwriters in the Christian music industry worldwide. A legend in his own right.

**JAMES BULLARD,** Word, Incorporated:

"Executive Director of Word’s Gospel Music Division coined the phrase "A Fresh Approach To Black Gospel... Because We Care." It has become the motto of the Black Gospel Division. Bullard’s greeting reads: "Happy Holidays to all—give the gift of Gospel Music to a friend this holiday season wrapped in love."

**BOBBY JONES, Ph.D., Television Host:** "May your Christmas be rich with joy. May your Christmas be rich with the laughter of friends, with the closeness of family whose love never ends. May you be content, may your spirit be light, and may all your holiday memories be bright. Thanks for a wonderful year!!! With love, Bobby Jones and New Life." Jones, a Grammy, Dove and Stellar award winner, whose credentials include an earned Ph.D., presently hosts the number-one rated program on the Black Entertainment Television network.

**BILLY JONES, Gospel, is seen three times weekly in 28 different countries by more than 30 million viewers.**

**MARILYN MCCCOO, Performer/Entertainer:** Celebrated television and recording star McCoo, who enjoys a diverse career in the entertainment industry, shared this greeting in a statement: "I always look forward to the Christmas season as a time to spend with the special people in my life, my family and dear friends. I wish all the Cash Box readers the joyful time that Billy and I will have." The former Solid Gold host will also host the 1991 Stellar Awards and will appear on Univision's *Fama y Fortuna*, which will be broadcast simultaneously via satellite in 16 Latin American countries.

**CLIFTON DAVIS,** Actor/Singer:

"With unemployment soaring and a recession looming all around us, some Americans find it difficult to live out the spirit of giving that traditionally accompanies this season! But, give any way! Because whatever you give will be reflected in what you receive. So in that spirit, may all your Christmas wishes come true. Merry Christmas and a very Happy New Year."
TERESA E. HAIRSTON, Benson Music Group: "May this holiday season be one in which we all realize the 'reason' for the season and cherish those who are close to us. In a day and time when the endtime prophesies are being fulfilled before our very eyes, let's be encouraged to walk in peace, love and harmony with all men." Hairston is also the publisher of America's Gospel music magazine, Sare.

VICKI MACK LATAILLADE, Sparrow Communications Group: Even after a very taxing, exhausting and problematic day, Latailade blessed me with this very positive and upbeat message: "I am so excited and so encouraged about what the Lord is doing. The United Gospel Industry Council, which I serve as third vice president, recently met in a closed session for dinner and discussion at the Sparrow offices in Nashville. There is a God. There is VICTORY in being a Christian. Even though there has been a lot of controversy—things are being worked out. The GMA, GMWA, blacks, whites, secular... EVERYONE is beginning to work together!"

STAN MOSER, CEO, Star Song Communications: "Gospel music has seen a tremendous amount of change over the last 20 years, and I have had the privilege to witness most of the changes firsthand. Although we have seen changes in musical styles, marketing techniques, and retail impact, many of the same artists and executives are still actively involved. This fact has allowed me to develop many lifelong relationships which have indeed been a most valuable, personal part of my work in this field. As we unfolded the last decade of the 20th century, my hope and prayer is that the more we change, the more we will remain the same."

MARGARET DOUROUX, Ph.D., CEO, Heritage Music Foundation: This widely respected gospel music historian, lecturer, and clinician, shared these poignant words of holiday greeting, "May the spirit of Christmas and the newness of the year remind each of us that the blessing of the season is not in search for gifts to buy, but in sharing love with others who, perhaps all year, have been denied." Dourox, one of America's most prolific authors and composers has at least one of her songs published in almost every hymn book and/or gospel compilation available in today's marketplace.

ALBERTINA WALKER, Queen Of Gospel: "I thank God for life, health and strength. I asked the Lord in my youth to just 'Keep Me Day By Day.' He really has! All my needs, God has supplied. My Christmas and New Year's wish would be 'words of encouragement' to those who have given their lives to the work of the Lord, and nobody seems to care. Dr. Thomas A. Dorsey penned a song over 40 years ago that said, 'Jesus Remembers, When Others Forget.' Walker, a newlywed, gained fame with the legendary group, the Caravans, which included notables Dorothy Norwood, Inez Andrews, Cassietta George, Shirley Caesar and the late Rev. James Cleveland.

MOTHER WILLIE MAE FORD SMITH, Pioneer Gospel Singer: Cash Box caught up with this legendary octogenarian, and star of the film documentary Say Amen, Somebody, in St. Louis, Mo. "Mother Smith," as she is affectionately called,

Black Gospel on A&M

shared those profoundly touching words of wisdom: “It’s so nice to be nice. It’s mighty nice to know you’re nice, but it’s R-E-A-L nice when somebody else knows you’re nice!” Smith is also featured in the critically acclaimed compilation of 100 Black women, entitled, I Dream A World by Brian Lanker.

J. ROBERT BRADLEY, Director of Church Music, National Baptist Convention USA, Inc.: “It was in London, 1930, that I had the privilege to represent the Baptist denomination on our tour, and go abroad the first time. But what thrilled me most was when I sat in Royal Albert Hall and heard the choir, that was formed annually, sing “Handel’s Messiah.” It has given me PUNCTUATED FAITH in God! It is my prayer that the joy that warmed my heart that foggy eve, would be yours this Christmas and throughout the New Year.”

REV. CLAY EVANS, Noted Pastor/Singer: “This, another year has come and gone, and I want to wish you and yours the best of this holy season. I pray that you look to the New Year with great expectations, for all is not lost. I just want to remind you, that God is still in control. When things look dark and you see no way out, reach beyond the break and hold on... Help is on the way!” “Then he said unto them, go your way, eat the feast, and drink the sweet, and send portions unto them for whom nothing is prepared: for this day is holy unto our Lord: neither be ye sorry; for the joy of the Lord is your strength.” Nehemiah 8:10.

HOLIDAY PICK:

Take 6 He Is Christmas

This third album by Take 6 promises to do for Christmas music what the group’s first two albums did for music in general—change the way we look at it. He Is Christmas has been in the planning stages since the first days of Take 6’s extraordinary recording career, when Warner Bros. Nashville head, Jim Ed Norman, signed them. Both he and the group’s members agreed that the Take 6 sound was tailor made for the rich cannon of Christmas music and that the band’s fresh approach to singing, its freewheeling style and precise execution, would bring a dimension to old and new Christmas songs that music lovers everywhere were sure to cherish.

And that’s exactly what happened. He Is Christmas is a treasure trove, a collection steeped in tradition yet full of vitality and unexpected twists and turns, so that both as music and worship, it compels fresh attention and takes us new places. Such is the level of talent in Take 6 that each of its members had a hand in arranging and shaping one or more of the 10 songs, and each takes a lead now and again. What we are left with is a musical cornucopia, a wealth of approaches to the theme of praise, worship, and in one instance, a little secular fun. This is the perfect background music during your celebration of the holidays.

TOP BLACK GOSPEL ALBUMS

CASH BOX • DECEMBER 28, 1991
By Bryan DeVaney

Jodeci
Cash Box Artist Profile: Most refer to Jodeci as the R&B group of the ’90s, and that title fits properly. Their Uptown/MCA Records debut album, Forever My Lady, is filled with 12 different selections, including the first single, “Got a Love,” a New Jack Swing classic and “Forever My Lady,” a smooth ballad that took the number one spot on the Cash Box R&B Chart. Recently, they have released their follow-up single, “Stay.” The vocals that Jodeci employ are those that separate them from many of their R&B contemporaries, according to Devante, the group member who writes most of the material and handles most of the production chores. “A lot of groups, like Guy and Bell Biv DeVoe, use a lot of hard beats and street sounds,” DeVan says. “We center everything around vocals, so everything comes from there.”

Comprised of two sets of brothers, Jo-Jo and K-Ci from Charlotte, North Carolina and Mr. Dalvin and Devante Swing, from Hampton, Virginia, this band is proud of its family ties. What is also interesting is that the name Jodeci is a combination of the names Jo-Jo, DeVante and K-Ci.

Prior to the release of Forever My Lady, members of the group were making names for them in the music charts on other artists’ records. K-Ci and Jo-Jo’s harmonies are featured on Father MC’s “Treat Em’ Like They Want To Be Treated,” and also throughout Jeff Redd’s debut album, Quiet Storm. DeVante received writing/co-production credits on the current Al B. Sure! platinum-selling album, Private Times and the Whole 9. K-Ci has even worked with Tevin Campbell.

For the near future, be sure to look out for this talent group on both theirs and other projects. Ooh, I almost forgot, Forever My Lady has been declared platinum as of last week.

BARRY WHITE IN THAT MOTHERLAND: A&M recording artist Barry White’s emotional connection with the people of Africa will take him there to shoot his next two videos. “In 1980 I was honored to have been invited to the Ivory Coast by President Felix Houphouet-Boigny,” White says. “It was there and then that I felt a spiritual connection with the people of the country. Africa is my motherland, just as an Irish-American who goes to Italy for the first time feels a certain connection with the people, or a Jewish-American to Israel.” Director Paris Barclay, whose credits include House Party I, the LL Cool J video “Mama Said Knock You Out,” and A&M artist Vesta’s videos for “Do Ya” and “Special,” among many other titles, will direct the piece.

WHERE CAN YOU FIND THE CLASSIC SOUL? Well, if you don’t know where to find some classic soul music recordings by legendary artists like Booker T. & The MG’s, Carlos Thomas, The Mar-Keys, Otis Redding, The Spinners and Sam & Dave, give Atlantic a call. Atlantic & a then have outdone themselves by releasing a wave of soul titled the Remasters Series.

C-C Music Factory’s David Cole and Robert Clivilles mixed it up for the L.A.-based music industry at a recent celebration to honor their incredible accomplishments of 1990. The masterminds behind C-C Music Factory brought a touch of the Big Apple to L.A.’s Shark Club with Clivilles on the turntables and Cole improvising on keyboards. Pictured (lr) are: Clivilles, Kid (Kid N’ Play) and Cole.
**RAP/DANCE MUSIC**

By Bryan (B-Style) DeVancie

**WHAT’S GOIN’ ON AT LUKE RECORDS:** Believe it or not, the 2-Live Crew is being discriminated against for their work. Their album *Sports Weekend* (As Nasty As They Wanna Be II) is being pulled off record store shelves in Fairview Heights, Illinois. The local police department has taken it upon themselves to be judge and jury for the entire community. The local police department has informed retailers that they will be arrested if they sell the 2-Live Crew’s album to anyone, regardless of age. These same retailers, however, are selling other albums that are also geared towards adults. The police have not instructed retailers to discontinue selling any other album than 2-Live’s.

Streetside Records is the only retailer so far that has refused to stop selling the album. Luther Campbell has agreed to come to Fairview to do an in-store appearance at Streetside Records. He will also do a concert in front of the store to stress how important it is that we fight for our freedom of expression.

"Any retailer that has given up their rights so easily should be ashamed," says Campbell. He will assist with legal fees to any retailer that is arrested for this grave injustice. His office has contacted the ACLU and does not plan to take this lying down.

**REDHEAD STAYS POSITIVE**! In an effort to combat sexually transmitted diseases and create an awareness of the devastating impact of AIDS among young adults, Virgin Records’ recording artist Redhead Kingpin has launched a national “safe sex” campaign geared towards young minorities.

Statistics show that of the 12,607 females with AIDS, 52% are black and 20% are Hispanic. In addition, over one-fifth of people infected with AIDS are in their twenties. Knowing the incubation period between HIV infection and the onset of symptoms is seven to 10 years, most of these people contracted HIV as teenagers. There has been a 50% increase in the AIDS rate for 13-19 year-olds between 1988-90, where people can call in and receive a “safe sex” message from Redhead. Additionally, a national mailing will be directed towards radio stations, retail outlets, media centers and large urban locales. The packet will consist of educational literature on “safe sex” behavior, information on AIDS in America, a condom, and in keeping with the theme of restraint, a cassette single of “Nice & Slow” from Redhead’s latest album.

Red wants parents to understand his first word of advice to teens is to practice “abstinence” but if young people are going to be sexually active they need to be informed, educated and aware.

**NEWS FROM ICHIBAN:** Ichiban Records has announced that they have made a deal to begin national and international distribution for Nastymix Records, commencing January 1, 1992. The distribution of Nastymix releases will begin with Kid Sensation’s *The Power Of Rhyme* album which is due for release in early February. Ed Locke will remain president/CEO of Nastymix Records, Ichiban’s John Abbey and Nina K. Easton will join the Board of Directors.

**Pictured at the signing of Nastymix Records to Ichiban is (bottom left, clockwise): Ed Locke, President/CEO, Nastymix; Cindy Locke, Vice President, Nastymix; John Abbey, President, Ichiban; and Nina K. Easton, executive vice president, Ichiban.**

**DON’T FORGET**! Cash Box Magazine will be having a RAP special January 25, 1992. The deadline for ads will be January 13. For more information contact the Rap Department at (213)464-8241. Thanks to everyone who reads my column, until next year... Peace out.
## CASH BOX CHARTS
### TOP 100 R&B SINGLES

<table>
<thead>
<tr>
<th>#1 SINGLE: Shanice</th>
<th>TO WATCH: Queen Latifah #75</th>
<th>HIGH DEBUT: Gerald Levert #75</th>
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</thead>
<tbody>
<tr>
<td><strong>IT GOOD TO YOU</strong> (Motown 54200)</td>
<td>Heavy D. &amp; the Boyz 32 13</td>
<td><strong>MARRY MACK</strong> (Solar/Epic 74543)</td>
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<tr>
<td><strong>FINALLY</strong> (A&amp;M 1576)</td>
<td>Ce Ce Peniston 54 7</td>
<td><strong>JUT A TOUCH OF LOVE</strong> (Columbia 74233)</td>
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<tr>
<td><strong>STEADY MOBBIN</strong> (Priority 7247)</td>
<td>Ice Cube 56 5</td>
<td><strong>SHINE</strong> (Epic 74111)</td>
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<tr>
<td><strong>SO INTENSE</strong> (Elektra 64182)</td>
<td>Lisa Fischer 65 5</td>
<td><strong>TIME GOES ON</strong> (Atlantic 91814)</td>
</tr>
<tr>
<td><strong>WHAT GOES AROUND COMES AROUND</strong> (Virgin 4-98666)</td>
<td>Lenny Kravitz 66 6</td>
<td><strong>COLOR ME BADD</strong> (Giants 19284)</td>
</tr>
<tr>
<td><strong>LOVE IS CALLING YOU</strong> (RCA 62163)</td>
<td>Gene Rice 63 2</td>
<td><strong>JUST THE TWO OF US</strong> (Select/Elektra 4-86520)</td>
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<tr>
<td><strong>THIS MUST BE LOVE</strong> (MCA 54699)</td>
<td>Simple Change 68 8</td>
<td><strong>HOUSE PARTY II (I DON’T KNOW WHAT YOU COME TO DO)</strong> (MCA 54710)</td>
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<tr>
<td><strong>BEVINCE</strong> (Epic 4-986666)</td>
<td>Mariah Carey 57 12</td>
<td><strong>MEET ME IN THE MIDDLE</strong> (MCA 54219)</td>
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<tr>
<td><strong>WHAT IN LOVE (First Priority 858715)</strong></td>
<td>M.C. Lyte 59 17</td>
<td><strong>LATIFAH HAS IT UP TO HERE</strong> (Tommy Boy 506)</td>
</tr>
<tr>
<td><strong>IT’S GONNA BE ALRIGHT</strong> (Tommy Boy 999)</td>
<td>Naughty By Nature 70 2</td>
<td><strong>WHAT’S ON YOUR MIND</strong> (MCA 5411)</td>
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<tr>
<td><strong>BE A FATHER TO YOUR CHILD</strong> (MCA 54699)</td>
<td>Redhead Kingpin 73 6</td>
<td><strong>BROTHERS &amp; PILGRIMES</strong> (Capitol 7537)</td>
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<tr>
<td><strong>NICE - N-SLOW (Virgin 986)</strong></td>
<td>Redhead Kingpin 73 6</td>
<td><strong>IT’S NOT YOUR MONEY</strong> (Bust’n/Capitol 44789)</td>
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<tr>
<td><strong>GREAT GUNS AT HOME</strong> (RCA 2119-14)</td>
<td>Gerald Levert Debut 77 7</td>
<td><strong>THAT TIME (RCA 52534)</strong></td>
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<tr>
<td><strong>DOUBLE GOOD EVERYTHING</strong> (Epic 582)</td>
<td>Smokey Robinson 64 11</td>
<td><strong>THINGS TO DO</strong> (Jive 42030)</td>
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<tr>
<td><strong>WORD TO THE BADD</strong> (LaFace/Arista 4011)</td>
<td>Jermaine Jackson 71 2</td>
<td><strong>GROOVE Y</strong> (EMI 94804)</td>
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<td><strong>WHIP IT TO ME</strong> (Emin 91-080)</td>
<td>Fat Boy 83 4</td>
<td><strong>DON’T MAKE ME WAIT</strong> (Island 420886284)</td>
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<tr>
<td><strong>TRUE TO YOURSELF</strong> (Profile 1418)</td>
<td>2nd II None 85 4</td>
<td><strong>SOMEBODY LOVES YOU</strong> (MCA 2094)</td>
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<tr>
<td><strong>DARK AND LOVELY</strong> (MCA 54699)</td>
<td>Barry White 79 2</td>
<td><strong>POOR GEORGIE</strong> (Priority/Atlantic 98483)</td>
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<tr>
<td><strong>YOU MAKE ME FEEL BRAND NEW</strong> (Atlantic 4-87546)</td>
<td>Roberta Flack 89 2</td>
<td><strong>GET A LIFE</strong> (Atlantic 4-87582)</td>
</tr>
<tr>
<td><strong>THE WORST</strong> (LGC/Atlantic 4-87582)</td>
<td>Jay Z 90 2</td>
<td><strong>WANTING</strong> (Epic 4277)</td>
</tr>
<tr>
<td><strong>HOME IS WHERE THE HURT IS</strong> (Tommy Boy 992)</td>
<td>J.C. Lodge Debut 90 2</td>
<td><strong>YOU’RE THE ONE</strong> (Reprise 19713)</td>
</tr>
<tr>
<td><strong>FOREVER MY LADY</strong> (Uptown/MCA 54197)</td>
<td>Jodeci 91 9</td>
<td><strong>RIGHT DOWN TO IT</strong> (Arista 750006402-7)</td>
</tr>
<tr>
<td><strong>CHECK THE RHYMES</strong> (Jive 42011)</td>
<td>Tribe Called Quest 71 11</td>
<td><strong>HOUSE CALL</strong> (Epic 498-9289)</td>
</tr>
<tr>
<td><strong>KEEP COMING BACK</strong> (Capitol 79957)</td>
<td>Richard Marx 98 8</td>
<td><strong>SOMETIMES I WONDER</strong> (A&amp;M 29965-1072)</td>
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*Chairrell James Public* #2

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<tr>
<th>#2</th>
<th><strong>LIVING SQUARE</strong> (Z’Look)</th>
<th><strong>MAKE TIME FOR LOVE</strong> (Cappel/Warner Bros. 19101)</th>
<th><strong>WHERE IN LOVE</strong> (MCA 54097)</th>
<th><strong>BE A FATHER TO YOUR CHILD</strong> (MCA 54699)</th>
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<td>Queen Latifah 69 3</td>
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<td>Naughty By Nature 70 2</td>
<td><strong>WHAT’S ON YOUR MIND</strong> (MCA 5411)</td>
<td>Eric B. &amp; Rakim 72 3</td>
<td><strong>MEET ME IN THE MIDDLE</strong> (MCA 54219)</td>
<td>Gladys Knight 57 6</td>
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<td><strong>HOUSE CALL</strong> (Epic 498-9289)</td>
<td>Shabba Ranks 95 8</td>
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<td>S.O.S. Band 100 19</td>
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*Guy Ex-Girlfriend Gladys 3*

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<tr>
<th>#3</th>
<th><strong>Smokey</strong> (MCA 7411)</th>
<th><strong>KEEP COMING BACK</strong> (Capitol 79957)</th>
<th><strong>SOMETIMES I WONDER</strong> (A&amp;M 29965-1072)</th>
<th><strong>HEART OUT</strong> (Cappel/Warner Bros. 19101)</th>
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<td><strong>SHINE</strong> (Epic 74111)</td>
<td>Five Star 58 6</td>
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### AWARDS

#### TOP 50 R&B SINGLES

| 1. | B.B. & CeCe Winans - Addictive Love - Capitol |
| 2. | Vesta - Special - A&M |
| 3. | Gladys Knight - Men - MCA |
| 4. | Jodeci - Forever My Lady - MCA |
| 5. | Hi-Five - Can't Wait - Jive/RCA |
| 6. | Peabo Bryson - Can You Stop The Rain - Columbia |
| 7. | Lisa Fischer - How Can I Ease The Pain - Elektra |
| 8. | Ralph Tresvant - Do What I Gotta Do - MCA |
| 9. | Freddie Jackson - Do Me Again - Capitol |
| 10. | Luther Vandross - Power Of Love - Epic |
| 11. | Luther Vandross - Don't Want To Be A Fool - Epic |
| 12. | Tracie Spencer - Tender Kisses - Capitol |
| 13. | Color Me Badd - Adore Mi Amor - Giant |
| 15. | Teddy Pendergrass - I Find Everything In You - Elektra |
| 16. | Sounds Of Blackness - Optimistic - A&M |
| 17. | Alter 7 - Nights Like This - Virgin |
| 18. | Mariah Carey - Someday - Columbia |
| 19. | Rude Boys - Written All Over Your Face - Atlantic |
| 20. | Hi-Five - I Like the Way - Jive/RCA |
| 21. | D.J. Jazzy Jeff & The Fresh Prince - Summertime - Jive/RCA |
| 22. | Guy - Let's Chill - MCA |
| 23. | Lisa & The C.O. Alman - Let The Beat Hit Them - Columbia |
| 25. | O'Jays - Don't Let Me Down - EMG |

### AWARDS

#### TOP MALE R&B ARTISTS

1. LUTHER VANDROSS - EPIC |
2. Ralph Tresvant - MCA |
3. Freddie Jackson - Capitol |
4. Peabo Bryson - Columbia |
5. Keith Sweat - Elektra |

#### TOP FEMALE R&B ARTISTS

1. GLADYS KNIGHT - MCA |
2. Whitney Houston - Arista |
3. Lisa Fischer - Elektra |
4. Pebbles - MCA |
5. Vesta - A&M |

#### TOP R&B GROUPS

1. HI-FIVE - JIVE/RCA |
2. B.B. & CeCe Winans - Capitol |
3. Color Me Badd - Giant |
4. Guy - Uptown/MCA |
5. Boyz II Men - Motown |

#### TOP NEW R&B FEMALE ARTISTS

1. LISA FISCHER - ELEKTRA |
2. Tari Kemp - Giant |
3. Okta Adams - Mercury |

#### TOP NEW R&B GROUPS

1. HI-FIVE - JIVE/RCA |
2. B.B. & CeCe Winans - Capitol |
3. Color Me Badd - Giant |
4. Boyz II Men - Motown |
5. Rude Boys - Atlantic |

#### TOP R&B DUOS

1. B.B. & CeCe Winans Feat./Mavis Staples - I'll Take You There - Capitol |
2. Pebbles Feat./Baby Face - Love Makes Things Happen - MCA |
3. Freddie Jackson - Main Course - Capitol |

#### RAP SINGLES CHART (as of 6/91)

1. Yo-Yo - You Can't Play With My Yo-Yo - EASTWEST |
3. 3rd Bass - Pop Goes The Weasel - Def Jam/Columbia |
5. Stick Rick - I Shouldn't Have Done It - Def Jam/Columbia |
6. D.J. Jazzy Jeff & The Fresh Prince - Summertime - Jive/RCA |
7. Leaders Of The New School - Another Case Of The D.T.A. - Elektra |
8. Black Sheep - Flavor Of The Month - Mercury |
9. De La Soul - Ring Ring Ring - Tommy Boy |
10. EPMD Feat. LL Cool J - Rampage - Def Jam/Columbia |
11. Nice & Smooth - Flip Flop Junkies - RAL/Columbia |
12. Terminator X - Honey Don't Play Dat - RAL/Columbia |
13. Heavy D & The Boyz - Now That We Found Love - Uptown/MCA |
14. Chubb Rock - The Clubbster - Select |
15. Tim Dog - Fu*k Compton - Ruthless/Columbia |
16. MC Lyte - When In Love - Atlantic |
17. LL Cool J - Mama Said Knock You Out - Def Jam/Columbia |
18. A Tribe Called Quest - Check The Rhyme - Jive/RCA |
20. Queen Latifah - Fly Girl - Tommy Boy |
22. Public Enemy - Can't Trust It - Def Jam/Columbia |
23. Biz Markie - What Comes Around Goes Around - Cold Chillin/Reprise |
24. Compton's Most Wanted - Growin' Up In The Hood - Epic |
25. Brand Nubian - Wake Up - Elektra |
### A W A R D S

#### TOP 50 R&B ALBUMS

1. Whitney Houston - *I'm Your Baby Tonight* - Arista
2. Natalie Cole - *Unforgettable* - Elektra
3. Boyz II Men - *Cooleyhighharmony* - Motown
4. Guy - *Guy...the Future* - MCA
5. Luther Vandross - *The Power Of Love* - Epic
6. Another Bad Creation - *Coodin' At The Playground, Ya Know!* - Motown
7. L.J. Cool J - *Mama Said Knock You Out* - Def Jam/Columbia
9. Mariah Carey - *Emotions* - Columbia
10. N.W.A. - *Efil4zaggin* - Ruthless/Priority
11. DJ Quik - *Quik Is The Name* - Profile
12. Ralph Tresvant - *Ralph Tresvant* - MCA
13. Hi-Five - *Hi-Five* - Jive/RCA
14. Geto Boys - *We Can't Be Stopped!* - Rap-A-Lot/Priority
17. EPMD - *Business As Usual* - Def Jam/Columbia
18. Color Me Badd - *Color Me Badd* - Giant
20. Vanilla Ice - *To The Extreme* - Arista
21. Digital Underground - *This Is An Ep Release* - Tommy Boy
22. Heavy D & The Boyz - *Peaceful Journey* - MCA
23. Alexander O'Neal - *All True Men* - Tabu/Epic
24. DJ Jazzy Jeff & The Fresh Prince - *Homebase* - Jive/RCA
25. MC Hammer - *Please Hammer Don't Hurt 'Em* - Bust It/Capitol

#### TOP MALE R&B ARTISTS
1. Luther Vandross - Epic
2. Ralph Tresvant - MCA
3. Alexander O'Neal - Tabu/Epic
4. Stevie Wonder - Motown
5. Freddie Jackson - Capitol

#### TOP R&B ALBUM GROUPS
1. Boyz II Men - Motown
2. Guy - MCA
3. Another Bad Creation - Motown
4. Hi-Five - Jive/RCA
5. Color Me Badd - Giant

#### RAP ALBUMS CHART
1. LL Cool J - *Mama Said Knock You Out* - Def Jam/Columbia
2. DJ Quik - *Quik Is The Name* - Profile
3. N.W.A. - *Efil4zaggin* - Ruthless/Priority
4. DJ Jazzy Jeff & The Fresh Prince - *Homebase* - Jive/RCA
5. Geto Boys - *We Can't Be Stopped!* - Rap-A-Lot/Priority
7. Digital Underground - *This Is An Ep Release* - Tommy Boy
8. Various Artists - *Boys In The Hood (Soundtrack)* - Qwest/Warner Bros.
10. EPM & Business As Usual - *Def Jam/Columbia*
11. Ice Cube - *Kill At Will* - Priority
12. MC Hammer - *Please Don't Hurt 'Em* - Bust It/Capitol
13. Run D.M.C. - *Back From Hell* - Profile
14. Too Short - *Short Dog's In The House* - Jive/RCA
15. 3rd Bass - *Derelicts Of Dialect* - Def Jam/Columbia
16. Big Daddy Kane - *Taste Of Chocolate* - Cold Chillin'/Reprise
17. Yo-Yo - *Make Way For The Motherlode* - Eastwest
18. Public Enemy - *Apocalypse 91* - The Enemy Strikes Black - Def Jam/Columbia
19. Heavy D & The Boyz - *Peaceful Journey* - Uptown/MCA
20. Gang Starr - *Step In The Arena* - Chrysalis
21. De La Soul - *De La Soul Is Dead* - Tommy Boy
22. Vanilla Ice - *To The Extreme* - S.B.K.
23. Slick Rick - *The Ruler's Back* - Def Jam/Columbia
24. H.W.A. - *Livin' In A Hoe House* - Drive By
25. 2 Live Crew - *Sports Weekend* - Luke/Atlantic

#### TOP 50 RAP ALBUMS

26. Marky Mark & The Funky Bunch - *Music For The People* - Interscope/Eastwest
27. A Tribe Called Quest - *Low End Theory* - Jive/RCA
29. Chubb Rock - *Treat Em' Right* - Select
30. Digital Underground - *Sons Of The P* - Tommy Boy
31. Compton's Most Wanted - *Straight Checkin' Em* - Epic
32. Queen Latifah - *Nature Of A Sista* - Tommy Boy
33. Ice Cube - *Death Certificate* - Priority
34. Kool Moe Dee - *Funke Funke Wisdom* - Jive/RCA
35. Terminator X - *Valley Of The Jeep Beats* - RAL/Columbia
36. Salt N' Pepa - *Blitz Of Salt N' Pepa* - Noch Pateau
37. Various Artists - *New Jack City (Soundtrack)* - Warner Bros.
38. Boogie Down Productions - *Edutainment* - Jive/RCA
39. Hammer - *Too Legit To Quit* - Bust It/Capitol
40. NWA - *100 Miles And Runnin'* - Ruthless/ATCO
41. Dana Dane - *Dana Dane 4Ever* - Profile
42. Scarface - *Mr. Scarface Is Back* - Rap-A-Lot/Priority
43. Rodney O & Joe Cooley - *Get Ready To Roll* - Nasty Mix
44. Paris - *The Devil Made Me Do It* - Tommy Boy
45. Chubb Rock - *Theundef* - Select
46. Candyman - *Ain't No Shame In The Game* - Epic
47. Brand Nubian - *All For One* - Elektra
48. Above The Law - *Vocally Pimpin'* - Epic
49. Father MC - *Father's Day* - MCA
50. P.M. Dawn - *Of The Heart, Of The Soul And The Mind* - Island

#### TOP FEMALE R&B ARTISTS
1. Whitney Houston - Arista
2. Natalie Cole - Elektra
3. Mariah Carey - Columbia
5. Oleta Adams - Fontana/Mercury
## TOP 200 POP ALBUMS

**CASH BOX • DECEMBER 28, 1981**

<table>
<thead>
<tr>
<th>#1 ALBUM: Michael Jackson</th>
<th>HIGH DEBUT: Keith Richards</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong> <strong>Dangerous</strong> (Epic 45400)</td>
<td><strong>124</strong></td>
</tr>
<tr>
<td><strong>2</strong> <strong>Nevermind</strong> (DGC 26428)</td>
<td><strong>101</strong> <strong>As Real As Ever</strong> (Epic 47130)</td>
</tr>
<tr>
<td><strong>3</strong> <strong>Achtung Baby</strong> (Island 51267)</td>
<td><strong>102</strong> <strong>The Globe</strong> (Columbia 46147)</td>
</tr>
<tr>
<td><strong>4</strong> <strong>We Can't Dance</strong> (Atlantic 82344)</td>
<td><strong>103</strong> <strong>Sexuality</strong> (Arista 86766)</td>
</tr>
<tr>
<td><strong>5</strong> <strong>Use Your Illusion II</strong> (Geffen 24420)</td>
<td><strong>104</strong> <strong>Nothing But a Burning Light</strong> (Columbia 45860)</td>
</tr>
<tr>
<td><strong>6</strong> <strong>Metallica</strong> (Elektra 61131)</td>
<td><strong>105</strong> <strong>Mariah Carey</strong> (Columbia 45200)</td>
</tr>
<tr>
<td><strong>7</strong> <strong>Unforgettable</strong> (Elektra 50146)</td>
<td><strong>106</strong> <strong>Niggaz4Life</strong> (Priority 57126)</td>
</tr>
<tr>
<td><strong>8</strong> <strong>Use Your Illusion I</strong> (Geffen 24418)</td>
<td><strong>107</strong> <strong>New York Rock &amp; Soul Revue</strong> (Giant 24223)</td>
</tr>
<tr>
<td><strong>9</strong> <strong>Time, Love &amp; Tenderness</strong> (Columbia 46771)</td>
<td><strong>108</strong> <strong>Doubt</strong> (capital 95719)</td>
</tr>
<tr>
<td><strong>10</strong> <strong>Back to the Future</strong> (Capitol 95155)</td>
<td><strong>109</strong> <strong>Just to Touch</strong> (Capitol 95437)</td>
</tr>
<tr>
<td><strong>11</strong> <strong>Emotions</strong> (Columbia 47913)</td>
<td><strong>110</strong> <strong>Mr. Lucky</strong> (Point Black/Capital 9726)</td>
</tr>
<tr>
<td><strong>12</strong> <strong>Coyote Hymn</strong> (Motown 63200)</td>
<td><strong>111</strong> <strong>Timespace: The Best of Stevie Nicks</strong> (Modern Atlantic 97117)</td>
</tr>
<tr>
<td><strong>13</strong> <strong>Ropin' the Wind</strong> (Capitol 96200)</td>
<td><strong>112</strong> <strong>Seal</strong> (Sire Warner Bros. 20527)</td>
</tr>
<tr>
<td><strong>14</strong> <strong>The Sky Is Crying</strong> (Capitol 96200)</td>
<td><strong>113</strong> <strong>Pop Pop</strong> (Geffen 2426)</td>
</tr>
<tr>
<td><strong>15</strong> <strong>Die &amp; Be Tamed</strong> (Capturing Video 34)</td>
<td><strong>114</strong> <strong>Bleach</strong> (Capitol 96200)</td>
</tr>
<tr>
<td><strong>16</strong> <strong>Sir Elton John</strong> (Island 51267)</td>
<td><strong>115</strong> <strong>Swept Away</strong> (Virgin 91741)</td>
</tr>
<tr>
<td><strong>17</strong> <strong>Joyride</strong> (EMI 94433)</td>
<td><strong>116</strong> <strong>Slave to the Grind</strong> (Atlantic 82204)</td>
</tr>
<tr>
<td><strong>18</strong> <strong>Bomber</strong> (Capitol 96200)</td>
<td><strong>117</strong> <strong>Trompe Le Monde</strong> (Elektra 61118)</td>
</tr>
<tr>
<td><strong>19</strong> <strong>Burning</strong> (MCA 10429)</td>
<td><strong>118</strong> <strong>Carreras-Domingo-Pavarotti in Concert</strong> (London Polydor 434433)</td>
</tr>
<tr>
<td><strong>20</strong> <strong>King &amp; Country</strong> (Capitol 96200)</td>
<td><strong>119</strong> <strong>Carreras-Domingo-Pavarotti in Concert</strong> (London Polydor 434433)</td>
</tr>
</tbody>
</table>

Music Television

**DECEMBER 28, 1981**

1. **Black or White** (Epic)
2. **No Son of Mine** (Atlantic)
3. **Wildside** (Interscope/East West)
4. **Mysterious Ways** (Island)
5. **Addams Groove** (Bust It/Capitol)
6. **Home Sweet Home** (Elektra)
7. **It's So Hard to Say Goodbye** (Motown)
8. **The Unforgiven** (Elektra)
9. **All 4 Love** (Geffen)
10. **Sweet Emotion** (Columbia)
11. **Set Adrift on Memory Bliss** (Island)
12. **Live and Let Die** (Geffen)
13. **Diamonds and Pearls** (Paisley Park/Warner Bros.)
14. **Crazy** (Island)
15. **Cold Hand Love** (Capitol)
16. **A Passage to Time** (RCA)
17. **Greatest Hits II** (RCA)
18. **Prince of Darkness** (Cold Chillin/Reprise/26715)
19. **Coolin' at the Playground When You Know** (Motown)
20. **Another Bad Creation**

**MUSIC TELEVISION**

1. **Black or White** (Epic)
2. **No Son of Mine** (Atlantic)
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18. **Prince of Darkness** (Cold Chillin/Reprise/26715)
19. **Coolin' at the Playground When You Know** (Motown)
20. **Another Bad Creation**
Abbott/Seeburg Pact Is Finalized

CHICAGO—An agreement between Seeburg Corporation and the newly created Seeburg International, Inc. has been reached and finalized, according to an announcement from Chicago-based Abbott Products, Inc.

As of December 16, 1991, the "new" Seeburg International, Inc will begin to manufacture, sell and service all Seeburg branded products. Under the terms of the agreement, Seeburg International has acquired exclusive, worldwide rights to the Seeburg name, trademarks and logos.

Among the new members of the Seeburg international team are Thomas W. Hacker, who will assume the responsibilities of president and will direct the growth of the company. Overseeing the day-to-day activities will be Jack Kapala, general manager. Both gentlemen come from the ranks of Abbott and have extensive backgrounds in management, music, electronics, manufacturing and coin-op marketing. Also joining the new team will be Seeburg veteran, Ed Blankenbeckler, a well-known and highly qualified figure in the coin-op industry, who will direct the sales and service aspect of the company.

While corporate functions of Seeburg International will immediately be moved to Chicago, the company's production and service will continue at the current Addison, Illinois facility until satisfactory space can be secured in and around Abbott's corporate headquarters in Chicago.

Customer service and support will be the primary focus of Seeburg International. The company encourages input from operators and coin-op experts to help achieve its goal of restoring the magic name of Seeburg to its rightful position and maintaining the high standards of quality service for which Seeburg has been long known.

Seeburg International is dedicated to the traditional distributor network.

NAMA '92 Western Show Is Set For Reno

CHICAGO—The Reno/Sparks Convention Center in Reno, Nevada is the site for the 1992 National Automatic Merchandising Assn. (NAMA) western convention and trade show, which will take place March 26-28, under the theme "NAMA in Reno: Prospecting for Profits."

With increased exhibit hours, well-focused education programs and new exhibitors joining the show, the 31st annual western get-together is expected to draw some 3,500 representatives of the vending/foodservice management industry, according to NAMA. An estimated 175 manufacturers and suppliers are expected to showcase the latest in vending machines, vendable products, accessories and support services for the vending industry.

Among the social highlights on the agenda will be a Western Theme Party which NAMA will host on Saturday night, March 28.

Western convention chairman is Allen Kendall, president of Wkw Vending Services (Salt Lake City, UT). Trish Surber, whose husband, Leon Surber, is with Service America in Oregon City, OR, has been named chairperson of the Spouse Program Committee.

Discounts on airline tickets, hotel rooms and rental car reservations will be available from the NAMA Travel Desk. Interested guests may telephone the toll free number: 800-666-6756 (FAX: 312-329-9513).

Further information regarding the convention may be obtained by contacting the NAMA Convention Department at 20 N. Wacker Drive, Suite 3500, Chicago, IL 60606-3102.

By Camille Compassio

WELL HERE WE ARE, getting ready to wrap up an old year and welcome a new one. As we bid farewell to 1991, we hope those who attempted to adopt a "good riddance" attitude, among them, my neighbor, down the street, whose wife, in all her wisdom, waited within three weeks of each other, necessitating some rather expensive replacement purchases. On the other hand, my new neighbors, next door, who were apartment dwellers for years are enjoying what they consider the luxury of owning their own house, which they will have just moved into a year from now.

As the year 1991 was a good year for some, a not-so-good year for others, depending upon your vantage point. With regard to the coin-op industry, the post-AMOA Expo '91 surge in business that was anticipated for the final quarter of the year did not quite materialize in the extent that was expected, even though there were some good pieces that came out of the show. But count your blessings, there was still the jukebox, the pool table, darts and redemption machines to pick up the slack.

Regardless of what business you are in, up, down and in the market is inevitable. What I want to do, in this my final column of the year, is concentrate on the positive and hold that thought over the next 12 months and beyond.

RECAPPING SOME OF THE HIGHLIGHTS of the past year—AMOA relocated its Chicago headquarters to 401 N. Michigan Ave. After creating new coin-op business opportunities in Mexico, AAMA set the wheels in motion to do likewise in South America and, as you all know, evidenced in this issue, have just completed a very successful promo tour out there. Two major pinball tournaments, PAPA (Professional Amatuer Pinball Assn.) and the BAPA (Boca Amatuer Pinball Assn.) took place during the first quarter of last year in New York and Chicago, respectively. Noted game designer Steve Kordek and his wife, Harriet, celebrated their 50th wedding anniversary...Taito America announced its entry into the redemption market. The ACME '91 convention in Las Vegas received rave reviews from attending tradees. Loewen America, the U.S. arm of NSM-Germany, became NSM-America at ACM '91 and set the stage for a complete overhaul of the U.S. operation. With the purchase by Premier Technology of SMS Manufacturing, the latter's manufacturing department will ultimately be moved into Premier's Bensenville, IL facilities. A number of firms have expressed interest in purchasing American Shuffleboard Co. of Union City, NJ, and the USP (U.S. Pinball Co.) is evaluating a number of proposals offered by prospective investors...FABTEK has terminated its contract with IREM; Frank Ballouz will continue to head up his FABTEK operation while Steve Blatspieler takes over the reins at IREM. To be or not to be! The legalizazion of video lottery is still a key issue...AMOA launched a nationwide jukebox promotion in cooperation with cable's VH-1....Coinbiz vet Stan Jarecki retires from Grand Products in Chicago and relocates to Albuquerque, New Mexico, where he ultimately joined American Laser Games as veep-chairman-corporate planning. Yoshi Suzuki was named president of Taito America...The Latin American Amusement, Music & Coin Products Show was staged in Mexico City, under sponsorship of AAMA...Benton Enterprises rebranded itself from its long time Moonachie, NJ digs to bigger facilities in Carlstadt, NJ...Pioneer has been installing its CD jukeboxes in Burger King restaurants across the country...AMOA hosted one of its successful expositions in Las Vegas. Former Atarian Shane Breaks joins Namco-America to manage the firm's coin-op business in the European market. Frank Cosentino also left Atari to become director of sales for Namco's Coin-Op division...This past year saw a number of machines that reflected the successful alliance between the games makers and the movie and cartoon people. The lineup included everyone from Bugs Bunny, to Spiderman, Captain America, Terminator 2, Batman, Simpsons, among others...During the final quarter of the year, negotiations between Abbott Products, Inc. and Seeburg progressed to the point where Abbott acquired licensing rights to produce and market Seeburg machines and subsequently formed a Seeburg International division...German-based Deutsche Wurlitzer launched a comprehensive expansion program geared towards continued internal growth and worldwide market penetration...Data East Pinball, headquartered in Melrose Park, IL, celebrated its fifth year of operation as a wholly owned subsidiary of Data East USA...Susumu Sakamoto was named president of Konami, Inc....Medial Distg, Inc. announced the opening of a new England branch in the Boston area...Pinball Expo hosted a very successful convention in Chicago...The American Amusement Machine Assn. (AAMA) has received a charter by the state of Illinois, to be known as the Illinois Amusement Machine Assn. (IAM). Chuck Abbott, Chairman of the Convention, also presented two plaques to Chuck Milham as the honorees at its 1992 Appreciation Dinner...Coinbiz patriarch Alvin Gottlieb established a new firm called A. Gottlieb & Co., which will continue Gottlieb's amusement machine licensed games that will be built and marketed by Premier...T.O.P. Distg., Inc. of Rochester was appointed exclusive North American distributor for Wello Leisure of England's steel-tip dart game...Hope you enjoyed this brief trek down memory lane and note that the following year promises to be the most action packed any other year's highlights...We cannot, however, close without paying respect to those members of the trade who passed away—Lou Duris, Paul Brown, Herb Jones, C.B. Beckler, Bill Cosentino, John Niffenegger and Paul Dullen. We hope they rest in peace.

AND TO ALL OF YOU GOOD PEOPLE in coin-op land, I would like to extend greetings of the season and my personal wishes for a happy, healthy, prosperous new year!
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Count every word including all words in firm name. Numbers in address count as one word. Minimum as accepted $10.00 CASH or MONEY ORDER. CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosured with your order your classified ad will be held for following issue pending receipt of payment. NOTICES - Subscribers: add $60.00 to your present subscription price. Non-subs- cribers: $200.00 per year. You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your classified ad once a month. All words over 40 will be billed at a rate of $.35 per word. Please count words carefully. Be sure your Classified Ad is sent to reach the Los Angeles publication office, 6464 Sunset Blvd., Los Angeles, CA 90028 by Tuesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close TUESDAY

ATTORNEYS

AUTOS FOR SALE

COIN MACHINES
We have the following games in stock ready to be shipped. Each and every game beautifully refinished like new by experts. If you are interested in any of these games, please call Celie and she will quote you the very best distributor prices on equipment that is better than new: AMERICAN TECHNOCS: Combattres 3 PL. ATLARI: Escape From The Planet, Pit Fighter, Bad-lands, Cyberball 2072, Galaga 88. BALLY: Arch Rivals, Pigskin, Tri Sport. CAPCOM: Magic Sword (Kit). DATA EAST: Gate of Doom, Hippodrome (Kit), Mid-night Resistance (Kit), Two Crude (Kit), Super Volleyball. GAME MASTER: Super Spin Out. KONAMI: Aliens, T.M.N.T. LELAND: Ataxx, All American Foot- ball 4 PL., Team Quarterback, World Soccer Final 4 PL. ROMSTAR: Final Blow, Caliber 50 (Kit), Snow Bros. (Kit). SEGA: Ariail (Kit), Columns (Cock-tail), Crackdown, Bawat, Super Monochrome GP. TAITO: Battle Shark, Champion Wrestler (Kit). PINBALLS: DATE EAST: Checkpoint 4PL. PREMIER: Deadly Weapon, Silver Slugger 4PL., Vegas 4PL. KIDDIE RIDES: CAROUSEL INTL: Thunder Horse. RIDE DYNAMICS: Sky Hawk - Starfighter. VAI: Mean Machine. USED KITS: Combatrnes H $295.00; Bloxxed H $95.00; Crime Fighter 4PL. $245.00; Dragon Breed V $95.00; Buster Bros. H $295.00; Crackdown $395.00; E Swat H $295.00; M V P $395.00; Gate of Doom H ($195.00); Midnight Resistance $295.00; Moonwalker $295.00; Namstar Warrior H $95.00; Pig Out $295.00; Super Champ. Baseball $195.00; V. Ball H $75.00; World Soccer Finales H $245.00. USED PAKS: NEO GEO PAKS slightly used (cartridges): $125.00 each - Magician Lord, Nam 1975, Riding Hero, Golf. PLAY-CHOICE 10 PAKS slightly used: $25.00 each - Wild Gunman, Hogan Alley, Duck Hunt, Balloon Fight, Gradus, Golf. OLD KITS: $15.00 each - Tin Star, Donkey Kong, Fire Trap, Future Spy, Pitfall II, Nikke, Boomer Ranger, Up & Down, R. Pac Man, Hydra Sport, Locomotion, Xevious. USED VS. KITS: $15.00 each - Slalom, Baseball, Hogan Alley, Golf, Pinball, Gumshoe. $100.00 each - VS RBL USED CABINETS: Dynamo H5 2 - ready for kits - $375.00 and $550.00. Dynamo Cocktail - $200.00. Call Celie for games and kits. For parts, old and used P C boards, call Darren in parts. NEW ORLEANS NOVELTY CO., 3030 N. Arnoult Rd., Metairie, LA 70002. Tel: (504) 888-3500. FAX (504) 888-3506.

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Manufacturer For A Day

Doc English

VIDEO GAME MANUFACTURERS and the decision makers thereof have been regularly asailed by operators, distributors, the trade magazines, the lady down the block with the blue hair and shopping cart, and anyone who can express themselves aloud. They have been primarily assailed for being out of touch with the marketplace. "Okay," we said to these complainers, "If you ran the video manufacturers what would you do?" And this is some of what they said, in paraphrase.

A manufacturer does not release a game into a void. He needs to see, to grasp, to understand the market as a whole. He needs to consider his competition. What other games are out there? At what price do they sell? What is the condition of the buyer? Is he psychologically willing to buy? What can afford? When will he start to turn a profit on the game? Is the game seasonal? Is this the season? In a stingly, tight market, the fourth best video is certainly doomed, perhaps even the third. If a three-thousand-dollar game earns three hundred a week, the four-thousand-dollar game won't sell. It will hardly create a ripple. As far as the seasons, why release a football game January 1st instead of September or October 1st? Why release a baseball kit during a midwinter storm? Timing may make or break a game.

Produce equipment at affordable prices. The operator will buy if the price is right. Why charge a too high price on dedicated kits, sell a few, and then close them out cheap. Manufacturers, please find an equitable middle ground before the game is released; don't have get-rich-quick delusions. Superficially, closeouts seem desirable, but in actuality they undermine the marketplace. Those who pay full price when the merchandise is first released, who support the manufacturer, feel betrayed and subverted when the value of their machine is killed a month or two later because it was just closed out. The next time, the operator may decide to wait and not buy; to wait out the manufacturer until the equipment is closed out. Closeouts breed closeouts, and the factory inevitably loses.

Don't forget the street operator and the adult location. Most videos are still geared to the arcades, often by size alone, and aimed toward the male teen and preteen crowd.

There is a big, wide, wonderful world beyond them. One reason that pinballs sell well lately is that street operators have few videos to buy for the older bar and lounge player, and if you're going to expand the player base, what about women? How many potential customers are the factories neglecting, shutting out because they concentrate primarily on the shoot - punch-kick-jump genre?

Concentrate more on interactive - competitive games. When players go head to head, pit their skills, whether it's bashing or baseball, against each other, instead of solely against the machine, interest in the game and collections apparently last longer. That's the key to sports games and to games like Street Fighter II. If the game is more than routine chop - sock - ya with a periodic battle against the ugly monster or the big boss, once the player slips or completes the story, he soon gets bored and takes his quarters elsewhere.

Improve the quality control. Squelch the bugs. Too many games require post-production work after they're on location. Update chips to remedy program glitches; doses of loc - kito, bongo, and nails to hold cabinets together, missing service manuals, all undercut the operator's confidence in the manufacturer's merchandise. The operator wants a game that he unboxes, plugs in, lights up, and starts to earn money from the get - go.

Do more marketing and advertising on a national level, direct to the playing public. Operators see television ads for Nintendo and Sega home systems, read about them in the papers, and wonder what positive effects would result, what new players would take up the game, if coin - operated machines were advertised in the same way. Operators feel that the manufacturers treat them like the poor aunt; plenty of money for the home market, but hardly a penny to promote coin - op.

The analysts call this a product - driven industry. The operators and distributors, therefore, have put the onus on the video manufacturer to make things happen. The manufacturer cannot simply push product in a vacuum; be an order taker for a box of boards and bolts. No longer can he just build a machine and say, "Here it is."

AAMA's So. American Tour Is A Hit!

CHICAGO—Six representatives of the American Amusement Machine Assn. (AAMA) traveled to Chile, Argentina, Brazil and Colombia, as part of the association's South American Promotional Tour (Oct. 28-Nov. 9), which was geared to promote AAMA members' products, meet with South American customers (and potential new customers), promote ACM '92 and discuss various issues such as tariff and counterfeit problems. The project was hailed as a "tremendous success" by all participants, including Dynamo's Mark Stuhs (chairman of AAMA's Foreign Business Development Committee) and executive vice president Bob Fay, who were joined for the tour by Jim Roberts (James Industries); Jose Migueles (Imperial International); Jerry Gutierrez (Mars Electronics International) and Alex Perner (R.H. Belam).

During the course of the tour, AAMA's representatives held 49 individual meetings with prospects; more than 205 guests attended the AAMA-hosted receptions held in each country; and 47 individuals expressed interest in attending the ACM '92 convention in San Antonio, Texas. To familiarize attendees with members' products, AAMA produced a special video in Spanish and Portuguese, which was shown at the various receptions and also created a product catalog which was given to those who attended.

"We created an awareness and interest in our members' products," stated chairman Mark Stuhs, "and we believe reducing tariffs will help advance AAMA members' exports to these countries. All of the individuals with whom we met sincerely appreciated AAMA's presence in South America."

As noted by Bob Fay, "The South American Promotional Tour was an extremely worthwhile endeavor. We gathered a wealth of information which will be beneficial to AAMA's member companies interested in exporting to South America. I think it is important to add that the cooperation we received from the U.S. Embassies in coordinating the receptions and meetings in Chile, Argentina, Brazil and Colombia was outstanding," he concluded.

AAMA is preparing an extensive report on the promotional tour which will be available to members in the near future.

Pictured above is Jose Migueles extending greetings in Spanish to reception guests in Chile.

Shown here are AAMA representatives meeting with a potential Brazilian operator.

In the above photo, AAMA's Bob Fay is at the mike welcoming guests to a reception at the U.S. Embassy in Colombia.

Here is a shot of AAMA's traveling ambassadors as they posed in Chile.
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