

CASH BOXTM

DECEMBER 26, 1987

NEWSPAPER \$3.50



BRUCE SPRINGSTEEN

OUR SPECIAL
YEAR-END
ISSUE

WITH
CASH BOX
1987 POLL
WINNERS

AND
INTRODUCING
THE
INDEPENDENT
WAY

FOCUSING ON
THE INDEPENDENT
RECORD INDUSTRY

GLORIA ESTEFAN

and "Miami Sound Machine"

**CAN'T
STAY
AWAY
FROM
YOU**

The Third Smash From
The Platinum Album
"LET IT LOOSE."

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CASH BOX (ISSN 0008-7289) is published weekly by Cash Box, 330 W. 58th Street, New York, N.Y. 10019 for \$125.00 per year. Second class postage paid at New York, N.Y. and additional mailing offices. 2/3 Copywrite 1986 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send address changes to Cash Box, 330 W. 58th Street, New York, N.Y. 10019

EDITORIAL

December Musings...

As always, when one year dies, another begins. The King is dead, long live the King. Half empty, half full. Going out, coming in. And brief moments when, for a slender second, we are neither here nor there but in between . . . waiting and remembering.

As Cash Box is being prepared to go to press for the last time in 1987; as staff members flash-back over the past eleven months, pouring over old charts, reviewing events and news stories, nostalgia - that burn in the heart and lump in the throat that Pepto Bismol can't cure - hangs like December mist in the Hollywood Hills.

So, this is it. The end-of-the-year issue. A remembrance of 1987, a celebration. An anthem to those who won, who caught the brass ring and now can ride any horse on the music industry merry-go-round. And it's the gypsy with the crystal ball, looking into the murky glass of sales and airplay to see which new face will be hanging around long enough to be an old face; the past is prologue . . .

So, this is it. The first-of-the-year issue. A look forward to 1988, a prediction. A moment standing on the threshold, neither out nor in but poised and ready for new adventures. Come with us for a moment as we guide you through a few new doors . . . share our plans and, if it all pleases you . . . maybe you can add a few Lincoln Logs of your own. Part of the program, you see, involves much more bridge-building, much more communication than has been possible for the last few hustle-bustle years. Not that we intend to stop and smell the roses . . . but that we intend to talk to the rose-grower, the flower vender and the young men and women who buy those damn flowers and take them home.

Okay, okay, so we're talking record industry here. What is it this year, four billion dollars? That's a lot of roses.

This is the year that Cash Box has ear-marked to be one of increased service by this publication to the entire record industry. It's the year when we will be providing innovative and exciting merchandising concepts . . . when we will reach more than 6,000 additional record retailers through guaranteed mailings, not just with this issue, but several times a year. It's the year of the in-depth profile, bringing exposure to the quiet giants of our industry. And it's the year of The Independent Way, a unique magazine-within-a-magazine, just as the independents are an industry-within-an-industry, which will highlight news and information through a computerized system developed exclusively for monitoring independent product in the marketplace and on broadcast media.

Oh yeah. 1988. It's gonna be some kind of a year. We can hardly wait to look back on it.

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TOP POP DEBUTS

SINGLES

76

RHYTHM OF LOVE

Yes - Atlantic

ALBUMS

58

SAY YOU WILL

Foreigner - Atlantic

#1

POP SINGLE

FAITH

George Michael
Columbia

#1

B/C SINGLE

I WANT TO BE YOUR MAN

Roger
Reprise

#1

COUNTRY SINGLE

SOMEWHERE TONIGHT

Highway 101
Warner Bros.

#1

JAZZ

RENAISSANCE

Branford Marsalis
Columbia

#1

COMPACT DISC

NOTHING LIKE THE SUN

Sting
A&M

#1

POP ALBUM

DIRTY DANCING

ORIGINAL MOTION PICTURE SOUNDTRACK
RCA

#1

B/C ALBUM

CHARACTERS

Stevie Wonder
Motown

#1

COUNTRY ALBUM

ALWAYS AND FOREVER

Randy Travis
Warner Bros.

#1

12" SINGLE

SYSTEM OF SURVIVAL

Earth, Wind & Fire
Columbia

WINNER'S CIRCLE

HOT IN THE CITY

Billy Idol
Chrysalis

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

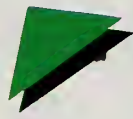
		Last Week	Total Weeks		Last Week	Total Weeks		
1	<i>FAITH</i> (Columbia 38-07623)	1	10	George Michael	50	<i>HOURLASS</i> (A&M 2967)	34	15
2	<i>IS THIS LOVE</i> (Geffen 7-28233-DJ)	3	10	Whitesnake	51	<i>BREAKOUT</i> (Mercury/PolyGram 888 016-7)	48	19
3	<i>GOT MY MIND SET ON YOU</i> (Dark Horse/Warner Bros. 7-28178-A)	8	10	George Harrison	52	<i>I'VE BEEN IN LOVE BEFORE</i> (Virgin 7-99425)	49	17
4	<i>SO EMOTIONAL</i> (Arista AS1-9642)	6	9	Whitney Houston	53	<i>PUMP UP THE VOLUME</i> (4th & B'Way/Island 7452)	57	5
5	<i>DON'T YOU WANT ME</i> (MCA 53162)	7	12	Jody Watley	54	<i>SHE'S LIKE THE WIND</i> (RCA 5363-7-RAA)	83	2
6	<i>SHAKE YOUR LOVE</i> (Atlantic 7-89187)	5	12	Debbie Gibson	55	<i>I CAN'T HELP IT</i> (London/PolyGram 886-212-7)	55	6
7	<i>THE WAY YOU MAKE ME FEEL</i> (Epic 34-07645)	13	6	Michael Jackson	56	<i>IT'S A SIN</i> (EMI/Manhattan B-43027)	52	17
8	<i>(CATCH ME) I'M FALLING</i> (Virgin 7-99416)	10	13	Pretty Poison	57	<i>YOU AND ME TONIGHT</i> (Virgin 7-99422)	61	5
9	<i>VALERIE</i> (Island/Warner Bros. 7-28231)	11	12	Steve Winwood	58	<i>(BABY TELL ME) CAN YOU DANCE</i> (A&M AM-2939)	53	8
10	<i>NEED YOU TONIGHT</i> (Atlantic 7-89188)	14	10	INXS	59	<i>SKELETONS</i> (Motown 1907MF)	50	11
11	<i>TELL IT TO MY HEART</i> (Arista AS1-9612)	12	11	Taylor Dayne	60	<i>BRILLIANT DISGUISE</i> (Columbia 38-07595)	58	13
12	<i>CANDLE IN THE WIND</i> (MCA 53196)	17	8	Elton John	61	<i>CAUSING A COMMOTION</i> (Sire/Warner Bros. 7-28224)	59	16
13	<i>HEAVEN IS A PLACE ON EARTH</i> (MCA 53181)	2	14	Belinda Carlisle	62	<i>BAD</i> (Epic 34-07418)	60	15
14	<i>HAZY SHADE OF WINTER</i> (From <i>Less Than Zero</i>) (Def Jam/Columbia 38-07630)	19	7	Bangles	63	<i>LITTLE LIES</i> (Warner Bros. 7-28291)	62	18
15	<i>DUDE (LOOKS LIKE A LADY)</i> (Geffen 7-28240)	15	13	Aerosmith	64	<i>IN GOD'S COUNTRY</i> (Island 7-99385)	69	4
16	<i>SHOULD'VE KNOWN BETTER</i> (Manhattan B 50083)	4	13	Richard Marx	65	<i>BOYS NIGHT OUT</i> (MCA 53137)	63	15
17	<i>COULD'VE BEEN</i> (MCA 53231)	27	5	Tiffany	66	<i>853-5937</i> (A&M AM-2994)	88	2
18	<i>CHERRY BOMB</i> (PolyGram 888934-7)	18	10	John Cougar Mellencamp	67	<i>NEVER GONNA GIVE YOU UP</i> (RCA 5347-7-RAA)	80	2
19	<i>SEASONS CHANGE</i> (Arista AS1-9640)	24	5	Expose	68	<i>BECAUSE OF YOU</i> (Fever/Sutra 1914)	78	3
20	<i>I COULD NEVER TAKE THE PLACE OF YOUR MAN</i> (Paisley Park/Warner Bros. 7-28288)	25	7	Prince	69	<i>LET ME BE THE ONE</i> (Arista AS1-9617)	64	20
21	<i>THERE'S THE GIRL</i> (Capitol B-44089)	23	8	Heart	70	<i>HOT IN THE CITY</i> (Chrysalis VS4 43203)	77	3
22	<i>HUNGRY EYES</i> (RCA 5315-7-RAA)	29	8	Eric Carmen	71	<i>DON'T MAKE ME WAIT FOR LOVE</i> (Arista AS1 9625)	66	18
23	<i>WE'LL BE TOGETHER</i> (A&M AM 2983)	9	12	Sting	72	<i>LOST IN EMOTION</i> (Columbia 38-07267)	65	22
24	<i>(I'VE HAD) THE TIME OF MY LIFE</i> (RCA 5224-7-R) Bill Medley & Jennifer Warnes	16	14	Bill Medley & Jennifer Warnes	73	<i>LOVE WILL FIND A WAY</i> (Atco/Atlantic 7-99449)	67	13
25	<i>I WANT TO BE YOUR MAN</i> (Reprise/Warner Bros. 7-28229)	32	6	Roger	74	<i>DEAR MISTER JESUS</i> (Powervision/Powersource)	85	2
26	<i>TUNNEL OF LOVE</i> (Columbia 38-07663)	36	4	Bruce Springsteen	75	<i>U GOT THE LOOK</i> (Paisley Park/Warner Bros. 7-28289)	71	23
27	<i>CRAZY</i> (Chrysalis VS4 43156)	30	10	Icehouse	76	<i>RHYTHM OF LOVE</i> (Atco/Atlantic 7-99419)	Yes	DEBUT
28	<i>ANIMAL</i> (Mercury/PolyGram 888 932-7)	28	12	Def Leppard	77	<i>HOT HOT HOT</i> (RCA 5357-7-RAA) Buster Poindexter and His Banshees of Blue	86	2
29	<i>THAT'S WHAT LOVE IS ALL ABOUT</i> (Columbia 38 7322) Michael Bolton	22	18	Michael Bolton	78	<i>LOVER'S LANE</i> (Motown 1906)	89	2
30	<i>POWER OF LOVE</i> (Atlantic 7-89191)	33	8	Laura Branigan	79	<i>I NEED A MAN</i> (RCA 5361-7-RAA)	84	2
31	<i>DON'T SHED A TEAR</i> (Chrysalis VS4 43164)	38	7	Paul Carrack	80	<i>SYSTEM OF SURVIVAL</i> (Columbia 38-07608)	Earth, Wind & Fire	73 9
32	<i>TRUE FAITH</i> (Qwest/Warner Bros. 7-28271)	35	8	New Order	81	<i>IN MY DREAMS</i> (Epic 34-07255)	REO Speedwagon	72 24
33	<i>SAY YOU WILL</i> (Atlantic 7-89169)	40	4	Foreigner	82	<i>HERE I GO AGAIN</i> (Geffen 7-28339)	Whitesnake	70 26
34	<i>I LIVE FOR YOUR LOVE</i> (EMI-Manhattan 50094)	37	8	Natalie Cole	83	<i>DIDN'T WE ALMOST HAVE IT ALL</i> (Arista AS1-9616)	Whitney Houston	76 22
35	<i>EVERYWHERE</i> (Warner Bros. 7-28143)	43	5	Fleetwood Mac	84	<i>NEVER THOUGHT (THAT I COULD LOVE)</i> (Columbia 38-07618)	Dan Hill	90 2
36	<i>WHAT HAVE I DONE TO DESERVE THIS</i> (EMI/Manhattan B 50107)	47	3	Pet Shop Boys & Dusty Springfield	85	<i>REASON TO LIVE</i> (Mercury/PolyGram 870 022-7)	Kiss	87 3
37	<i>HONESTLY</i> (Enigma 75009)	42	7	Stryper	86	<i>LOVE OVERBOARD</i> (MCA 53210)	Gladys Knight & The Pips	DEBUT
38	<i>MONEY MONEY</i> (Chrysalis VS4 43161)	31	17	Billy Idol	87	<i>TWILIGHT WORLD</i> (Mercury 888 484-7)	Swing Out Sister	DEBUT
39	<i>MOTORTOWN</i> (Capitol B-44062)	39	11	The Kane Gang	88	<i>LIVE MY LIFE</i> (Virgin 7-99390)	Boy George	DEBUT
40	<i>POP GOES THE WORLD</i> (Mercury 888 859-7)	45	10	Men Without Hats	89	<i>BURNING LIKE A FLAME</i> (Elektra 7-69435)	Dokken	DEBUT
41	<i>I THINK WE'RE ALONE NOW</i> (MCA 53167)	26	18	Tiffany	90	<i>RAIN IN THE SUMMERTIME</i> (I.R.S. 53219)	The Alarm	DEBUT
42	<i>I DO YOU</i> (MCA 53193)	21	11	The Jets	91	<i>THROWAWAY</i> (Columbia 38-07653)	Mick Jagger	79 5
43	<i>JUST LIKE HEAVEN</i> (Elektra 7-69443)	46	11	The Cure	92	<i>CARRIE</i> (Epic 34-07282)	Europe	75 21
44	<i>I DON'T MIND AT ALL</i> (Island/Atlantic 7-99409)	41	11	Bourgeois Tagg	93	<i>SILENT MORNING</i> (4th & B'Way/Island 7439)	Noel	82 15
45	<i>THE ONE I LOVE</i> (I.R.S./MCA IRS 53171)	20	15	R.E.M.	94	<i>CASANOVA</i> (Atlantic 7-89217)	Leverf	68 19
46	<i>PUSH IT</i> (Next Plateau 315)	51	5	Salt -N- Pepa	95	<i>COME ON, LET'S GO</i> (Slash/Warner Bros. 7-28186)	Los Lobos	74 16
47	<i>I FOUND SOMEONE</i> (Geffen/Warner Bros. 7-28191)	54	6	Cher	96	<i>WE'VE ONLY JUST BEGUN (THE ROMANCE IS NOT OVER)</i> (Jive/RCA 1049)	Glenn Jones	91 7
48	<i>CAN'T STAY AWAY FROM YOU</i> (Epic 34-07641)	56	6	Gloria Estefan and Miami Sound Machine	97	<i>CRITICIZE</i> (Tabu/CBS 4-07600)	Alexander O'Neal	81 5
49	<i>I WON'T FORGET YOU</i> (Enigma/Capitol B-44038)	44	17	Poison	98	<i>ALL I NEED</i> (Elektra 7-69429)	Motley Crue	92 4
					99	<i>WHAT'S TOO MUCH</i> (Motown 1911MF)	Smokey Robinson	93 5
					100	<i>GUARANTEED FOR LIFE</i> (Virgin 7-99412)	Millions Like Us	94 8

**'Tis the season
when we all come together
as one.**



COLUMBIA RECORDS

OVERALL POP LABEL OF THE YEAR



COLUMBIA RECORDS DEF JAM/COLUMBIA

OVERALL BLACK CONTEMPORARY LABEL OF THE YEAR

COLUMBIA RECORDS
Label Of The Year (Pop Albums)



BRUCE SPRINGSTEEN

#1 AOR Male Artist (Pop Albums)



BANGLES

#1 Female Group (Pop Albums)
#1 Group (Music Video)



LISA LISA AND CULT JAM

#1 Group (Pop Singles)
#1 B/C Group (Pop Albums)
#1 B/C Group (Pop Singles)
#1 Mixed Group (Pop Singles)
#1 Top Ten Single "Head To Toe"



BEASTIE BOYS*

#1 New Group (Pop Albums)



L.L. COOL J*
 #1 B/C Male Artist
 (Pop Albums)
 #1 New Male Artist
 (Black Contemporary Singles)
 Most Promising Male Artist
 (Black Contemporary Singles)



TERENCE TRENT D'ARBY
 Most Promising New Male Artist
 (Black Contemporary Albums)



REGINA BELLE
 Most Promising New Female
 (Black Contemporary Singles)



SURFACE
 #1 New Group (Black Contemporary Singles)



GREGORY ABBOTT
 Most Promising B/C Artist (Pop Singles)

celebrating the best in music all year long.

We thank all our artists for making the music the world turns to first.



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RIAA To Step Up Parallel Import Watch

NEW YORK – The RIAA, on behalf of its member companies, is increasing its efforts to protect the legitimate music market against unfair competition from the importation, distribution and sale of records imported into the U.S. without authorization from the U.S. sound recording owners. As a first step, the RIAA has retained local counsel, which has sent over 100 warning letters to importers, retailers and distributors throughout the U.S. outlining the legal consequences of engaging in the importation or further sale of recordings imported without the permission of the sound recording copyright owner's

permission. The letters place these individuals and businesses on notice to comply with the RIAA's member companies rights under U.S. Copyright Law or face legal consequences.

Lawsuits against six individuals and/or businesses alleged to have engaged in parallel importing have already been commenced by the RIAA: against L.A.'s Crystal Promotions, Liberia y Discoteca Mexico, and La Feria del Disco; Miami's Santana Record Shop and Casino Record Distributor; and New York's Bate Record Distributor.



APACHE RECORDS INKS DISTRIBUTION DEAL WITH CEMA – The newly formed Apache Records label has inked a distribution deal with CEMA. Pictured (from left to right) are: Dennis White, President CEMA; Burt Stein, President Apache Records; Joe Smith, President and CEO of Capitol Industries - EMI Inc.; David Malloy, President Apache Records; and John Brannen, Apache Records' first signing.

PolyGram Announces Year-End Appointments

LOS ANGELES – PolyGram Records has announced several appointments within the company for the month of December; culminating in a total of 11 employees being named at the company.

David Leach has been appointed Senior Vice President, Promotion and is announced recently by Bob Jamieson, Executive Vice President, Marketing and Sales for PolyGram. Leach will be responsible for all of PolyGram's popular music promotion activities, including CHR, AOR, Dance, Urban, Alternative and Rap. Prior to his appointment, Leach, who joined the company in 1977 as a sales representative in the Boston branch, had been National

Director, Pop Promotion at PolyGram Records since June 1985.

"David has established himself as one of the industry's most influential and successful young promotion executives," Jamieson said. "His track record for PolyGram speaks for itself, as he has placed one PolyGram artist after another on the charts." He continued, "We are pleased to have someone of David's talent and experience in this critical position."

Jamieson also announced appointments of both Harry Palmer and Jim Urie as Senior Vice President, Special Markets and Senior Vice President, National Sales and Branch Distribution, respectively. Palmer, a nine-year veteran of PolyGram will oversee all

marketing functions of Catalog Development and PolyGram Special Products. Urie was elevated from his post as Vice President, National Sales and Branch Distribution, where he has functioned since joining the company in 1986.

Four were named by David Leach as new Local Promotion Managers: Paula Tuggey, Los Angeles/San Diego/Las Vegas/Hawaii; Wynn Jackson, Houston; Joe Riccitelli, Dal-

(Continued on page 83)

1987 In Review: In A Year Of Big Guns, Sony Fires The Biggest Shot Of All

Lee Jeske

NEW YORK – The year had blockbuster written all over it. As 1987 dawned, the record industry was licking its chops over the rise of the CD, the coming albums by such multi-platinum megastars as Michael Jackson, Pink Floyd, Whitney Houston, Prince and the Bee

Gees, and such things as The Beatles on CD. And, as 1987 ebbs, blockbusters did indeed abound – "Licensed to Ill," "Slippery When Wet," "The Joshua Tree," "The Soundtrack to Dirty Dancing," "The Soundtrack to La Bamba," "Whitney,"

(Continued on page 12)



Jheryl Busby Honored By ECSU – Pictured at the ECSU ceremony (from left to right) are: Jimmy R. Jenkins, Chancellor/ECSU; Levin B. Culppepper, Chairman of the Board of Trustees; Dr. Johnny L. Houston, Vice Chancellor for Academic Affairs; and Dr. Jheryl Busby.

ECSU Honors Busby

LOS ANGELES – Elizabeth City State University (ECSU) recently conferred upon Jheryl Busby, Executive Vice President of Talent Acquisition and Artist Development and President of the Black Music Division

at MCA Records, the honorary degree of Doctor of Humane Letters. Busby is only the seventh recipient of this degree in the nearly 100 year history of the University.

(Continued from page 83)

Carolco Appoints VP Of New Music Division

LOS ANGELES – Carolco Pictures Inc. has signed an agreement with Cleveland Music Inc., whereby Steve Love will become Vice President of Carolco Music, a new division of

Carolco Pictures Inc., it was recently announced by Carolco President Peter Hoffman.

Love will be responsible for

(Continued on page 83)

Artist Profile

Marvin Etzioni: L.A. Singer/Songwriter On The Rise

By Tom De Savia

LOS ANGELES – Remember the singer/songwriter? You know, folks like Bob Dylan, Robbie Robertson, Steve Winwood, Jackson Browne; all performers who gained notoriety in decades past. Now the tough part: What new artists are contributing for the 1980's audience. Marvin Etzioni loves his job.

Etzioni first gained recognition as a key member of Lone Justice in 1985 – shortly after the band's debut LP began to cause an impact within the industry. He served as both bass player and a key songwriter for the

group, contributing some of their most memorable material ("You Are The Light," "East Of Eden" etc.). Just as the band appeared to be gravitating towards superstar status – Marvin split.

This was not a retirement by any means. Since his amicable departure from the ranks, he has gone on to create his own niche within the music world. He currently fronts his own band, Long Tall Marvin, who are causing quite a stir within the L.A. club circuit. Etzioni has also found

(Continued on page 82)

A photograph of Stevie Wonder in a gallery. He is wearing a red suit jacket, a red turtleneck, and dark sunglasses. He is holding a white mask of his own face on a stick. In the background, there are several other busts of faces on a table.

CHARACTERS

THE
NEW
ALBUM
FROM
STEVIE
WONDER
FEATURING
THE
SINGLE
"SKELETONS"

7" 1907MF

12" 4593MG

WRITTEN
ARRANGED
AND
PRODUCED
BY
STEVIE
WONDER

6248ML
6248MC
6248MD



© 1987 MOTOWN RECORD CORPORATION

We've Got The World By The Bar





RCA

MARK SAMUELS · VICTOR STABIN

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EW (Continued from page 8)

...y's still out on "Tunnel of
"Bad," "Faith" and a couple
s).

...e biggest shot of all, the big-
ckbuster of this year, last year,
ho knows? – maybe any year,
sale in November of the CBS
Group to Sony for a whop-
billion. The sale was no big
e – Laurence Tisch, who pick-
CBS lock, stock and barrel in
a broadcasting man, and a
asting man doesn't want him-
olved in the record business.
Yetnikoff, president of the
Group, spent much of the
ying to tempt the division
rom Tisch – trying to put
r his own group to buy it,
o find somebody who would
e Records Group a happy
Sony, not surprisingly, turned
be the suitor, although the
ip was rocky.

...e wedding's on." "The
g's off." "The wedding's on."
edding's off." The Records
kept posting gangbuster
s and everybody kept gues-

...Group's doing gangbusters,
sell while the selling's good."
Group's doing gangbusters,

Tisch'd be crazy to let this go." Wil-
liam Paley – another broadcasting
man – wanted the sale, he didn't
want the sale. Off and on, on and off.

And then the stock market
plunged and Sony offered up cash –
cash! – and the sale went through.

"It's nice to be wanted again," said
Yetnikoff.

The sale "should happen on
December 7," said a longtime
Columbia recording artist.

And that's part of the feeling that
went through the business. Another
big chunk of American business and
history – and what could be more
American than CBS Records? – went
into foreign hands. This as
Germany's Bertelsmann A.G., the
new owners of RCA, went around
consolidating and revamping and
changing names. It's not
RCA/Ariola anymore, it's BMG. El-
liot Goldman became president and
ceo of RCA/Ariola early in the year
and resigned from BMG a few
months later. This as LaserVideo, the
largest U.S.-owned CD producer,
went to Discronics, the largest
Australian-owned CD producer, for
\$55.5 million, making it the third
largest CD producer in the world (be-
hind Holland's Phillips and, of
course, Sony). So what else is new?

Well, CDs aren't new, but, to the

surprise of nobody at all, this was the
year they became a permanent part
of the establishment. This was the
year they became just regular folks.
No new release worth its salt didn't
have a simultaneous CD release, no
record store worth its salt didn't start
turning vinyl bins into CD bins,
nobody in their right minds talked
about CDs in quotation marks
anymore. Cassettes held strong (and
cassette singles started to replace
those friendly little 45s), vinyl
slipped slightly, but the compact disc
continued to go boom (and CD
singles dealt a further blow to 45s).
Such blows to vinyl as RCA/Ariola's
(ur, BMG's) announcement that they
were getting out of the vinyl-press-
ing business (turning the wax-
pressers into laser-pressers) were
common and abundant. Such items
as the Compact Disc Warehouse
launching the first CD-only retail
franchise were everyday affairs.
Such announcements as PolyGram's
NARM stunner about the fast ap-
proach of CD video were run-of-the-
mill. The mill, make no mistake
about it, is now a digital mill.

Through all of this, CD prices held
firm, thanks to the widespread intro-
duction of midline CDs to keep the
hot and new stuff bubbling along at
full price.

At the beginning of the year,
Capitol said that – finally – Beatles
CDs were coming. By the end of the
year, every last album recorded by
the Beatles (in its original English
configuration) was out. They sold
well. They sold very well. When the
baby-boomers were thronging into
record stores in record numbers – at
least record numbers since the days
when the Fab Four were still together
– their favorite listening was there for
them to feed to their CD players.

The Beatles – not surprisingly – did
not come out on CD without con-
troversy, as the Beatles and Capitol
continued to wrangle over their ages-
old legal battles (with Nike involved
in there for a minute or two), and
Capitol couldn't decide whether the
first four Beatles albums were done
in mono or stereo (turns out they
were done in both).

Controversies – which seemed to
rage in '86 – were less common in '87.
The censorship question seemed to
fade with an [expletive deleted]
whimper – albums didn't have warn-
ing stickers stuck on them for the
most part and Tipper Gore became a
First Lady candidate. The inde-
pendent promotion fuss surfaced
only in the regular announcements of
the out-of-court settlements of Joe

(Continued on page 82)

AT THIS TIME OF YEAR, ONE SHOULD THINK ABOUT BEING THANKFUL.

We at Island/4th & Bway are thankful for the following things:

1. The staunch support of Black Radio
2. A Gold plus album for Eric B. & Rakim
3. A top 5 single for Miles Jaye & a top 20 album
4. A top 10 single on Millie Scott
5. Several strong dance and radio 12" items like Noel's "Silent Morning"
and Marris' "Pump Up The Volume"
6. The help and support of the Atlantic Records promotion
and marketing staff
7. The sales and support of WEA and our independent distributors
and lastly and most importantly,
8. A strong independent promotion staff

HAVE A HAPPY, HEALTH AND PROSPEROUS HOLIDAY SEASON.



THANK YOU RADIO AND RETAIL

FOR MAKING **1987** THE BEST YEAR IN GEFEN'S HISTORY



THANKS TO ALL OF OUR ARTISTS...

AND A SPECIAL THANKS TO EVERYONE AT:

WEA CORPORATION—WEA INTERNATIONAL

AND WARNER BROS. RECORDS

Geffen Records

5 Years Ago...

December 26, 1982 – Move over, Matt Monro. Here comes the next teen idol of the '80s – Dweezil Zappa. The 13-year-old axe-wielding son of Frank and Roseanne Zappa of Moon Unit has a new single on the CBS-distributed Barking Mad label called "My Mother is a Cadet" b/w "Crunchy Water," which has already received attention on local jocks. Young Zappa, whose sound of "new metal" reflects his interest in bands like Krokus, Iron Maiden and Judas Priest as well as "weird piano music" by Bela Bartok and the pop tones of The Beatles. *Men At Work*, first seriously picked up by Capitol last year, after hearing Ozzy Osbourne's "Blizzard of Oz" LP. "When I first heard Randy Rhodes, that's when I started," exclaimed Dweezil. "I just loved all the time"... TOKYO – Declining sales, brought on in part by the proliferation of record rental shops, and the introduction of the new 4.7" Compact Disc (CD) marked an up-and-down year for the industry here during 1982. While the industry overall experienced one of its best years in terms of sales growth, it was not lost as the October debut of the new CD gave a glimpse of what the music business might look like in the not-too-distant future... In a move destined to lose them their entire audience, MTV has introduced "1999" by Prince... The cassette surpassed the LP as the dominant recorded music configuration during 1982, according to the RIAA... With home stereo games jockeying for position as a major, if not the hottest, holiday gift item in 1982, it seems a bit difficult to believe that last year only a handful of manufacturers even made such product. Today there are at least a half-dozen different models on the market and 18 manufacturers providing cartridges for consumers... Top five singles of 1982: 1. "Eye of the Tiger," Survivor. 2. "Macarena," The Steve Miller Band. 3. "Centerfold," The J. Geils Band. 4. "Rhythm Nation," Paul McCartney. 5. "Love Rock 'n' Roll," Joan Jett & The Blackhearts.

10 Years Ago...

December 31, 1977 – The Sex Pistols' first tour of the United States will be a model of stoicism. Beginning in Pittsburgh on December 30, the tour will include only clubs without seats. Tickets will be priced between three and four dollars on every date, and no complimentary tickets will be given to the press. Warner Bros. will make them available to journalists who need to travel, but the record company will pay no travel expenses. The 11-date tour will run through January 1 and no Los Angeles and New York dates are included in the itinerary... Barry White will make his first extensive tour of the United States early next year. White will be accompanied by Love Unlimited and the Love Unlimited Orchestra. The 19th Century Fox recording artist's current album, "Barry White Sings for Someone You Love," is approaching double platinum... While R&B singles once accounted for a substantial percentage of songs being programmed by Top 40 stations, the records in recent years apparently have been losing their grip on radio playlists across the country. Executives of the record and radio industries see that the number of R&B records

played on Top 40 radio is dwindling and list a variety of reasons – from the proliferation of radio stations with R&B formats to the changing sound and lyrical content of the music... In the music industry, 1977 was the year of Fleetwood Mac. Four hit singles, seven million "Rumours" albums sold – a total of 10 million around the world – and more than 100 sell-out concerts in 10 countries are testimony to the emergence of a new supergroup. Fleetwood Mac celebrated its 10th anniversary year by selling more records than in their previous nine years combined... Top five singles of 1977: 1. "You Light Up My Life," Debby Boone. 2. "I Just Want To Be Your Everything," Andy Gibb. 3. "Dancing Queen," ABBA. 4. "Undercover Angel," Alan O'Day. 5.

15 Years Ago...

December 30, 1972 – Reggae, the juicy sound of Jamaica, is coming to the U.S. via newly formed Mango Records, a joint venture of Island Records president Chris Blackwell, a pioneer of Jamaican music, and Shelter Records president Denny Cordell. The label will be distributed by Capitol Records. The first scheduled release will be the soundtrack to the Perry Hanzell movie depicting Jamaican lifestyles titled *The Harder They Come*. It will be released in February, and Cordell seemed to feel that this film and its soundtrack will do the same for Reggae as the movie *Black Orpheus* did for the bossa

nova and Brazilian music in general... An all-Bach organ concert presented recently in Carnegie Hall by organist Virgil Fox was recorded live in 4-channel sound by RCA Records. Fox has been giving classical performances to the young in such places as the Fillmore East, playing Bach to the accompaniment of Revelation Lights, a light show that was supervised by Joshua White for the Carnegie Show... Talent on Stage: Seals & Crofts, Santa Monica Civic Centre. In the music marketplace, for some time saturated with the searing sounds of the 70s, it's nice occasionally to step back and relax to the soothing style of Seals & Crofts. They have ventured away from the notion that songs should be filled with as much noise as possible to a subtle movement evolving from a mandolin, acoustic guitar, and bass. Combining these instruments with a beautiful blending of tenor vocals, and effectively varying tempos, Seals & Crofts have developed a sound that is quite unique and very enjoyable. And in case you thought there's a possibility of being lulled into boredom by their tender music, you obviously have never heard Seals on the electric violin. This is one of the most complete, perfected acts around today... Top five singles of 1972: 1. "American Pie," Don McLean. 2. "Alone Again (Naturally)," Gilbert O'Sullivan. 3. "Brand New Key," Melanie. 4. "Daddy Don't You Walk So Fast," Wayne Newton. 5. "Without You," Nilsson.

"Torn Between Two Lovers," Mary MacGregor.

20 Years Ago...

December 30, 1967 – Phil Ochs is back into controversy again. This time it's his "Outside Of A Small Circle of Friends" single, culled from A&M's first Phil Ochs album "Pleasures of the Harbor." The single has been getting a bleeping on some outlets when the word "marijuana" comes up, which is only once, and then in a non-suggestive way. The problem in this case is not a moral issue concerning the pros and cons of this internationally known hemp-like weed, but whether or not its name as a noun can be mentioned on the radio... *The Steve Paul Scene*, a two-hour program of contemporary pop sounds, will be televised on WKBG-TV Boston from 10:30 p.m. to 12:30 a.m. on New Year's Eve. The special colorcast will be hosted by Steve Paul, owner of two New York discotheques, the Scene and the Scene East. The show will feature Aretha Franklin, the Young Rascals, Janice Ian, the Blues Project, the Chambers Brothers, the Staple Singers, and Moby Grape... Cartridge Film Productions, headed by Paul Jonali, is anticipating a rapid development in the filming of recording acts for home and commercial TV use. Exploring and gaining experience in the new field, CFP has already produced several short films featuring new record acts, including the United Artists' group, The Hassles. In addition to the basic film production, CFP is gearing up its operations to service its films to

by RCA Victor Records. Jack Burgess, manager, Commercial Sales Department, stated that all 45 rpm singles will have a nationally advertised price (optional with dealers) of 98 cents, including federal excise tax. The retail price increase is being made in conjunction with a complete revamping of RCA Victor's single record return allowance and privilege policies. The deal allows for all single records, both 45 rpm and 78 rpm, scheduled for release after January 1, 1958, to be shipped to distributors for a period of three months from date of release on a 100 percent return privilege basis... With Verve Records' chief Norman Granz announcing a \$7,000,000 gross for the label in 1957, the company wound up its annual three-day meeting last week. The multi-million dollar gross set a record for the firm, Granz declared. He cited two reasons for the achievement: an upsurge of sales in the jazz field, and Verve's expansion into pop albums and singles (including Ricky Nelson's "I'm Walkin'" b./w/ "A Teenager's Romance")... Top five singles of 1957: 1. "Tammy," Debbie Reynolds. 2. "Love Letters In The Sand," Pat Boone. 3. "It's Not For Me To Say," Johnny Mathis. 4. "Young Love," Sonny James. 5. "Chances Are," Johnny Mathis.

40 Years Ago...

December 27, 1947 – Who said a record must play three minutes? Who established the precedent, decrying other ways and means for record manufacturers and juke box operators to increase their revenue? Who said phono patrons must sit and listen to three choruses of verse, a band break, and then a repeat chorus on most recordings? WHO? Juke box operators throughout the nation have found another means – available to record manufacturers to establish a new high in potential record sales. The answer – TWO MINUTE RECORDINGS!... James C. Petrillo, president of the American Federation of Musicians, struck an altogether unexpected note today in discussing the nation's disk manufacturers, when he asserted that the American Federation of Musicians would continue to receive royalty payments despite the recording band, which goes into effect December 31. "We won't make any more records after this year," Mr. Petrillo said in his office this week. "But we will continue to collect money so long as they master records my boys make are alive. I don't know how much we will collect, but it may go as high as \$10,000,000 because we will be collecting cash for many years to come."... Jimmy Dorsey, MGM Records star, will disband his orchestra shortly. Dorsey will retire to his home in California for a period of at least three months. The break-up of his band is the first time Dorsey has made such a move, since he took over the band in 1936... A.B. Green, president of National Records, announced last week that sales figures on The Ravens hit recording of "Ol' Man River" are nearing the half-million mark, setting an all time sales record for the company... Louis Prima, now appearing at the Oriental, makes a big hit with such numbers as "Civilization," "Too Fat Polka," and "I Can't Give You Anything But Love"... Top five tunes "Hot in Harlem": 1. "I Love You Yes I Do," Bull Moose Jackson. 2. "Stomp," Earl Bostic. 3. "Write Me A Letter," The Ravens. 4. "Summertime," The Ravens. 5. "East Side, West Side," Charley Barnet.

40 YEARS OF CASH BOX

the more than 60 TV stations in the U.S. now programming such repertoire... Otis Redding, 26, famous for popularizing the "Memphis Sound" was buried last week on the grounds of his 300 acre Big O Ranch near Macon, Georgia. Earlier in the day Redding's body had laid in state in the City Auditorium of Macon, scene of many Otis Redding performances... Top five singles of 1967: 1. "The Letter," the Box-tops. 2. "Light My Fire," the Doors. 3. "Can't Take My Eyes Off You," Frankie Valli. 4. "Ode to Billie Joe," Bobby Gentry. 5. "To Sir With Love," Lulu.

30 Years Ago...

December 28, 1957 – Specialty Records out with a new release which looks like a surefire smash for Little Richard. His new release of "Good Golly Miss Molly" has been out for one week and is well on its way. Specialty also has a big one in their Sam Cooke waxing of "I'll Come Running Back To You"... In January, Prestige Records will issue an album called "Gil Evans And Ten," the first venture by Evans as a leader... Chaw Mank writes from Staunton, Ill. that his 2 Elvis Presley Fan Clubs include a "Teen-Age" club and an "Adult-Over 21" one with membership in each costing 63 cents. Chaw's also working on a book called "What The Fans Think Of Elvis Presley"... A new plan calling for a price increase and a 100 percent return privilege will be initiated January 1, 1958

George Michael

Wa Wa Nee

Terence Trent D'Arby

Mental As Anything

Sade

Leonard Cohen

Noiseworks

Paul Johnson

Spagna

Ryuichi Sakamoto


Midnight Oil

Julio Iglesias



AND THAT'S JUST THE BEGINNING OF A GREAT '88.

CBS RECORDS INTERNATIONAL.
WHEREVER YOU'RE LISTENING, OUR MUSIC IS THERE.

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COMIN' AT YA - Long-time industry veterans Burt Stein and David Malloy have formed a new label, Apache Records - distributed by Capitol Industries. The first release will be a single and AOR 12" of a song entitled "Desolation Angel" by John Brannen - Apache also plans to service radio with a C.D. single in early January '88. An LP, "Mystery Street," will follow soon after. *Points West* has obtained an advance cassette of Brannen's - and we must say, it's pretty damn impressive. Keep an open ear - big things are sure to come...



VIVA! LINDA! - Linda Ronstadt is once again shocking the skeptics... her newest LP, *Canciones De Mi Padre* - a collection of traditional Mexican rancheras, corridos and ballads, is not only wowing the critics but is also selling like hotcakes. Check it out...

ROCK ON FILM - An 18-day film festival, dubbed *Rock On Film*, will commence December 31, 1987 at Los Angeles' Wiltern Theatre. The festival, which will run through January 17, 1988, is comprised of 44 of the greatest (and most obscure) rock and roll films ever made. *Rock On Film* is being produced by American Cinematheque (a non-profit, viewer supported cultural organization) in association with Bill Graham Presents and The Wiltern Theatre. The event will feature a 15,000-watt "live concert" stereo sound system specifically installed for the festival.

The December 31 opening will feature a non-stop, 12-hour Elvis Presley movie marathon. A variety of the King's classic films will show, including: *Love Me Tender*, *Jailhouse Rock*, *King Creole*, *Viva Las Vegas* as well as the 1981 documentary *This Is Elvis*.

Celebrity hosts from both the film and music communities will introduce each day's programs. Each program in the series will be presented as a double or triple feature, insuring the audience a wealth of quality entertainment. Each day will feature a different "theme" to the programming, including: "Rock 'N' Roots," "The 50's," "The Brits Are Alright," "Metal Mania," "San Francisco Rock" and "Rock On The Road." In addition, selected days will spotlight artists like The Beatles, The Rolling Stones, and The Sex Pistols.

Films being showed will run the gamut from The Beatles 1965 feature *Help* to the 1975 Janis Joplin documentary *Janis* to the Sex Pistol's 1980 outing *The Great Rock 'n' Roll Swindle*. Bonus: January 16 will feature the world premiers of two films

starring Jimi Hendrix and Otis Redding: *Jimi At Monterey* and *Shake*. All in all, audiences are guaranteed hours of hypnotic entertainment. This is truly a once in a lifetime event, don't miss it!

CALIFORNIA RAISINS GET THEIR DAY IN THE SUN - The recently issued *The California Raisins Sing The Hit Songs* (released only a month ago) has already achieved Gold status (500,000 units sold) in the U.S., and will be certified by the RIAA any time now...

STAY HOME FOR CHRISTMAS... - L.A.-area clubs should be bobbin' over the next couple o' weeks, lets take a look: Enigma recording artists *Game Theory* will headline a show at The Music Machine on 12/17, also on the bill is *Chip & Tony Kinman's* (ex *Rank & File*) new band *Black Bird*; *Concrete Blonde* and *Chuck E. Weiss & The Goddamn Liars* will surface at The Palomino on 12/17, the following night *Billy Zoom* will be joined by *Top Jimmy And The Rhythm Pigs* for his gig at the Lankershim Blvd. nightspot; and don't miss The *Dickies* appearance at *Scream* on 12/19... Finding quality entertainment on New Year's Eve shouldn't be a problem: The Palace will host their annual 12-hour bash featuring entertainment by The Bus Boys; *Dave Alvin & his Allnighters* will headline at The Music Machine; for those of you who wish to ring in the new year with The Knack, you can make your dreams a reality at *Madame Wong's*; *Screamin' Jay Hawkins* "rises from his coffin for the first time since 1971" at The Palomino; and *Jane's Addiction* will be celebrating with a gig at the Variety Arts Center.



BAH HUMBIG! - Happy Holidays from Nancy Sinatra and Points West!

...ALL THE NEWS THAT'S PRINT TO FIT - Awards for best live performances of 1987 go to: *Chris Isaak*, *Peter Case*, *X*, *Crowded House*, *Highway 101*, *The Mercy Seat*, *Joe Ely*, *Long Tall Marvin*, *Pink Floyd* (didya see the size of that pig?), *John Hiatt*, *10,000 Maniacs*, *The Long Ryders*, *Terence Trent D'Arby*, *Squeeze*, *Lone Justice*, *k.d. Lang & The Reclines*, *Don Dixon & Marti Jones*, *Dwight Yoakam*, - and yes, *U2* (at the L.A. Sports Arena). I'm assuming that *George Jones'* show with *Rosie Flores* at The Greek Theatre would've been pretty amazing, but it got rained out...

Until next year...

Tom De Savia

Bruce Springsteen

By Joe Levy



Eulogizing Elvis Presley ten years ago rock critic Lester Bangs wrote, "All our public heroes seem to reinforce our own solitude." For Bangs, popular culture and rock 'n' roll represented the only way we had to communicate with each other, or to be attached to the world around us and those in it. "Certain records come out," he once wrote, "And I know I am not alone."

Bruce Springsteen's latest record is partly an attempt to come to terms with that dictum laid out by Bangs. For Elvis it was a certain contempt for his audience and another inescapable pop culture dictum, that the pure products of America go crazy, that left his fans ultimately alone. Springsteen will never sink into contempt for his audience, and in his rewrite of Chuck Berry's "Bye Bye Johnny" (issued as the B side of the "I'm On Fire" single) he's already rejected the craziness that sunk Elvis. But *Tunnel Of Love* (Columbia) is about nothing if not the problem of solitude. Like a song on Side 2 says, "When you're alone you're alone."

Last year at this time Springsteen's five record boxed set *Live/1975-85* was riding high on the charts. By that point Springsteen was as likely to be called an American icon as he was to be called a rock star. He was America's single greatest hero, and the live box was all he could do to live up to the dreams and love with which the public surrounded him. The thing was a rock epic, and if it had a purpose beyond fulfillment of the eleventh commandment (Let It Rock) it was to let us, the audience, know we were not alone. We could

hear ourselves screaming, applauding, cheering - coalescing into a community around a guy who could practically wrap rock 'n' roll up inside himself and go driving off into the night.

Which is precisely what he did this year, delivering an album he made mostly by himself full of smaller songs that often had more to do with folk forms than rock. Because it didn't take much to realize that as successful as the live box was at uniting Springsteen's audience into a community, there were plenty of people not included in his vision of America. The task popular culture set for Springsteen as its greatest hero was impossible, and Bruce did all any artist could do: he created a successful illusion of community. And then, maybe, he found himself facing that illusion and seeing Lester Bangs's dictum: our public heroes reinforce our solitude. So on his new record he takes a step back from heroism and stands alone as an artist contemplating the possibility of true community and the problems of solitude. *Tunnel Of Love* is a record that examines the smallest community of all: man and wife.

A friend of a friend of mine has declared that the album is about "The inability to commit as pathology." Which is another way of saying that *Tunnel Of Love's* message is "Baby, we were born to run away from each other." Everyone on this record is alone, and if they're not there's a third party along spoiling a ride meant for two: "You, me, and all that stuff we're so scared of." Solitude is the inescapable darkness on this record. There's another Lester Bangs dictum that goes (partly) "Nothing can be affirmed till almost everything has been denied." That's what makes this an album of love songs, because to have a shot at making those dreams of love real you have to deny the illusion and look solitude right in the face.

FEATURE SPOTLIGHT

The Rainmakers: Cynicism vs. Rock 'N' Roll Salvation

By Joe Levy



In July of 1986 The Rainmakers released a self-titled debut on Mercury that made a lot of people happy. Not exactly your basic four piece

rock band from Kansas City, Missouri, the Rainmakers played guitar rock you could call quirky, and sang songs about subjects as diverse as welfare, government waste, and rock as salvation. "The first record," says frontman and songwriter Bob Walkenhorst, "We chose one part of the band we were going to focus on: the muscular, pissed off, ranting and raving that is part of our nature, and

Gerald Albright

By Lee Jeske



The reason Gerald Albright, whose debut LP, "Just Between Us" is new from Atlantic, is a saxophonist is in large part due to the fact that he was such a lousy piano student.

"My first introduction to music was through my parents," he says, "who introduced me to the piano. I took lessons for awhile, but I had such bad habits at the piano that my teacher got frustrated and put me on saxophone, which I had more of an inclination for. So I started learning the scales and I got more and more proficient at it. In junior high school and high school I was playing with little bands around the neighborhood - proms, that kind of thing, top stuff. I went to Locke High School in L.A., along with people like Patrice Rushen and Ndugu.

"After that, I went on to college, as a business management major, ignoring in music. Again, I played some proms and weddings for side money. In '79, I graduated and started doing some recording sessions in the L.A. area, and some live work as well - clubs, halls. Then I went on tour with Patrice Rushen, and from that point on, music was my mainstay."

"Just Between Us" is not, for the most part, a jazz album, although Albright is a saxophonist. It is more of an instrumental (and not always instrumental) R & B album, something that's not surprising considering that Gerald's main inspiration on the saxophone is James Brown's longtime associate, Maceo Parker.

"I like to think that I'm proficient in most of the areas. I played jazz sessions with people like Jeff Lorber, and, since I'm a James Brown fanatic, a large part of our nature. We kept the music very sparse, and we kept the opinions on the surface, you didn't have to read between the lines: it's right here, and you may not agree with this, but we're going to say it anyway."

Now The Rainmakers have released a second record, *Tornado*, and things have changed just a bit. Says Walkenhorst, "We wanted this album to reflect what we've experienced this past year...In the past year, we've been to Europe, we've been all over the United States, we've communicated with people in Japan and Australia. It's like, 'My god, all these little countries we saw on the map, they're really out there, and they're great big countries. They're not just one inch by one inch - there's

I played with a lot of funk bands. And I study classical as well. So I would consider myself pretty much a well-rounded player, with an emphasis on R & B at this particular point in my life."

For most of his seven-year professional career, Gerald Albright has been busy in the studios of L.A. - playing behind, amongst others, Ray Parker, Atlantic Starr, Olivia Newton-John and the Temptations - but he has also clocked in road time with, amongst others, Teena Marie, the Winans, Marlena Shaw and Les McCann. But his most visible role has been his recent experience touring with Anita Baker. Anita has a grueling touring schedule that has, for the moment, kept Gerald from forming his own band and showcasing the tunes from his album (a cover of Luther Vandross' "So Amazing" is the album's first single).

"After the Christmas holidays I'm planning on doing some spot dates here and there," he says, "that's where my main source of energy is going to be exerted - rehearsing a band."

"This album is very close to me because within this album is material that I was putting together from as far back as 1985. I've been writing for this album for quite awhile now, and I feel I've been very careful as far as picking the right tunes. I like to think that I'm making a unique statement in that I'm incorporating, on this one album, some straight-ahead, some nice ballads and some funk. So I like to think that I'm making a different-type statement, but it just so happens that it's happening during the time when the saxophone is really prevalent in the listeners' ears."

"This album," says Gerald Albright, "has got something for everybody - different styles of music, different elements, different moods. It pretty much has everything that would appeal to the modern day listening ear."

human beings living there.' We wanted to stretch out and include that world in our songs. And the thing we all have in common is emotion, is our feelings. My little political opinion about welfare in the large scope doesn't matter so much as being able to relate to someone because I know how they feel when they have their heart broken. I think in the big picture that matters more. So we're dealing a lot more with emotion, rather than opinion."

Tornado does have some of the old stuff on it, big songs that deal with big issues like the coming nuclear apocalypse ("Tornado Of Love") and the struggle between idealism and cynicism ("Snakedance," "The Wages Of Sin"). But other songs deal

(Continued on page 121)

Elsewhere in this issue you'll find a list of my ten favorite records of 1987. The records on that list are those I imagine to be organically shaped works of art, or at least pop-craft with wide appeal that has some of the effects of an organically shaped work of art, or something like that. Here's another list, one I'm a bit more comfortable with because it doesn't claim to be anything but a list of records I like. I've left off plenty of fine albums (from the Jesus and Mary Chain to Dave Alvin to Tom Waits) that have gotten their share of critical attention elsewhere. So here's my List Of Good, Little Heard Records I Never Found An Excuse To Write About:

Various Artists, Dance!
Cadence!, (Globestyle Import); *Kassav, Georges Decimus*, (Celluloid); *Jocelyne Beroard, Siwo*, (GD Production Import) - Cadence, or Zouk, is relentless dance music from the French Antilles. The influence of Zairian guitar pop is obvious, but Cadence is a complex creole blend of pan-Caribbean, Latin, African, and American (disco) influences. The first record is a sampler that will provide context and ass-shaking groove, but for the real sweaty, deep dance beats and nothing but, go straight to Zouk masters Kassav. Jocelyne Beroard is a singer for Kassav, and her solo record is a Kassav production that will give you an indication of how poppy and cheesy this stuff can get, lest you think all it is a call to dance, dance, dance.

The Chills, Kaleidoscope World, (Creation Records, Import), and "Love My Leather Jacket" b/w "The Great Escape" (12" single, Normal, Import) - The Chills are a pop band from New Zealand, one of those Flying Nun Records bands you read about so often in fanzines. This is music I really can't describe, which is probably just one of the reasons I like it so much. The guitars layered over keyboards owe something to Tom Verlaine (I guess), and maybe some people think of Brit pop bands like the Smiths when they hear the Chills, but I don't. This is pop that's never sappy and never too self-indulgently moody, though its pleasures may be small. *Kaleidoscope World* collects 8 songs from '81 to '84. It's great, and I hated it the first time I heard it. "Love My Leather Jacket" is a remembrance of a lost friend: elegiac, stirring, kicking pop. I loved it first time out.

Opal, Happy Nightmare Baby, (SST); **Love And Rockets, Earth Sun Moon**, (Big Time) - T. Rex lives. These records prove it.

Miracle Legion, Surprise Surprise, (Rough Trade) - The tag on this New Haven band is that they sound like R.E.M.; in fact, this is how good R.E.M. might sound if they gave one damn about communicating with anyone. This is one of my favorite bands in the world, and if their record is a tad disappointing, it's only because I know that at their best they can capture all the glory and sadness of life as it moves on and on, sometimes for no reason at all, and only sometimes because of things like love and happiness.

Binky Phillips, Binky Phillips (Caroline) - This EP was as good a revisionist guitar rock got in 1987. Phillips is a soulful singer, and his songs aren't nostalgic for 70s rock at all, but the natural progression of hard rock pop.

Band Of Susans, Blessings And Curse, (Trace Elements) - These New Yorkers have a wall-of-guitar drone sound that sits on the pop side of Sonic Youth. One of the best debuts of the year.

White Zombie, Soul Crusher (Silent Explosion) - Bloodless, soulless noise that can't be called music, nakedly anti-social aggression. Living in NYC, the arguement sometimes goes, this makes sense to you, and I've got to admit that on occasion I've believed White Zombie is the sound of the city.

Mofungo, End Of The World Part 2; The Scene Is Now, Total Jive, (both Lost-Twin/Tone) - NYC noise/groove/jazz/experimental music, with The Scene covering the poppier, world music turf. Both bands deliver more pop pleasure than any anyone gives them credit for, and they're both interesting as hell.

Mud Boy And The Neutrons, Known Felons In Drag, (New Rose Import) - Memphis madness from Jim Dickinson (Alex Chilton cohort and producer of the last Replacement's record) and other lesser-known felons. All covers, ranging from the desperation and price of sin expressed in the blues to the wild-party freedom of soul and rock 'n' roll. If, like me, you feel rock isn't weird enough anymore, and pop certainly ain't strange enough, then this will make as much demerited sense to you as it does to me.

Various Artists, The Guitar And The Gun, (Afrigram Import) - This collection of Ghanaian highlife dance music is capable of blowing your mind just like any and all examples of African polyphony and polyrhythm: by delivering an impossibly complex dose of musical information combined with an impossibly strong dose of pure, danceable joy. This collection samples gospel, pop, and cultural (traditional) highlife, and though it would be stronger without the rootsy stuff it's still a fine introduction to an essential world music.

Pet Shop Boys, Pet Shop Boys Actually, (Manhattan) - Self-aware *scholck* - maybe a little too self-aware to be *scholck* - it evades the general rock critical categories of "rock" and "soul." A record of lush, overdone pop; this is the sort of music punk was supposed to save us from. A meditation on the modification of all things and emotions. From dancing to love, if the Pet Shop Boys sing about it, you can buy it.

Silos, Cuba, (Record Select) - Small stories of love, marriage, and what it's like to drive down the highway and hear your favorite record on the radio. All this set to country and rock that'd do, well, Keith Richards and Jonathan Richmond proud. In short, the sort of record I'd make if I was capable of making records.

Joe Levy

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The Toast of Both Coasts

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Fore

Butler

Falcon-Gonzalez

Mitchell

Fore Appointed – Jonathan Mann, president of Jumpstreet Records announced the appointment of Gregg Fore to the position of vice president of Special Projects for the music label. Fore will handle marketing, merchandising, label distribution and coordinate promotional activities for Jumpstreet and its affiliates.

Butler Named – Capitol Records has named Rod Butler National director of Promotion, East Coast. He remains based in the label's Hackensack office. Butler reports to vice president Hank Talbert.

Falcon-Gonzalez Promoted – Marge Falcon-Gonzalez has been named publicist/national ticket coordinator for Warner Bros. Records, it was announced by Bob Merlis, vice president/director of Publicity. Falcon-Gonzalez will oversee ticket acquisition for publicity purposes for all Warner Bros. Records artists on a national basis.

Mitchell Designated To Open New Office – Mitchell Krasnow has been designated the new Chicago A&R director for Elektra Records, it was announced by Howard Thompson, vice president of A&R East Coast. Krasnow will relocate to Chicago and begin scouting new artists throughout the midwest region.

Resnikoff Upped – Bruce Resnikoff has been promoted to vice president, special markets & products, MCA Records. The announcement was made by Myron Roth, president, MCA Records. Resnikoff will supervise the exploitation of MCA's catalogue through non-retail channels, and the repackaging of MCA's current masters and catalogue.

Elektra Expands – Robin Sloane, Elektra's vice president of Video, will relocate to the company's Los Angeles office in January, 1988. Sloane is moving West to concentrate on video production and the expansion of Elektra Entertainment, the company's home video division. Steve Schnur has been appointed national director of Video Marketing and Promotion. He will remain in New York where he most recently served as Northeast regional director of AOR promotion. The changes were announced today by Hale Milgrim, the label's senior vice president of marketing.

Goldman Joins – Personics Corporation announced the appointment of Elliot Goldman to Personics' board of directors. Mr. Goldman was president and ceo of RCA/Ariola.

Hatcher Forms Company – Lib Hatcher announced the formation and formalization of Special Moments Promotions for the exclusive promotion of Randy Travis appearances. Heading up the new organization for Hatcher as vice president/touring director is Jeff Davis.

Graham Appointed – Diana Graham has been appointed vice president, International, BMG Music Publishing, it was announced today by Nicholas Firth, worldwide president, BMG Music Publishing. Ms. Graham will be based in London, where she will be responsible for the international acquisition and coordination of product for BMG Music Publishing.

Yancy Named – Jay Yancy has joined Goodtimes Home Video Corp. as vice president sales/marketing, it was announced this week by Company president Joe Cayre. Yancy will work directly with Cayre.

New Post For McCloskey – Michael Levine, president, Michael Levine Public Relations Co., has announced the appointment of Jason McCloskey as a senior account executive in the company's Television and Film Department in Los Angeles effective immediately.

WEA Changes – Bill Biggs, Regional Atlanta branch manager for Warner/Elektra/Atlantic Corporation, announces the appointment of J.C. Azzi as a field merchandiser for the Miami Sales Office. Pete Stocke, regional vice president/New York branch manager for the Warner/Elektra/Atlantic Corporation, announces the appointment of Ron Zwicker, a field merchandiser, as a sales representative for the Boston Market.

Carolco Agreement – Carolco Pictures Inc. (CRC/NYSE) has signed an agreement with LoveLand Music Inc., whereby Steve Love will become vice president of Carolco Music, a new division of Carolco Pictures Inc., it was announced today by Carolco president Peter Hoffman.

Berkowitz Named – Alan I. Berkowitz has been named president of RPR Productions, the sports programming production and distribution arm of Blair Entertainment. Berkowitz will continue in his current position as senior vice president of Blair Entertainment with responsibility for advertiser-supported programming.

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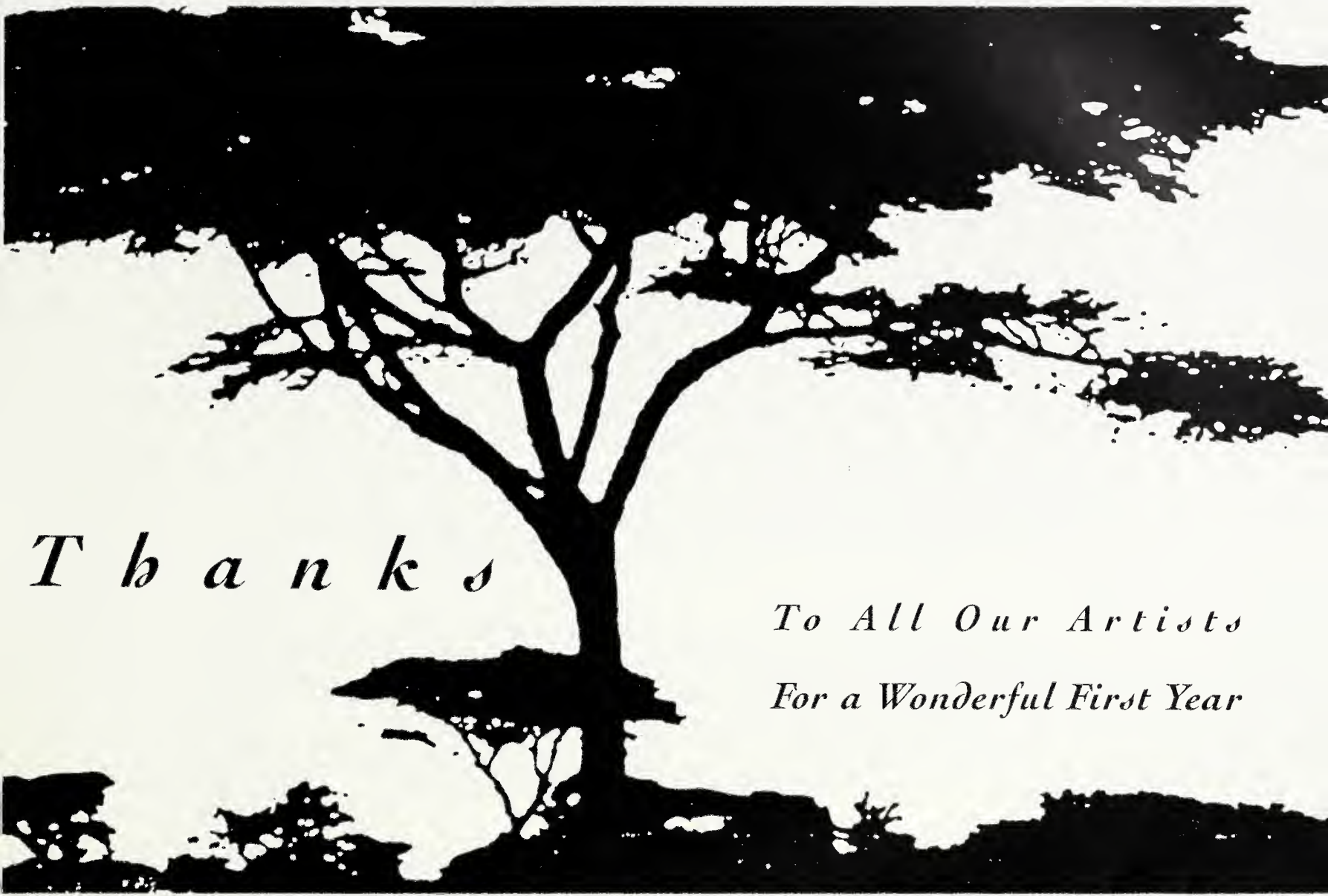
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Produced by Paul Gray & Jim Taig except "When The World Is A Home" and "I Could Make You Love Me" produced by Chris Cameron for Dodgy Productions.

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T h a n k s

*To All Our Artists
For a Wonderful First Year*

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• A • W • A • R • D • S •

TOP 50 POP ALBUMS

- Slippery When Wet - Bon Jovi - Mercury/PolyGram
 The Joshua Tree - U2 - Island/Atlantic
 Whitesnake - Whitesnake - Geffen
 Raveland - Paul Simon - Warner Brothers
 Licensed To Ill - Beastie Boys - Def Jam/Columbia
 Whitney - Whitney Houston - Arista
 Tango In The Night - Fleetwood Mac - Warner Brothers
 Bad Animals - Heart - Capitol
 Rigger And Deffer - L.L. Cool J - Def Jam/Columbia
 Duotones - Kenny G - Arista
 La Bamba - Original Motion Picture Soundtrack -
 Slash/Warner Brothers
 Invisible Touch - Genesis - Atlantic
 Girls, Girls, Girls - Motley Crue - Elektra
 Hysteria - Def Leppard - Mercury/PolyGram
 Bad - Michael Jackson - Epic
 In The Dark - Grateful Dead - Arista
 Look What The Cat Dragged In - Poison - Enigma/Capitol
 A Momentary Lapse Of Reason - Pink Floyd - Columbia
 Solitude Standing - Suzanne Vega - A & M
 Crowded House - Crowded House - Capitol
 Back In The High Life - Steve Winwood - Island/Warner Brothers
 Tribute - Ozzy Osbourne/Randy Rhoads - Epic
 Sign "O" The Times - Prince - Paisley Park/Warner Brothers
 Spanish Fly - Lisa Lisa And Cult Jam - Columbia
 Dirty Dancing - Original Motion Picture Soundtrack -RCA
26. Tunnel Of Love - Bruce Springsteen - Columbia
 27. The Lonesome Jubilee - John Cougar Mellencamp - Mercury/PolyGram
 28. Trio - Dolly Parton, Linda Ronstadt, Emmylou Harris - Warner Brothers
 29. Document - R.E.M. - I.R.S.
 30. Who's That Girl - Original Motion Picture Soundtrack - Warner Brothers
 31. Crushin' - The Fat Boys - Tin Pan Apple/PolyGram
 32. Beverly Hills Cop II - Original Motion Picture Soundtrack - MCA
 33. Into The Fire - Bryan Adams- A & M
 34. I Never Say Goodbye - Sammy Hagar - Geffen
 35. Big Generator - Yes - Atco/Atlantic
 36. Hold Your Fire - Rush - Mercury/PolyGram
 37. No Protection - Starship - RCA
 38. Let Me Up (I've Had Enough) - Tom Petty And The Heartbreakers -
 MCA
 39. Lost Boys - Original Motion Picture Soundtrack - Atlantic
 40. Never Let Me Down - David Bowie - EMI America
 41. One Voice - Barbara Streisand - Columbia
 42. ...Nothing Like The Sun - Sting - A & M
 43. Jody Watley - Jody Watley - MCA
 44. Kiss Me, Kiss Me, Kiss Me - The Cure - Elektra
 45. It Just Gets Better With Time - Whispers - Solar/Capitol
 46. Permanent Vacation - Aerosmith - Geffen
 47. Vital Idol - Billy Idol - Chrysalis
 48. Keep Your Eye On Me - Herb Alpert - A & M
 49. Crazy Nights - Kiss - Mercury/PolyGram
 50. Door To Door - The Cars - Elektra

• A • W • A • R • D • S •

TOP 50 POP SINGLES

- Lead To Toe - Lisa Lisa And Cult Jam - Columbia
 Wanna Dance With Somebody (Who Loves Me) - Whitney Houston -
 Arista
 Shakedown (From Beverly Hills Cop II) - Bob Seger -Columbia
 Want Your Sex - George Michael - Columbia
 Living On A Prayer - Bon Jovi - Mercury/PolyGram
 Here I Go Again - Whitesnake - Geffen
 Always - Atlantic Starr - Warner Brothers
 Nothing's Gonna Stop Us Now - Starship - RCA
 Alone - Heart - Capitol
 Looking For A New Love - Jody Watley - MCA
 La Bamba - Los Lobos - Slash/Warner Brothers
 With Or Without You - U2 - Island/Atlantic
 I Knew You Were Waiting For Me - Aretha Franklin And
 George Michael - Arista
 Who's That Girl - Madonna - Sire
 Open Your Heart - Madonna - Sire
 I Still Haven't Found What I'm Looking For - U2 -Island/Atlantic
 You Keep Me Hanging On - Kim Wilde - MCA
 Jacob's Ladder - Huey Lewis And The News - Chrysalis
 I Just Can't Stop Loving You - Michael Jackson With Siedah Garrett -
 Epic
 Lost In Emotion - Lisa Lisa And Cult Jam - Columbia
 Lean On Me - Club Nouveau - King Jay/Warner Brothers
 Don't Dream It's Over - Crowded House - Capitol
 Will You Still Love Me - Chicago - Full Moon/Warner Brothers
 Bad - Michael Jackson - Epic
 Lady In Red - Chris DeBurgh - A & M
26. Songbird - Kenny G - Arista
 27. At This Moment - Billy Vera And The Beaters - Rhino/Capitol
 28. U Got The Look - Prince - Paisley Park/Warner Brothers
 29. Causing A Commotion - Madonna - Sire
 30. Didn't We Almost Have It All - Whitney Houston - Arista
 31. I Just Died In Your Arms - Cutting Crew - Virgin/Atlantic
 32. I Think We're Alone Now - Tiffany - MCA
 33. In Too Deep - Genesis - Atlantic
 34. Shake You Down - Gregory Abbott - Columbia
 35. Let's Wait Awhile - Janet Jackson - A & M
 36. Carrie - Europe - Epic
 37. Casanova - Levert - Atlantic
 38. Heart And Soul - T'Pau - Virgin
 39. Mony Mony - Billy Idol - Chrysalis
 40. Tonight Tonight Tonight - Genesis - Atlantic
 41. Sign "O" The Times - Prince - Paisley Park/Warner Brothers
 42. You Got It All - The Jets - MCA
 43. Mandolin Rain - Bruce Hornsby And The Range - RCA
 44. Somewhere Out There (From "An American Tail") - Linda Ronstadt
 And James Ingram - MCA
 45. I Heard A Rumour - Bananarama - London/PolyGram
 46. La Isla Bonita - Madonna - Sire
 47. Only In My Dreams - Debbie Gibson - Atlantic
 48. Point Of No Return - Expose - Arista
 49. (You Gotta) Fight For Your Right (To Party) - Beastie Boys -
 Def Jam/Columbia
 50. Keep Your Hands To Yourself - Georgia Satellites - Elektra

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Songwriters

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Composers

Winners

in

CASH BOX's

Year-End

Awards

MCA Music Publishing Broadens Overseas Bases

LOS ANGELES - MCA Music Publishing President Leeds Levy recently announced the expansion of MCA's music publishing operation in Europe. Fueled by creative opportunities in the international marketplace, MCA has organized new operations in France and Germany. This move is designed to strengthen MCA's presence in the international publishing community. The focus of these satellites is the growth of MCA's publishing interests via acquisition and representation of rights to local and international copyrights.

In the reorganization of its French office, MCA has appointed Tom Arena as Managing Director. Arena has been with Intersong Music in Paris as general manager for the past three years. The newly opened German office, located in Hamburg, will be headed by Adrian Wolf. Wolf was previously with the Peer Southern Organization, most recently serving in the capacity of manager of international publishing. As managing directors, Arena and Wolf will oversee all aspects of MCA music business in their respective countries.

Clifton Chenier, "The King Of Zydeco," Dies

NEW YORK - Clifton Chenier, the gracious, accordion-playing "King Of Zydeco" (in his younger day, he frequently wore a crown onstage), died December 12 in Lafayette, Louisiana at the age of 62. Chenier had been in ill health for a number of years due to diabetes, but - despite numerous operations and constant dialysis - he continued to tour until last month.

Clifton Chenier's popularity had grown in recent years, as the craze for Cajun made zydeco bands a hot item. But Chenier was touring

and recording in Louisiana from the early '50s, helping to forge and solidify zydeco - a dance music hybrid of Cajun waltzes and two-steps and the blues. He called himself "the King of Zydeco" and nobody ever challenged his title - as Chenier and his Red Hot Louisiana Band barnstormed Louisiana and, eventually, the world.

Chenier recorded prolifically - most notably, since 1964, for Arhoolie Records - and was the subject of *Hot Pepper*, a 1973 documentary by filmmaker Les Blank.



YOU CAN RING MY BELL - Jive recording artist Vanessa Bell is currently starring in the Broadway production of "Don't Get God Started," as well as promoting her new self-titled pop-flavored album. Greeting Vanessa after opening night on Broadway are, from left, Michael Dornemann, co-chairman, Bertelsmann Music Group and president, BMG Music; Bubbiack, president, RCA Records; Paul Katz, vp of business affairs, Jive Records; Arnold Dornemann, sr. vp of BMG-Central Europe; and Barry Weiss, vp of marketing and business operations, Jive Records.

NEW YORK - If you'd sat down at the end of December and asked a hoary host of music industry insiders to predict what the big stories of 1987 would be, they probably could have just scratched their heads. Oh sure, there were certainties, sure-fire smashes. Everyone knew new Beatles CDs were coming, and Michael Jackson record was due. But at the same time, some of the trends that emerged over the last year - big sales for metal, big sales for former alternative music stars U2 and R.E.M., big sales for teen oriented dance music, and comebacks for older stars like the Grateful Dead - were quirks. This is

an unpredictable industry, because its greatest smashes depend on those moments when the public's taste, a performer's talent, and the industry's support come together at once. Even the most prescient pop music minds can't account for all three of those factors, and that's just



KANE GANG RIDES AGAIN - With their Capitol single "Motortown" in the Top 40, British trio The Kane Gang recently signed an international co-publishing agreement with SBK Entertainment World Inc. Pictured (l-r): Paul Woods, Kane Gang; Martin Bandier, vice chairman, SBK; David Brewis, Martin Brammer, Kane Gang; and Nancy Brennan, director of creative operations, international for SBK.



THERE'S GOLD ON THEM THERE WALLS - Jive's Glenn Jones and RCA's Chad met each other recently to check out the gold records in RCA's L.A. office. Glenn (left) is currently touring in support of his hit single "We've Only Just Begun (The Romance Is Not Over)," and Chad is on a press tour promoting his debut album, "Fast Music, Love & Promises."

On The Road In 1987

By Tom De Savia

LOS ANGELES - Though not the most financially rewarding year ever, 1987 - the year in tours was never dull... They were all out there: U2, Whitney Houston, Madonna - even Lynyrd Skynyrd decided to once again give the road a shot. Among the biggest news: Michael Jackson kicked off his world tour in Tokyo; U2 demonstrated their stamina by concluding an 18 month sold-out world tour this year; Whitney Houston and her sophisticated pop stylings packed concert halls everywhere; and, alas, The Rolling Stones did not tour.

The arena tour returned full-throttle in 1987, spearheaded by David Bowie's financially successful but critically slammed "Glass Spider" tour. The elaborately produced shows featured a bevy of dancers, Bowie's customary lapses into (overblown?) theatrics as well as the addition of guitarist Peter Frampton (...remember him? He did pretty well on the live circuit a few years back).

Box-office failure notwithstanding, Madonna returned to the stage and proved one of the year's most successful concert draws on her "Who's That Girl" tour. With these appearances, La Madonna showcased a stronger voice and elaborate dance productions that shocked and

(Continued on page 88)

Dinosaur Rockers Rise Up In '87

By Julius Robinson

LA BREA TAR PITS, LOS ANGELES - This was the year we saw the immaculate resurrection of several of rock's ancient lizards. Atmospheric conditions were perfect for such a resuscitation. CD's with their studio-quality sound created a flood of reissues including such classics as *Sgt. Pepper*, *Are You Experienced?* and *Disraeli Gears*. Add to this the resurgence of oldies radio - and burp-slop-rumble...out of the tar reared the not-so-ugly head of

dinosaur rock. Moreover, several of these vintage fossils managed to write and record some vital new releases this year. So let's strap on our hip-boots, put on our pith helmets, load up the elephant gun and review 1987 - the year Brontosaurus rocked.

The band that never dies, The Grateful Dead, released *In The Dark*, and delivered a hit, the optimistic "Touch of Grey". Although the band had enjoyed a tenacious following

(Continued on page 118)

The Year To Come: A Look In The Cash Box Crystal Ball

By Joe Levy

one of the things that makes the music business more exciting and interesting than just about anything else.

Still, there are a number of projects in the works by established superstars that are sure to be big in the coming months. 1988 should bring a

number of follow-up albums by the biggest stars of the last two years, a number of tours by the biggest stars of the last few months, and number of surprises.

At the top of the list are two tours by artists riding high on the charts right now. According to an Epic spokesman, Michael Jackson will bring his "Bad" tour to the U.S. by the spring. At presstime, a small number of dates for his European tour, set to start in July, had been announced, and 3 shows at London's Wembley Stadium immediately sold out. Here at home, Jackson will be playing in-

(Continued on page 86)

January

J



Westwood One acquires Radio & Records

February

- WW1 co-sponsors Heart and The Judds concert tours with Sun Country Cooler
- Westwood One celebrates *Rolling Stone Magazine's* 20th Anniversary with 4 specials in 1987
- Westwood One Inc. announces record 1986 earnings
- *Rock & Roll Never Forgets* premieres
- Norman Pattiz named 1986 Executive Of The Year by *Executive* magazine

March

- Westwood One and Cherry Coke team up for summer concert promotion
- Westwood One and Milky Way co-sponsor REO Speedwagon tour
- The Pretenders live via satellite
- *Moonlight, Memories & Miller* with James Stewart
- Westwood One announces 3-for-2 stock split

April

- Westwood One announces multi-year affiliation with Legacy Broadcasting
- *Puttin' On The Ritz* celebrates Big Bands on Mutual
- Elton John on *BBC Concert Classics*
- Mutual wins Ohio State Award for *America In The Morning*
- *American Dance Traxx* premieres on WW1
- 10th Annual Prince's Trust Concert

May

- Westwood One announces affiliation with VOA-Europe
- Dr. Toni Grant Day proclaimed in L.A.
- Mutual PM debuts
- *60's At The Beeb* broadcast on WW1
- *New Faces In Country Music* on Mutual
- Westwood One & Showtime simulcast Paul Simon
- *The Next President With David Frost* on Mutual
- Norm Pattiz delivers keynote speech at Music Symposium

June

J

- *Amnesty International Concert* broadcast
- Mutual News wins 1987 Janus Award for Best Radio Documentary
- Former President Jimmy Carter guests on *The Larry King Show*

July

- Westwood One acquires KM Records
- Robb Weller, Sugar Ray Leonard join Mutual PM lineup
- Westwood One/Oxy 10 co-sponsor Starship tour
- Westwood One/Showtime simulcast Elton John
- Bob Hope guests with Larry King

August



Westwood One announces acquisition of NBC Radio Networks

September

- *The Beatles: Rubber Soul To Sgt. Pepper* on WW1
- *Isle Of Dreams* on WW1
- *Superjam '87* on WW1
- *Working Class Heroes* on Mutual
- Cinderella performs in Monroe, La. for Rockin' Cherry Thunder Contest
- Mutual unveils Notre Dame, NFL schedules

October

- *Steve Allen Show* debuts on NBC Radio Network
- Westwood One and Coors co-sponsor Four Play tour
- Westwood One/Kenwood USA co-sponsor Fleetwood Mac tour
- Mutual presents Country Music Assn. Awards
- Westwood One to distribute *Rock Over London* series

November

- *A Very Special Christmas* on WW1
- *Kenny Rogers—Two Portraits Of A Superstar* on WW1 & Mutual
- *CMA Winners Circle* on Mutual
- Jethro Tull, Supertramp headline *BBC Concert Classics*
- *Fleetwood Mac Live Album Party* on WW1

December

- Donald Regan joins NBC Radio Network
- *John Lennon Remembered* on WW1
- Dara Welles joins Talknet
- Two-part Doors special on NBC Radio Entertainment
- *Stars of Superstar Concert Series* on WW1
- *Christmas In The Heartland* with The Judds on Mutual

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LABEL OF THE YEAR/POP ALBUMS –
COLUMBIA RECORDS



POP ALBUMS/SPECIAL ACHIEVEMENT – EPIC
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For *BAD*, the first album in the history of CASH BOX charts to simultaneously debut at number 1 on two different charts. *BAD* entered the charts at number 1 on the top 200 albums and number 1 on the top 75 B/C Album chart.

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YEAR – COLUMBIA RECORDS & DEF JAM/COLUMBIA
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ALBUMS – CAPITOL RECORDS



LABEL OF THE YEAR/BLACK CONTEMPORARY
SINGLES – MCA RECORDS

LABEL OF THE YEAR/JAZZ ALBUMS –
MANHATTAN/BLEU NOTE



LABEL OF THE YEAR/MUSIC VIDEO –
Geffen RECORDS



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Def Jam Recordings

**Columbia Records salutes
Russell Simmons, Rick Rubin,
their staff and all their
DEF JAM artists
for another great year!**

CRITICAL DECISIONS

Cash Box Employees Choose Their Top Ten Albums Of The Year

Cynthia Banta

1. George Michael – *Faith* – Columbia
2. Sting – *...Nothing Like The Sun* – A&M
3. George Harrison – *Cloud Nine* – Dark Horse/WB
4. *Dirty Dancing* – Original Motion Picture Soundtrack – RCA
5. Bruce Springsteen – *Tunnel Of Love* – Columbia
6. Carly Simon – *Coming Around Again* – Arista
7. Stevie Wonder – *Characters* – Motown
8. Whitney Houston – *Whitney* – Arista
9. *La Bamba* – Original Motion Picture Soundtrack – Slash/WB
10. Fleetwood Mac – *Tango In The Night* – Warner Bros.

Scott Chambliss

(listed alphabetically by artist)

1. Michael Brecker – *Michael Brecker* – MCA/Impulse
2. Al Di Meola – *Tirami Su* – EMI/Manhattan
3. INXS – *Kick* – Atlantic
4. Manhattan Transfer – *Brasil* – Atlantic
5. Pink Floyd – *A Momentary Lapse Of Reason* – Columbia
6. Robbie Robertson – *Robbie Robertson* – Geffen
7. Rush – *Hold Your Fire* – Mercury/PG
8. The Winans – *Decisions* – Qwest/WB
9. Stevie Wonder – *Characters* – Motown
10. Yes – *Big Generator* – Atco

Shari Chambliss

(listed alphabetically by artist)

1. Paul Carrack – *One Good Reason* – Chrysalis
2. Terence Trent D'Arby – *Introducing The Hardline According To Terence Trent D'Arby* – Columbia
3. Don Dixon – *Romeo At Julliard* – Enigma
4. Michael Franks – *The Camera Never Lies* – Warner Bros.
5. INXS – *Kick* – Atlantic
6. Prince – *Sign "O" The Times* – Paisley Park/WB
7. Robbie Robertson – *Robbie Robertson* – Geffen
8. Sting – *...Nothing Like The Sun* – A&M
9. The Truth – *It's Hidden* (From the film *The Hidden*) – I.R.S. (7" single)
10. Stevie Wonder – *Characters* – Motown

Kevin Coogan

1. Prince – *Sign "O" The Times* – Paisley Park/WB
2. Robbie Robertson – *Robbie Robertson* – Geffen
3. Red Hot Chili Peppers – *The Uplift Mofo Party Plan* – EMI/Manhattan
4. Professor Longhair – *Houseparty New Orleans Style, The Lost Sessions 1971-1972* – Rounder
5. Neville Brothers – *Treacherous - A History Of The Neville Brothers 1955-1985* – Rhino
6. Jane's Addiction – *Jane's Addiction* – Triple X
7. Sonic Youth – *Sister* – SST
8. Van Morrison – *Poetic Champions Compose* – Mercury/PG
9. John Zorn – *Spillane* – Nonesuch/Elektra
10. The Radiators – *Law Of The Fish* – Epic

Richard F. D'Antonio

1. K.T. Oslin – *80's Ladies* – RCA
2. Ricky Van Shelton – *Wild-Eyed Dream* – Columbia
3. Highway 101 – *Highway 101* – Warner Bros.
4. Billy Joe Royal – *Royal Treatment* – Atlantic America
5. Alabama – *Just Us* – RCA
6. Ray Price – *Greatest Hits Volume 2* – Step One
7. Holly Dunn – *Cornerstone* – MTM
8. T. Graham Brown – *Brilliant Conversationalist* – Capitol
9. Randy Travis – *Always And Forever* – Warner Bros.
10. Rosanne Cash – *King's Record Shop* – Columbia

Kerry Day

1. Madonna – *You Can Dance* – Sire/WB
2. *Who's That Girl* – Original Motion Picture Soundtrack – Sire/WB
3. Icehouse – *Man Of Colours* – Chrysalis
4. Suzanne Vega – *Solitude Standing* – A&M
5. Bruce Springsteen – *Tunnel Of Love* – Columbia
6. Earth, Wind & Fire – *Touch The World* – Columbia
7. Steve Winwood – *Chronicles* – Island
8. U2 – *The Joshua Tree* – Island
9. George Michael – *Faith* – Columbia
10. *A Very Special Christmas* – Various Artists – Special Olympics/A&M

Tom De Savia

1. Don Dixon – *Romeo At Julliard* – Enigma
2. Chris Isaak – *Chris Isaak* – Warner Bros.
3. Dolly Parton, Linda Ronstadt, Emmylou Harris – *Trio* – Warner Bros.
4. Rosanne Cash – *King's Record Shop* – Columbia
5. Paul Carrack – *One Good Reason* – Chrysalis
6. John Hiatt – *Bring The Family* – A&M
7. Leslie Phillips – *The Turning* – Myrrh/A&M
8. Linda Ronstadt – *Canciones De Mi Padre* – Asylum
9. k.d. lang and The Reclines – *Angel With A Lariat* – Sire/WB
10. Eliza Gilkyson – *Pilgrims* – Gold Castle/PG

Sam Durham

1. Julio Iglesias – *Un Hombre Solo* – Columbia
2. George Harrison – *Cloud Nine* – Dark Horse/WB
3. Michael Jackson – *Bad* – Epic
4. Ennio Morricone – *The Untouchables* - (Original Motion Picture Soundtrack) – Atlantic
5. Swing Out Sister – *It's Better To Travel* – Mercury/PG
6. Whitney Houston – *Whitney* – Arista
7. Michael Franks – *The Camera Never Lies* – Warner Bros.
8. Tony Bennett – *Bennett/Berlin* – Columbia
9. Linda Ronstadt – *Canciones De Mi Padre* – Asylum
10. *La Bamba* – Original Motion Picture Soundtrack – Slash/WB

Gene Ferriter -- Top 10 Jazz Albums

(listed alphabetically by artist)

1. Michael Brecker – *Michael Brecker* – MCA/Impulse
2. Jack DeJohnette – *Irresistible Forces* – MCA/Impulse
3. Peter Erskine – *Transition* – Passport/Denon
4. Charlie Haden – *Quartet West* – Verve/PolyGram
5. Allan Holdsworth – *Sand* – Relativity
6. Marc Jordan's Bass Desires – *Second Sight* – ECM
7. Pat Metheny – *Still Life (talking)* – Geffen
8. Mulgrew Miller – *Wingspan* – Landmark
9. Michele Petrucciani – *Power Of Three* – Blue Note
10. Wayne Shorter – *Phantom Navigator* – Columbia

Joe Henderson

1. Randy Travis – *Always And Forever* – Warner Bros.
2. Waylon Jennings – *A Man Called Hoss* – MCA
3. K.T. Oslin – *80's Ladies* – RCA
4. George Strait – *Ocean Front Property* – MCA
5. Billy Joe Royal – *Royal Treatment* – Atlantic America
6. Hank Williams Jr. – *Born To Boogie* – Warner Bros./Curb
7. Holly Dunn – *Cornerstone* – MTM

8. Charley Pride – *After All This Time* – 16th Avenue
9. T. Graham Brown – *Brilliant Conversationalist* – Capitol
10. Reba McEntire – *The Last One To Know* – MCA

Kevin Hughes

1. Restless Heart – *Wheels* – RCA
2. Exile – *Shelter From The Night* – Epic
3. T. Graham Brown – *Brilliant Conversationalist* – Capitol
4. The Shooters – *The Shooters* – Epic
5. John Cougar Mellencamp – *The Lonesome Jubilee* – Mercury/PG
6. Michael Martin Murphey – *Americana* – Warner Bros.
7. Steve Wariner – *It's A Crazy World* – MCA
8. Charlie Daniels Band – *Powder Keg* – Epic
9. Rosanne Cash – *King's Record Shop* – Columbia
10. Sawyer Brown – *Somewhere In The Night* – Capitol/Curb

Lee Jeske -- Top 10 Jazz Albums

(listed alphabetically by artist)

1. Benny Carter/The American Jazz Orchestra – *Central City Sketches* – Musicmasters
2. Ornette Coleman – *In All Languages* – Caravan of Dreams
3. Hilton Ruiz Ensemble – *Something Grand* – RCA Novus
4. Steve Lacy Sextet – *Momentum* – RCA Novus
5. Sonny Rollins – *G-Man* – Milestone
6. Maxine Sullivan – *Together* – Atlantic
7. Sun Ra Arkestra – *Reflections in Blue* – Black Saint
8. Cecil Taylor – *For Olim* – Soul Note
9. Steve Turre – *Viewpoint* – Stash
10. Cassandra Wilson – *Days Aweigh* – JMT

Wade Jessen

1. Judy Rodman – *A Place Called Love* – MTM
2. K.T. Oslin – *80's Ladies* – RCA
3. Charley Pride – *After All This Time* – 16th Avenue
4. Highway 101 – *Highway 101* – Warner Bros.
5. Forester Sisters – *You Again* – Warner Bros.
6. Moe Bandy – *You Haven't Heard The Last Of Me* – MCA/Curb
7. George Strait – *Ocean Front Property* – MCA
8. Tammy Wynette – *Higher Ground* – Epic
9. Becky Hobbs – *Hottest "Ex" In Texas* – Beccaroo
10. George Jones – *Super Hits* – Epic

Joe Levy

1. Prince – *Sign "O" The Times* – Paisley Park/WB
2. Sly & Robbie – *Rhythm Killers* – Island
3. George Michael – *Faith* – Columbia
4. Bruce Springsteen – *Tunnel Of Love* – Columbia
5. Sonic Youth – *Sister* – SST
6. The Replacements – *Pleased To Meet Me* – Sire/WB
7. Salt-n-Pepa – *Hot, Cool & Vicious* – Next Plateau
8. Tom Verlaine – *Flash Light* – I.R.S.
9. Pussy Galore – *Pussy Galore, Right Now!* – Caroline
10. Ladysmith Black Mambazo – *Shakazulu* – Warner Bros.

Bob Long

1. Stevie Wonder – *Characters* – Motown
2. Michael Jackson – *Bad* – Epic
3. Lou Rawls – *Family Reunion* – Gamble & Huff
4. David Ruffin & Eddie Kendrick – *Ruffin & Kendrick* – RCA
5. Earth, Wind & Fire – *Touch The World* – Columbia
6. O'Jays – *Let Me Touch You* – Philadelphia International/EMI
7. Temptations – *Together Again* – Motown
8. Angela Winbush – *Sharp* – Mercury/PG
9. Isley-Jasper-Isley – *Different Drummer* – CBS Associated
10. Kenny G – *Duotones* – Arista

Julius Robinson

1. XTC – *Skylarking* – Geffen
2. Robbie Robertson – *Robbie Robertson* – Geffen
3. Yes – *Big Generator* – Atco
4. Bruce Springsteen – *Tunnel Of Love* – Columbia
5. Mr. Mister – *Go On...* – RCA
6. Sting – *...Nothing Like The Sun* – A&M
7. Go West – *Dancing On The Couch* – Chrysalis
8. The Dukes Of Stratosphere – *Chips From The Chocolate Fireball* – Geffen
9. Pink Floyd – *A Momentary Lapse Of Reason* – Columbia
10. REM – *Document* – I.R.S.

Gary Starr

1. Yes – *Big Generator* – Atco
2. Def Leppard – *Hysteria* – Mercury/PG
3. Foreigner – *Inside Information* – Atlantic
4. Rush – *Hold Your Fire* – Mercury/PG
5. Bryan Adams – *Into The Fire* – A&M
6. Lou Gramm – *Ready Or Not* – Atlantic
7. Whitesnake – *Whitesnake* – Geffen
8. Heart – *Bad Animals* – Capitol
9. The Judds – *Heartland* – RCA/Curb
10. Aerosmith – *Permanent Vacation* – Geffen

Beth Vaughn

1. Randy Travis – *Always And Forever* – Warner Bros.
2. Restless Heart – *Wheels* – RCA
3. Reba McEntire – *Greatest Hits* – MCA
4. Tanya Tucker – *Love Me Like You Used To* – Capitol
5. Highway 101 – *Highway 101* – Warner Bros.
6. Dolly Parton, Linda Ronstadt, Emmylou Harris – *Trio* – Warner Bros.
7. The Judds – *Heartland* – RCA/Curb
8. Reba McEntire – *The Last One To Know* – MCA
9. Lee Greenwood – *If There's Any Justice* – MCA
10. John Cougar Mellencamp – *The Lonesome Jubilee* – Mercury/PG

Cecilia Walker

1. Dolly Parton, Linda Ronstadt, Emmylou Harris – *Trio* – Warner Bros.
2. Highway 101 – *Highway 101* – Warner Bros.
3. K.T. Oslin – *80's Ladies* – RCA
4. Juice Newton – *Emotion* – RCA
5. Holly Dunn – *Cornerstone* – MTM
6. John Cougar Mellencamp – *The Lonesome Jubilee* – Mercury/PG
7. Dave Alvin – *Romeo's Escape* – Epic
8. Rosanne Cash – *King's Record Shop* – Columbia
9. Restless Heart – *Wheels* – RCA
10. Kathy Mattea – *Untasted Honey* – Mercury/PG

Phyllis Wickham

1. Prince – *Sign "O" The Times* – Paisley Park/WB
2. Stevie Wonder – *Characters* – Motown
3. Steve Winwood – *Chronicles* – Island
4. U2 – *The Joshua Tree* – Island
5. Sting – *...Nothing Like The Sun* – A&M
6. Bruce Springsteen – *Tunnel Of Love* – Columbia
7. Pink Floyd – *A Momentary Lapse Of Reason* – Columbia
8. Dolly Parton, Linda Ronstadt, Emmylou Harris – *Trio* – Warner Bros.
9. Whitney Houston – *Whitney* – Arista
10. Billy Joel – *Kohuept* – Columbia

YOU MADE OUR YEAR



ASCAP members, you did it. You made 1987 a banner year—a year of acclaim and achievements in the music world.

You captured top awards in virtually every music category. And in all media.



Because of your talents, ASCAP music dominated the charts all year long. All our accomplishments are yours.

From encouraging new talent through the ASCAP Foundation to protecting the rights of all who create music.



The way you make music made the difference.

The way you make music made our year.



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American Society of Composers, Authors & Publishers

Best Of The Year
Records

Top A/C Groups

- 1. Genesis – Atlantic
- 2. Huey Lewis And The News – Chrysalis
- 3. Bruce Hornsby And The Range – RCA
- 4. Starship – RCA
- 5. Fleetwood Mac – Warner Brothers

Most Promising A/C Group

Bruce Hornsby & The Range – RCA

Top Female Groups

- 1. Expose – Arista
- 2. Bangles – Columbia
- 3. Mananarama – London/PolyGram

Most Promising Female Group

Manarama – London/PolyGram

Top Mixed Groups

- 1. Lisa Lisa & Cult Jam – Columbia
- 2. Heart – Capitol
- 3. Starship – RCA
- 4. The Jets – MCA
- 5. Fleetwood Mac – Warner Brothers

Most Promising Mixed Group

The Jets – MCA

Top AOR Groups

- 1. U2 – Island/Atlantic
- 2. Bon Jovi – Mercury/PolyGram
- 3. Genesis – Atlantic
- 4. Europe – Epic
- 5. Heart – Capitol

Most Promising AOR Group

Europe – Epic

Top B/C Groups

- 1. Lisa Lisa – Columbia
- 2. The Jets – MCA
- 3. Atlantic Starr – Warner Brothers
- 4. Club Nouveau – King Jay/Warner Brothers
- 5. Levert – Atlantic

Most Promising B/C Group

Levert – Atlantic

Top Duos

- 1. Aretha Franklin & George Michael – Arista
- 2. Linda Ronstadt & James Ingram – MCA
- 3. Wang Chung – Geffen
- 4. The System – Atlantic
- 5. Dionne Warwick And Jeffrey Osborne – Arista

Most Promising Duo

Wang Chung – Geffen



• A • W • A • R • D • S •

POP SINGLES

New Male Artists

- 1. Robbie Nevil – EMI/Mahattan
- 2. Richard Marx – EMI/Mahattan
- 3. Lou Gramm – Atlantic
- 4. Bruce Willis – Motown
- 5. Gregory Abbott – Columbia

Most Promising New Male Artist

Lou Gramm – Atlantic

Top A/C Male Artists

- 1. Michael Jackson – Epic
- 2. Chris DeBurgh – A&M
- 3. Steve Winwood – Island/Warner Brothers
- 4. Gregory Abbott – Columbia
- 5. Smokey Robinson – Motown

Most Promising A/C Male Artist

Chris DeBurgh – A&M

Top B/C Artists

- 1. Michael Jackson – Epic
- 2. Prince – Paisley Park/Warner Brothers
- 3. Gregory Abbott – Columbia
- 4. Smokey Robinson – Motown
- 5. Lionel Richie – Motown
- 6. L.L. Cool J – Def Jam/Columbia

Most Promising B/C Artist

Gregory Abbott – Columbia

Top Female Artists

- 1. Madonna – Sire/Warner Brothers
- 2. Whitney Houston – Arista
- 3. Janet Jackson – A&M
- 4. Jody Watley – MCA
- 5. Kim Wilde – MCA



Most Promising Female Artist
Kim Wilde – MCA

Top New Female Artists

- 1. Jody Watley – MCA
- 2. Tiffany – MCA
- 3. Debbie Gibson – Atlantic

Most Promising New Female Artist
Tiffany – MCA

Top A/C Female Artists

- 1. Whitney Houston – Arista
- 2. Cyndi Lauper – Portrait/CBS
- 3. Suzanne Vega – A&M

Most Promising A/C Female Artist
Suzanne Vega – A&M

Top Male Artists

- 1. Michael Jackson – Epic
- 2. Prince – Paisley Park/Warner Brothers
- 3. George Michael – Columbia
- 4. Bob Seger – Capitol
- 5. Chris DeBurgh – A&M

Most Promising Male Artist

Chris DeBurgh – A&M

Top B/C Female Artists

- 1. Whitney Houston – Arista
- 2. Janet Jackson – A&M
- 3. Jody Watley – MCA

Most Promising B/C Female Artist
Jody Watley – MCA

Top Groups

- 1. Lisa Lisa & Cult Jam – Columbia
- 2. U2 – Island/Atlantic
- 3. Bon Jovi – Mercury/PolyGram
- 4. Genesis – Atlantic
- 5. Europe – Epic

Most Promising Group
Europe – Epic

Top New Groups

- 1. Europe – Epic
- 2. Expose – Arista
- 3. Cutting Crew – Virgin
- 4. Club Nouveau – King Jay/Warner Brothers
- 5. Levert – Atlantic

Most Promising New Group
Cutting Crew – Virgin

AT E/P/A, THERE'S ONLY ONE WAY TO GO—



- | | |
|------------------------|---|
| EPIC RECORDS | Label Of The Year, Pop Singles |
| MICHAEL JACKSON | #1 Single, Black Contemporary Singles
#1 Male Artist, Black Contemporary Singles
#1 Male Artist, Pop Singles
#1 A/C Male Artist, Pop Singles
#1 B/C Male Artist, Pop Singles
Special Achievement Award For "BAD," Pop Albums |
| OZZY OSBOURNE | #1 Most Promising Artist, Pop Albums |
| CYNDI LAUPER | #1 Female Artist, Music Video |
| EUROPE | #1 New Group, Pop Singles
#1 Most Promising AOR Group, Pop Singles |
| LUTHER VANDROSS | #1 Top Male Artist, Black Contemporary Albums |

Epic Portrait

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NOTHING
FEELS AS GOOD
AS GOLD.

EXCEPT
PLATINUM.

Thank you for a priceless year.

Bon Jovi "Slippery When Wet".

Cinderella "Night Songs".

Robert Cray "Strong Persuader".

Def Leppard "Hysteria".

Fat Boys "Crushin'".

Kiss "Crazy Nights".

Kool and the Gang "Forever".

John Cougar Mellencamp "The Lonesome Jubilee".

Rush "Hold Your Fire".

PolyGram Records

Top Male Artists

1. Paul Simon – Warner Brothers
2. L.L. Cool J. – Def Jam/Columbia
3. Kenny G. – Arista
4. Bruce Springsteen – Columbia
5. Michael Jackson – Epic

Most Promising

Ozzy Osbourne – CBS Associated

Top New Male Artists

1. Bruce Willis – Motown
2. Gregory Abbott – Columbia
3. Richard Marx – EMI/Manhattan

Top A/C Male Artists

1. Paul Simon – Warner Brothers
2. Michael Jackson – Epic
3. Kenny G. – Arista
4. Steve Winwood – Island/Warner Brothers
5. Luther Vandross – Epic

Top B/C Male Artists

1. L.L. Cool J – Def Jam/Columbia
2. Michael Jackson – Epic
3. Kenny G. – Arista
4. Prince – Paisley Park/Warner Brothers
5. Luther Vandross – Epic

Top AOR Male Artists

1. Bruce Springsteen – Columbia
2. Steve Winwood – Island/Warner Brothers
3. Ozzy Osbourne – CBS Associated
4. Robert Cray – Hightone/PolyGram
5. John Cougar Mellencamp – Mercury/PolyGram

Most Promising AOR Male Artist

Robert Cray – Hightone/PolyGram

Top Country Male Artists

1. Randy Travis – Warner Brothers
2. Hank Williams Jr. – Curb/Warner Brothers
3. Dwight Yoakam – Reprise/Warner Brothers

Top Groups

1. Bon Jovi – Mercury/PolyGram
2. U2 – Island/Atlantic
3. Whitesnake – Geffen/Warner Brothers
4. Beastie Boys – Def Jam/Columbia
5. Fleetwood Mac – Warner Brothers

Most Promising Group

Whitesnake – Geffen

Top Male Groups

1. Bon Jovi – Mercury/PolyGram
2. U2 – Island/Atlantic
3. Whitesnake – Geffen/Warner Brothers
4. Beastie Boys – Def Jam/Columbia
5. Bruce Hornsby & The Range – RCA

Most Promising Male Group

Bruce Hornsby & The Range – RCA

Top New Groups

1. Beastie Boys – Def Jam/Columbia
2. Bruce Hornsby & The Range – RCA
3. Cinderella – Mercury/PolyGram
4. Crowded House – Capitol
5. Club Nouveau – King Jay/Warner Brothers

Most Promising New Group

Crowded House – Capitol

Top B/C Groups

1. Lisa Lisa & Cult Jam – Columbia
2. Club Nouveau – King Jay/Warner Brothers
3. Fat Boys – Tin Pan Apple/PolyGram

Label Of The Year

Columbia

SPECIAL ACHIEVEMENT AWARD – EPIC RECORDS

For *BAD*, the first album in the history of *Cash Box* charts to simultaneously debut at number 1 on 2 different charts. *Bad* entered the charts at number 1 on the top 200 albums and number 1 on the top 75 B/C Album chart.

SPECIAL ACHIEVEMENT AWARD

Bon Jovi – PolyGram, for longest run in the top 20 in 1987.



Most Promising B/C Group

Club Nouveau – King Jay/Warner Brothers

Top Female Groups

1. Bangles – Columbia
2. Trio – Warner Brothers
3. Expose – Arista

Top Mixed Groups

1. Fleetwood Mac – Warner Brothers
2. Heart – Capitol
3. Lisa Lisa & Cult Jam – Columbia

Top A/C Groups

1. Fleetwood Mac – Warner Brothers
2. Bruce Hornsby & The Range – RCA
3. Heart – Capitol
4. Huey Lewis & The News – Chrysalis/CBS
5. Trio – Warner Brothers

• A • W • A • R • D • S •

POP ALBUMS



Top AOR Groups

1. Bon Jovi – Mercury/PolyGram
2. U2 – Island/Atlantic
3. Whitesnake – Geffen/Warner Brothers
4. Bruce Hornsby & The Range – RCA
5. Genesis – Atlantic

Most Promising AOR Group

Whitesnake – Geffen

Top Female Artists

1. Whitney Houston – Arista
2. Janet Jackson – A&M
3. Suzanne Vega – A&M
4. Anita Baker – Elektra
5. Madonna – Sire/Warner Brothers

Most Promising Female Artist

Suzanne Vega – A&M

Top A/C Females

1. Whitney Houston – Arista
2. Janet Jackson – A&M
3. Suzanne Vega – A&M

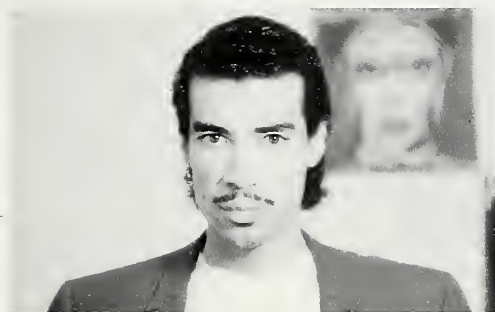
Top B/C Females

1. Whitney Houston – Arista
2. Janet Jackson – A&M
3. Anita Baker – Elektra

Top Soundtracks

1. La Bamba – Slash/Warner Brothers
2. Dirty Dancing – RCA
3. Who's That Girl – Sire/Warner Brothers





JAY KING

*I*n the beginning, there was a young man named **JAY KING**, who made "**Rumors**" the *biggest* hit of 1986...

*L*ater on, "**Jealousy**" created a "**Situation #9**," which began to "**Lean On Me**," and this led to "**Why You Treat Me So Bad**" - from an album full of "**Life, Love & Pain**"...



CLUB NOUVEAU



THERESA

*I*t was *only* **THERESA**'s duty to throw down with their "**Last Time**" from their "**Broken Puzzle**" album, in order to provide "**Sweet Memories**" to the public...

*T*hen, something "**Cold Stupid**" came along. It was a **NEW CHOICE** single that has everybody waiting for their album "**At Last**"...



NEW CHOICE



MICHAEL COOPER

*T*he next thing you know, it was **MICHAEL COOPER**'s "**To Prove My Love**," from his debut solo album "**Love Is Such A Funny Game**"...

*T*ogether, along with **CACHET, LARUE, NO NAME YET**, our future label artists, and all of our enthusiastic supporters, **KING JAY RECORDS** has become the most successful new and independent record label of 1987. Thank you **CASH BOX**, for all you've done for us.



(916) 447-5906
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SACRAMENTO, CA 95814

· A · W · A · R · D · S ·

B/C SINGLES

Male Artists

Michael Jackson – Epic
 Freddie Jackson – Capitol
 Smokey Robinson – Motown
 L.L. Cool J – Def Jam/Columbia
 Prince – Paisley Park/Warner Brothers

Most Promising Male Artist

L.L. Cool J – Def Jam/Columbia

Female Artists

Jody Watley – MCA
 Janet Jackson – A&M
 Stephanie Mills – MCA
 Whitney Houston – Arista
 Anita Baker – Elektra

Groups

Club Nouveau – King Jay/Warner Brothers
 Cameo – Atlantic Artists/PolyGram
 Lisa Lisa & Cult Jam – Columbia
 Atlantic Starr – Warner Brothers
 Surface – Columbia

New Groups

Surface – Columbia
 Levert – Atlantic
 Four x 4 – Capitol
 Madame X – Atlantic
 Ace – Wing/PolyGram

Label Of The Year

MCA

Most Promising New Group

Lace – Wing/PolyGram

Top New Male Artists

1. L.L. Cool J – Def Jam/Columbia
2. Sherrick – Warner Bros.
3. Georgio – Motown
4. Howard Hewett – Elektra
5. Bert Robinson – Capitol

Most Promising New Male

Robbie Nevil – Manhattan

Top New Female Artists

1. Jody Watley – MCA
2. Regina Belle – Columbia
3. Donna Allen – 21 Records/Atlantic
4. Miki Howard – Atlantic
5. Vanesse Thomas – Geffen

Most Promising New Female

Regina Belle – Columbia

Top Instrumentalists

1. Herb Alpert – A&M
2. Madhouse – Paisley Park/Warner Brothers
3. George Benson – Warner Brothers
4. Najee – EMI America
5. Kenny G. – Arista
6. Grover Washington – Columbia

Most Promising Instrumentalist

Najee – EMI America

Top Duos

1. The System – Atlantic
2. DeJa – Virgin
3. Aretha Franklin & George Michael – Arista
4. Mel & Kim – Atlantic
5. D. Warwick & J. Osborne – Arista

Most Promising Duo

Deja – Virgin



· A · W · A · R · D · S ·

TOP 50 B/C SINGLES

1. Bad-Michael Jackson-Epic
2. Always-Atlantic Starr-Warner Bros.
3. Lookin' For A New Love-Jody Watley-MCA
4. Candy-Cameo-Atlanta Artists/PolyGram
5. Casanova-Levert-Atlantic
6. Love Is A House-Force Md's-Tommy Boy/Warner Bros.
7. Heavy Lover-Freddie Jackson-Capitol
8. Falling-Melba Moore-Capitol
9. There's Nothing Better-Luther Vandross-Epic
10. Diamonds-Herb Alpert-A&M
11. I Feel Good All Over-Stephanie Mills-MCA
12. Don't Disturb This Groove-The System-Atlantic
13. Didn't We Almost Have It All-Whitney Houston-Arista
14. I Wanna' Dance-Whitney Houston-Arista
15. Sign "O" The Times-Prince-Paisley Park/Warner Bros.
16. Why You Treat Me So Bad-Club Nouveau-King Jay/Warner Bros.
17. (you're Puttin' A Rush On Me-Stephanie Mills-MCA
18. Rock Steady-Whispers-Solar/Capitol
19. Just To See Her-Smokey Robinson-Motown
20. One Heartbeat-Smokey Robinson-Motown
21. Still A Thrill-Jody Watley-MCA
22. Show Me The Way-Regina Belle-Columbia
23. Happy-Surface-Columbia
24. Fake-Alexander O'Neal-Tabu/Epic
25. I Just Can't Stop Lovin' You-Micheal Jackson-Epic
26. We've Only Just Begun (The Romance Is Not Over)-Glenn Jones-Jive/RCA
27. Smooth Sailing'-Isley Brothers-Warner Bros.
28. Back & Forth-Cameo-Atlanta Artists/PolyGram
29. Slow Down-Loose Ends-MCA
30. The Pleasure Principle-Janet Jackson-A&M
31. Head To Toe-Lisa Lisa & The Cult Jam-Columbia
32. Lovin' You-O'Jays-P.I.R./Manhattan
33. Don't You Want Me-Jody Watley-MCA
34. Jump Start-Natalie Cole-EMI/Manhattan
35. As We Lay-Shirley Murdock-Elektra
36. Jimme Lee-Aretha Franklin-Arista
37. You Got It All-The Jets-MCA
38. Keep Your Eye On Me-Herb Alpert-A&M
39. I'm Bad-L.L. Cool J.-Def Jam/Columbia
40. Lean On Me-Club Nouveau-Warner Bros.
41. I Need Love-L.L. Cool J.-Def Jam/Columbia
42. No One In The World-Anita Baker-Elektra
43. Jam Tonight-Freddie Jackson-Capitol
44. I Don't Want To Loose Your Love-Freddie Jackson-Capitol
45. Let's Wait Awhile-Janet Jackson-A&M
46. Stop To Love-Luther Vandross-Epic
47. Just Call-Sherrick-Columbia
48. Stone Love-Kool & The Gang-Mercury/PolyGram
49. Why Should I Cry-Nona Hendrix-EMI America
50. I'm In Love-Lillo Thomas-Capitol

MCA Records Would
Like To Thank All Of
Our Artists For The
Music That Made 1987
The Best Year In Our
History. 

• A • W • A • R • D • S •

B/C ALBUMS

Top Male Artist

1. Luther Vandross – Epic
2. Freddie Jackson – Capitol
3. L.L. Cool J – Def Jam/Columbia
4. Smokey Robinson – Motown
5. Herb Alpert – A&M

Top Females Artist

1. Stephanie Mills – MCA
2. Anita Baker – Elektra
3. Melba Moore – Capitol
4. Janet Jackson – A&M
5. Shirley Murdock – Elektra

Top Groups

1. Club Nouveau – King Jay/Warner Brothers
2. Beastie Boys – Def Jam/Columbia
3. Whispers – Solar/Capitol
4. Cameo – Atlanta Artists/PolyGram
5. Atlantic Starr – Warner Brothers

Top Duos

1. The System – Atlantic
2. DeJa – Virgin
3. Salt N Pepa – Next Plateau
4. Eric B. & Rakim – Arista

Most Promising Duo

- Deja – Virgin

Label Of The Year

Capitol



Top New Females

1. Shirley Murdock – Elektra
2. Jody Watley – MCA
3. Miki Howard – Atlantic

Top New Groups

1. Club Nouveau – King Jay/Warner Bros.
2. Beastie Boys – Def Jam/Columbia
3. The Jets – MCA
4. 2 Live Crew – Luke Skywalker
5. Surface – Columbia

Top New Males

1. Robbie Nevil – EMI/Manhattan
2. Sherrick – Warner Bros.
3. Bert Robinson – Capitol

Most Promising New Male Artist

Terence Trent D'Arby – Columbia

Top Female Groups

1. Expose – Arista
2. Madame X – Atlantic
3. Pointer Sisters – RCA

Mixed Groups

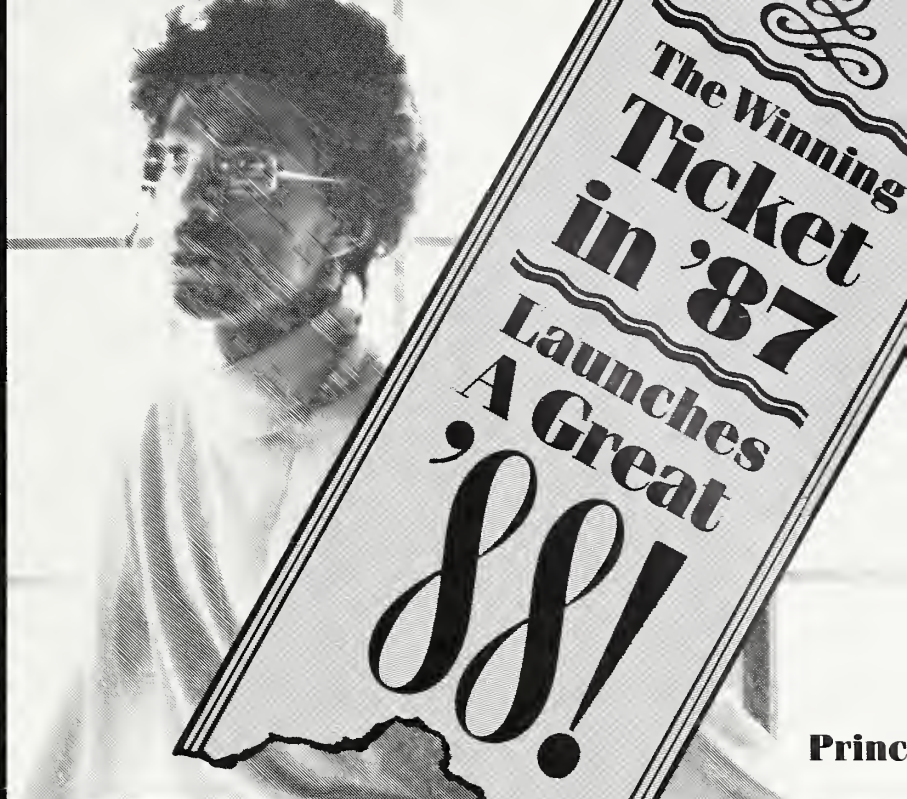
1. Club Nouveau – King Jay/Warner Brothers
2. Atlantic Starr – Warner Brothers
3. Lisa Lisa & Cult Jam – Columbia

• A • W • A • R • D • S •

TOP 50 B/C ALBUMS

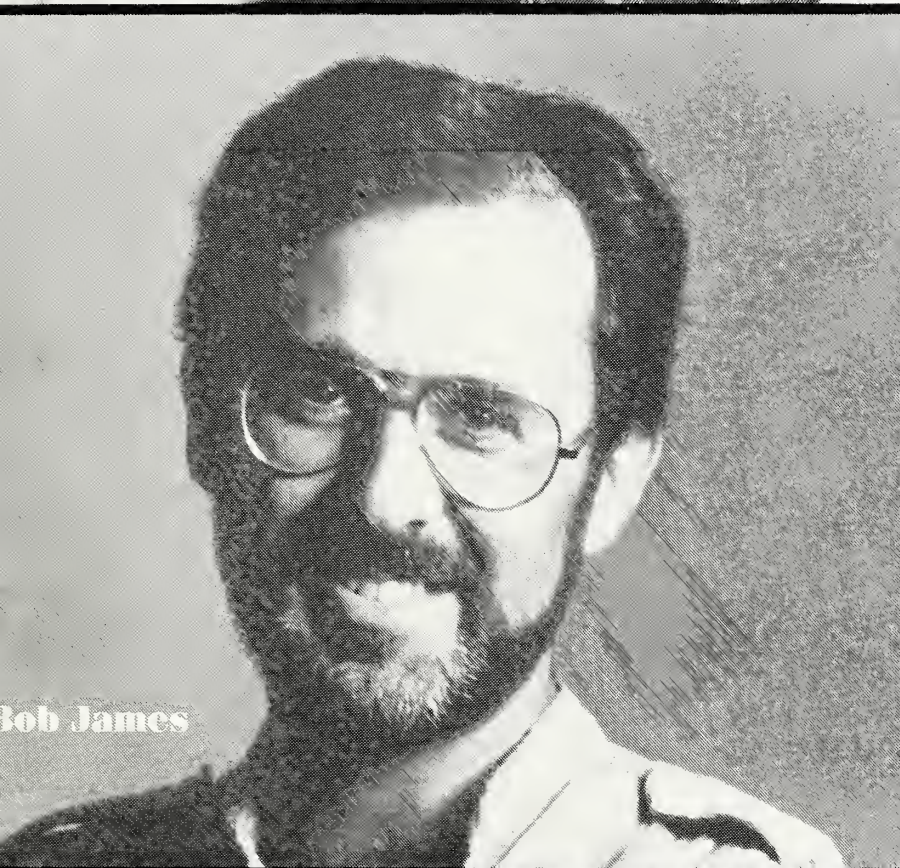
1. Just Like The First Time-Freddie Jackson-Capitol
2. Give Me The Reason-Luther Vandross-Epic
3. Rapture-Anita Baker-Elektra
4. Bigger & Deffer-L.L. Cool J.-Def Jam/Columbia
5. Life, Love & Pain-Club Nouveau-King Jay/Warner Bros.
6. Licensed To Ill-Beastie Boys-Def Jam/Columbia
7. One Heartbeat-Smokey Robinson-Motown
8. Just Gets Better With Time-Whispers-Solar/Capitol
9. Word Up-Cameo-Atlanta Artists/PolyGram
10. A Lot Of Love-Melba Moore-Capitol
11. Whitney-Whitney Houston-Arista
12. If I Were Your Woman-Stephanie Mills-MCA
13. Jody Watley-Jody Watley-MCA
14. Keep Your Eye On Me-Herb Alpert-A&M
15. Sign "0" The Times-Prince-Paisley Park/Warner Bros.
16. All In The Name Of Love-Atlantic Starr-Warner Bros.
17. Control-Janet Jackson-A&M
18. The Big Throwdown-Levert-Atlantic
19. Hearsay-Alexander O'Neal-Tabu/CBS
20. Crushin'-Fat Boys-Tin Pan Apple/PolyGram
21. Shirley Murdock-Shirley Murdock-Elektra
22. Bad-Michael Jackson-Epic
23. Long Time Comming-Ready For The World-MCA
24. Duotones-Kenny G. -Arista
25. Smooth Sailin'-Isley Brothers-Warner Bros.
26. Spanish Fly-Lisa Lisa & Cult Jam-Columbia
27. Shake You Down-Gregory Abbot-Columbia
28. Zagora-Loose Ends-MCA
29. Paid In Full-Eric B. & Rakim-4th & B'Way/Island
30. Everlasting-Natalie Cole-Manhattan
31. Lethal-U. T. F. O.-Select
32. Dancing On The Ceiling-Lionel Richie-Motown
33. Aretha-Aretha Franklin-Arista
34. Lillo-Lillo Thomas-Capitol
35. Touch & Go-Force MD's-Tommy Boy
36. Najee's Theme-Najee-EMI America
37. Under The Blue Moon-New Edition-MCA
38. Dana Dane With Fame-Dana Dane-Profile
39. Hot Cool & Vicious- Salt-n-Pepa -Next Plateau
40. Living All Alone-Phyllis Hyman-Manhattan
41. Surface-Surface-Columbia
42. Raising Hell-Run D. M. C.-Profile
43. Let Me Touch You-O'Jays-Philadelphia International/EMI
44. Dont Disturb This Groove-System-Atlantic
45. Jonathan Butler-Jonathan Butler-Jive/RCA
46. King Of Stage-Bobby Brown-MCA
47. Marvin Sease-Marvin Sease-London/PolyGram
48. All By Myself-Regina Belle-Columbia
49. Breaking Every Rule-Tina Turner-Capitol
50. Sheila E.-Sheila E.-Paisley Park/Warner Bros.

Club Nouveau



The Winning
Ticket
in '87
Launches
A Great
SS!

Prince



Bob James



George Benson
& Earl Klugh



Atlantic Starr



Sherrill







BERT ROBINSON
No More Cold Nights



AUDREY WHEELER
Let It Be Me



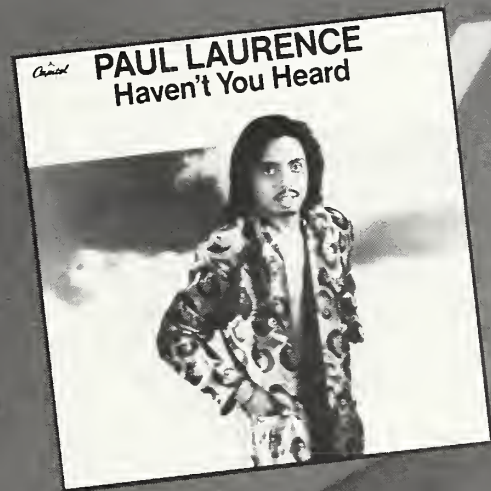
MELI'SA MORGAN
Good Love



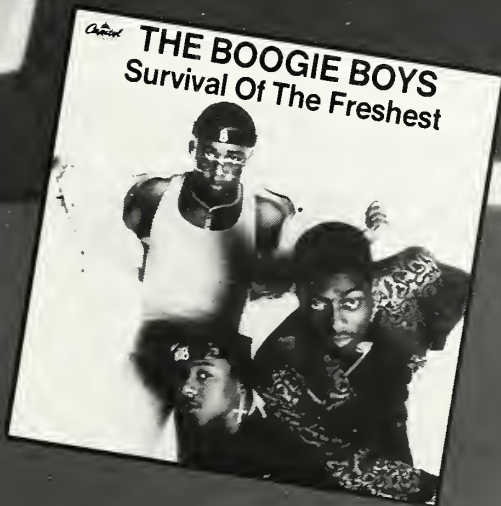
MARLON JACKSON
Baby Tonight



ASHFORD & SIMPSON
Real Love



PAUL LAURENCE
Haven't You Heard



THE BOOGIE BOYS
Survival Of The Freshest

**THANKS FOR MAKING CAPITOL
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Capitol



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JAZZ



Label Of The Year
Manhattan/EMI/Blue Note

Top Electric Jazz Groups

- The Yellowjackets – MCA
- The Crusaders – MCA
- The Chick Corea Electric Band – GRP
- Spyro Gyra – MCA
- Hiroshima – Epic

Top Acoustic Jazz Groups

- Dexter Gordon – Blue Note
- Bobby McFerrin – Blue Note
- Wynton Marsalis – Columbia
- Branford Marsalis – Columbia
- Larry Carlton – MCA

Soloists

- Najee – EMI/America
- Kenny G – Arista
- David Sanborn – Warner Brothers
- George Howard – MCA
- Dexter Gordon – Blue Note

Saxophonists

- 1. Najee – EMI/America
- 2. Kenny G – Arista
- 3. David Sanborn – Warner Brothers
- 4. George Howard – MCA
- 5. Dexter Gordon – Blue Note

Keyboardists

- 1. Bob James – Warner Brothers
- 2. Chick Corea – GRP
- 3. Joe Sample – MCA

Guitarists

- 1. Larry Carlton – MCA
- 2. George Benson/Earl Klugh – Warner Brothers
- 3. Pat Metheny – Geffen
- 4. John Scofield – Gramavision

Trumpeters

- 1. Miles Davis – Warner Brothers
- 2. Wynton Marsalis – Columbia
- 3. Freddie Hubbard – Blue Note

New Artists

- 1. Najee – EMI/America
- 2. The Rippingtons – Passport
- 3. Andy Narell – Windham Hill/A&M

Vocalists

- 1. Bobby McFerrin – Blue Note
- 2. Al Jarreau – Warner Brothers
- 3. Diane Schuur – GRP

Collaborations

- 1. George Benson/Earl Klugh – Warner Brothers
- 2. Bob James/David Sanborn – Warner Brothers
- 3. Elvin Jones/McCoy Tyner – Blackhawk

Jazz Top 40 Albums

- 1. Najee – Najee's Theme – EMI/America
- 2. Kenny G – Duotones – Arista
- 3. David Sanborn – A Change Of Heart – Warner Brothers
- 4. Round Midnight – Various Artists – Columbia
- 5. George Howard – A Nice Place To Be – MCA
- 6. Dexter Gordon – The Other Side Of Round Midnight – Blue Note
- 7. Bobby McFerrin – Spontaneous Inventions – Blue Note
- 8. Michael Brecker – Michael Brecker – MCA/Impulse
- 9. Stanley Jordan – Standards Volume #1 – Blue Note
- 10. George Benson & Earl Klugh – Collaboration – Warner Brothers
- 11. The Yellowjackets – Four Corners – MCA
- 12. Miles Davis – Tutu – Warner Brothers
- 13. Jonathan Butler – Jonathan Butler – RCA
- 14. Pat Metheny – Still Life (talking) – Geffen
- 15. Branford Marsalis – Royal Garden Blues – Columbia
- 16. Bob James – Obsession – Warner Brothers
- 17. Larry Carlton – Discovery – MCA
- 18. Grover Washington Jr. – Strawberry Moon – Columbia
- 19. The Crusaders – The Good & Bad Times – MCA
- 20. Bob James/David Sanborn – Double Vision – Warner Brothers
- 21. Larry Carlton – Last Nite – MCA
- 22. The Chick Corea Electric Band – Light Years – GRP
- 23. Joe Sample – Roles – MCA
- 24. Michael Franks – The Camera Never Lies – Warner Brothers
- 25. Wynton Marsalis – Standard Time Vol. #1 – Columbia
- 26. Spyro Gyra – Stories Without Words – MCA
- 27. Wynton Marsalis – J Mood – Columbia
- 28. Hiroshima – Go – Epic
- 29. Andreas Vollenweider – Down To The Moon – CBS Masterworks
- 30. Wayne Shorter – Phantom Navigator – Columbia
- 31. Ramsey Lewis – Keys To The City – Columbia
- 32. Al Jarreau – L. Is For Lover – Warner Brothers
- 33. John Scofield – Blue Matter – Gramavision
- 34. David Benoit – Freedom At Midnight – GRP
- 35. Michele Petrucciani – Power Of Three – Blue Note
- 36. The Rippingtons – Moonlighting – Passport
- 37. Diane Schuur & The Count Basie Orchestra – GRP
- 38. Tony Williams – Civilization – Blue Note
- 39. Freddie Hubbard – Life Flight – Blue Note
- 40. Andy Narell – The Hammer – Windham Hill

· A · W · A · R · D · S ·

VIDEO

Top Male Artists

- 1. Peter Gabriel – Geffen
- 2. Steve Winwood – Island/Warner Bros.
- 3. Robert Palmer – Island/Atlantic



Label Of The Year
Geffen



Top Female Artists

- 1. Cyndi Lauper – Portrait/CBS
- 2. Janet Jackson – A&M
- 3. Madonna – Sire/Warner Brothers

Top Groups

- 1. Bangles – Columbia
- 2. Eurythmics – RCA
- 3. Crowded House – Capitol

Best New Artists

- 1. Crowded House – Capitol
- 2. Robert Cray – Hightone/PolyGram
- 3. Bruce Hornsby & The Range – RCA

Top Music Video

- 1. Peter Gabriel – Sledgehammer – Geffen
- 2. Paul Simon – Boy In The Bubble – Warner Brothers
- 3. Steve Winwood – Back In The High Life – Island/Warner Brothers

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COMPACT DISCS

Top 20 Compact Discs

1. Paul Simon - *Graceland* - Warner Brothers
2. U2 - *The Joshua Tree* - Island/Atlantic
3. Whitney Houston - *Whitney* - Arista
4. Bon Jovi - *Slippery When Wet* - Mercury/PolyGram
5. Bruce Hornsby & The Range - *The Way It Is* - RCA
6. Steve Winwood - *Back In The High Life* - Island/Warner Brothers
7. The Beatles - *Sgt. Pepper's Lonely Hearts Club Band* - Parlophone/Capitol
8. Fleetwood Mac - *Tango In The Night* - Warner Brothers
9. Kenny G. - *Duotones* - Arista
10. Grateful Dead - *Into The Dark* - Arista
11. The Beatles - *Rubber Soul* - Parlophone/Capitol
12. The Beatles - *Revolver* - Parlophone/Capitol
13. La Bamba - *Original Motion Picture Soundtrack* - Slash/Warner Brother
14. Pink Floyd - *A Momentary Lapse Of Reason* - Columbia
15. Genesis - *Invisible Touch* - Atlantic
16. Heart - *Bad Animals* - Capitol
17. Whitesnake - *Whitesnake* - Geffen
18. Michael Jackson - *Bad* - Epic
19. The Beatles - *Help!* - Parlophone/Capitol
20. Dolly Parton, Linda Ronstadt, Emmylou Harris - *Trio* - Warner Brothe



SPECIAL RECOGNITION AWARD

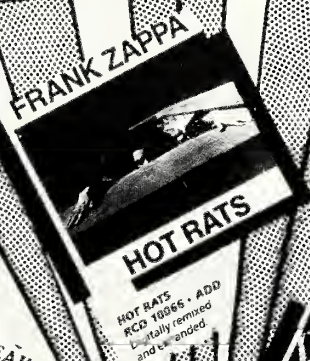
To Capitol Records for releasing the Beatles Compact disc in their original British Album form, in recognition of their historic significance.



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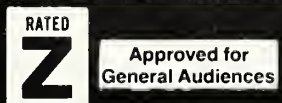
- THING-FISH RCD 100221-21 LONDON SYMPHONY ORCHESTRA RCD 100222-
- FRANK ZAPPA MEETS THE MOTHERS OF PREVENTION RCD 100223-
- WE'RE ONLY IN IT FOR THE MONEY/LUMPY GRAVY RCD 40024-
- APOSTROPHE'/OVERNITE SENSATION RCD 40025- THE GRAND WAZOO RCD 100224-21
- THEM OR US RCD 40027- JAZZ FROM HELL RCD 10026- SHUT UP 'N' PLAY YER GUITAR RCD 10029-21



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COMPACT
disc
DIGITAL AUDIO

CASH BOX TOP BLACK CONTEMPORARY SINGLES

1	<i>THE WAY YOU MAKE ME FEEL</i> (Epic 34-07645)	Michael Jackson	8	6	49	<i>RESPECT YOURSELF</i> (Edge ED 7-012A)	J. Blackfoot	53	6
2	<i>MY FOREVER LOVE</i> (Atlantic 7-89182)	Levert	4	12	50	<i>I WONDER WHO SHE'S SEEING NOW</i> (Motown 1908MF)	The Temptations	21	15
3	<i>IF YOU CAN DO IT: I CAN TOO</i> (Capitol PB-44088)	Meli'sa Morgan	5	10	51	<i>OH GIRL</i> (Jive/RCA 5364-7-JAA)	Glenn Jones	56	5
4	<i>I WANT TO BE YOUR MAN</i> (Reprise 7-28229)	Roger	1	12	52	<i>IF YOU LET ME STAY</i> (Columbia 38-07398)	Terence Trent D'Arby	41	14
5	<i>I LIVE FOR YOUR LOVE</i> (EMI-Manhattan 50094)	Natalie Cole	6	12	53	<i>I CAN'T LIVE WITH OR WITHOUT YOU</i> (Columbia 38-07599)	Dimples	58	4
6	<i>SO EMOTIONAL</i> (Arista AS1-9642)	Whitney Houston	12	9	54	<i>BABY I'M FOR REAL</i> (Warner Bros. 7-28150)	Sherrick	59	4
7	<i>LOVE OVERBOARD</i> (MCA 53210)	Glady's Knight And The Pips	17	7	55	<i>PUMP UP THE VOLUME</i> (4th & B'Way /Island 7452)	M/A/R/R/S	68	3
8	<i>LOVE CHANGES</i> (Arista AS1-9626)	Kashif & Meli'sa Morgan	16	8	56	<i>FEELS GOOD TO FEEL GOOD</i> (Motown 1918MF)	Garry Glenn	62	4
9	<i>SHE'S FLY</i> (Epic 49-07461)	Tony Terry	10	14	57	<i>NAMELESS</i> (MCA 53208)	Colonel Abrams	64	4
10	<i>GIRLFRIEND</i> (MCA 53185)	Pebbles	15	8	58	<i>ANGEL</i> (Mercury/PolyGram 888 831-7)	Angela Winbush	42	17
11	<i>SOMEONE TO LOVE ME FOR ME</i> (Columbia 38-07619)	Lisa Lisa and Cult Jam Featuring Full Force	18	10	59	<i>FOR YOUR LOVE</i> (A&M 3000)	Barry White	66	3
12	<i>SKELETONS</i> (Motown 1907MF)	Stevie Wonder	2	11	60	<i>MARY MACK</i> (Solar 70016)	Babyface	70	3
13	<i>LOVE IS FOR SUCKERS (LIKE ME AND YOU)</i> (Columbia 38 07594)	Full Force	13	11	61	<i>MISUNDERSTOOD</i> (Columbia 38-07345)	Mico Wave	60	7
14	<i>BABY, BE MINE</i> (Atlantic 7-89165)	Miki Howard	19	10	62	<i>SOME KIND OF LOVER</i> (MCA 53235)	Jody Watley	79	2
15	<i>TO PROVE MY LOVE</i> (Warner Bros. 7-28200-A)	Michael Cooper	20	9	63	<i>COME BACK TO ME</i> (Arista 1-9644)	Patrice Rushen	73	3
16	<i>SYSTEM OF SURVIVAL</i> (Columbia 38-07608)	Earth, Wind & Fire	3	11	64	<i>LUV'S PASSION AND YOU</i> (RCA 5293-7-RAA)	Chad	48	13
17	<i>SECRET LADY</i> (MCA 53209)	Stephanie Mills	24	8	65	<i>SWEET MEMORIES</i> (RCA 5348-7)	Theresa	75	3
18	<i>(I WANNA GET) CLOSE TO YOU</i> (Geffen 7-28216-A)	Vaneese Thomas	25	11	66	<i>WITHOUT YOU</i> (Elektra 7-69426)	Peobo Bryson & Regina Belle	81	2
19	<i>TOUCH & GO</i> (Tommy Boy 7-28181-A)	Force MD's	22	9	67	<i>SHO' YOU RIGHT</i> (A&M AM-2943)	Barry White	52	13
20	<i>CRITICIZE</i> (Tabu/CBS ZS4 07600)	Alexander O'Neal	7	13	68	<i>I'M SO HAPPY</i> (Polydor 887163-7)	Walter Beasley	78	3
21	<i>I WANT HER</i> (Vintertainment/Elektra 7-69431)	Keith Sweat	27	7	69	<i>RUN TO ME</i> (Mercury 870 033-7)	Angela Winbush	82	2
22	<i>LET'S START LOVE OVER</i> (Island 7-99413)	Miles Jaye	9	15	70	<i>KISS</i> (London/PolyGram 886-215-7)	Total Contrast	76	3
23	<i>I COULDN'T BELIEVE IT</i> (RCA 5313-7-RAA)	David Ruffin and Eddie Kendrick	14	11	71	<i>HARD DAY</i> (Columbia 44-07466)	George Michael	55	10
24	<i>TWO OCCASIONS</i> (Solar PB-70015)	The Deele	30	8	72	<i>DON'T PUT THE BLAME ON ME</i> (Capitol 44081)	4 By Four	80	3
25	<i>WANNA MAKE LOVE (ALL NIGHT LONG)</i> (Capitol P-B-44035)	Lillo Thomas	32	6	73	<i>BABY TONIGHT</i> (Capitol PB-44092)	Marlon Jackson	84	2
26	<i>WHAT'S TOO MUCH</i> (Motown 1911MF)	Smokey Robinson	11	11	74	<i>CERTIFIED TRUE</i> (Mercury/Polygram 888 837-7)	Bar-Kays	57	16
27	<i>NOTHING VENTURED NOTHING GAINED</i> (Epic 34 07429)	Charlie Singleton & Modern Man	29	10	75	<i>RAINY NIGHT</i> (Motown 1922MF)	Chico DeBarge	85	2
28	<i>IN THE MOOD</i> (Solar PB-70017)	Whispers	33	6	76	<i>LOOK WHAT YOU STARTED</i> (Motown 1920MF)	The Temptations	DEBUT	
29	<i>SO AMAZING</i> (Atlantic 7-89163)	Gerald Albright	34	7	77	<i>LIVE MY LIFE</i> (Virgin 7-99390)	Boy George	DEBUT	
30	<i>GAMES</i> (Solar B-70013)	Shalamar	23	13	78	<i>LOVE RAP BALLAD</i> (Critique 0-96731)	True Love	87	2
31	<i>LET ME TOUCH YOU</i> (P.I.R./Manhattan P-B-50104)	O'Jays	38	5	79	<i>YOU BRING OUT THE BEST..</i> (Jive 1051-7-J/RCA)	Vanessa Armstrong	77	4
32	<i>HOW YA LIKE ME NOW</i> (Jive/RCA 1050-7-J)	Kool Moe Dee	36	8	80	<i>ARE YOU MY WOMAN</i> (Def Jam 38-07651)	The Black Flames	88	2
33	<i>THIS BE THE DEF BEAT</i> (Profile Pro 7171)	Dana Dane	37	5	81	<i>SINCE YOU CAME OVER ME</i> (Wing 887 248-7/Polygram)	Lace	DEBUT	
34	<i>SUPERBAD</i> (CBS Assoc./Gold City ZS4 07657)	Chris Jasper	39	4	82	<i>NO 1/2 STEPPIN</i> (A&M 2990)	Shanice Wilson	DEBUT	
35	<i>OVER YOU</i> (Geffen 7-28152-A)	Ray Parker Jr. w/Natalie Cole	40	4	83	<i>ARE YOU SERIOUS</i> (Epic 34-07662/E.P.A.)	Tawatha	DEBUT	
36	<i>I DO YOU</i> (MCA MCA-53193)	The Jets	26	11	84	<i>COME AND GET THIS LOVE</i> (Atlantic 7-89162)	Street Fare	DEBUT	
37	<i>LETS TRY AGAIN</i> (Columbia 38-7644)	Surface	44	5	85	<i>LOVERS LANE</i> (Motown 1906MF)	Georgio	63	13
38	<i>RESERVATIONS FOR TWO</i> (Arista AS1-9638)	Dionne Warwick & Kashif	28	9	86	<i>THIS IS LOVE</i> (Portrait 37-07642)	Angela Clemmons	DEBUT	
39	<i>(CATCH ME) I'M FALLING</i> (Virgin 7-99416)	Pretty Poison	31	13	87	<i>I PUT MY MONEY WHERE MY MOUTH IS</i> (Muscle Shouls Sound 108/Malaco)	The Rose Brothers	DEBUT	
40	<i>GET LUCKY</i> (Virgin 7-99398)	Well Red	43	6	88	<i>CHICK ON THE SIDE</i> (Next Plateau 50071)	Salt-N-Pepa	DEBUT	
41	<i>BECAUSE OF YOU</i> (Fever/Sutra SF 1914)	Cover Girls	47	7	89	<i>YOU BABE</i> (Striped Horse SH 7007)	De Barge	91	6
42	<i>MYSTERIOUS</i> (EMI P-B50103)	Najee	49	5	90	<i>LOVIN' YOU</i> (P.I.R./Manhattan B-50084)	O'Jays	65	19
43	<i>WE'LL BE TOGETHER</i> (A&M AM-2983)	Sting	45	9	91	<i>SHOW A LITTLE LOVE</i> (Columbia 38-07189)	Mission	67	12
44	<i>HOT THING</i> (Paisley Park/Warner Bros. 7-28288)	Prince	51	4	92	<i>OVER NIGHT SUCCESS</i> (RCA 5291-7-RAA)	Anita Pointer	69	11
45	<i>COME INTO MY LIFE</i> (Sleeping Bag 28)	Joyce Sims	50	5	93	<i>LIVING IN A BOX</i> (MCA MCA-53190)	Bobby Womak	71	7
46	<i>EVER CHANGING TIMES</i> (Qwest 7-28163-A)	Siedah Garrett	46	8	94	<i>ALL IN THE NAME OF LOVE</i> (Warner Bros. 7-28215-A)	Atlantic Starr	72	10
47	<i>I WISH YOU BELONGED TO ME</i> (Gamble-Huff GH-310A)	Lou Rawls	54	4	95	<i>SO MANY TEARS</i> (Columbia 38-07388)	Regina Belle	74	15
48	<i>(BABY TELL ME) CAN YOU DANCE</i> (A&M AM 2939)	Shanice Wilson	35	16	96	<i>PARTY YOUR BODY</i> (LMR 74000)	Stevie B.	83	6
					97	<i>DON'T GO</i> (Capitol B-44047)	Marlon Jackson	61	16
					98	<i>RICH MAN</i> (MCA MCA-53110)	St. Paul	86	10
					99	<i>I'VE BEEN WATCHING YOU</i> (Motown 1909MF)	Chico DeBarge	89	12
					100	<i>HELLO ROCHELLE</i> (Profile 5167)	J.E. The P.C. From D.C.	90	6

ATLANTIC'S STANDING

TALL!

**BLACK
CONTEMPORARY
SINGLES
AWARDS**

TOP SINGLES

④ "Casanova"/LeVert

TOP NEW GROUPS

② LeVert

④ Madame X

TOP NEW FEMALE ARTISTS

③ Donna Allen (On Atco)

④ Miki Howard

TOP DUOS

① The System

**BLACK
CONTEMPORARY
ALBUMS
AWARDS**

TOP DUOS

① The System

TOP NEW FEMALES

③ Miki Howard

TOP FEMALE GROUPS

② Madame X

**POP
SINGLES
AWARDS**

TOP B/C GROUPS

⑤ LeVert

MOST PROMISING B/C GROUP

LeVert

TOP DUOS

④ The System

TOP NEW GROUPS

⑤ LeVert



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**CASH BOX TOP
12" DANCE SINGLES**

	L	W		L	W
	W	C		W	C
1 SYSTEM OF SURVIVAL EARTH, WIND & FIRE (Columbia 44 07475)	1	9	26 HEAVEN IS A PLACE ON EARTH BELINDA CARLISLE (MCA 23808)	29	3
2 SHAKE YOUR LOVE DEBBIE GIBSON (Atlantic 0-86651)	2	10	27 BAD MICHAEL JACKSON (Epic OE 40600)	10	11
3 SKELETONS STEVIE WONDER (Matawn 4593 MG)	3	7	28 I CAN'T HELP IT BANANARAMA (London 886-121-1/PolyGram)	39	2
4 SO EMOTIONAL WHITNEY HOUSTON (Arista ADI-9641)	8	6	29 WHAT HAVE I DONE TO DESERVE THIS PET SHOP BOYS (EMI-Manhattan V-56080)	30	3
5 LOVERS LANE GEORGIO (Matawn 4592MG)	5	11	30 DON'T YOU WANT ME JODY WATLEY(MCA 23785)	16	14
6 AFTERGLOW TINA TURNER (Capitol V-15349)	6	8	31 HARD DAY GEORGE MICHAEL (Columbia 44 07466)	19	10
7 I WANT TO BE YOUR MAN ROGER (Reprise 0-20771)	7	6	32 MY LOVE IS GUARANTEED SYBIL(Next Plateau NP 50067)	27	14
8 LET'S GO NOCERA (Sleeping Bag SLX-29)	11	7	33 (BABY TELL ME) CAN YOU DANCE SHANICE WILSON (A&M SP-12235)	33	12
9 CRITICIZE ALEXANDER O'NEAL (Tabu 429 07469)	9	7	34 THE REAL THING JELLYBEAN/STEVEN DANTE (Chrysalis 4V943171)	26	14
10 TELL IT TO MY HEART TAYLOR DAYNE (Arista AD1-9611)	4	20	35 I COULD NEVER TAKE THE PLACE OF YOUR MAN PRINCE (Paisley Park/Warner Bras. 0-20728)	DEBUT	
11 LOVE OVERBOARD GLADYS KNIGHT & THE PIPS (MCA L33-17431)	14	5	36 BREAKFAST IN BED BRENDA K. STARR (MCA 23796)	44	5
12 NEVER GONNA GIVE YOU UP RICK ASTLEY (RCA 6784-1-RD)	17	4	37 SUGAR FREE WA-WA-NEE (Epic 49 06864)	23	8
13 I WANT HER KEITH SWEAT (Vintertainment 80-66788/Elektra)	13	4	38 ROADBLOCK STOCK, AITKEN, WATERMAN (A&M SP-12250)	32	7
14 THE WAY YOU MAKE ME FEEL MICHAEL JACKSON (Epic 49-0787/EPA)	36	2	39 MANDOLAY La FLAVOR (Sea Thru 91935)	42	2
15 NEED YOU TONIGHT INXS (Atlantic 0-86645)	18	5	40 MILITARY DRUMS HUBERT KAH (Curb 7172/MCA)	46	2
16 PUMP UP THE VOLUME M/A/R/R/S (4th & B'WAY 452)	40	2	41 I THINK WE'RE ALONE NOW Tiffany (MCA 23793)	34	10
17 WE'LL BE TOGETHER STING (A&M SP-12251)	21	5	42 IF YOU LET ME STAY TERENCE TRENT D'ARBY (Columbia 44 07450)	31	7
18 COME INTO MY LIFE JOYCE SIMS (Sleeping Bag SLX-28)	28	3	43 I DO YOU THE JETS (MCA 23798)	35	6
19 GIRLFRIEND PEBBLES (MCA -23794)	24	4	44 JACK LE FREAK CHIC (Atlantic 0-86634)	DEBUT	
20 SIGNED, SEALED, DELIVERED LOUISE FREEMAN & TERRY BLOUNT (Suntown STILL14)	22	6	45 FULL CIRCLE COMPANY B (Atlantic 0-86674)	38	18
21 NEVER BE THE SAME BREAKFAST CLUB (MCA 23797)	20	9	46 TRAMP/PUSH IT SALT-N-PEPA (Next Plateau NP 50063)	41	8
22 FAITH GEORGE MICHAEL (Columbia 44-07478)	37	2	47 (CATCH ME) I'M FALLING PRETTY POISON (Virgin/Atlantic 0-96752)	43	20
23 BECAUSE OF YOU COVER GIRLS (Fever/Sutra SF819)	15	10	48 HOT HOT HOT BUSTER POINDEXTER & HIS BANSHEES OF BLUE (RCA 6737-1-RD)	DEBUT	
24 THE NIGHT YOU MURDERED LOVE ABC (Mercury 888 864-1/PolyGram)	12	8	49 NOTHING'S GONNA STOP ME NOW SAMANTHA FOX (Jive 1071-1-JD)	47	8
25 POP GOES THE WORLD MEN WITHOUT HATS (Mercury 888859-1)	25	5	50 BREAKOUT SWING OUT SISTER (Mercury 888 836-1/Polygram)	45	11

KIM (AMG RECORDS AT-001)
(It's An) Emergency (Extended 12" Club Mix) (6:30) (Ballou Music Publishing Company) (BMI) (R. Griffin-V. McKisic) (Producer: J. R. Dino)

TEMPTATIONS (MOTOWN 4598MG)
Look What You Started (12" Vocal Mix) (7:00) (Jul-dam/Gouda/Buchu/Dream Dealers Music) (ASCAP) (P. Bunetta-R. Chudacoff-M. Holden) (Producers: Peter Bunetta-Rick Chudacoff)

JOE BARBOZA/BILLY THE KID (CALOMA C-12871-B)
Miss You (12" Extended Version) (5:20) (Colgems Music) (ASCAP) (Jagger-Richards) (Producer: Joe Barboza)

DARRYL DUNCAN (MOTOWN 4599MG)
James Brown (12" Extended Club Version) (7:19) (Almo Music Corp) (ASCAP) (Darryl Duncan) (Producer: Darryl Duncan)

TRUE LOVE (CRITIQUE PR 2143)
Love Rap Ballad (12" Vocal Version) (4:50) (Solid Smash Music/Ray-Ray Music) (ASCAP) (Raymond Earl-Terrence Reed) (Producer: Raymond Earl)

THE RSP CREW (CHERRIE RECORDS CR-4TKSO4)
MC-School (12" Version) (5:14) (Quick Cue Music) (BMI) (V. Smith-A. Colston) (Producers: V. Smith-A. Colston)

DHAR BRAXTON (SLEEPING BAG SLX-30Y)
Illusions (12" Club Version) (8:27) (Y.A.M. Music/Munich Madness Music) (BMI) (J. Fair-Chocquette) (Producer: Jhon Fair)

COLORS 'N' BETWEEN (MY WORLD RECORDS CGW-1001)
We Like Your Lovin' (12" Club Version) (6:46) (Published By My World Records) (BMI) (Paul Lewis-Moses Talbert) (Producers: Paul Lewis-Moses Talbert)

GLADYS KNIGHT & THE PIPS (MCA-23713)
When You Love Someone (It's Christmas Everyday) (Special 12" Version) (6:12) (Zip Ya Lip/Modern Green/Soft Shoe/Four Buddies Music) (BMI) (Redd Foxx) (Producer: George Duke)

THE JETS (MCA L33-17433)
You Make It Christmas (12" Version) (3:38) (The Holmes Line Of Music) (ASCAP) (R. Holmes) (Producer: Don Powell)

MICHAEL STERLING (MAGNUM MRI 202)
Holiday (12" Version) (3:47) (Who Wrote That/Pac-Jam Music) (BMI) (Michael Sterling) (Producer: Michael Sterling)

MOST ACTIVE

CLUB PICK



Michael Jackson-The Way You Make Me Feel-Epic
STRONG ACTIVITY

M/A/R/R/S-Pump Up The Volume-4th & Broadway
Meli'sa Morgan-If You Can Do It: I Can Too!-Capitol
Michael Cooper-To Prove My Love-Warner Bros.
J. Blackfoot-Respect Yourself-Edge
Pebbles-Girlfriend-MCA
Freeman & Blount-Signed, Sealed Delivered-Suntown

I Want Your Body - Madame X - Atlantic
J. R. Dino
Club: Million Dollar Record Pool
Atlanta, Ga

Comments:
"This Talented Group Has Established A Good Track Record. They Will Certainly Keep Them In Forefront, Musically. Good Deal Record With Broad Demographic Great Response, Should Become A Seller!"

RETAILER'S PICK

If You Can Do It: I Can Too!! - Meli'sa Morgan - Capitol
Fillmore East Records
Manager: Beverly Taylor
Location: Cleveland, Oh
Comments:

"The Record Will Have Longevity. It Appeals To All Demographics. It Is Destined For Major Sales Activity!"

JAZZ ON DENON:



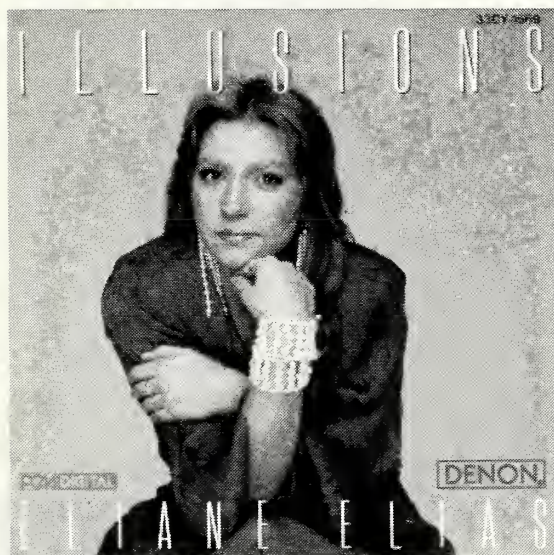
"THE RITZ"
CD:CY-1839. CASSETTE:CC-22



BOB BERG, "SHORT STORIES"
CD:CY-1768. CASSETTE:CC-21



RANDY BRECKER, "IN THE IDIOM"
CD:CY-1483.**



ELIANE ELIAS, "ILLUSIONS"
CD:CY-1569*



PETER ERSKINE, "TRANSITION"
CD:CY-1484**



BENNIE WALLACE, "THE ART OF THE SAXOPHONE"
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CASSETTE:CC-16

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MARLBORO COUNTRY MUSIC DONATES MORE THAN \$100,000 TO THE VIETNAM VETERANS MEMORIAL FUND. Marlboro Country Music superstars The Judds and Randy Owen of Alabama (second from right) join Frank E. Resnik (far right), president and CEO of Phillip Morris U. S. A., in presenting a check for \$100,875 to Jan Scruggs (center), president and founder of the Vietnam Veterans Memorial Fund.

Marlboro Country Music raised more than \$100,000 for the Vietnam Veterans Memorial Fund in a star-studded benefit performance at DAR Constitution Hall in Washington, D.C., on the eve of Veteran's Day. The money, raised from the gala event, was used to inscribe the names of 24 veterans on the Vietnam Veterans Memorial and to host the families of 24 veterans while they were in Washington for the concert and Veteran's Day ceremonies at the memorial.

The concert featured country music superstars Alabama, the mother-daughter duo of the The Judds, and special guest Bob Hope. The benefit also included a special show tribute to Vietnam veterans coordinated by Pulitzer Prize-winning photographer Eddie Adams. The one-time-only slide show presentation exhibited the works of Adams, David Kennerly, Guy Burrows and other award-winning Vietnam photographers.

"We are deeply grateful to Marlboro Country Music for raising the funds needed to inscribe the 24 names on the Memorial," said Jan Scruggs, president and founder of the

Vietnam Veterans Memorial Fund. "In addition, Marlboro helped us locate the families of all 24 men and assisted them with hotel expenses while in Washington. This extra assistance allowed most of the families to travel to Washington to participate in the ceremony."

Marlboro Country Music also participated in the Veteran's Day memorial service, which paid tribute to all Vietnam veterans, while recognizing the addition to the names and commemorating the fifth anniversary of the Memorial. Alabama performed "The Stars Spangled Banner", and The Judds sang "America The Beautiful" to open the ceremony. In addition, Frank E. Resnik, president and Chief Executive Officer of Phillip Morris U. S. A., and Bob Hope, well-known for his overseas benefit USO tours, spoke at the service.

"Phillip Morris is extremely proud to have been part of such a worthy fund raising effort," said Resnik. "We are thrilled with the amount of money raised from the concert, and we hope to continue our relationship with the Vietnam Veterans Memorial Fund."

CASH BOX COUNTRY ALBUMS

DECEMBER 26, 1987

Title, Artist, Label, Number, Distributor

- = Available on Compact Disc
- ◻ = Platinum (RIAA Certified)
- ◻ = Gold (RIAA Certified)

Rank	Title, Artist, Label, Number, Distributor	W		Rank	Title, Artist, Label, Number, Distributor	W	
		L	O			L	O
		W	C			W	C
1	ALWAYS AND FOREVER • RANDY TRAVIS (Warner Bros. 25568-1)	1	31	28	EXIT 0 • STEVE EARLE & THE DUKES (MCA 5998)	25	28
2	BORN TO BOOGIE ◻ HANK WILLIAMS, JR. (Warner Bros./Curb 1-25593)	2	22	29	BRILLIANT CONVERSATIONALIST T. GRAHAM BROWN (Capitol ST 12552)	34	27
3	80'S LADIES K.T. OSLIN (RCA 5924-1)	4	23	30	GREATEST HITS JOHN SCHNEIDER (MCA 42033)	31	10
4	JUST US ◻ ALABAMA (RCA 6495-1)	5	10	31	STORMS OF LIFE • RANDY TRAVIS (Warner Bros. 25435-1)	33	80
5	GREATEST HITS, VOL. 2 ◻ GEORGE STRAIT (MCA 42035)	3	13	32	FOSTER AND LLOYD FOSTER AND LLOYD (RCA 6372-1)	30	9
6	WILD EYED DREAM RICKY VAN SHELTON (Columbia FC 40602)	6	39	33	HEART AND SOUL RONNIE MILSAP (RCA 6245-1)	35	17
7	THE LAST ONE TO KNOW REBA McENTIRE (MCA 42030)	7	13	34	YOU AGAIN THE FORESTER SISTERS (Warner Bros. 25571-1)	36	20
8	LOVE ME LIKE YOU USED TO TANYA TUCKER (Capitol CLT 46870)	9	19	35	I PREFER THE MOONLIGHT KENNY ROGERS (RCA 6484-1)	37	17
9	HIGHWAY 101 HIGHWAY 101 (Warner Bros. 1-25608)	8	23	36	BAILLIE AND THE BOYS BAILLIE AND THE BOYS (RCA 6272-1)	27	8
10	HILLBILLY DELUXE DWIGHT YOAKAM (Reprise/Warner Bros. 25567-1)	11	33	37	THE O'KANES THE O'KANES (Columbia BL 4059)	39	50
11	KING'S RECORD SHOP ROSANNE CASH (Columbia FC 40777)	12	22	38	STILL WITHIN THE SOUND OF MY VOICE GLEN CAMPBELL (MCA 42009)	38	14
12	HEARTLAND ◻ THE JUDDS (RCA/Curb 5916-1)	14	45	39	RAINBOW DOLLY PARTON (Columbia FC 40968)	DEBUT	
13	TRIO • D. PARTON, L. RONSTADT, E. HARRIS (Warner Bros. 25491-1)	13	40	40	HARD TIMES ON EASY STREET DAVID LYNN JONES (Mercury/Polygram 832518-1)	29	9
14	GREATEST HITS STEVE WARINER (MCA 42032)	15	8	41	SWEETHEARTS OF THE RODEO SWEETHEARTS OF THE RODEO (Columbia FC 40406)	41	71
15	WHEELS • RESTLESS HEART (RCA 5648)	10	49	42	CHILL FACTOR MERLE HAGGARD (Epic FE 40986)	DEBUT	
16	THE BEST DAN SEALS (Capitol CLT 48308)	26	4	43	ONE FOR THE MONEY T.G. SHEPPARD (Columbia FC 40796)	44	2
17	THE ROYAL TREATMENT BILLY JOE ROYAL (Atlantic Americo 90658-1)	22	4	44	CRAZY FROM THE HEART BELLAMY BROTHERS (MCA/Curb 42039)	45	2
18	MAPLE STREET MEMORIES THE STATLER BROTHERS (Mercury/Polygram 832-404-1)	16	19	45	CHRISTMAS TIME THE JUDDS (RCA 6422-1)	DEBUT	
19	GREATEST HITS • REBA McENTIRE (MCA 5979)	21	32	46	SUPER HITS GEORGE JONES (Epic FE 40776)	46	3
20	SHELTER FROM THE NIGHT EXILE (Epic FE 40901)	17	10	47	NO EASY HORSES SCHUYLER, KNOBLOCH & BICKHARDT (MTM ST-71064)	47	6
21	OCEAN FRONT ◻ PROPERTY GEORGE STRAIT (MCA 5193)	20	47	48	MERRY CHRISTMAS TO YOU REBA McENTIRE (MCA 42031)	DEBUT	
22	CORNERSTONE HOLLY DUNN (MTM ST-71063)	24	28	49	SURE FEELS GOOD BARBARA MANDRELL (EMI-Americo ELT 46956)	40	18
23	HITS GARY MORRIS (Warner Bros. 1-25581)	23	6	50	AFTER ALL THIS TIME CHARLEY PRIDE (16th Avenue ST-70550)	43	30
24	A MAN CALLED HOSS WAYLON JENNINGS (MCA 42038)	32	4				
25	UNTASTED HONEY KATHY MATTEA (Mercury/Polygram 832 793-1)	28	7				
26	HEARTBEAT THE OAK RIDGE BOYS (MCA 42036)	18	12				
27	SOMEWHERE IN THE NIGHT SAWYER BROWN (Capitol/Curb CLT 46923)	19	15				

ALBUM REVIEW

THE JUDDS - Christmas Time With The Judds - RCA/Curb, 6422-1-R-B
Simple and beautiful make this Christmas record *simply beautiful!* The instrumentation is quietly handled and arranged to feature the magic sounding harmony of The Judds. Many of the ever-popular Christmas classics are found in the song selection. Put a Yule log on the fire, close your eyes, and listen. You will believe The Judds are spending the holidays in your home and singing these beautiful selections just for you. All their performances are too strong to single out any as outstanding. Yes...simply beautiful!



ALBUM REVIEW

VARIOUS ARTISTS - Warner Bros. Records Presents A Christmas Tradition - Warner Bros., 1-25630

Warner Bros. brings us an outstanding Christmas gift in the production of this LP. The fine group of Warner Bros. artists featured on this album are: Randy Travis, The Forester Sisters, Nitty Gritty Dirt Band, Crystal Gayle, Highway 101, Michael Martin Murphey and others. For a quality variety, you won't find a better holiday product. Talk about a Christmas "package"! Warner Bros. knows how to wrap one up for us!



"SOMEBODY LIED"

BUT IT WASN'T CASHBOX.

RICKY VAN SHELTON'S
number one smash,
"SOMEBODY LIED",
earned him the title of
Cashbox Magazine's "BEST
NEW MALE VOCALIST,
SINGLES."

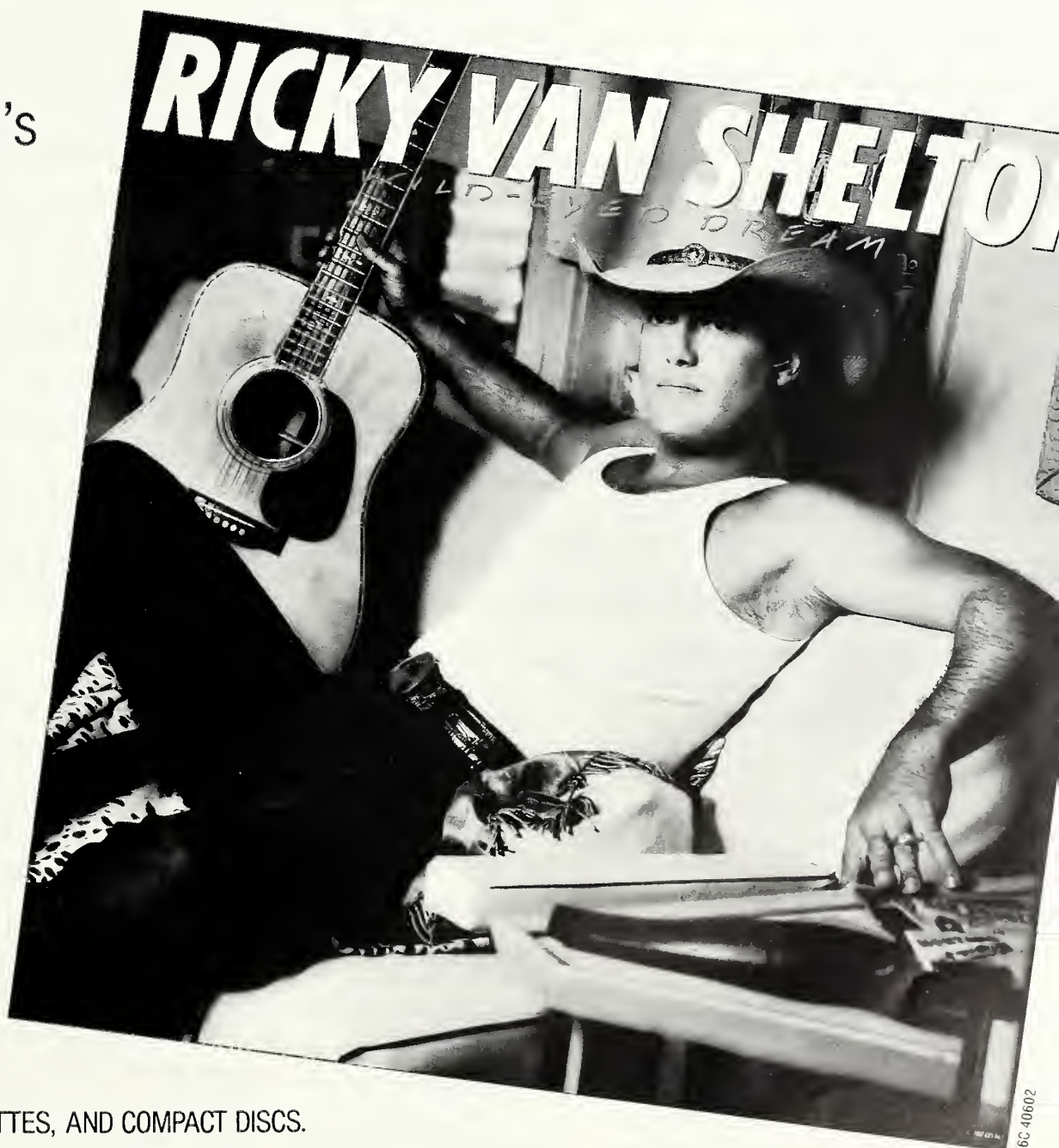
RICKY VAN SHELTON'S debut
album, "WILD-EYED DREAM",
made him Cashbox Magazine's
"BEST NEW MALE VOCALIST,
ALBUMS."

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way to start a career!

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the most exciting debut
album of 1987.

"LIFE TURNED HER THAT WAY"
by RICKY VAN SHELTON.

Produced by
STEVE BUCKINGHAM



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Another Legend Joins The Step One Records Roster!

by Joe Henderson

Ray Pennington of STEP ONE RECORDS, announced another big step his record company has taken to promote an already bright future into an even brighter setting. Another music legend joined the roster of STEP ONE. . . Floyd Cramer! Floyd Cramer is, indeed, a legend in business.

Floyd Cramer is recognized as one of the nucleus group of musicians who originated what has become known as "The Nashville Sound". But, his career began in his tiny hometown of Huttig, Arkansas. Huttig is, as Floyd puts it, "a little sawmill town about 30 miles from the Louisiana border." And, Floyd Cramer started, at a very young age, the career that would lead to a legendary position as pianist. I'll let him tell you about it. . .

"My parents bought me a piano when I was five years old. And, by the way, I still love that piano. I took lessons at that early age, when there was a teacher available in Huttig. But, I was 12 or 13 before I really got interested in playing a future.

There wasn't many local bands around here part of the state, so I became very interested in 'Quartet Music'. I idolized the piano player for the Stamps Baxter Quartet. His name was Smilin' Joe Roper. Eventually, it was a real thrill for me to take lessons from him. Those lessons increased my interest in wanting to play by ear, rather than to be dependent upon reading music.

Please, don't misunderstand. I fully realize that reading music is very important, and I'm not saying that playing, by ear, is the best way. But, for me, it was/is right. I found that playing by ear gave me real freedom of expression and a chance to be more creative." Floyd Cramer's expression and creations at the keyboard took him to Shreveport, Louisiana as soon as he graduated from high school. He was a regular performer on the



Louisiana Hayride for 4 years. There, he met many Nashville-based country stars. In fact, Floyd often came to Nashville to play on recording sessions during that time.

He moved here in 1955, and a book could easily be written about his life, since then. Suffice it to say that he *worked* his way into national prominence by playing on recording sessions and on the road. He eventually quit the road trips and limited himself to recording sessions, mainly.

During this time, his ever-increasing popularity led him into a nucleus of instrumentalists who have all become legendary as the true originators of "The Nashville Sound". Floyd named some of his cohorts and said, sincerely, that he hoped not to forget anyone. Names of fame rolled off his lips: Chet Atkins, Grady Martin, Hank Garland, Bob Moore, Ray Eddington, Harold Bradley, Charlie McCoy, Buddy Har-

mon, . . . others became an important part of "The Sound" . . . The Jordanares, "Pig" Robbins, The Anita Kerr Singers, Bill McElhiney, and more. The producers were a big part of it. . . Owen Bradley, Don Law, Chet Atkins, Fred Foster and Jim Vienneau, and Wesley Rose was highly involved.

Now, Floyd Cramer has embarked on a new and very exciting career journey, once more. He tells it this way. . . "the truth is, I read about what Ray is doing with STEP ONE RECORDS in CASH BOX MAGAZINE! I have known Ray for many years. I saw what he was doing in successful product marketing, and I gave him a call. Ray was very happy and excited about working together, as was I.

I know there's a market out there for my instrumental recordings. I've seen it through TV advertising, personal appearances, and business negotiations. Some labels simply don't seem to be concerned about that market any longer. Well, Ray Pennington certainly is interested. Through our agreement, Ray has leased

three new and current albums, of mine, for immediate marketing: "Just Me And My Piano", "Country Gold", and "Special Songs of Love". In addition, I will be recording new products for STEP ONE RECORDS in the future.

The key reason I became associated with this fine organization is. . . I believe in myself and my product and potential. It's nice to have someone, like Ray Pennington, who has the same belief in me!"

In summation, let me say to Floyd Cramer. . . there are hundreds of thousands of us, who share that belief. STEP ONE has been steppin' high for some time, but I think I just saw Ray Pennington steppin' a little higher, today.

· A · W · A · R · D · S ·

TOP 50 COUNTRY SINGLES

SINGLE OF THE YEAR

Forever and Ever, Amen - Randy Travis - Warner Brothers

TOP 50 SINGLES

1. Forever and Ever, Amen - Randy Travis - Warner Bros.
2. Hell and High Water - T. Graham Brown - Capitol
3. Born To Boogie - Hank Williams, Jr. - Warner Bros./Curb
4. Ocean Front Property - George Strait - MCA
5. You're Still New To Me - Marie Osmond/Paul Davis - Capitol/Curb
6. Fishin' In The Dark - Nitty Gritty Dirt Band - Warner Bros.
7. It Ain't Cool To Be Crazy About You - George Strait - MCA
8. The Way We Make A Broken Heart - Rosanne Cash - Columbia
9. All My Ex's Live In Texas - George Strait - MCA
10. Don't Go To Strangers - T. Graham Brown - Capitol
11. Too Much Is Not Enough - Bellamy Brothers/Forester Sisters - MCA/Curb
12. To Know Him Is To Love Him - D. Parton, E. Harris, L. Ronstadt - Warner Bros.
13. The Weekend - Steve Wariner - MCA
14. One Promise Too Late - Reba McEntire - MCA
15. Make No Mistake, She's Mine - Kenny Rogers/Ronnie Milsap - RCA
16. Cry Myself To Sleep - The Judds - RCA/Curb
17. Why Does It Have To Be (Wrong or Right) - Restless Heart - RCA
18. Love Me Like You Used To - Tanya Tucker - Capitol
19. It Takes A Little Rain - The Oak Ridge Boys - MCA
20. You Again - The Forester Sisters - Warner Bros.
21. Snap Your Fingers - Ronnie Milsap - RCA
22. Rose In Paradise - Waylon Jennings - MCA
23. Love Someone Like Me - Holly Dunn - MTM
24. Kids Of The Baby Boom - Bellamy Brothers - MCA/Curb
25. Three Time Loser - Dan Seals - EMI America
26. Mind Your Own Business - Hank Williams, Jr. - Warner Bros./Curb
27. Old Bridges Burn Slow - Billy Joe Royal - Atlantic America
28. No Place Like Home - Randy Travis - Warner Bros.
29. I Know Where I'm Going - The Judds - RCA/Curb
30. A Long Line Of Love - Michael Martin Murphey - Warner Bros.
31. The Right Left Hand - George Jones - Epic
32. Maybe Your Baby's Got The Blues - The Judds - RCA/Curb
33. Right From The Start - Earl Thomas Conley - RCA
34. Small Town Girl - Steve Wariner - MCA
35. Straight To The Heart - Crystal Gayle - Warner Bros.
36. Forever - Statler Brothers - Mercury/Polygram
37. You Still Move Me - Dan Seals - EMI America
38. 'Til I'm Too Old To Die Young - Moe Bandy - MCA/Curb
39. Am I Blue - George Strait - MCA
40. Fallin' For You For Years - Conway Twitty - Warner Bros.
41. I Can't Win For Losing You - Charley Pride - 16th Avenue
42. Crazy Over You - Foster and Lloyd - RCA
43. Julia - Conway Twitty - MCA
44. How Do I Turn You On - Ronnie Milsap - RCA
45. Have I Got Some Blues For You - Charley Pride - 16th Avenue
46. Touch Me When We're Dancing - Alabama - RCA
47. Tar Top - Alabama - RCA
48. Domestic Life - John Conlee - Columbia
49. Whiskey, If You Were A Woman - Highway 101 - Warner Bros.
50. I'll Never Be In Love Again - Don Williams - Capitol

A Very Sincere "Thank You"



FROM
RECORDING ARTISTS

T. GRAHAM BROWN *and* SAWYER BROWN

Photo by
Peter Nash

GRAHAM
BROWN'S

NEW SINGLE...
"LAST RESORT"
FROM THE
"BRILLIANT CONVERSATIONALIST"
CAPITOL RECORDS ALBUM



SAWYER BROWN'S
NEW SINGLE...
"THIS MISSING YOU HEART OF MINE"
FROM THE "SOMEWHERE IN THE NIGHT"
CAPITOL RECORDS ALBUM

**SPECIAL THANKS TO CASH BOX RADIO REPORTERS FOR THEIR
SUPPORT IN MAKING 1987 A GREAT YEAR!**

• A • W • A • R • D • S •

TOP 50 COUNTRY ALBUMS

TOP 50 ALBUMS

1. Always and Forever - Randy Travis - Warner Bros.
2. Ocean Front Property - George Strait - MCA
3. Heartland - The Judds - RCA/Curb
4. Wheels - Restless Heart - RCA
5. Hillbilly Deluxe - Dwight Yoakam - Warner Bros./Reprise
6. Storms Of Life - Randy Travis - Warner Bros.
7. Trio - D. Parton, E. Harris, L. Ronstadt - Warner Bros.
8. Wine Colored Roses - George Jones - Epic
9. Guitars, Cadillacs, Etc., Etc. - Dwight Yoakam - Warner Bros./Reprise
10. The Touch - Alabama - RCA
11. What Am I Gonna Do About You - Reba McEntire - MCA
12. Too Many Times - Earl Thomas Conley
13. Greatest Hits - Reba McEntire - MCA
14. Hank Live - Hank Williams, Jr - Warner Bros./Curb
15. Guitar Town - Steve Earle - MCA
16. I Tell It Like It Used To Be - T. Graham Brown - Capitol
17. Born To Boogie - Hank Williams, Jr. - Warner Bros./Curb
18. Montana Cafe - Hank Williams, Jr. - Warner Bros./Curb
19. George Strait #7 - George Strait - MCA
20. Highway 101 - Highway 101 - Warner Bros.
21. Sweethearts of the Rodeo - Sweethearts of the Rodeo - Columbia
22. King's Record Shop - Rosanne Cash - Columbia
23. Plain Brown Wrapper - Gary Morris - Warner Bros.
24. Wild Eyed Dreams - Ricky Van Shelton - Columbia
25. Love's Gonna Get Ya - Ricky Skaggs - Epic
26. 80's Ladies - K.T. Oslin - RCA
27. Straight To The Heart - Crystal Gayle - Warner Bros.
28. Black and White - Janie Frickie - Columbia
29. On The Front Line - Dan Seals - EMI America
30. O'Kanes - The O'Kanes - Columbia
31. Maple Street Memories - The Statler Brothers - Mercury/Polygram
32. Twenty Years Of Dirt - The Nitty Gritty Dirt Band - Warner Bros.
33. You Haven't Heard The Last Of Me - Moe Bandy - MCA/Curb
34. Whoever's In New England - Reba McEntire - MCA
35. Harmony - Anne Murray - Capitol
36. Rockin' With The Rhythm - The Judds - RCA/Curb
37. Walk The Way The Wind Blows - Kathy Mattea - Mercury/Polygram
38. They Don't Make Them Like They Used To - Kenny Rogers - RCA
39. Out Goin' Cattin' - Sawyer Brown - Capitol/Curb
40. Exit 0 - Steve Earle - MCA
41. Greatest Hits 2 - George Strait - MCA
42. Take The Long Way Home - John Schneider - MCA
43. Love Will Find It's Way - Lee Greenwood - MCA
44. Love Me Like You Used To - Tanya Tucker - Capitol
45. Greatest Hits - Exile - Epic
46. The Last One To Know - Reba McEntire - MCA
47. Four For The Show - Statler Brothers - Mercury/Polygram
48. Lyle Lovett - Lyle Lovett - MCA/Curb
49. I Only Wanted You - Marie Osmond - Capitol/Curb
50. Hold On - The Nitty Gritty Dirt Band - Warner Bros.

COME FACE TO FACE WITH

ALABAMA

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ON RCA RECORDS



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THE 1'S THAT COUNT!

Acuff-Rose Music, Inc., Milene Music Inc., and all of us at the Opryland Music Group would like to say thank you to the writers, artists, producers and record labels who helped make 1987 a very special year...

Number 1

ALL MY EX'S LIVE IN TEXAS

Writers: Whitey Shafer and Lyndia D. Shafer
Artist: George Strait
Producers: Jimmy Bowen and George Strait
Label: MCA Records

Number 1

AM I BLUE

Writer: David Chamberlain
Artist: George Strait
Producers: Jimmy Bowen and George Strait
Label: MCA Records

Number 1

HAVE I GOT SOME BLUES FOR YOU

Writer: David Chamberlain
Artist: Charley Pride
Producer: Ray Baker
Label: 16th Avenue Records

Number 1

MIND YOUR OWN BUSINESS

Writer: Hank Williams
Artist: Hank Williams Jr.
Producers: Hank Williams Jr., Barry Beckett
and Jim Ed Norman
Label: Warner Brothers Records

Number 1

SNAP YOUR FINGERS

Writers: Grady Martin and Alex Zanetis
Artist: Ronnie Milsap
Producers: Ronnie Milsap, Rob Galbraith and
Kyle Lehning
Label: RCA Records

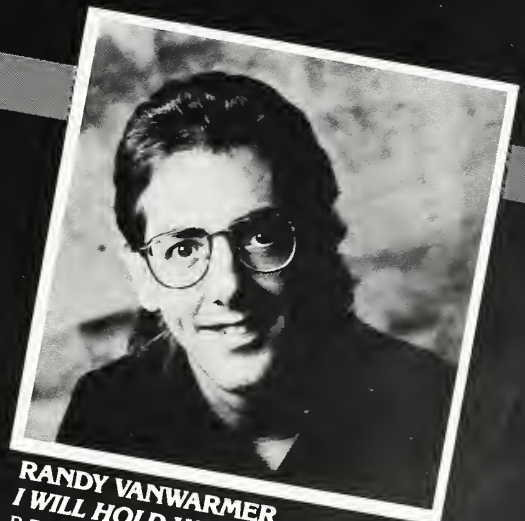


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CHARLEY PRIDE
SHOULDN'T IT BE EASIER THAN THIS
B-70408



RANDY VANWARMER
I WILL HOLD YOU
B-70407



CANYON
OVERDUE
B-70410



ROBIN & CRUISER
NO HEART LEFT TO BREAK
B-70409



MALE VOCALIST

1. Randy Travis
2. George Strait
3. Hank Williams, Jr.
4. Highway 101
5. Statler Bros.
6. Steve Earle
7. Earl Thomas Conley
8. T. Graham Brown
9. Gary Morris
10. Ricky Van Shelton

FEMALE VOCALIST

1. Reba McEntire
2. Rosanne Cash
3. Crystal Gayle
4. Janie Fricke
5. K.T. Oslin
6. Kathy Mattea
7. Anne Murray
8. Tanya Tucker
9. Marie Osmond
10. Holly Dunn

VOCAL GROUP

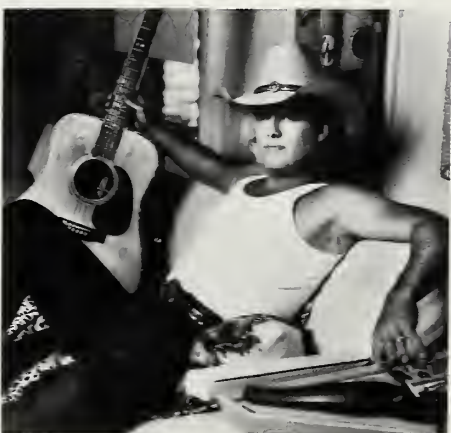
1. Alabama
2. Restless Heart
3. Dolly Parton, Emmylou Harris, Linda Ronstadt
4. Highway 101
5. Statler Brothers

ALBUM OF THE YEAR

Always and Forever - Randy Travis - Warner Brothers



♦ A · W · A · R · D · S · ♦
COUNTRY ALBUMS



NEW VOCAL GROUP

Dolly Parton, Emmylou Harris, Linda Ronstadt

NEW MALE VOCALIST

Ricky Van Shelton

NEW VOCAL DUET

The O'Kanes

ALBUM LABEL

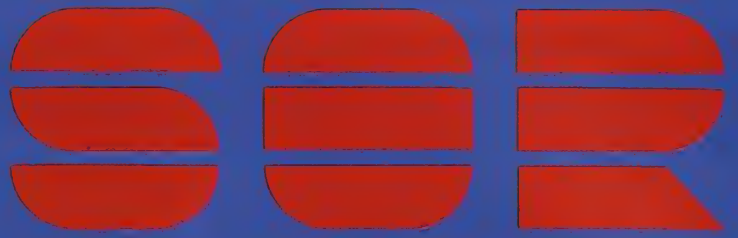
1. Warner Brothers
2. MCA
3. RCA
4. Columbia
5. Capitol

NEW FEMALE VOCALIST

K.T. Oslin

VOCAL DUET

The Judds



STEP ONE RECORDS

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RAY PENNINGTON
Dear Lord, I've Changed (Since I've Been Unchained)

CURTIS POTTER
All I Need Is Time

The KENDALLS
Break the Routine

RAY PRICE
The Heart of Country Music

Swingin'
40's 80's

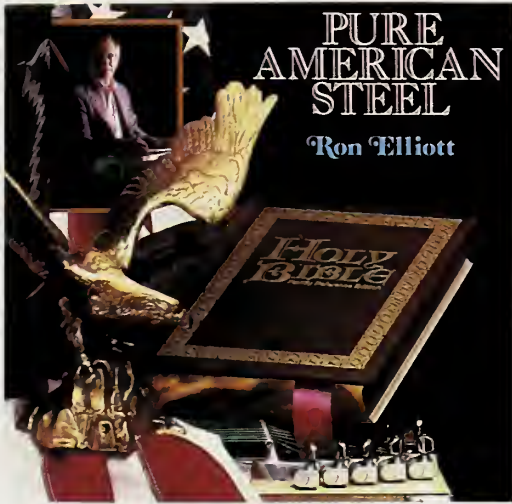
HOT TEXAS COUNTRY

Ray Price
GREATEST HITS VOLUME III

RAY PRICE

Ray Price
GREATEST HITS VOLUME II

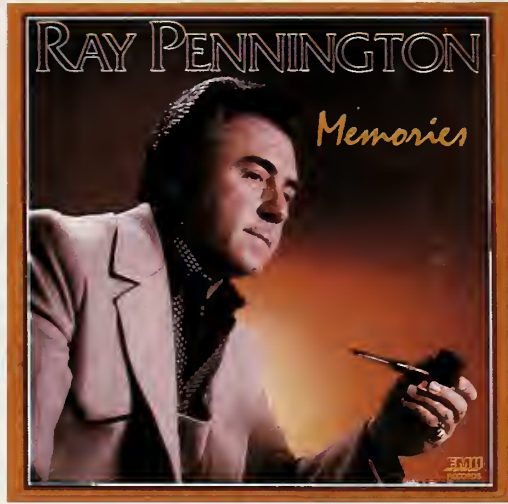




**RON ELLIOTT
SOR-0018**

SIDE 1 BLUE JADE • I'M ALWAYS CHASING RAINBOWS • 12TH OF NEVER • SOFTLY AND TENDERLY • WILL THE CIRCLE BE UNBROKEN • THE LORD'S PRAYER

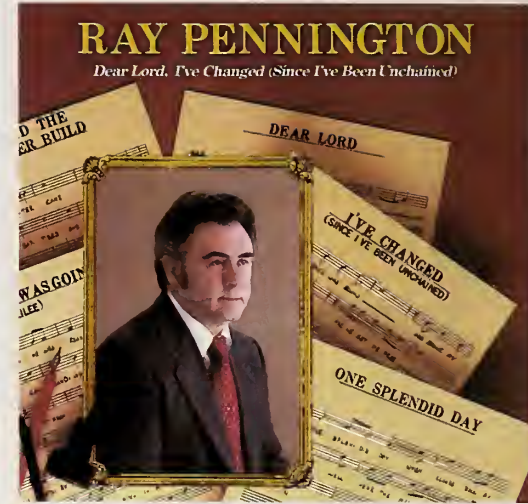
SIDE 2 BORN TO LOSE • HALF A MIND • CARELESS HANDS • WALTZ ACROSS TEXAS • AMAZING GRACE • AMERICA



**RAY PENNINGTON
EMH-0001**

SIDE 1 THE MEMORIES THAT LAST • TILL THE FEAR SLIPS AWAY • I'LL GO TO A STRANGER • I CAN FORGET ABOUT YOU • THEN I CAN FACE YOUR MEMORY • YOU SAVED ME FROM ME

SIDE 2 NOTHING'S CHANGED, NOTHING'S NEW • THE DEVIL'S DEN • I'LL NEVER LET YOU GO • NOTHING TO GO ON • SWEET, SWEET WOMAN • WHILE I WAS SLIPPIN' IN (SHE WAS STEPPIN' OUT)



**RAY PENNINGTON
SOR-0022**

SIDE 1 I'VE CHANGED (SINCE I'VE BEEN UNCHAINED) • THE LOVE HE HAS FOR ME • THE REDEEMED OF THE AGES WILL SING • TURN ON YOUR LIGHT AND LET IT SHINE • WHAT DID THE CARPENTER BUILD • NOTHING CAN STAND IN MY WAY • DEAR LORD

SIDE 2 I CAN'T GET UP BY MYSELF • YOU SAVED ME FROM ME • GOD WILL BLESS YOU BY AND BY • SOMETHING GOOD WAS GOING ON IN GALILEE • ONE SPLENDID DAY • MY HOME THAT LIES BEYOND JORDAN • OVER THERE

**BUDDY EMMONS & RAY PENNINGTON
SWING SHIFT BAND**

2 ALBUMS
1 CASSETTE

RECORD 1—SIDE A STEEL GUITAR RAG • HANG YOUR HEAD IN SHAME • SAN ANTONIO ROSE • RIGHT OR WRONG • IT MAKES NO DIFFERENCE NOW • PAN HANDLE RAG

RECORD 1—SIDE B HEART TO HEART TALK • STEPPIN' UP • WALKING ON NEW GRASS • THERE'S A NEW MOON OVER MY SHOULDER • OKLAHOMA STOMP

RECORD 2—SIDE A TIME CHANGES EVERYTHING • FADED LOVE • B. BOWMAN HOP • NOTHING'S CHANGED, NOTHING'S NEW • BUBBLES IN MY BEER • MAIDEN'S PRAYER

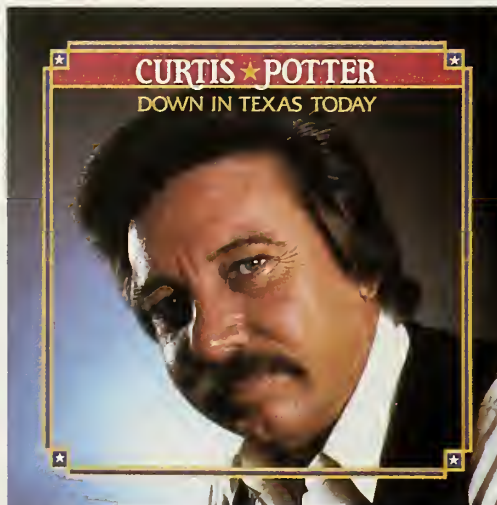
RECORD 2—SIDE B BIG BEAVER • DEEP WATER • BEFORE YOU TURN ME DOWN • FIVE FINGERS • CINCINNATI BLUES



**DAVE HOLLADAY
SOR-0021**

SIDE 1 EXCUSE ME FOR LOVING YOU • (MY HEART WON'T LET ME LOVE) NO ONE BUT YOU • I WISH I FELT THIS WAY AT HOME • COULDN'T LOVE HAVE PICKED A BETTER PLACE TO DIE • RAMONA FROM DAYTONA

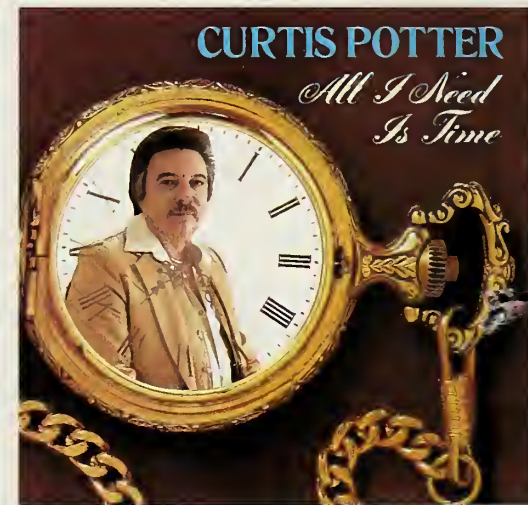
SIDE 2 WHAT CHEATIN' IS TODAY • PULL UP A PILLOW • YOU SHOULD STILL BE MINE • OLD MEMORIES • I.O. BLUES • NOW SHE'S IN PARIS



**CURTIS POTTER
SOR-0004**

SIDE 1 DOWN IN TEXAS TODAY • WE NEVER TOUCH AT ALL • IF YOU LOOK A LITTLE LESS • TWIN FIDDLES TURN ME ON • IF THIS WAS TEXAS

SIDE 2 I USED TO TURN YOU ON (NOW I DON'T EVEN TURN YOUR HEAD) • WE'VE SURVIVED • I NEVER THOUGHT I COULD TILL NOW • OKLAHOMA SUNSHINE • HERE'S TO YOU



**CURTIS POTTER
SOR-0020**

SIDE 1 ALL I NEED IS TIME • AM I BLUE • CLOSE YOUR EYES • THEN I CAN FACE YOUR MEMORY • ONE AWAY FROM ONE TOO MANY

SIDE 2 CHICAGO DANCIN' GIRLS • OLD LOVES NEVER DIE • HILLS OF HOME • I'M NOT SUPPOSED TO CARE • SO MANY WAYS TO SAY GOODBYE

THE KENDALLS

BREAK THE ROUTINE

*
ALSO
AVAILABLE
IN
COMPACT
DISC

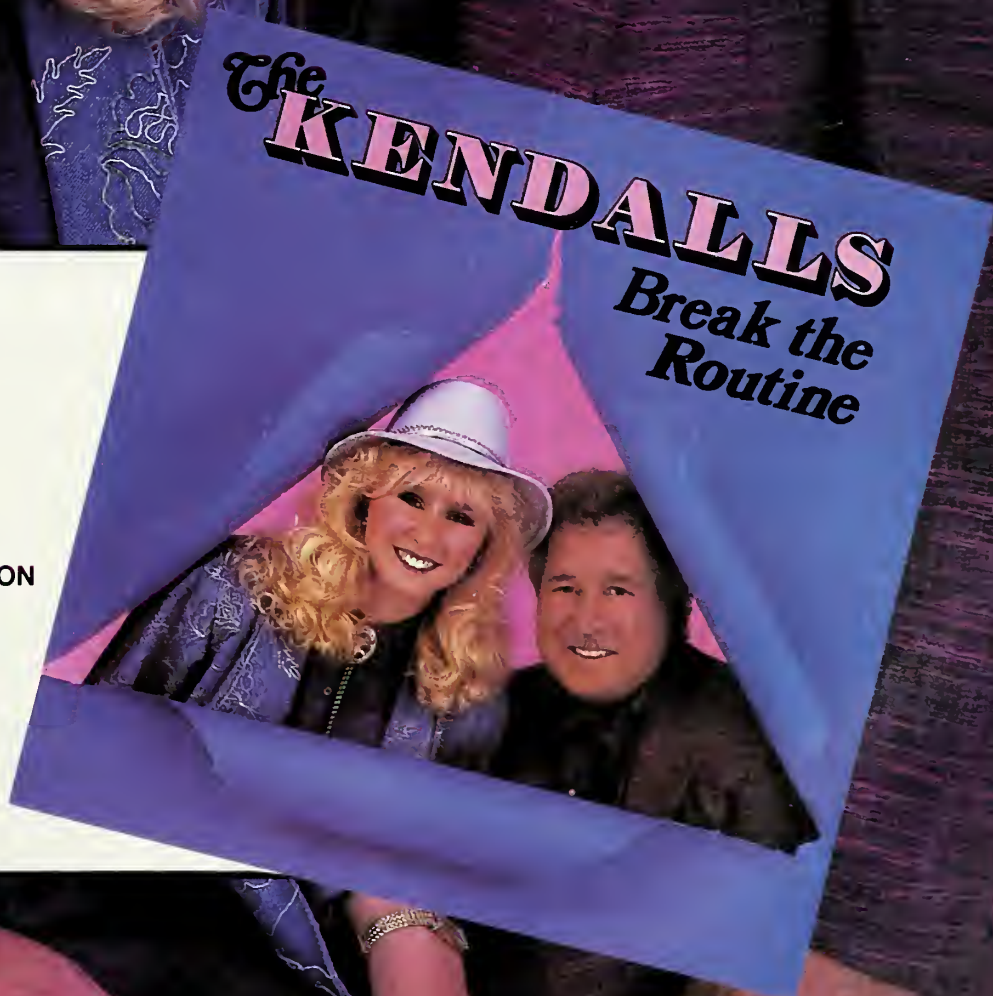
BREAK THE ROUTINE SOR-0023

SIDE 1

- DANCIN' WITH MYSELF TONIGHT
- CALL BEFORE MIDNIGHT
- ROUTINE
- A WHOLE LOT TO LOSE
- A FAR CRY
- WHAT KIND OF FOOL KEEPS HANGIN' ON

SIDE 2

- THE RHYTHM OF ROMANCE
- ANY OLD LOVE WILL DO
- THEY CAN'T STOP ME
- YOU NEVER CROSS MY MIND
- COUNTRY MUSIC STATION
- STILL PICKIN' UP AFTER YOU



RAY PRICE'S

**WELCOME TO RAY PRICE COUNTRY
SOR-0007**

SIDE 1 FIVE FINGERS • WHY DON'T LOVE JUST GO AWAY (WHEN IT'S ALL GONE) • GIVE THIS BROKEN HEART A BREAK • (SHE'S GOT A HOLD OF ME WHERE IT HURTS) SHE WON'T LET GO • LONELY LIKE A ROSE

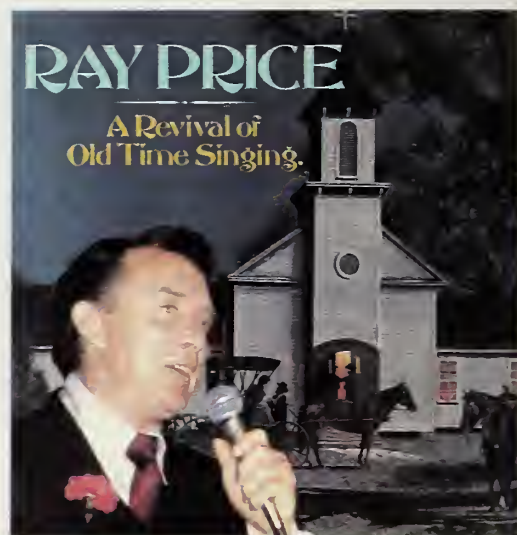
SIDE 2 JUST ENOUGH LOVE • I'M NOT LEAVING (I'M JUST GETTING OUT OF YOUR WAY) • MEMORIES TO BURN • HERE'S TO YOU • ALL YOU HAVE TO DO IS COME BACK HOME



**A REVIVAL OF OLD TIME SINGING
SOR-0016**

SIDE 1 IN THE GARDEN • I'LL FLY AWAY • PRECIOUS MEMORIES • LOVE LIFTED ME • SOFTLY AND TENDERLY • WHEN THE ROLL IS CALLED UP YONDER

SIDE 2 WHAT DID THE CARPENTER BUILD • AMAZING GRACE • IN VAIN • ROCK OF AGES • WHAT A FRIEND WE HAVE IN JESUS • JUST AS I AM



**ALSO
AVAILABLE
IN
COMPACT
DISC**



**PORTRAIT OF A SINGER
SOR-0009**

2 ALBUMS
1 CASSETTE

RECORD 1—SIDE A YOU'RE NOBODY TILL SOMEBODY LOVES YOU • ONCE IN A WHILE • SENTIMENTAL JOURNEY • BECAUSE OF YOU • YOU'LL NEVER KNOW

RECORD 1—SIDE B ALL THE WAY • SMILE • BUMMIN' AROUND • YOU ALWAYS HURT THE ONE YOU LOVE • IT HAD TO BE YOU

RECORD 2—SIDE A I CAN'T GIVE YOU ANYTHING BUT LOVE • I'M CONFESSING • ALWAYS • MONA LISA • YOUNG AT HEART

RECORD 2—SIDE B I'M IN THE MOOD FOR LOVE • LOVE ME TENDER • AS TIME GOES BY • DON'T GET AROUND MUCH ANYMORE • PLEASE DON'T TALK ABOUT ME WHEN I'M GONE

LATEST & GREATEST!

THE HEART OF COUNTRY
MUSIC
SOR-0019
2 ALBUMS
1 CASSETTE



ALSO
AVAILABLE
IN
COMPACT
DISC



RECORD 1—SIDE A HAVE I TOLD YOU
LATELY THAT I LOVE YOU • WALKING THE
FLOOR OVER YOU • PLEASE DON'T LEAVE
ME • I CAN'T HELP IT IF I'M STILL IN LOVE
WITH YOU • HE'LL HAVE TO GO
RECORD 1—SIDE B TAKE ME AS I AM •
BLUE EYES CRYING IN THE RAIN • BLUES
STAY AWAY FROM ME • SLIPPING AROUND •
SATISFIED MIND

RECORD 2—SIDE A WALKING ON NEW
GRASS • JUST SOMEONE I USED TO KNOW •
TODAY I STARTED LOVING YOU AGAIN • SHE
THINKS I STILL CARE • IS ANYBODY GOING
TO SAN ANTONIO
RECORD 2—SIDE B NO ONE WILL EVER
KNOW • THE LAST LETTER • JEALOUS
HEART • THERE GOES MY EVERYTHING •
WAITING FOR A TRAIN

30 GREAT HITS

VOLUME I SOR-0012
VOLUME II SOR-0013
VOLUME III SOR-0014

ALL 3 VOLUMES
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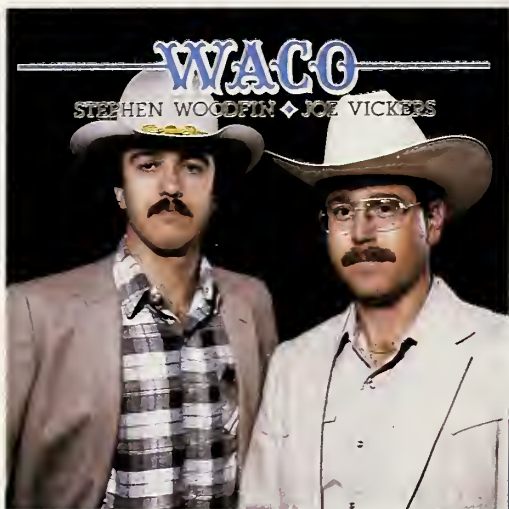


- VOLUME I**
- CRAZY ARMS
 - CITY LIGHTS
 - I'LL BE THERE IF YOU EVER WANT ME
 - HALF A MAN
 - HEARTACHES BY THE NUMBER
 - RELEASE ME
 - MY SHOES KEEP WALKING BACK TO YOU
 - SOFT RAIN
 - I'LL SAIL MY SHIP ALONE
 - BURNING MEMORIES

- VOLUME II**
- DANNY BOY
 - TOUCH MY HEART
 - CRAZY
 - A WAY TO SURVIVE
 - YOU'RE THE BEST THING THAT EVER HAPPENED TO ME
 - NIGHT LIFE
 - THE OTHER WOMAN
 - DON'T YOU EVER GET TIRED OF HURTING ME
 - I'D RATHER BE SORRY
 - GRAZIN' IN GREENER PASTURES

- VOLUME III**
- FOR THE GOOD TIMES
 - SHE WEARS MY RING
 - HELP ME MAKE IT THROUGH THE NIGHT
 - GETTING OVER YOU AGAIN
 - FORTY AND FADIN'
 - DIAMONDS IN THE STARS
 - SWEETHEART OF THE YEAR
 - I'M STILL NOT OVER YOU
 - IT DON'T HURT ME HALF AS BAD
 - I WON'T MENTION IT AGAIN

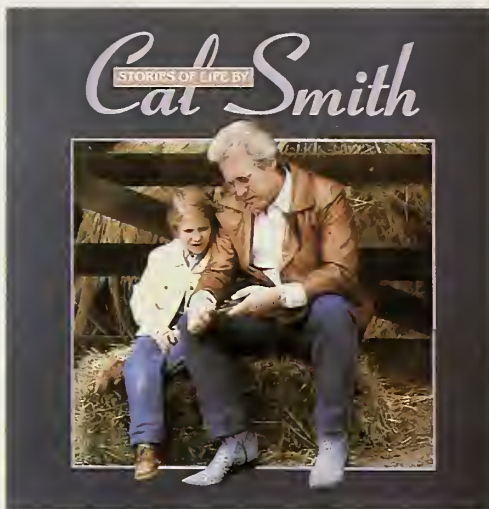




**WACO
SOR-0006**

SIDE 1 TOO BIG A PRICE TO PAY • WHAT LOVE CAN DO • THE WEDDING BAND WALTZ • WOULDN'T IT BE NICE • MY LAST SONG FOR HER • SAN ANTONIO STORY

SIDE 2 THE DEVIL IN MY ARMS • MY LEANIN' POST IS A SAD SONG • HARD HEARTED SOFT BODIED WOMAN • HEARTACHE A MINUTE • BEFORE YOU TURN ME DOWN • JUMPER CABLES



**CAL SMITH
SOR-0011**

SIDE 1 NOBODY WILL EVER TAKE YOUR PLACE • BIRDS AND CHILDREN FLY AWAY • I KNOW IT'S NOT OVER • COUNTRY BUMPKIN • NORTH ALABAMA • LORENE

SIDE 2 I THINK THAT I'D BE BETTER OFF • MOBILE BAY • THE SHOW'S ALMOST OVER • BEIN' GONE • KING LEAR • LUCY NEEDS A FRIEND



**LOIS JOHNSON
EMH-0004**

SIDE 1 TOO OLD FOR TOYS • LOVESHINE • YOU ARE THE MELODY • FALLIN' OUT OF LOVE • I CAN'T STAND TO HEAR YOU SAY GOODBYE

SIDE 2 TO THE OTHER WOMAN • BABY ME BABY • ANGEL IN MY ARMS • CARELESS KIND OF HEART • IT WON'T BE EASY

**DON RENO
SOR-0010**

SIDE 1 DRIFTING WITH THE TIDE • WHISPERING • TENNESSEE PRIDE • LIMEHOUSE BLUES • I WOULDN'T CHANGE YOU IF I COULD • CHARLOTTE BREAKDOWN

SIDE 2 EMOTIONS • THE WORLD IS WAITING FOR THE SUNRISE • DON'T CHEAT IN OUR HOMETOWN • DUELING BANJOS • I KNOW YOU'RE MARRIED • BLUE AND LONESOME



**JACK GREENE
EMH-1003**

SIDE 1 THERE GOES MY EVERYTHING • STATUE OF A FOOL • GOIN' THROUGH HELL FOR AN ANGEL • MIDNIGHT TENNESSEE WOMAN • ALL THE TIME

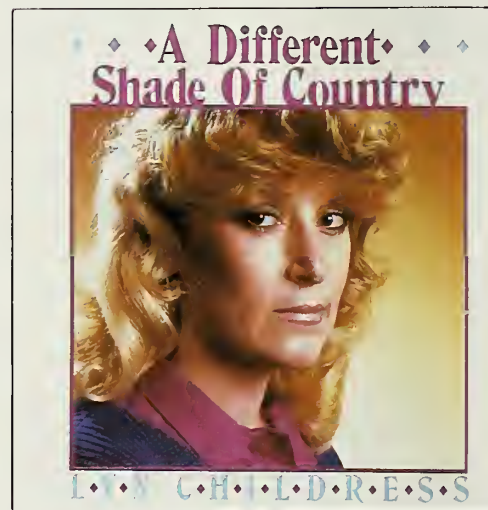
SIDE 2 YOU ARE MY TREASURE • DON'T YOU EVER GET TIRED • I'D DO AS MUCH FOR YOU • I'D BE HOME ON CHRISTMAS DAY • THE LAST LETTER



**SAMMI SMITH
SOR-0008**

SIDE 1 COWBOY FROM WYOMING • YOU JUST HURT MY LAST FEELING • LIVING IT UP • I GET THE BLUES • DON'T LET IT HAPPEN AGAIN

SIDE 2 THOSE EYES • ONE AWAY FROM ONE TOO MANY • I'LL NEVER GET UP THIS SLOW • LOVE ME ALL OVER • AN OFFER I COULDN'T REFUSE



**LYN CHILDRESS
SOR-0005**

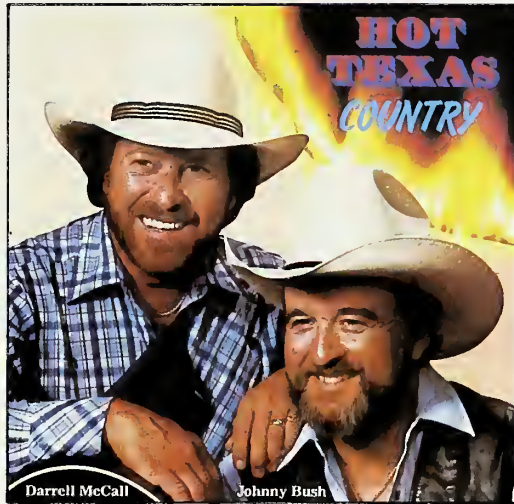
SIDE 1 A WHOLE LOT OF YOU • COULDN'T LOVE HAVE FOUND (A BETTER PLACE TO DIE) I'VE DONE ALL I CAN • I CAN'T STAND TO HEAR YOU SAY GOODBYE • SLIP AWAY

SIDE 2 DALLAS TO ODESSA • A DIFFERENT SHADE OF BLUE • DON'T ROCK THE LOVEBOAT • EXPERT AT EVERYTHING • HONEY YOU



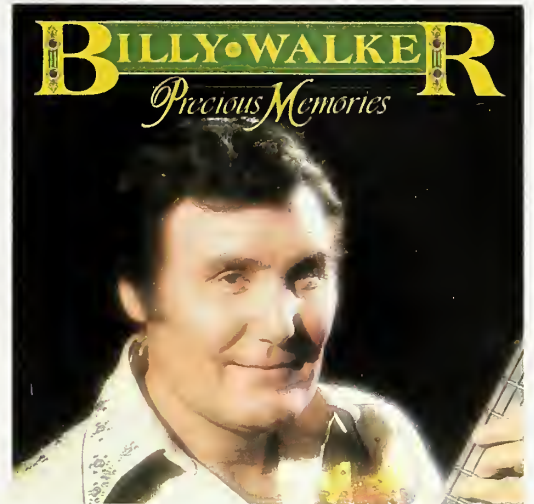
BUDDY EMMONS & RAY PENNINGTON
SWING SHIFT BAND
SOR-0015

SIDE 1 IN THE MOOD • CARELESS HANDS • COUNTRY CLUB • THE KIND OF LOVE I CAN'T FORGET • DON'T WORRY • TUXEDO JUNCTION
SIDE 2 GOOD OLE COUNTRY MOOD • STRING OF PEARLS • MY KIND OF GIRL • CURTAIN CALL WHEN YOU'VE SEEN ONE BROKEN HEART (YOU'VE SEEN THEM ALL) • UNDECIDED • HOME SAN ANTOINE



DARRELL McCALL & JOHNNY BUSH
SOR-0017

SIDE 1 THE TWENTY-FOURTH HOUR • PICK ME UP ON YOUR WAY DOWN • WAIT 'TIL THE SUN SHINES NELLIE • YOU DONE ME WRONG • IF YOU'LL HOLD THE LADDER
SIDE 2 I CAN'T SEE TEXAS FROM HERE • THERE'LL ALWAYS BE HONKY TONKS IN TEXAS • JUST RIDIN' THROUGH • BROKEN PROMISE LAND • AFTERNOON RENDEZVOUS



BILLY WALKER
TTR-58

SIDE 1 PRECIOUS MEMORIES • JUST A CLOSER WALK WITH THEE • PEACE IN THE VALLEY • UNCLOUDY DAY • HELLO GOD • WHAT A FRIEND WE HAVE IN JESUS • ROCK OF AGES • AND NOW MAMA
SIDE 2 SOAP & WATER • LOVE & NOT THE NAILS • VICTORY IN JESUS • AMAZING GRACE • I SAW THE LIGHT • ONLY ONE PRAYER AWAY • ONE DAY AT A TIME • THE OLD RUGGED CROSS



HANK THOMPSON

HERE'S TO COUNTRY MUSIC
SOR-0027

SIDE I
 1. IF I WERE YOU I'D FALL IN LOVE WITH ME
 2. HERE'S TO COUNTRY MUSIC
 3. IF YOU GOT THE MONEY
 4. THE HAND I'M HOLDING NOW
 5. WALKIN' BACK TO SAN ANTONIO
 6. YOU CAN'T TEACH AN OLD HEART NEW TRICKS

SIDE II
 1. DROWNIN' MY TROUBLES (TILL THEY'VE LEARNED HOW TO SWIM)
 2. THERE'S A WOMAN WAITIN' IN NOGALES
 3. YOU'RE GETTIN' LOVE ALL OVER ME
 4. COWGIRL CUTIE
 5. WE ALMOST HAD TEXAS SKIES TODAY
 6. LOVE ON THE ROCKS

GREATEST HITS

VOLUME I SOR-0025 **VOLUME II SOR-0026**

SIDE I.
 1. HUMPTY DUMPTY HEART
 2. TODAY
 3. SWING WIDE YOUR GATE OF LOVE
 4. TOMORROW NIGHT
 5. I'VE CONVINCED EVERYBODY
 6. THE WILD SIDE OF LIFE
SIDE II.
 1. GREEN LIGHT
 2. GIRL IN THE NIGHT
 3. RUB-A-DUB-DUB
 4. A LONELY HEART KNOWS
 5. WHOA SAILOR
 6. BREAKIN' THE RULES

SIDE I.
 1. SIX PACK TO GO
 2. BLACKBOARD OF MY HEART
 3. HONKY-TONK GIRL
 4. TEARS ARE ONLY RAIN
 5. WAITING IN THE LOBBY OF MY HEART
 6. SQUAWS ALONG THE YUKON
SIDE II.
 1. OKLAHOMA HILLS
 2. YESTERDAY'S GIRL
 3. FOOLER A FAKER
 4. MOST OF ALL
 5. ANYBODY'S GIRL



RAY PRICE
A Revival of
Old Time Singing.

DAVE HOLLADAY
RAMONA FROM DAYTONA

PUR
AMER
ST
'R

THE JORDANAIRE

A TRIBUTE TO ELVIS' FAVORITE SPIRITUALS
SOR-0029

SIDE ONE

DIDN'T IT RAIN • PEACE IN THE VALLEY • JOSHUA FIT DE BATTLE • SEARCH ME LORD • DIG A LITTLE DEEPER • YOU BETTER RUN • LET US BREAK BREAD TOGETHER

SIDE TWO

WONDERFUL TIME UP THERE • HOW GREAT THOU ART • I'M A' ROLLIN' • DIP YOUR FINGERS IN SOME WATER • ROLL JORDAN ROLL • ONE OF THESE MORNINGS • ONWARD CHRISTIAN SOLDIERS



RAY PRICE

A CHRISTMAS GIFT FOR YOU FROM RAY PRICE

SOR-0028



SIDE A

1. CHRISTMAS CARD
2. SILVER BELLS
3. BLUE CHRISTMAS
4. JINGLE BELLS
5. RUDOLPH THE RED-NOSED REINDEER
6. WHITE CHRISTMAS

SIDE B

1. FOR CHRISTMAS
2. LET IT SNOW! LET IT SNOW! LET IT SNOW!
3. WITH CHRISTMAS NEAR
4. WHAT A MERRY CHRISTMAS
5. I'LL BE HOME FOR CHRISTMAS
6. SILENT NIGHT

BUDDY EMMONS

CHRISTMAS SOUNDS OF THE STEEL GUITAR

SOR-0024



SIDE 1

1. SLEIGH RIDE
2. HAVE YOURSELF A MERRY LITTLE CHRISTMAS
3. WHITE CHRISTMAS
4. WINTER WONDERLAND
5. THE CHRISTMAS SONG
6. SILVER BELLS

SIDE 2

1. LET IT SNOW, LET IT SNOW, LET IT SNOW
2. O HOLY NIGHT
3. BLUE CHRISTMAS
4. I'LL BE HOME FOR CHRISTMAS
5. MEDLEY: GOD REST YE MERRY GENTLEMEN, IT CAME UPON A MIDNIGHT CLEAR, O COME ALL YE FAITHFUL, AWAY IN A MANGER, SILENT NIGHT, JINGLE BELLS

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MARTY HAGGARD



BECKY HOBBS

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2. Randy Travis
3. T. Graham Brown
4. Steve Wariner
5. Earl Thomas Conley
6. Dan Seals
7. Eddy Raven
8. Hank Williams, Jr.
9. Conway Twitty
10. Lee Greenwood



FEMALE VOCALIST

1. Tanya Tucker
2. Reba McEntire
3. Holly Dunn
4. Kathy Mattea
5. Judy Rodman
6. Barbara Mandrell
7. Crystal Gayle
8. Rosanne Cash
9. Marie Osmond
10. K.T. Oslin



VOCAL GROUP

1. Restless Heart
2. Nitty Gritty Dirt Band
3. Alabama
4. Forester Sisters
5. Highway 101



• A • W • A • R • D • S •
COUNTRY SINGLES



VOCAL DUET

1. The Judds
2. The Bellamy Brothers
3. Sweethearts of the Rodeo
4. Foster and Lloyd
5. Marie Osmond/Paul Davis

NEW MALE VOCALIST
Ricky Van Shelton



NEW FEMALE VOCALIST
Holly Dunn

MALE BREAKOUT - SINGLES
Lyle Lovett

FEMALE BREAKOUT - SINGLES
K.T. Oslin



NEW VOCAL GROUP - SINGLES
Highway 101

NEW DUO - SINGLES
Foster and Lloyd

SINGLE LABELS
1. MCA
2. RCA
3. Warner Brothers
4. Capitol
5. Columbia

FEMALE VOCALIST

- 1. Liz Boardo
- 2. Cheryl Handy
- 3. Toni Price



MALE VOCALIST

- 1. Charley Pride
- 2. A.J. Masters
- 3. Tim Malchak



PUBLISHER OF THE YEAR:
MCA

• A • W • A • R • D • S •

PROMOTER OF THE YEAR:
KEITH FOWLER

COUNTRY INDIES

MANAGER OF THE YEAR:
DALE MORRIS

COMPOSER OF THE YEAR:
DON SCHLITZ

INDIE SINGLE OF THE YEAR
Have I Got Some Blues For You - Charley Pride - 16th Avenue

VOCAL GROUP

- 1. Mason Dixon
- 2. Southern Reign
- 3. Alibi



VOCAL DUET

- 1. The Kendalls
- 2. Robin and Cruiser
- 3. Johnny Russel/David Wilkins



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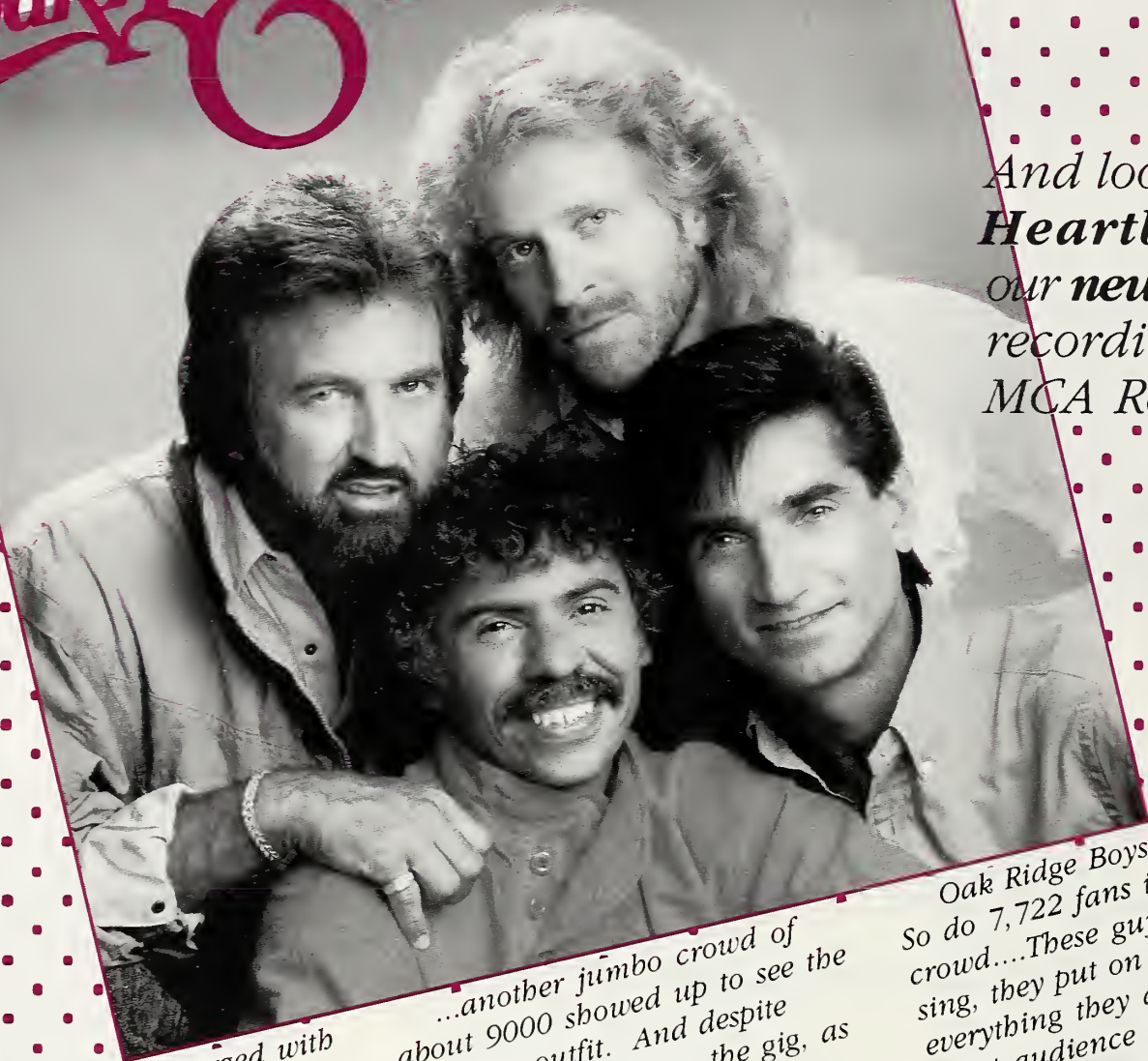
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good old-fashioned rollicking
rock and roll with the toe-
tapping rhythms and harmonies
of country music.

Cape Cod Times
Hyannis, Massachusetts
August 14, 1987

Oak Ridge show new face,
fresh outlook...

Birmingham News
Birmingham, Alabama
July 27, 1987

...another jumbo crowd of
about 9000 showed up to see the
superstar outfit. And despite
stifling temperatures...the gig, as
usual, was solid Oaks.

Beacon Journal
Akron, Ohio
August 3, 1987

The group's show...displayed
the quartet at its traditional best
... and that is very good, indeed.

Denver Post
Denver, Colorado
July, 1987

Oak Ridge Boys have fun:
So do 7,722 fans in
crowd....These guys don't just
sing, they put on a show and
everything they do brings
great audience response....

Wyoming State Tribune
Cheyenne, Wyoming
July 24, 1987

Oaks...ignite...
Tribune
LaCrosse, Wisconsin
August 9, 1987



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NASHVILLE NOTE-ABLES

THE JUDDS (RCA/Curb, 5329-7-R)
Turn It Loose (3:41) (MCA, Don Schlitz, Colgems-EMI, April-ASCAP) (D. Schlitz, C. Bickhardt, B. Maher) (Producer: B. Maher)



"Turn it loose" is just what the girls do. This is another of those great "feel" songs, as only The Judds can perform them. It is country all the way, with some blues touches. Nearly every country instrument is included in the arrangement. Super production, again, by Brent Maher. Of course, the harmony is superb.. after all, it's The Judds again! We didn't want this one to end, so the

repeat choruses made us happy. Sensational!

FEATURE PICKS

RICKY VAN SHELTON (Columbia, 38-07672) **Life Turned Her That Way** (3:19) (Tree-BMI) (H. Howard) (Producer: S. Buckingham)

Here comes Ricky Van Shelton again! This time he has chosen a super country ballad written by the master..Harlan Howard. The vocal performance is heart-felt, but the beautiful story-telling lyrics demand it. Fine handling of production by Steve Buckingham. Top-notch ballad release.

TOM WOPAT (EMI Manhattan, B-50112) **A Little Bit Closer** (3:18) (Writers Group, Love Wheel-BMI) (Kennedy, Rose, Schuyler) (Producer: J. Crutchfield)

This mid-tempo release may be Tom Wopat's finest vocal performance to date. This is a super song with pleasing emphasis and "builds" in the arrangement. Wopat sounds very confident in his presentation, giving the record a "hit" sound. This one should do well on chart action!

STEVE EARLE & THE DUKES (Hughes Music/MCA, MCA-53249) **Six Days On The Road** (3:05) (Newkeys-BMI) (E. Green, C. Montgomery)

This one is traditionally appealing in more ways than one. Yes, it's a remake of the classic country trucker's song. Steve does a fine job of meeting the vocal challenge, and there is some good guitar pickin' in the "ride". Of course, the song remains strong enough to stand alone, but Steve Earle gives it plenty of support!

MY CHRISTMAS MESSAGE TO ALL OF YOU...



Many sincere thanks to all of you who have cared enough to call, or write, in reference to my columns during my first year as the Nashville editor for Cash Box. Your thanks makes the long hours and the pressure involved in meeting deadlines all worth while. There are too many to thank individually, but your calls, cards and letters have been deeply appreciated. Also, I would like to thank the staff of Cash Box, without whom I would probably still be searching for "a way" in this world. The co-workers, both in Nashville and Hollywood, have been so helpful and cooperative, and a simple "thank you" hardly seems enough. The following Christmas message is meant for each of my readers, friends and associates.

Much like that night in Bethlehem, long ago,
 Each studio and publishing office on Music Row
 Rings only with peaceful silence tonight...
 Reminding us, again, that the
 Yule season brings a quiet reverence to Nashville.

Country music people have gone to their
 Homes to spend some precious time with their families...
 Rejoicing in the spirit of the season.
 It is comforting to know that God is still
 Satisfied with mankind, as is evidenced by
 The birth of each new child of our own.
 May we always remember and be thankfully
 Aware of the fact that God left the
 Songs unwritten, so that we can create by His light.

Love, Peace and Happiness to all
 Joe Henderson



HOW'S THIS FOR OPENERS? One of country music's brightest new stars, MCA recording artist Dennis Robbins, was the featured opening guest artist for Willie Nelson at two recent PRO concerts in Valley Forge and the Westbury Music Fair. Smiles were plentiful backstage at Valley Forge, as Willie (left) congratulated Robbins on his successful opening night performance.



MTM WELCOMES BECKY HOBBS! This happy group is celebrating the fact that the "Oklahoma Cowgirl," Becky Hobbs, has just joined the MTM Music Group as MTM's newest signee. Smiling ear-to-ear are, left to right,; Howard Stark, MTM president; Dick Beacham of The Beacham Agency; Becky Hobbs; Mike Robertson, Hobb's manager; and MTM CEO Alan Bernard. Photo by Mark Renz.



JUST OLD-FASHIONED GIRLS. MTM Records recording group, Girls Next Door, took time off during the recent holiday season to do some real "old-fashioned" Christmas caroling along Nashville's Music Row. Pictured left to right are group members Doris King, Diana Williams, Tammy Stephens and Cindy Nixon.

Thanks For A Great 1987,
Best Wishes For The New Year!

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B/W

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on AS FAB RECORDS

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Thanks, D. J.'s and
Juke Box Operators, for 1987!

*Merry Christmas
and Happy New Year!*

Bobbi Lace

CHART #48

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INDIE SPOTLIGHT

RAZZY BAILEY (SOA, 002) Un-attended Fire (3:03) (Razzy Bailey-ASCAP) (R. Bailey, R. Frency) (Producer: R. Bailey)

You can start "grooving" with the intro to this up-tempo release. Razzy gives a typically strong and emotional vocal performance on this song, which he co-wrote with Rusty French. It has a moving instrumental arrangement, too. This product should catch a lot of DJ's attention, and we predict good airplay. The production falls in the middleground between traditional and contemporary, and that ain't bad!



INDIE FEATURE PICKS

LARRY SWIFT (Timestar, TS-2422) Show Me (2:58) (Vogue, Partner-BMI) (R. Scaife) (Producer: T. Fuller)

Perhaps, the finest country vocal on our indie picks this week belongs to Larry Swift. He sounds relaxed on this mid-tempo release with a simple, but pretty, flowing melody. Well-placed harmonies and finger pickin' highlights in the production and arrangement. Performance and production result in a pleasing product.

DANNY DAVIS & THE NASHVILLE BRASS AND DONA MASON (Jaroco, JR-8743A) I've Got A Good Memory (3:23) (Triage, Surespin-BMI) (K. Morrison, G. Talley) (Producers: L. Morton, S. Bledsoe)

This one starts with a traditional country intro with a brass tag. Dona Mason sings very well again. She sings with "heart", but seems a little less confident than on her last release. The song is a "builder" and demands the "heart" as done by Dona. Brass sound is well-handled by producers Morton and Bledsoe. We can feel a big hit with the right song.

GEARY HANLEY (Kansa, KA 639 A) I'm Getting Even With You (3:05) (WB, Bob Montgomery-ASCAP; Warner-Tamerlane, Writers House-BMI) (T. Dodson, J. Goff, G. Perkins) (Producers: K. Johnson, R. Light)

Geary Hanley is a fine artist, and this production does well in featuring his vocal talent. Yes, it's pure country with steel guitar, a solid beat, etc.. Geary's vocal is the dominant force here, however, and we feel that's how it should be. Could be a super "sleeper".

DARK HORSE CONSENSUS

ROBIN & CRUISER - No Heart Left To Break - 16th Avenue, B-70409

The Darkhorse Consensus went to Robin and Cruiser this week. The competition was close, but the 16th Avenue artists garnered enough votes to give them a clear-cut decision. For their fine efforts on their new product, they were picked by such stations as: WPAY, WOZI, KWRE, KPOW, WDLW, KPOW and KDDA.



COUNTRY BANDSTAND. During a recent visit to Los Angeles, Bermuda Dunes recording artist, A. J. Masters visited the set of the "New American Bandstand". Host Dick Clark (right) welcomed Masters to the set.

CASH BOX INDIES CHART

- | | |
|--|---|
| <p>1 SHOULDN'T IT BE EASIER THAN THIS
Charley Pride-16th Avenue</p> <p>2 THERE'S A REAL WOMAN IN ME
Bobbi Lace-615</p> <p>3 FOR YOUR LOVE
Tony McGill-Killer</p> <p>4 DANCE FOR ME
Don Malena-Maxima</p> <p>5 IF YOU ONLY KNEW
Kim Grayson-Soundwaves</p> <p>6 TIME AND TIME AGAIN
Noel Cash-Deep South</p> <p>7 DON'T START THE FIRE
Marcia Lynn-Evergreen</p> <p>8 NO HEART LEFT TO BREAK
Robin and Cruiser-16th Avenue</p> <p>9 SHE'S LIKE HEAVEN
Morgan Ruppe-Hummingbird of Clover</p> <p>10 CATCH 22
Darrell Holt-Anoka</p> <p>11 JUST ENOUGH LOVE
Ray Price-Step One</p> <p>12 I KNOW ALL ABOUT HER
Dennis Payne-True</p> <p>13 DIZZY FEELING
Jimmy Smart-Bear</p> <p>14 BAD DAY FOR A BREAK UP
Cali McCord-Gazelle</p> <p>15 SHOW ME (I'M FROM MISSOURI)
Larry Swift-Timestar</p> | <p>16 WHO PUT THE GOOD IN GOODBYE
The Steffin Sisters-Kansa</p> <p>17 ON A GOOD NIGHT
The Johnstons-Hidden Valley</p> <p>18 MY BABY SLEEPS WITH THE RADIO ON
Carol Sheehan-Cypress</p> <p>19 ROLL THE DICE
Shurfire-Air</p> <p>20 DO YOU HAVE TO GO
Wynd-Cypress</p> <p>21 SECRETS
Secrets-Comstock</p> <p>22 BELIEVE IN ME
Mark Tribble-Paloma</p> <p>23 IN BETWEEN HEARTACHES
Becky Williams-Country Pride</p> <p>24 KISS AND SAY GOODBYE
Leo Richardson-AMI</p> <p>25 TEN MOST BEAUTIFUL GIRLS
Stet Blancett-Fresh Squeezed</p> <p>26 CARIBBEAN
Neal McCowan-Extra</p> <p>27 SHE LOVES FOR ME TO HATE TO SEE HER GO
Allen Pace-Art Pro</p> <p>28 FOR OLD LOVES SAKE
Loretta Ellis-Evergreen</p> <p>29 LYIN' HERE IN LOVE
Glenda Malone-Evergreen</p> <p>30 THESE MAGIC SHOES
Marty Mitchell-Door Knob</p> |
|--|---|

NEW AND ACTIVE

TITLE-ARTIST (LABEL)	TOTAL ADDS
WE ALMOST HAD TEXAS SKIES TODAY - Keith Spell (HR)	39
HEART ON THE RUN - Rob Crosby (Southern Tracks)	36
RICHER NOW WITH YOU - Nina Wyatt (Charta)	28
STREETS OF BALTIMORE - Ernie Cash (Compleat)	28
I OWE, I OWE... - David Chamberlain (Country Internat'l)	25
THE ONLY THING I'D CHANGE - Larry Frye (Round Robin)	24
THE RADIO SONG - Ric Steel (Panache)	24
MOMMIE'S PLAYING SANTA CLAUS - Marie Lester (Mosrite)	22
CANDY CANE - THE CANDY MAN - Mary Ann Rose (NWNC)	21
HERE'S TO THE ONE - Darrell Monroe (Door Knob)	21
LOVE IS BEING LOVED - Jan Rooney (Silver Star)	18
MOST OF ALL - Leon Raines (Southern Tracks)	17
CLOSER TO THE VINE - Stonewall Jackson (MSR)	16
CALIFORNIA SWING - American Made Band (American Made)	15
THE BALLAD OF JIM AND TAMMY - Tammy F. Bakker (Sutra)	14
CAN'T GET TO YOU FROM HERE - Jacky Ward (Electric)	14
DON'T FORGET YOUR WAY HOME - Melissa Kay (Reed)	12

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K.T. OSLIN

- *Female Breakout Artist*
- *New Female Vocalist — Album*

FOSTER & LLOYD

- *Duo Breakout*

RESTLESS HEART

- *Vocal Group — Singles*

THE JUDDS

- *Vocal Duet — Album*
- *Vocal Duet — Singles*

ALABAMA

- *Vocal Group — Album*



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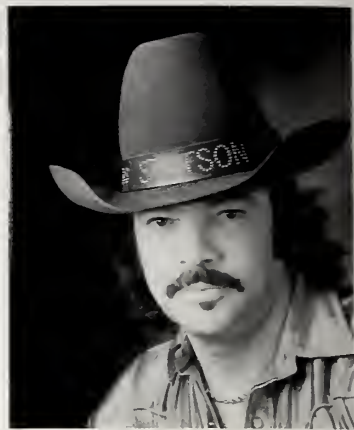
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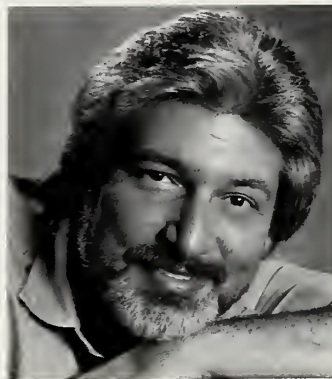
"TEN MOST BEAUTIFUL GIRLS"

Stet would like to thank all the DJ's and Music Program Directors for support this year, on the #78 Cash Box single, "Big Ole Easy Chair", as producer, and the #84 Debut Cash Box single, "I've Got A Good Woman", as writer, producer and artist. Also, thanks to all for support on his present release, "Ten Most Beautiful Girls".



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SONGWRITER'S PAGE

TOP 30 NATIONAL CHART SONGS

RECORD RANK	WRITER(S)	TITLE-LABEL	ARTIST(S)
1	HARLAN HOWARD, RODNEY CROWELL	Somewhere Tonight-Warner Bros.	Highway 101
2	GARY CHAPMAN, MARK WRIGHT	I Prefer The Moonlight-RCA	Kenny Rogers
3	HANK WILLIAMS, JR.	Heaven Can't Be Found-Warner Bros./Curb	Hank Williams, Jr.
4	S. LEMAIRE, J.P. PENNINGTON	I Can't Get Close Enough-Epic	Exile
5	K.T. OSLIN	Do Ya'-RCA	K.T. Oslin
6	DAN SEALS	One Friend-Capitol	Dan Seals
7	C. BERZAS, D. GOODMAN, N. LARKIN	I'll Pin A Note On Your Pillow-Atlantic America	Billy Joe Royal
8	MADDOX, HENDERSON, McGUIRE	She Couldn't Love Me Anymore-Capitol	T. Graham Brown
9	PATRICK ALGER, BILL DALE, FRED KOLLER	Goin' Gone-Mercury/Polygram	Kathy Mattea
10	MIKE REID, RORY MICHAEL BOURKE	Where Do The Nights Go-RCA	Ronnie Milsap
11	ALAN O'BRYANT	Those Memories Of You-Warner Bros.	D. Parton, E. Harris, L. Ronstadt
12	M. JOHNSON, D. SCHLITZ, B. MAHER	Crying Shame-RCA	Michael Johnson
13	J. O'HARA, K. KANE	Just Lovin' You-Columbia	O'Kanes
14	M. TILLIS, A.R. PEDDY, R. PRICE	I'm Tired-Epic	Ricky Skaggs
15	DAVE LOGGINS	Wheels-RCA	Restless Heart
16	BUCKY JONES, CHRIS WATERS, TOM SHAPIRO	Only Love Can Save Me Now-Warner Bros.	Crystal Gayle
17	J. CASH	Tennessee Flat Top Box-Columbia	Rosanne Cash
18	MATRACA BERG, JANE MARIASH	The Last One To Know-MCA	Reba McEntire
19	WAYLON JENNINGS, ROGER MURRAH	Rough and Rowdy Days-MCA	Waylon Jennings
20	TERRY SKINNER, J.L. WALLACE	Lyin' In His Arms Again-Warner Bros.	The Forester Sisters
21	HILLMAN, PEDERSON, JORGENSON	One Step Forward	Desert Rose Band
22	R.M. BOURKE, M. REID	I Wouldn't Be A Man-Capitol	Don Williams
23	RADNEY FOSTER, BILL LLOYD	Sure Thing-RCA	Foster and LLOYD
24	JIM IBBOTSON	Oh What A Love-Warner Bros.	Nitty Gritty Dirt Band
25	THOM SCHUYLER, JANIS IAN	I Want A Love Like That-MTM	Judy Rodman
26	DWIGHT YOAKAM	Please, Please Baby-Reprise/Warner Bros.	Dwight Yoakam
27	MERLE HAGGARD	Twinkle, Twinkle Lucky Star-Epic	Merle Haggard
28	PAUL OVERSTREET, DON SCHLITZ	I Won't Take Less Than Your Love	Tanya Tucker, Paul Davis, Paul Overstreet
29	LYLE LOVETT	Give Back My Heart-MCA/Curb	Lyle Lovett
30	VERN GOSDIN, M.D. BARNES	Do You Believe Me Now-Columbia	Vern Gosdin

TOP 20 INDIE LABEL NATIONAL CHART SONGS

1	JOHN JARRARD, RICK GILES	Shouldn't It Be Easier Than This-16th Avenue	Charley Pride
2	MELISSA JAVORS	There's A Real Woman In Me-615	Bobbi Lace
3	ED TOWNSEND	For Your Love-Killer	Tony McGill
4	DENNY HENSON, BOB JOHNSON	Dance For Me-Maxima	Don Malena
5	JANE MARIASH, DIANO RAE	If You Only Knew-Soundwaves	Kim Grayson
6	N. HAUGHEY	Time and Time Again-Deep South	Noel Cash
7	TOMMY ROCCO, TERRY SKINNER, J.L. WALLACE	Don't Start The Fire	Marcia Lynn
8	ROBIN GORDON, CRUISER GORDON	No Heart Left To Break-16th Avenue	Robin and Cruiser
9	MORGAN RUPPE	She's Like Heaven-HBC	Morgan Ruppe
10	DARRELL HOLT, NORMA GELIN	Catch 22-Anoka	Darrell Holt
11	MATRACA BERG, JANE MARIASH	Just Enough Love-Step One	Ray Price
12	BOBBY D. REED	I Know All About Her-True	Dennis Payne
13	JOHNNY HARDY, JIMMY SMART	Dizzy Feeling-Bear	Jimmy Smart
14	FRED KELLY, RANDY BARLOW	Bad Day For A Break Up-Gazelle	Cali McCord
15	R. SCAIFE	Show Me (I'm From Missouri)-Timestar	Larry Swift
16	JERRY KEENE	Who Put The Good In Goodbye-Kansa	The Steffin Sisters
17	JIM WEATHERLY, KEITH STEGALL	On a Good Night-Hidden Valley	The Johnstons
18	DEBORAH STEINMEYER	My Baby Sleeps With The Radio On-Cypress	Carol Sheehan
19	PAUL NELSON, LARRY BOONE	Roll The Dice-Air	Shurfire
20	KEITH BUNTING	Do You Have To Go-Cypress	Wynd



CREDITS

"I Want To Know You Before We Make Love"...
Conway Twitty

"Still On A Roll"...Moe and Joe

"Christams Memories"...Alabama

"You Are"...Glen Campbell and Emmylou Harris

"I'll Dance The Two-Step"...Shelly West

RAPPIN' WITH THE WRITERS:

BECKY HOBBS

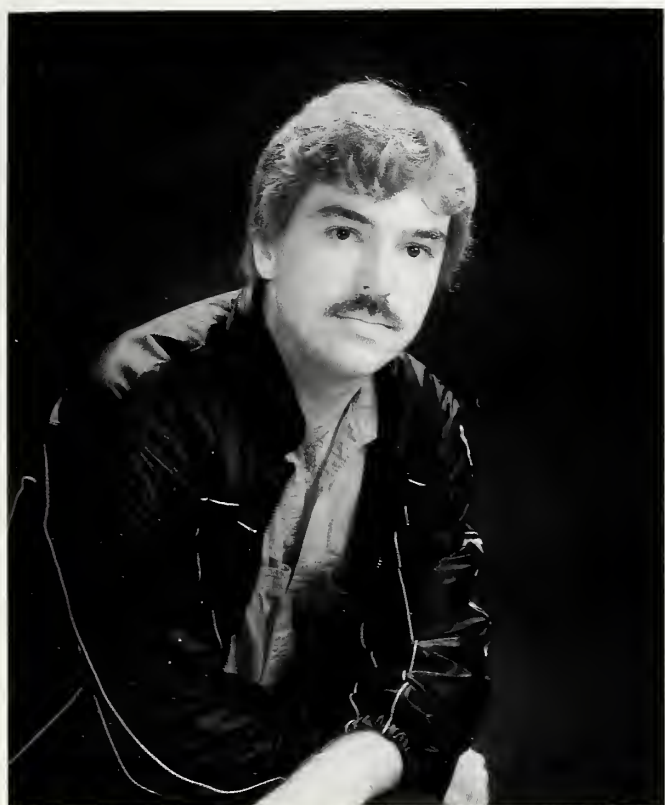
Becky Hobbs was born and raised in Bartlesville, Oklahoma. She began performing in an all-girl band at age 15. After a few years of this musical experience, Becky decided it was time to "play with the boys." She moved to Baton Rouge, Louisiana and landed a job with a band called "Swampfox". The band included some now famous music personalities such as Lewis Anderson (songwriter) and Clay Caire (currently with the "Nashville Now" band).

Becky stayed with Swampfox for two years before moving on to L.A., where she got a writing and recording deal. Her first label was MCA, and her first manager, John Meyer, was an associate of Jeff Wald (Helen Reddy's husband). Helen was the first to cut one of Becky's songs. Her next managers were B.N.B. Associates. Alan Bernard was one of the "B's". Alan is now with MTM, in Nashville, and Becky has just signed as an artist with MTM!

Becky Hobbs has had four songs cut by Helen Reddy, and her country compositions have been recorded by such superstars as Alabama, Conway Twitty, George Jones, Loretta Lynn, Moe Bandy, Joe Stampley, Lacy J. Dalton, Janie Frickie, Shelly West and Charly McClain. Now, Becky Hobbs will, once again, be recording some of her own songs on the fast-growing MTM label. Her first single is due in January of '88.

Joe Henderson

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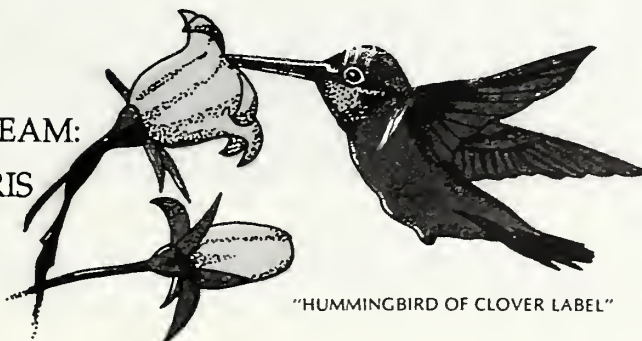
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Review (Continued from page 12)

gro's lawsuit contesting the whole dismissal of independent promoters in the first place.

DAT continued to raise hackles, though, as monthly shots were fired back and forth. Congressional hearings were held; CBS's copy-code banner was endorsed by the RIAA, every record company in sight, and every artist worth his royalty payments; manufacturers announced that they were plowing on—developing hardware, developing software. Can you stop progress? The question was debated in courts, in boardrooms, in Senate chambers, everywhere. The answer was not forthcoming. In the meantime, DAT is still something that, in America, isn't yet happening.

DAT players, of course, will eventually come on the market in some form or other, and the baby-boomers will be there to buy the players and

to anxiously await Beatles on DAT. Baby-boomers, of course, made themselves heard this year, and the record business responded in kind. Danny Goldberg smelled this out early in '87 and announced the formation of Gold Castle Records, seeing that baby-boomers wanted to "reintegrate music into their lives."

New albums by the Grateful Dead, Robbie Robertson, George Harrison (a hit!), Chuck Berry (and a film, and an autobiography), Mick Jagger (a flop!), Ben E. King, Joe Cocker, Cher, Jethro Tull, Smokey Robinson, Pink Floyd, Wilson Pickett, Roy Orbison, Aretha Franklin, Barbra Streisand, Aerosmith, the Monkees, Fleetwood Mac, Earth, Wind & Fire, the Bee Gees, etc., etc., etc.. How's that for reintegration? Digital Beatles, digital Sinatra, digital Traffic, digital Presley, digital Seeds (the Seeds on compact disc, I kid you not). Doors videos, Cinemax Sessions with the likes of James Brown, soundtracks

stuffed to the gills with oldies but goodies. Paul Simon and Stevie Nicks — Paul Simon and Stevie Nicks! — marching off with the big Grammy Awards.

With the greying baby-boomers continuing to lumber out of hibernation, the spirit of giving, and the sharpening of consciousnesses — which characterized the Woodstock Generation all those years ago — continued, with benefits popping up left and right and concern being expressed north and south. Paul Simon raised money for mobile medical units and the homeless, "A Very Special Christmas" raised money for the Special Olympics, a Fourth of July concert raised money for Vietnam Veterans (and made them feel good), Farm Aid III raised money for the growers of America, a little girl in Texas became a year-end sensation with a song about child abuse. AIDS, hunger, famine — they were all on

(Continued on page 121)

Etzioni (Continued from page 8)

me to record an instrumental album with some longtime friends under the moniker The Satellites Four; their LP, *Earthless* is available on the Wrestler label. Recently, Etzioni spoke to *Cash Box*, discussing his career and future.

Etzioni explained that he always felt that he was destined for a career in music, yet he recalled the difficulties he encountered when first trying to break on the scene. "When I was in high school, in a band, there was no club to play at. So we would play at, say, a mental institution or a disabled veterans hall or something, just so we could play. There was no club scene, there was no press, there was nothing." He continued "I always knew that this was what I wanted to do, but I didn't know how to plug in. It was like there was no electricity and I was talking around with candles. Now it's a little bit different. In the last eight or nine years Los Angeles has really come into its own, I think that you do have something to offer and have something to say, you will get recognition for it. That hasn't always been the case in this city."

Etzioni's talents as a songwriter have been cited by many; most praising his abilities to convey an unadorned human essence to his songs. "I feel fortunate that people can respond to my instincts, that's a real great feeling: that your being honest and people can see 'yeah, we understand your truthfulness, from your point of view.' That's really great," he explained. "I really approach things positively, I'm not afraid to believe in myself. I think too many people are afraid to believe in themselves."

One of Etzioni's most powerful songs, the beautiful "You Are The Light," is a priceless example of his ability to write genuine, heartfelt music. Etzioni recalled an experience that occurred as a result of that com-

position: "I got a call from some girl in the middle of the country when I was on tour, and she said 'you don't know me, I'm not a groupie - I just want you to know that I sing that song to my baby each night. I really understand that song and I want my baby to understand that song.' And I thought: 'This is it!' That was one of the greatest experiences I've had... What higher compliment can you get - not only when one person wants to share [a song], but they want to share it with someone else - whether it's their child or their friend. I felt like I was a part of something, that was a really wonderful feeling."

"When I write, I'm writing about what I feel at the time. My instincts are emotional, I have to write what's true to me. It's important for me to write what I feel is truthful and not being afraid to write when I'm fragile. I don't always feel that I have to write when I'm feeling strong and good. That song was written at a very fragile point for me..."

As far as his work with the all-instrumental outfit, The Satellites Four, Etzioni explained that the project was a longtime dream of four performers (and friends) to record together. The sessions were recorded between February 1984 and September 1986, never certain to see the light of day. Recently, L.A.-based Wrestler



SING A CBS SONG — As part of the revitalization of CBS Records' music publishing operations, CBS Songs has signed writer Eliot Lewis, a keyboard programmer and producer who has worked with Dan Hartman and others. Pictured at the signing are (from left): Corky Laing; Marcy Drexler, creative director, CBS Songs; Jeff Lewis, Eliot Lewis's manager and brother; Haroey Shapiro, executive vp, CBS Songs; Eliot Lewis; and Marisa Sabounghi, director, administration, CBS Songs.

records released the project; it immediately drew enough attention to garner a follow-up LP, which is currently being recorded. The Satellites Four are comprised of: Etzioni on bass; Casey Dolan and Doug Wieselmann on guitar; and Danny Frankel, drums and percussion.

In addition, Etzioni has just released a song entitled "Humanity" on his own My Youth record label. If you're lucky enough to receive one as a present (Etzioni is sending out a batch this holiday season), hold on to it; if you happen to see it available anywhere, grab it. This is a limited edition pressing of a new Etzioni composition, and is destined to become a collector's item.

Etzioni is certainly keeping himself busy. In addition to the Satellites and Long Tall Marvin, his songs have captured the attention of (Warner Bros. recording artists) The Williams Brothers, west coast songstress Katy Moffat, and (Geffen recording artist) Victoria Williams, to name a few. His contributions to the world of contemporary music are certain to make an impact in the crucial years ahead; it is only a matter of time before the world discovers one of Los Angeles' greatest musical commodities.

Etzioni can be reached by contacting Al Bunetta Management at 213-385-0882.



BUSTER MANIA — Dig the always dapper Buster Poindexter, spotted recently at Manhattan's chic Tower Records. While there, Buster greeted fans and promoted his new RCA release. Pictured (l to r): Jim Brannan, RCA/A&M/Arista distribution sales rep; Therese Percival, RCA regional marketing coordinator; Rhonda Foreman, RCA/A&M/Arista distribution field merchandiser; Buster; Kenny Altman, Tower Record's assistant manager, downtown; and Jim Kelly, RCA/A&M/Arista distribution branch manager, New York.

LEE DIXON

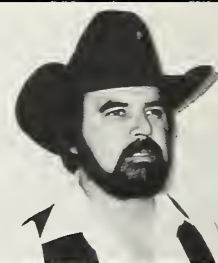
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Carolco (Continued from page 8)

facilitating all aspects of worldwide music production and coordination with particular emphasis upon the development and exploitation of music publishing rights. Because of the extraordinary opportunity to utilize music copyrights within Carolco's domestic and international productions, including those of IVE, Orbis and IndieProd, the new division will also aggressively pursue catalogue acquisitions.

Carolco Pictures is an independent entertainment company primarily engaged in the financing, production and leasing of motion pictures for exhibition in domestic and foreign theatrical markets and for later worldwide release in all media, including home video and pay and free television.

ECSU (Continued from page 8)

Dr. Jimmy R. Jenkins, Chancellor of ECSU, said (as quoted in a press release) that the degree was "...a salute to Busby's attainments as a corporate executive in the recording industry." Jenkins, citing Busby's accomplishments during the event, said, "During your professional career, you have become a major force in fostering the upward spiral of blacks and many others in the

recording industry. Further evidence of your combining a humanitarian approach with your corporate and artistic acumen, is the outstanding success of many who have excelled, with their abilities being recognized due to your advocacy."

Busby discussed the entertainment industry and its implications for black people. "This is a tough and exciting industry which is in a growth period for blacks in entertainment," he said. "The American consumer has a great appetite for black entertainment.

"Without the basic foundation of education, you can't succeed," he cautioned the students. "If you don't have the skills, you get lost in this business quickly and completely."

Busby told the crowd of nearly 1,500 people about opportunities in the entertainment industry other than those as performers, stressing that for each performer, a team of personnel was necessary and these support positions are an important part of the business. Busby concluded his speech by stating: "I am the first, but certainly not the last, black at this level in the industry."

PolyGram (from page 8)

las; and Chris Lopes, Carolinas.

Richard J. Morris, Senior Vice President, Finance of PolyGram has named Alfred C. Pedecine, Vice

President and Controller of the company. Pedecine joins PolyGram from Russ Berrie and Company, Inc., the Oakland, New Jersey-based gift design and marketing firm, where he served as the company's Corporate Controller from 1984-1987.

Other appointments include: Frances J. Jones, who has been named Attorney for the company - it was announced by Lisa S. Rothblum, Vice President, Legal for PolyGram; Jim Urie, Senior Vice President, National Sales and Branch Distribution announced the promotion of Alan Voss as Director, National Sales; and Cliff O'Sullivan, Director, Product Development announced the naming of John Mazzacco as Product Manager for the company.



WHITNEY LOVES TONY - "I have a message from my daughter," said Whitney Houston's mom Cissy to Tony Bennett recently. "She thinks you're wonderful." Tony told Cissy he thought Whitney was pretty wonderful too. The occasion for this love-fest was a party following Bennett's sold-out performance at Radio City Music Hall, which kicked off the '87-'88 "Bennett/Berlin" world tour.

Something About Burns And Albums...

LOS ANGELES - Let's see a hand from everybody in the record business who thinks there's a relationship between airplay and sales. Well, we seem to have a mutuality of opinion about that, all affirmative.

George Burns thinks we should have more... (No, not that George Burns; the real George Burns... the one who's been the acknowledged guru of broadcasting for fifteen or

more years).

Burns, whose Burns Media Consultants invented the one-on-one survey technique and talks to more than 20,000 people each year about their music and airplay preferences, tells *Cash Box* that his series of charts has confirmed that Top 40 radio stations are on the wane.

And, he says more and more... (Continued on page 11)

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SOUNDS & VISIONS

AUDIO/VIDEO

TANGERINE DREAM IN THE GRAND CANYON—Recording artists/synthesists extraordinaire Tangerine Dream, and film production company Miramar Images of Seattle, have created a 40 minute "video album" entitled *Canyon Dreams*. Filmed from the air and the ground along the Colorado River, the film uses innovative camera and time lapse techniques to create a backdrop for Tangerine Dream's musings. Film director Jan Nickman and band members Croese, Franke, and Haslinger tracked the film in Berlin.

CBN GOSPEL SPECIAL—On April 9, 1988 the Christian Broadcast Network will air *Family Reunion - A Gospel Music Celebration*. This two hour musical special brings together an impressive array of stars including Ben Vereen, Thelma Houston, Nancy Wilson, Janie Pickie and Andrae Crouch. George Duke will conduct an all-star band with Billy Preston on keyboards. The program will be taped at the West Los Angeles Church of God on January 28th. Writer/producer Jonathan Nathakis told *Cash Box* the program is "a concert with a wide appeal, definitely entertaining, but informative...it will cover the origins of gospel music, from African rhythm to blues." Proceeds will benefit "Heads Up - Sing, Spell and Write," - a non-profit organization fighting illiteracy.



ZAPPA ON NIGHT FLIGHT - Frank Zappa is scheduled to host USA's *Night Flight* on December 18.

FRANK ZAPPA VIDEO SPECIAL—Music's Albert Einstein of weirdness will preview his new project "Honker Home Videos" on USA Network's *Night Flight*. The program will be aired on Friday, December 18th from 12 midnight - 12:30 am, ET and PT. This half hour special will include highlights from Zappa's videos including *Baby Snakes*, *The True Story of 200 Motels*, *Video From Hell*, *Uncle Meat* and *The Amazing Mr. Bickford*.

ZADORA IN ORBIT—Prism Entertainment has announced the January release of *Voyage of the Rock Aliens*, a science fiction musical starring Pia Zadora, Tom Nolan and Ruth Gordon. Prism's press release caught our attention... "A guitar-shaped spaceship streaks through the skies in search of the origins of Rock and Roll and lands in the town of 'Speelburgh'." This one features a cameo singing appearance by Jermaine Jackson.

PROPAGANDA FILMS ANNIVERSARY—Propaganda Films

celebrated their first birthday Friday December 11th, 1987. Nearly 2000 guests from the music video industry, television, films and the business world attended the event held at their new facility at 940 N. Mansfield Avenue, Los Angeles. The company is owned by Steve Golin and Joni Sighvatsson. The company has done over 100 music videos, two feature films, and several commercial campaigns.

ANTI-PIRATE HOLOGRAM—Buena Vista Home Video will place a hologram sticker on all Disney, Touchstone and Buena Vista home videos. The sticker will work similarly to the ones you see on major credit cards. The 3-D label will guarantee renters and buyers that they have an original Disney cassette.

WARNER HOME VIDEO—Tony Wells has been named Vice-President, Asian and Pacific Region, for Warner Home Video. Terry Gray has been appointed to the position of Managing Director of WHV Australia.

REVIEW - ELVIS '56—Media Home Entertainment release—This documentary wisely focuses on one critical year in The King's life, and in the history of contemporary culture. It's 1956, the age of Ike and Perry Como and straight-laced suburban living. Using rarely seen stills and film clips, we follow Elvis from his beginnings as a regional curiosity on the Southern Club circuit to his meteoric rise to stardom and sociological catalyst.



ELVIS '56—Media Home Entertainment is set to release Elvis '56, a documentary focusing on Presley's beginnings, on January 20.

The most striking image etched in this film is of Elvis' personal metamorphosis. As an unknown, he is a relatively well adjusted and fresh-faced twenty-one year old. He is as devoted to his parents as to his brash, gyrating style of rockabilly. It's fascinating to watch his face change from triumphant (upon receiving his first RCA contract) to confused (after the furor caused by an appearance on the Milton Berle show). Finally, after enormous success in films, millions of record sales and isolation at Graceland, you begin to see a tragic mask. After 1956, as the film's narrative poignantly states, ~"We would never be able to get that close to him again." This excellent video is narrated by Levon Helm and is slated for release on January 20th. (Preorder date is January 7th, 1988.)

Julius Robinson

CASH BOX TOP 40 COMPACT DISCS

	L	W		L	W		L	W		L	W
	W	C		W	C		W	C		W	C
1 ...NOTHING LIKE THE SUN STING (A&M CD 6402)	1	9	10 CHARACTERS STEVIE WONDER (Motown 6248 MD)	21	2	21 HYSTERIA DEF LEPPARD (Mercury 830 675 2)	20	18	31 INTO THE DARK GRATEFUL DEAD (Arista ARCD 8452)	28	21
2 A MOMENTARY LAPSE OF REASON PINK FLOYD (Columbia CK 40599)	2	14	11 ABBEY ROAD THE BEATLES (Parlophone/Capitol CDP 7-46446-2)	7	8	22 ROBBIE ROBERTSON ROBBIE ROBERTSON (Geffen 2-24160)	24	6	32 BETE NOIRE BRYAN FERRY (Reprise 2-25598)	27	4
3 CLOUD NINE GEORGE HARRISON (Dark Horse/Warner Bros. 2-25643)	4	5	12 CREST OF A KNAVE JEHTRO TULL (Chrysalis VK 41590)	15	9	23 PERMANENT VACATION AEROSMITH (Geffen 24162-2)WEA	25	15	33 WHITE ALBUM BEATLES (CAPITOL CDP 7 46443 2/746444 2)	33	16
4 FAITH GEORGE MICHAEL (Columbia Ck 40867)	3	5	13 KICK INXS (Atlantic 2-81796)	12	5	24 WHITNEY Whitney Houston (Arista ARCD-5732)	23	29	34 GRACELAND PAUL SIMON (Warner Bros. 2-25447) WEA	34	62
5 DIRTY DANCING ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6402-2-R)	5	13	14 THE JOSHUA TREE U2 (Island 2-90581)	13	39	25 KOHU,EPT (Live In Leningrad) BILLY JOEL (Columbia CK 40996)	22	6	35 STILL LIFE (TALKING) PAT METHENY GROUP (Geffen 2-24145)	31	19
6 BIG GENERATOR YES (Atlantic ATCO 2-90522)	8	10	15 BAD MICHAEL JACKSON (Epic EK 40600)	17	14	26 ALL THE BEST PAUL MCCARTNEY (Capitol CCT 48227)	DEBUT		36 BABYLON AND ON SQUEEZE (A&M CD 5161)RCA	37	12
7 LONESOME JUBILEE JOHN COUGAR MELLENCAMP (Mercury 832.465-2)Pol	10	15	16 BACK FOR THE ATTACK DOKKEN (Elektra 2-60735)	16	3	27 LET IT BE THE BEATLES (Parlophone/Capitol CDP 7-46447-2)	26	8	37 VITAL IDOL BILLY IDOL (Chrysalis VK 41620)	30	10
8 A VERY SPECIAL CHRISTMAS VARIOUS ARTISTS (Special Olympics CD3911/A&M)	14	6	17 DOCUMENT R.E.M. (I.R.S. IRS 42059/MCA)	9	14	28 SUBSTANCE 1987 NEW ORDER (Gwest/Warner Bros. 25621-2)WEA	29	12	38 DUOTONES KENNY G (Arista ARCD 8427)	39	39
9 TUNNEL OF LOVE BRUCE SPRINGSTEEN (Columbia CK 40999)	6	10	18 YOU CAN DANCE MADONNA (Sire/Warner Bros.2-25535)	19	3	29 LESS THAN ZERO ORIGINAL MOTION PICTURE SOUNDTRACK(Def Jam/CBS CK 44042)	32	2	39 BACK IN THE HIGH LIFE STEVE WINWOOD (Island/Warner Bros. 25448-2) WEA	35	70
			19 WHITESNAKE WHITESNAKE (Geffen 24099-2)	11	35	30 THE SINGLES THE PRETENDERS (Sire/Warner Bros. 2-25664)	DEBUT		40 MAGICAL MYSTERY TOUR BEATLES (Capitol 48062)CAP	38	11
			20 CHRONICLES STEVE WINWOOD (Island/Warner Bros 2-25660)	18	4						

THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

Ladysmith Black Mambazo/Queen Ida

CARNEGIE HALL, N.Y.C. - When I first heard Ladysmith Black Mambazo a few years ago - thanks to some records that Shanachie put out here - I was bowled over. The harmonies, the blend of voices (*seven basses*), just knocked me out. Now, at that time, if you had told me that this Zulu choir would be packing Carnegie Hall for a concert, well, I would have told you that Santa Claus really exists and Dove Bars can cure cancer.

But that was in the pre-Paul Simon days. Now Ladysmith Black Mambazo is a constant presence on the New York concert scene: Since their appearance with Simon at Radio City earlier this year they've played S.O.B.'s, the Ritz, and a free Central Park concert. Their admirers, naturally, have increased with each appearance - how could they not? Those voices, that delightful choreography and natural stage presence, the unique, soulful voice of lead singer Joseph Shabalala - hell, you'd have to be tone-deaf and blind not to be swept away by this group.

So Carnegie Hall was packed to the rafters on this night - the culmination, incredibly, of a nearly-30 city tour for the group - and Ladysmith delivered a delightful set, ably abetted by their onstage interpreter, Denzyl Feigelson. They performed items familiar from their earlier New York appearances - things like "Unomathemba," "Hello My Baby," "Yibo Labo," and "How Long" from their "Shaka Zulu" album - and they waved their arms like birds, kicked their legs like Zulu Rockettes, and just enveloped the audience with musical warmth.

As a kicker, they performed the last part of the concert dressed in Zulu dress - animal skins and furs (the garb they're wearing on their Shanachie albums) - and they brought Paul Simon on for "Homeless" and "Amazing Grace."

The rise of Ladysmith Black Mambazo proves something that some of us like to believe, but which doesn't get proved too often - that, at times, all you have to do to get the general public to recognize genuine artistic quality is to present it to them. If a Zulu choir can pack Carnegie Hall (and a long U.S. concert tour), certainly other worthwhile kinds of music can do it. Having a benefactor like Paul Simon doesn't hurt, but that's the point - pop stars who pay lip service to various forms of music should shut their lips and try to figure out ways to give boosts to deserving artists and music.

Opening the show was Queen Ida and her Bon Temps Zydeco Band, a lively, San Francisco-based zydeco outfit. This was a brilliantly conceived double bill, and it worked -

the accordions and rubboards and perky cajun rhythms complemented the Ladysmiths perfectly. (Paul Simon, of course, recognized these connections on "Graceland," which featured Rockin' Dopsie on the cajun-based "That Was Your Mother." It would've been nice if Simon and Queen Ida's band had teamed up for that one, but it didn't happen.) Queen Ida and company were allowed a full hour, and the hour went by in a flash.

Lee Jeske

X/Jerry Lee Lewis

THE UNIVERSAL AMPHITHEATRE, LOS ANGELES - It was an unusual, but ultimately winning, double bill at Los Angeles' Universal Amphitheatre a few nights back when L.A.'s own X shared the stage with the legendary Mr. Jerry Lee Lewis. Considering the obvious musical diversities between the two acts, the show seemed an unusual pairing - yet once one saw both Lewis and X perform, it was evident that they were viewing two different generations of very similar rockers. Both X and Lewis, in his heyday, perform heartfelt music that encompasses countless genres and styles.

Jerry Lee Lewis took the stage with the stamina and power one expected (...and hoped for), unleashing his undying talents on the unsuspecting crowd. Joining him onstage was Brian Setzer on guitar; this merging of generations proved successful as well, the ex-Stray Cats frontman complimented Lewis brilliantly. In his set, the killer performed powerful renditions of a variety timeless classics, including Chuck Berry's "Sweet Little Sixteen," The Big Bopper's "Chantilly Lace" (which Lewis himself recorded in 1972), and a surprisingly effective, bluesy reading of "Somewhere Over The Rainbow." Throughout the performance, Lewis charmed and amused the crowd with his onstage chatter and anecdotes, allowing one a rare insight to this legendary rocker. Lewis closed his set with his signature songs "Great Balls Of Fire" and "Whole Lotta Shakin' Going On." Instantly, the entire crowd rose to their feet, praising one of the true kings of rock and roll.

After a brief intermission, X took the stage (unveiling a very pregnant Exene Cervenka) receiving an incredible homecoming welcome from the crowd. The band quickly displayed their talents with forceful renditions of "Left & Right," "Burning House Of Love," "Around My Heart," "I'm Lost" and "True Love."

With this show, it appears as though Los Angeles has finally stopped mourning the loss of guitarist Billy Zoom (who amicably departed the ranks a couple of years

back) - a stigma hanging over the band for quite a while. The addition of replacement Tony Gilkyson (formally of Lone Justice) proved beneficial; Gilkyson contributes a heartfelt attitude towards the band, complimenting their sound with his flawless guitar talents.

The band then brought out Jonny Ray Bartel, who contributed stand up bass during an all-too brief Knitters segment. "The Knitters" is a moniker for the band; an outlet for them to perform a bevy of country covers and originals. Included in the set was the John Doe/Dave Alvin composition "The Call Of The Wreckin' Ball" (from the Knitters' sole album, *Poor Little Critter In The Road*, available on Slash), and Exene's cutting ode to Ft. Lauderdale, Florida, "Skin Deep Town."

Without missing a beat, X immediately broke into a driving rendition of Jerry Lee Lewis' "Breathless" (recorded by the band on their 1983 *More Fun In The New World LP*), followed by the recent composition "Anyone Can Fill Your Shoes." Before closing out the show, the band treated the audience to a selection of their earliest work (from their two Slash albums): "Johnny Hit And Run Paulene," "The World's A Mess; It's In My Kiss," their cover of The Doors' "Soul Kitchen" and the apparent anthem, "Los Angeles."

It is amazing to witness the evolution X has undergone, both musically and in their acceptance by the masses. A refreshing sight because this is a band who has not prostituted themselves musically in any way at any point of their career, rather they have waited for the audience to come to them. Evolution at it's finest...

Tom De Savia

Bobby McFerrin

THE UNIVERSAL AMPHITHEATRE, LOS ANGELES - Other than a few standup comedians, how many artists could come out on stage in bare feet and jeans, by themselves, and thoroughly entertain a few thousand people? Throw in the fact that you're catering to a family audience, a fully G-rated experience, and the field narrows even further. Blue Note recording sensation Bobby McFerrin is a unique performer who fits the bill on all counts.

One of today's most innovative talents, McFerrin has done for voice what Stanley Jordan has done for guitar playing. Blending bass lines, melodies, vocal sound effects, "percussive chest" slapping, and improvised scat singing, McFerrin is a virtual one-man band with no instruments other than his voice and imagination. Among the *Spontaneous Inventions* (his most recent and highly successful LP) on Wednesday were several one minute tunes completely

crafted from arbitrary names in audience. Introducing himself members of the front row, he converted names and attitudes of unsuspecting individuals into fascinating improvisations. These changes culminated in a playful duet of "Tsy Bitsy Spider" with a randomly selected preschooler.

Audience participation was an integral part of McFerrin's effectiveness, as he would inspire entire sections of the arena to mimic fairly complex melodies in unison. At one point, climbing up twenty or so rows, he perched in a vacant seat and continued to sing while coaxing an elderly gentleman to vamp on a simple bass part. Moments later he invited the first willing participant to join him on stage and dance in the spotlight to his vocal accompaniment. There was a tie as two elderly young women raced to the stage, embraced, and were the center of attention for five minutes with some pretty fair jammin' of their own.

Most of the show was just pure McFerrin, accompanying himself with air bass, air trombone, etc. "Round Midnight" and "Blackbird" were some notable highlights, the latter complete with sounds of a bird in flight. "This guy sounds like he swallowed an orchestra" exclaimed one dazzled observer.

The most stunning moments of the evening occurred during the "Wizard of Oz" segment. McFerrin simulated many of the memorable moments from the old classic; the sound of the house plummeting to Oz, the munchkins, the Lion, the Great Wizard himself, and the melting of the Wicked Witch of the West. In a short spell many of the original atmospheres had been cleverly recreated and old emotions rekindled.

The set ended with a rousing interpretation of "The Star Spangled Banner" and comical encore of "Mickey Mouse" theme song, again displaying his ability to embellish a simple familiar melody. Bobby McFerrin's highly developed skills place him in a category by himself, perhaps best summarized by one zealous fan. Introducing the ten member vocal band "Black Lady Mombazo," McFerrin praised the group highly, citing their ability to make ten voices sound like one. Without delay the first blurred appropriately, "you make one voice sound like ten!"

Gene Ferrin

The Alarm/Lions & Ghosts

THE UNIVERSAL AMPHITHEATRE, LOS ANGELES - Ready for an Alarm concert: Take a healthy dose of anthem rock, add a sufficient amount of teen angst and leather

(Continued on page 12)

ar To Come (From page 26)

or arenas starting in late February early March. Also, look for Michael's autobiography, due out next year. In the summer, anytime from June to September, expect George Michael's world tour in support of his solo smash "Faith" to reach American soil. The soul man will strut his funky stuff for three months or so, playing to arenas around the country. The venues will be a step down from the stadiums. Jam! played on their final tour, or word has it, but it is George's first tour.

Also due out in the summer are a concert film and live album culled from U2's current tour. The film has been completely self-financed so that the band can retain complete artistic control over the venture. Phil Joanou, 35 year old Spielberg protege, directed the movie, which is as of yet unnamed. At the same time the movie hits the theaters, a live record including several new studio tracks will hit the stores. The new material was cut in Sun Studios, Memphis, where the band presumably got closer in touch with Elvis Presley and America.

Speaking of movies by blockbuster ups, this spring we should finally see the long awaited and oft mentioned Run-D.M.C. feature film, "Tougher Than Leather." Like the U2 movie, "Tougher Than Leather" was financed completely by the band in order to retain complete artistic control. As a result, the film is 98% finished as of this writing, and it still has no distributor. Run-D.M.C. has several problems to work out with their follow-up to "Raising Hell," a movie named "Tougher Than Leather." At present, the group is trying to iron out their relationship with Profile Records, but their management is confident that all problems will be solved by the spring. Rush Productions' Bill Adler is also confident that the new record will be, "A real monster. It's ridiculous how good it is. It's going to be groundbreaking, their 'Sgt. Pepper's,' all one piece." Run-D.M.C. will be producing the album, and judging from their performance in the past, you can trust Adler.

And while we're on the subject of selling rap groups who make movies and have another record due, word is that the Beastie Boys's movie, "Licensed to Stupid," is on hold for a while. Adam Horowitz, also known as King Ad-Rock, will be doing some acting. He's landed a major role in a serious feature film, but he'll be done shooting in April, in time for the Boys to enter the studio to work on the follow-up to the fastest selling debut in Columbia Records' history, "Licensed to Ill." The producer is as of yet unknown.

Other follow-ups in the works come from Bon Jovi, Anita Baker, Robert Cray, Stevie Winwood, Tina Turner, Gregory Abbott, and Sade.

Bon Jovi is presently in the studio working on a record to follow the huge success of "Slippery When Wet." The platter is due from PolyGram in the fall of '88. Anita Baker will go into the studio some time next year to work on her next record for Elektra. Meanwhile, "Rapture" shows incredible staying power, still in the Top 40 after almost 90 weeks on the charts. In the coming year, bluesman Robert Cray will do more of his soulful pop magic for Mercury. Stevie Winwood will deliver an album for his new label, Virgin, sometime in the summer. Tina Turner will have a live record out on Capitol, March 22nd. Gregory Abbott, whose "Shake You Down" was cracking the charts this time last year, will have an LP out on Columbia by March. Also in March, another record of relaxed, funky, groove music by the queen of atmospheric pop/jazz, Sade, on Epic.

Comebacks have been big this year, and given the interest CD reissue packages have generated in established performers, there's no reason why next year should be any different. James Taylor will have a new record out on Columbia, January 25th. Keith Richards will make his solo stab with an album on Virgin due out in the summer. If it suffers the same lackluster fortunes as Mick Jagger's recent solo project maybe we can look for the Stones to get together for a tour or a record. The world needs them, God knows, and they might need the cash. None other than Soul Brother #1, James Brown, will have a new LP on Epic, to be released in March. Lord knows the world really needs him. But what the world really needs is more Beatles CDs. A number of tracks have not yet been issued on CD because the British versions of the Beatles albums, which often differ from the American versions, were chosen for the CD format. The missing tracks include "I Want to Hold Your Hand," "She Loves You," "Lady Madonna," and "Hey Jude." A Capitol records spokeswoman assured *Cash Box* that a CD containing these tracks was imminent, but also said Capitol had no concrete plans for such at the moment.

The semi-pop world will be, as always, active in the coming year. Nick Lowe will issue a new opus on Columbia in March. Their feud apparently ended, old pal Dave Edmunds will appear on Lowe's record. T. Bone Burnett will have a new record on the same label at the same time. There's no word if it'll be old-style country like T. Bone's last, delicately beautiful, masterwork, but it's bound to be good. T. Bone, one of the world's most tasteful producers, worked on the new Roy Orbison record, due this summer on Virgin. The Pogues have a new label, Island, and a new record, "If I Should Fall From Grace With God." A&M has inked a distribution deal with Twin/Tone, which means they'll be issuing the next Soul Asylum record.

This Minneapolis quartet is one of America's best young, loud bands. A&M will also be putting out a new Robyne Hitchcock record in the spring. The Smithereens's second record is due out March 22 on Capitol/Enigma. Don Dixon, who must be America's busiest producer, twirled the knobs in the studio for this one.

And of course, you can't forget America's most dedicated, and perhaps it's most demented, subculture: metal. Major label metal due out in 1988 will include offerings from Metallica, Megadeth, Cinderella, and Joan Jett. Metallica's "Kill 'Em All" will be out on Elektra in January. Fellow bone-crunching head-bangers Megadeth will also have a new one out in January on Capitol. On the prettier side of things, Mercury will put out a new Cinderella album, and the PolyGram expects big things from new tough guys L.A. Guns. Joan Jett loves rock and roll so much that she'll issue more of it on

Epic in March.

Lastly, what would the year be without new acts? There's no way of knowing what unknowns will issue singles as good as those Crowded House, Debbie Gibson, Expose, and Terrence Trent D'Arby put out this past year, and that's just what keeps things interesting. Still, companies are excited about new bands. Epic is giving a big push to Prefab Sprout's pop/jazz. Def Jam is looking for big things from the second Public Enemy record, and debuts by The Black Flames, M.C. Breeze, and Slick Rick. Elektra has high hopes for Sisters Of Mercy, and PolyGram will be debuting Zodiac Mindwarp, a proven commodity in England, here in America. Virgin will issue Ziggy Marley and Melody Makers's new record, produced by Talking Heads Chris Frantz and Tina Weymouth. And there will be plenty of surprises. In fact, that's about the only thing you can really be sure of.

At The Movies In 1987

By Tom De Savia

LOS ANGELES - 1987, the year in films, proved beneficial for most - treacherous for some. There were a variety of films to choose from: comedies, dramas, concert films, documentaries, etc. We offer you a selected look at the most successful (and not so successful) rock and roll films released in the last 12 months:

La Bamba was perhaps the most successful, both critically and financially, of all the rock-oriented films released this year. The docu-drama film bio of the late Richie Valens generated big sales at the box office. Actor Lou Diamond Phillips also drew raves for his excellent performance as the fabled rocker. The film also had the distinction of generating long-deserved attention for Los Angeles' own Los Lobos, who provided all of Valens' music for the film.

Taylor Hackford's film bio chronicling the life and career of the legendary Chuck Berry, *Hail! Hail! Rock 'N' Roll*, proved to become one of the most lauded rock documentaries since The Band's "The Last Waltz." The film features both concert footage (filmed at Berry's 60th birthday bash) as well as intimate interview segments with many personalities, giving the viewer a rare, insightful look at the often elusive Mr. Berry. Keith Richards of The Rolling Stones served as musical director of the project, as well as providing accompanying guitar work during concert segments. Concert performances by Linda Ronstadt, Robert Cray, Eric Clapton and Etta James are top-notch. Taylor has captured priceless moments in interviews conducted with the likes of Jerry Lee Lewis, Bruce Springsteen, Keith Richards and, especially, Little

Richard. *Hail! Hail! Rock 'N' Roll* should go down in history as one of the best rock films of our time.

After the failure of last year's Prince vehicle *Under The Cherry Moon*, one wondered if it was the end of the purple one's film career (or at least film success). Recently, though, Prince emerged on the screen once again - doing what he does best, performing live. The film is *Sign "O" The Times*, a look at Prince in performance with his band and notable pals Sheila E. and Sheena Easton. Coupled with conceptual footage, *Sign "O" The Times*, obtained almost unanimous favorable response.

Less fortunate this year were both *Who's That Girl* and *Light Of Day*. Despite her tremendous popularity and continuous success at the record stores, Madonna failed to score at the box office. Although the film probably did generate more attention than any other film released this year - although it was due to almost unanimously bad reviews and virtually no ticket sales. Oh well, maybe next time... *Light Of Day* proved to not be a favorite with critics as well. The film paired teen-heartthrob Michael J. Fox with rocker Joan Jett as siblings who struggled through an often "rocky" rock and roll lifestyle.

Smaller films that generated some attention in 1987 included: *Dogs In Space*, a powerful drama which starred INXS' Michael Hutchence; *The Allnighter*, in which Bangle Susanna Hoffs' made her film debut as a nubile young college student in search of true love - the film was directed by Susanna's mom, Tamar Simon Hoffs; and *Straight To Hell*, Alex Cox's spaghetti-western that featured Elvis Costello, The Pogues and Joe Strummer.

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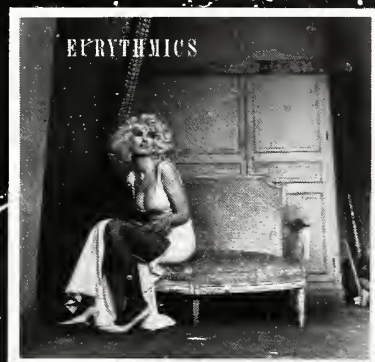


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WCGQ, add • B98, add • KISR, add • KSMB, add •
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WDBR, add • KWNZ, add



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B97, debut 30 • WGH • Q105 • WNCI, add • KCPW •
WLOL, add • Y108, add • KKRZ, debut 29 •
KCPX, 36-26 • KMEL, debut 34 • KATD, add 34 •
KF95, 40-25



RICK ASTLEY

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KROY • KCPX • KKLO, add 30 • KMEL, 33-25 • KATD •
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UK BUZZ



T'PAU

T'PAU - After first being recognized in the States, T'Pau have returned to their native England and found even bigger success. Their single, "China In Your Hand," has remained at the number one spot for five weeks. Flame-haired singer Carol Decker puts their success down to originality and her very commanding personality.

She tells *Cash Box*: "This has really been the year for the cover version, hasn't it? I think the public finds it very refreshing that a new, young band are doing their own material. Perhaps it's come to the point where people are fed up with everything being written by Stock, Aitken and Waterman.

"It's difficult to describe our music. I can't even say that I have any particular influences."

"China..." is a doleful ballad, which follows the more uptempo "Heart and Soul." T'Pau's music is a blend of hard rock, interesting melodies and intelligent vocals. Decker does not put the band's success down to her own good looks.

"Actually, I'm very plain, and insecure about my looks. I've a couple of good physical attributes - my hair and my slimness. But it's taken me 30 years to learn how to put it on my make-up to disguise the fact that I have one eye bigger than the other and a completely crooked nose. I am flattered that people like me, but I'm certainly not conventionally attractive. I would put our success more down to my terrible temper and my ability to stand up for myself. When I'm in a rage, I grow from five-foot-four to six-foot-ten."

"When we were on tour with Bryan Adams in Norway, playing in small venues, the promoter didn't even give us a proper dressing room. Not one single power outlet, a hair or mirror. And Bryan had his room turned into an absolute palace. I didn't expect them to turn out the red carpet for us as an open-

ing act, but I went apeshit and did my heap-big-star thing. I yelled at the promoter, 'In our country, we are the number one act, and when we do a tour YOU won't be promoting us.' And within five minutes we had armchairs, full-length mirrors and extension cables."

Carol live with T'Pau's guitarist and songwriter Ronnie Rogers, and insists that the intimate experience of writing songs and playing together has only helped strengthen her relationship.



TIGHT SQUEEZE - Radio One received its first three-inch CD last week, Squeeze's "Hourglass." Here, happy to be there, are (l-r) A&M's John Turner, Radio One producer Martin Cox, and Radio One deejay Gary Davis.

BLUE MERCEDES - Blue Mercedes are a duo heralded as the new Wham!. The only thing they really have in common is the same manager, Simon Napier-Bell. Duncan Millar is the instrumentalist and David Titlow is the very pretty boy singer. They have slick, clever lyrics about Cyd Charisse, and they sound similar to ABC, although they look more like the Pet Shop Boys.

They say, "We want to be honest about what we want. We'd like to be rich and famous in as short a time as possible. We love glamour. We wear camp clothes because we want to get attention."

Titlow has a penchant for skateboard shorts with the slogan "Funk Ass" and a silver parka with the slogan "Hip Hop."

"I don't write lyrics about emotional suffering or political grievances. I'm only interested in pop songs."

Their debut single is called "I Want to Be Your Property," which got to a respectable number 23 on the charts. They tell *Cash Box*: "It was originally called 'I Want to Be Hot Property,' but Simon said we should change it so couples could sing it to each other on dance floors."

Chrissy Iley

Melody Maker Charts

England's Top 10

Top 10 Singles

1. *China In Your Hand* - T'Pau - Siren
2. *Letter From America* - The Proclaimers - Chrysalis
3. *When I Fall In Love/My Arms Keep Missing You* - Rick Astley - RCA
4. *Got My Mind Set On You* - George Harrison - Dark Horse
5. *What Do You Want To Make Those Eyes At Me For* - Shakin' Stevens - Epic
6. *The Way You Make Me Feel* - Michael Jackson - Epic
7. *Criticize* - Alexander O'Neal - Tabu
8. *Always On My Mind* - Pet Shop Boys - Parlophone
9. *Once Upon A Long Ago* - Paul McCartney - Parlophone
10. *So Emotional* - Whitney Houston - Arista

Top 10 Albums

1. *Now Music 10* - Various Artists - Virgin/EMI
2. *The Hits Album 7* - Various Artists - CBS/WEA
3. *Whenever You Need Somebody* - Rick Astley - RCA
4. *Bridge Of Spies* - T'Pau - Siren
5. *All The Best* - Paul McCartney - Parlophone
6. *The Best Of UB40* - UB40 - Dep Int
7. *The Singles* - The Pretenders - WEA
8. *You Can Dance* - Madonna - Sire
9. *Tango In The Night* - Fleetwood Mac - Warner Bros.
10. *Faith* - George Michael - Epic

Road (Continued from 26)

(for the most part) pleased critics.

Rock and roll never dies, dept.: Tina Turner, Boston, The Temptations, Smokey Robinson, The Kinks, a re-grouped Lynyrd Skynyrd, Eric Clapton (with Phil Collins on drums) and Paul Simon all ventured back to the concert stage in 1987. The Grateful Dead never left it...

The Dead continued to collect more and more followers - presumably due to the triumphant Top 10 success of their recent *In The Dark* LP. Nonetheless, The Grateful Dead's fabled live shows were attended by hoards of fans, new and old alike. Paul Simon's "Graceland" stints drew critical raves and won mainstream appreciation for tour members Hugh Masekela, Miriam Makeba and Ladysmith Black Mambazo. Fleetwood Mac hit the road, despite the departure of key member Lindsey Buckingham. In his place Rick Vito and Billy Burnette stepped in, providing more than adequate accompaniment to the remaining Mac's.

Both Pink Floyd and band alumnus Roger Waters took to the stage this year with elaborate stage shows reminiscent of Floyd's fabled tours of years past. Floyd relied heavily on theatrics for their brilliant performances: an exploding bed, filmed vignettes, indoor fireworks and the massive inflatable pig originally designed for their "Animals" tour. Waters' own conceptual "Radio K.A.O.S." shows featured a live disc jockey, L.A.'s own Jim Ladd, serving as "emcee" of the program - musician Paul Carrack also joined the tour, aiding on keyboards and vocals.

Tom Petty journeyed out on his "Rock and Roll Caravan" - sharing the bill with both The Georgia Satelites and the Del Fuegos. The Run

DMC and Beastie Boys tours, despite numerous reports of violent outbreaks, proved successful - opening yet more doors on the rap front. Luther Vandross undertook the biggest headlining tour of his career in support of his *Give Me The Reason* LP. During their "Work" tour, Athens, GA's R.E.M. were apt to perform such unlikely tunes as Lou Gramm's recent hit "Midnight Blue" and Aerosmith's "Toys In The Attic."

Newcomer Terence Trent D'Arby wowed audiences and critics alike during his brief stint through the U.S. in support of his debut LP *Introducing The Hardline According To Terence Trent D'Arby*. D'Arby's shows featured, in addition to his own fantastic material, a bevy of rave-up covers such as Sam Cooke's "Wonderful World" and The Stones' "Jumpin' Jack Flash" and "Under My Thumb."

On the metal front, Whitesnake, Poison and Motley Crue dominated the concert halls with their appearances. Newly established rockers such as Guns And Roses, Faster Pussycat, Cinderella and Great White all fared well with American audiences as well.

The year past also saw successful tours from such performers as Crowded House, Suzanne Vega, Lisa Lisa and Cult Jam, Anita Baker, Robert Cray, Bryan Adams, Squeeze, Los Lobos and John Hiatt - as well as long-awaited shows by such "missing in action" artists as Tom Waits and Warren Zevon.

All in all, 1987 proved to be a musically diverse yet highly entertaining year for concert goers. Rumored tours semi-confirmed for 1988: Linda Ronstadt, Prince and Earth, Wind & Fire. Rumors now circulating: Paul McCartney, George Harrison, a Who reunion, Robbie Robertson and (with luck) Steely Dan. Stay tuned...

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THE INDEPENDENT ACTION COMMITTEE



Chairman
PHIL JONES
 Fantasy Records, Inc.

If Phil Jones were asked about his proudest accomplishment, he would undoubtedly point to his 25-year old marriage and the wonderful family that resulted from that union. Longevity seems to be a Jones trait in all his relationships, personal and professional. He spent eight years at Angott's One-Stop in Detroit, working his way up from stock boy to general manager, then went on to a twelve year stint at Motown. Jones left the sturdy estate in 1978 and is now working on his ten-year pin at Fantasy, having advanced from marketing director to vice-president to executive vice-president. Phil likens the chairmanship of the IAC to being wagon master on the trek west. "There will be a few humpers to cross, and a few mountains to climb, but if we can remember that we have common problems, common interests and common goals, I believe 1988 will be a banner year for the independent record industry."

When he is not busy getting the Conestogas in a circle, Jones also serves to head up the manufacturers' committee under the IAC umbrella. Joining him on this platform are Al Bell, President, Edge Records...a man who is no stranger to the Indie Wars; Kent Crawford, Director of Sales and Marketing, Welk Record Group... who has developed and implemented unique marketing concepts in the release of historically significant recorded



George Hocutt

product in the mid and budget CD lines; Cathy Jacobsen, V.P./General Manager, Island Trading Company (Mango, Antilles, 4th & Broadway)... whose creative instincts and business talents led to the success of 4th & Broadway's rap stars Eric B. & Rakim; and Eddie O'Laughlin, crown prince of Next Plateau Records, whose relentless marketing efforts liberally seasoned every Top 100 chart with Salt-N-Pepa throughout 1987.



Kent Crawford

Tony Dalesandro of M.S. Distributing Company chairs the Distributors Committee, which includes George Hocutt, whose California Record Distributors, Inc. is presently one of the largest independent record distributors in the United States and who is a founder and the charter president of the National Association of Independent Record Distributors and who also chairs the Independent Distributors Advisory Committee for NARM and



Mike Walker



Joyce Lynn

Joyce Lynn of Great Bay Distributing, Inc...whose gentle diplomacy has helped her quickly establish herself as a liason expert capable of understanding the problems of the independent artists, manufacturers and distributors and who is one of the forces behind the founding of the IAC. Landmarks' Pat Monaco and Gemini Distributing's owner/president Mike Walker round out the newly formed group, that names the furthering of unity within the independent industry as its raison d'etre.

Two from Tommy Boy Serve on Sub-Committees

In order to address problems in the specific areas of marketing, sales and promotion within the independent industry, sub-committees have been named which include Tommy Boy's National Sales and Marketing Director, Steve Knutson (Marketing); and Tommy Boy's Production and Credit Director, Stella Korotchen (Sales).



Steve Knutson



Stella Korotchen

Stella Korotchen has been with Tommy Boy since the label's inception and is currently responsible for all production and works closely with the accounting and sales departments overseeing all accounts. Unlike her co-employee, Stella has put her old surf-a-go-go band experience away with her high school yearbook and is happy to simply be an integral part of one of the largest independent labels in the country.

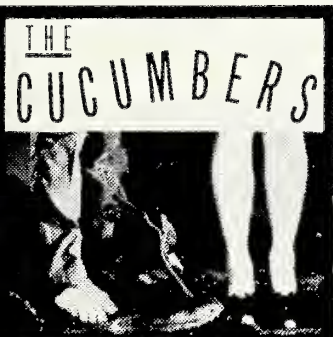
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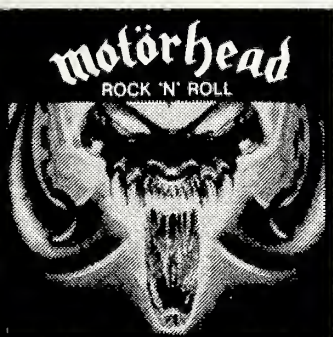
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PAL-1240



PRO-1235





MEET BILLY (THE KIDD) FREEDOM

The personable young man is terrifically engaging and it's easy to believe that he got his record deal with Caloma by calling Ray Kennedy and asking, "Do you want a hit record?". After all, the product he was shopping included some enviable sidemen...Sly Stone being Sly Stone...Stanley Clarke on bass...Muddy Wilson on congas...Sheldon Longbrong creating some memorable guitar licks...and of course, Joe Barzosa, Billy (The Kidd) Freedom himself, doing all the drums/percussion things that made him one of L.A.'s most sought after sessionmen.

Ray Kennedy and Bob Reno, formerly with MCA, invited Billy and friends down for a listen-to and a look-see and, after hearing the product examined, "Gentlemen, that is a bitch." It was only a matter of days till the deal was struck and contracts signed. So here he sits in the Cash Box office, the 26-year old offspring of the symphony conductor at Mid Western State University and his dancer wife, holding his own daughter on his lap while he talks about his session/concert work with Santana, Steven Stills, Eddie Money, George Duke...the list is a long one.

"I've been playing drums since I was two-years old" Billy explains—his parents have always been very supportive. My training is basically in the classical/jazz idioms, they didn't teach much funk at the Berkeley School of Music. But I always had a feel for R&B, and when I started getting big it seemed to be something I could do well...I'm a little shy about singing...but I wanted to come up with lyrics that meant something rather than just street talk."

The idea of using the Rolling Stones' classic "Miss You" as the basis for a dance-oriented/funk/pop/groove session with the above-mentioned sidemen proved to be an inspired concept. The 12-inch version is already being spun at some of the country's hottest dance clubs, and the release of the 7-inch single is planned for mid January. Not a bad start, Billy...not bad at all.

Soundwings Soars

In it's brief year and a quarter of life, Soundwings has certainly learned to fly. The sixteen-month old toddler already has a Grammy to its credit (Bill Watrous' Someplace Else), and a Grammy nomination (Gulliver, narrated by Sir John Geilgud) and is one of the most prominent names in jazz with three albums in the top ten on trade charts.

Among those releases is Tom Scott's eloquent One Night/One Day, which captured a firm place in the Soundwing catalog with 30 successive weeks in the Cash Box Jazz Top 40.

Currently, Soundwing founder and musician Patrick Williams is also touting his own recent release, Patrick Williams and the New York Band's salute to "Tenth Avenue," which features (among some other

amazing choices) Paul Simon's "Still Crazy After All These Years." The effort was produced by Phil Ramone...not exactly unknown for his commercial way with a song.

Soundwings will be two next fall. A well-nourished youngster with plenty of room to grow...as witnessed by their stride into urban contemporary music with a new album on Ronee Martin and plans afoot for further signings in that highly-competitive arena.

"Because our distribution arrangement with Welk Record Group has been so satisfactory, it keeps us out of the operations end of the business and leaves us free to do what we do best, and that's the creative thing...the studio thing. I think we're surprising a lot of people, but we're going to be doing even better," Williams said.

Welk Record Group To Continue CD Issues From Vanguard, Ranwood and Hindsight

Kent Crawford, V.P./Director of Sales and Marketing for Welk Record Group, announced plans to issue another grouping of CDs from WRG's large holding of historically significant catalog. Crawford stated that the main offerings will be gleaned from the Vanguard masters which are deemed to be the consummate recordings of such folk, blues and jazz artists as Joan Baez, The Weavers, Pete Seger, Ian & Sylvia, Doc Watson, Louis Armstrong and Stephane Grappelli. This follows last spring's successful release of 75 CDs in the full-line, mid-line and budget price categories.

Ranwood, the label that boasts all of Lawrence Welk's recordings, together with Myron Floren's catalog, will also be issuing additional CD's to complement the 20 mid-lines that were released last March. Other artists whose product will be available in CD form from Ranwood include Tennessee Ernie Ford, The Mills Brothers, Billy Vaughn and Vic Damone. Crawford commented, "There is a large and loyal market for the entire Ranwood catalog, and it has been continually inventoried for many years. There is obvious expectation that, as CD equipment becomes more a part of the average family's at-home recreational/leisure time lifestyle, there will be an ever-growing market for reasonably priced well-loved and well-remembered music in the CD

format. We hope to be a front-runner in that expanding field."

"We are also increasing our visibility in the highly-competitive classical area," Crawford continued, "thanks to the superior performances and recording technique that seemed to bless Vanguard's issues going back to the early 50s. When you have artists like Mischa Elman, Leopold Stokowski and Jan Peerce to draw from, you demand a certain amount of attention and inventory space. We'll be building a broader CD base in classical issues because the format provides for the maximum enjoyment of these remarkable recordings."

Plans are also underway to add six more titles to the half-dozen CDs currently available on the Hindsight label, WRG's tribute to the big-band era which includes Artie Shaw, Harry James, Stan Kenton, Duke Ellington, Les Brown and Bob Crosby in enhanced recordings of actual radio broadcasts during the 30s, 40s and early 50s.

"We are pleased to have acquired the distribution rights to this product," Crawford said. "Big band music is a lot like the cheshire cat in 'Alice In Wonderland'...it never really fades and it always leaves a smile."

Those interested in further information regarding the above product may contact Kent Crawford or Bernie Grossman at (213) 451-5727.

Amherst Signs New Jazz Artists

BUFFALO—David Parker, VP and General Counsel, Amherst Records, Inc., today announced production plans for their newly-signed jazz/rock fusion group "Gamalon" and jazz vocalist Nancy Kelly.

Nancy Kelly's debut album, as yet unnamed, has just been completed at Conway Studios in Los Angeles, CA. John Arrias engineered under the production of Jeff Tyzic. Tyzic also produced another Amherst project: an album spotlighting Doc Severinsen with Lee Ritenour and a group of outstanding session musicians which Amherst plans to release in early 1988. Mike Guzauski handled the engineering chores on the latter sessions.

Amherst continues to enhance its pop/contemporary product and has gone into pre-production on a Glenn Medeiros album to follow Medeiros' introductory effort, which brought the teen-age singer to prominence throughout Europe as well as seeing his single "Nothing's Gonna Change My Love For You" charted in every major music trade throughout the U.S. and Canada.



Glenn Medeiros


In the dance music field, Parker stated that Amherst will continue to develop Val Young, whose "Private Conversations" (released in 7 and 12-inch single discs as well as in LP format) enjoyed an eight week ride on the black contemporary charts and hung on for a longer stay as a dance chart favorite.

It is interesting, from an independent point of view, to note that, in putting together "Private Conversation," Amherst Records (an independent record manufacturer), utilized the services of Rick James (an independent producer) on a song published by Stone City Music (an independent publisher), and marketed the product through Record Theatre (an independent retail operation) and through its own arrangements with various other independent distributors.

That's the independent way, all the way.

READ THE INDEPENDENT WAY

FANTASTIC COMPACTS



BILL EVANS
The Complete Riverside Recordings
(RCD-018-2)

This 12-CD compilation presents the full results of 20 recording sessions from 1956-63 that launched the remarkable career of Bill Evans. Included is a 32-page illustrated booklet.

Just released: *Miles Davis/Chronicle: The Complete Prestige Recordings (1951-56)*, an 8-disc boxed set.

RIVERSIDE



OSCAR PETERSON / HARRY EDISON / EDDIE "CLEANHEAD" VINSON
(PACD-2310-927-2)

Since Fantasy's acquisition of the Pablo label earlier this year, 16 new titles have been released. Over 60 selections are now available on Compact Disc by artists such as Sarah Vaughan, the MJQ, Count Basie, Ella Fitzgerald, Benny Carter, and (on four new CDs) Oscar Peterson.

PABLO




MILES DAVIS
Bags' Groove
(O)CD-245-2)

The trend-setting Original Jazz Classics series now totals 320 titles, more than half available on CD. (Wherever possible, alternate takes or unissued takes from the original sessions have been added to CDs as "bonus tracks.") Jazz masterpieces by artists such as John Coltrane, Thelonious Monk, and Sonny Rollins are represented.

ORIGINAL JAZZ CLASSICS

MID-PRICED

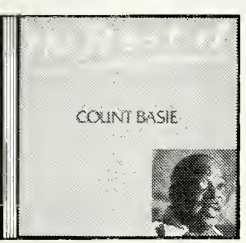


AMADEUS
(FCD-900-1791-2)

This Grammy award-winning soundtrack is available on a 2-disc set complete with extensive liner notes. The companion volume *More Amadeus* (FCD-624-1205), a single disc, contains additional music from the film.

Also on CD: the soundtrack from *The Mosquito Coast* (FCD-21005-2), composed and conducted by Maurice Jarre.

FANTASY



The Best of COUNT BASIE
(PACD-2405-408-2)

The first release of Compact Discs in the ongoing *Best of* series features ten of Pablo's top artists: Joe Turner, Louis Bellson, Count Basie, Dizzy Gillespie, Milt Jackson, Zoot Sims, Benny Carter, Freddie Hubbard, Art Tatum, and Lester Young.

ECONOMY PRICED

PABLO



CREEDENCE CLEARWATER REVIVAL
Chronicle, v. 1 (FCD-CCR-2-2)
Chronicle, v. 2 (FCD-CCR-3-2)
The Concert (FCD-4501-2)

Virtually everything by these perennial rock favorites is available on Compact Disc: *The Concert, Live in Europe, Bayou Country, Cosmo's Factory, Chronicle* (two volumes), *Creedence Clearwater Revival, Green River, Willy and the Poorboys*, and *Pendulum*. CCR has never sounded better!

FANTASY



FIREHOUSE FIVE PLUS TWO
16 Dixieland Favorites
(FCD-60-008)

DAVE BRUBECK QUARTET, FEATURING PAUL DESMOND
In Concert (FCD-60-013)

Over 60 minutes of music on each CD! The series presents definitive performances by such major jazz innovators as John Coltrane, Miles Davis, Bill Evans, the MJQ, Eric Dolphy, and Wes Montgomery; Dixieland greats Bob Scobey, Kid Ory, and Turk Murphy; and r&b giants Isaac Hayes, Albert King, Johnnie Taylor, the Staple Singers, and the Dramatics. Fully annotated.

60 SERIES



ISAAC HAYES
Hot Buttered Soul
(SCD-4114-2)

Ten classic albums from the Stax catalog have just been released on CD, among them *Whatcha See Is Whatcha Get* (The Dramatics), *Woman to Woman* (Shirley Brown), *I'll Play the Blues for You* (Albert King), *Waiting for Little Milton*, *Raw Blues* (Johnnie Taylor), and *The Isaac Hayes Movement*.

ECONOMY PRICED

STAX



THE BOBS
My, I'm Large
(GAMHC-001-2)

The Great American Music Hall label debuts with new releases by the innovative a cappella vocal quartet The Bobs (*My, I'm Large*); Art Lande's solo piano *Hardball!*, an ode to the traditions of American music and the game of baseball; and the high-energy rock sound of Flash Cadillac (*Later Than Midnight*).

GREAT AMERICAN MUSIC HALL



RICHIE COLE
Popbop
(MCD-9152-2)

Alto saxophonist Richie Cole's Milestone label debut, co-produced by Ben Sidran, is an appealing and eclectic mix of originals and standards. Other new Milestone CDs include Bill Evans' *Jazzhouse*, a previously-unissued 1969 club date recorded in Copenhagen; and *Steppin' Up*, the latest from "Soul Survivors" Jimmy McGriff and Hank Crawford.

MILESTONE



ART FARMER
Something to Live For:
The Music of Billy Strayhorn
(CCD-14029-2)

Masterful performances by flugelhornist Farmer, and a band featuring saxophonist Clifford Jordan, in an all-Strayhorn program. Also new on Contemporary: *Double Image*, a duo date by Frank Morgan and pianist George Cables; *Serious Swingers*, a co-leader session from saxophonists Bill Perkins and Bud Shank; and *Chicago Fire*, a live recording by Terry Gibbs and Buddy DeFranco.

CONTEMPORARY



MULGREW MILLER
Wingspan
(LCD-1515-2)

A quintet date, the third outing for Landmark by the uniquely talented young pianist, composer, and bandleader Mulgrew Miller, that features altoist Kenny Garrett and bassist Charnett Moffett. Other new Landmark CDs include Bobby Hutcherson's live recording *In the Vanguard*, and *Peer Pleasure* by saxophonist/composer Jimmy Heath.

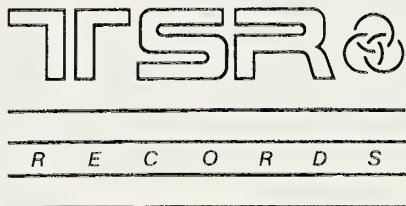
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INDEPENDENT PRODUCT ON THE CHARTS

A review of 1987's most-charted singles and albums, using the Black Contemporary Top 100 Singles and Albums charts as a base, and footnoting any product that appeared on either of the pop/rock Top 100 charts.

These reference pages list first the independent label (in alphabetical order) that released the product, the artist's name, the song or album title and indicates the number of consecutive weeks each record remained on the charts.



J. BLACKFOOT
EDGE RECORDS

	Wks On Chart
AMHERST RECORDS	
GLENN MEDEIROS	
Nothin' Gonna	
Change My Love*	10
VAL YOUNG	
Private Conversation	8
(*Also 21 wks.	
Top 100 Singles)	
ASIANA	
RUE	
I Need Your Love	3
BOOGIE DOWN	
CRIMINAL MINDED	7+running
COLD CHILLIN'	
McSHAN	
Left Me Lonely	4+running
CRITIQUE RECORDS	
OLIVER CHEATHAM	
Celebrate Our Love	2+running
EDGE RECORDS	
MARSHALL & BABB	
Let It Be Me	6
J. BLACKFOOT	
U-Turn	15
U-Turn (LP)	11
Bad Weather	8
Tear Jerker (w/Ann Hines)	18
Respect Yourself	3+running
EMERGENCY	
CAROLYN HARDING	
Movin' On	
FANTASY RECORDS, INC.	
TIMEX SOCIAL CLUB	
Thinkin' About Ya	14
Vicious Rumors (LP)	35
Mixed Up World	15
DOUG E. FRESH & THE FRESH CREW	
Lovin' Every Minute Of It	11
Play This Only At Night	9
LIVING PROOF	
Hold On To Your Dreams	7
BOYS ON THE BLOCK	
Let It Be	6

EVER/SUTRA
LAYOBI
 Good Things Come To Those
 Who Can't Wait 7

OVER GIRLS
 Show Me* 15
 Spring Love 9
 Because Of You 4+running
 (*13 wks. on Top 100 chart)

TH AND BROADWAY
MILLIE SCOTT
 Every Little Bit 16
 Love Me Right 12
 Love Me Right (LP) 3
 Automatic 10

ERIC B. & RAKIM
 Know You Got Soul 8
 Paid In Full (LP)* 19+running
 Ain't No Joke 9+running
 (also 19+running Top 100
 Albums chart)

FRESH
RYRE
 Last Chance 9
 Last Chance (LP) 14

FUTURISTIC
JOHNNY ISLAND
 Stay With Me 2

GAMBLE/HUFF
OU RAWLS
 Wish You Belonged
 To Me 2+running

CHIBAN
PRINCE PHILLIP MITCHELL
 You're Gonna
 Come Back To Love 7

ONWAY BROS.
 Can't Fight It 4

LAVE
 Juicy-O5
 Make-Believe (LP) 10

AM PACKED
RENIERE
 Know You Love Me 9
 They're Playing Our Song 8

EBBIE DEB
 I'm Searchin' 6

RENE ALDRICH
 Must Begun To Love You 15

MR
TEVIE B.
 Party Your Body 3+running

LUKE SKYWALKER
LIVE CREW
 Live Crew Is
 What We Are (LP) 33

McSHY D.
 Got To Be Tough (LP) 27

MACOLA
EGYPTIAN LOVER
 The Lover 11
 One Track Mind (LP) 20
 Freakaholic 12

MALACO
LITTLE MILTON
 Annie Mae's Cafe (LP) 6

JOHNNY TAYLOR
 Don't Make Me Late 5

MUSCLE SHOALS
ROSE BROS.
 Easy Love 15
 I Get A Rush 8

NEXT PLATEAU
SWEET SENSATION
 Hooked On You* 14

SYBIL
 Let Yourself Go 8

SALT-N-PEPA
 Hot, Cool & Vicious (LP) 31
 Push It** 2+running
 (*also 8 wks Top 100 Singles)
 (**also 2 wks+running,
 Top 100 Singles)

PARADISE
FIFTH AVE.
 Exception To The Rule 2+running

P.J. RECORDS
GIVENS FAMILY
 I'm Still Waiting 5
 Somehow, Someway 5

PROFILE
LUTHER INGRAM
 Baby Don't Go Too Far 13
 Don't Turn Around 9

RUN DMC
 You Be Illin'* 15
 Raisin' Hell (LP)** 62
 It's Tricky*** 19

VARIOUS ARTISTS
 Mr. Magic's Rap Attack,
 Vol. 2 (LP) 11

DANA DANE
 Delancy Street 7
 Cinderfella Dana Dane 14
 Dana Dane
 With Fame (LP)**** 14+running

J.E. THE P.C. FROM D.C.
 Hello, Rochelle 4+running
 (*15 wks Top 100 Singles)
 (**65 wks Top 100 Albums)
 (***8 wks Top 100 Singles)
 (****11 wks Top 100 Albums)

SELECT
WHISTLE
 Barbara's Bedroom 10

U.T.F.O.
 You Could Wanna Be

SELECT
NOCERA
 Summertime, Summertime* 12

MANTRONIX
 Music Madness (LP) 22
 Who Is It? 6

JOYCE SIMS
 Lifetime Love 15
 Come Into My Life 4+running

SOURCE
SOURCE WITH
CANDI STATTON
 You Got The Love 8

SUPERTRONICS
JANICE CHRISTIE
 Heat Stroke 15

TOUCH
 Without You 10

SOUNDTOWN
DAVID ALEANDER
 Ms. X 6

TOMMY BOY
FORCE MDs
 I Wanna Know Your Name 14
 Love Is A House (LP) 20
 Touch And Go 7+running

STETSASONIC
 On Fire (LP) 19

TRIPLE T
ROMEO
 Ooh, Baby, Baby 7

T.TED
JESSE JAMES
 I Can Do Bad For Myself 7

21/ATCO
DONNA ALLEN
 Serious* 20
 Perfect Timing (LP) 12
 Satisfied 12
 (*also 11 wks.
 Top 100 Singles)

WARLOCK
MONET-LIGOSA
 My Heart Gets
 All The Breaks 8

WRC/WILBE
JANICE BULLOCK
 Do You Really Love Me 8

ZAKIA
KING SUN D. MOET
 Hey, Love 6

ZY RECORDS
PAUL LEKAKOS
 Boom Boom
 (Come Into My Room)* 9
 (*also charted in Top 100)

POP/ROCK



The Satellites Four/EARTHLESS
Wrestler Records (WR 1887)

Earthless marks the realization of a long-time dream four friends had to record together. The Satellites Four is comprised of: Marvin Etzioni, bass; Casey Dolan and Doug Wieselmann on guitar; and Danny Frankel, drums and percussion.

Etzioni gained notoriety as a key member of the group Lone Justice a couple of years back, since then he has gone on to form his own band, Long Tall Marvin, who have garnered much attention on the L.A. club circuit.

Guitarist Casey Dolan emerged from a performing family; his father is a film composer and conductor, his mother is a stage film and television actress. Together with fellow Satellites member Doug Wieselmann, Dolan was a member of the late 60's L.A. band Red Sneakers.

Doug Wieselmann has worked as a musician, composer, performer and musical director in theater productions around the country. He has been associated with The Flying Taramazov Brothers since 1982, performing and writing music for their 1983 Broadway show *Juggling And Cheap Theatrics*.

Drummer Danny Frankel previously worked as a member of (Warner Brothers recording act) the Urban Verbs. He also played in the circus band of The Flying Taramazov Brothers.

The totally instrumental album was recorded using as few overdubs as possible, thus to retain a "live" feel to the project.

On *Earthless*, The Satellites Four showcase an amazing fusion of talents; drawing from a veritable melting pot of influences. Songs on the LP range from the driving rock feel of the album's opening track "Outlaw Guns" to the melodic, yet turbulent mixture found on "Brian Jones." Also not to be missed is the satellites' modernized, yet faithful rendition of "You Only Live Twice."

Earthless was recorded between February 1984 and September 1986 at both Suite 16 in Van Nuys and Camp David in Thousand Oaks. The LP was mixed at A&M (Studio C) in Hol-

lywood and Sound Castle in Silverlake.

Earthless was produced by the Satellites' own Dolan and Etzioni, with Dolan serving as executive producer as well. David Vaught served as engineer of the project. Vaught and Dolan teamed together to mix the project.

Even though each member is extremely active outside the band - The Satellites Four are currently planning a follow-up album to *Earthless*.

Tom De Savia



Long Tall Marvin/HUMANITY
My Youth Records (MY-004)

Los Angeles singer/songwriter Marvin Etzioni has just issued a single entitled "Humanity"; the record contains two very different readings of the Etzioni composition.

The "A-side," recorded by Andrew Williams of The Williams Brothers, is an acoustic version of the tune. It features both Andrew and David Williams on background vocals.

Side "B" is a home recording, done in Etzioni's garage on a Sanyo boombox. This interpretation is performed by Long Tall Marvin, the L.A.-based band Etzioni fronts. It features: Etzioni on lead vocals and rhythm guitar; Duane Jarvis, wind; Kevin Jarvis, drums; Sean Bryant, bass; and Andrew Williams on lead guitar and vocals.

Etzioni will be sending out a selected number of the singles to family and friends this holiday season. This is a very limited edition pressing; if you are lucky enough to come across one, grab it - as this is sure to become a collector's item.

The record was produced by Etzioni and Andrew Williams; with Casey Dolan serving as executive producer. "Humanity" was released on My Youth Records, Etzioni and Dolan's own label.

Cover art on the single was done by Lindsey Loch; her artistic talents have also graced product by acts such as The Balancing Act and Fleetwood Mac (on their newest single, "Everywhere").

Etzioni explained his reason for

releasing the single: "After writing the song; I felt that the sentiment was very important to me. And what better way to convey that than by handing someone a record and saying 'this is what I'm thinking'."

The lyrics to "Humanity" are as follows:

*The internationalization of the human race
Is what I see
You are a candle in the dark
You are a lighthouse
I am a ship lost at sea
So don't turn your back
Don't close your eyes
I am a part of Humanity*

*If there is a wall that divides us break it down
Whatever the cost might be
You cannot afford to live in solitude
You are a part of Humanity
It's a new day
It's a changing of the guard
The tables are turning definitely
Gone are the old ways
For this is the season to be a part of Humanity
We are a part of Humanity*

Etzioni can be reached by contacting Al Bunetta Management at 213-385-0882.

Tom De Savia

JAZZ/BLUES



Lazy Lester
LAZY LESTER RIDES AGAIN
King Snake Records (KS 007)

Lazy Lester established himself as a messiah of blues harmonica in the late 50's/ early 60's. During that period he played on numerous Lightnin' Slim recordings for Excello Records, releasing fifteen solid singles and one album. After that period Lester's career was in limbo for awhile, but with the newly released *Rides Again* for Kingsnake records, Lazy is very much back on the scene. Communicating a wide range of emotions through his cajun swamp-blues style, the LP includes several remakes of the old Excello recordings, "Sugar Coated Love,"

"The Same Thing Could Happen To You," and "I Here You Knocking." The album also includes tunes written by Jimmy Reed, Jimmy Rodgers, Guitar Gable, Lightnin' Slim, and Vince Monroe.

Mike Vernon produced and engineered *Rides Again*, his first downhome blues album since a project with Lightnin' Slim back in 1972, and first collaboration with Lester. Vernon gained prominence back in the 60's producing many British blues bands including Lightnin' Slim, Savoy Brown, John Mayall, Ten Years After and even Fleetwood Mac.

Lazy is currently in the midst of an extensive tour which began with the 'Battle of the Harmonicas' at the Fillmore in San Francisco. That was back in March of this year and his tour continues with stops in Ontario, Saginaw (Michigan), Boston and New York before the end of the year. The new year begins with dates in Washington D.C., Atlanta and onto Florida in February. In retrospect, one of the year's highlights was a performance in Boston a couple of weeks ago. Lester shared the stage with the late King of Zydeco, Clifton Chenier, in one of his final public appearances.

The future scenario looks promising for Lazy. The success of the current tour coupled with the new record hope to propel him back into the limelight. There is even some talk of a project with The Fabulous Thunderbirds, who have backed up Lazy in the New Orleans and recorded a handful of his tunes. In terms of the disc, Lester summarizes it well. "I'm very happy with this album. It's gonna do something for me, it's gonna put me back in the groove!"

Gene Ferriter



Anson Funderburgh & The Rockets
SINS

Black Top (BT-1038)
"SINS" mark's Anson Funderburgh's fourth recording on Black Top Records which started with the label's debut release on the Rockets, *Talk To You By Hand*, back in 1981.

(Continued on page 104)

T O M M Y B O Y ' S

HOLIDAY

EAR

CONDITIONING



STETSASONIC
featuring
The Reverend
Jesse Jackson
"A.F.R.I.C.A."
(TB 899)



TKA
"Tears May Fall"
(TB 907)

The TKA magic continues with "Tears May Fall" the brand new single from their explosive debut LP "Scars Of Love" (TB 1011). Available now on Compact Disc.

The Stet posse's in full gear on their explosive new record and video, "A.F.R.I.C.A." The hardest new sounds around will be found as Stetsasonic gets ready to make big noise in the new year. Get your earplugs now!

FORCE M.D.'S
"Touch And Go"
(TB 905)



CLUB NOUVEAU
"Heavy On My Mind"
b/w "The Club Nouveau
Sky King Mini-Medley"
(TB 903)

1987's hottest new group just keeps racking up hits. With over 500,000 twelve-inches sold over the past year, Club Nouveau does it again with "Heavy On My Mind" b/w a jammin' medley of all their hits.

The Force M.D.'s continue to flex their musical muscle with "Touch And Go," their funky follow-up to their #1 smash hit, "Love Is A House."

THE JAZ
"I'm In Love"
(TB 900)



INFORMATION SOCIETY
"Running"
(TB 877)

Question: What underground dance hit has been out for close to three years, has racked up sales of 100,000 and continues to sell 1,000 units a week? Answer: "Running" by Information Society. And that's just a preview of what's to come from this act in '88!

The Jaz delivers a soulful and swingy serving of New York style go-go funk on his debut offering that features a happening new remix. If you ain't got it, get it.



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SST: Rock as a Reason

By Kevin Coogan

LOS ANGELES – "We don't need to compromise our aesthetics to keep our business alive – they work hand in hand and in fact." Not what you might expect to hear from the head of a record company these days, unless of course that company were SST Records.

From the start Greg Ginn and Chuck Dukowski have always done things differently. As a young teen Ginn was designing and manufacturing Ham radio components, receiving three patents by the age of thirteen. Soon after, he met Dukowski. After discovering they had similar interests in music, they went on to form Black Flag, the leaders of the American hardcore scene and one of the most influential bands of the decade. In 1978, almost five years later, the band decided it wanted to release a single. Realizing no record label was going to touch their product, SST Records was founded. The name incidentally, was taken from Ginn's electronics company. For a while after that the label was essentially "a means to an end," which is, a method to get their music out to the public. In 1980, after Ginn and the Minutemen perform (only for a second gig!) he asked if they would be interested in joining up. Later that year the Minutemen would record *The Punch Line*, SST's first long playing record. 1981 and 1983 would see the addition of the Meat Puppets and Husker Du to the roster respectively, thus forming the core base which SST has built upon this day.

"We like to divide the line very clearly between the people that create the music and create the music, and what we do businesswise," affirms Ginn, referring to the fact that all artists have 100% creative control.

Meat Puppets' Cris Kirkwood continues, "It's always comes down to what we want to do... it's enabled us to become a band, a real band with something to say and an angle on life that people can hang onto, you know, rock as a reason." Mike Watt, bass player extraordinaire with the Minutemen and now FIREHOSE agrees, "I get to do whatever I want. They're so willing to back you up, they'd go into debt with you." Fortunately, SST has had no trouble with anything in the black. In the past year they have consolidated their distribution efforts internationally, released their staff from a dozen to 30 employees, and have seen their annual billings increase well over seven figures. Not bad for a bunch of musicians who are trying to shape the face of modern music.

Being an independent has enabled SST to be idealistic and to turn a profit. "If you need to turn 100,000 records to show a negligible profit, then you're gonna think real hard about

what kind of group you're working with." Independent distribution has been one of the keys to SST's low overhead. Not being tied to one distributor allows SST to sell to many companies who openly compete for the market. Dukowski continues, "No single person has us over a barrel, which minimizes financial pressure... it's very key in operating with groups that deal in under 100,000 units, the independent distributor knows that market very well."

Being as independent as they are has allowed the people behind SST to make their own rules. Ten years ago there weren't "opportunities available for doing the kinds of music that wouldn't sell a lot right off," says Ginn. "We had to learn how to deal with music where there really isn't already a pre-set market for it." One of the areas where Ginn and Dukowski had to "learn by doing" is booking. Their experience in this area began during the early days of Black Flag when they set up their own tours. "We got good at doing a lot of things in those areas just because we didn't know any better." The hard work has paid off in the form of The Global Booking Agency, the company formed by Dukowski and Ginn which coordinates tours for the majority of the label's artists. It is apparent that creativity is as important an attribute in dealing with the daily operations of the business as it is in dealing with the artists. Ginn explains, we "constantly try a certain amount of new things... and if you find things that work, then a lot of times you can apply them in a lot of different situations and that's where, hopefully, the label can continue to be real creative... and always look for new ways to do things in terms of promotion and everything else."

Another area in which SST differs from other record companies is in their artist contract philosophy. Everything is on an on-going, per record basis. If you want to record – great. If not – that's fine too. Also, SST has never dropped a band from the label, no matter what the record sales might have been. "We like to be able to sell a few thousand records and view it as a positive experience... with us there's a feeling we can do whatever we want," explains Ginn.

In addition to being the year in which SST realized its most impressive growth, 1987 saw – for the first time – the simultaneous releasing of compact discs for the label's major artists. In 1988, SST will initiate this treatment for all acts. For retailers and the rock-public alike, possibly the most exciting news is the re-release of SST's back catalog on disc. Classic recordings from the likes of Husker Du, Gone, Minutemen, Das Damen, Meat Puppets, Swa, Descen-

dents, and Sonic Youth are available to a whole new following of music fans. Also, must-have compilations like Black Flag's "The 1st Four Years," and the various artists samplers, "The Blasting Concept, Volumes I, II, and III," are or will be available. Some other SST releases worth noting are those of avant-garde artists Fred Firth, Henry Kaiser and El-

iot Sharp, plus the efforts of new labelmates, Always August, These Immortal Souls, Run Westy Run, Blast, and Brian Ritchie.

For more information concerning new releases or to find out when a group will be burning through your town, contact Mike Whittaker at (213) 835-8977 or write SST, P.O. Box 1, Lawndale, CA. 90260.



SST Heads: Greg Ginn (left) and Chuck Dukowski



Meat Puppets (from l-r): Curt Kirkwood, Cris Kirkwood and Derrick Bostrom



FIREHOSE (from l-r): Ed FROMOHIO, Mike Watt and George Hurley



Sonic Youth (from l-r): Steve Shelly, Lee Ranaldo, Thurston Moore and Kim Gordon

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IN '87**

**AND WE'LL "PUMP UP THE VOLUME"
IN '88**

**Eric B. & Rakim
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Masters of Ceremony
Pam Russo
Steinski
Tackhead**

**Noel
Double Destiny
Gusto
Spanish Prince
Kool Chip
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"THIS IS LIFE"—DON'T DRINK AND DRIVE

14 EAST 4TH STREET, N.Y., N.Y. 10012



son

(continued from page 100)

The Texas native has been playing professionally in his hometown of Dallas since the age of 15 and is a member of the Texas Music Hall of Fame. Funderburgh's economic, unpromising blues style has gained respect and admiration from the likes of Boz Scaggs, Stevie Ray Vaughan and The Fabulous Thunderbirds, just to name a few. His recording credits include an appearance on T-Bird's second album, *Butt in'*, and the upcoming Black Top release by Nappy Brown, the legendary bluesman who wrote the classic "The Night Time Is The Right Time." Also, Anson will be entering the studio at the end of January to be in work on Greg "Fingers" Carter's album.

Teaming up with Anson & The Rockets is one of the most accomplished blues harmonica players, Sam Myers. The Mississippi singer, drummer, and harp player worked with the great Elmore James in the late 50's and early 60's. Myers can play and sing the blues. The Rockets include Marc Wilson on drums, Rhandy Simmons on bass, pianist Matt McCabe who turns in a great performance on the cut "Peeping In The Ground."

Joining this already talent-packed group is Black Top house organist Albert Levy. Listen to the Albert Coltrane tribute "Chill Out" for some out-

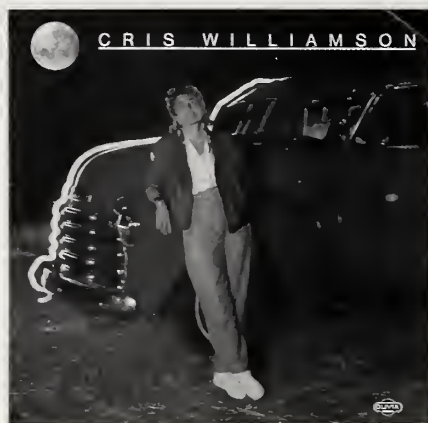
standing keyboard work. The recording also features the horn arrangements and soloing of sax player Kaz Kazanoff. The album was recorded live with only a few of the horn arrangements being overdubbed.

The recording took place during the beginning of 1987 at Goodnight Audio Studios in Dallas. Co-producing the effort with Anson is label founder Hammond Scott. The New Orleans resident's production credits include Earl King's 1987 release *Glazed* and *Neville-ization*, the critically acclaimed 1984 release by The Crescent City's favorite sons, The Neville Brothers. Engineering the effort is Larry Wallace, a highly acclaimed and sought after sound man who also mixed the recording with Scott at "The House" in Denton, Texas.

Some of the outstanding cuts on the album include the Earl King penned tunes, "Don't Want No Leftovers" and "A Man Needs His Loving." Also check out "Changing Neighborhoods," a classic slow blues number featuring some outstanding guitar dynamics by Funderburgh and the bluesy vocals of Myers.

The band will be taking their show on the road throughout the Southeast starting the first of the year, and will re-enter the studio in May to begin work on their next effort. For more information contact Mark Pucci at (404) 873-4796.

FOR ECLECTIC TASTES



Cris Williamson/WOLF MOON Olivia (LF 951)

Classic coffeehouse. Nice, undisturbing folk-tinged music to stir hot chocolate with a cinnamon stick by. Some of the lyrics are rather inventive and moving: "...your tracks are still fresh in the music/Just the length of a body from sight; Your signature's strong, enduring in song/It's the run of the wolf in the night..." Available on LP, CD and Cassette.

Gideon Israel/LOVE TRAIN Hanger 18 (no number)

Once upon a 70s afternoon, I remember Corneleus Brothers and Sister Rose singing "Too Late To Turn Back Now." This album is all Gideon Israel, formerly Cornelius Brothers, now Stewart to Yahweh ben Yahweh. He plays 40 instruments, he wrote and arranged all the music, sang all the back-up vocals, produced the product and even designed the album cover which, for the most part shows flying saucer-type planes with "Yahweh" stencilled on them destroying conventional type aircraft as well as the Statue of Liberty and some greater Miami skyscrapers. I dunno, so I'll just let the gentleman do his thing. For the curious collector.



Robert Cobert/MUSIC FROM DARK SHADOWS VOLUME 3 Media Sound Records (MS-00002)

"It's hard to believe there is still an interest in the music from DARK SHADOWS," so says Robert Cobert, the composer/conductor of same in the liner notes to this third collection. We agree. But, we are assured that the soap has a large following (not unlike Trekkies) long after its TV demise. As haunting as a gothic novel, for the fans of the genre.



COMING IN JANUARY

INDIE ITEMS COLUMN

Chit chat and inside news. Send all items to THE INDEPENDENT WAY/Indie Items, CASH BOX, 6464 Sunset Blvd., #605, Los Angeles, CA 90028

REPORT FROM NARM

The IAC meeting . . . and a general overview of the Operations Conference.

COMING IN FEBRUARY

SALUTE TO THE SWEETHEARTS

Your chance to thank your female artists . . . announce their new product . . . relay tour, concert, personal appearance and other promotional information.

Contact Spence Berland for deadlines.

GRAMMYS . . . WHAT DO THEY MEAN TO AN INDEPENDENT RECORD COMPANY? A series of conversations with various independent producers, manufacturers and marketing people. Your participation is welcome. If you would like to express your opinion, contact Phyllis J. Wickham at THE INDEPENDENT WAY, (213) 464-8241.

Cash Money and Marvellous PLAY IT COOL Sleeping Bag SLX 31

This reviewer is in love with the song on the flip side. "Ugly People Be Quiet." What a title. It ought to catch on and become a buzz phrase like "whatcha see is whatcha get" or "here come de judge." I am prepared to launch such a movement at my very next sports bar happy hour. When all those dudes get to arguing about who won the Heisman trophy in 1969... like that knowledge is evidence of their intelligence... I'm gonna have this song on my ghetto-blaster size cassette player and I'm gonna let 'em have it... "Ugly People Be Quiet." at full volume, of course. What the hell, I've been 86'd before.



FEVER/SUTRA RECORDS climbing up the POP charts



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—#51 on Billboard’s Black chart
—#47 on Cash Box’s Black chart

—#11 on Cash Box’s Dance chart
—#78 with a bullet on Cash Box’s Top 100 chart
—#1 on Japan’s International chart

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INDEPENDENT WOMEN OF '87



NOCERA

DONNA
ALLEN

MILLIE
SCOTT

The Independent Way doffs its collective cap to the female artists who gave us such undisputed hit product as "Show Me" by the Cover Girls; "Serious" by Donna Allen, Millie Scott's "Ev'ry Little Bit," Nocera's "Summertime, Summertime," and "Lifetime Love" by Joyce Sims, among other chart burners.

THE RAP CAME BACK AND IT WASN'T A JOKE
BUT BURNED UP THE CHARTS LIKE FIRE AND SMOKE...
RUN DMC WAS RAISIN' HELL BEFORE
AND NOW THEY'RE RAPPIN' ON HEAVEN'S DOOR.

2 LIVE CREW IS A SKYWALKER ACT
GOT IT ALL WRAPPED UP AND THAT'S A FACT;
NOW MC SHY D. IS ON THE MOVE...
HIP AND HOT AND IN THE GROOVE.

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WITH ERIC B. AND RAKIM..
GETTIN' PAID IN FULL FOR THEIR RHYTHM SCHEME.

LET'S NOT FORGET DANA DANE WITH FAME
HE'S ALREADY MADE HIMSELF A NAME,
'CAUSE CINDERFELLA RODE THE CHARTS FOR WEEKS
AND NOW EVERYBODY LISTENS
WHEN DANA DANE SPEAKS.

NOW MY TIMEX SAYS GET ON DOWN TO THE CLUB
TO BE KIND OF SOCIAL AND ROLL BACK THE RUG.
I'LL BE DANCIN' TO ANOTHER BEAT THAT'S NEW
WITH RAPPIN' DOUG E. FRESH
AND THE FRESH CREW TOO.

THE STETSASONICS ARE REALLY ON FIRE,
TWENTY WEEKS ON THE CHARTS
AND GOIN' UP HIGHER.
TOMMY BOY PUT THE DISC ON THE STREET
AND NOW WE ALL GOT DANCIN' FEET.

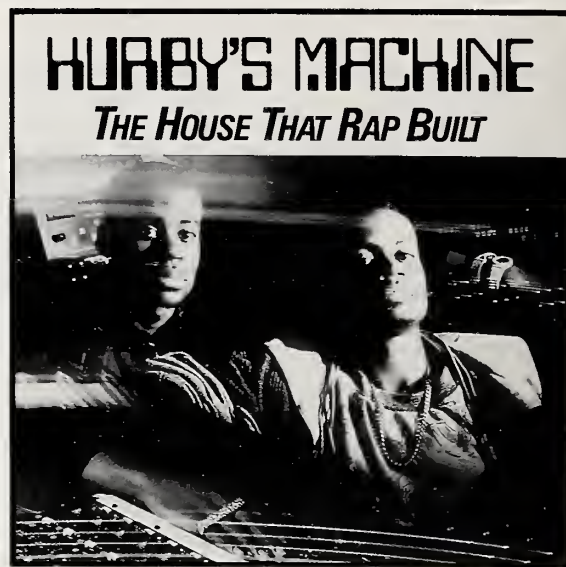
- A. RUN DMC
- B. DOUG E. FRESH
- C. McSHY D.
- D. TIMEX SOCIAL CLUB
- E. 2 LIVE CREW
- F. ERIC B. AND RAKIM
- G. THE STETSASONICS





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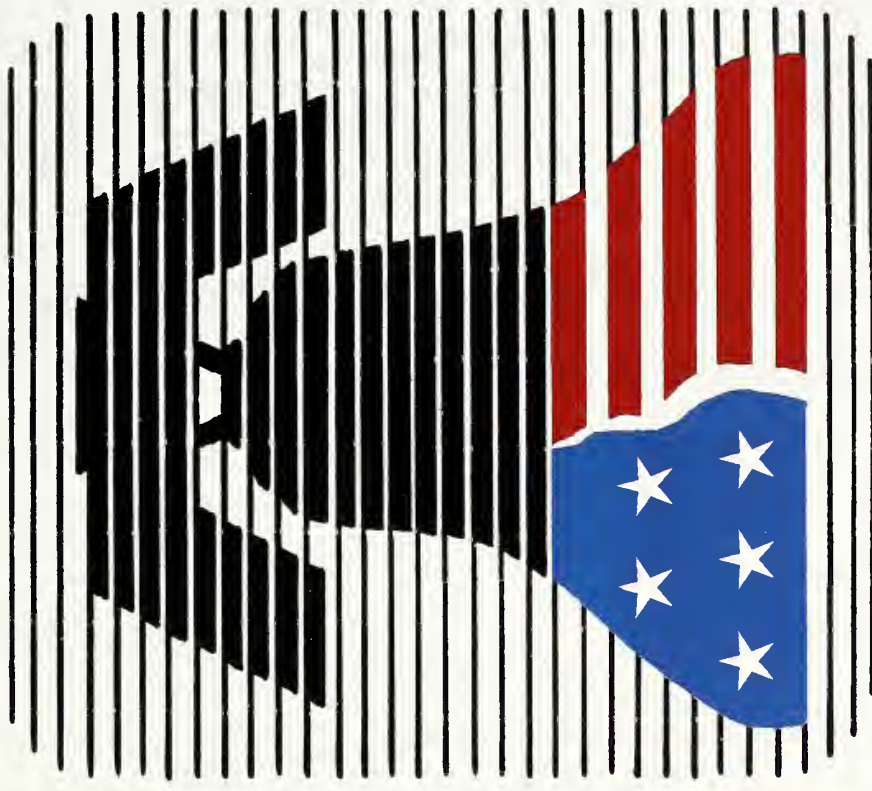


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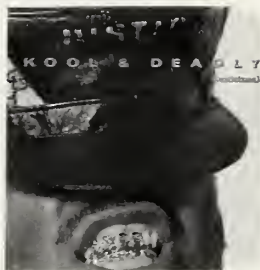
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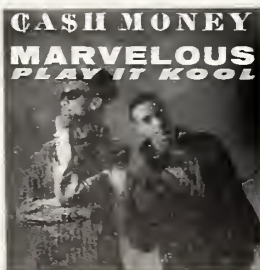
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Over The Rainbow
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CLX 11 Cassette



Joyce Sims
Come Into My Life
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THE INDEPENDENT WAY DISTRIBUTORS' REPORT '87



Salt -N- Pepa

In compiling the following information, forms were Faxed to a number of distributors around the country with the request that they fill in the product name, artist's name and label of their top five singles (7 & 12-inch), albums and their best three catalog items in 1987. Due to printing deadlines we were unable to include every listing, but wish to express our thanks to all responding firms. If you would like to contribute to future distributors' reports, please contact THE INDEPENDENT WAY with your Fax number.

1

M.S. DISTRIBUTING CO.
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SINGLES

7-INCH

"Show Me"
COVER GIRLS
Fever/Sutra

"Boom Boom"
PAUL LEKAKIS
ZYX

"Pump Up The Volume"
MARRS
4th & Broadway

"Because Of You"
COVER GIRLS
Fever/Sutra

2

LANDMARK DISTRIBUTORS
12-20 36th Avenue
Long Island City, NY 11106

SINGLES

7-INCH

"Silent Morning"
NOEL
4th & Broadway

"It's Tricky"
RUN DMC
Profile

"Let It Be"
FERRY AID
Profile

"Eric B. Is President"
ERIC B.
4th & Broadway

3

ACTION MUSIC
6541 Eastland Park
Cleveland, OH 44142

SINGLES

7-INCH

"Nothing's Gonna Change
My Love For You"
GLENN MEDEIROS
Amhearst Records

"Pump Up The Volume"
MARRS
4th & Broadway

"Show Me"
COVER GIRLS
Fever/Sutra

4

MALVERNE DISTRIBUTORS
35-35 35th Street
Long Island City, NY 11106

SINGLES

7-INCH

"Nothing's Gonna Change
My Love For You"
GLENN MEDEIROS
Amherst

"Show Me"
COVER GIRLS
Fever/Sutra

"Because of You"
COVER GIRLS
Fever/Sutra

5

CALIFORNIA RECORD DIST
1242 Los Angeles Street
Glendale, CA 91204-2487

SINGLES

7-INCH

"Nothing's Gonna Change
My Love For You"
GLENN MEDEIROS
Amherst

"Silent Morning"
NOEL
4th & Broadway

"Montego Bay"
AMAZULU
Mango

"Show Me"
COVER GIRLS
Fever/Sutra

1

"Silent Morning"
NOEL
4th & Broadway

12-INCH

"Tramp/Push It"
SALT-N-PEPA
Next Plateau

"Cinderfella"
DANA DANE
Profile

"Summertime, Summertime"
NOCERA
Sleeping Bag

"Boom Boom"
PAUL LEKAKIS
ZYX

"Show Me"
COVER GIRLS
Fever/Sutra

ALBUMS

"Paid In Full"
ERIC B. & RAKIM
4th & Broadway

"Lethal"
UTFO
Select

"Hot, Cool & Vicious"
SALT-N-PEPA
Next Plateau

"With Fame"
DANA DANE
Profile

"Santa Must Be Polish"
BOBBY VINTON
Tapestry

"Is What We Are"
2 LIVE CREW
Luke Skywalker

CATALOG

"Chronicle"
CREEDENCE
CLEARWATER
REVIVAL
Fantasy

"Amadeus"
SOUNDTRACK
Fantasy

"Best Of"
TOMMY JAMES
Roulette

"Raisin' Hell"
RUN DMC
Profile

"Showdown"
VARIOUS
Alligator

M.S. DISTRIBUTING CO.

2

"Falling In Love"
SYBIL
Next Plateau

12-INCH

"Silent Morning"
NOEL
4th & Broadway

"Falling In Love"
SYBIL
Next Plateau

"Eric B. Is President"
ERIC B.
4th & Broadway
"It's Tricky"
RUN DMC
Profile

"January/February"
TINA B.
Criminal

ALBUMS

"Paid In Full"
ERIC B. & RAKIM
4th & Broadway

"Hot, Cool and Vicious"
SALT 'N PEPA
Next Plateau

"With Fame"
DANA DANE
Profile

"Mr. Magic's Rap Attack, Vol. 3"
VARIOUS
Profile

"Big EAsy Soundtrack"
VARIOUS
Antilles

CATALOG

"Raisin' Hell"
RUN DMC
Profile

"King Of Rock"
RUN DMC
Profile

"Harder They Come"
JIMMY CLIFF (Sndtrk)
Mango

"Run DMC"
RUN DMC
Profile

"Kayannisqatsi"
PHILIP GLASS
Antilles

LANDMARK DISTRIBUTORS

3

"Silent Morning"
NOEL
4th & Broadway

"Get Your Boom Boom"
PAUL LEKAKIS
ZYX

12-INCH

"Pump Up The Volume"
MARRS
4th & Broadway

"Lifetime Love"
JOYCE SIMS
Sleeping Bag

"I Know You Got Soul"
ERIC B. & RAKIM
4th & Broadway

"Show Me"
COVER GIRLS
Fever/Sutra

"Silent Morning"
NOEL
4th & Broadway

ALBUMS

"With Fame"
DANA DANE
Profile

"Paid In Full"
ERIC B. & RAKIM
4th & Broadway

"Lethal"
UTFO
Select

"Skinny Boys"
SKINNY BOYS
Warlock

"Glenn Medeiros"
GLENN MADEIRUS
Amherst

CATALOG

"Chronicles"
CREEDENCE
CLEARWATER
REVIVAL
Fantasy

"Best Of Volume 1"
STYLISTICS
Amherst

"Best Of"
TOMMY JAMES
Roulette

"Amadeus"
SOUNDTRACK
Fantasy

"Raisin' Hell"
RUN DMC
Profile

ACTION MUSIC

4

"Get Your Boom Boom"
PAUL LEKAKIS
ZYX

"La Bamba"
RICHIE VALENS
Delfi

12-INCH

"Show Me"
COVER GIRLS
Fever/Sutra

"Boom Boom"
PAUL LEKAKIS
ZYX

"Because Of You"
COVER GIRLS
Fever/Sutra

"All & All"
JOYCE SIMS
Sleeping Bag

"Jump Back"
DHAR BRAYTON
Sleeping Bag

ALBUMS

"Lethal"
UTFO
Select

"Cover Girls"
COVER GIRLS
Fever/Sutra

"Come Into My Life"
JOYCE SIMS
Sleeping Bag

"Passion"
ROBIN TROWER
G.N.P.

"Over The Rainbow"
NOCERA
Sleeping Bag

CATALOG

"Chronicle"
CREEDENCE
CLEARWATER
REVIVAL
Fantasy

"Songstress"
ANITA BAKER
Beverly Glenn

"Amadeus"
SOUNDTRACK
Fantasy

"Alisha"
ALISHA
Vanguard

"Best Of"
TOMMYJAMES
Roulette

MALVERNE DISTRIBUTORS

5

"Watching Over You"
GLENN MEDEIROS
Amherst

12-INCH

"Push It"
SALT-N-PEPA
Next Plateau

"Show Me"
COVER GIRLS
Fever/Sutra

"Cinderfella"
DANA DANE
Profile

"Eric B. Is President"
ERIC B. & RAKIM
4th & Broadway

"Summer Girls"
DINO
LD

ALBUMS

"Hot, Cool & Vicious"
SALT-N-PEPA
Next Plateau

"With Fame"
DANA DANE
Profile

"Paid In Full"
ERIC B. & RAKIM
4th & Broadway

"Lethal"
UTFO
Select

"Show Me"
COVER GIRLS
Fever/Sutra

CATALOG

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FROM:
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TOUCH

THE BEAT IS BACK

BUT YA DOESN'T HAVE TO CALL IT DISCO

Independent record manufacturers have been aware for at least three years of the re-emergence of the 130+ beats per minute dance-oriented music that we all once called 'Disco.' But no one, with perhaps the exception of Supertronic, Inc. president and owner Frederick Pereira who, in a recent national trade magazine interview admitted to a probably astonished reporter, "...what they used to call the disco beat is back," is willing to call it by its original name.

The reason for the hesitancy in using the term is understandable...after all, disco was deader than Lazarus. So dead that its name was removed from record trade papers like *Stalin* from Russian history books. No one has even whispered that they were cutting a disco record since the Village People moved away.

Major record companies cut out whole departments and, like inept jugglers with too many nine-pins, dropped acts all over the place.

Now, they are signing up 'dance-

oriented' groups to turn out 'dance-oriented' music to compete on the 'dance' charts, in the 'dance' clubs and in the 12-inch 'dance' singles racks at the record retailers.

Meanwhile, the independent labels who spotted the resurrection of the disco format and put out and promoted the product have gained a label-recognition that eluded them in the past. Profile, Tommy-Boy, Next Plateau, 4th & Broadway, Supertronic and others have become trend setters. By taking the disco beat and adding various rap/dance dj techniques, the independents broke further ground and forged ahead onto national top 100 charts.

Supertronic's *Janice Christie* hit with "Candy Love," while their self-contained group, *Touch*, scored big with "Without You."

Does it matter if you call their music 'dance' or 'disco?' Only if you want to get it played on the radio.

But, like the man says, you can call it dance, or you can call it club, or you can call it dance club...but ya doesn't have to call it Disco.

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ms (Continued on page 83)

grammers are listening to the
e of the people and moving away
n the single as the foundation of
r playlists.

ney are moving hard and heavy
what's being called "Album
k."

is, according to Burns, is leading
e slotting of more album cuts,
g with in-depth airplay of an
t's "catalog," not just a new or
rted single.

urns says he will continue to en-
rage his clients to give full value
e AOR format as a means of
ding the listening audience in
s.

t the same time, Burns has un-
ered a preference swing among
o listeners toward male-oriented
and roll music, compared to the
ale-oriented soft rock that has
inated the airwaves in recent
s.

e says radio stations angling for
eater audience are focusing more
ngly on the 25-plus age category,
this trend will continue over the
t year or two and ultimately

replace what has up to now the
broadcasting strength for both radio
and the record industry - its youth
orientation.

Burns Media research shows that
radio seem to be losing its interest in
young people and moving closer to
middle-aged priorities, while it
works hard to maintain its hard-
earned status as the soundtrack of
life.

What does any of this mean to a
record company?

The beginnings of a blueprint for
survival through the balance of the
eighties?

Or some new cloth for cutting the
patterns of bigger success into the
nineties?

Burns himself is not ready to
provide an easy answer or any finite
solutions on a generalized basis.

His role here, as with the seminars
he conducts twice annually (the next
one in January in Los Angeles), is to
provoke thought and, perhaps, open
new avenues to the future.

In other words, listening *to* radio
sometimes reveals less than what can
be learned by listening *about* radio.
You hear?

Dinosaur (From page 26)

built on their work from the 60's and
70's, their studio work lacked vitality.
Deadheads, and by association the
Dead themselves, were considered
lepers - hipless hippies caught in an
acid time- warp. Jerry Garcia's
reported bouts with drugs including
a recent brush with death resulted in
some soul searching and a renewed
commitment to writing. If longevity
brings wisdom, then The Dead have
it in spades.

George Harrison decided he'd
been the quiet Beatle long enough.
Shell-shocked by the assassination of
Lennon, disappointed by the trounc-
ing given his '82 album *Gone Troppo*;
he withdrew from the studio, until
this year's breakthrough album
Cloud Nine. The key element seems to
have been Jeff Lynne, brought in to
co-produce the album. Lynne's
dynamic, Beatle-esque work with the
Electric Light Orchestra gave him the
perfect training for the job. Addition-
ally, Harrison contributed some fine
tunes including the cynical "Wreck of
the Hesperus," a testimony to his
survival. The lead single "Got My
Mind Set On You," a simple ditty
about adolescent longing, was writ-
ten a couple of decades ago by Rudy
Clark. The song is lifted from the
primal soup that inspired the early
Beatles hits. Certainly the irony of in-

cluding such an effective bit of bub-
ble gum on the album was not lost on
George. Even dinosaurs just wanna
have fun.

For a timeless writer like Robbie
Robertson to have christened the
retirement of the Band as the "Last
Waltz," he must have had some sort
of deep-seated suspicion that a long
period of dormancy lay ahead. For-
tunately, his rich lyrical imagination
only lay fallow. His comeback album
was this year's tour-de-force of emo-
tional intensity, highlighted by the
stunning "Fallen Angel", a dark
tribute to his fallen friend (by suicide)
Richard Manuel. Aided by figures
such as Peter Gabriel, U2 and
producer Daniel Lanois, he forged a
new synthesis of his rock roots to a
futuristic vision.

Other artists lumbered out of the
jungle in '87, with somewhat less
noise but worth noting. Paul Simon
enjoyed carry-over success from his
1986 Grammy Award winning gem
Graceland. Ian Anderson's Jethro
Tull delivered a fine effort. Perennial
favorites like Mick Jagger, Elton John
and David Bowie proved that rock's
tendency to bring on early retirement
can be avoided by sheer size and
name value. Throw in some fresh
creative juices and any old kid who
once enjoyed success in the past can
continue to flourish in the primitive
world of Rock and Roll.

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TICKERTAPE

NEW YORK – Holland, Dozier and Holland, Leroy Anderson and Noel Coward have been elected into the Songwriters' Hall of Fame. Induction ceremonies will take place on April 18 during a dinner at N.Y.'s Marriott Marquis Hotel...The Starlight Foundation – which grants wishes to chronically, critically and terminally ill children – will present Barry Manilow with its annual Humanitarian Award at a February 19 dinner at L.A.'s Century Plaza Hotel...Joe Cocker, songwriter John Leffler, and video director Leslie Dektor have teamed up – at their own expense – for "Doesn't Anybody Care Anymore," a song about the plight of the homeless...The New Orleans Music and Entertainment Assoc. held an early December conference called "Music, Money & You: New Strategies for Developing New Orleans' Music and Entertainment Industries"...The L.A. D.A.'s Major Fraud Division filed a 15-count felony complaint against four individuals – Nerses Karabet Barkakjian, Nazaret Karabet Bardakjin, Vardan Gezalyan, and Gevork Gezalyan – alleging a conspiracy to cheat and defraud the consuming public and Capitol, CBS, Epic and MCA Records...January 9 - 16 will be "Diane Schuur Week" in the singer's home state of Washington, thanks to a proclamation by Governor Booth Gardner...An FBI investigation into the illegal manufacture of counterfeit sound recordings in Mesquite, Texas, has led to the seizure of equipment and supplies worth over \$100,000, discovered at A & B Storage..."Blues Deluxe," a syndicated blues show out of Dallas-Ft. Worth, is now available to stations around the country on a no-cost barter basis; call Music Unlimited (817-261-3520) for information...*Shake, Rattle and Roll*, a two-hour television special featuring Chubby Checker, the Coasters, the Drifters, Lesley Gore, Ben E. King, Jerry Lee Lewis, and the like, was recently taped in Nashville by New York's WNET for a March airing over PBS stations...The Forest Hills Music Festival – which brought the likes of Simon & Garfunkel, Bob Dylan, the Who, and Barbra Streisand to the 16,000-seat Forest Hills Tennis Stadium for summertime concerts, has been reactivated. Don Friedman will produce concerts there next summer...The *Music Industry Directory*, *California Music Directory*, and *Music Radio Directory* will be available on disc in February, 1988 from San Anselmo, CA's Music Industry Sources..."Sponsorship Now," the fifth annual conference on event sponsorship, will be held March 28-30 at Chicago's Hilton and Towers (call 312-944-1727 for details)...The 92nd Street Y's popular Lyrics and Lyricists series will this year concentrate on Irving Berlin, who will turn 100 in May. The five-part series begins Jan. 24.

VCR Use Falls Over Time

By Julius Robinson

LOS ANGELES – The VCR has become accepted as a staple in the diet of the entertainment consumer. However, evidence suggests that although over half of all television-owning households have one, frequency of use diminishes over time.

A.C. Nielsen researcher Paul Lindstrom has been keeping tabs on the growth of the VCR and its software since 1982. He told *Cash Box* that "...one can be misled by the exponential growth of hardware. Usage is overly influenced by those who have recently purchased machines. 45% of all VCR owners average less than one video viewing or recording per week. Only 20% generate over half of all software activity.

"Basically, home video producers shipments have peaked over the last three years. Take into account software price-cutting and you have very little growth."

Lindstrom added, "The VCR is still a luxury item with higher penetration in upper income brackets. The industry has got to develop new marketing techniques to sway the lower end buyer."

The problem however seems not to be the cost of the VCR itself, given that overall hardware sales are increasing. The relatively high cost of software, especially video movies,

and the perceived hassle of rentals seem to be the principal culprits. Although movie prices have dropped to \$30 for the average video, an "A" title can still cost a hefty \$89.95. Unless a consumer is dead set on a title, even \$30 does seem a bit too high. (Ironically the price of taking a family of four to a theater, including parking, can approach \$30.)

The rigors of renting, even with the advent of membership cards and computerized invoicing, is a real pain in the neck for the average owner. You get in the car, drive to the outlet, go in and scan the shelves for a suitable title (often without success), wait in line, fill out a form, get back in the car and drive home worrying how in the world to pay for the damn thing by the next day. It is a lot to ask of anyone, much less a "couch potato."

All of this should be encouraging to the cable television industry and those marketing low cost software cassettes. Home video studios are unwilling or unable to lower the price of prerecorded cassettes with titles, which leads us to believe that those with the hottest titles will prevail in any event. *Cash Box* will continue to monitor the numbers and let you know.

The Year In Jazz: Forward To The Past

Lee Jeske

NEW YORK — It has become fashionable for jazz mavens to wring their hands and complain about "nothing new under the sun." The maven has a point, although both *The New York Times* and *The Village Voice* jumped on what they saw as a trend this year — a small group of aging musicians in Brooklyn who are attempting to broaden (not to mention, broaden) the music by adding something of an eveningening clique. These are musicians who grew up on funk and soul, 'n' roll and who have the confidence, and the freedom, to mix in all parts Charlie Parker and equal parts Maceo Parker. They may turn one minute playing with Art Blakey and the Jazz Messengers, the other minute playing with Sting, another minute playing with various bands led by each other. If they are serious, they are talented, they've got the right idea: use what you know, bring to jazz what you're comfortable with. Alto saxophonist Steve Coleman is the who of the group, and the circle is widening. They're not doing anything new, really, but they're not going around stirring the old soup, either. As usual, their music is currently being documented by small independent labels.

Otherwise, the main jazz trend this year has been labels sending musical piggy banks into their vaults looking for stuff to reissue on compact disc. What was an explosion last year has become a full-scale Armageddon this year. Obscure collectors items that nobody thought would ever see the light of a major label reissue (Randy and Jeanne Lee's "The Newest and Around" on RCA, for example) are popping up — digitally mastered and with alternate takes, no less. And increasingly these reissues are showing up on compact disc only. PolyGram, a leader in jazz reissues, has practically scrapped all reissues, RCA and Blue Note reissued most of their reissues out this year on CD only. Last year, you couldn't get an American Sonny Clark album for love or money. This year, you can get three Blue Note Sonny Clark CDs. Not only that, but Blue Note released an album of Clark's compositions by something called The Sonny Clark Memorial Quartet (spearheaded by pianist Wayne Horvitz and altoist John Patton).

The jazz story for 1987 was, in the record business, the story of CDs, not just for reissues of things that have previously been available on

LP. Jazz fans who have been holding their breath who have put their CD-player

purchases on hold for another year, were not able to enjoy the new releases by Carmen McRae, McCoy Tyner, Phil Woods and Art Blakey; were not able to begin assembling "The Complete Dinah Washington on Mercury" (some of which never showed up on LPs at all); were not able to secure the full amount of music recorded for the new albums by Art Farmer, Hilton Ruiz, George Adams/Don Pullen and Sonny Rollins; were not able to hear some five hours of remarkable previously-unreleased Duke Ellington sessions (from the new LMR label); were not able to pick up the first dozen or so reissues from the CTI catalogue (which CBS made available on CD only); were not able to enjoy Lester Young singing "It Takes Two to Tango."

Other CD news since last year includes the introduction of Columbia Jazz Masterpieces, the first jazz CD transfers from Columbia's massive catalogue (also being made available on LP and cassette); the improbable sound of King Oliver in digital stereo, thanks to a remarkable process developed by Australian Robert Parker, and thanks to Mobile Fidelity Sound Labs, which is making the "Jazz Classics in Digital Stereo" CDs (recorded for England's BBC) available stateside; and the introduction of mid-line CDs.

The flood of multi-album boxed sets continued, and this extended into the CD business as well. PolyGram issued "The Complete Keynote Collection" on 21 LPs late last year, and this year followed it up with ten CD sets called "The Essential Keynote Collection." They also put out "The Complete Sarah Vaughan on Mercury Vol. 4," in multiple CD and LP sets, and started the CD-only Dinah Washington program. Atlantic Jazz issued "Atlantic Jazz," a history of jazz on the label, on multiple LPs and CDs. Fantasy issued the 22-LP "Complete Riverside Recordings of Thelonious Monk," reissued the five-LP "Riverside History of Classic Jazz," and issued, on CD, the 12-disc "Complete Riverside Recordings of Bill Evans." Columbia put out "Frank Sinatra, The Voice, The Columbia Years: 1953-52" on LP and CD sets, and the Smithsonian updated its seven-LP "Smithsonian Collection of Classic Jazz." And, to prove that the LP wasn't dead, Fantasy not only put out 20 Original Jazz Classic LPs, but pressed them on red vinyl.

Other news flashes from the past 12 months in jazz:

PolyGram Special Imports, which steadfastly brought in such important and adventurous European

labels as Black Saint and Soul Note (consistent "Label of the Year" winners in the *down beat* Critics Poll), Owl, JMT, Sound Aspects, Minor Music and Red Records, was on its way to being dismantled at year's end, due to the promotion — to another part of the company — of PSI director Paul Del Campo. PolyGram Jazz — where this stuff belongs — is set to pick up some of this material (and Black Saint/Soul Note has one hefty catalogue) but not all of it by a long shot. This can be a very serious blow to creators and fans of contemporary (call it avant-garde, if you'd like) jazz. Time will tell.

Ornette Coleman reconvened the Ornette Coleman Quartet that came east from California 28 years ago and set the jazz world on its ear. Coleman, Don Cherry, Charlie Haden and Billy Higgins not only recorded together (for Caravan of Dreams, a new Texas label that seems to have invigorated the sometimes quiet recording career of Ornette), but began live performances for the first time in 25 years. "I did it because so many people think I'm playing different music with Prime Time," said Ornette.

Dexter Gordon returned from his ill-health-induced retirement with a bang. He not only starred in *Round Midnight*, Bertrand Tavernier's intelligent film about the expatriate jazz life, but was nominated for the Best Actor Oscar for his efforts. He also returned to active concertizing — performing with the New York Philharmonic, and touring Europe (and doing select American dates) with an all-star quintet.

Round Midnight seemed to signal an opening of other media doors to jazz. Director Clint Eastwood — a longtime jazz buff — has just wrapped up shooting on *Bird*, the long overdue screen biography of Charlie Parker; Cinemax taped Sarah Vaughan and a slew of trumpet players for *Sass & Brass*; New York's WNET aired 18 weeks of jazz films under the heading *Jazz Tonight*; PBS taped a spectacular Wolf Trap concert honoring Dizzy Gillespie's 70th birthday for *Great Performances* and aired *Celebrating a Jazz Master: Thelonious Sphere Monk and Miles Ahead: The Music of Miles Davis*; jazz videos were released at a healthy rate (including *Trumpet Kings* and *The Coltrane Legacy*, two fine videos culled from David Chertok's film collection).

Other artistic doors opened to jazz musicians, with Anthony Davis' full-length opera, *X*, having a successful New York run; Miles Davis and Marcus Miller collaborating on the soundtrack to *Siesta*; Benny Golson penning the music for an off-Broadway play; Henry Threadgill receiving a two-night showcase as part of the Brooklyn Academy of Music's prestigious "Next Wave Festival," and Gil Evans scoring the music for a couple of movies and col-

laborating (on record and in concert) with rock star Sting.

And the jazz literature kept on coming, with, among other things, new biographies or autobiographies of Duke Ellington, Charlie Parker, T-Bone Walker, Larry Adler, Buck Clayton, Alberta Hunter, Dinah Washington and Leonard Feather.

In the record biz:

RCA, as promised, began issuing new jazz albums under the Novus banner, along with the reissues under the Bluebird name.

PolyGram reactivated the Verve and Emarcy imprints for contemporary recording, and started a "Live at Vine Street" series, recording vocalists at the L.A. club.

Fantasy's already enormous catalogue swelled even further when it acquired Pablo Records from Norman Granz.

Nesuhi Ertegun returned to the recording studios for the first time in years, producing the new MJQ record (their first for Atlantic in ages) and overseeing Atlantic's overdue CD-reissue program.

Herb Wong resigned as president of Black Hawk Records, slowing that label's flow of product (like a flood in the summer of '86) to a trickle. Word as year's end was the the label had been sold.

Enigma, the rock label, began a fusion imprint called Intima, and Island unveiled its "New Directions" imprint, which gave us, amongst other things, the U.S. debut of England's young saxophone sensation, Courtney Pine.

After 30 years on Columbia, Miles Davis released his first album on Warner Bros., "Tutu," sending Columbia burrowing into its vaults for unreleased Miles Davis sessions.

Elektra announced that it was reviving Elektra/Musician, the jazz label dormant since Bruce Lundvall left Elektra for Manhattan/Blue Note.

Gazell was formed to distribute the records of the Swedish/Danish Storyville label stateside.

And a number of artists who have been minor label stalwarts for years found themselves on major labels: like Tim Berne and Jane Ira Bloom on Columbia, Steve Lacy on RCA, and the World Saxophone Quartet on Nonesuch.

The jazz world lost Woody Herman, Buddy Rich, Jaco Pastorius, John Hammond, Slam Stewart, Turk Murphy, Howard McGhee, Dick Wellstood, Bob Parent, Freddie Green, Eddie Durham, Maxine Sullivan, Wilbur Little, Victor Feldman, Eddie "Lockjaw" Davis, Sippie Wallace, Theorgeir Stubo, Alfred Lion and Bola Sete during the past 12 months — irreplaceable losses, all.

As this year made abundantly clear, however, the work of these individuals will live on — as jazz continues to turn to its past, continues to reissue and reevaluate its heritage.

Alarm (Continued from page 85)

then sprinkle the audience with a few hundred lighters... Voila! Raise your fist and say "Yeah!"

An Alarm concert isn't all that bad, really - the only problem is that this band has been dubbed a "little U2" for so long that it hangs over them like some Scarlet letter. The Alarm are equipped with strong material, and each musician is definitely up to par; yet they seem compelled to enforce a "band with a conscience" guise, a little too theatrically and, alas, rather unbelievably. This is not to say that the spirituality conveyed in their lyrics is synthetic; the music itself is believable, but should be left to stand on its own from time to time.

Opening their set with the "chant-a-long" "Strength," the band got things rolling to magnetic start. A few hundred lighters went up, and I wondered: *does this audience know what this band is singing about; do they want to know what this band is singing about?* With such songs as "Absolute Reality," "Blaze Of Glory," "Sixty Eight Guns," and most of the others, the Alarm convincingly express

where their intentions lie. This band has a lot to say, but is anybody listening?

Some could blame the band for apparently striving a little too quickly for arena rock status. I blame the fans who have pigeonholed them as U2 clones, yet refuse to acknowledge their individual contribution.

Right now, this band is on the borderline between stability and oblivion. Hopefully, the Alarm will attempt to shatter the comparisons to a degree and emerge naturally from the strong base they established with their recorded debut in the early 80's.

Opening the show was EMI recording artists Lion & Ghosts. These L.A.-based musicians are breaking on to the scene in a big way, and demonstrated some genuine talent during their set. Best songs performed were "Street Angel," "Contradiction," "Mary Goes Round" and a cover of The Doors' "The Crystal Ship." Lions & Ghosts drew exceptionally strong reaction from the crowd, garnering them an encore at the close of their set.

Tom De Savia



JOE COCKER PERFORMS AT LOS ANGELES' WILTERN THEATER - Capitol Recording act Joe Cocker recently performed to a full house at L.A.'s Wiltern while touring in support of his new album *Unchain My Heart*. Shown (from left to right): Michael Lang, Cocker's Manager; Dennis White, President CEMA; Joe Cocker; David Berman, President, Capitol Records; Thom Gorman, VP Promotion; and Tom Whalley, VP, A&R.

Rainmakers (From page 17)

with a little thing called love, and the best among them, "Small Circles," details a single relationship and the way an idealized first romance inevitably gives way to disillusionment. The mood of most of the record is at best world weary, at worst cynical. The title of the song that closes side one sums a few things up: "No Romance."

"I'm not a cynical person," Walkenhorst says when asked about his "love" songs. "I have undying faith that there's reasons to carry on and tomorrow's going to be great. But when I write down some of the details I notice in life, there's a lot of evidence to the contrary." The hard facts of life trip Walkenhorst up in the rocker "One More Summer," a song that compares the thrill of a new love affair to that summer feeling of fun and celebration. The song zooms along through discovery and union, and the protagonist is singing about "one more summer, one more start, one more beat/For this old heart," when all of a sudden his girl is mar-

ried to a C.P.A. and he finds himself out walking along the beach alone, looking for "one more genie/With a mean streak in her bikini."

"The other record was cynical too," Walkenhorst sheepishly admits. "I don't know who's writing these songs and saying these things about me. But when you hear the songs as a group, the idea of this record is, 'Yeah, the world is very dangerous, and we're going to be disappointed. You're gonna have your heart broken, you're gonna be disillusioned, but hang in there, there are reasons to carry on. The world is still beautiful, there are still other people out there you haven't met yet.' To avoid the issues doesn't get it. To just write songs that say, 'I'm in love and everything's fine,' well, it's not going to be that way all the time. To address situations where, like in 'Tornado Of Love,' to address the fact that there is a great threatening gloom all around you, you might as well notice it, it isn't going to go away. So learn to deal with it, learn to cope with it. And to deal with disillusionment."

Review (Continued from page 82)

everybody's minds. Harry Chapin, one of the first post-Woodstock Generation artists to begin to fight that good fight, was recognized with a Special Congressional Gold Medal.

As always, executives were on the move this year, with record company vice presidents coming and going faster than Italian governments. The biggest shake-up was at Capitol/EMI/Manhattan, which consolidated its EMI America and Manhattan labels into EMI Manhattan - with Sal Licata at the helm - and began hefty layoffs to solidify the move.

Some flashes from '87:

L.A.'s venerable rock station KMET becomes KTWV and starts, you should pardon the expression, a wave of stations turning to "quiet storm" and new age-type formats.

Warner Communications buys Chappell Music.

Westwood One acquires the NBC Radio Networks.

Video tapes inch up to a top list of \$89.95 and begin - horrors! - to include commercials.

Verve, Stax and Reprise Records return to active action.

Virgin becomes its own American label.

Bob Pittman and Les Garland emerge with their Quantum Media Inc., in all its forms and formats.

Columbia unveils its ambitious "Columbia Jazz Masterpieces" series.

CBS discontinues 12" single distribution to rock radio.

Russ Solomon is elected president of NARM.

GRP makes a distribution deal with MCA.

Peter Gabriel carts off tons of MTV and American Video Awards.

Part of the way one can deal with disillusionment is through rock 'n' roll: "I think on our first record people perceived us as being an up kind of band. This band is fun to a degree, this band can be exhilarating. But if you read the lyrics, it's kind of like the music's going, 'Let dance!' and the words are going, 'Let's cry!' That's not conscious, but maybe it's kind of like compensation...maybe what the music is trying to do is say, 'Don't believe everything you see. Try to have a longer view of it.' While the lyrics are saying, 'Here's the details, and be aware that life has pitfalls and its disappointments.' 'But believe anyway and see it through,' maybe that's what the music is saying."

In a way, that's just what the music is doing. A song like "Small Circles" may be about disillusionment, but it doesn't *sound* unhappy. It sounds sort of like a love song. According to Walkenhorst, rock 'n' roll's greatest effect is through its sound: "In rock 'n' roll there are rhythms and codes that the minute you hear them, you

Mike Bone becomes president of Chrysalis.

David Bowie tours. Mac tours. U2 tours and tours and tours. Michael Jackson tours Japan and Australia - as do chimpanzee, Bubbles - and weird notes to *People Magazine* - at least two versions of Pink Floyd. Mick Jagger doesn't tour.

Billy Joel tours the USSR.

Alfred Schlesting becomes NARAS president.

Paul Butterfield dies. Jan Heifetz dies. Woody Herman dies. Buddy Rich dies. Peter Tosh dies. Clifton Chenier dies.

And John Hammond dies.

It's hard to imagine American music without John Hammond. It's hard to imagine that he won't be in the clubs and in the studios - with arms filled with a bulging stack of newspapers and broadsides.

Smith, Count Basie, Benny Goodman, Billie Holiday. Bob Dylan. George Benson, Aretha Franklin, Bruce Springsteen. American music - he loved it, he spent his life in pursuit of it. It wasn't the business, it was the music, the art. Look at the eight names here - a small percentage of the artists whose careers were helped along by Hammond. What do they have in common? The answer is simple: they are all great American artists.

1988 will have its highlight blockbust business deals, its controversies, its hot young artists, its aging comeback artists, its video and movies and digital this and that. It will not have John Hammond. No matter what happens, it will be a lot poorer of a year than the 55 years preceding it - the year John Hammond's incredible art

know you've heard them in their songs, but I dare anyone to name other songs. They probably carry it's one of those little codes, those little patterns, those little turns of word or turns of a melody that it's similar to the thing where you don't have to teach a child to be afraid of a snake. They already know that. There are those things that are inside us, that you don't know where they came from, you don't know how you learned it, but it's there already. Rock and roll has a lot of that. But it's as uninstinctual as human beings becoming in a technological society. Rock 'n' roll still appeals to people on an instinctual level. I mean just 'BOOM-BA-BOOM-BA.' That appeals to something down in your stomach and way in the back of your brain. That's where it's coming from. It's not like you're analyzing. 'Oh, it's going ONE, TWO, THREE, BOOM-BA.' You don't think about it, you just feel them. There's not many things left in the world that you just feel any more. You over generalize."

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Atari Files Suit

CHICAGO - Atari Games Corporation of Milpitas, California announced that it has filed suit in the Northern District court of Illinois, against Romstar Inc., Taito America Corporation and Taito Corporation involving the game Arkanoid.

In the suit, Atari claims that the defendants infringed on the copyrights and practiced unfair competition in the audio visual works of Breakout and Super Breakout. Included is all copying, reproducing, licensing, selling, distributing, performing and displaying un-

authorized copies of and/or a derivative work based upon the Breakout and Super Breakout audio visual works under the name Arkanoid.

In commenting on the suit, Dennis Wood, senior vice president of Atari Games Corporation said, "Atari must take a firm stand in this case to protect the copyright of the company's innovative games."

Atari is seeking a judgement for all damages and legal fees sustained as a result of the alleged copyright infringement and unfair competition.

Rowe's Friedman To Head Customusic And Nostalgia Jukebox Units

CHICAGO - Rowe International, Inc. has announced that Joel Friedman, vice president, will now take on the same responsibilities for the company's Customusic Division and its line of Nostalgia jukeboxes.

Friedman has headed Rowe's Video Jukebox Division for the past three years during which time the company has become a leading manufacturer of video jukeboxes. He joined Rowe in 1984 following many years with Trafalgar Industries, an affiliated company.

Rowe's Customusic Division supplies programmed foreground and background music for thousands of restaurants and other locations nationwide. The Rowe Nostalgia Jukebox features Rowe's top of the



line R-92 phonograph components housed in a handcrafted wood "nostalgia" cabinet designed to recall the heyday of the jukebox in the 1940's.

Melody Sutkowi Is Named Customer Service Administrator At Valley

CHICAGO - Melody Sutkowi has been appointed customer service administrator of The Valley Company, according to an announcement by Alan Schafer, vice president of marketing for the Bay City, Michigan firm.

"With the recent acquisition of an Electronic Dart Division in Illinois, coupled with our divisions in Minnesota and Michigan the need has arisen for an administrator to specialize in customer service not only domestically but also internationally," stated Schafer. "Melody, with her seven years of experience in dealing with our pool table and cue customers was a natural for the extra responsibility."

A native of Bay City, Sutkowi attended Delta College and lives in the area with her two sons.



Ellen Donovan Upped To Executive Director At ICMOA



CHICAGO - Ellen Donovan has been promoted to the newly created position of executive director of the Illinois Coin Machine Operators Association. The move was prompted by the significant growth of the Illinois state operators group, which currently enjoys its largest membership since its inception.

Throughout her tenure with ICMOA, Donovan has worked very closely with the association's executive vice president Arthur Seeds and will continue to do so while taking on

added responsibilities and programs and membership activities are initiated.

Among top priority projects for the moment are the 1988 Illinois state-wide pool and dart tournaments, which are offering a combined purse of \$26,000 in prizes and awards; along with advance planning for the 1988 meeting and trade show, scheduled for June 10-12 at the Pheasant Resort in St. Charles, IL. ICMOA's '87 convention marked the first time that exhibits were featured and this facet of the show brought a great deal of very favorable reaction, resulting in increased attendance. "We had twenty booths at the show," said Ellen. "We're scheduled for thirty in 1988!"

Prior to joining ICMOA, Donovan served on the AMOA staff during the early 1980's. She and her husband Richard, reside in Aurora, IL, and are expecting their first child in April.

'Road Blasters' Contest Ends

CHICAGO - With the conclusion of the successful Road Blasters Rally 50 contest, Atari Games Corporation is instructing operators to disable the contest option on their games. Atari gave away 1,000 "Master Blaster" t-shirts to players who completed Rally 50 on Road Blasters and wrote in their secret code. The original contest deadline of August 31, 1987 was extended in order to reach the goal of awarding 1000 t-shirts.

Now that the contest has ended, operators should disable this option on their Road Blasters games by putting the game into self-test and following the directions on the screen to

switch the "Rally 50 contest enabled" option from "Yes" to "No."

"The Road Blasters Rally 50 contest was an enormous success," stated Linda Benzler, product manager for Atari Games. "We received bags full of mail from players across the country and writing these letters has been a real pleasure. Not only do we get a good idea of their opinions on Road Blasters and other games from Atari, but it is rewarding to learn how delighted these kids are to playing our games," she continued. "We'll be a lot about our market this way."

INDUSTRY CALENDAR

1988

- Jan. 7-10: Winter Consumer Electronics Show; Las Vegas Convention Center (also Las Vegas Hilton, Sahara & Riviera Hotels); Las Vegas, NV.
- Jan. 27-30: IMA trade fair; Frankfurt exhibition center; Frankfurt, Germany.
- Feb. 12-14: MOMA (Minnesota Operators of Music & Amusement); Sheraton Park Place Hotel; Minneapolis, MN; annual state convention and trade show.
- Feb. 16-18: Blackpool Amusements Exhibition; Winter Gardens, Blackpool, England.
- Mar. 11-13: ACME '88 (American Coin Machine Expo); Bally's Hotel; Reno, NV; national convention & trade show.
- April 15-17: NAMA Western Convention-Exhibit; Anaheim Convention Center; Anaheim, CA.
- June 10-12: Illinois Coin Machine Operators Assn. (ICMOA); Pheasant Resort; St. Charles, IL; annual state meeting and trade show.
- Oct. 20-23: NAMA National Convention; The Rivergate; New Orleans, LA.
- Nov. 3-5: AMOA Expo '88 (Amusement & Music Operators Assn.); Regency; Chicago, IL.

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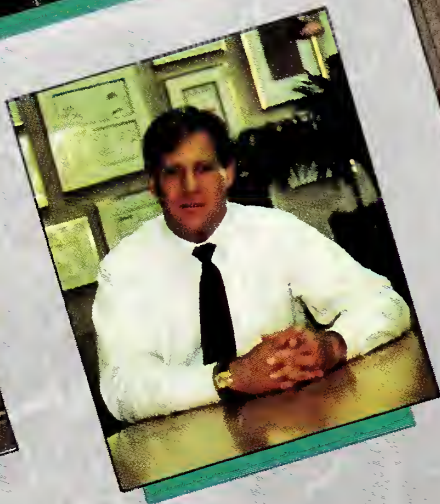
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Sega Challenge Travels Cross-Country Promoting Video

By Roger Sharpe

Home and coin-op video is certain to benefit from the efforts currently underway on behalf of the Sega Master System. With the help of Scott Carpenter, Sega has embarked on an impressive program that should further advance the acceptance and intrinsic value of video game playing.

"It's unforgettable to be up there," says Scott Carpenter, one of the original seven Mercury astronauts, and the second American to orbit the earth back in 1962. Still, during his four hours and 54 minutes in outer space, Carpenter actually had only a few seconds to look around. "I was very busy," he recalls. "In those early days, flights were short and you had to make the most of every second. There was not much time for stargazing; you had to keep on top of the many systems on board."

The endeavor required sharp thinking and keen non-verbal skills; quick reflexes; excellent hand-eye coordination and accurate perception. Or, as Carpenter states, "One needs verbal skills to report the results; and the others to perform the flights themselves." And for Carpenter, video games function as "a wonderful new training device by helping to create a familiarity with the way computers operate. The interface between your fingers and eyes and the display is an extremely important part of modern living."

Unfortunately, he says, our schools don't always prepare youngsters for this increasingly technological age. "Parents have the responsibility, and I think affording kids the opportunity to play video games is a step in that direction."

In truth, there's hardly a more appealing learning ground. Video games are simply good fun, remarks Carpenter, who often plays with his sons, aged eight and ten. "Seeing your own performance improve is half the pleasure." And video games can be of enormous benefit to the child who doesn't do well in sports or who isn't a class scholar. As Carpenter adds, "these games can be a godsend for these youngsters. They can literally provide the secret to self-esteem. As children practice, they improve and they can generate the respect of their peers as well."

Carpenter fervently believes that all youngsters and even adults can benefit from polishing their non-verbal faculties through video games because, he says, "these abilities are crucial for everything from driving a car to word processing."

And with such a capable and recognizable spokesperson Sega has launched a program that is currently traveling to recreational

centers in major cities across the country. A group of computer software experts worked in consultation with New York University Professor of Educational Psychology Dr. Philip Merrifield to develop the Sega challenge which involves a series of activities that stimulate youngsters to try out their non-verbal skills and see how they can improve upon them. The underlying theme of the Sega Challenge is that 'being smart with your hands and quick with your reflexes can be as challenging as being book smart'. It dramatizes the need for activities that build confidence and achievement in non-verbal abilities, while also providing individuals with fun and positive feedback. The Challenge incorporates two well-known Sega video games (Out Run, the successful arcade car racing challenge and Shooting gallery, which also generated a considerable following in game rooms) in addition to dexterity games that force the player to throw out learned habits and attempt new skills.

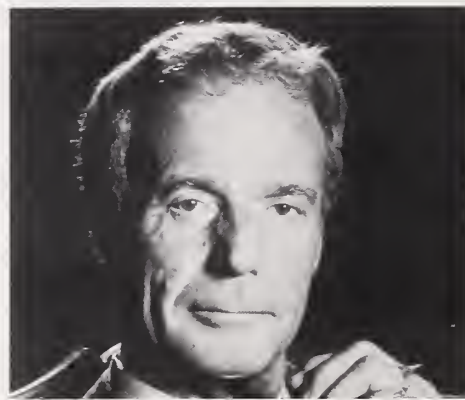
Participants in the program are exposed to five games in all where players play against themselves in a limited amount of time. For Carpenter, it is similar to astronaut training in that the Sega Challenge activities test concentration, as well as one's ability to learn and adapt new techniques and skills in order to succeed.

This effort continues a total push being expended in the promotional campaign to increase the awareness of the Sega Master System as well as the benefits and attributes of video game playing in general. And for this occasion, both the home market and the coin-operated amusement game arena should reap the favorable results that will be forthcoming as the Sega Challenge moves from city to city and state to state.

Video Products Sales Up

CHICAGO - Sales of home video hardware set records in October, according to the Electronic Industries Association (EIA).

Color TVs, with over 1.9 million sold to dealers in October, are expected to have a record year of possibly 19 million units sold by the end of 1987. More than 1.5 million VCRs were sold to dealers in October, reflecting a 9.3 percent increase over last year; and with anticipated sales of 13.5 million units, 1987 is likely to be the best year ever for videocassette recorders.



Scott Carpenter



2nd Annual Valley Electronic Darts World Championships

CHICAGO - Continually hitting the target when it comes to broad-based promotions and tournaments, the world of electronic darts is beginning to take aim on 1988. One of the more impressive undertakings is the recent announcement of the 2nd Annual Valley Electronic Darts World Championships which will be held at the Hacienda Resort Hotel in Las Vegas on March 5.

Backed by The Valley Company, players will not only be able to compete against each other in their local tavern, but also have the unique opportunity of challenging other skilled players from the United States and Canada for the honor of representing North America against men and women players from other

nations in the Finals in Las Vegas.

Competition will soon be heating up as local players attempt to qualify for the North American Championships. And all local qualifying play whether it be Men's Singles Women's Singles or Mixed Double matches can be held on any electronic dart machine provided the equipment is operator owned.

Operators who want to participate in the Valley program have certain guidelines to follow which include the opportunity to run an unlimited number of local qualifying tournaments with no more than 16 or less than 8 entries for each Men's Singles Women's Singles or Mixed Double matches. And local qualifiers must be

(Continued on page 129)

IMPORTANT DATES IN FOOTBALL HISTORY



August 17, 1889—Alonzo Stagg, the coach of Yale University sewed together old gymnasium mats to make the first tackling dummy.

The Leland
CORPORATION

THE YEAR IN REVIEW – A synopsis of happenings in the coin machine industry as reported in Cash Box over the past twelve months.

January: The Valley Company purchases Industrial Design Electronics Associates, Inc. (IDEA) and the Sycamore, IL based facility becomes Valley's Electronic Division. The move brings IDEA's founder and former president Donald DeVale to Valley as vice president of engineering and general manager of the division... Ben Har El resigns as president of Konami, Inc. (USA)... Dynamo releases its new premier quality Air Hockey table, geared to provide maximum speed and durability for tournament play... "Street Football" is the latest addition to the Bally Sente system's library... James Griffiths is named director of international operations at The Valley Company to further emphasize the firm's thrust in the overseas market... Memetron announces its planned move from Elk Grove Village, IL to more spacious facilities in Lombard, IL.



Rob Berk bids welcome to visitors at Pinball Expo '87.

February: Williams Telephone Co. (Witelco) intro's its latest entry in the private pay phone market, "Witelco 6000"... Larry Morgan is named vice president of manufacturing at Bally Midway... Through the efforts of Atlas Dist.'s Jerry Marcus and Ed Pellegrini, the "Atlas Crane" is approved for licensing in the Chicago area... SNK Corp. of America begins U.S. testing of its "Bermuda Triangle" game... Kagemas Kozuki is named president of Konami, Inc. (USA)... Bally Mfg. Corp. purchases the Golden Nugget casino hotel in Atlantic City... Dave Patterson buys the Dallas and Oklahoma City offices

of Southwest Vending and re-names the new distributorship SunBelt Amusement & Vending Inc... Williams intro's "Millionaire", its latest pingame... Betson hosts a hug grand opening gala to launch its newly opened Syracuse, NY branch... Data East intro's its "Last Mission" dedicated upright game and "Firetrap" vertical kit... Data East Pinball adds to its staff and begins scouting around for permanent facilities in the Chicago area in preparation for the release of its first pinball entry... Banner Specialty Co. in Pittsburg celebrates its first anniversary under the new management team.



Valley's Chuck Milhem and Atlas Dist.'s Jerry Marcus at ICMOA '87.

March: Betson Pacific appoints Ken Adams to vending sales staff in the distrib's So. San Francisco office... Bob Lentz departs Loewen America to join Seeburg as marketing manager... The first containers of the newly released NSM "Galaxy" 200-sel. jukebox are enroute to the U.S. for subsequent sample shipment to distributors... Data East's "Kid Niki" kit hits the market... Proposals to restrict the placement of cigarette vending machines or possibly ban them altogether have surfaced in the legislatures of several states recently; and NAMA has been alerting its members and planning a campaign of opposition... "Lock On" video in upright and sit-down models along with the "Karnov" upright are intro'd by Data East... Arnold Kaminkow is named executive vice president of Time Out Family Amusement Centers... Paul Jacobs is upped to president of SNK Corp. of America... John Margold is appointed director of sales and marketing for Betson's Redemption Division in Moonachie, NJ... Drew Maniscalco is named market research analyst for Nintendo's Commercial Products Division.



A&M/Arista's Bob Kozlik, RCA's Lou Tattuli and RCA's Tony Montgomery with songstress K.T. Oslin at AMOA Expo '87.

April: Bally's Coin-Op Division reorganizes its engineering groups, with the pinball responsibility remaining in Chicago and the Midway and Sente video game design teams being located in Sunnyvale... Total attendance figure for ACME '87 is reported at 3577, reflecting an increase over last year... Joe Dillon departed his post as vice president and assistant general manager at Williams... Chicago op Kem Thom becomes a grandfather for the first time with the arrival of baby Christopher... Larry Thrasher joins Williams in the position of general manager... AMOA reports that over \$1 million dollars in rebate checks (at the rate of \$10 per jukebox) were issued to licensed jukebox operators in January of this year by the ASCAP-BMI-SESAC rebate fund.



Factory reps Rene Lopez, Frank Cosentino, Virginia Kauffman, Tom Petit, John Barone, Caplin at the Atlas post-ACME showing.

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IMPORTANT DATES IN FOOTBALL HISTORY



September 4, 1908—The University of Pittsburg became the first team to sew numbers on their jerseys to identify players.

The Leland
CORPORATION



Dennis Nordman, Joe Dillon and Nolan Bushnell at the first Bally Midway Pinball creative team meeting in Chicago.

June: This year's edition of the May 11-13 annual AMOA Government Affairs Conference in Washington proved to be the most productive to date, in terms of trade participation as well as support by Washington officials... Taito America announces the upcoming release of "Double Dragon", a dedicated 2-player upright video game based on a street fighting theme, and it goes on to become the top game in the market... Jeff Walker, formerly of Premier, has joined the sales and marketing team at Data East USA Inc... The new Bally Midway "Party Animal" pin goes to market... Charles (Chuck) Milhem, president of Valley, is elected president of the Billiard and Bowling Institute of America (BBIA)... The summer CES Show in Chicago attracts an attendance of 101,576.



At the Northwest Regional Dart Tournament with Arachnid's Bob Hodges (l-r) and singles winner Mike Mecham.

July: Communidyne, Inc., producer of the coin-op Alcohol Breath Analyser and a recently intro'd condom machine, relocated their Chicago operation to more spacious facilities in suburban Northbrook, IL... ICMOA, the Illinois state ops association, establishes a new attendance record at their recently held state convention and trade show... AMOA-NY, the New York state ops association, will celebrate its 50th anniversary at this year's state show... Sound and picture quality on Rowe's Video Jukebox are reaching new heights with the recent availability of Beta Hi Fi tape decks for all models... Seeburg purchases the Mondial Int'l. Corp. facility on Tenth Ave. in New York City.



Taito America's Rick Rochetti and Tom Larsen fare off for a round on "Double Dragon".

August: Atari puts its "APB" video game to market... Konami releases "Boot Camp" dedicated upright video, "WEC LeMans 24" and its "Battlantis" vertical monitor kit... The trade has been focusing on the possibility of a new dollar coin for the U.S. market and AAMA has been on top of the situation through its representation on the coin Coalition... "Fire" is the latest pingame from Williams... AMOA reports heavy advance booth sales for its upcoming 38th annual trade convention in Chicago... Terry Sullivan, formerly of Bally Midway, joined Grand Products as vice president of manufacturing.

September: Sue Jarocki joins SNK Corp. of America as product manager/marketing administrator for the coin-op division... Mim Allison is named controller for American Vending sales of Wood Dale, IL... Progressive Game Distributors (PGD) releases "American Speedway" kit... Brady Dist. opens a new division, Brady Novelty Co., to market plush products for cranes... Cinematronics is re-named The Leland Corporation... Williams releases a limited "Champagne Edition" of its "Fire" pin... John Barone joins SNK Corp. of America as vice president of sales for the coin-op division... "Double Play" video game is released by Leland Corp.

October: This year's AMOA Merit Award will be presented posthumously to the late Senator Ed Zorinsky during the November 5-7 exposition in Chicago... "Xenophobe" is released by Bally Midway... Konami intro's its "MX-5000" vertical kit and "Dark Adventure" dedicated video... Rowe holds its annual distribs meeting and new product presentation in Scottsdale... Arizona is also the site of Rock-Ola's annual conclave... Valley launches an Electronic Darts Tournament... Paul Moriarity resigns as president of Taito America... A large

contingent of tradesters head out to Japan for the annual JAMMA show.

November: The 1987 AMOA Exposition draws big numbers in Chicago and is hailed as one of the best and most successful in years... "Big Guns" is released by Williams... Over 7500 attend the national NAMA convention in Philadelphia... Williams "Gold Mine" shuffle alley; SNK Corp.'s "Guerrilla War" (factory's first dedicated upright); Atari's "Xybots"; Bally Midway's "Dungeons & Dragons" pin; Gottlieb's "Victory" pin from Premier; Sega's "After Burner" and Taito America's "Operation Wolfe" (the hit of the show) are among the new pieces featured in Cash Box since their introduction at the AMOA convention. The jukebox manufacturers took center stage at this year's Expo with a splendid, well received, array of new machines.



Coin Controls' proxy Rick Currie, who is AAMA's head volunteer leader on the Coin Coalition.

December: Arachnid files a copyright infringement suit against Merit... AAMA Charitable Foundation announces that Sega's David Rosen will be honored at the Foundation's banquet during ACME '88 in Reno... Joe Dillon is named

president of Bally Midway... "National Jukebox Month" is officially set to begin in November of 1988. Since mid-November (and into early December) distribs across the country have been hosting post-AMOA territorial showings in large numbers... AMOA has approached the U.S. Postal Service regarding the release of a commemorative stamp in 1988 honoring the jukebox's 100th birthday... Betson Pacific buys Phoenix Coin-Op Dist... Trademourns the death of former coin-op notable Marshall Caras... The IMA '88 convention in Germany is expanded to four days... In the final analysis, as we look back over the past twelve months, a favorable, upbeat scene comes into focus, particularly at the operator level. Collections have been improving since 1987 and seem to be holding steady on that course. Granted, there are some legislative issues causing concern but this is nothing new that cannot be addressed by a strong, unified industry. Ops who have been relying on kits as sustenance during the lean days will likely have to take a second look at dedicated pieces. As we observed at AMOA Expo '87, the variety and availability of kits appears to be declining somewhat, but not disappearing; since there are enough good ones out there to satisfy the need. The games manufacturers have been making a concerted effort to produce equipment that will attract the players and help fill up the operators' cash boxes. We all saw

(Continued on page 129)

IMPORTANT DATES IN FOOTBALL HISTORY



November 28, 1906—Official football rules legalized the forward pass, but only within a distance of five yards.

The Leland
CORPORATION

What's Ahead In 1988

By Camille Compasio

People are never hesitant to talk about good things, especially after the fact, when they can speak with certainty. Tradesters we queried were in total agreement that 1987 produced a good mix of prosperity, outstanding equipment and, for some, a vastly improved financial picture. It was a good year for the coin-op community.

But what about 1988? When you have favorable conditions do they automatically spill over, continuing the flow? Could be, but you still have to apply a little push now and then to keep the momentum going. The consensus is that the industry will remain on course, moving forward and upward next year into even better times. But there are a few obstacles operators are concerned with, such as over saturation of product in the market place and rising prices of equipment. With respect to the latter, manufacturers contend that the quality and earning power of a piece justifies its price tag, stressing that "it costs money to produce outstanding equipment."

In the final analysis, though, most tradesters tend to agree that the elements for prosperity are already evident and need only to be nurtured over the next twelve months.

AMOA president **Wally Bohrer** is extremely optimistic about 1988. "Things look great on the operator level," he told **Cash Box**. "We are on an upward trend which I feel will continue over the next year." He placed particular emphasis on skill games and dart leagues, which have been gaining in popularity and allowing operators to "market directly to the end user—the person who puts the money into the machine. Dart games have longevity," said Bohrer. He also observed that operators are becoming "wiser", more cautious and much better business people."

Ron Gold, president of Cleveland Coin, addressed the plight of the distributor at this point in time, as the "hit syndrome" resurfaces, putting pressure on manufacturers as well as distributors. "There's an abundance of good products on the market," he observed, "but the operator seems to be sitting back and saying 'good just isn't enough...we want the hits' and this places the distributor and the manufacturer in a difficult position."

Loewen America president **Rus**

Strahan sees 1988 as "a very strong year for phonographs." The publicity that will be generated by the celebration of the jukebox's 100th anniversary together with the joint venture between jukebox manufacturers and AMOA in this regard will produce very positive results, he added. As for NSM/Loewen proper, with the availability of their "City IV" standard machine (due in late December), all of their current phonographs (including Galaxy and Concert 240-III) will have one set of components that are completely interchangeable. Early next year we will see the introduction of their hybrid compact disc combo model, which was well received both at AMOA Expo '87 and the subsequent distributor showings Rus has attended across the country. He emphasized that NSM/Loewen intends to play a major role in the 1988 music market.

C.A. Robinson's **Sandy Bettelman**, who concentrates on the economic end of the business as secretary of the company, expressed optimism for the new year. "Operators right now are healthier than they've been in the last six to seven years," he said. "Our delinquencies at C.A. Robinson are lower than they've been in quite some time. As I see it, operators are sitting back and evaluating before making their purchases. My forecast for 1988 is a continued, healthy growth rate of maybe ten to fifteen percent."

Konami vice president **Stephan Kaufman** noted "major changes in the market place in the past six months", as manufacturers who had been concentrating on kits began switching over to dedicated games. "We are assessing what's going on," he told **Cash Box**, "and will revise our approach accordingly." He pointed out that much of the new purchases by operators were made prior to the Thanksgiving holiday which created a "doldrums" period during the month of December for manufacturers. While 1987 was a very good year for Konami, Steve is guardedly optimistic about the next twelve months.

As we close the door on 1987 let us all gear up for what's ahead and make it a banner year for all levels of the coin-op industry.

mittee recommends that the 301, three game, double elimination format be used in all local qualifying tournaments.

There's a one-time entry fee of \$15 per player per event and, for each event entered, participants will receive a special edition ceramic collector's beer mug. And any event winners in the local qualifying rounds will receive 100% of the entry

fees paid to help defray their transportation and hotel expenses in Las Vegas where a typical winner has the chance to receive \$240 when he or she arrives in Las Vegas to compete in the North American Championships.

For operators this Valley promotion offers a value-added incentive for current players as well as a built-in appeal of potentially competing against the best of the best. The cost to interested operators is \$25 for each qualifier kit which includes a poster, registration forms, 16 position double elimination flow chart, rules and basic instructions on how to organize and stage qualifying competitions. And those operators planning to run all three events—both Men's and Women's Singles and Mixed Doubles, must order at least three kits directly from Valley.

At the North American Championships all matches will be 501 Double Out, best of three games, double elimination played on Valley's **Royal Darts** electronic dart machines with "international size target and double bullseye." The winners of the local qualifiers who

attend will compete in the tentative event to determine for members who will eventually represent the North American Team at the 1988 World Championships as well as the 1988 title of the Valley Cup.

The North American Team will then challenge teams from Europe, Asia and other continents for the world title under the standard Double Out game format. Win or lose, the North American team will travel to Tokyo, Japan in November of 1988 to meet and compete against young Japanese men and women who share their interest in electronic darts. Team members will be the guest of The Valley Company and the host country with all expenses, including airfares, hotel accommodations and a meal allowance to be paid for by Valley.

The program promises to take the inroads already being made in the world of electronic darts to a growing support world-wide. For more information on how to become involved as either a player or operator, contact Alan Schaffner at Valley Company at (517) 899-

Year (Continued from page 128)

dramatic evidence of this at Expo. There's a lot of outstanding product on the market. And don't forget music. The jukebox producers have come up with an all star lineup for a most prosperous year in the music business. Besides which, there will be a lot of back-up via the Jukebox Promotion Committee, National Jukebox Month (skedded to start in

November of 1988) and the promotion campaign that was put in motion to celebrate the 100th anniversary of the jukebox. We cannot help but be enthusiastic about the road ahead for the coin-op entertainment industry, our aim now is to focus on the accomplishment of 1987. So, let's take a line from Sinatra—"it was a very good

Camille C

IMPORTANT DATES IN FOOTBALL HISTORY



November 9, 1987—The Leland Corporation releases **QUARTERBACK**, the most exciting football game ever.

The Leland
CORPORATION



Introducing The Greatest Quarterback Since Jack "Lightning Bolt" Bromowicz.

The Leland Corporation brings you real football action in a new game called QUARTERBACK. If you're thinking about purchasing anyone else's football game...don't. Because if you do, you'll be missing out on football the way it was meant to be.

Once you see what we've unleashed on the gridiron, you'll be sending those "other guys" back to the bench.

No one knows sports games like Leland.

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OPERATION WOLF™

How to play

- Game starts by inserting coin(s) and pressing the start button.
- Continuous firing can be made by holding the trigger.
- Mortar rockets can be launched by pressing the button on the side of the gun.
- After finishing the opening scene, 6 screens appear. Select one of the screens by shooting it to start the game. (Reselection is allowed within the time limit.)
- The 6 screens have the following effect on the game play:

Communication facility If this scene is not cleared, the number of enemies increase (little by little) whenever another scene is cleared.

Jungle If this scene is cleared, the concentration camp can be selected in the next level.

Ordinance facility If this scene is cleared, the number of bullets and mortars increase.

Village community If this scene is cleared, 20 units of damage are recovered.

Concentration camp If this scene is cleared, the hostages appear from the edge of the screen or barracks and cross the screen. If the player lets them cross without hitting them, one hostage is rescued. Sometimes a knife-carrying enemy goes after a hostage. If the player cannot hit this enemy, the hostage is killed. Game ends when all the hostages have been killed even if this scene is cleared. (Extra care must be taken for this.)

Airport In this scene, the number of the hostages rescued in the concentration camp appear. These hostages can be rescued by letting them board the plane. If all of them are killed, game ends even if this scene is cleared.

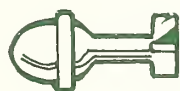
- Enemies shoot at the player after flashing. If hit, the player is damaged. Enemy knives, hand grenades and rockets can be destroyed by hitting them before they reach the lower part of the screen.

• Main items



Magazine

. When getting this item, 30 bullets are added.
(One bullet is automatically supplied if the number of bullets reaches zero.)



Mortar rocket

. One mortar is supplied.



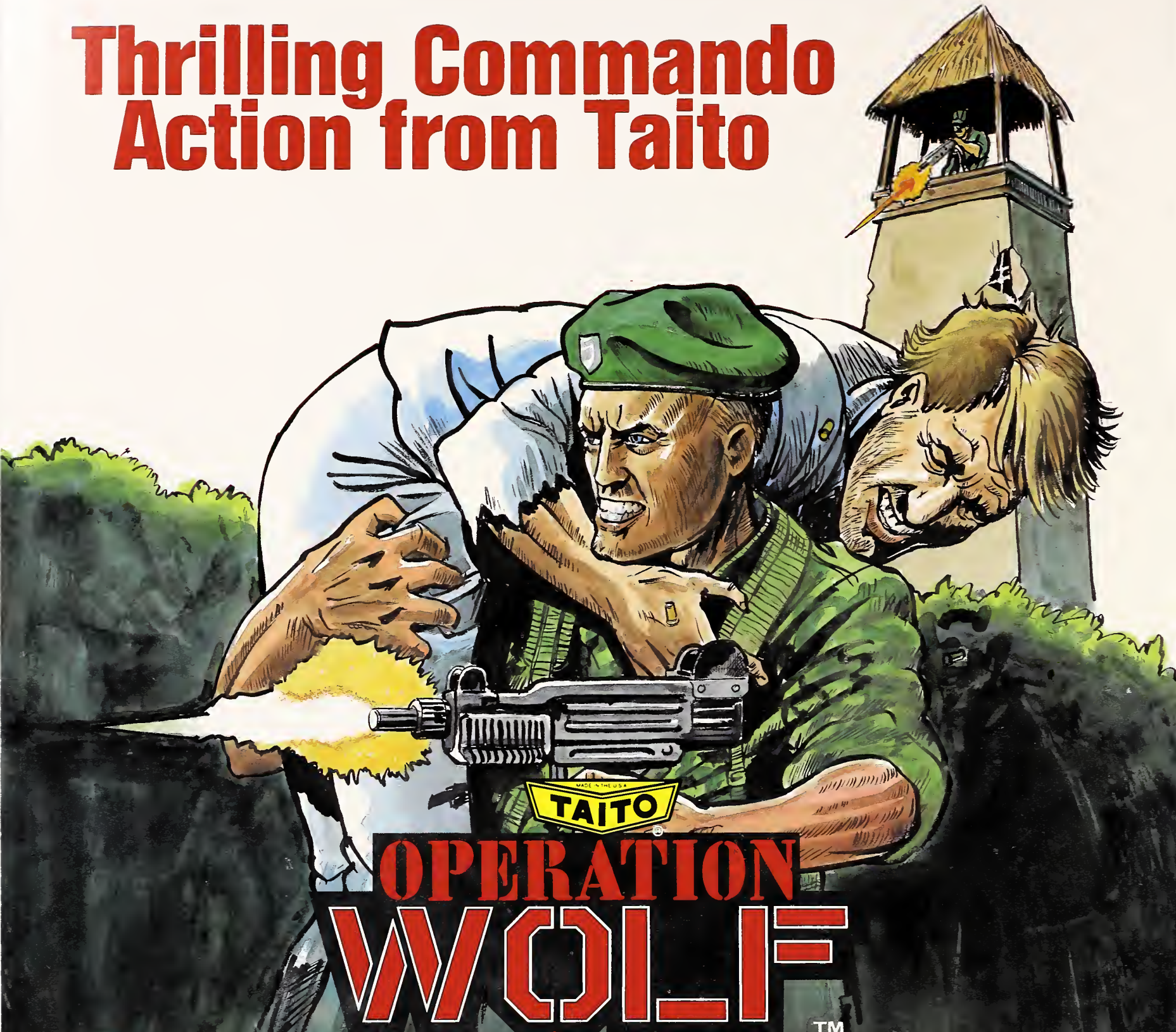
Power drink

. 5 units of damage are recovered.

These items appear by hitting coconuts, condors, chickens, etc.

- Helicopters can be destroyed with 10 bullets or 1 rocket. Armored motorcars and patrol boats can be destroyed with 5 bullets.
- A scene is cleared when the number of enemies reaches "0".
- Game ends when the damage meter reaches the top, however, 3 units of damage are recovered by clearing 1 scene.
- If 1 hostage (at least) can have been rescued when clearing all scenes, the player can challenge the next round.
- The player also can challenge the next round if the player can clear 1-2 scenes besides the jungle, concentration camp and airport scenes.

Thrilling Commando Action from Taito



OPERATION WOLF™



- **Authentic Gun Action**

Your accurately detailed automatic weapon actually *recoils* when fired.

- **Extra Fire-Power**

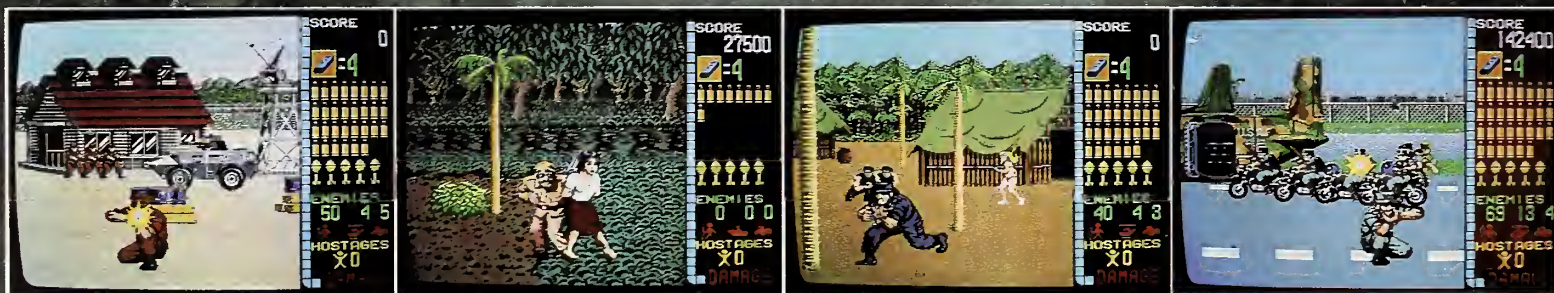
On the front of your weapon is a button that launches mortar rockets for explosive results.

- **Oversized Characters**

Non-stop action is enhanced by the realistic scale of the characters on the screen.

- **Six Terrorist Strongholds**

The player must invade 5 different camps to rescue hostages and then fly to freedom from the enemy airport.



PRINTED IN THE USA

TAITO AMERICA CORPORATION

660 S. Wheeling Road, Wheeling, IL 60090
Telephone (312) 520-9280 Telex 253290

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L i n d a R o n s t a d t

CANCIONES de mi PADRE

LINDA RONSTADT EXCELS WITH THE UNEXPECTED

1968

The Stone Poneys enter the charts with "Different Drum."

1971

Her solo album, LINDA RONSTADT, breaks new ground in country rock.

1974

HEART LIKE A WHEEL begins a string of platinum that makes Linda Ronstadt the top-selling female rock artist in America.

1980

Linda performs in THE PIRATES OF PENZANCE for stage and film. She also sings in a sold-out run in "La Boheme" at the New York Public Theatre.

1983


WHAT'S NEW is released, the first in an album trilogy of standards arranged and conducted by Nelson Riddle. The three collections sell over 5 million copies.

1986

Linda records TRIO with Dolly Parton and Emmylou Harris, which goes on to become a #1 country album. She also guests with Paul Simon (*Graceland*) and Philip Glass (*Songs From Liquid Days*).

AND NOW CANCIONES DE MI PADRE

*A new album, a new step,
from the woman who makes the unexpected extraordinary.
13 traditional Mexican songs, sung in Spanish, but with
universal emotion by a worldwide talent.*


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