

THE MUSIC TRADE MAGAZINE

# CASH BOX

THE COIN-OP TRADE MAGAZINE

February 25, 1991

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*Wilson Phillips*



1991 American Music Awards:

Reba Live! — Top Favorite Country Album —  
Reba — Top Favorite Country Female Artist —

*Thanks America!*

## STAFF BOX

**GEORGE ALBERT**  
President and Publisher

**KEITH ALBERT**  
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**JIM SHARP**  
Director, Nashville Operations

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Operations

**JIM WARSINSKE (L.A.)**  
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Marketing

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### Editorial

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ALEX HENDERSON, Assoc. Ed. (LA)

TONY SABOURNIN,  
Assoc. Ed., Latin (N.Y.)

SHELLY WEISS,  
Assoc. Ed., Publishing (L.A.)

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### Chart Research

**JEFF KARP**  
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NATHAN W. (DXF) HOLSEY (L.A.)

CHERRY URESTI (L.A.)  
BRYAN (Money B) DeVANEY (L.A.)

### Production

**JIM GONZALEZ**  
Art Director

### Circulation

NINA TREGUB, Manager  
CYNTHIA BANTA

### Publication Offices NEW YORK

157 W. 57th Street (Suite 1402)  
New York, NY 10019

Phone: (212) 586-2640  
Fax: (212) 582-2571

### HOLLYWOOD

6464 Sunset Blvd. (Suite 605)  
Hollywood, CA 90028

Phone: (213) 464-8241  
Fax: (213) 464-3235

### NASHVILLE

1300 Division St. Ste. 202,  
Nashville TN 37203

Phone: (615) 244-2898  
Fax: (615) 259-2913

### CHICAGO

1442 S. 61st Ave., Cicero IL 60650  
Phone: (708) 863-7440

### BRAZIL

CHRISTOPHER PICKARD  
Av. Rio Branco, 123-2012  
Rio de Janeiro—RJ

20.040—Brazil  
Phone: (021) 222-4893/242-3315  
Fax: (021) 222-7904

### ITALY

MARIO DE LUIGI  
"Music e Dischi" Via De Amicis 47  
201233 Milan, Italy

Phone: (902) 839-18-37/832-79-37

### JAPAN

Adv. Mgr., SACHIO SAITO  
Editorial Mgr. KOZO OTSUKA  
2-chome, 11-1, Shinbashi,  
Minato-ku

Tokyo Japan, 105  
Phone: 504-1651

### UNITED KINGDOM

CHRISSEY LEY  
Flat 3, 51 Cleveland Street  
London W1P 5PQ England

Phone: 01-631-1626

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THE MUSIC TRADE MAGAZINE

## COVER STORY

# WILSON PHILLIPS

**HOLLYWOOD IS FULL OF STORIES** of little princes and princess' who could never step out of the shadow of their mamas and papas. The story turns more tragic when the offspring actually try to follow in the footsteps of the parent—thereby inviting comparison which doesn't favor the child. Few actually match or exceed the success of their show-biz parent; Natalie Cole, Liza Minnelli and Hank Williams, Jr. immediately come to mind. Joining that group of successful entertainers is SBK's Wilson Phillips. While group members Wendy Wilson, Carnie Wilson and Chynna Phillips are the daughters of members of the Beach Boys and the Mamas and Papas respectively, they've already made great strides in establishing themselves as forces to be reckoned with. Cutting the "cord" with resounding success, their debut, self-titled album has already spawned three smash singles ("Hold On," "Release Me," and "Impulsive") and sold over four million copies. Nominated for four Grammys, the trio has already captured hearts after appearing on the American Music Awards and completing a short tour late last year. This very talented trio has promised that the next album, while retaining the group's trademark sweet harmonies, will be a little harder edged. Wilson Phillips seem destined to become one of the leading acts of the nineties.

# NUMBER ONES

## POP SINGLE

Gonna Make You Sweat  
C&C Music Factory Feat./Freedom Williams  
(COLUMBIA)

## R&B SINGLE

Something In Your Heart  
Michel'le  
(ATCO)

## COUNTRY SINGLE

If You Want Me Too  
Joe Diffie  
(EPIC)

## TEXAS LATIN

Mexico Voz y Sentimiento  
Various Artists  
(SONY DISCOS)

## POP ALBUM

Mariah Carey  
Mariah Carey  
(COLUMBIA)

## R&B ALBUM

The Future  
Guy  
(MCA)

## COUNTRY ALBUM

NoFences  
Garth Brooks  
(CAPITOL)

## DANCE/RAP ALBUM

I Don't Know Anybody Else  
Black Box  
(RCA)

## CONTENTS

### COLUMNS

Indie Focus . . . . .	14
Country Music . . . . .	16
Rock . . . . .	7
Rap/Dance . . . . .	10
Rhythm & Blues . . . . .	8
Cocinando . . . . .	11
Music Publishing . . . . .	15

### CHARTS

Top 40 Rap/Dance LPs . . . . .	10
Top 75 Rhythm & Blues LPs . . . . .	8
Top 100 Rhythm & Blues Singles . . . . .	9
Top 200 LPs . . . . .	12
Top 100 Pop Singles . . . . .	4
Top 100 Country Singles . . . . .	17
Top 75 Country LPs . . . . .	18
Top 20 Country Indie Singles . . . . .	20

### DEPARTMENTS

Tickertape . . . . .	5
Executives on the Move . . . . .	5
Country . . . . .	16
Coin Machine . . . . .	21
Classifieds . . . . .	23



**HIGHWAY 33 VISITED:** Joe Isgro Productions' The Music Group has merged with Howell Township, New Jersey's City Lights Productions and formed Highway 33 Records. City Lights, which houses a multi-million dollar recording studio, has been operational since last August; Isgro will now oversee the production company as well as the independently distributed label.

**A MATTER OF INCHES:** NARM has decided that it doesn't like the 6x12 package for CDs. It prefers a 5x11 package. NARM, in a statement, asks that "suppliers not forget retailers' needs in packaging: compatability with existing fixtures, theft deterrence and merchandising capability." We say we like what A&M did with Sting's *Soul Cages*: a self-contained package that folds into a neat, light, cardboard jewel box.

**ICE, HAMMER, ICE, HAMMER, ICE, HAMMER:** In the never ending battle of pop-rappers, M.C. Hammer's *Please Hammer, Don't Hurt 'Em* has just notched its nine millionth sale, according to the folks at the RIAA, while Vanilla Ice's *To the Extreme* (issued seven months after the Hammer album) has logged its seven millionth sale. Tons of albums, no matter how you slice it. Also in the tonnage range, according to last month's list of gold and platinum album recipients, are Motley Crue's *Dr. Feelgood* and Wilson Phillips, each at four million sales, Mariah Carey, at three million, and, at a mere two million each, AC/DC's *The Razor's Edge*, Whitney Houston's *I'm Your Baby Tonight* and Madonna's *The Immaculate Collection*—they'll all get new multi-platinum plaques for their plaque rooms.

Hitting the platinum jackpot last month were Phil Collins' *Serious Hits*, George Strait's *Livin' It Up*, Queensryche's *Empire*, ZZ Top's *Recycler*, Paul Simon's *Rhythm of the Saints*, *Traveling Wilburys Vol. 3*, Nelson's *After the Rain*, *Damn Yankees*, The Black Crowes' *Shake Your Money Maker*, Clint Black's *Put Yourself in My Shoes*, *I'm Your Baby Tonight*, Too Short's *Short Dog in the House*, *The Immaculate Collection*, New Order's *Substance*, Harry Connick Jr.'s *When Harry Met Sally...* soundtrack and *We Are in Love*, L.L. Cool J's *Mama Said Knock You Out*, *Ralph Tresvant*, Guy's *The Future*, Tony! Toni! Tone!'s *The Revival*, *Highlights from Phantom of the Opera* and Stevie Ray Vaughan's *In Step*.

Achieving the glorified gold plateau last month were Julio Iglesias'

*Starry Night*, Judas Priest's *Pain Killer*, *Empire*, *Recycler*, *Rhythm of the Saints*, *Traveling Wilburys Vol. 3*, Al B. Sure's *Private Times...And the Whole 9*, Stevie B.'s *Love and Emotion*, *Put Yourself in My Shoes*, New Kids on the Block's *No More Games/The Remix Album*, Whitney Houston's *I'm Your Baby Tonight*, Anthrax's *Persistence of Time*, Freddie Jackson's *Do Me Again*, Tesla's *5 Man Acoustical Jam*, *The Immaculate Collection*, Robert Johnson: *The Complete Recordings*, Shenandoah's *The Road Not Taken*, *Ralph Tresvant*, *The Future*, Megadeth's *Rust in Peace*, Cinderella's *Heart Break Station*, Scorpions' *Crazy World*, Paul McCartney's *Trippin' the Live Fantastic: The Highlights*, the London cast album to *Les Miserables* and Maxi Priest's *Bonafide*.

**THEMES ON VARIATIONS:** Virgin Records is launching a new division, Virgin Variations, dedicated to contemporary classical music. First up will be releases from pianist Richard Kastle, the New York Gay Men's Chorus and the Richard Greene String Quartet.

**FOR CURTIS:** The Curtis Mayfield Research Fund has been recreated at the Miami Project to Cure Paralysis. The fund was inspired by Mayfield's moving televised acceptance speech at the Rock and Roll Hall of Fame dinner. Mayfield, who suffered a paralyzing spinal injury last year, suggested that a fund be established to help research spinal injuries. Donations to the fund, which was kicked off at a Feb. 1 New York fundraiser, can be sent to the the Project at 1600 N.W. 10th Ave., R-48, Miami, FL 33136.

**VIDEOSYNCRACIES:** *Red, Hot and Blue*, the longform music video of last year's Cole Porter tribute album to benefit AIDS research, will be out on April 9th from 6 West Home Video. It'll carry a \$19.98 list... Peter Gabriel's *POV*, a longform video of a Greece concert, executive produced by Martin Scorsese, is due next month from Virgin Video; it too will list for 20 bucks... And next month, for free, PBS will air *Johnny Mathis: Chances Are*, a recent concert taped at the Grand Ole Opry. The Grand Ole Opry?

**LISTEN TO THE RHYTHM:** The Rhythm and Blues Foundation will present its 1990/91 Pioneer Awards during a Sony-sponsored reception at New York's Tatou restaurant on Feb. 21, which David Dinkins, New York's Mayor, has declared "Rhythm and Blues Day."

## EXECUTIVES ON THE MOVE

■ **Bob Jamieson** has been appointed president and general manager of **BMG Canada**. Based in Toronto, Jamieson, who was most recently executive vice president, PolyGram Holding, Inc., will oversee all operations for the Canadian company. Before his stint at PolyGram, Jamieson held numerous posts at CBS Records, both in the U.S. and abroad. ■ **RCA Records** has promoted **Marilyn Lipsius** to vice president, publicity from her previous job as senior director, publicity. She will now oversee all of the label's publicity activities. ■ **Sony** has appointed **Alvin B. Reuben** to the position of senior vice president, sales & marketing for its Sony Music Video Enterprises division. Reuben, who comes to the company from a similar post at St. Martin's Press, will oversee the development and execution of all sales and marketing activities for the unit. And Sony Classical has made three promotions in its marketing department: **Bonnie Barrett** has been upped to director, marketing, East Coast; **Glenn Devery** is now director, marketing, West Coast; and **John Pervola** becomes director, marketing, Midwest. They were all previously marketing managers in their respective territories. ■ **Elektra Entertainment chairman Bob Krasnow** has promoted **Ruth Rosenberg** to the position of assistant vice-president. Rosenberg has been executive assistant to Krasnow since joining Elektra in 1983. And **Aaron Levy**, executive vice-president of Elektra, has promoted **Maryann Mastropaolo** to the position of assistant vice president, personnel and office services. In her new post, Mastropaolo will oversee personnel hiring, payroll and relocations for the company. ■ **Island Records** has promoted **Matthew Stringer** to vice president, marketing. The announcement was made by **Andy Allen**, senior vice president/general manager for Island. In his new capacity, Stringer will oversee all marketing functions for Island and 4th & Br'way Records. ■ **Jayne Neches Simon** has been appointed vice president, marketing and sales for **Zoo Entertainment**. Simon comes to Zoo from **Enigma Records**, for which she was vice president of sales. And Zoo has appointed 24-year industry veteran **Jesus Garber** vice president, R&B promotion. Before joining Zoo, Garber was vice president, R&B promotion for A&M Records. When Garber joined A&M in 1985, he had spent 11 years with Motown. ■ **Def American Recordings** has hired **Shelley Mays** as director, national retail sales and marketing. Before joining Def American, Mays spent three years in WEA's San Francisco office, acting as advertising coordinator before becoming in-house marketing representative. ■ **Impact Records** president **Jeff Sydney** has appointed **Bruce Tenenbaum** senior vice president, promotion for the newly formed label. Before joining Impact, Tenenbaum spent three years as national promotions director for **Atco Records**. ■ **Jodi Williams** has been appointed national director, marketing and promotion for **East West Records America**, a division of **Atlantic Records**. Before this appointment, she was regional promotion manager for **Warner Bros. Records**. ■ **Jean Johnson** has joined **Giant Records** as senior director of promotion. Johnson previously held the position of director of national CHR promotion for **Epic Records**. ■ **Renee Bell** has been promoted to the position of director of A&R for MCA/Nashville. The announcement was recently made by Tony Brown, executive vice president and head of A&R, MCA/Nashville. In her new position, Bell will be responsible for scouting new talent, screening songs and assisting outside producers in an A&R capacity. Bell has been with MCA/Nashville for four and one-half years, most recently as manager of A&R Distribution (now Uni Distribution) in Atlanta. ■ **Bart Allmand** has been added to the national country promotion staff of RCA Records. He will occupy the position of regional promotion manager-Midwest. Allmand comes to RCA from 16th Avenue Records where he worked as a member on its national promotion staff. ■ **Kevin Odegard** has been appointed to the newly created position of director, education and member services for **NARAS**.



Rosenberg



Mastropaolo



Stringer



Simon



Mays



Tenenbaum



Johnson



Bell

Effective immediately, first class subscription rate is \$180.00 (USA, Canada and Mexico) and foreign subscription rate is \$225.00. Rate change is due to the increase in postage cost.

## ■ SINGLES

○ **MICA PARIS:** "Contribution" (Island 6652-2)

After dazzling world-wide audiences with one of the most soulful voices to come along in ages, Paris disappeared for awhile. Her re-entry to the world of music is kicked off by this hip-hop tinged track (featuring a rap by Rakim of Eric B. &...). Available in a variety of mixes, this effort confirms Paris as one of the major talents to watch in the nineties. A fantastic voice with material that is finally worthy of her.

□ **JANET JACKSON:** "State of the World" (A&M Records 75021 7514 2)

After her turn as a sexpot with "Love Will Never Do," Ms. Jackson returns with a bit of social commentary that addresses the problems of society today. If not quite as insightful or powerful as say, "Sign 'O the Times," "State" has a message that bears repeating and if the mall and MTV kids who make up a large part of Jackson's audience are moved to examine the world around them, then that's a good thing, indeed.

□ **THE PARTY:** "That's Why" (Hollywood Records 8293-2)



This energetic dance troupe, who has already scored big by collaborating with Jellybean Benitez, teams up with frequent Madonna collaborator, Stephen Bray, for an infectious, irresistible slice of music that comes in House and hip-hop mixes.

□ **KID SENSATION:** "Prisoner Of Ignorance" (Nastymix NMR 76203)

Rapped in the first person, this single from Kid Sensation's debut album, *Rollin' With Number One*, describes a youth's journey from the crime-ridden ghetto to the penitentiary to Death Row. Sobering stuff.

□ **HASHIM:** "I'll Make It Good To Ya!" (Music Works MWS 0001C)



Vocalist Hashim aims at the "urban contemporary" market with the danceable and high-tech "I'll Make It Good To Ya!" The single contains four mixes, including a radio-ready mix and longer dance mixes. "I'll Make It Good To Ya!" was written and produced by C.S.C. and George Anthony.

□ **4 WAY:** "With All My Love 4U" (Nastymix NMR 76100-2)

The Seattle-based Nastymix Records is known primarily for rap, but the indie has branched out into thrash metal with *The Accused* and R&B/pop/dance with Blu Max. 4 Way's debut single, "With All My Love 4U" is high-tech Latin-influence dance music in the vein of TKA. "With All My Love 4U" was produced, programmed and arranged by Raul "DJ EFX" Recinos.

## ■ ALBUMS

□ **U.T.F.O.:** *Bag It Or Bone It* (U.T.F.O./Zomba 1326-2-J)

U.T.F.O., the Brooklyn rap posse best known for 1985's "Roxanne, Roxanne," has delivered its most X-rated album thus far, *Bag It Or Bone It*. In fact, much of the album—U.T.F.O.'s first since leaving Select for the BMG-distributed Zomba—is too explicit for radio. Sex is the subject on "If You Don't Wanna Get Pregnant..." "Ego Is A Mother\*\*\*\*" "Bone-In (Grab A Hoe)" and other tracks. But the group makes a significant social statement on "Blackman Can't Catch A Cab." Once again, U.T.F.O. handles the production with Full Force—who go for a sound that is hard yet melodic.

□ **KANE ROBERTS:** *Saints & Sinners* (DGC DGCD-24320)

*Saints And Sinners*, Kane Roberts' first album since leaving MCA for the MCA-distributed DGC/Geffen, is a slick yet aggressive collection of rock and "pop-

metal" that is clearly the vocalist/songwriter's best album yet. "Wild Nights," "Dance Little Sister," "You Always Want It," "Rebel Heart" and "I'm Not Lookin' For An Angel" are among the commercial, hook-happy cuts AOR programmers should take note of. *Saints And Sinners* was produced by Sir Arthur Payson, with Desmond Child (known for his work with Bon Jovi and Alice Cooper) acting as executive producer. Much of the songwriting is handled by Roberts and Child.

□ **BLUE RODEO:** *Casino* (East West America 7 91601-2)

Canadian five-member rock outfit Blue Rodeo goes for a gritty, natural, unpretentious sound on *Casino*, which at times is not unlike a John Cougar-Mellancamp, a Tom Petty or a Bruce Springsteen in its approach. The album's strongest cuts include "'Til I Am Myself Again," "5 A.M. (A Love Song)," the pensive "Montreal" and "Trust Yourself." Blue Rodeo is a band that doesn't need overproduction or gimmickry to get its points across. *Casino* was produced by Pete Anderson.

□ **LES McCANN:** *Les Is More* (Night/Virgin 2-91591)

*Les Is More* is one of the four releases on Virgin's Night Records, a new label specializing in live recordings. Over the years, listeners have wondered whether Les McCann is a jazz artist, a soul artist or a blues artist—and the answer is "all of the above." Material on *Les Is More*, which contains a potpourri of live recordings from the 1960s and '70s, ranges from Duke Ellington's "Satin Doll" to the funky "Compared To What"—a major hit on the soul charts in the early '70s.

□ **ROBERT FORSTER:** *Danger In The Past* (RCA 3028-2-H)



Simplicity works quite well for vocalist/guitarist Robert Forster, who takes a folksy, often acoustic-oriented approach to rock on *Danger In The Past*. The album's melodic highlights include "The River People," "Baby Stones," "Leave Here Satisfied" and the haunting "Is This What You Call Change." *Danger In The Past* was produced by Mick Harvey.

□ **SLAM SLAM:** *Free Your Feelings* (MCAD-10147)

Dee C. Lee, former backing singer for the Style Council, is the star here and her rich voice shines when placed center-stage. The music is pure state-of-the-art dance stuff, while the lyrics are about strength and positivity. Dance remixes and the right promotional push should send this group right to the top of dance and pop charts.

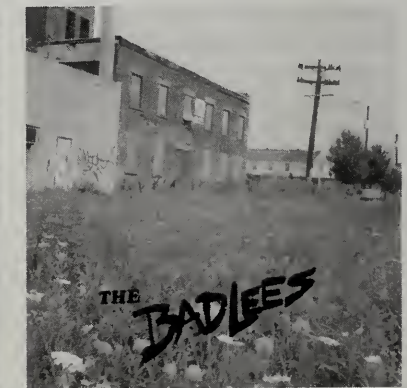
□ **WILLIAM ORBIT:** *Strange Cargo* (IRS 1041)

Moody, atmospheric sounds from one of the most sought after men in the business. (He's done remix chores for Prince and Madonna that both have raved over and is the guiding force behind dance outfit Bass-O-Matic.) This is trance-inducing music that would seem to owe more to a great jazz collection than a love of the dance-floor—more of the fusion of genres that everyone claims will define nineties music. May not be too accessible to the pop crowd, but for those who like their music off the beaten path, this is the tonic for what ails 'em.

□ **BOOK OF LOVE:** *Candy Carol* (Sire/Warner Bros. 9 26389-2)

Imagine clouds set to music and laced with spun sugar, and you'll have the essence of this album. *Candy Carol* is oozing with good vibes and positive feelings, cute twists of lyrical phrases, and the kind of singing that evokes images of Twiggy and "groovy times." There are no hard edges, all coarseness having been removed from the premises, and you're guaranteed to leave with a smile on your face.

□ **THE BADLEES:** *It Ain't For You* (Bassment Records 1040EZ-2)



Heartfelt singing and songwriting backed by real instruments. What a concept. It may even catch on. These are songs about everyday life, struggle, hardship and the dignity and self-respect that come in for a bruising. Lead singer, Pete Paladino pours his heart into his performances, filling them with conviction. Music for the everyday guy who's just trying to survive.

# ROCK

BY ALEX HENDERSON



Anthrax

**STUDIO SAVAGERY:** An Anthrax EP titled *Attack Of The Killer B's* is due out on Megaforce/Island Records around late April or early May. The seven-song EP will underscore the thrash metallers' appreciation of rap. In addition to a remix of "I Am The Law," *Attack Of The Killer B's* will contain a cover of the ultra-def Public Enemy's "Bring The Noise"; new rap/thrash songs "Startin' Up A Posse" and "Protest And Survive"; and a *dance* (!!) remix of "I'm The Man," which brilliantly fused thrash and rap in 1988. The moshmasters, who are presently touring with Iron Maiden, recorded the EP's studio cuts at Electric Ladyland Studios in their home town of New York in December during a break from the road. Last but not least, the EP will include two live recordings, "Keep It In The Family" and "Belly Of The Beast," both recorded at a December show in Birmingham, England on the tour... Speaking of metalheads who are down with hip-hop, Slash/Reprise is hoping that Faith No More's long-awaited follow-up to *The Real Thing* will be ready for release by late August or early September... Faster Pussycat is writing material for its follow-up to 1990's gold *Wake Me When It's Over*. Possibly, the album will be released in the fall... White Lion's *Mane Attraction* has a release date of March 15. The disc was produced by Richie Zito, who has worked with Heart, Cheap Trick, Berlin, Martha Davis and Bad English. Atlantic is releasing "Love Don't Come Easy" as *Mane Attraction's* first single on February 13... MCA has released "Something's Gotta Give" as the new single from The Broken Homes' third album, *Wing And A Prayer* and is promoting the song to AOR radio. The song speaks out against racism and calls for people to make an effort to get along despite their differences...

**HIGHWAY TO HELL:** David Lee Roth's tour of Europe and the United Kingdom is scheduled to begin in Glasgow, Scotland and continue until April 10... Punk rock veterans The Ramones have completed an Australian tour and played some Japanese dates on February 5, 6 and 7... Ratt, whose *Detonator* album is gold and approaching platinum, is due to commence a seven-venue Japanese tour in early February...

**VILLAINS ON VIDEO:** Saigon Kick—whose debut album on Third Stone/Atlantic is an interesting blend of guitar-crunching hard rock/metal, punk and '60s psychedelia—shot its first video, "What You Say" in Los Angeles in early February. A recent press release described Saigon Kick's sound as a "blend of metal/punk/alternative music"—a description that isn't entirely accurate. While the music is metallic and is gutsy like that of a punk band, Saigon Kick's has nothing in common with pretentious "alternative" dribble...



David Lee Roth



Saigon Kick

# BRAZIL NEWS

BY CHRISTOPHER PICKARD

**AND NOW COMES CARNIVAL!:** After nine days, 46 shows, over 60 hours of music, and a mixture of peace, love and the occasional misunderstanding, Rock in Rio came to a close in the early hours of Monday, January 28th with a performance by members of Rio's famous samba schools that helped lead Rock in Rio into Carnival, which starts February 9th.

While it's easy to find fault in any event of the size and complexity of Rock in Rio, everything in fact went off remarkably smoothly, despite both the language and cultural differences that staging a show in Portuguese-speaking Brazil entails.

As was to be expected, the headliners—perhaps with the exception of New Kids on the Block, who were totally outclassed when put in direct comparison with other groups—showed clearly why they were headlining. Guns 'N Roses was most popular with the Brazilian audiences, but both George Michael and Prince turned in storming sets, certain to boost their record sales in Latin America in the near future.

Michael is probably the artist who will gain most from his performances, as he was getting limited airplay prior to the festival but is now getting saturation play for tracks from *Listen Without Prejudice*, especially "Freedom '90," *Faith* and his early Wham! work.

The other festival headliners, INXS and A-ha!, proved professional but little else, while the support acts to come away from Rock in Rio having made an impact on the Brazilian public and critics include Lisa Stansfield, virtually unknown in Brazil before her set opening for George Michael; Faith No More, a hot favorite with many of the Brazilian critics; Billy Idol, Santana, Joe Cocker, who is warming up for a tour with Dire Straits, Judas Priest and Megadeth.

Both Idol and Santana benefitted from a second show after Robert Plant had to drop out for health reasons on the eve of the festival. Idol got to play to the largest crowd of the festival, on the first Saturday, and was well received, while Santana's second show counted on a number of guests, including Pat Metheny, a Rio resident now, and Brazilians Djavan and Gilberto Gil.

Gil was one of the Brazilian artists to have problems with the festival organizers over soundchecks and, in the end, missed his own set. Alceu Valença was another to cut his set short due to sound problems, but returned later to give an excellent performance.

The top Brazilian artists showed that they can now hold their own with the international acts when they put their minds to it. Among the better Brazilian performances were by Elba Ramalho, Titas and Engenheiros do Hawaii.

The shows were televised by TV Globo, which used a total of 18 cameras to broadcast over two hours live each night throughout the festival. Radio Vision is now editing down over 60 hours of tape for the foreign TV specials, while MTV brought down a team of 70 to get extra interview and documentary footage for its Rock in Rio special.

Ticket sales were probably the main disappointment for the promoters, Artplan, with the final total likely to be well off the aimed-for one-million mark. First estimates suggest that the final total festival audience will probably tally to between 500 and 600,000. Both Saturdays proved the most popular nights, with over 100,000 on hand to see A-ha!, Debbie Gibson and Information Society on the second Saturday.

The first Saturday, with Guns 'N Roses, was estimated to have a crowd in excess of 120,000, but even this figure looks low, as it was simply impossible to put another single person in the stadium. If the festival infrastructure, including the stage, had not been so large it is quite possible that Guns 'N Roses would have broken Paul McCartney's record of 180,000 at the same Maracana stadium.

Rock in Rio 2 is now history and number 3 is being discussed for early '93. Certainly, from the interviews given by the artists, the majority of them will be only too happy to come back again to enjoy Rio de Janeiro and the Brazilian audience.



**WHO'S THE COOLEST PERSON IN THIS PICTURE?:** Marion Leighton-Levy, co-founder of Rounder Records, whose 20th anniversary party at Tramps this was? Uh-uh. Joan Meyers, publicist extraordinaire? Uh-uh. Ron Levy, pianist/Marian's husband? Uh-uh. The guys from Brave Combo? Nope. John Mooney? Nope (but we dig the hat). Folks, the coolest person in this picture is the great Charles Brown, the coolest person in any picture he's ever been in.







# RAP/DANCE

BY ERNEST HARDY

**NEWS:** Eleven of today's top female rappers are performing their slammin' raps live in a first ever all-female concert on February 14, 1991. Hosted by Fox TV's *Pump It Up* hostess, Dee Barnes and Fab Five Freddy of *Yo! MTV Raps*, the five-hour show will feature the entire spectrum of female rap styles, both musically and politically, from the reggae influenced political rhythm's of Boogie Down Productions's Ms. Melodie and Harmony, to the street sounds of MC Lyte, Def Jam's first female rapper, Nikki D., Motown's first female rapper, MC Trouble, as well as Queen Latifah, Monie Love, and Yo-Yo, among others. Mayor Tom Bradley has already declared February 14, 1991 "Black Women In Rap Day." A special preview of the concert will be available February 13th on the *Arsenio Hall Show*, when Queen Latifah, Monie Love, MC Lyte and MC Trouble perform their version of "Sisters Are Doing It For Themselves."

**RE-VIEW:** Don't ignore the Island Records release, *Supernatural*, by British rap group, Stereo MC's. The group has, under other guises, served as remixers for the Jungle Brothers ("We Got Our Own Band" and "Black Is Black"), Monie Love ("Monie In the Middle"), Queen Latifah ("Ladies First"), X-Clan ("Funkin' Lesson") and Mica Paris ("Contribution"). For this disc, they called on Afrika Baby Bam, of the Jungle Brothers, for some co-writing, co-producing chores. (He also appears on a few of the tracks.) Hard hitting beats and a British sensibility in the rhymes make for an inventive and infectious blend of music. (They sample the Rolling Stones' "Satisfaction" in far more clever fashion than a certain American rapper does, and make a sample of KC & the Sunshine Band's "Shake Your Booty" positively hip.)

## INTERVIEW:



Jellybean

Few people have had as great an impact on dance music (and therefore pop music) as Jellybean Benitez, whose frequent trips to the top of the charts (as artist/producer/remixer) have long made him one of the most sought after men in the music industry. One of the secrets to Jellybean's success has been his willingness to embrace new trends and developments even as he maintains his own *sound*. (Check out his new single, "What's It Gonna Be," featuring Nikki Harris. While flaunting House inflections, it still has the identifiable polish and gleam of a Jellybean production. Nothing sacrificed, but lots gained.)

**WHY THE LONG HIATUS BETWEEN PROJECTS:** "Well, I wanted to write more songs. Jellybean is not your typical artist that can make a record and tour and perform live. Since I'm not singing, it takes me time to find vocalists and write the songs

and make a cohesive package. I'm never in a hurry and every time I do get in a hurry, I just walk in Tower Records and see how many records are there and go, 'Okay, there's no rush. No one's banging down the doors for my record.'"

**SONGWRITING:** "I like it. It's something that was developing, and I try to write everyday now, as much as I can."

**INSPIRATION:** "Passion, emotion. It depends. I'm inspired by positive things and negative things. I just can't help but create. It just happens."

**POSITIVITY TREND IN DANCE MUSIC:** "It's great. That's why I started deejaying again. It's exciting on the club level. So many new things coming in. You know, it comes in waves. When I first started deejaying, the first big wave gave us Village People and Donna Summer. The next big wave gave us Talking Heads and the B-52's. The next big wave gave us Prince and Madonna. Now, we've got Soul II Soul and Deee-Lite. Music on the club level, I feel, is moving further and further from radio. Blackbox, the Adventures of Stevie V., Snap, Jellybean, Deee-Lite, C&C Music Factory. It's a new genre for radio."

**RECORD COMPANIES' LATE EMBRACING OF DANCE MUSIC:** "Hallelujah. Jump in any time, kids. The thing to remember is that the cream always rises to the top and the clubs are the most fickle, most cutting edge. They're always looking for the new thing. The club scene is very much like the fashion business. You can be in one season and out the next."

**WHAT HE LOOKS FOR IN AN ARTIST WHO ASKS HIM TO PRODUCE THEIR RECORD VS. WHAT HE LOOKS FOR IN AN ARTIST HE WANTS TO APPEAR ON ONE OF HIS PROJECTS:** "When I produce an artist, I have to feel I'm going to make a contribution to their career, as opposed to just producing another record. I have to feel that I can deliver something that will be new for the artist. It's hard for me to go in and make a record that they've already made. And I have to feel that I'm going to enjoy the experience, that I'm going to learn and grow from it. When I look for a vocalist for my record, I'm basically looking for a *vocalist*. I'm looking for passion and the ability to emote and get behind the lyric to make the vocal performance sound convincing."

**A GOOD DANCE RECORD VS. A GREAT DANCE RECORD:** "A good dance record will have a groove. A great dance record will have a groove. A great dance record will have a *hook*. That's the difference."

# RAP/DANCE ALBUMS

Feb. 16, 1991 The square bullet indicates strong upward chart movement.

Total Weeks  
Last Week

Rank	Album	Label	Total Weeks	Last Week
1	I DON'T KNOW ANYBODY ELSE	(RCA 2735-1)	Black Box	2 11
2	AROUND THE WAY GIRL	(Def Jam/Columbia 44-73610)	L.L. Cool J	3 9
3	GONNA MAKE YOU SWEAT	(Columbia 44-73605)	C&C Music Factory	4 13
4	LOVE WILL NEVER DO(WITHOUT YOU)	(A&M 75021-7441-1)	Janet Jackson	6 9
5	MARY HAD A LITTLE BOY	(Arista AD-2144)	Snap	9 3
6	GOLD DIGGER	(Def Jam/Columbia 38T-3634)	EPMD	7 3
7	JEALOUSY	(Mercury 878-6631)	The Adventures Of Stevie V	13 3
8	CRASH (HAVE SOME FUN)	(Tommy Boy TB-963) TKA Feat./Michelle Visage		10 11
9	JUSTIFY MY LOVE	(Sire/Warner Bros. 19485)	Madonna	1 9
10	IESHA	(Motown 4747)	Another Bad Creation	12 5
11	FREEDOM	(Columbia 44-73584)	George Michael	11 11
12	WHAT'S IT GONNA BE	(Atlantic 0-86099)	Jelly Bean Feat./Niki Harris	34 3
13	I'LL DO 4 U	(MCA 53912)	Father M.C.	14 9
14	I LIKE YOU	(Epic 49-736000)	Culture Beat	5 9
15	H.O.U.S.E.	(Atlantic 0-86119)	Doug Lazy	18 9
16	WHITE RABBIT	(Magatone 181)	David Diebold & Kim Cataluna	28 5
17	TRAGEDY FOR YOU	(Epic 49-73594)	Front 242	17 9
18	DON'T BE A FOOL	(MCA 53906)	Loose Ends	19 9
19	SOMEDAY	(Columbia 44-73560)	Mariah Carey	37 3
20	WIGGLE IT	(Cutting CR 237)	2 In A Room	21 23
21	WHATEVER MAKES YOU HAPPY	(Atlantic 0-86123)	Ten City	16 11
22	JUST ANOTHER DREAM	(Polydor 877 963-1)	Cathy Dennis	8 15
23	SHORT BUT FUNKY	(Jive 1429-1)	Too Short	DEBUT
24	DON'T STOP NOW	(Epic 49-73650)	Cover Girls	31 3
25	THAT MAN (HE'S ALL MINE)	(Virgin 0-9413)	Inner City	20 11
26	HOLD YOU TIGHT	(Big Beat/Giant BB-9012)	Tara Kemp	DEBUT
27	THIS HOUSE	(Capitol V-15649)	Tracie Spencer	DEBUT
28	SADNESS PART 1	(Charisma 0-96395)	Enigma	DEBUT
29	FOUND LOVE	(Epic 49-73548)	Double Dee Feat/Dany	22 15
30	MELT IN YOUR MOUTH	(Epic 49-73639)	Candyman	33 3
31	LOVE SO SPECIAL	(Atlantic 0-86124)	Ceybil	26 13
32	DO YOU WANT ME	(Next Plateau 50137)	Salt-N-Pepa	DEBUT
33	LIVIN' IN THE LIGHT	(EMI V-56175)	Caron Wheeler	23 15
34	YOU THINK YOU KNOW HER	(Exile/NastyMix 74002)	Cause & Effect	DEBUT
35	TOM'S DINER	(A&M 75021 2342-1)	DNA Feat/Suzanne Vega	27 17
36	B.B.D. (I THOUGHT IT WAS ME)	(MCA 53899)	Bell Biv DeVoe	30 11
37	LOVE ME FOREVER OR LOVE ME NOT	(Atco 0-96400)	Trilogy	DEBUT
38	I JUST CAN'T HANDLE IT	(Jive/RCA 1406-1)	Hi-Five	32 9
39	INSANITY	(Motown 4750)	The Pointer Sisters	29 9
40	ICE ICE BABY	(SBK V-19724)	Vanilla Ice	39 21

**DANCE MUSIC IN THE NINETIES:** "It will continue to evolve, it'll continue to be new. It'll evolve into things radio will never play. Then something will come out of all of it that's *huge* and it'll start all over again. Now, we (in clubs, in dance music) are starting to move away from what radio's playing."

**ATLANTIC RECORDS:** "Those people who make the decisions as to who will get signed (at other companies) simply haven't been looking in the clubs. And the ones that have been looking are benefitting from it. Atlantic Records is definitely going to benefit. We have a farm team here with the three women I have on my record."

**DANCE DOING SO MUCH BETTER ABROAD:** "They're more adventurous there; they take more chances. Here, people like familiarity and, in some cases, like to follow."

**POLITICS IN DANCE MUSIC:** "I think there's a time and place for everything. When people are dancing and sweating and having a good time, in most cases they don't want to deal with politics, they're going there to escape it. With the war right now, the club scene is thriving."

**LIP-SYNCHING:** (laughs) It's not for me. My singers are all *singers* with at least three octaves in range. They're all musicians and they're all songwriters. They're not just pretty faces. These are women who are going to have careers way beyond this Jellybean record. They're not a producer project in the sense that they need a producer to make a record. These girls could produce their own records."

**TOURING:** "Yes, we're putting together a tour. It'll happen in either late spring or early summer."

# COCINANDO

BY TONY SABOURNIN

**WARNING: THIS COLUMN HAS BEEN CLEARED BY IRAQ'S MUSIC CENSORS.**

**PERTINENT PARTIES WILL OBVIOUSLY DENY IT, BUT ON** the last Tuesday of January, singer/songwriter/film actor Rubén Blades entered Black Rock to hear the last contractual persuasions from Tomás Muñoz, Sony International's senior vice president. And although Blades is the kind of person who changes his mind over details that others consider insignificant, I wouldn't be surprised if his next discographic destination is, indeed, the label that Paley built (and Morita bought). There are reasons other than prestige, including his sincere desire to make CBS the last recording womb of his illustrious career.

It makes all the sense in the world. After an auspicious beginning at Elektra with *Buscando a América* and Grammy-Winner *Escenas*, Blades' artistic efforts seemed to focus more toward film, where he developed a busy schedule, climaxed by substantial roles during 1990 in films acted in or directed by the illustrious likes of Diane Keaton, Spike Lee and Jack Nicholson. Elektra label executives weren't particularly jumping with glee at Blades' Hollywood success. They thought it forced him into an uneven record production schedule, and even scarcer availability for promotional chores. So naturally, they didn't hire independent promoters for his last two releases, and basically threw a cold shower on any internal interest by requesting from its Hispanic division, WEA Latina, a higher-than-market distribution price.

That wouldn't be the case with Sony International. They have a very definite presence in the U.S. and Puerto Rico market via Discos, which means that Rubén will have at his disposal more radio promotion than what he's had in the past four years. If this were not enough, his booking agent, David Maldonado Management, is now part of the Ralph Mercado office, whose RMM label, distributed by Sony Discos, also carries a promotional appendix.

Obviously, Tomás Muñoz plays a big role in Blades' decision. Besides the weight of his title, he brings to the table a well-known reputation for personally caring for each and every one of his artists: from Miguel Bosé and Julio Iglesias once, to Chayanne and Sergio now. Another reason for Blades imminent inking is that he wants an album out on the streets by early April to support his usual April-May tour. And Muñoz can handle this without breaking a sweat.

Now, after a real guarantee of worldwide release, all Muñoz has to do is convince Blades that Sony will be able to do what Elektra couldn't, that is to integrate his various artistic talents into its all-encompassing music-to-film range; to make Rubén Blades feel that he no longer has to search for his own piece of America.

Those who may deem this Blades' selling out his music can't, and won't, look beyond their noses. A big talent with a worldwide perspective needs a media giant with a similarly colossal global view. Besides, now dreamers like myself can lay back and conjure images of future Blades collaborations, and fantasize about such probabilities as the reunion of the best salsa duo ever: Blades and (Sony Discos artist) Willie Colón.

**AND WHILE WE'RE ON THE SUBJECT OF ARA'S ONLY SON**, some additional thoughts on Colón's *Color Americano*. Its recent nomination for the 1990 Latin Tropical Grammy gives PDs an opportunity to modify their Sadaam Hussein-like obstinance toward it, as it's probably the most advanced commercial production released in recent memory. Since it was extensively reviewed here several months ago, this *Hey, You!* attention-getter is amply justified by an enhanced examination of two songs as of yet unprogrammed, "Vida Nocturna" and "Aéreolinea Desamor."

The first is as simple as salsa songs get. Opening, *guía*, coro moña and *fuera*. However, Amílcar Boscán's lyrics depict a very personal perspective of the nightlife, blanketed as if tailor-made by the Bob Franceschini/Marty Sheller arrangement—two bones, sax and rhythm section, crisply and directly in swing. The coro work of Tito Allen and percussionist Milton Cardona outshines the best memories of the José Mangual/Cardona duos of the Héctor Lavoe/Colón years.

"Aéreolinea Desamor" stands next to, with no shame, Colón classics like "Juana Peña" and "Plástico." The spastic arrangement by Colón and Marty Sheller—who profitably languishes in the shadows of better-publicized colleagues like Julio César Delgado, Sergio George, Cuto Soto and Tommy Villariny—sets new standards with its intermittent bursts of trombone, sax and Oscar Cartaya's funky bass riffs. More important for the PDs' mental and cultural expansion, a 32-bar backbeat count, punctuated by Franceschini's wailing sax solo, brings the cut to a rocking R&B jam before segueing back to veritable salsa, and a concluding timbales solo by Mark Quiñones, perhaps the only "collateral damage" necessary in Operation Master Editing to make a solid radio hit out of the tune.

With the other potentially programmable numbers discussed in the previous review, why hasn't *Color* gotten more airplay?

From the position of the PDs polled to this effect, mostly in the Northeast, it seems to be a matter of getting Willie to do more promotional visits, for interviews, schmoozing, etc., and play more gigs in his backyard, rather than on his highly remunerative Latin American tours. Stations need to be continuously reminded of the existence of this wonderful album; I hope this is of some help.

## TEXAS LATIN LPs

February 16, 1991 The square bullet indicates strong upward chart movement.

- 1 MEXICO VOZ Y SENTIMIENTO (Sony) . . . . . VARIOUS ARTISTS
- 2 EN VIVO (Sony International) . . . . . ANA GABRIEL
- 3 PARA NUESTRA GENTE (CEL) . . . . . MAZZ
- 4 CON TANTO AMOR (Sony Discos) . . . . . LA MAFIA
- 5 EN EL PALACIO BELLAS ARTES (Ariola) . . . . . JUAN GABRIEL
- 6 VEN CONMIGO (Capitol/EMI-Latin) . . . . . SELENA Y LOS DINOS
- 7 OUT OF CONTROL (Sony Discos) . . . . . GRUPO LA FIEBRE
- 8 ENTER THE FUTURE (Sony Discos) . . . . . LA MAFIA
- 9 GOOD BOYS WEAR WHITE (Freddie) . . . . . GRUPO LA SOMBRA
- 10 BANDIDO (Sony Discos) . . . . . AZUCAR MORENO
- 11 MI ACORDEON Y YO (Freddie) . . . . . RAMON AYALA
- 12 VEINTE A-ÑOS (WEA Latina) . . . . . LUIS MIGUEL
- 13 PAJARO HERIDO (Sony International) . . . . . ROBERTO CARLOS
- 14 MILAGRO (Sony Discos) . . . . . ROCKY HERNANDEZ
- 15 MIRADAS (Capitol/EMI-Latin) . . . . . GARY HOBBS
- 16 CUANDO YO AMO (Sonotone) . . . . . RUDY LA SCALA
- 17 ETERNAMENTE BELLA (Fonovisa) . . . . . ALEJANDRA GUZMAN
- 18 TU AMIGO (Fonovisa) . . . . . BRONCO
- 19 DOS (Capitol/EMI Latin) . . . . . MYRIAM HERNANDEZ
- 20 IT'S OUR TURN (La Feria) . . . . . CONJUNTO INTERNACIONAL

Source: Gato Associates Research



**GILBERTO SANTA ROSA**  
 Disco Oro, Disco Platino  
*ESE ES NUESTRO PUNTO DE VISTA*





BY ALEX HENDERSON

## INDIE PROFILE

### DCC COMPACT CLASSICS

WHEN MARSHALL BLONSTEIN FOUNDED A CD-ONLY LABEL IN 1985, he encountered his share of skeptics. The CD era was in its infancy, and the idea of CDs outselling vinyl seemed unlikely. But like Rykodisc, the Los Angeles-based DCC Compact Classics (which was



Marshall Blonstein

called Dunhill Compact Classics until 1988) recognized CDs' potential. "I loved the sound of the compact disc," recalls DCC president/founder Marshall Blonstein. "I compared it to what quad was years ago and noted why quad didn't work and why I felt the compact disc would work. With the compact disc, you had so much more to play with—there were 70 minutes of music you could put on there. The sound of it was so much better than anything that was going. Just looking at all the compact disc had going for it, it just made sense that it *would* work. How long did I think it would take to catch on? I wasn't sure. It caught on a lot faster than I thought."

In the beginning, Blonstein encountered his share of skeptics. Blonstein notes, "I was told, 'Love the idea, but you'll never get any pressings. There's only seven plants in the world, and they're backed up for two years. It's a great idea, but it won't work.' I got pressings almost immediately. I made two trips to Japan and got pressings, and a plant here in California gave me pressings."

The classics DCC has reissued range from the classic R&B of Ruth Brown to classic rock by David Bowie, Genesis, The Zombies, Ted Nugent & the Amboy Dukes, Leon Russell and Dwight Twilley to classic jazz titles by Cal Tjader, Gabor Szabo, Buddy Rich, Mel Torme, Stan Kenton and Michel Legrand and to classic reggae by Bob Marley to the classic pop of Sammy Davis, Jr., Judy Garland and Lena Horne to classic blues by

John Lee Hooker and Freddie King. DCC has reissued no less than six titles from the Ray Charles catalogue, and the indie is releasing a two-CD, set by the great



Josephine Baker this month. The 50-song set boasts material from the 1920s and '30s, which has been digitally remastered by DCC's engineer Steve Hoffman.

If digitally remastered properly, vintage recordings can sound great on CD. If not, they may not sound a fraction as good as they did on vinyl. Blonstein stresses, "We always go back to the original masters instead of just transferring them from analog to digital. When you go from analog to digital, what you're doing is enhancing everything. If you've got bad sounds on the original—clicks and pops and hisses—it's going to come out even more so on the digital unless it's remastered... With the Josephine Baker, we took it back to the studio and remastered. It's still recordings from the '20s and '30s, but it's acceptable. You can live with it."

## INDIE NEWS

**AVC:** The CEMA-distributed AVC/Life Records is planning to make some serious noise in 1991 with rap/dance artist Rocca, soul/pop/rock band Le Klass and hardcore L.A. rapper Madrok. The 19-year-old Rocca, who has the makings of a crossover smash a la MC Hammer or Vanilla Ice, has some potential hits on his forthcoming debut album, *Got 2B Funky!*, including "Into The Night," (Rocca's debut single and video) "Melissa Mainframe," "Breakin' The Ice," "My House" and "Go 4 What U Know"... AVC/Life is releasing "That's What Love Can Do" as the new single from Le Klass' debut album, *School Of Cool*. Le Klass, which hails from James Brown's home town Augusta, Georgia, exhibits the type of soul and emotion that's missing in much of today's overproduced "urban contemporary" fare... Madrok's debut single and video is "Skin Tight," a too-funky remake of The Ohio Players' 1974 hit boasting guest appearances by long-time Players Leroy "Sugar"

Bonner (vocals), James "Diamond" Williams (drums) and the rest of the band. The dopejam will appear on his debut album, *Knowledge To Noise...*

**FANTASY:** Fantasy, owners of the legendary Stax/Volt catalogue, acquired the Holland/Dozier/Holland-powered Hot Wax and Invictus labels in 1990 and reminds us of the richness of late 1960s and early '70s "uptown soul" with the release of *Greatest Hits* CDs by Honey Cone, (arguably the Martha & the Vandellas of the early 1970s) 100 Proof Aged In Soul, Chairman Of The Board, Freda Payne and Laura Lee—all of which are reviewed here... *Honey Cone's Greatest Hits* shows why the trio was a force of



Freda Payne

the early '70s. The CD contains chartbusters like "Want Ads," "Stick Up," the Latin-flavored "One Monkey Don't Stop No Show," "Girls, It Ain't Easy," and "The Day I Found Myself" as well as lesser known hits like "While You're Out Looking For Sugar," "Innocent Til Proven Guilty" and "Sitting On A Time Bomb"... If Honey Cone could be compared to the Vandellas, Chairmen Of The Board were the early '70s' answer to The Four Tops. But while the Tops' influence is evident on such hits as "Give Me Just A Little More Time," "Pay The Piper," "Everything's Tuesday" and "Dangling On A String," the group was no Tops clone. In fact, "Chairman Of The Board" and "Hanging On To A Memory" are psychedelic-influenced... 100 Proof was less successful than other Hot Wax/Invictus artists, but it wasn't for a lack of talent. "Somebody's Been Sleeping In My Bed," "Everything Good Is Bad," "Too Many Cooks," "Driveway" and other gems on the 12-track CD show just how gritty and funky "uptown soul" could be... *Freda Payne's Greatest Hits* contains such gems as "Band Of Gold," "The Unhooked Generation," "Bring The Boys Home," an anti-Vietnam War commentary that reached #3 on the soul charts, "Deeper And Deeper" and "Cherish What Is Dear To You"... A gospel singer who turned to secular soul, Laura Lee recorded for Chess and Cotillion before signing with Hot Wax and enjoying a string of hits that included "Rip Off," "Women's Love Rights," "If You Can Beat Me Rockin' (You Can Have My Chair)" and "Love And Liberty"—all heard on *Laura Lee's Greatest Hits*. Lee's sassy, gospel-rooted belting is well-suited to Lee's demand that sisters be treated fairly in relationships...

## INDIE REVIEWS

### ALBUMS

#### THE DAVE BRUBECK

**QUARTET:** *New Wine* (Musicmasters 5051-2-C)

The Dave Brubeck Quartet—Brubeck on acoustic piano, Bill Smith on clarinet, son Chris Brubeck on electric bass and drummer Randy Jones on drums—and the Montreal International Jazz Festival Orchestra are captured live at the 1987 Montreal Jazz Festival on this 52-minute, seven-track CD. "Blue Rondo a la Turk," "Lullaby," "Out Of The Way Of The People," "Koto Song," and other Brubeck compositions heard on *New Wine* fuse jazz and symphonic classical, while a spirited reading of "Take The A Train" (written by Billy Strayhorn for Duke Ellington) swings enthusiastically without venturing into classical territory.

#### ALI AKBAR KHAN: *Journey* (Triloka 184-2)

Ali Akbar Khan, a veteran and master of traditional instrumental Indian music, takes a more contemporary "world beat" approach on *Journey*, which was produced by Khan's protege and fellow Triloka recording artist Jai Uttal. The 68-year-old Khan's sarod and other acoustic Indian instruments such as the sitar, the tabla and the dholak interact with electronic synthesizers on the haunting *Journey*—which, like all of Triloka's jazz and world releases, was recorded and mastered digitally.

#### BIG JOE WILLIAMS: *Nine String Guitar Blues* (Delmark DD-627)

Big Joe Williams illustrates how effective minimalism can be on *Nine String Guitar Blues*, a rural-style blues effort recorded in 1961 and newly reissued on CD. While six of the CD's ten tracks feature Ransom Knowling on upright bass, the remaining four consist solely of Williams' raw acoustic guitar and his expressive vocals. So simple, and so soulful.

#### D.J. QUIK: *Quik Is The Name* (Profile PCD-1402)

Profile extended its A&R antennas to the West Coast with the signing of hardcore rap artist D.J. Quik, who hails from Compton—the L.A. ghetto that gave us N.W.A, Eazy-E and Compton's Most Wanted. As expected, Quik's self-produced debut album, *Quik Is The Name* is on the gangster tip. The subject matter on such explicit fare as "Loked Out Hood," "Skanless" and "8 Ball" (not to be confused with the N.W.A song about Olde English 800) is typical gangster rap subject matter—sex, drugs, players and ghetto life.

**LANDSDOWNE & BLOOR MUSIC—**

Lynne Robin Green, vp/professional manager of Lansdowne & Bloor Music Publishers has acquired the catalogs of Winston Music, Hoffman House Music, Ben Ross Music and the Jack Hoffman Song Catalog. These companies founded in 1958, contain over 900 recorded copyrights from such great writers as The Dillards, Jerry Fuller, Alonzo B. Willis (Dick Dale Hits & R&B Classics) and many others. Contact: 213-462-2848...

**MCA MUSIC—**MCA is affiliated with close to 20 Grammy nominations this year including the "Song Of The Year" nomination for "Hold On," co-written and produced by veteran staff writer Glen Ballard. Ballard also received the "Producer Of The Year" nomination for his work on Wilson Phillips' stellar debut album and a nomination for his arrangement of "The Places You Find Love" from Quincy Jones' *Back On The Block* (WB) LP... MCA signed a worldwide publishing deal with songwriter/artist Kym Mazelle. Mazelle is a featured vocalist on the most recent Soul II Soul lp and co-wrote the group's currently charting single, "Missing You." She is also a solo artist signed to Capitol Records and although she has already had a release overseas, she is presently working on her American debut for the label... Also signed to a worldwide exclusive writer and co-publishing agreement are rap-writer/producers Mark Rooney and Mark Moraloo. This dynamic team is currently enjoying the success of the *Father MC* album, *Father's Day*, on which they wrote five cuts including the lp's first single, "Treat Them Like They Want To Be Treated," and the

newest single release, "Lisa Baby." They are currently working with Sony artist Octavia, and will be starting several new projects for Uptown Records as well as developing their own rap product... MCA also signed a worldwide exclusive writer and co-pub deal with the much-touted rock band Tyketto. The band's debut release on Geffen Records should be out any minute...

**WARNER BROS. PUBLICATIONS, INC.—**

Jay Morgenstern, president of WB Publications, recently announced the following promotions within the company. Sy Feldman was promoted to senior vp/general manager. Former vp/gm, he has been with the company for 25 years. Billy Reilly, former controller, was promoted to vp/controller. Reilly has been with WB for the past nine years...

**ZOMBA ENTERPRISES—**

David Renzer, vp/gm of Zomba Enterprises, Inc., one of the world's leading independent music publishing companies, announced two new pub deals. First, Armoured Saint, newly signed to Metal Blade/WB, have signed a worldwide exclusive pub deal. The group is currently completing its new lp with Dave Jerden (Jane's Addiction, Alice In Chains) producing, which is due in April... Also signed for the world, excluding North America, are DGC Records' #1 act, Sonic Youth. They are currently on a major tour with Neil Young...

**CONGRATULATIONS!—**

Belated congratulations to Madeline Randolph, director of A&R/Black Division, MCA Records, and Keith Brown, K.B. Productions, on the birth of their baby Gage (5 lbs., 10.5 oz.) on 12/9/90...

**NEXT WEEK—**Exclusives on Grammy Award winning producer/engineer Al Schmitt's latest projects (like the smokin' Tower of Power recording sessions at Bill Schnee's North Hollywood Studios)... Gary Katz (award winning Steely Dan producer), and

Donald Fagen's (Steely Dan) new New York recording studio... And, a now-in-the-formulating-stage movie soundtrack, that based on the track records of the music supervisor, director and stars of this movie, could be the "monster" hit movie and soundtrack of '91...



Pictured above is Peter Castro who has joined Playhard Music as creative director. Playhard is the music publishing division of Shankman De Blasio Melina, Inc. Castro comes to Playhard Music from Chrysalis where he served as professional manager.

to be continued...

## LOOKING AHEAD

February 16, 1991 Independent product most likely to reach the Top 100 Pop Singles Chart

1. WHAT'S IT GONNA BE?(Atlantic) . . . . . Jellybean
2. MOTHER'S PRIDE(Columbia) . . . . . George Michael
3. BOOGIE NIGHTS(Epic) . . . . . Will To Power
4. GIVE IT UP(Warner Bros.) . . . . . ZZ Top
5. IN YOUR ARMS(DGC) . . . . . Little Cesear
6. THAT'S WHY(Hollywood) . . . . . Party
7. FAIRY TALES(Elektra) . . . . . Anita Baker
8. HOW LONG CAN A MAN BE STRONG(Arista) . . . . . Jeff Healey
9. ONE IN A MILLION(MCA) . . . . . Trixter
10. IF YOU NEEDED ME(Epic) . . . . . Cheap Trick
11. WHEN WILL I SEE YOU SMILE AGAIN(MCA) . . . . . Bell Biv Devoe
12. I CAN'T TELL YOU WHY(Elektra) . . . . . Howard Hewitt
13. TEMPLE OF LOVE(East West America) . . . . . Harriet
14. CRYING IN THE RAIN(Warner Bros.) . . . . . A-Ha
15. HALFWAY(Epic) . . . . . REO Speedwagon

# TNN-Music City News Awards: This One's From The Fans

Cash Box announced its top country honors for 1990, in its annual Year-End Polls issue. Top country artists and performances were also recognized most recently during the CBS telecast of the 18th Annual American Music Awards. However, another star-studded display of country award winners will be featured on the live TNN telecast of the TNN Music City News Country Awards, on June 10th. Another awards show? Don't fret—this one flies with a rather unique niche. Compared to other various award presentations, the TNN Music City News Awards are determined exclusively by the FANS! (Nominations for the awards are selected from a two-step balloting process conducted in the November and January issues of Music City News). During a recent press conference, which was telecast live from Nashville's Stouffer Hotel during TNN's Video Morning program, recording artists Patty Loveless and Alan Jackson were on hand to announce the final nominees for this year's honors. The final nominees are:

**Comedian of the Year:** Andy Andrews, Jerry Clower, Shotgun Red, Ray Stevens, Williams & Ree; **Instrumentalist of the Year:** Chet Atkins, Roy Clark, Vince Gill, Ricky Skaggs, Mike Snider; **Gospel Group of the Year:** Cathedrals, Chuck Wagon Gang, Cumberland Boys, Fox Brothers, J.D. Sumner & The Stamps; **Vocal Group of the Year:** Alabama, Kentucky Headhunters, Oak Ridge Boys, Shenandoah, Statler Brothers; **Vocal Duo of the Year:** Baillie & The Boys, Bellamy Brothers, The Judds, Sweethearts Of The Rodeo, Williams & Ree; **Vocal Collaboration of the Year:** T. Graham Brown & Tanya Tucker; Vince Gill & Patty Loveless, Vince Gill & Reba McEntire, Lorrie Morgan & Keith Whitley; Randy Travis & George Jones; **Single of the Year:** "The Dance" (Garth Brooks), "Friends In Low Places" (Garth Brooks), "I Meant Every Word He Said" (Ricky Van Shelton), "Til A Tear Becomes A Rose" (Lorrie Morgan & Keith Whitley), "When I Call Your Name" (Vince Gill); **Album of the Year:** *Here In The Real World* (Alan Jackson), *Heroes & Friends* (Randy Travis), *No Fences* (Garth Brooks), *RVS III* (Ricky Van Shelton), *When I Call Your Name* (Vince Gill); **Video of the Year:** "The Dance" (Garth Brooks), "He Walked On Water" (Randy Travis), "I Meant Every Word He Said" (Ricky Van Shelton), "Pass It On Down" (Alabama), "When I Call Your Name" (Vince Gill); **Star of Tomorrow:** Garth Brooks, Carlene Carter, Alan Jackson, Doug Stone, Travis Tritt; **Female Artist of the Year:** Patty Loveless, Kathy Mattea, Reba McEntire, Lorrie Morgan, Tanya Tucker; **Male Artist of the Year:** Clint Black, Garth Brooks, Ricky Van Shelton, George Strait, Randy Travis; **Entertainer of the Year:** Garth Brooks, Ricky Van Shelton, Statler Brothers, George Strait, Randy Travis.

## NSAI Presents 13th Annual Songwriter Symposium

THE NASHVILLE SONGWRITERS ASSN. INTERNATIONAL will hold its 13th annual Spring Symposium March 15-17 at Nashville's Loews Vanderbilt Plaza Hotel. This year's workshops include "This Business Called Music," "I've Got A Deal," "I've Got Hits...What's Next?" and "Rewriting Techniques," as well as pitch sessions with Nashville publishers and songwriters. The annual Friday Night Super Showcase, which features performances by stellar songwriters and tunesmiths, will be hosted

by Country Comic Queen Minnie Pearl. The 24th Annual Songwriter Achievement Awards Ceremony and dinner will be held on Saturday night, and will feature the presentations of Song of the Year and Songwriter of the Year awards. Awards in country, as well as Pop/Rock, Gospel, Adult Contemporary and Rhythm & Blues, will be presented to successful Nashville-based writers, or writers whose works are generally associated with Nashville. Registration can be made through NSAI, 1025 16th Avenue South, Suite 200, Nashville, TN 37212, (615) 321-5004.



Shenandoah

## Shenandoah Files Chapter 11 Bankruptcy Petition

**DUE TO SHENANDOAH CITING NUMEROUS DEBTS** accrued from three years of trademark litigation related to their name and a combination of production and recording agreements which have effectively prevented the group from receiving any royalties from their *The Road Not Taken* and *Extra Mile* LPs, the recording group's attorneys recently filed a Chapter 11 bankruptcy petition in Nashville's Federal Bankruptcy Court. Bill Carter, the group's manager, stated that "the name 'Shenandoah' was chosen by their former management together with its record and production companies, and the resulting litigation was inherited by the five members of the band." Unfortunately, the group was left alone in facing enormous litigation costs, due to everyone else denying liability. According to Carter, he and Shenandoah are asking the court to *terminate* all contracts due to no foreseeable payout under the contract terms. "The rehabilitation provisions contained in Chapter 11 of the code allow a business such as Shenandoah to reject burdensome contracts, restructure their finances and resume business with a fresh start," says Jim Kelley, one of the group's attorneys. The group has been advised to continue its tour as scheduled and informed that the legal procedure will not affect their working, contractual arrangements. Currently, the band hasn't decided who will produce them nor for which label they will record.

## COUNTRY NEW FACE

### Neal McCoy



**SOUND THE ALARM!** A raging fire just broke out in country music and is spreading feverishly across the world! The alleged culprit is East Texas native Neal McCoy, who warned us only a short time ago of his intentions when he

released his debut Atlantic single, "If I Built You A Fire."

McCoy has since then turned his musical fire into a country explosion, and the heat seems to be getting everyone fired up about one of country music's hottest new acts. So what's causing this guy to sizzle? Much of the steam seems to be rising from his multi-faceted vocal performance and dynamic stage presence. To McCoy, country music means more than simply pouring out a good traditional song—it means really *entertaining* the audience.

"I'm a true ballad singer," admits McCoy, "but on stage I'm a mover and a shaker. I'm an entertainer. I *try* to be anyway, so I work every inch of the stage. I just try to work toward every person in the crowd. Whether it be at a concert or just a club, I try at one time throughout the night to look at every person in there. So when every person leaves that show, they'll remember at least one time that I sang to *them*."

After *seeing* McCoy perform, it's obvious that he incorporates total body and soul into his performance, but after *hearing* this gut-level vocalist wail it out, it's also evident that his *voice* is no stranger to the stage either. McCoy's diverse vocal

ability was first discovered when he took home top honors from a Texas nightclub contest. Following his win, McCoy soon found himself as the opening act for country great Charley Pride.

Since then, opening for Pride and such other notables as Janie Frickie and Ronnie Milsap, he's performed time and time again in all fifty states, as well as Australia, New Zealand and England. During the process, McCoy also landed a recording deal with 16th Avenue Records, developing a solid foundation which has recently brought him onto the roster of Atlantic Records.

McCoy's current LP, entitled *At This Moment*, reveals all of his musical influences, including an obvious gospel background, rhythm & blues, jazz, traditional country, western swing and even a flavory contemporary seasoning.

"The whole album is along the same lines as the single we got out," says McCoy. "The single has a traditional/blues feel, yet the album leans more traditional, and that's probably because we're trying to really fit in, but I just sing with feeling," McCoy continues. "The real challenge for me or the thing I feel most confident about or what I really like about singing is to do a fast song, one where your just shakin' and everything. Then right after that to do a song like 'If Tomorrow Never Comes' and just nail it! That really says something—to be able

to change your whole impression from laughing and joking with the crowd, to going into a song looking at the crowd, but almost blocking yourself out from them and *feeling* what you're singing. And they can feel that too—just putting your whole heart into it and really *meaning* what you sing."

Despite his youthful age and growing determination, McCoy *could* be considered a veteran to the music world, by having played the circuit for some time now. However, it's the determination that really counts with this nose-to-the-grind entertainer, and of course the confidence, something that's really become important to him lately.

"It's all in the delivery and confidence is what it's all about," explains McCoy. "There's such a fine line between being confident and cocky though. Sometimes I'm accused of being a little cocky and that's alright too, because you want to get up there and appear like you have it all under control and know what you're doing. But then you don't want them to think that 'this guy must really think he's hot stuff,'" he laughs.

Hot stuff or not, it is perhaps safe to say that Neal McCoy is only *beginning* to heat up.

—Kimmy Wix



# COUNTRY SINGLES

February 16, 1991



#1 Single: Joe Diffie



High Debut: Garth Brooks #30



To Watch: Patty Loveless #17



#1 Indie: Andi & The Brown #47

			Total Weeks ▼	Last Week ▼			Total Weeks ▼	Last Week ▼
<b>1</b>	IF YOU WANT ME TO (Epic 73637)	Joe Diffie	6	8	<b>51</b>	CHASIN' SOMETHING CALLED LOVE (Reprise 19517)		
<b>2</b>	DADDY'S COME AROUND (RCA 2707)	Paul Overstreet	1	10			Molly And The Heymakers	52 5
<b>3</b>	LOVE CAN BUILD A BRIDGE (CURB/RCA 2708)	The Judds	5	8	<b>52</b>	THE PIPER CAME TODAY (Columbia 73655)	Willie Nelson	57 2
<b>4</b>	BROTHER JUKEBOX (MCA 53965)	Mark Chesnutt	2	9	<b>53</b>	ONLY HERE FOR A LITTLE WHILE (Capitol 79424)	Billy Dean	53 4
<b>5</b>	WALK ON FAITH (Columbia 73623)	Mike Reid	7	9	<b>54</b>	A HEARTBEAT AWAY (Arista 8627)	Michelle Wright	58 2
<b>6</b>	RUMOR HAS IT (MCA 53970)	Reba McEntire	3	10	<b>55</b>	LET HER GO (MCA 53971)	Mark Collie	DEBUT
<b>7</b>	THESE LIPS DON'T KNOW HOW TO SAY GOODBYE (EPIC 73570)	Doug Stone	4	11	<b>56</b>	TEXASVILLE (GBS 811)	Ernie Bivens 3rd	59 6
<b>8</b>	FOREVER'S AS FAR AS I'LL GO (RCA 2706)	Alabama	8	11	<b>57</b>	HOPEFUL HEART (Step One 424)	Jerry Lansdowne	DEBUT
<b>9</b>	WE'VE GOT IT MADE (Capitol 79343)	Lee Greenwood	10	14	<b>58</b>	I WASHED MY HANDS IN MUDDY WATER (AMI 1330)	Bobby Rich	63 2
<b>10</b>	IS IT RAINING AT YOUR HOUSE (Columbia 73632)	Vern Gosdin	12	7	<b>59</b>	CAN'T HAVE NOTHIN' (RCA 2635)	Foster And Lloyd	37 11
<b>11</b>	SAY IT'S NOT TRUE (MCA 53955)	Lionel Cartwright	9	10	<b>60</b>	WHAT GOES WITH BLUE (Epic 73656)	Tammy Wynette	DEBUT
<b>12</b>	LONG LOST FRIEND (RCA 2709)	Restless Heart	14	6	<b>61</b>	PICTURE AND A MEMORY (Ben 81490)	Richard Allen Nix	66 4
<b>13</b>	I COULDN'T SEE YOU LEAVIN' (MCA 53983)	Conway Twitty	15	5	<b>62</b>	IT'S AFTER MIDNIGHT (Lost Gold 1011)	Tony Sands	65 6
<b>14</b>	THERE FOR AWHILE (MCA 53936)	Steve Wariner	11	12	<b>63</b>	ALMOST IN LOVE (CSA 195)	Johnny Anthony	68 2
<b>15</b>	DON'T TELL ME WHAT TO DO (Arista 2129)	Pam Tillis	20	8	<b>64</b>	CHICO,CALIFORNIA (AMC 1017)	Jeff Young	67 5
<b>16</b>	THERE YOU GO (Arista 2139)	Exile	19	6	<b>65</b>	THOUGHTS ON THE FLAG (Playback 4501)	Tommy Cash	38 12
<b>17</b>	I'M THAT KIND OF GIRL (MCA 53977)	Patty Loveless	28	4	<b>66</b>	COULDN'T LOVE HAVE PICKED A BETTER PLACE TO DIE (SOR 422)		
<b>18</b>	LITTLE THINGS (MCA 53975)	Marty Stuart	22	6			Clinton Gregory	39 12
<b>19</b>	TREAT ME LIKE A STRANGER (RCA 2720)	Ballie And The Boys	21	5	<b>67</b>	SINCE I LOST YOU (Killer 134)	Ronnie Russell	69 5
<b>20</b>	I'D LOVE YOU ALL OVER AGAIN (Arista 2166)	Alan Jackson	30	4	<b>68</b>	HELP IS ON THE WAY (Master 91-1)	4 Wheel Drive	74 2
<b>21</b>	HEART FULL OF LOVE (Warner Bros. 26173)	Holly Dunn	24	5	<b>69</b>	MAJOR MELT DOWN (SOA 0030)	Ginger	70 6
<b>22</b>	LOVING BLIND (RCA 2749)	Clint Black	34	3	<b>70</b>	CRY BABY (Soundwaves 343)	Connie St. John	78 3
<b>23</b>	I GOT YOU (Columbia 73672)	Shenandoah	33	3	<b>71</b>	BETWEEN THE LINES (Cover 111290)	Jay Holley	76 5
<b>24</b>	UNCHAINED MELODY (Curb 035)	Ronnie McDowell	26	7	<b>72</b>	HOMETOWN BOY (Spirit Horizon 1004)	Gary Lee Michael	81 3
<b>25</b>	I'M SENDING ONE UP FOR YOU (Capitol 79477)	T. Graham Brown	31	4	<b>73</b>	DIAMONDS & CHILLS (Happy Man 824)	Holly Ronick	79 3
<b>26</b>	I MEAN I LOVE YOU (Warner Bros. 4606)	Hank Williams Jr.	32	4	<b>74</b>	I'M JUST THAT KIND OF FOOL (Evergreen 1133)	Narvel Felts	DEBUT
<b>27</b>	BLUEBIRD (Capitol 79542)	Anne Murray	29	6	<b>75</b>	LADY OF THE EVENING (Tug Boat 1012)	Eagle Feather	77 4
<b>28</b>	LIFE'S LITTLE UPS AND DOWNS (Columbia 73587)	Ricky Van Shelton	13	14	<b>76</b>	THE WAY IT'S GOT TO BE (Tug Boat 1011)	Jolene	82 4
<b>29</b>	YOU'VE GOT TO STAND FOR SOMETHING (RCA 2664)	Aaron Tippin	16	14	<b>77</b>	RADIO MAN (KCB 013)	Paula	84 2
<b>30</b>	TWO OF A KIND (Capitol 79537)	Garth Brooks	DEBUT		<b>78</b>	SATAN IN SATIN (West-Sound 103)	Larry Clark	80 4
<b>31</b>	TRUE LOVE (RCA 2745)	Don Williams	41	3	<b>79</b>	NAVAJO RUG (RYK 09175)	Jerry Jeff Walker	89 2
<b>32</b>	SOUL AND INSPIRATION (RCA 2665)	Oak Ridge Boys	17	9	<b>80</b>	WAVE DADDY BYE BYE (NCP 5002)	Larry Butler	DEBUT
<b>33</b>	UNANSWERED PRAYERS (Capitol 79381)	Garth Brooks	18	12	<b>81</b>	ONE KISS AT A TIME (Phono 100-8)	Donnie Huffman	83 4
<b>34</b>	HEROES AND FRIENDS (Warner Bros. 4598)	Randy Travis	DEBUT		<b>82</b>	BUILDIN' WALLS & BURNIN' BRIDGES (Stargem 2479)	Terry King	86 3
<b>35</b>	A FEW GOOD THINGS REMAIN (Mercury 301)	Kathy Mattea	23	12	<b>83</b>	WHAT ABOUT ME (CMI 0020)	Steve Rhoades	85 3
<b>36</b>	IF THE JUKÉBOX TOOK TEARDROPS (Atlantic 3699)	Billy Joe Royal	46	2	<b>84</b>	IF YOU'LL STILL HAVE ME (NCP 5001)	Cyndie Jeann	88 2
<b>37</b>	I GOT IT BAD (RCA 2710)	Matraca Berg	40	3	<b>85</b>	JUST YOU AND ME NOW, MOM (Door Knob 360)	Karen Jeglum Kennedy	87 2
<b>38</b>	MEN (Warner Bros. 4625)	The Forester Sisters	43	2	<b>86</b>	CAROLINA SUN (Badger 2010)	Jimmy Snyder	DEBUT
<b>39</b>	IT WON'T BE ME (Capitol 79338)	Tanya Tucker	25	15	<b>87</b>	COUNTRY LOVE (Burby 1001)	Robert Wade	91 2
<b>40</b>	ONE LESS PONY (Curb/Capitol 79432)	Sawyer Brown	DEBUT		<b>88</b>	WHEELS OF LOVE (Reprise 4535)	Emmylou Harris	90 2
<b>41</b>	LOVE WILL BRING HER AROUND (Arista 2081)	Rob Crosby	27	12	<b>89</b>	LEARNING THE GAME (Bench 2-7)	Black Tie	42 12
<b>42</b>	DOGHOUSE (16 Avenue 70447)	John Conlee	35	8	<b>90</b>	I'VE COME TO EXPECT IT FROM YOU (MCA 53969)	George Strait	45 13
<b>43</b>	VERONICA (Curb/Capitol 79352)	John Andrew Parks	36	7	<b>91</b>	TURN IT ON,TURN IT UP,TURN ME LOOSE (Reprise 19543)	Dwight Yoakam	47 15
<b>44</b>	IF I BUILT YOU A FIRE (Atlantic 87833)	Neal McCoy	44	4	<b>92</b>	BABY DON'T DANCE (Soundwaves 4841)	Larry Dalton Band	50 10
<b>45</b>	UNCONDITIONAL LOVE (Capitol 79494)	Glen Campbell	DEBUT		<b>93</b>	NOW THAT WE'RE ALONE (Columbia 73569)	Rodney Crowell	56 15
<b>46</b>	I'LL ALWAYS HAVE YOUR MEMORY (Silver Stirrup 350)	Walter Plant	48	7	<b>94</b>	PUT YOURSELF IN MY SHOES (RCA 2678)	Clint Black	60 13
<b>47</b>	IT AIN'T THAT FAR BACK TO KENTUCKY (Door Knob 90573)	Andi & The Browns'	49	8	<b>95</b>	BREAKIN' ALL THE WAY (Epic 73578)	Tim Ryan	61 9
<b>48</b>	IN A DIFFERENT LIGHT (Capitol 79283)	Linda Davis	54	3	<b>96</b>	POOR BOY BLUES (Columbia 73556)	Chet Atkins And Mark Knopfler	DEBUT
<b>49</b>	EYES AS BIG AS TEXAS (OL 146)	Glenda Sue Foster	51	9	<b>97</b>	COMING HOME (Destiny 002)	Erick Backlund	62 6
<b>50</b>	THE EAGLE (Epic 73718)	Waylon Jennings	55	2	<b>98</b>	MY WAY OR THE HIGHWAY (Concorde Int. 501)	Debra Dudley	64 10
					<b>99</b>	I'M GONNA STOP DREAMING (Ridgewood 3016)	Cailyn Tanner	71 7
					<b>100</b>	LITTLE THINGS (Bluemoon 1002)	Vince Hatfield	72 8

The square bullet indicates strong upward chart movement. See Alphabetical and Publisher list page.

# NASHVILLE NOTES

BY KIMMY WIX



## McBride & The Ride NEW SINGLE RIDES THE STORM

**OUT**—MCA artists McBride & The Ride are kicking off the new year with a single entitled "Can I Count On You," the third release from their debut album, *Burnin' Up The Road*. Co-written by lead singer Terry McBride, "Can I Count On You," was one of his first attempts at songwriting. On a stormy night in Austin, Texas, with all the electricity off, McBride and a couple of friends wrote the entire song by candlelight.

**THE EAGLE FLIES HIGHER THAN EVER**—Resulting from the current Mid-East crisis and an extraordinary number of requests to radio stations from concerned listeners, Waylon Jennings' "The Eagle," the title cut from his current album project, is being quickly serviced to country music radio stations across the country.



**TRAVIS TRITT PUTS SOME DRIVE IN HIS COUNTRY**—After performing over 200 shows in 1990, Tritt hits the road for another busy year. Shown here on the bus with Tritt is road pup Otis, Country Club band members, road manager Mark Chamberlain and driver Jackie McClure.



If her recent success is any indication, songwriter Hillary Kanter is on a roll. Her co-penned "Lovin' Only Me," recorded by Ricky Skaggs, earned her a prestigious BMI award, while her "Black Coffee" signaled a hit for Lacy J. Dalton. Pictured is Kanter, as she rides into the new decade with her new manager, Joe Sullivan of The Sound Seventy Group. Kanter's most recent co-writing endeavor includes working with renowned tunesmith Even Stevens.



## Waylon Jennings

"The song was written several years ago and I recorded it about a year ago," says Jennings. "But the other night (the first night of Desert Storm) when I heard the jet plane in the background and the newscaster describing the bombs falling on Baghdad, the first thing I thought of was the song, 'The Eagle.' It sure seems to fit."

Depicting the story of a peaceful but still vigilant and deadly eagle, the song, penned by Hank Cochran, Mark Vickery and Red Lane, is a direct allegory of our national symbol and to the military might and courage of the American armed forces, particularly the United States Air Force.

**LIKE FATHER LIKE SON**, Dean Miller, son of the wild-n-wacky Roger Miller has embarked upon a music biz career and recently signed pacts with Sony Tree publishing, as well as Sony Tree productions. Miller is also an exclusive BMI writer.

# COUNTRY ALBUMS

Feb. 16, 1991 The square bullet indicates strong upward chart movement.

Total Weeks  
Last Week

#1 ALBUM:  
Garth Brooks



TO WATCH:  
Aaron  
Tippin #44

1	NO FENCES (Capitol 93886)	Garth Brooks	1	21
2	PUT YOURSELF IN MY SHOES (RCA 2372)	Clint Black	2	12
3	RUMOR HAS IT (MCA 10016)	Reba McEntire	3	20
4	HERE IN THE REAL WORLD (Arista 8623)	Alan Jackson	4	46
5	IF THERE WAS A WAY (Reprise 26344)	Dwight Yoakam	5	12
6	PICKIN' ON NASHVILLE (Mercury 838744)	Kentucky HeadHunters	6	61
7	HEROES & FRIENDS (Warner Bros. 26310)	Randy Travis	7	18
8	GARTH BROOKS (Capitol 90897)	Garth Brooks	11	76
9	LOVE CAN BUILD A BRIDGE (Curb/RCA 2070)	The Judds	9	19
10	WHEN I CALL YOUR NAME (MCA 42321)	Vince Gill	8	39
11	LIVIN' IT UP (MCA 6415)	George Strait	13	35
12	LOVE IN A SMALL TOWN (RCA 2365)	K.T. Oslin	10	11
13	RICKY VAN SHELTON III (Columbia 45250)	Ricky Van Shelton	12	51
14	TOO COLD AT HOME (MCA 10032)	Mark Chesnut	15	15
15	KILLIN' TIME (RCA 9668)	Clint Black	16	88
16	A COLLECTION OF HITS (Mercury 842330)	Kathy Mattea	14	22
17	PASS IT ON (RCA 2108)	Alabama	17	33
18	GREATEST HITS (RCA 2277)	Keith Whitley	18	23
19	EXTRA MILE (Columbia 45490)	Shenandoah	20	33
20	NECK AND NECK (Columbia 45307)	Chet Atkins/Mark Knopfler	21	13
21	AMERICA (THE WAY I SEE IT) (Warner Bros. 26453)	Hank Williams Jr.	22	14
22	COUNTRY CLUB (Warner Bros. 26094)	Travis Tritt	27	43
23	I FELL IN LOVE (Reprise 26139)	Carlene Carter	23	21
24	DOUG STONE (Epic 45303)	Doug Stone	24	40
25	A THOUSAND WINDING ROADS (Epic 46047)	Joe Diffie	28	16
26	SHOOTING STRAIGHT IN THE DARK (Columbia 46077)	Mary-Chapin Carpenter	19	14
27	INTERIORS (Columbia 46079)	Rosanne Cash	25	13
28	COWBOY SONGS (Warner Bros. 26308)	Michael Martin Murphey	26	21
29	LEAVE THE LIGHT ON (RCA 9594)	Lorrie Morgan	31	77
30	BUICK (Curb/Capitol 94260)	Sawyer Brown	36	3
31	12 GREATEST HITS (MCA 12)	Patsy Cline	30	40
32	TOUGH ALL OVER (Epic 46066)	Shelby Lynne	33	25
33	ON DOWN THE LINE (MCA 6401)	Patty Loveless	33	35
34	CRAZY IN LOVE (MCA 10027)	Conway Twitty	34	17
35	BORN FOR TROUBLE (Columbia 45492)	Willie Nelson	32	14
36	TEXAS TORNADOS (Reprise 26251)	Texas Tornados	40	24
37	10 YEARS OF GREATEST HITS (Columbia 45409)	Vern Gosdin	29	23
38	HEROES (RCA 2459)	Paul Overstreet	DEBUT	
39	GREATEST HITS (Curb/RCA 8318)	The Judds	38	39
40	THE EAGLE (Epic 46104)	Waylon Jennings	45	27
41	BRAND NEW DANCE (Warner Bros. 26309)	Emmylou Harris	39	14
42	NO HOLDIN' BACK (Warner Bros. 25988)	Randy Travis	37	66
43	A DOZEN ROSES/GREATEST HITS (MCA/Curb 10018)	The Desert Rose Band	47	3
44	YOU'VE GOT TO STAND FOR SOMETHING (RCA 2374)	Aaron Tippin	72	2
45	TEMPTED (MCA 10106)	Marty Stuart	74	2
46	GREATEST HITS (Warner Bros. 26253)	Highway 101	46	18
47	PIRATES OF THE MISSISSIPPI (Capitol 94389)	Pirates Of The Mississippi	43	24
48	GEORGE STRAIT'S GREATEST HITS (MCA 5567)	George Strait	49	17
49	ALWAYS AND FOREVER (Warner Bros. 25568)	Randy Travis	42	39
50	WHAT A WAY TO GO (Atlantic 82109)	Ray Kennedy	50	8
51	UNCHAINED MELODY/GREATEST SONGS (Curb 77414)	Ronnie McDowell	53	2
52	GREATEST HITS (RCA 7170)	Alabama	44	39
53	GREATEST HITS, VOL II (MCA 42035)	George Strait	58	25
54	LOVE IS STRANGE (Reprise 26289)	Kenny Rogers	60	18
55	HILLBILLY ROCK (MCA 42312)	Marty Stuart	56	39
56	GREATEST HITS (Capitol 94259)	Sawyer Brown	41	18
57	SIMPLE MAN (Epic 45316)	Charlie Daniels Band	48	61
58	OUT OF THE SHADOWS (Atlantic 82104)	Billy Joe Royal	55	29
59	ABSOLUTE TORCH AND TWANG (Warner Bros/Sire 25877)	k.d. Lang	57	50
60	BLUE JUNGLE (Curb 77313)	Mertle Haggard	59	29
61	KICKIN' IN (Curb/Capitol 95340)	Buck Owens	61	2
62	GREATEST HITS (MCA 5582)	Lee Greenwood	67	2
63	LYING TO THE MOON (RCA 2066)	Matraca Berg	52	14
64	PUT YOURSELF IN MY PLACE (Arista 8642)	Pam Tillis	DEBUT	
65	HEART FULL OF LOVE (Warner Bros. 26173)	Holly Dunn	54	33
66	THE LIGHTS OF HOME (RCA 2114)	Baillie & The Boys	51	32
67	TRUE LOVE (RCA 2407)	Don Williams	63	12
68	FAST MOVIN' TRAIN (RCA 9961)	Restless Heart	69	51
69	DECADE OF HITS (Epic 38795)	Charlie Daniels Band	65	12
70	UNCONDITIONAL LOVE (Capitol 90992)	Glenn Campbell	70	2
71	THE 25TH ANNIVERSARY ALBUM (Playback/Laurie 4501)	Tommy Cash	75	2
72	LONE WOLF (Warner Bros/Curb 26090)	Hank Williams Jr.	RE-ENTRY	
73	SOLID GROUND (Arista 8662)	Rob Crosby	68	3
74	STORMS OF LIFE (Warner Bros. 25435)	Randy Travis	66	11
75	GREATEST HITS III (Warner Bros/Curb 25834)	Hank Williams Jr.	62	100

### Most Added Singles

(Singles receiving the most new adds this week)

1. GARTH BROOKS—"Two Of A Kind (Working On A Full House)"—Capitol
2. RANDY TRAVIS—"Heroes And Friends"—Warner Bros.
3. SAWYER BROWN—"One Less Pony"—Curb/Capitol

### Most Active Singles

(Singles receiving the most reports this week)

1. JOE DIFFIE—"If You Want Me To"—Epic
2. MARK CHESNUTT—"Brother Jukebox"—MCA
3. ALAN JACKSON—"I'd Love You All Over Again"—Arista

### Hot Phones

(Singles receiving the most requests)

1. MARK CHESNUTT—"Brother Jukebox"—MCA
2. THE JUDDS—"Love Can Build A Bridge"—Curb/RCA
3. DOUG STONE—"These Lips Don't Know How To Say Goodbye"—Epic

### Hot Cuts

(Cuts which have not been released from current album as singles, yet receiving airplay)

1. REBA McENTIRE—"This Picture" *Rumor Has It*—MCA
2. SAWYER BROWN—"When My Baby Drives My Buick" *Buick*—Curb/Capitol
3. JOE DIFFIE—"Almost Home" *A Thousand Winding Roads*—Epic
4. LINDA DAVIS—"If I Could Only Be Like You" *In A Different Light*—Capitol
5. GEORGE STRAIT—"Someone Had To Teach You" *Livin' It Up*—MCA

## D.J.'s Corner

**NEW RESEARCH DATA AVAILABLE FOR COUNTRY RADIO**—The creation of *Country Only Research*, the first research company devoted exclusively to country formatted radio stations, was recently announced by the Emerald Entertainment Group, based in Nashville, Tennessee.

*Country Only Research* will be headed by Jane Dinse, Emerald Entertainment Group director of research. Dinse is a veteran of both radio and television research and was with Malrite Communications for four years prior to joining the Emerald team early last month. In addition to such normal research methods as auditorium music tests, Arbitron diary reviews and focus groups, a unique characteristic of *Country Only Research* includes the ability to conduct market perceptual studies using "diary based" methodology to better predict and mirror the type of responses typical of diary keepers. The Emerald Entertainment Group is composed of such other divisions as Emerald Sound Studio, the Entertainment Network and home of the nationally syndicated shows *Nashville Live*, *Star Tracks* and *The Saturday Night House Party*.

**CRS UPDATE:** The deadline for the *Country Radio Seminar's* annual Artist-Radio Tape Session (ARTS) has been set for Friday, February 15, 1991. To participate in ARTS, an artist must have had a top 75 chart single during the past year or a top 10 national career record. Artists must also have at least two persons from their support team (managers, record label representatives, publicists, etc.) registered for the CRS in order to participate. ARTS offers radio station personnel the opportunity to record high-quality station ID's with many of country music's biggest performers. To participate, stations must be registered for this year's seminar and utilize their own battery-operated equipment during the sessions, which are limited to three minutes with each individual act. Blank tapes will once again be provided by the Country Music Association. For more information, contact CRB Inc., 50 Music Square West #604, Nashville, Tennessee 37203-3227, (615) 327-4487 or 327-4488.

**THUMBS UP TO THESE CASH BOX STATIONS AND DJs FOR THEIR CONSISTENCY IN REPORTING:** WGOH, Terry Kidd, Grayson, Kentucky; KBOE, Scott Ewing, Oskaloosa, Iowa; WJJC, Keith Parnell, Commerce, Georgia; KRPT, Tony Bennett, Anadarko, Oklahoma; and WRKZ, Dandelion Seese, Hershey, Pennsylvania.

(We would love to publish information about events happening at your station. Please send us any press releases, pictures, etc. for use in upcoming issues.)

### ■ SINGLE RELEASES

#### OUT OF THE BOX

□ K.T. OSLIN: "Mary And Willie" (RCA 2746-7-RAA)

Producer: Barry Beckett

Writer: K.T. Oslin

If it's the lace and frills of exotic and indepth lyrics one often wants in a song, K.T. Oslin probably won't be a delivering candidate. However, if it's simplicity, reality and a whimsical ability to relate to countless listeners, whether with humor, sorrow or just the bare facts, she's standing by and gearing up to release material that will ultimately mean something to someone's life on a personal level. "Mary And Willie," a cut from Oslin's new *Love In A Small Town* LP, soaks up such qualities and presents a story of two modern lovers who never actually meet. Of course Oslin nonchalantly tells this story with her sultry, yet laggish vocal spill, and brings brilliant lyrics to life and another potential hit to her list of many.

#### FEATURE PICKS

□ VINCE GILL: "Pocket Full Of Gold" (MCA 54026)

Producer: Tony Brown

Writers: Vince Gill/Brian Allsmiller

LOOK OUT! Award-winning Vince Gill comes back with yet another heart-probing skin-tingler. "Pocket Full Of Gold" unfolds dynamic tenor vocals, a melody and emotion-aimed force similar to his previous singles "When I Call Your Name" and "Never Knew Lonely." However, the message which flows from this honesty-never-pays-themed tune, strikes a different beat compared to the previous lonely-side-of-love ballads. With radio wasting no time in moving this single up quickly, "Pocket Full Of Gold" already sees its target at the top of the chart.

□ DEAN DILLON: "Holed Up In Some Honky Tonk" (Atlantic 3683-2)

Producers: Nelson Larkin/Dean Dillon

Writers: Dean Dillon/Blake Mevis/Frank Dycus

Let's hear it for southern-country tradition and award-winning tunesmith Dean Dillon! This honky-tonk two-stepper not only flaunts the rich southern-drawn vocals of Dillon, but also presents a table spread of top-notch instrumentation, including down-home fiddling and some extraordinary, right-handed piano work. Dillon's vocal performance, however, leads the pack and easily places him within today's line-up of leading hat-acts.

□ LES TAYLOR: "I Gotta Mind To Go Crazy" (Epic 34 73712)

Producer: James Stroud

Writers: Ron Moore/Don Pfrimmer

This racing diddy is sure to get the heels kickin'! Les Taylor pumps in the charge and whips out his stinging vocals with high-level energy and excitement. "I Gotta Mind To Go Crazy" lets us know how love can often get the best of us, and *also* lets us know that Taylor is more than determined to release his long-grown talent with full force.

□ GENE WATSON: "At Last" (Warner Bros. 26329)

Producer: Gregg Brown

Writers: Jay Booker/Jack Keller

Now here's something outrageously different for today's country format, but hey—the time is right, so throw this fine example of superb production into heavy rotation. "At Last" gives us dreamy lyrics, jazzy piano licks and the beautiful voice of Watson, who sings this blues-flavored ballad from the eternal soul. Guaranteed—sink into this cut twice and the world is brand new.

□ DELBERT McCLINTON: "I Want To Love You" (Curb NR-76847)

Producers: Barry Beckett/Delbert McClinton

Writer: Delbert McClinton

Sound the horns and Curb recording artist Delbert McClinton turns loose with this New Orleans-mannered number from his current *I'm With You* LP. "I Want To Love You" pours out a crawling tempo, warm melody and McClinton's sandy-edged vocals, all backed up with a zesty big-band sound. A taste of this one will only create a craving for more.

### ■ TOP 10 SINGLES-10 YEARS AGO

1. T.G. SHEPPARD: "I Feel Like Loving You Again" (Warner Bros./Curb)
2. CHARLY McCLAIN: "Who's Cheatin' Who" (Epic)
3. MEL TILLIS: "Southern Rains" (Elektra)
4. JOHN ANDERSON: "1959" (Warner Bros.)
5. GAIL DAVIES: "I'll Be There (If You Ever Want Me)" (Warner Bros.)
6. RAZZY BAILEY: "I Keep Coming Back/True Life Country Music" (RCA)
7. MOE BANDY & JUDY BAILEY: "Following The Feeling" (Columbia)
8. WILLIE NELSON & RAY PRICE: "Don't You Ever Get Tired Of Hurting Me" (Columbia)
9. STEVE WARINER: "Your Memory" (RCA)
10. DOTTIE WEST: "Are You Happy Baby?" (Liberty)

# INDIE INSIGHT



Narvel Felts

**AFTER ROCKIN' OUT THE '50s** and crooning through the '70s, Narvel Felts is calling *Country Music* home once again for the '90s.

musical insight whatsoever. In the midst of the '70s, Felts paved his way to a prominent recording status, singing *country* music.

His more than 50 hit recordings include the Top Ten chart records "Drift Away," "All In The Name Of Love," "When Your Good Love Was Mine," "Funny How Time Slips Away," "Somebody Hold Me (Until She Passes By)," "Lonely Teardrops," "My Prayer," "Everlasting Love" and his 1975 Record Of The Year, "Reconsider Me."

Felts, who's numbered among the Top 110 Most Popular Country Music Artists of all time, enters the '90s decade with his Evergreen Records debut, "I'm Just That Kind Of Fool." Wasting no time, his come-back single debuts on *Cash Box's* Top 100 Country Singles Chart this week at #74.

During the 1950's, recording artist Narvel Felts shook, rattled and rolled with the best of them—often being tagged as one of the original rock-n-roll artists to launch the '50s era. However, as the trends and styles began to change, so did the music, yet Felts didn't allow the transition to affect his

## INDIE FEATURE PICKS

□ **SANDY ELLWANGER:** "I Don't Need Flowers" (Door Knob DK91-363)

Producer: Gene Kennedy

Writers: Sandy Ellwanger/Ralph Porter

**WHAT A SONG!** This release is, without a doubt, at the top of the list of today's independent product. In addition to excellent penmanship, stellar production and a gripping melody, Door Knob recording artist, Sandy Ellwanger, controls this powerful message with full support and heart-felt vocals. Radio will definitely want to give this cut some *major* attention!

□ **THE VETIZ:** "Orange Ribbons (Flying High)" (Fraternity F-3572)

□ **RANDY OWEN BISHOP:** "Oregon Sunsets" (Comstock COM-1998)

□ **GENE STRASSER & STACY:** "Dear Little Soldier" (Antique ANT 1991-1AA)

# UP AND COMING

Feb. 16, 1991 Independent product most likely to reach the Top 100 Country Chart

- 1 LOOK WHAT I'VE STUMBLER INTO (Music City) . . . . . Joe Tyler
- 2 MOONSET (Flidgewood) . . . . . Kathy Reed
- 3 DREAM GIRL (Music City USA) . . . . . Vern Brown
- 4 I'M MISSING YOU (Worth) . . . . . Janet David
- 5 HEARTBREAK HOTEL (DPI) . . . . . Hoyt Axton
- 6 HONKY TONK SINGER (Door Knob) . . . . . Art Buchanan
- 7 SHE WAS THE BEST THING (Door Knob) . . . . . Ricky Lee Jackson
- 8 I'M WALKIN' OUT THE DOOR (Gallery II) . . . . . Patsy Cline Osborne
- 9 ON MY MIND (LRJ) . . . . . C. M. Honko
- 10 PEACE WILL COME (Phono) . . . . . J. W. Thompson
- 11 I DON'T NEED FLOWERS (Door Knob) . . . . . Sandy Ellwanger
- 12 SOLDIER BOY (Cleveland) . . . . . Donna Fargo
- 13 I FINALLY MADE IT (Country) . . . . . David Chamberlin
- 14 HONKY-TONK JEANIE (NCT) . . . . . Beth Ann Sheffield
- 15 A FOOL ABOUT YOU (Hilltop) . . . . . James Thornton
- 16 MOMMA'S GONE TO WAR (CMM) . . . . . Chris Harmon
- 17 THE BAYOU'LL GET YOU (Rob Chris) . . . . . Sharon Cumbee
- 18 DOES SHE LOVE ME (Comstock) . . . . . Paul Gibson
- 19 THE WRITING ON THE WALL (Caprice) . . . . . Joel Curtis
- 20 I'LL NEVER FIND ANOTHER YOU (Stardust) . . . . . R. B. Stone

## GARY LEE MICHAEL

3rd  
Chart  
Single

"Home Town Boy" Cash Box

(Needs A Home Town Girl)

72

Produced By David Floyd and Gary Lee Michael



Special Thanks to Country Radio for playing our songs; Chuck Dixon, Gary Bradshaw, David Floyd and the GLM Band, Thanks for the hard work! - "Cash Box is the greatest!"

*Just close ya - Gary Lee Michael '91*

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# TERRY KING

"BUILDIN' WALLS AND BURNIN' BRIDGES"

(Bill Holmes - Rick Peoples)

on



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**STEVE MYERS**

**STARGEM RECORDS, INC.**  
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Nashville, TN 37203  
(615) 244-1025

## Planning Underway For AMOA Expo '91 In Las Vegas

CHICAGO—Information for Expo '91, the Amusement & Music Operators Assn.'s (AMOA) international exhibition and seminar, will soon be mailed to prospective exhibitors. This year's show will be held at the Las Vegas Convention Center in Las Vegas, NV during the period of September 12-14.

Last year's event in New Orleans saw a record-breaking 705 booths purchased by 200 companies. More than 700 booths are expected to be sold for Expo '91 and they will feature the latest in pinball games, video games, CD jukeboxes, electronic darts, pool tables, cranes, monitors/power supplies, amusement rides, gaming equipment, cigarette vending and other coin-operated equipment/technologies from the world's leading manufacturers and suppliers.

In addition to the exhibition there will be a program of educa-

tional seminars addressing a variety of technical and management issues. Attendee registration, housing and program information will be mailed to the industry later this spring.

Eugene Urso of Madison Coin Machine in Monona, WI is chairman of the Expo '91 planning committee. Following is a list of subcommittee chairpersons: Phil Elum of Elum Music Co. in Massillon, OH (awards); Bob Porter of Hope Novelty in Hope, AR (banquet seating); Larrianne Simon of Pride Enterprises in Huntsville, AL (educational seminars); Jerry Derrick of Derrick Music Co. in Charleston, W.VA (exhibits); Don Hesch of A.H. Entertainers in Rolling Meadows, IL (Hesch Scholarship Fund promotion); Manley Lawson of Lawson Music Co. in Winter Haven, FL (registration); and Jim Trucano of Collins Music Co. in N. Charleston, SC (stage show).

## AMOA-IFPA Sets First Annual Pin Tourney

CHICAGO—The recently formed AMOA-International Flipper Pinball Assn. (AMOA-IFPA) will be staging its first annual tournament, marking the culmination of weeks of organized league play. The big event will take place at the O'Hare Hilton in Chicago on Friday, March 1 through Sunday, March 3, and will see international players competing for championship trophies and prize money.

Co-directors of the tournament are Mike Hawkins (D&R Star-Rochester, MN) and Dennis Bohrer (Hastings Distg.-Milwaukee, WI) assisted by Mike Jensen (Jim Stansfield-LaCrosse, WI); all of whom offer years of league operation and tournament expertise.

Headquartered in Milwaukee,

WI, the AMOA-IFPA was founded as a non-profit trade association dedicated to the long term promotion of amusement flipper pinball. A primary function of the association is the installation of organized league play as a viable marketing tool for the vendors of pinball machines.

The AMOA-IFPA alliance includes the four major pinball manufacturers, namely, Data East Pinball, Midway Manufacturing Co. (manufacturer of Bally Amusement Games), Premier Technology and Williams Electronics Games.

Further information regarding charter membership or entry into the tournament may be obtained by contacting AMOA-IFPA headquarters at 414-263-0233.

## INDUSTRY CALENDAR 1991

Feb. 22-24: S.C. Operators Assn.; Sheraton Hotel (Hwy. 1-20 at Bush River Rd.); Columbia, SC; state convention (& exhibit). For info contact Helen Sikes at 803-779-2498.

March 1-3: 1st Annual Int'l. Amusement Flipper Pinball World Championships; O'Hare Hilton; Chicago, IL. Sponsored by AMOA-IFPA

March 22-24: ACME '91; (American Coin Machine Exposition); Sands Expo & Convention Center; Las Vegas, NV.

April 19-21: Minnesota Operators of Music & Amusements; Radisson Hotel St. Paul; St. Paul, MN; state convention (& exhibit). For info contact Hy Sandler at 612-927-6662.

April 19-21: NAMA Western Convention; Anaheim Convention Center; Anaheim, CA. For info contact NAMA at 312-346-0370.

April 25-28: Mississippi Coin Operators Assn.; Omni Hotel; Memphis, TN; state convention (& exhibit). For info contact Jan Green at 800-426-3786.

April 30-May 4: AMOA Nat'l. Dart Assn. Annual Int'l. Team Championship; Sahara Hotel; Las Vegas, NV. For info contact Joe Conway at 414-263-2444.

## AROUND THE ROUTE

BY CAMILLE COMPASIO

**A TOTAL OF 31 REPRESENTATIVES** from 19 state organizations were on hand at the Hyatt Regency Chicago (1/22-23) for the state association meeting, sponsored by the AMOA State Assn. Committee, which is chaired by **Jim Stansfield**. Session was most productive in that it provided the opportunity for exchanging ideas as well as discussing mutual problems and possible solutions. This was the second installment in what will be an ongoing series that will be scheduled during the winter season; in addition, of course, to the session that annually takes place at AMOA Expo.

**CONGRATS! ON JANUARY 11, 1991**, noted game designer **Steve Kordek** (Williams/Bally/Midway) and his wife, **Harriet**, marked their **50th wedding anniversary**, which they subsequently celebrated at a big party on Sunday, Jan. 27 with about 380 of their close friends, associates and family members. The big day started with noon mass, presided over by their son, **Father Frank OFM** (a Franciscan priest) and the celebration will continue as the happy couple heads for Puerto Rico next week and then to Hawaii sometime in March. We wish them all the best.

**GIVE 'EM A CALL.** *Star Tech Journal's* "Master Mail" list was recently "cleaned up," meaning all non-responsive names have been eliminated, making this list a most accurate and comprehensive source for the coin-op industry. The most recent state and list totals may be obtained by calling 609-662-1080 or writing to *Star Tech Journal*, P.O. Box 1065, Merchantville, NJ 08109.

**THE FIVE B'S!** Bally's *Bugs Bunny's Birthday Ball*, that is! Quite a mouthful...quite a pinball! Watch for a huge factory initiated promo back-up campaign involving special discounted merchandise (i.e. watches, t-shirts, suspenders, eye wear, wall hangings, etc.) focusing on the Looney Tunes characters and Bugs himself. This kind of stuff has so much potential on the location level, especially if you're running tournaments. We'll have more on this later but ops can start making inquiries through distribs or by calling **Roger Sharpe** at 312-509-6562.

**FOR THE TROOPS.** The February selections for Rowe's video jukebox contain a lot of good material, as usual. The piece that caught our eye is the pop/rock tape by **Tiffany** called "Here In My Heart," which is her personal message to the American troops in the Persian Gulf... Incidentally, the Rowe Video Jukebox Hotline (212-888-8415) has a new staff member. Her name is **Tonya Batty** and she is the assistant to **Kadima Levadi** in the Video Jukebox programming department in New York.

**AND HERE IT COMES!** You've been hearing about it. I've been hearing about it. Konami's national sales director **Frank Pellegrini** calls it "another Turtles!" We're talking about *Simpsons*, Konami's new four-player dedicated video game which will be officially unveiled at ACME '91, and will shortly thereafter go into full production. It's been bringing in fantastic earnings on test. The video market needs a mover. Can't wait to see it.

May 3-5: Third annual Northeast Regional Trade Show; Trump Regency; Atlantic City, NJ; state convention (& exhibit). For info contact AMOA-NY at 518-439-0981.

May 19-21: AMOA Government Affairs Conference; Hyatt Regency on Capitol Hill; Washington, D.C. For info contact AMOA at 312-245-1021.

May 31-June 1: Ohio Coin Machine Assn.; Radisson Hotel Airport; Columbus, OH; state convention (& exhibit). For info contact Judith Martin at 614-486-8677.

June 14-16: Illinois Coin Machine Operators Assn.; Drake Hotel; Oak Brook, IL; state convention. For info contact Adonna Jerman at 708-369-2406.

June 20-23: California Coin Machine Assn.; Hyatt Lake Tahoe; Incline Village, NV; state convention. For info contact Cindy Urcan at 916-441-5451.

July 19-20: Pennsylvania Amusement & Music Machine Assn.; Seven Springs Resort; Champion, PA; state convention (& exhibit). For info contact Tanya Milliron at 717-232-5322.

July 22: Latin America Expo (sponsored by AAMA); Sheraton; Mexico City. Show will run one week. For info contact AAMA at 703-494-2758.

Sept. 27-29: Rocky Mountain AMOA; Hilton Inn South (I-25 & Orchard Rd.); Denver, CO; state convention (& exhibit). For info contact Jo Anne Hackett at 303-289-6200.

## Williams Bally/Midway In First Distributor Committee Meeting

**CHICAGO**—The Williams Bally/Midway facility at 3401 N. California Ave. in Chicago provided the setting for the first Distributor Advisory Board Committee Meeting, a new program announced by the firm at AMOA. In attendance were Ira Bettelman of C.A. Robinson & Co., Inc.; Jon Brady of Brady Distributing Co.; Joe Cirillo of Betson Enterprises; John Gatens of Southgate Amusement & Vending Corp.; Hans Rosenweig of Nova Apparate; Ken Fedesna, vice president and general manager, and Joe Dillon, vice president of sales for Williams Bally/Midway.

With an agenda that included new product previews and scheduling as well as in depth discussions of present business conditions along with forecasts of potential trends in the marketplace, the day's activities provided an invaluable roundtable for planning and ex-

ploring the needs of distributors around the world.

Commenting on this important get-together, which was the first in what will be an ongoing program, Joe Dillon stated, "Our pledge has always been to increase communications and work very closely with our distributor network, not only in regard to product development, but to also be more responsive to the daily concerns of supporting and stimulating the market. This includes, as a major focus, what we can all do for the operator so he can be more successful and realize greater revenues," he continued. "At a meeting such as this we have a wonderful opportunity to exchange ideas and spend quality time talking about trends, evaluating our test program for new equipment, scheduling, and, of course, discussing many of the pressing issues facing our industry."



The Williams Bally/Midway Distributor Advisory Board will be meeting on a regular basis throughout the year with membership rotated from among the company's entire distributor network.

## Betson Issues *Mad Dog... Promo*

**CHICAGO**—Betson Enterprises of Moonachie, NJ has developed a "camera ready" newspaper ad that may be used by customers who have purchased *Mad Dog McCree*, the interactive laser video game being marketed by Betson; and it is available to these customers at no cost.

"Since *Mad Dog McCree* is such a unique game with the ability to draw new players into a location, we thought it would be a nice idea to give our customers a vehicle to reach new potential players," said Betson's John Margold.

The ad has an optional "Free Game" coupon that may be used at the operator's discretion. Copies are available from Betson Enterprises (6 Empire Blvd., Moonachie, NJ 07074-1378); Betson Pacific (2444 W. Pico Blvd.,

Los Angeles, CA 90006) and their authorized *Mad Dog McCree* distributors.

Las Vegas

Convention Center

September 12-14

The Amusement & Music Operators Association  
International Exhibition &  
Seminar for the Coin-Operated  
Amusement, Music & Vending Industry

## Atari's *Rampart*

**ATARI GAMES IS CURRENTLY SHIPPING** its newest video game, *Rampart*, which combines the strategy puzzle game concept with the dynamite action of head-to-head competition. Up to three players can participate, the objective being to become the medieval overlord. This machine was programmed by the same designers who created such previous Atari hits as *Cyberball*, *720* and *Paperboy*.

As noted by Linda Benzler, Atari Games' product manager, "*Rampart's* strength is in its competitive play appeal and resulting long-term earnings. Although the game appears simple on the outside, the depth of game play appeal is captivating," she continued. "Both the single-player and multiple-player competitive games are intensely absorbing."

In the first phase of the game, players select a site for their home castle and position their cannons. Then, it's on with the battle, as each side hurls projectiles to destroy enemy walls. Once the onslaught ends, players must quickly rebuild and extend their walls before the next battle; and they must completely surround at least one castle in order to continue play.

"Several distributor test samples were installed before the holidays and are performing extremely well in the field," noted Mary Fujihara, Atari's marketing director. "Earnings reports have



remained strong, with dollar volume actually increasing over time in some cases."

In the multiple-player mode, the contact is head-to-head for an operator-selectable maximum of number of battles (factory setting is for seven battles per game). If a player is eliminated, he may deposit another coin to continue.

In the one-player mode, the computer directs an invading armada against the player's castles, with the objective of establishing a fort and expanding the realm to the entire island. The computer's fleet must be destroyed before they reach shore and move their cannons on to the dry land. Challenge and excitement abound throughout play.

## NY State Group Pushes Public Awareness Program

**CHICAGO**The New York State Coin Machine Assn. has committed its full support to a program to prevent sales of cigarettes to underage youth. The new public awareness program materials are designed and distributed by the Tobacco Institute to convey the message to both store customers and store employees that it is against the law in New York to sell tobacco products to persons under 18 years of age.

Ralph Ceraldi, president of NYSCMA, stated that "the two hundred member association of operators of coin amusement and vending machines has always been concerned regarding legal sales of tobacco products. They are well aware of the law and the penalties, as well as allegations by certain groups that children obtain cigarettes primarily through cigarette vending machines," he added. "This new 'It's The Law' program is a great opportunity for operators to reinforce their responsible actions." Mr. Ceraldi has called upon all cigarette machine vendors to work with their locations to place machines in supervised areas, and to label each machine with "It's The Law—we do not sell tobacco products to persons under 18"

stickers.

Noting that cigarette machines do not "start or encourage children to smoke," Curtiss B. Matterson (CAE), executive director of NYSCMA said that "properly located machines provide one of the best security systems for the small business owner since they can be supervised and they afford protection against pilferage while accommodating the need for customer availability."

He went on to point out that "the vending industry has stressed over the years to its members the need to locate machines responsibly. It has not always been successful," he added. "The industry also takes blame for many machines which are owned by specific locations. If the independent location places a machine at the entrance of the establishment or near a game room in a facility, underage teens can access them without much worry of being observed. We hope the use of the new decals will let people know that our members are responsible and that unlabeled machines should be reported, especially when accessible to minors. This is not just an operator concern but one in which the operator seeks public assistance."

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**COIN MACHINES**

**FOR SALE:** ATARI: Escape from the Planet, Cyberball 2072, Skull 'N Crossbones; BALLY: Arch Rival U/R, Galaga; CAPCOM: Buster Bros., Willow; DATA EAST: Apache 3, Robo Cop; EXIDY: Showdown (Gun Model), Showdown (Button Model); KONAMI: Crime Fighter (2 Pl), Crime Fighter (4 Pl), Aliens, Teenage Mutant Ninja Turtles; LELAND: Super Off Road; NINTENDO: R-Type; ROMSTAR: 50 Caliber; Final Blow; SNK: Gang Wars, Street Smart, Mechanized Attack; SEGA: Golden Axe, Gain Ground, Crackdown, Columns C/T; TEHKAN: Tecmo Bowl; WILLIAMS: Narc; TAITO: U.S. Classic C/T; AM. TECHNOS: WWF Superstars. **FLIPPERS:** DATA EAST: Playboy, Robo Cop, Monday Night Football; GOTTLIEB: Bone Buster; WILLIAMS: Banzai Run. **USED KITS:** 88 Games H; Showdown H; Block-out H; Sky Solider V; Bloody Wolf H; Sly Spy H; Bottom of the Ninth H; Super Champion Baseball H; Buster Bros.; Tecmo Knight H; Cabal H; Toki H; Castle of Dragon H; V Ball H; Championship Bowling V; Wrestle War V; Cyberball 2072 H; Dynamite Duke H; Heavy Barrel V; Leader Board Golf S; Nastar Warrior H; Ninja Gaiden H; Omega Fighter V; Plotting H; Ring King V. **CHANGERS:** Standard \$1.00 and \$5.00 changers as is. Call

Count every word including all words in firm name. Numbers in address count as one word. Minimum as accepted \$10.00 CASH or CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with your order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE - \$260 Classified Advertiser (Outside USA add \$80 to your present subscription price). 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 each week if you so desire. 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**

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