

BY ALEX HENDERSON

INDIE PROFILE

BAINBRIDGE

SINCE ITS INCEPTION TEN YEARS AGO, BAINBRIDGE HAS SPECIALIZED IN ADULT-ORIENTED MUSIC, including classical, jazz, the classic adult contemporary pop of artists like Harry James and Ferrante & Teicher, and sound effects. In recent years, the L.A.-based Bainbridge—which owns the jazz-oriented Time and Quartet labels—has branched out into new age. In 1989, Bainbridge released a



Art Ferrante

new album by Johnny Smith & the New Ink Spots, and the label is recording Art Ferrante as a solo artist.

"We just did a promotion in honor of our tenth anniversary and have found that our market is pretty much 45 and older," explains Harlene Marshall, who became Bainbridge's president in 1985 after the death of Stan Marshall, her husband and the label's founder. "But because we're



Harlene Marshall

eclectic and we do have a couple of new age releases, we also have a good deal of customers in the 20s and 30s... Our vision has not been to chase the charts. It's to

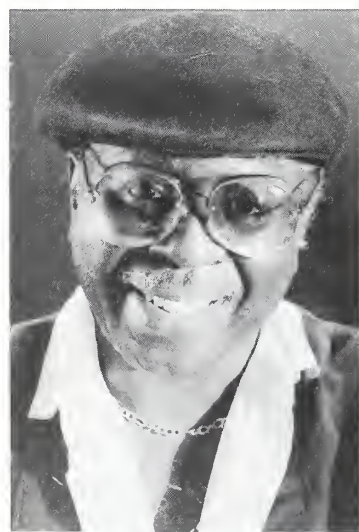
make music available that majors don't find very profitable but that still should be made available."

Marshall describes Bainbridge as a "catalogue company" that both reissues old material and records new material. Asked how much of the label's releases are reissues vs. new material, Marshall replies, "I really don't have a breakdown because a lot of it sells very much the same. I really don't make that distinction. The *Mystic Moods* catalogue, for instance, is all catalogue. It may be a new release, but it's not perishable. Our new releases are not dead after 10 years."

Reflecting on Bainbridge's marketing strategy, Marshall notes, "We have really tried to develop our mail-order customers. We're bought in very small numbers, and very often we're sold out before [the retailers] order us again—and people go into the stores and think we're not available. It's the old problem of clerks being unfamiliar with our name and telling people that we're out of business or that they can't get our product, which is not true. So we try to develop our mail order not as a way of moving away from retail but as a way to help subsidize it and help people get the stuff."

INDIE NEWS

ICHIBAN: On September 10, the Atlanta-based Ichiban is releasing two blues albums: *The Best of Gary*



Curtis Mayfield

B.B. Coleman and *Nasty Blues 2*, a compilation that, like its predecessor of 1989, will contain risqué material by blues artists who record for Ichiban and the various labels it distributes. And on September 24, Ichiban is releasing a Curtis Mayfield anthology titled *Of All Time* on his Curtom label...

RESTLESS: In September, Restless is releasing the *Untouchables' A*

Decade of Dance, which was recorded live at the Roxy in Hollywood this year...

INDIE REVIEWS

SINGLES

□ **LONNIE LISTON SMITH:** "Dance Floor" (Startrak/Ichiban 12-PO50)

Though Lonnie Liston Smith is primarily a jazz improviser who played with Miles Davis and Pharoah Sanders before launching a solo career in 1973, he has periodically embraced R&B over the years. "Dance Floor," a cut from the acoustic pianist/electric keyboardist's current album, *Love Goddess*, is a danceable techno-funk item.

ALBUMS

□ **MICKEY HART:** *At the Edge* (Rykodisc 10124)



Drummer Mickey Hart is best known for his association with the Grateful Dead. But you won't hear anything even remotely resembling "Casey Jones" or "Truckin'" on *At the Edge*, a conceptual instrumental album that pays tribute to prehistoric man and his environment with the use of sound effects and ancient instruments like the kalimba, the berimbau and the skekere. Other musicians on *At the Edge* include Grateful Dead guitarist Jerry Garcia and Brazilian jazz percussionist Airto Moreira.

□ **GENESIS:** *From Genesis to Revelation* (DCC DZS-051)



From Genesis to Revelation, Genesis' recently reissued debut album of 1969, is a far cry from the band's current pop-rock direction. In the pre-Phil Collins edition of Genesis presented on this CD, the band included Peter

Gabriel, Tony Banks, Michael Rutherford and Chris Stewart and took a relaxed, tranquil approach not unlike that of the Moody Blues. The CD's bonus tracks—"The Silent Sun," "That's Me," "A Winter's Tale" and "One Eyed Hound"—were initially released as singles in 1968.

□ **PRECIOUS:** *Soft But Hard* (Big Beat 4201)



Soft But Hard is an appropriate title for the debut album by female rapper Precious, who comes across as both aggressive and feminine. Musically, her approach is forceful yet fairly melodic. While most of the album's lyrics are on the boasting tip, "A Better Way" is a captivating message song.

□ **DAVID LASLEY:** *Soldiers on the Moon* (Agenda 4700-Z)



Vocalist David Lasley ventures into territory associated with artists like Anita Baker, Regina Belle and Sade on *Soldiers on the Moon*—relaxed R&B with jazz leanings. The album's highlights include both originals like "Soldiers on the Moon" and interpretations of Billie Holiday's "God Bless the Child," Aretha Franklin's "Without the One You Love" and Buddy Johnson's blues standard "Since I Fell for You."