



**"What, Us Worry?"**



SAM VIVIANO

# Congratulations Dennis

first 1,000



UNIVERSAL MUSIC GROUP



UNIVERSAL MUSIC GROUP  
NASHVILLE



NASHVILLE  
A UNIVERSAL MUSIC COMPANY

LOST HIGHWAY



tions  
and Lenny on your

**HITS**

issues and 22 years.

*We must have at least 1,000 issues with you.*



UNIVERSAL MUSIC GROUP DISTRIBUTION



ISLAND



MUSIC GROUP



A UNIVERSAL MUSIC COMPANY

universalmotown



MCA NASHVILLE

A UNIVERSAL MUSIC COMPANY



UNIVERSAL MUSIC LATINO



UNIVERSAL MUSIC LATIN ENTERTAINMENT



FONOVISA Records



disa

UM<sup>e</sup>



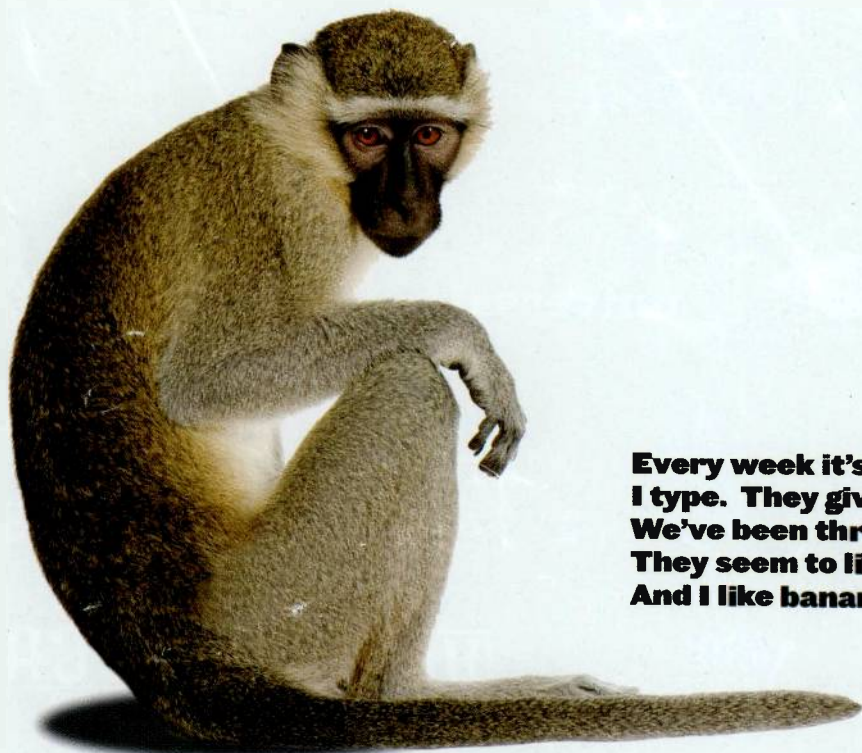
NewDoor RECORDS



Verve FORECAST



DECCA LABEL GROUP



**Every week it's the same.  
I type. They give me bananas.  
We've been through it a thousand times.  
They seem to like my work.  
And I like bananas.**

**HOLLYWOOD  
RECORDS**



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**LENNY BEER** Editor In Chief

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**TODD HENSLEY** President, HITS Digital Ventures

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**TONI PROFERA**

**DAVID ADELSON**

Executive Editors Emeritus

**COLOR WEST** Lithography

#### THE EDITORS WOULD LIKE TO THANK

the following marks we tricked into contributing to this piece of crap for the slave-like wages that were offered. You'd think, after 22 years and 1000 issues, these yo-yos would know better:

**Vanessa Narad, Monique Biglia, Robin Gerber, Marthell Murray, Jay Schatz, Carole Salerno, Javier Martinez, Jeff McCartney, Leisa St. John, Stacie Cline, Angela Mach, Jesse Beer-Dietz, Erica Ramon, Jesse Baltutis, Janet Thompson**  
and **The Dude**.

Special thanks to **Sam Viviano** for being too great for us.

And finally, thanks to **Tom Thornhill** and the gang at **Color West**, as well as everyone who has placed ads over these 1000 issues.

#### HITS Magazine

4220 Lankershim Blvd., 3<sup>rd</sup> floor,  
North Hollywood, CA 91602. (818) 506-8800

## One Thousand Down... and who knows how many to go!!!!

I still vividly remember the night in 1986 when I stayed up nearly the entire night typing the first magazine at an electric typewriter... I was surrounded by our weary staff, who were handing me copy, reports, statistics, photo captions, etc, all of which made up issue #1... at a time when computers were still in their fledgling state and desktop publishing was still a ways in the future. I was the lucky one because I was always the fastest and most accurate typist, a skill I'd picked up in early school years, a skill that I used in college to make money and meet girls. Hey, you gotta use what you got!

Anyway, at the time, **Patrick Goldstein** was writing the music gossip column for the *L.A. Times* and he made some calls around town to see what execs thought of this new *HITS* magazine thing. I think it was **Geffen** President **Eddie Rosenblatt**, whose comment went something like, "Well, Beer and Laventhal are two savvy guys, so this thing might just have a shot." Well have a shot it did, but the shot became one at us as our staff began calling us "Two Wild and Savvy Guys." Hey, it could have been a lot worse.

So now, as we present to you our 1000<sup>th</sup> issue, representing our 22<sup>nd</sup> Anniversary, we have chosen to mine the *HITS* archives and give you a walk down nostalgia lane with a Best of magazine. Call it *HITS*' Greatest Hits, the best photos, stories and interviews that we culled by re-reading through 22 years of this **crap**.

But first, some special thanks to everyone who has worked here through the 22 years. To the talented writers, overworked artists and the assorted scoundrels who have called *HITS* their home away from home for these many years. To those from the beginning, like Messrs **Adelson** and **Brown**, who helped to create the template from which we still work. To Ms. **Profera**, who was our heart, and **Anita**, once and forever, our gal in London. To Ms. **Glauber** and Messrs **Hensley** and **Pearson**, who have stayed the longest and hence been the longest suffering. To **Trakin** and **Scoppa** and **O'Hara** and **Pollack** and **Glicky** and **Holly** and **Alexa Joy**, who have toiled early and late to grind out this fodder. To **Murphy** and **Leshay** and **Ostrow** and **Frazin** and **Rabhan** and **Delfin** and **McCartney** and **Lenac** and both **St. Johns**. To the late **Charlie Minor** and wine-soaked **Shadow**. To **Dr. Jerry**, **Gary Jackson** and **Graham Armstrong**. To **Julia**, **Tami**, **Jocelyn** and **Nicole** for their beauty in the midst of such ugliness. To boy genius **Fleischer** and *Far Truths* editor/food enthusiast **Fields**. To **Robin** and **Monique**, who take care of us and keep us as sane as we're going to get. To **Jesse** for teaching me **BlackBerry 101**. To the glorious Ms. **Rebecca**, **Tim** and **Keith**, who have overseen the look of *HITS* magazine longer than anyone, and Mr. **Moore**, who makes sure our tech infrastructure is in order. To everyone I don't have the space to mention, but appreciate nonetheless.

And, of course, to Mr. **Laventhal**, who remains on vacation and unavailable for comment. Thanks DL.... We did all right for ourselves!

So enjoy the images from the last 22 years in the business. I hope we make you remember and put a smile on your face because that's all we ever wanted to do.

*Lenny*





THE GAME THAT SET THE STANDARDS. THE SOUNDTRACK THAT MAKES CAREERS.  
**MILLIONS CALL IT 'MADDEN MUSIC'**  
 ...AND THIS IS THE 2009 TEAM:

- Airbourne** Stand Up For Rock 'N Roll
- Busta Rhymes feat. Linkin Park** We Made It
- Disturbed** Inside The Fire
- Franz Ferdinand** Lucid Dreams
- From First To Last** Worlds Away
- Gym Class Heroes** I'm Home
- Hollywood Undead** Undead
- In Flames** The Mirror's Truth
- Izza Kizza** Millionaire
- Innerpartysystem** Don't Stop
- K'NAAN** ABC's
- Kardinal Offishall feat. Lindo P** Burnt
- Kidz In The Hall** Blackout
- KOVAS** Wax On, Wax Off
- Mindless Self Indulgence** Never Wanted To Dance
- Rev Theory** Hey Yeah
- Senses Fail** Wolves At The Door
- Shinedown** Devour
- The All-American Rejects** The Real World (Demo)
- The Fashion** Like Knives
- The Offspring** Hammerhead
- Trivium** Into The Mouth Of...We March
- Tyga** Diamond Life
- Underoath** Desperate Times, Desperate Measures
- Wale feat. Southeast Slim** Breakdown
- Young Dre The Truth feat. Good Charlotte** Workin'



# HITSCRAPBOOK

## timeline YEAR 1

"WE'VE TAKEN the best of the past 12 months (and, we might add, it was hard to find), added some reference material that we think will prove very useful... and presented it in the same HITS style that has embarrassed us all since Issue 1."  
(LETTER FROM THE EDITOR, FIRST ANNIVERSARY ISSUE)

it all began here



### ISSUE #1, AUGUST 4, 1986: Ayeroff, Harris To Virgin?

Our first News section was one whopping page with two whopping stories on it. The first was some rambling dissertation on censorship that sounded like we were experiencing one of our '60s acid flashbacks. The second was the first of what was to become an irritating pattern of idle gossip and rumor: **Warner Bros.** Vice President Director Creative Marketing **Jeff Ayeroff** and **A&M** Vice President A&R **Jordan Harris** resign and "reportedly inked a deal to head a newly established United States arm of **Virgin Records**." Both WB and A&M reacted with a statement we'd hear many times in our 20 years: "No comment." But we were right.

#3, Aug. 18, 1986:

**Bob Pittman** announces his departure from **MTV**.

#7, SEPT. 15, 1986:

**Bertlesmann** buys the other 25% it didn't own of **RCA** for a "sale price in the area of \$300 million."



#10, Oct. 6, 1986:

**Bill Bennett** moves west to **MCA** to assume the VP National Album Promotion, assumes all of **Irving Azoff's** unused **Lakers** tickets.



#11, Oct. 20, 1986:

**CBS Songs** is sold to a group of investors that includes **Charles Koppelman** and **Martin Bandier**. All of a sudden, music publishing gets sexy. Who knew it would lead to **Martha Stewart's** boardroom and huge cigars?

#14, Nov. 3, 1986:

"Mets In Seven!" read the headline on this week's issue after the **Amazin's** topped the **Bosox** in one of the great **World Series** of all time. **HITS'** own **Bill Buckner**, **Shecky Trakin**, hasn't been the same since.

#15, Nov. 10, 1986:

The legendary **Phil Q** joins **Virgin Records** as VP Promotion, giving us someone to look up to.



#17, Nov. 24, 1986:

A band we were proud to claim as our own, the **Beastie Boys**, explode out of retail on the **Def Jam/Columbia** label. Rap would never be the same again.

#20, Dec. 15, 1986:

**Radio & Records** is sold to **Norm Pattiz** for \$20 million. We ask the question for the first time: Won't anybody buy us?

#21, Dec. 22, 1986:

**Capitol** taps **Joe Smith** as Vice Chairman/CEO and **David Berman** President. Both men refuse to take our phone calls.

#29, MARCH 2, 1987:

**Steve Kingston** is named Operations Manager of **Z100** N.Y., rejoining old pal **Scott Shannon**. We coin the term, "Pirate Radio," but nobody wants to know from us.



#30, MARCH 23, 1987:

**Capitol** SVP Promotion **Walter Lee**, known to rally his troops through the judicious use of a cattle prod, steps down from his post, with the highly respected "up-and-comer" **John Fagot** (until he posed nude for **HITS**, that is) taking over.

#34, APRIL 6, 1987:

A readership uproar ensues after it is revealed **HITS** Editor-in-Chief **Lenny Beer** had an affair with a flock of inflatable sheep in 1972. On further examination, it's revealed to be ex-*Record World* colleague **Mike Sigman** pulling the wool over his eyes.



#37, APRIL 27, 1987:

**FCC** takes action against three radio stations, **WYSP** Philadelphia, **KSCB** Santa Barbara and **KPFK** L.A., for "shock radio" transgressions.



#46, JUNE 22, 1987:

**Sal "Veal" Licata** is named CEO at the merged **EMI America/Manhattan** with **Bruce Lundvall** named President.

#48, JULY 13, 1987:

**Mike Bone** is named President of **Chrysalis Records**.

BLAME THEM  
THEY SAID IT



"We want to go beyond music into conveying information to our audience about other areas of popular culture, like movies, sports, fashion, humor and gossip."

**Tom Freston, MTV, #16, 11/17/86**



"For all we know, a couple of years from now, we'll all be yes men and B.S. artists."

**Adam "MCA" Yauch, Beastie Boys, #25, 2/2/87**



"You never have to worry about the business going dry. You can be sure of that."

**Russ Solomon, Tower Records, #17, 11/10/86**

### SINGLE OF THE YEAR

Bon Jovi "Living on a Prayer"  
(PolyGram)

### ALBUM OF THE YEAR

Bon Jovi *Slippery When Wet*  
(PolyGram)

# HITS CRAPBOOK

year 1

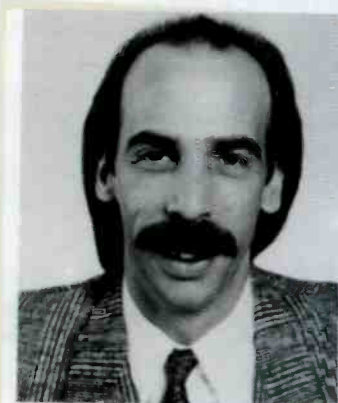
## Elton And The Guys



At a recent reception in Universal City, MCA executives welcome Elton John back to the label. Pictured (l-r): Irving Azoff, President, MCA Music Entertainment Group; Bernie Taupin; Elton; MCA Inc. President and Chief Operating Officer Sid Scheinberg; and John Reid, Elton's longtime manager.

## Marc Makes It Official

Despite the fact we reported it in full last week, Columbia Records and Senior Vice President, Marketing Bob Sherwood still officially announced the promotion of Marc H. Benesch to the position of Vice President, Promotion.



Marc Benesch — One hot week in a row.

## Virgins?

Sorry folks, we just can't mess with this photo caption — there's just too much here. So use your imagination and you tell us what these traditional, run-of-the-mill, record company executives are doing in this photo. Here they are, the powers that be at Virgin America (l-r): Virgin America Co-Chief Jeff Ayeroff; VP of Promotion Phil Quartararo; Virgin America Co-Chief Jordan Harris. In case you thought these guys might get in trouble with the boss, that's Virgin International Ruler Richard Branson "hanging out" under Phil Q.

## Pic Of The Week





# year 1 **HITS CRAPBOOK**

## Pic Of The Week

### Memories

Somehow or other we were able to obtain this incredible photo of Columbia's Promo chief John Fagot from back in the days when he fancied himself a hot performer. This photo, taken some 15 years ago in Atlanta, shows "The Great Fago" (Yes, that was his name then folks) chowing down on some Rice-a-Roni and Spam between sets. Thanks to his current streak of hits, John's been dining on filet lately. Check this week's Beastie Boys Dialogue to see what "The Great Fago" has done for the industry lately.



### Sweating In Nashville



MCA Chief Ian Irving Azoff recently participated in the 14th Annual Music City Invitational Tennis Tournament held in Nashville. The tournament was a benefit for the Children's hospital and brought in exactly \$20,000. Azoff and partner Matt Yiedlin grabbed the win and the trophy. Shown comparing perspiration are Azoff and scorekeeper Linda Buchanan.

### Rick's Cult



Rick Rubin (c) is the man behind the board for the new Cult album on Sire. Rubin's the man behind Def Jam successes Beastie Boys and Run D.M.C. Pictured (l-r): The Cult's Ian Astbury, Rubin, and Billy Duffy.

# HITS CRAPBOOK year 1

## Adelson Upped To Hits Vice President

*Hits Magazine* publisher Dennis Lavinthal is proud to announce the promotion of David Adelson to the post of Vice President/Managing Editor. Adelson has served as the publication's Managing Editor since its inception in August 1986, and was a key figure in the concept of the overall magazine from its birth.

According to Lavinthal, "Adelson is now, and has always been, one of our key players. This promotion reflects his part, both in the current growth of the magazine and in our future plans."

*Hits* Editor-In-Chief Lenny Beer added, "Who's David Adelson?"

Adelson will continue to

coordinate the editorial, advertising and production processes at *Hits* (Your #1 source for processes), though now that he is a Vice President, he has access to the executive urinal.

Commenting on the promotion, Adelson queried: "Who's David Adelson?"



**David Adelson Speaks** — Usually, only his mother listens.

---

## Pic Of The Week

### Trend Setter

What does MCA's Senior Vice President Artist Development **Larry Solters** do when he goes home at night? We're not sure but perhaps this photo may give us a clue. Larry is seen with his latest hair-do which has supposedly driven the folks at MCA wild with envy. From what we understand a trend has started and there are a lot of people walking around MCA sporting the "Solters look."





**ROCK HONORS**

**WHO**

PERFORMING LIVE  
WITH

**PEARL JAM  
FOO FIGHTERS  
THE FLAMING LIPS  
INCUBUS  
TENACIOUS D**

**THURSDAY  
JULY 17  
AT 9/8C**



[rock.vh1.com](http://rock.vh1.com)

# HITS CRAPBOOK

## year 1



**John Betancourt**  
Senior VP,  
Director of Promotion

For PolyGram's Senior Vice President, National Promotion John Betancourt, it's a long way from the basketball court at the University of Massachusetts.

The leader of the PolyGram Promotion Team is a former college basketball standout, who roomed for years with a little known basketball player by the name of Julius Erving ("He's like my brother"). Now Betancourt's putting the full court press on radio programmers across the country and he's in the middle of PolyGram's new fast break offense.



**Bill Bennett**  
Vice President  
Album Promotion

Bill's most satisfying project so far has been with Stevie Ray Vaughan and the Fabulous Thunderbirds; people kept telling him that the acts were great, but would never play on the radio. Obviously, he's proved the naysayers wrong. When not working, Bennett collects antiques, reads and is an avid moviegoer.



**Polly Anthony**  
Director, National  
Promotion  
West Coast

Polly feels that during her eight years at Epic, breaking Quiet Riot was the most satisfying promotion. The band was the first metal act to top the charts with a debut album. She finds the records that take months of firm commitment are the most gratifying to break. When she's not at Epic she spends her time collecting art, horseback riding or reading.



**Jack Isquith**  
Associate Director  
Album Promotion  
East Coast

Jack has only been with CBS six weeks; his most satisfying promotion was last year's Free Lunch with Green On Red, where radio winners all over the West Coast won a free lunch with Dan Stuart.



**Lori Anderson**  
Local Promotion  
Manager  
Los Angeles

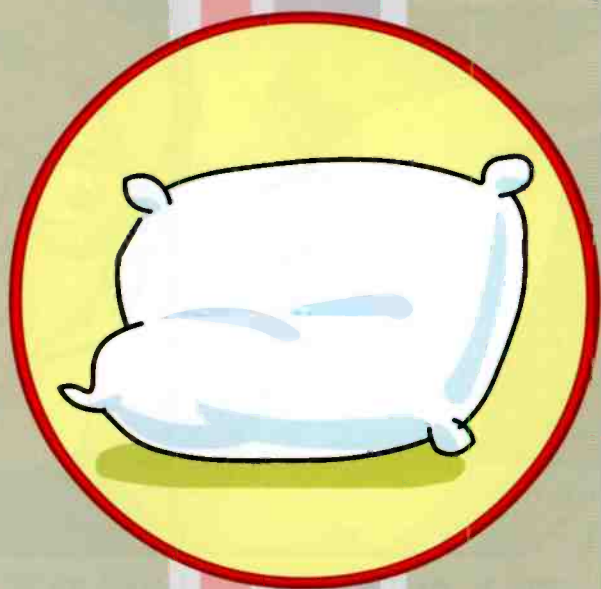
Lori had a lot of fun and success with the Christmas in August campaign. First she had a Christmas party, featuring the Isle of Man playing live, a fully decorated tree, a raffle, egg nog and Santa, and attended by more than 400 people. Then she put on a skating party with Quiet Riot. She enjoys promotion because she feels that it's one section of the business where an individual can make a tangible difference.



**Joe Riccitelli**  
College Promotions  
Manager

Joe started in promotion as a college rep. in Wayne, New Jersey and then interned for PolyGram's promotion department. After graduation, Joe joined the staff as an advertising clerk before moving back into promotion a year- and-a-half-ago. Joe's most enjoyable promotion was for Green On Red's, "No Free Lunch." The winners were all taken out to lunch with the band's Danny Stewart.

HITS 1,000th ANNIVERSARY  
ISSUE MAKES THE  
STRANGEST BEDFELLOWS...





CHRISTINA

AXL

DON

NEIL

GLENN

IRVING

I JUST HAD A NIGHTMARE...  
HITS PUT OUT ITS 1000th ISSUE!



TELL SHELLI I'LL HAVE THE CAR  
WAXED AND RETURNED BY 5.



JAY-Z

BONO

SHAKIRA

MADONNA

NICKEL  
BACK

QUOTE  
O-  
MATIC

LIVE NATION

BUY  
TICKETS

STOCK TICKER

MICHAEL

F\*\*K THAT... I KEEP SEEING  
SEAN MORIARTY IN MY NIGHTMARE.

NEITHER ONE OF YOU F\*\*KS KNOWS  
ANYTHING ABOUT TOURING. I'M THE  
F\*\*KING EXPERT ON TOURING AND 370 DEALS. F\*\*K  
IRVING! F\*\*K RAPINO! AND F\*\*K THOSE GUYS AT  
HITS, 'CAUSE I'VE GOT MY OWN THOUSAND ISSUES!



"HITS IS HAVING A SECOND ANNIVERSARY?" you queried. "That's about as exciting as George Bush having a bladder infection." (LETTER FROM THE EDITOR, SECOND ANNIVERSARY ISSUE)

"Hey, this is HITS. You want me to bury myself?"

David Berman, Capitol Records



## BLAME THEM THEY SAID IT

"Al and Tipper Gore are very charming, very polite and totally out to lunch and fanatical on the subject of rock lyrics."

Danny Goldberg



"In case you were wondering, it's not comfortable to be in a wedding dress for nine hours. I have a lot of respect for brides now."

John David Kalodner



#53, Aug. 18, 1987:

Reprise Records is reactivated, with **Rich Fitzgerald** named VP/Director of Promotion. We would rank mercilessly on Rich's evolving hairstyles for the next two decades.

#54, Aug. 24, 1987:

**Tom Freston** is named President/CEO at MTV. We noted "he has distinguished eyebrows."



#58, SEPT. 21, 1987:

CBS confirms it received a bid of \$1.8 billion for its record group from **Sony**, confirming it had rejected a \$1.25 billion bid from an investor group that included Group President **Walter Yetnikoff**.

#64, Nov. 2, 1987:

**Sony** buys CBS Records for \$2 billion, stocks office commissary with tuna handrolls.

#68, Nov. 30, 1987:

**Trans World Music** acquires 14 **Great American Music** and **Wax Museum** outlets in the Minneapolis/St. Paul area. The great retail consolidation is underway.

#72, JAN. 11, 1988:

**Jerry Greenberg** is named President of **Atco Records**. He now runs the Rainbow in Vegas.

#77:

**Musicland**, then the nation's largest record retailer, is sold to a management team led by Chairman **Jack Eugster** for \$410 million.

musicland

#78, FEB. 22, 1988:

HITS debuts its *Post Modern* section based on sales and airplay from College and Alternative radio and retail, a section **Ivana B. Adored** would soon come to rule.

#80, MARCH 7, 1988:

U.S. Attorney hands down indictments to indie promoters **Ralph Tashjian**, **William Craig** and former **KIQQ PD George Wilson Crowell** for violation of federal income tax and payola laws. Eat your heart out, Spitzer.

#86, APRIL 18, 1988:

Reputed mobster **Sal Pisello** is convicted on two counts of income tax evasion revolving around approximately \$125k in taxes he owed from a series of cutout deals with **MCA**. The supposed breakdance mats he had stored at the label became a running joke for about 10 years after that in this rag.

#87, APRIL 25, 1988:

**CBS Records** President **Al Teller** resigns his post. **Arista** ups **Don Jenner** to EVP/GM, as we make fun of his hair.



#88, MAY 2, 1988:

Veteran artist manager **Tommy Mottola** is named **CBS Records Division** President by his good buddy **Walter Yetnikoff** to replace Teller, and we all know what happens after that.



#89, MAY 9, 1988:

**Dave Glew** is named SVP/GM of **Epic/Portrait/Associated** labels after spending most of his career at **Atlantic**.

#97, JULY 4, 1988:

**MCA** and **Boston Ventures** purchase **Motown Records** for \$61 million, give or take a grapevine or two.

## SINGLE OF THE YEAR

George Michael "One More Try" (Columbia)

## ALBUM OF THE YEAR

Dirty Dancing soundtrack (RCA)



**CONGRATULATIONS  
ON YOUR  
1,000<sup>TH</sup> ISSUE,  
HITS.**

**IF ONLY  
YOUR CIRCULATION  
WAS THAT HIGH.**



# HITS CRAPBOOK

year 2

## Legends At The Greek



It was a legendary gathering backstage at the Greek Theatre in Los Angeles as Bob Dylan played three sold-out nights to rave reviews. Pictured after the show are (l-r): **Tommy Mottola**, President, CBS Records Division; **Bob Dylan** and **Walter Yetnikoff**, President, CBS Records Inc. Moments later Walter turned to his right and uttered the immortal words: "Great show Matt, but you still haven't topped your performance in 'Rumblefish'". (Ed Note: Look, it's obvious he didn't say such an idiotic thing, but at least we gave you the chance to say to yourself, "Geez, those guys at HITS are real jerks." Thank you.)



**HERE COME THE BEARDS**—No, this is not **Wham U.S.A.** Exchanging tips on sartorial elegance and facial hair, this trio of music biz heavies get chummy at a CBS Records-hosted dinner to celebrate the release of the one in the middle's solo bow, "Faith," on Columbia Records, and its Gold record, "I Want Your Sex." From left to right, in case you were wondering, are: **Al Teller**, President, CBS Records Division; **George Michael** himself; and **Walter Yetnikoff**, President, CBS/Records Group.

## Lundvall To Capitol



**Bruce Lundvall** — Is this the classiest beard in the record industry?

## New EMI Board



This photo was so heavy, it had to be wheeled into the office. Maybe we can score at least one pair of Laker tix out of one of these guys. EMI Music Worldwide has announced the formation of a new EMI Music Worldwide Executive Board. Pictured (seated, l-r): **Peter Andry**, President, International Classical Division; **Bhaskar Menon**, Chairman & Chief Executive Officer, EMI Music Worldwide; **Joe Smith**, President, Capitol Industries - EMI; **Irwin Robinson**, President, EMI Music Publishing, Worldwide. (Standing, l-r): **Guy Marriott**, Board Secretary; **Colln Hodgson**, Office of the Chairman, Finance; **Richard Burkett**, Managing Director, Manufacturing & Operations, Europe & International; **Rupert Perry**, Managing Director, EMI Records U.K. & Eire; **Allen Harford**, Office of the Chairman, Human Resources; **David Stockley**, Managing Director, EMI Music International; **Don Zimmermann**, President, International Marketing, EMI Music; and **Alexis Rotelli**, Managing Director, EMI Music, Continental Europe.

# HITS CRAPPE

year 2

## Ray and Frank



"I'm getting just a little tired of carrying Dileo," said E/P/A supremo Ray Anderson (right) of Michael's charismatic Manager Frank Dileo (left). The pair were last seen walking hand in hand down Seventh Avenue and were reportedly jetting to Tahiti. (Editor's Note: The chimp has never smoked marijuana.)

Fred & The Admiral



Record Marketeer Fred Disipio shakes hands with Admiral Ronald Hayes at the commissioning of the USS Leyte Gulf aircraft carrier recently. Disipio, who spoke at the event, served on the sunken carrier Gambier Bay, and was the youngest survivor as well as the longest adrift on the ocean (five days). Said Fred: "You know Ronnie, if those good-for-nothing Red, Commie, Russkie bastards try to mess with Ol' Glory, this ship will blow their little Soviet heads off." Said the Admiral, "Gosh Fred, I love when you talk like that — let's keep holding hands."

## George Gets Dumb

That's Warner Bros. National Promotion Director Stu Cohen (r) trying desperately to keep George Harrison awake as he introduces George to Hits (Your #1 Source For Boring The Hell Out Of Rock Legends). After reading the magazine, George told Stu he wanted to do something more exciting — like washing his neck.

## Pic Of The Week



# HITS CRADROOK

## Up In Smoke Pic Of The Week year 2

"Let's hear some Zep," said U.S. Senator and presidential hopeful **Albert Gore Jr.** (left). "Wait a second stud, I'm doing a bong hit," replied his beautiful wife and anti-porn-rock crusader **Tipper Gore** (right) after Al revealed that he and the Tip-Woman did indeed smoke marijuana when they were younger. The Gores are pictured with their adorable children — none of whom are named **Sunshine**, **Moon-Chlld** or **Lumbo**.



## The Gore-y Details Surface

Despite his recent statements to entertainment industry rulers that he was a reluctant participant in the 1985 Senate hearings on rock lyrics, *Daily Variety's* Henry Schlipper has reported that Presidential hopeful and former dope smoker Senator **Albert** "Don't bogart that hooter" Gore actually took a very aggressive role in the proceedings.

According to the report, which cited official minutes of the meeting, Gore was one of the first members of the Senate committee to arrive and one of the last to leave.

Furthermore, records show that Gore questioned, "often vigorously and at length," every witness and group of witnesses to come before the panel.

While Gore told a gathering of music and entertainment biz heavies that "he did not ask for" and "was not in favor of" the hearings (he also said the whole proceeding "was not a good idea"), the Congressional Record shows that the Senator thanked and commended Senator **John Danforth** for calling the hearing.

The record also shows that

Gore took a very hard line against the music industry, chiding some labels as being "really irresponsible in promoting suicide and all the other things we have heard about here."

But the real kicker for the former inhaler of pot fumes came after a Tennessee psychiatrist implied before the committee that a New Jersey teenager who gouged a friend's eyes out before committing suicide, did so because he "followed **Black Sabbath** and **Judas Priest**."

"I'm delighted to hear your testimony," said Gore.



**Albert Gore Jr.** — Obviously, the pot affected his memory.

## Clark Gable Congratulates Them Urie Promoted To Poly Sr. VP, Marketing



**Jim Urie** — Marketing.



**Clark Gable** — Dead.

1,000th issue.

Landmark or landfill?

Happy 1000th issue, HITS.



# HITS CRAPBOOK

year 2

PIC OF THE WEEK



## It's A Boy

Yes folks, it's time to blow our own horn once again. Beautiful Jill Trakin, wife of our own not-so-beautiful Roy Trakin, gave birth to a gorgeous baby boy on July 29, 1988. The child's name is Damien — just kidding — the kid's name is Taylor Max Trakin. Jill didn't require anaesthesia during the delivery, Roy did. According to Jill: "Hey, if I have to give birth to the sucker, you have to nurse it." The accompanying picture says it all folks.

## Executive Protocol



It was a special occasion when Daryl Hall & John Oates hir Los Angeles for a SRO four night stand. So special that the top rulers at Arista made the scene. On the left are Daryl and John flanking Arista President Clive Davis. Understandably tired, the pair then took a break and let a couple of stand-ins cover the



arduous task of posing with the label's Executive Vice President and General Manager Don Ienner (right photo). Donnie's laughing because he was told that Clive was posing with impostors.

# HITS CRAPBOOK

Here's the new HITS weekly comic. We hope you enjoy it. Actually we don't care — at least we don't have to fill this space with that other crap.

## AIRHEAD

It was the best of times, it was the worst of times....



Nashville ..... Hmm?!!!

VAN-ALINO © 1988

## Vote Now



We were so inspired by our hero, **Bob Barker**, who asked his *Price Is Right* (our favorite show) audience to vote on whether they liked his hair gray or black (the bozos voted for gray), that we decided to do a little poll of our own. Pictured above is MCA Sr. VP of Promotion **Steve Meyer**. On the left we have the old Steve — no beard, just a moustache. On the right is the new Steve — full-out facial growth. Which one do you like better? We need to know. Write to the "I'm For Anything That Covers Steve Meyer's Face" poll, *C/O Hits Magazine*, or call the Steve Meyer hotline at (818) 501-7900.

## More Reaction To The "We Go To Pot" Issue

Chrysalis Records President **Mike "Smoke That Monster" Bone** is just one of the groovy people who have reacted to our "We Go To Pot" issue (*Hits*, November 16, 1987). Let's face it, we don't care if we're smack dab in the middle of the Reagan era, facing the prospect of Tipper Gore as our First Lady. The letter featured below was just too good to relegate to that wasteland known as "Letters To The Editor," so we're pleased to present the Honorable Mr. "Don't Bogart That" Bone.

Dear Hits,

After reading your latest "Go To Pot" issue, I feel compelled to admit that I, the Ned Natural of the record business, did smoke pot once in my life. The enclosed photo was taken in the early 70s at a post Grateful Dead concert party at Albert and Tipper Gore's Nashville estate. I'm a little smookey on the exact date. Albert really knows how to roll em, eh?

Believing that confession is good for the soul, I feel cleansed and fortified to make another assault on the top of your chart with Icehouse and Paul Carrack (unabashed record plug).

How do I enter the battle of the beards now?

Best regards,

**Mike Bone**

President Chrysalis Records, Inc.



# HITS CRAPBOO

## Abbey Hits Road

Dear Dennis:

As I'm sure you know by now, I will be leaving Arista in mid-July to become VP of Programming at MTV. This is an incredible opportunity for me, yet not an easy decision for me to make. Working with Clive, Don, all of the A-Team and people like you has been so rewarding, both in the personal relationships I was able to develop as well as the achievements we have shared.

I wanted to take a moment to thank you for that and let you know that I'll be at MTV at the end of July and look forward to continuing our relationship on these same levels.

Thank you for your friendship and support.

Sincerely,

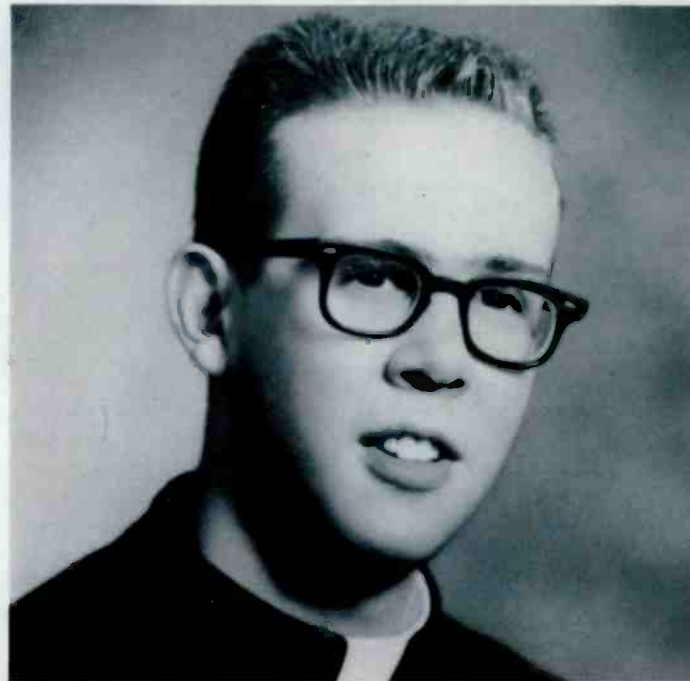
Abbey Konowitch  
VP, Programming  
MTV

*Dennis replies: We know how tough it must have been for you at Arista, blow-drying Donnie's hair to make sure people knew he was not Bisceglia, but things won't be much better at MTV, Abbey, where you'll have to buff Freston's fingernails and see to it that Masters gets his daily ultra-violet tan. Good luck and God bless. You'll need it.*

## Pic Of The Week

### Collared

MCA Sr. VP of Marketing **Richard Palmese** displays the latest in neckwear in this photo taken in August 1965 when he was a seminarian in Hartford City, Indiana. If you want a real chuckle, Richard had just completed his vows of **Poverty, Chastity and Obedience** (baaah!). Here young Richard displays the kind of look only found on a youngster who has profound sexual fantasies about **The Flying Nun** and a flock of Bulgarian sheep dogs.



Record executive who wakes up every morning, looks at himself in the mirror and asks, "Do I look more like Donnie today?..... **Rick Bisceglia**

## Pic Of The Week

### Bottom Gun

When the Blue Angels flying squad made a trip to Atlanta recently, 94Q's Music Director and afternoon personality **Jeff "Fly Me" McCartney** went along for a ride. Though he claims to have actually flown the jet, one witness said Jeff's last words before take-off were "What's this button for?"







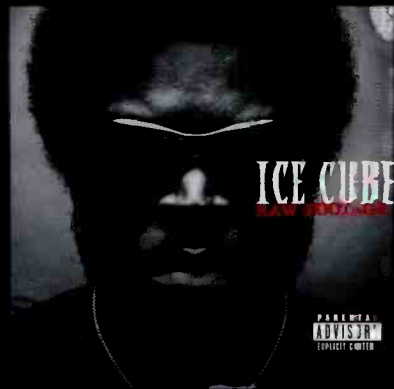
Breaking Artists Making Records

Happy 1000th HTTS

Five Finger Death Punch "Way of the Fist"



Ice Cube "Raw Footage"



# CONGRATS HITS ON *FROM ISSUE #1 IN AUGUST 1986* NOW THIS WOULD BE A

## *Then* 1986

No. 1

52 different songs held the #1 spot on the *Billboard* Country Chart

RCA Records' share of the year-end *Billboard* Country Chart: 25%

#1 Country Single: "Rockin' with the Rhythm of the Rain"/The Judds (RCA Records)

ACM Vocal Duo of the Year: The Judds (RCA Records)



CMA Album of the Year: Ronnie Milsap/*Lost In the Fifties Tonight* (RCA Records)

Born: Kellie Pickler (BNA Records)



TOP GROSSING FILM: *Top Gun* (\$176 million in US)

Pixar Animation Studios started by Ed Catmull and John Lasseter

*Hits* magazine started by Dennis and Lenny



Price of gas: \$1.00/gallon

Value of an ad in *Hits*: ZERO



© 2008 Sony BMG Music Entertainment

# YOUR 1000<sup>TH</sup> ISSUE!

*TO ISSUE #1000 IN JULY 2008...*

**GOOD PLACE TO STOP!**

## Now 2008

SBMG Nashville currently holds 5 of the 9 #1 songs on the *Billboard* Country Chart

SBMG Nashville's current share of the *Billboard* Country Chart: **42%**



Current #1 Country Single: "Last Name"/Carrie Underwood (Arista Nashville)



ACM Vocal Duo of the Year: Brooks & Dunn (Arista Nashville)

ACM Album of the Year: Miranda Lambert/*Gunpowder & Lead* (Columbia Nashville)

Kellie Pickler wins 2008 CMT Award for Performance of the Year ("I Wonder")



TOP GROSSING FILM: *Indiana Jones and the Kingdom of the Crystal Skull* (\$275 million in US)

Value of Pixar Animation Studios: \$7.4 billion



Value of *Hits* magazine: On a need to know basis and obviously we don't need to know

Price of gas: \$4.00+/gallon

Value of an ad in *Hits*: **LESS THAN ZERO**

*From your friends at Sony BMG Nashville*

"OUR THIRD YEAR HAS SEEN A PROLIFERATION OF INDUSTRY VERMIN, like you, who walk into their office every Monday morning and pose the immortal question, 'Has *Billboard* arrived yet?'"  
(LETTER FROM THE EDITOR, THIRD ANNIVERSARY ISSUE)



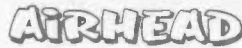
#105, Aug. 29, 1988:  
Al Teller is named President of MCA Records. His Carvel swirl is named Sr. Vice President of Hairy Affairs. Jim Urie is named Sr. VP Marketing for PolyGram. Anyone know what happened to either since then?

#106, SEPT. 5, 1988:  
Polly Anthony named VP Promotion at Epic.

It's the start of a long affair with *HITS* magazine that begins and ends with, "Tell them I'm not in."



#108, SEPT. 19, 1988:  
Don Benson forms his own radio consultancy, Benson Communications, and asks if Jeff McCartney is related to the Walrus. Also marked the debut of Van Arno's *Airhead*, which is as close to genius as anyone gets around here.



#111, Oct. 10, 1988:  
Jim Caparro is named PolyGram Sr. VP National Sales/Branch Distribution and "Executive Who Looks Most Like a Game Show Host." Miraculously, he still talks to *ReRap* loser Mark Pearson.

#114, Oct. 31, 1988:  
*HITS* hires KFQX Abilene, TX, PD/hayseed Todd Hensley as Research Editor. The man, and the magazine, are still ruing that career decision.



#118, Nov. 28, 1988:  
EMI buys SBK Publishing for \$300 million from Charles Koppelman and Martin Bandier, who are hired to run EMI Music Publishing. Cigars ain't the only thing smoking, folks.

#122, JANUARY 9, 1989:  
Scott Shannon splits Z100 N.Y. to set up shop at Westwood One's KIQQ in L.A. Pirate Radio is right around the corner. Craig Lambert is named VP Promotion at Atco.



#125, JANUARY 30, 1989:  
Luke Lewis is named VP Field Marketing at MCA. At this point, he'd never heard of Ryan Adams and thought Johnny Cash was a washed-up country singer.

#131, MARCH 13, 1989:  
RIAA announced yearly dollar volume sales figures surpass \$6 billion for first time ever. Those were the good old days.



#132, MARCH 20, 1989:  
EMI's Jim Fifield acquires half of Chris Wright's Chrysalis Records, then goes skiing.

#133, MARCH 27, 1989:  
Dave Glew named President of Epic Records and back-up bassist for Living Colour.

#134, APRIL 3, 1989:  
A&M promotes Al "*HITS* who?" Cafaro to VP/GM and Jeff Gold to VP Marketing & Creative Services. Both renew their subscriptions to *Billboard*.



## BLAME THEM THEY SAID IT

"If you print this without me seeing it, I'll kill you."

Don Ienner, Columbia Records President, #138, 5/1/89

"The easiest way to get laid by a girl or get rid of her is to write a song about her."

David Crosby, #116, 11/14/88

"When I first started the label, I thought we'd make records for two or three years and that would be it."

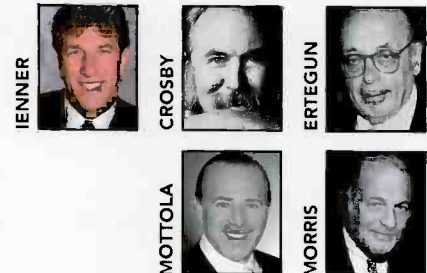
Ahmet Ertegun, Atlantic Records, #122, 1/9/89

"I'm sorry they spent their money to buy this magazine."

Tommy Mottola, CBS Records President, #138, 5/1/89

"I had aspirations to be a singer/songwriter, and I entered the business by trying to get my songs recorded."

Doug Morris, Atlantic Records President, #137, 4/24/89



## SINGLE OF THE YEAR

Paula Abdul "Straight Up" (Virgin)

## ALBUM OF THE YEAR

Guns N Roses *Appetite for Destruction* (Geffen)

**Still creamy after all these years.**



# HITS CRAPBOOK year 3

## Two Men Standing Among Brassieres



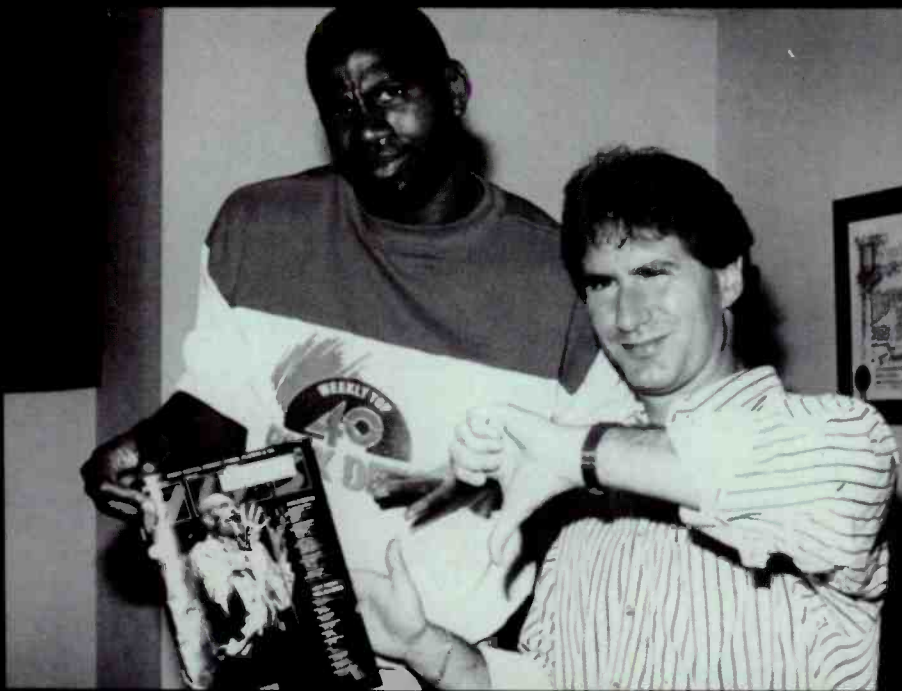
That's the legendary Tom Jones hangin' with the not-so-legendary ZombaLive VP of West Coast Operations Neil Portnow (l) at Fredericks Of Hollywood, where the famed singer was feted upon receiving a star on Hollywood's Walk of Fame. Moments later, Neil turned to the studley singer and pleaded: "Tom, please, please, please tell me the secret of your success with women." To which the studley singer replied: "Stuff it, Neil." (Ed Note: Speaking of stuffing it, your garbage can is only inches away. Thank you.)

## A Serious Matter



Major heavies gathered at a Los Angeles brunch for the AIDS benefit — "Rock And a Hard Place" at Radio City Music Hall June 8 with headliner Guns N' Roses. Pictured (l-r) Jellybean Benitez (Yo Bean, threw on a coupla elbees, eh?); host Michael Douglas; David Geffen; Sandy Hill Pittman; Jonathan Tisch; Clive Davis and Radio City Music Hall's Scott Sanders. Incidentally, Sandy broke tradition by wearing an outfit that she color-coded strictly for summer. Crazy, crazy gal!!! (Ed Note: If you really want to get that nightmare line, read the House & Garden article.).

## PIC OF THE WEEK



## In God's Hands

Concern for our hero Magic Johnson reached panic when we received this photo of the Hoops Lord himself endangering his career and threatening the Lakers' chances at three-in-a-row by holding the nightmare of the industry in those oh-so-valuable paws. Blame for this one falls squarely on the shoulders of photographer Lester Cohen who permitted the best to hold the cess. KIIS-FM's Jack Silver expresses our sentiments exactly.

# year 2 HITS CRAPBOOK

PIC OF THE WEEK

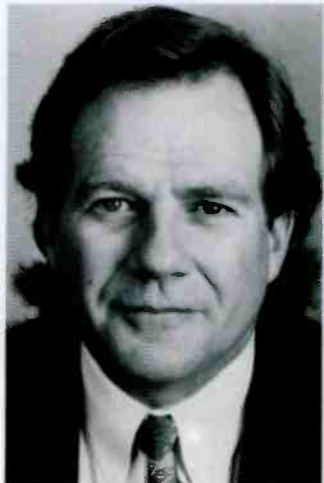


## Nauseating

Here's Geffen Album goon: Mark Di Dia (l) and Hugh Suratt (r) pictured with Michael Thompson and Moon Calhoun of MTB. They are getting ready to blow chunks after reading yet another of our nauseating captions. Needless to say they hate our lousy stinking guts. Thank you. Hey, who the hell is that in the background? Oh no, it's the HITS Non-Publisher. (Ed Asks: Should I take Shell's car to be washed?)

## Lewis VP At MCA

Luke Lewis, affectionately known in the industry as..... "My Name Is Luke. Ah, I live on the second floor," has been named Vice President of Field Marketing for MCA Records, where men are men and the sheep are pretty damn nervous.



Luke Lewis — Hopes to break last year's Labor Day mark.

## Mr. Smith Goes To EMI

Robert Smith, affectionately known by ALL (we're talking lots of them) of his former workmates as ..... Robert Smith, has been appointed VP of Marketing at EMI Records.

We'd list all of Smith's



Robert Smith — His hairdresser has cataracts.

## Koppelman, Bandier EMI Pub. Toppers



Koppelman & Bandier — Two very happening guys.

# HITS CRAPBOOK Year 3

PIC OF THE WEEK



## Aaaaah!!! It's Hilary Lerner!!!

*Folks with weak stomachs will want to look away from this shot of Mitch Pileggi (left), who plays Horace Pinker in the film "Shocker," with... oh geez, what is it? It's kinda scary so, take hold of your nerves and try not to be frightened. We know it's gruesome, but just try to bear it for another second — yes, folks, it's SBK Manager AC and Video Promotion Hilary Lerner. Aaaaaaaah!!!!*

PIC OF THE WEEK



## True Love

*That's Capitol's inimitable VP of Promotion John Fagot bidding farewell to his comrade and new Chrysalis VP of Promotion Tom Gorman (see story this issue). Tom was originally skedded to begin his new post this week; however, after this incident, he has been quarantined at Mt. Sinai Hospital for tests and observation for an indefinite period of time. Said Gorman: "He's certainly gotten better than when I first started at Capitol."*



# CONCORD MUSIC GROUP

## SUMMER SENSATIONS!



**SERGIO MENDES**  
*Encanto*

- Features Fergie, Juanes, Ledisi, Natalie Cole, will.i.am and more
- 4 weeks at #1 on Contemporary Jazz Chart



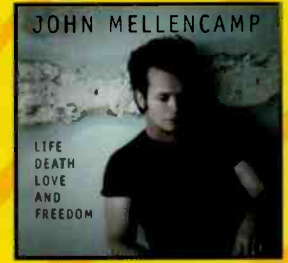
**RETURN TO FOREVER**  
*The Anthology*

- Commemorating their first world tour in over 25 years



**LALAH HATHAWAY**  
*Self Portrait*

- Top 15 debut on R&B Chart
- Top 15 at Urban AC



**JOHN MELLENCAMP**  
*Life Death Love and Freedom*



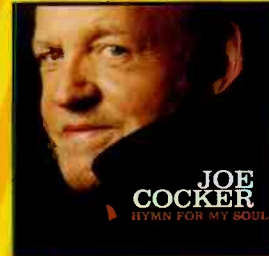
**CARLY SIMON**  
*This Kind of Love*

- Top 15 debut
- Upcoming Fall tour



**ESPERANZA SPALDING**  
*Esperanza*

- Top 10 debut at Contemporary Jazz Chart, reaching #2
- Recent appearances include David Letterman, Jimmy Kimmel and more



**JOE COCKER**  
*Hymn For the Soul*

- Now on tour w/ Steve Miller Band



**JAMES HUNTER**  
*The Hard Way*

- 4 weeks at #1 on Blues Chart
- On tour this summer w/ Chris Isaac

HAPPY ANNIVERSARY HITS!

CONCORD  
MUSIC GROUP

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CONCORDRECORDS



HEADS UP  
INTERNATIONAL



# HITS CRAPBOOK Year 3

## Branson, Virgin Say Arigato

After much rumor and speculation, British entrepreneur **Richard Branson** has officially sold a 25.01% stake in his **Virgin Music Group** to the highly acquisitive **Fujisankel Communications Group** of Japan for approximately \$150 million.



**Richard Branson** — *Influx of bucks.*

## Azoff Bids Farewell To A Changed Company

After much rumormongering MCA Music Entertainment Group Chairman and VP, MCA Inc. **Irving Azoff** has officially resigned his post. His wife **Shelli** will be leaving MCA, too.



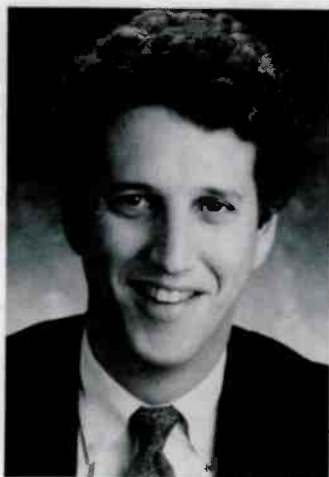
**Irving Azoff** — *Shelli's husband.*

## Horowitz MCA Exec. VP



**Zach Horowitz** — *No relation to Frank Blair.*

## MTV Promotes Three To Senior Vice President



**Doug Herzog**



**Abbey Konowltch**



**Judy McGrath**

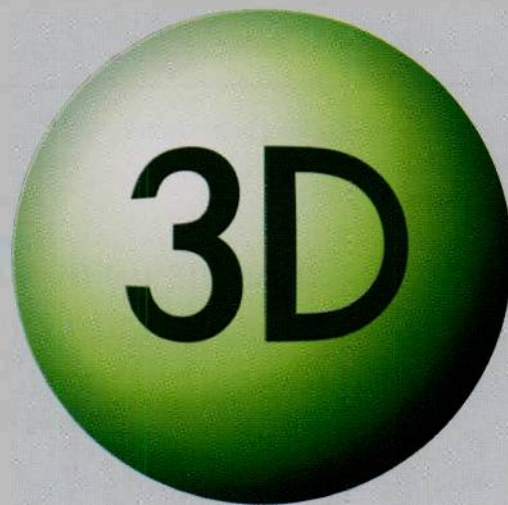
Amazing that you are still here.

More amazing still that we find ourselves congratulating you.

What is most amazing is that we are spending money on this ad.

With shame and flushed faces,

Your friends at



artistmanagement

"THIS ANNIVERSARY EDITION OF *HITS* HAS ABSOLUTELY nothing culturally, intellectually or morally significant to offer society."  
(LETTER FROM THE EDITOR, FOURTH ANNIVERSARY ISSUE)

#157, SEPT. 11, 1989:

**Al Teller** and his coif are named Chairman of **MCA Music Entertainment Group**.

#160, Oct. 2, 1989:



**MTV** names **Doug Herzog** Sr. VP Programming, **Abbey Konowitch** VP Programming and **Judy McGrath** Sr. VP Creative Director. Anybody know what happened to them?

#162, Oct. 16, 1989:

**PolyGram** purchases **A&M** for \$500 million.

#165, Nov. 6, 1989:

**Irving Azoff** signs an agreement with **Warner Bros.** for a "joint venture in recorded music and music publishing," which will become **Giant Records**.

#169, Dec. 4, 1989:

**Disney** starts a new label, **Hollywood Records**, with attorney **Peter Paterno** as President and Chief Shoeshiner for Mouse boss **Michael Eisner**.

#173, JAN. 8, 1990:

**Mike Bone** is named President of **Island Records** after being pursued for a similar post by **Hollywood Records**.

#183, MARCH 19, 1990:

**David Geffen** sells his record and music operations to **MCA**, retaining 12.5% of the company as equity. We ask once again, "Why won't he buy us?" Meanwhile, **Barry Weiss** is named Sr. VP, **Zomba Record Group**.



#184, MARCH 26, 1990:

**Geffen** forms **DGC Records**, to be helmed by Geffen President **Ed Rosenblatt**. The staff includes **Marko Babineau**, **Hugh Surratt** and **Mark Kates**. The label would eventually be home for **Nirvana**.

#190, MAY 7, 1990:

**Gil Friesen** exits as **A&M** President, with **Al Cafaro** upped to VP/GM and Sr. VP Promotion **Charlie Minor**'s role affirmed.

#193, MAY 28, 1990:

**Alain Levy** is appointed President/CEO of **PolyGram**'s worldwide music group. To celebrate, the staff is required to sit through **Jerry Lewis' *The Nutty Professor*** 1,876,308 consecutive times.



#198, JULY 2, 1990:

**Richard Griffiths** is named President of **Epic/Associated** labels and Sheriff of **Mayberry**.



### SINGLE OF THE YEAR

Janet Jackson  
"Escapade" (A&M)

### ALBUM OF THE YEAR

New Kids on the Block  
*Hangin' Tough* (Columbia)

BLAME THEM  
THEY SAID IT

"Show me anybody who is universally liked in this business and I'll show you somebody very mediocre."

**Irving Azoff**, #171, 12/18/89

"You can dress me up in a suit and tie and make me play the role of corporate America, but underneath, I'm still a lunatic."

**Irving Azoff**, #171, 12/18/89



"Our producer has the big ego—his name and company are all over the first album. The next time, you can be sure it won't be."

**Rob Pilatus**, **Milli Vanilli**, #163, 10/23/89



"I've been told I had some pretty good times when I was high. Now, I get to remember them."

**Nikki Sixx**, **Motley Crue**, #158, 9/18/89

# Happy 22nd Anniversary HITS!

New from EMI Catalog Marketing

## Brian Wilson "That Lucky Old Sun"

- \* Street Date: 9/02/08 (Vinyl street date 8/19)
- \* The brand new album from legendary writer, producer, arranger and performer Brian Wilson
- \* Produced by Brian Wilson and created in the Capitol Records Studios where he first recorded in 1962.
- \* The concept album continuing his journey started with Pet Sounds and Brian Wilson presents SMiLE.



## Glen Campbell "Meet Glen Campbell"

- \* Street Date: 8/19/08 (Vinyl + Digital Card sheets 8/5)
- \* The influential songwriter, singer and guitarist has recorded his own emotionally charged version of 10 tracks that have moved and inspired him
- \* Featuring songs from Travis, Tom Petty and The Heartbreakers, Foo Fighters, The Replacements, U2, Velvet Underground and John Lennon



## From the Capitol Vaults - VINYL REISSUES

- \* Street Date: Street Date 8/19 and 9/21
- \* 180 Gram, Audiophile Quality, Limited Edition
- \* Original packaging and faithful restoration
- \* Epic albums from The Beach Boys, Coldplay, Jimi Hendrix, John Lennon, Radiohead, REM, Steve Miller and more
- \* More titles coming this Fall.



**EMI** Music  
Catalog Marketing



RESTORED VERSION

# HITS CRAPBOOK year 4

Eeeesh -- Now This Is Gruesome!



If this lineup at the MTV Award nominations is any indicator of the show itself, then renting a copy of "Ishtar" on September 6 is looking more appealing by the minute. Here, making an excellent argument for the abolition of trade shots are (l-r): MTV VP, Music & Talent John Cannelli; Aerosmith's Tom Hamilton, Joe Perry and Steven Tyler; our hero, god and sex object, Geffen A&R wiz John Kalodner; manager Tim Collins; MTV Sr. VP Music & Talent Abbey Konowitch; and Geffen General Manager Al Coury.

## Chrysalis Ups Thompson

Greg Thompson has been named Vice President, Pop Promotion, for Chrysalis Records, it was announced by Tom Gorman, Sr. Vice President of Promotion for the label. Said Gorman: "You guys know how this thing works. Last week I got my promotion, so now I have to announce title boosts for all the loyal people who helped me get to where I am today. Now you guys can write a stroke piece, run the guy's picture and add your inane little attempts at humor. Go ahead, finish up so we can get to Airhead." OK.



Greg Thompson: *Second-cutest cheeks in the biz.*

## Anthony CBS Sr. VP

"I coulda spelled my first name with two L's, but I really enjoy correcting the 1,678,983 people who misspell it," said CBS' newest Senior Vice President, Michele "Don't Call Me Polly" Anthony. "Besides, one L is a lot more 'LA Law-ish.'"



Michele Anthony: *Wow.*

## Glauber Joins HITS

"So then I said, 'Suzanne, babes, I just love this whole "Luka" thing, what with the kid and all. Babes, it's cutting-edge, it's alternative, but most importantly it's a natch at PoMo.'"

Zzzzzzz. Oh, sorry, time to continue... And with those immortal words, Karen Glauber officially joins the festering sores we call a work force here at HITS (Your #1 Source for Festering Sores). Glauber, who assumes the title of Research Editor, will supervise and coordinate all Post Modern responsibilities at the magazine, as well as playing a major role with the collection and implementation of Top 40 radio information.

Glauber joins HITS after seven years at A&M, where she most recently served as National Director of New Music Marketing. According to Glauber: "So I said, 'Robyn, babes, I love this whole Hitchcock thing. Let's

dress up entirely in black and go see some bands with incredibly stupid names. No, Robyn, you're not serious. You're not really... No, Robyn, don't go out IN THE SUN!!! Aaarrrrrrrgh."

According to HITS Editor-In-Chief Lenny Beer: "Golly, I've never hired anyone qualified before. Can I grease down and roll around naked in a pile of quarters now?"

Glauber concluded: "Making the transition from A&M to HITS was a breeze. I'm used to working with simple minds."



Karen Glauber: *Kinda looks like a PoMo geek, huh?*

# year 4 HITS CRAPBOOK

## No Surprise -- We Weren't Invited To Irving's Surprise



What happens when Shelli Azoff throws a massive, star-studded surprise birthday bash for her husband What's-His-Name in El Lay? Beats the hell out of us, but the bathrooms sure were trashed when we showed up to clean them. The photo on the left shows Azoff and Capitol Ruler Joe Smith (r) feeling how much



Attorney Allen Grubman weighs with his wallet, and without his wallet. The photo on the right shows CAA ruler Tom Ross affectionately telling the birthday boy: "Mess with some of my people and I'll break your kneecaps. Oh, yeah, happy birthday."

## Not Gloria Gaynor



The photo on the left shows the slightly talented (Ed Note: Let's not kid ourselves — he's talentless) MTV Programming dork Abbey "Don't Call Me Abraham" Konowitch rubbing his armpit on the shoulder of Shelli Azoff, who has graciously given us her husband's Laker tickets for the upcoming season.



CBS execs present Gloria and Emilio Estefan with a Crystal Globe for sales in excess of 5 million outside the artist's country of origin. To find out what yummies these people were eating, please see Danny Fields' column on Page 19. Pictured (l-r): CBS Records Inc. President & CEO Walter Yetnikoff, CBS International President Bob Summer, Emilio, Gloria, CBS Records Division President Tommy Mottola and Epic President Dave Glew. Moments later, the appreciative Estefan turned to the execs and uttered the immortal words: "You folks at WB are the greatest and I just love those offices in Burbank."

# HITS CRAPBOOK

## Weiss Zomba Sr. VP

At Zomba, the legendary Barry "Don't Call Me Edel" Weiss has been promoted to the post of Senior Vice President, The Record Group — comprised of the Jive and Silvertone labels.



Barry Weiss: Why do they call him Minute Weiss?

Year 4

## Babineau DGC GM

After much rumor-mongering and speculation (and quite frankly, we did tons of it), the new DGC Records has appointed Marko "Don't Call Me Polo" Babineau to the post of General Manager.

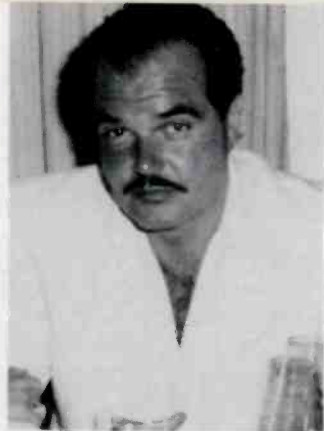


Marko Babineau: Trust us, folks, you'd better lock up your daughters.

## Isgro Charges Dismissed -- "With Prejudice"

Historically speaking, it was not the U.S. government's finest hour.

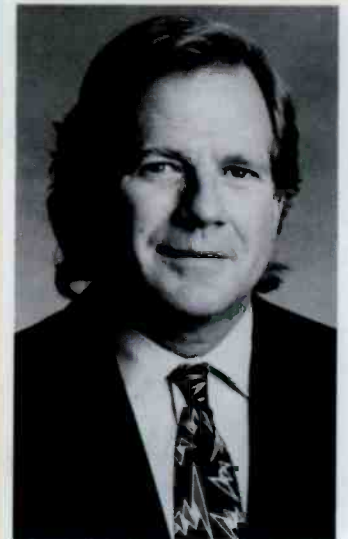
Federal court Judge James M. Ideman has dismissed, "with prejudice," all charges against Joe Isgro, Ray Anderson and Jeffrey Monka, citing the government's "lack of good faith" and "gross misconduct" in withholding key documents from the defense.



Joe Isgro: Case dismissed "with prejudice."

## Luke Rising At MCA

Luke "Warm" Lewis was named Senior Vice President and General Manager, Audio Distribution, for MCA Distribution Corp., it was announced by John "Crash &" Burns, Executive Vice President for the label's distribution arm.



Luke Lewis: Yup, he's the Real McCoy.

## Johnson Promoted At Capitol

"This is one big Step for Capitol Records," said label President Hale "Hale, The Gang's All Here" Milgrim, who stepped out of his office to announce a major Step in the reorganization of the new Capitol.



Step Johnson: Don't call him Stair.



# CONGRATULATIONS

ON **22 YEARS**

AND **1000 ISSUES**

19



# HITSCRAPBOOK

## timeline YEAR 5

"AND AS WE LOOK BACK AT THE PAST FIVE YEARS OF HITS, one unavoidable conclusion becomes completely and perfectly clear in our feeble little minds—Billboard is really a great magazine."  
(LETTER FROM THE EDITOR, FIFTH ANNIVERSARY ISSUE)

#204, Aug. 13, 1990:

**Richard Palmese** is named President of **MCA Records**. He's come a long way from the seminary. **Sound Warehouse** and **Western Merchandise** are charged by the Dallas D.A.'s office with selling obscene material, namely records by **Two Live Crew**.



#205, Aug. 20, 1990:

**Joe Galante** is named President of **RCA Records**. We compare the cleft in his chin to that of **Kirk Douglas**.



#207, SEPT. 3, 1990:

The industry mourns the loss of **Stevie Ray Vaughan** and CAA agent **Bobby Brooks** after they perish in a helicopter crash on Aug. 27. **Walter Yetnikoff** steps down from the throne of **Sony's CBS Records** after answering questions about his unflattering portrayal in **Fredric Dannen's Hit Men**.

#208, SEPT. 10, 1990:

A federal court judge dismisses all charges against **Joe Isgro**, **Ray Anderson** and **Jeffrey**

**Monka** for "outrageous government misconduct" after it was discovered the prosecutors withheld key documents from the defense.

#210, SEPT. 24, 1990:

**Rick Rubin's Def American Records** and **Geffen** part ways, as Rubin takes his label to **Reprise** in the wake of his

desire to release the controversial **Geto Boys** album.

#215, Oct. 29, 1990:

**Atlantic** forms **East West Records** with **Sylvia Rhone** as President/CEO and **Vince Faraci** as President/COO. **Def American** names **Mark DiDia** GM.

#216, Nov. 6, 1990:

**Interscope Records**, a new joint venture formed by **Ted Field** and **Jimmy Iovine**, pacts with **East West Records** for distribution, with **Marc Benesch** and **Michael Papale** handling promotion.

#220, Dec. 3, 1990:

**Matsushita** purchases **MCA** for \$6.59 billion, making **Lew Wasserman** and **David Geffen** even richer than they were before. **Al Cafaro** is named President of **A&M Records** and insists he's still never heard of us.



#221, Dec. 10, 1990:

**Doug Morris** is named Co-Chairman and Co-Chief Executive Officer of **Atlantic Records** and celebrates with a few choruses of "Sweet Talkin' Guy" in the office commissary.

#222, Dec. 17, 1990:

**Rick Dobbis** is named President/CEO of the newly formed **PolyGram Label Group**, including **Peter Koepke's London Records**, **Davitt Sigerson's Polydor Records** and **Marvin Gleicher's Smash Records**. Who the hell are they?



#225, JAN. 21, 1991:

**Ed Eckstine** and **Mike Bone** are named Co-Presidents of **Mercury Records**. Said **Alain Levy**: "I had no idea they were two different people."

#227, FEB. 4, 1991:

**Andy Allen** is named Sr. VP/GM for **Island Records**. Whatever happened to him?

#232, MARCH 11, 1991:

**John Barbis** is named Sr. VP of the **PolyGram Label Group**. Unfortunately, no one cared then and no one cares now.

#234, MARCH 25, 1991:

**Jim Guerinot** is named VP Marketing and **Rick Stone** Sr. VP Promotion. They're both still in the business, despite us.

#236, APRIL 8, 1991:

After the demise of **Pirate Radio** in L.A., **Scott Shannon** heads back to N.Y.'s **WPLJ** to make a run at old mate **Steve Kingston's Z100**.

#238, APRIL 22, 1991:

**Karen Glauber** aka **Ivana B.** Adored joins the **HITS** zoo, bringing a sense of style—and her 1,765,308 psycho ex-boyfriends—into the fold.



#240, MAY 6, 1991:

**Koppelman** and **Bandier** are at it again, selling the 50% of **SBK** not already owned to **EMI** to the British conglomerate so they could afford some \$400 million in used humidors.

#248, JULY 1, 1991:

**RCA** names **Butch Waugh** Sr. VP Promotion and **Randy Goodman** Sr. VP of Marketing. The two barely have time to unhitch their horses before they're back in Nashville.

#249, JULY 8, 1991:

**SBK** names **Greg Thompson** VP Promotion. Greg owes his career to us.

### SINGLE OF THE YEAR

Extreme "More Than Words"  
(A&M)

### ALBUM OF THE YEAR

Vanilla Ice *To The Extreme*  
(SBK)

## BLAME THEM THEY SAID IT

"My job is an endless smoke machine. When I come home at night, I'm real bruised."

**Tom Freston, MTV Chairman/CEO, #214, 10/22/90**

"To insult Ivana would be insulting myself."

**Rick Krim, MTV VP Talent & Artist Relations, #238, 4/22/91**



FRESTON



KRIM

"I won't let nobody touch my hair!"  
**Vanilla Ice, #227, 2/4/91**



ICE



STANSFIELD

"I'm not getting me tits out for anyone."

**Lisa Stansfield, #204, 8/14/90**

# HEY **HITS!**

IN HONOR OF YOUR 1,000TH  
ISSUE WE THOUGHT YOU  
DESERVED A LITTLE  
SOMETHING...



...BUT YOU'VE  
ALREADY TAKEN  
EVERYTHING WE  
HAVE!

## CONGRATULATIONS!

# SURETONE

**AVA**  
ANGELS & AIRWAVES

THE CURE

Shwayze

DROP DEAD, GORGEOUS

MERIMETHER

FROM  
FIRST  
TO  
LAST

THE  
BLACK  
ANGELS



EASTERN CONFERENCE  
CHAMPIONS

HEADWAY

# HITS CRAPBOOK Year 5

## A Bunch Of Important People Looking Pretty Damn Stupid



The gala costume dinner honoring MTV honcho Tom Freston as the AMC Cancer Research Man of The Year not only raised \$1.1 million for a very important charity, but it gave us the opportunity to run these shots of important gunslingers making fools of themselves. Pictured in photo one is honoree Freston (Jack Kerouac) with the two people who attempted to dress as Bonnie Raitt and Paul Simon, but failed miserably.

In photo two, Irving Azoff looks like he acts and in photo three, MTV's Abbey Konowitch can't hide his lack of personality behind a John Lennon outfit, while CAA's Tom Ross spends absolutely no money to look like Captain Lou Albano. The final shot shows a beautiful woman with VHI President "Fast" Eddie Bennett, who surprised everyone by not dressing as a "wild bore."

## East West Is Born

Claiming that there just aren't enough record companies, Atlantic Chairman/CEO Ahmet Ertegun and President/COO Doug Morris have announced the formation of East West America.

Heading the New York-based label will be Sylvia "Don't Call Me Tele" Rhone, who will serve as President/Chief Executive Officer and Vince "Don't Call Me Vic" Faraci, who will serve as President/Chief Operating Officer.



Sylvia Rhone: Her earrings are jumbos.



Vince Faraci: His ears are Dumbo's.

# HITS CRAPBOOK

year 5

## Lewinter Atlantic CFO

Just in time for summer, Atlantic has decided to spring a promotion the company can fall back on. That's right, folks, it's **Lewinter**.

So, disregarding one of the stupidest lead paragraphs we've ever written, Atlantic has promoted label veteran **Melvyn R. Lewinter** to the post of Chief Financial Officer/Senior Vice President.



*Look who's visiting Graham Armstrong's Sherman Oaks this week — it's HITS' Sr. Broadcast Editor Mike Murphy — a man we'd really like you to hire. That's Mike visiting a Sherman Oaks landmark, Valley Brides By Liza, and showing Graham how qualified he is to work CROSS-OVER stations. Folks, who could resist hiring a man who looks sooooo beautiful in white? OK, OK, final offer — we'll pay all of Mike's salary for three years AND a \$5000 signing bonus just for hiring him. Mike's not wearing undies.*

## Di Dia's Def

**Mark Di Dia** "Dum De Dum Dum" has been named GM of Def American Recordings, it was announced by **Rick Rubin**, owner of the company. In this new capacity, Di Dia will oversee all day-to-day operations of the company, including promotion, sales, marketing and publicity. He also becomes the fifth member of **The Geto Boys** and the second member of **Andrew Dice Clay**.



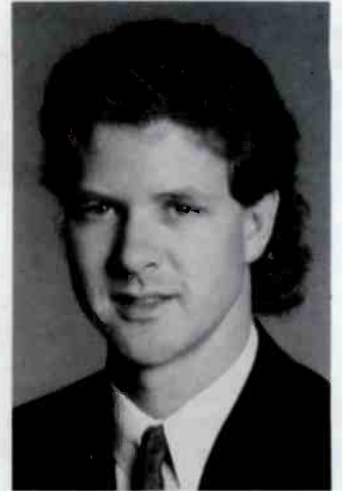
*Mark Di Dia: It's his lucky di-di-di-di-di-day!!*



# HITS CRAP

## Greg's SBK Gig

Greg "On His Face" Thompson has been appointed Sr. Vice President Promotion for SBK Records by his old pal Daniel "Panic In The" Glass, Exec. VP/GM for the label in charge of perms, manicures, suits and organizing the weekly racquetball tournament.



Greg Thompson: *Second cutest curls in the biz.*

## Abbey's Road At MTV

Rabbi Abbey Konowitch "Way Did He Go, Boss?" has been given expanded duties in the area of Talent Development, which will include overseeing talent participation in major network events — including pay-per-view projects, international music events, MTV's new concert series, the annual "MTV Video Music Awards" as well as all office circumcisions and benedictions.



Abbey Konowitch: *Mazel tovs in order.*

## Who's More Riveting? Zach or Art



### CALL NOW!!!

There's been plenty of debate over who the most riveting executive in the music biz is — and rightfully so — since MCA Executive VP Zach Horowitz (l) and Capitol Executive VP Art Jaeger (r) can bowl anyone over with their overwhelmingly dynamic personalities. We're talking laugh riots, folks. Now, for the first time, we're asking you, our reader, to determine who the MOST RIVETING really is. Is it Zach? (Ed Note: Hyuck, hyuck — I just crack up thinking about that wildman.) Or is it Art? (Ed Note: I can never forget the time he eliminated a whole department — whatta loon!) That's right folks, call now and vote:

**The Zach & Art Hotline**  
(818) 501-7900

## Reba & Al Tolerate Loser



The incredibly talented Reba McEntire and MCA Music Entertainment Group Chairman Al Teller (left) prove they're humane enough to tolerate those who can best be described as "repulsive," as they hang with HITS Editor-In-Chief Lenny Beer during one of those parties those people always attend — and Lenny never gets invited to. Moments later, Reba turned to Al and uttered the immortal words: "Geez Al, you were right — Lenny really is a sniveling, spineless, hygienically disgusting, no-personality, brain-dead geek. Will someone wipe the drool from his face and get him the hell out of here? Oh yeah, nice meeting you."

**At least you can count.**



**Congratulations  
on your 1000th issue, HITS.**

**SONY & BMG**  
MUSIC ENTERTAINMENT  
SALES

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**CMG**  
COMMERCIAL  
MUSIC GROUP

# ACE YOUNG

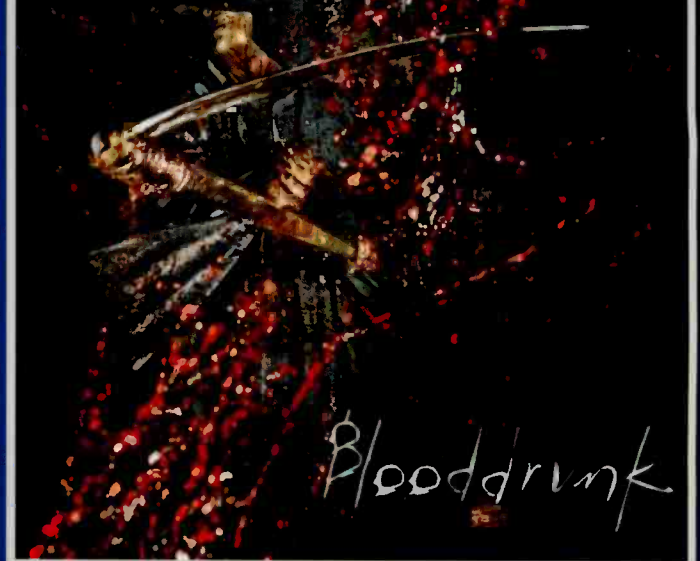


## ACE YOUNG

AMERICAN IDOL SEASON 5 (DAUGHTRY, TAYLOR HICKS, BUCKY COVINGTON) FINALIST!  
GRAMMY NOMINATED AS SONGWRITER FOR DAUGHTRY'S "IT'S NOT OVER" (OVER 400K PLAYS TO DATE!)  
"ADDICTED" AT RADIO NOW!!



# Children Of Bodom



## CHILDREN OF BODOM

#22 DEBUT ON BILLBOARD TOP 200  
BAND HAS SOLD OVER A MILLION RECORDS WORLDWIDE  
MAJOR HEADLINING TOUR THIS FALL



# CRYSTAL CASTLES



## CRYSTAL CASTLES

DEBUT ALBUM FROM TORONTO DJ DUO IS DESCRIBED AS "BRILLIANT," "HOPELESSLY CHIC" AND "THE FUTURE!"  
VIDEOS FOR "COURTSHIP DATING" AND "VANISHED" ON MTVU AND MTV2



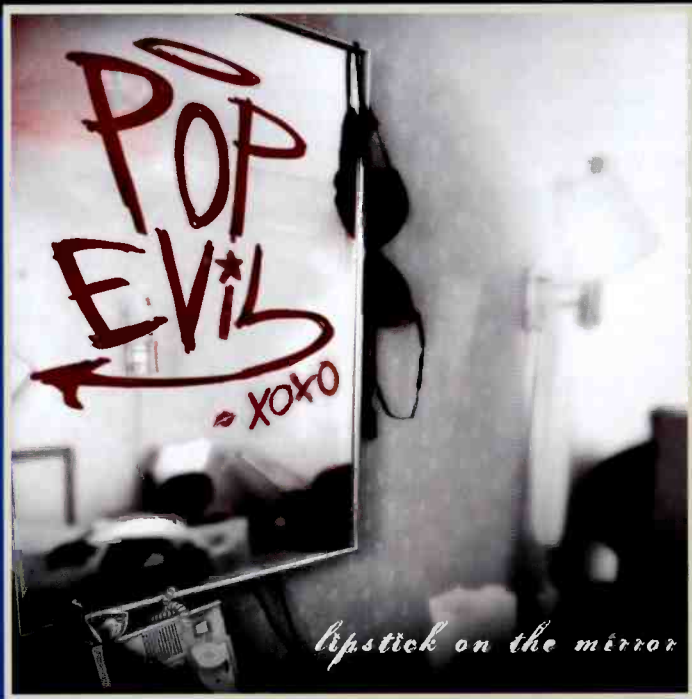
## DAZ DILLINGER

*Doggpound Gangsta inc.*

ALBUM FEATURES PRODUCTION BY DAZ DILLINGER, SWIZZ BEATZ, SOOPA FLY AND IVAN JOHNSON  
GUEST APPEARANCES INCLUDE SNOOP DOGG, KEAK DA SNEAK, OBIE TRICE, KRAYZIE BONE, TYRESE AND KURUPT  
IN STORES AUGUST 12TH!

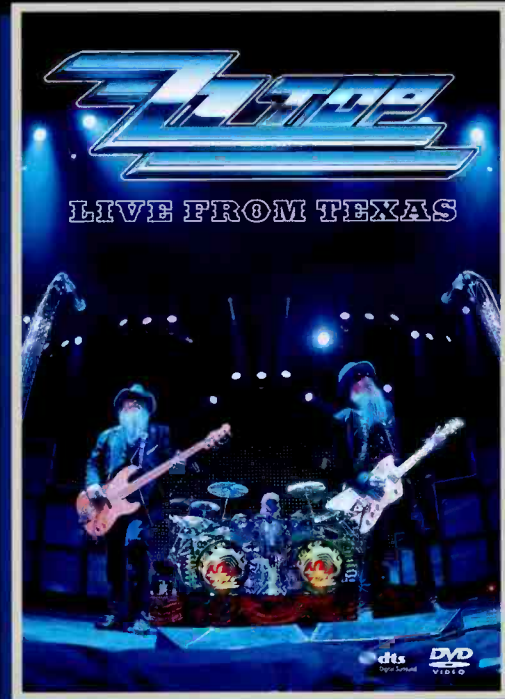






**POP EVIL**

DEBUT SINGLE "HERO" ALREADY OVER HALF MILLION IN AUDIENCE!  
 ALREADY ADDED AT KUPD/PHOENIX, KBPI/DENVER,  
 WGRD/GRAND RAPIDS, WIYY/BALTIMORE, KRXQ SACRAMENTO,  
 & MANY MORE!  
 ON TOUR THIS SUMMER, COMING TO A CITY NEAR YOU!



**ZZ TOP**

FIRST EVER LIVE DVD FEAT. SHARP DRESSED MAN, LEGS, GOT ME UNDER PRESSURE  
 PERFORMED "SHARP DRESSED MAN" ON SEASON FINALE  
 OF AMERICAN IDOL WITH WINNER DAVID COOK!  
 ON TOUR ALL SUMMER WITH BROOKS & DUNN



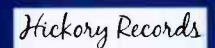
**GEORGE STANFORD**

"SWEEPING, LAYERED ADULT ALTERNATIVE... EMULATES  
 PAUL SIMON AND JEFF BUCKLEY." - NEW YORK TIMES  
 AMAZON.COM SINGLE OF THE WEEK  
 TOURED WITH BABYFACE AND BIG HEAD TODD



**EVERLAST**

FIRST NEW STUDIO ALBUM IN 4 YEARS  
 SINGLE "FOLSOM PRISON BLUES"  
 IMPACTING JULY 22  
 NATIONAL TOUR STARTING SEPTEMBER



# HITSCRAPBOOK

## timeline YEAR 6

"IT'S BEEN SIX YEARS SINCE WE BEGAN SPEWING this garbage. Six years of endless stupid photos, countless names in boldface and intolerably vacant attempts at humor—all of them involving a somewhat psychotic group of characters collectively known as the music community... If you folks weren't such weasels, we might have gone out of business years ago."

(LETTER FROM THE EDITOR, SIXTH ANNIVERSARY ISSUE)



#257, SEPT. 2, 1991:

**Mel Lewinter** is named Vice Chairman/CFO of the **Atlantic Group**. Fifteen years later, the guy is still going strong as head of

**Universal Motown Records Group**. Guess it pays to know **Doug Morris**.

#261, SEPT. 30, 1991:

**Jack Rovner** is appointed Sr. VP of **Arista**. Fifteen years later, he's humping amps for **Jon Bon Jovi**. Who knew?

#262, OCT. 7, 1991:

**Bill Bennett** is named Director of Promotion for **DGC**.

#264, OCT. 21, 1991:

**Nirvana** hits #1 on **Post Modern** chart on its way into the Top 10 and #1.



#266, NOV. 4, 1991:

**Val Azzoli** is appointed Sr. VP/GM of **Atlantic**, **Roy Lott** is appointed EVP/GM of **Arista** and **Barry Weiss** is appointed Sr. VP/GM of **Jive/Silvertone**.



#269, NOV. 25, 1991:

**EMI Records**, **Chrysalis** and **SBK** are consolidated into **EMI Records Group** North America under Chairman/CEO **Charles Koppelman**. Who knew this would be the beginning of the end as we know it? Meanwhile, **Jim Guerinot** is named Sr. VP for **A&M Records**. Laguna Beach was still a long way off.



#276, JAN. 27, 1992:

**RIP** Magazine Editor **Lonn Friend** joins **HITS** as Metal Editor. A great source of Adult DVDs is unearthed.

#295, JUNE 8, 1992:

**Jordan Harris** and **Jeff Ayeroff** are named Co-Chairmen of **Virgin** and **Charisma** and **Phil Q** President after **EMI** purchases **Virgin's** music holdings from **Richard Branson**.



### SINGLE OF THE YEAR

Kris Kross "Jump"  
(Ruffhouse/Columbia)

### ALBUM OF THE YEAR

Garth Brooks *Ropin' the Wind*  
(Capitol Nashville)

### BLAME THEM THEY SAID IT



"Clipper fans are great... Whereas when you go to the Forum, you might as well be at the bar at Le Dome."

**Jim Guerinot, #290, 5/4/91**

"We never really expected to leave Aberdeen. That was the only goal we ever really had."

**Kurt Cobain, #265, 10/28/91**

"I never had the feeling I ever had to make a dime doing anything."

**Rick Rubin, Def American, #277, 2/3/92**

"I was a pyro! I lit Neil Young's hometown on fire!"

**Sebastian Bach, #283, 3/16/92**

"In the music business, the black man is trying to snatch it back from the white guys, who have their hands in my pocket."

**Chuck D, Public Enemy, #268, 11/18/91**



## MIKE MURPHY'S

### SUBLITERATE RADIO PHOTO OF THE WEEK

BY MIKE MURPHY, SR. BROADCAST EDITOR, SUBLITERATE



*Folks, it takes a certain kind of Promotion man who can relate to radio on its incredibly higher plane of intelligence. It takes a special breed of record executive who can understand radio, realize its needs and react on a second's notice to the many intricate and complicated twists and turns that accompany Top 40 Promotion. Let's get down to brass tacks folks — it takes a mindless nimrod eunuch geek to do all that, and PLG's Joe Riccitelli is the perfect mindless ninrod eunuch geek for the job. God bless you Joe, you deserve to work with Danny Ostrow.*

## OK Joe At PLG

Joe "Chicken" Riccitelli has been re-named Guido and made Sr. Dir. Nat'l. Promo. for PolyGram Label Group by the company's Sr. VP Sales & Promotion John Barbis "Of Seville."

In his new position, Riccitelli will cover for his newly hired promotion staffer Danny Ostrow, who wouldn't know a radio programmer if one drop-kicked him in the crotch.

According to Barbis, "Joe is not only a skilled promotion man, but an excellent administrator. And after being duped into hiring an unskil-

led loser like Ostrow, he better be."

According to Joe, "After hiring that bozo Ostrow from HITS, they better promote me!!"



Joe Riccitelli: Has a staff infection.

## PIC OF THE WEEK



## Paid Promotional Announcement

MCA Records President Richard Palmese is seen at Jamaica's Reggae Sunsplash gulping down a healthy dose of Nestle's Supligen — "The Liquid Meal For Strength And Energy." Being Sunsplash, said drink was laced with a half-ounce of some of Jamaica's finest, and Richard spent the rest of the festival trying to ban Twinkies off his Rasta brethren. The photo also represents the first canned drink that didn't end up all over the front of his shirt.

# HITS CRAP BOOK Year 6

## PolyGram Picks Nick

Nick "Nack Paddy Wack Give A Dog A Bone" Gatfield has been named President of a newly created, yet-to-be-named PolyGram label to be based in Los Angeles as of July 1, 1992, reporting directly to worldwide President/CEO Alain "Drove His Chevy To The" Levy. Tentative names for the label include Hix Pix Nix Lix, Dexy's Midnight Records or Tea Bag Ltd.



Nick Gatfield: Still waiting for his green card.

## Atco/EastWest Is Born

Those of you in a coma last week may not have noticed the consolidation of the Atco and EastWest labels into a single entity, Atco/EastWest.

According to a statement issued by Atlantic Group Co-

Chairman/Co-CEO Doug Morris, the freestanding division will be headed by Sylvia Rhone, who will assume the post of Chairman and CEO.

According to a statement from Ms. Rhone's office, "Get the hell out of here, she's on the phone with Billboard."



THE NEW ATCO/EASTWEST: Sr. VP Merlin Bobb, Co-President Harry Palmer, Chairman/CEO Sylvia Rhone, Co-President Vince Faraci and Executive VP Craig Lambert.

## PIC OF THE WEEK



## Who Woulda Done That!?!

Giant President Irving Azoff (l), singer/wife-of-rich-person Pia Zadora (2nd from r) and President of Giant President Shelli Azoff wonder who the culprit was that hit them in their faces with pies. At presstime, police narrowed the list of suspects to 2,567,985. That's Marc Summers, host of Nickelodeon's "Double Dare" (2nd from l) just before Shelli informed him he wasn't worthy enough to breathe the same air she does.

CONGRATS TO HITS  
ON YOUR

YOU'LL ALWAYS BE NEW KIDS

ON THE

1,000th

ISSUE!

BLOCK TO US!



WORLD TOUR 2008-2009

9/18/08	Toronto, ON	Air Canada Center	10/24/08	Chicago, IL	Allstate Arena
9/19/08	Toronto, ON	Air Canada Center	10/25/08	Detroit, MI	Palace of Auburn Hills
9/20/08	Montreal, QC	Bell Centre	10/27/08	New York, NY	Madison Square Garden
9/21/08	Toronto, ON	Air Canada Center	10/28/08	Atlanta, GA	Gwinnett Center
9/23/08	East Rutherford, NJ	Izod Center	10/30/08	Charlotte, NC	Time Warner Cable Arena
9/24/08	Uniondale, NY	Nassau Veterans Memorial Coliseum	11/1/08	Ft. Lauderdale, FL	BankAtlantic Center
9/26/08	Boston, MA	TD Banknorth Garden	11/2/08	Tampa, FL	St. Pete Times Forum
9/27/08	Atlantic City, NJ	Borgata Casino and Event Center	11/3/08	Jacksonville, FL	Jacksonville Arena
9/28/08	Boston, MA	TD Banknorth Garden	11/5/08	Philadelphia, PA	Wachovia Center
9/30/08	Uncasville, CT	Mohegan Sun Arena	11/6/08	Providence, RI	Durkin Donuts Center
10/2/08	Washington, DC	Verizon Center	11/7/08	Atlantic City, NJ	Borgata Casino and Event Center
10/3/08	Cleveland, OH	Quicken Arena	11/8/08	Uncasville, CT	Mohegan Sun Arena
10/4/08	Chicago, IL	Allstate Arena	11/10/08	St. Louis, MO	Scottrade Center
10/8/08	Los Angeles, CA	Staples Center	11/11/08	Kansas City, MO	Sprint Center
10/9/08	Sacramento, CA	Arco Arena	11/12/08	Omaha, NE	Quest Center
10/10/08	San Jose, CA	HP Pavilion	11/14/08	Denver, CO	Broomfield Events Center
10/11/08	Las Vegas, NV	Mandalay Bay Event Center	11/15/08	Salt Lake City, UT	E Center
10/13/08	Glendale, AZ	Jobing.com Arena	11/18/08	Edmonton, AB	Rexall Place
10/14/08	Albuquerque, NM	Tingley Arena	11/19/08	Calgary, AB	Saddledome
10/16/08	Houston, TX	Toyota Center	11/21/08	Vancouver, BC	General Motors Palace
10/17/08	San Antonio, TX	AT&T Center	11/23/08	Seattle, WA	Tacoma Dome
10/18/08	New Orleans, LA	New Orleans Arena	11/23/08	Portland, OR	Rose Garden Arena
10/19/08	Dallas, TX	American Airlines Center	11/23/08	San Diego, CA	Cox Arena
10/21/08	Minneapolis, MN	Xcel Energy Center	11/23/08	Los Angeles, CA	Staples Center
10/22/08	Milwaukee, WI	Bradley Center			

NEW ALBUM 09.02.08

www.nkotb.com

NEW KIDS  
ON THE  
BLOCK



LIVE NATION

AGP Management  
Azoff, Geary, Paul Management

# HITS CRAPBOOK

year 6

## Abbey's A Maverick Man

Abbey Konowitch "*Way Did He Go, Boss?*" has been named Vice President of Maverick Recording Company, **Madonna's** new Time-Warner joint venture, by the company's CEO **Freddy DeMann** "*DeMyth, De-Legend*," who made several other announcements, including label and publishing signings and the restructuring of his own DeMann Entertainment company.



Abbey Konowitch: *Still a schlemiel.*

## Barry Jams At Jive

"I haven't been this excited since my Aunt Esther tripped and fell into the swan made of chopped liver at my bar mitzvah."

With visions of fountain pens swimming in his head and envelopes stuffed into his pocket, **Barry "Edel" Weiss** attained career manhood when he was named Sr. VP/GM of Jive/Silvertone Records by Rabbi **Clive "From New York, It's Saturday Night" Calder**, Chairman/CEO of the Zomba Group of Companies.



Barry Weiss: *Still alive at Jive.*

## Bandier Plays On At EMI

**Martin "Strike Up The" Bandier** has been appointed Chairman and Chief Executive Officer of EMI Music following the company's acquisition of the remainder of Chrysalis Records and the consolidation of that label, along with EMI and SBK into the EMI Records Group North America.



Martin Bandier: *He can get it for you wholesale.*

## Luke & Shedd In Mercury Bed

"Cool Hand" **Luke Lewis** and Harold "*Better Dead Than*" **Shedd** have been named President and Sr. Vice President Creative, respectively, of Mercury Nashville by PolyGram CEO/President **Alain Levy** "*501 Button-Down Jeans*."

Lewis will be responsible for the day-to-day operations of the company as well as overseeing all departments, including teaching new employees how to dance the "*Achy Breaky*." Shedd will continue to oversee A&R, acquisition of talent, the development of new acts and **Billy Ray Cyrus'** pectorals.



Luke Lewis: *More popular in Nashville than Jerry is in France.*



Harold Shedd: *Shot a man in Reno just to watch him die.*

# Congratulations Hits!

*We've reserved a special place of honor for your 1,000<sup>th</sup> issue.*

ISSUE  
#999

ISSUE  
#65

ISSUE  
#589

ISSUE  
#319

ISSUE  
#771

ISSUE  
#1

TRUCKS  
THIS WAY  
←

*Best wishes from all of your friends at*



**ASCAP**  
www.ascap.com

The world's greatest music creators put their trust in ASCAP.

# HITS CRAPBOOK year 6



## MIKE MURPHY'S

### SUBLITERATE RADIO PHOTO OF THE WEEK

BY MIKE MURPHY, SR. BROADCAST EDITOR, SUBLITERATE



This is a subliterate radio photo for a number of reasons. 1) It features HITS' Broadcast Editor **Todd Hensley** (2nd from r), whose clip-on tie is obviously way too short for his K-Mart-bought polyester suit. 2) It shows B95 MD **Trevor Carey** (l) at his wedding that he was stupid enough to invite Todd to. 3) It features two Promo geeks — Delicious Vinyl's **Tosh Accoya** (2nd from l) and PLG's **Linda Murdock** (r), who think Trevor really likes and respects them as professionals, but ended up putting the cost of the reception on their credit cards. 4) Because only subliterates would have read past reason #1. Good night and God bless you.

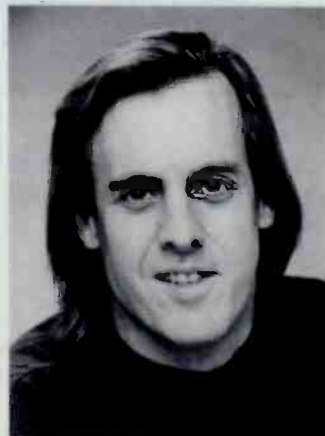
## A Lot Of Love In The Room



"How many tables did YOU buy?" seems to be the pivotal question asked as industry emperor, powerbroker and master of the universe **Allen Grubman** (l) exchanged vows with the beautiful **Deborah Haimoff** (r) at a gala, massive, grandiose ceremony at the New York Public Library, which was attended by a virtual who's-who of the music and entertainment world — all of whom love and admire each other greatly. Despite the massive cost incurred for such a celebration of love, early estimates have Grubman netting a 14% profit after wedding presents. That figure could escalate as the tabulation continues. (Photo: Walter Yetnikoff)

## Cannelli, Krim In The Swim At MTV

**John "Not An Italian Pastry" Cannelli**, VP Music & Talent for MTV, has been named to head the video channel's Talent Relations team, with **Rick "Whipped" Krim**, VP Music Talent, assuming additional responsibilities and reporting to him, it was announced by Creative Director **Judy "Grapes of" McGrath**.



**John Cannelli:** Yes, he Cannelli.



**Rick Krim:** Won't take Lonn Friend's call.



# The Recording Academy<sup>®</sup> congratulates stodgy old *HITS*

on yet another in a seemingly endless string of anniversaries (yawnt...)

Meanwhile, we excitedly look forward to the allure of  
our new, state-of-the-art **GRAMMY Museum<sup>SM</sup>**

Grand Opening, Los Angeles, Dec. 3-7



THE RECORDING ACADEMY



GRAMMY  
MUSEUM<sup>SM</sup>  
AT L.A. LIVE

# HITSCRAPBOOK

## timeline YEAR 7

"SEVEN YEARS AGO, A FEW PEOPLE WERE DRAWN TOGETHER. They were from different backgrounds, held different viewpoints and led different lives. But each possessed the same vision and goal. To rip you suckers off for seven years. Having accomplished that, everything we leech off you from here is pure gravy." (LETTER FROM THE EDITOR, SEVENTH ANNIVERSARY ISSUE)

#301, JULY 20, 1992:

**Glen Brunman** is appointed head of **Epic Soundtrax**. He's there to this day, collecting his royalties from the *Titanic* soundtrack.

#303, AUG., 3, 1992:

**Ice-T** announces that "Cop Killer" would be dropped from all future pressings of the *WB Body Count* album. Several months later, the rapper officially left the **Time Warner**-owned label.

#324, JAN. 11, 1993:

**Charles Koppelman** is named Emperor of **EMI Records Group** North America. The man lit another Cohiba to celebrate.



#325, JAN. 18, 1993:

**Daniel Glass** is named President/CEO of **EMI Records Group**. Since then, he has sent us 13 photos of his clutching *HITS* magazine at the finish line of the N.Y. Marathon. He is not a shmuck.

#326, JAN. 25, 1993:

**EMI Music Publishing** names **John Sykes** EVP Talent Acquisition and Marketing. We had no idea what that meant then either. **John Barbis** is named EVP of **PLG**. We miss John and PLG.

#327, FEB. 1, 1993:

**Michele Anthony** is upped to EVP of **Sony Music** by **Tommy Mottola**. Can you say, "good old days"? **Daddy Dee** would be proud. **ERG** names **Fred Davis** EVP and **Ken Lane** SVP Promotion. Is ERG the name of an energy drink?

#331, MARCH 1, 1993:

**Joe Riccitelli** and **Vicki Leben** are named VPs of Pop Promotion for **PLG**.



#333, MARCH 15, 1993:

**Steve Backer** is named Head of Marketing for **Irving Azoff's Giant Records**. His first job: getting **Air Supply** on *Lollapalooza*. Hey, it wasn't funny then and it's even less funny now.

#339, APRIL 26, 1993:

**Richie Gallo** is drunk with power after being named Sr. VP Sales & Distribution at **A&M**.



#345, JUNE 7, 1993:

**Gary Gersh** is appointed CEO/President of **Capitol Records**, replacing **Hale Milgrim**, now Santa Barbara's #1 Deadhead.

### SINGLE OF THE YEAR

Whitney Houston  
"I Will Always Love You" (Arista)

### ALBUM OF THE YEAR

Bodyguard soundtrack  
(Arista)

## BLAME THEM THEY SAID IT

"We still have the ability to offend. People still complain about us. Thank God."

**Judy McGrath**, EVP/Creative Director, **MTV**, #328, 2/8/93



"The only aspect of the record business I miss is sitting in a room for five hours a day with Charles."

**Martin Bandier**, Chairman/CEO, **EMI Music Publishing**, #339, 4/26/93



"To say I thought this would all happen would be unbearably smug."

**Paul McGuinness**, **U2** manager, #318, 11/16/92



"I'm one of the most neurotic people I know. I still wake up each morning wondering where the next deal or the next client is going to come from."

**John Branca**, #335, 3/29/93



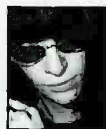
"Middle-class whites are finding themselves in the same boat as blacks these days."

**Ice Cube**, #333, 3/15/93



"With this economy, no one can afford family values anymore."

**Joey Ramone**, #312, 10/5/92



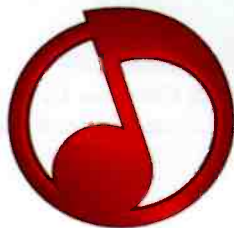
"Well, there are certainly a lot of stories, but client confidentiality obviously prohibits me from telling them to you."

**Joel Katz, Katz, Smith & Cohen**, #337, 4/12/93





DANNY, JODY, WHICH ONE OF YOU WANTS TO HOLD MY CIGAR WHILE I SIGN A CHECK FOR ANOTHER WORTHLESS HITS AD?



**SONY**  
**—ATV—**  
MUSIC PUBLISHING

# HITS CRAPBOOK year 7

PIC OF THE WEEK



## Two Powerhouses

That's Texas Governor **Ann Richards** (l) bonding heavily with HITS Post Modern Goddess **Karen Glauber** after the pair discovered they're both ardent fans of Austin band, the **Butt-hole Surfers**. The spiritually enlightened duo immediately departed for Waco to find Jesus.

## Ivana B. More Powerful

**Karen Glauber** is HITS' new Vice President/Post Modern Editor. The move is in recognition of Karen's invaluable contributions and unparalleled insight.

Besides, she told us we had to do it.

"Before I met Karen, I was a no-personality, talentless cretin," chortled HITS Editor-In-Chief **Lenny Beer**. "And while I still possess the creativity of a small soap dish — thanks to Karen, I at least know the right buzz words to drop and shoes to wear."

HITS Publisher **Dennis**

**Lavinthal** was on vacation and unavailable for comment.

In addition to her keen knowledge of the complexities of the Post Modern marketplace, Karen is best friends with every cute, pale PoMo musician who matters. You can never have too many of *them* around.

Prior to joining HITS in 1990, Karen ran A&M's New Music Marketing department. She was kicked out before graduating from Oberlin College, preventing her from becoming the school's third most famous alumnus after **Jane Pratt** and **Liz Phair**.



**Karen & Cameron Crowe:**

*There's a reason he calls her a cultural theme park.*

# HITS CRASH BOOK

year 7

## What They'd Look Like If You Were On Drugs



**KRDO PD Kevin Weatherly:** No, you're not hallucinating, he's #5 overall in Smog City. Remember folks, just say no!

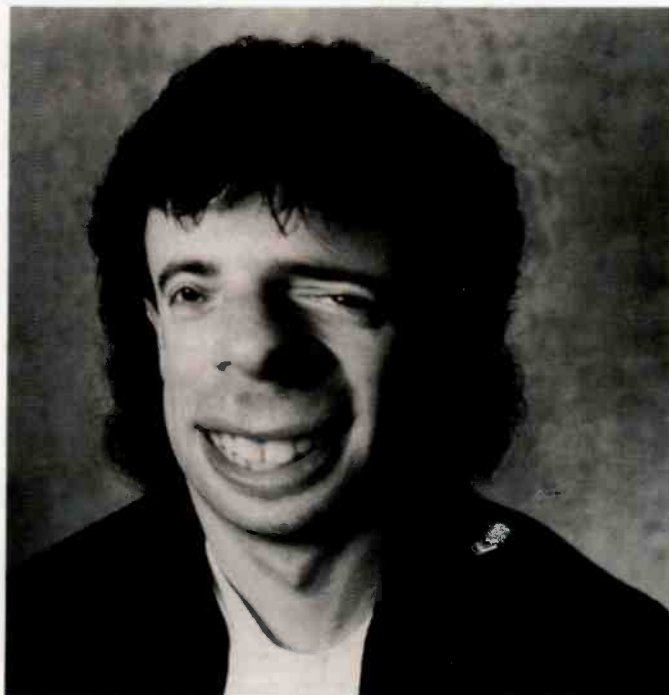
ANOTHER  
INCREDIBLY  
LAME  
**HITS**  
KODAK  
MOMENT



Capitol  
Sr. VP Promotion  
**JOHN FAGOT**

*When the going gets tough, the tough put on a Blind Melon boe suit.*

## What They'd Look Like If You Were On Drugs

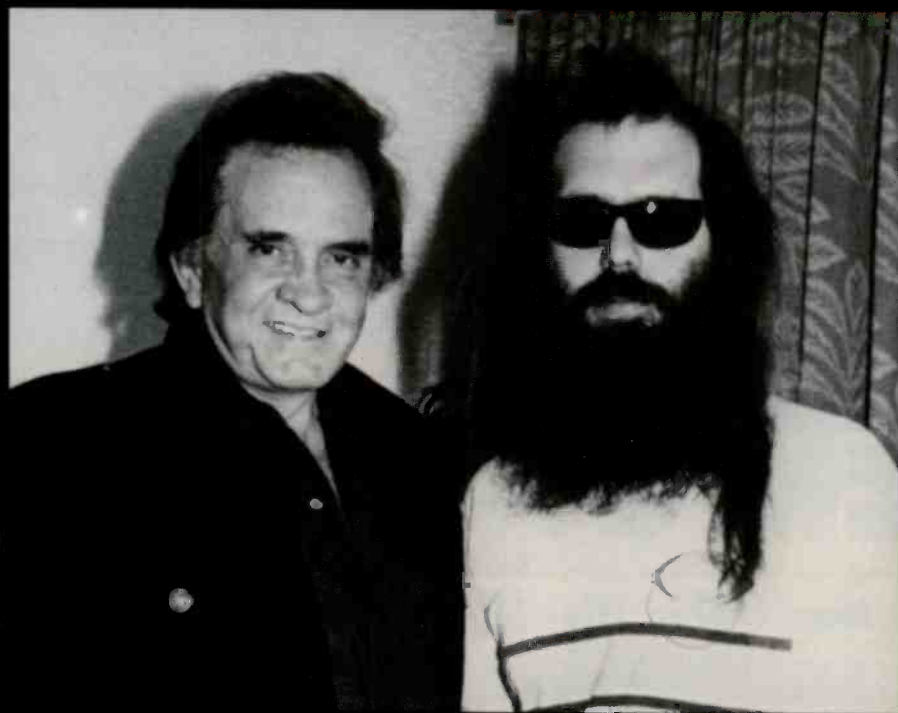


Here's what MTV's Rick Krim would look like if you were on drugs. Now you know why it's important to "Just Say No."

# HITS CRAPBOOK

year 7

PIC OF THE WEEK



## Whatta Couple

The legendary Johnny Cash signs an exclusive recording contract with Rick Rubin's Def American label. Rubin will also serve as producer for Cash's first Def American project. According to Cash, he chose Def American because "I really liked the last Slayer album."

## Pearson HITS Retail Editor

Mark Pearson has been named Retail Editor at HITS. We chose that title only because "Incredibly Boring, Lexus-Driving Yuppie Scum" took too much room on the masthead.

Pearson, who was previously Research Coordinator, will continue to have the exact same responsibilities and be paid the same slave wages.

According to HITS Editor-In-Chief and resident drooling

nimrod Lenny Beer, "Mark is the only man for the job — now that Geoff Mayfield and all the interns at *Billboard* have turned it down." HITS Publisher Dennis Lavinthal was on vacation and unavailable for comment.

Pearson, who will continue to write that *Iliad Of The Illiterate*, *Rerap*, as well as coordinate HITS retail research, had a comment but he took too damn long to spit it out.



Mark Pearson: Even puts himself to sleep.

*We* wanted to wish HITS a happy anniversary  
and congratulate you on 22 years of:



*Pushing the envelope*

*Breaking new ground*



*Taking it to the limit*



*Going for broke*

**(but we didn't think anybody would believe us)**

*From all your friends at*

**BMI<sup>®</sup>**

BROADCAST MUSIC INC<sup>®</sup>

# HITS CRAPBOOK year 7

## Chrysalis Hooks Sturges

Tom "Add Two Teaspoons And" Sturges has been promoted to President of the Chrysalis Music Group in the U.S.A., the publishing company he's helmed for the last seven years, most recently as Sr. Vice President and General Manager.

Prior to joining Chrysalis Music, Sturges worked at Screen Gems Music (now EMI Music) and Arista Music (now BMG Music), and spearheading the anti-colorization drive for "Sullivan's Travels."



**Tom Sturges:**  
*Miracle of Chrysalis Music.*

## BMG Takes Giant Step

Giant Records has pacted with BMG International for a new worldwide agreement covering the licensing and distribution of its product outside North America, it was announced by BMG International President/CEO Rudi "Jumping Jack Flash Is A Gas Gas" Gassner and Giant Co-owner/CEO Irving Azoff.

The new agreement went into effect last Tuesday (13) and includes such artists as **Jade, Big Head Todd & the Monsters, Air Supply** and **Kenny Rogers**, as well as the "Beverly Hills 90210" soundtrack.



**Azoff & Gassner:** *The start of a beautiful friendship. Eeeesh.*

## PIC OF THE WEEK



## Eeeesh

The photo on the left shows the incredibly cute **Mary-Kate and Ashley Olsen**, from the incredibly lame TV show "Full House," begging to get slapped mercilessly as they follow the advice of some dysfunctional adult publicist who stands to make a quick buck by exploiting these little rug-rats in countless corrupt trade publications. As child stars, these kids look up to **Drew Barrymore** as a role model.



# DENNIS, LENNY AND ALL AT HITS



**While others have turned out the LIGHTS,  
You have FAITHFULLY published your rag,  
Generally ANY WAY YOU WANT IT,  
We are sending you more HITS,  
So please DON'T STOP BELIEVING.**

**CONGRATS ON YOUR 1000TH EDITION**

Your pals at  
**JOURNEY**

# HITSCRAPBOOK

## timeline YEAR 8

"THIS IS A SPECIAL ANNIVERSARY ISSUE FOR US. We want to show you our heightened maturity, intelligence and sensitivity to the many critical social issues that have proliferated since we started printing eight years ago. However, since we're the same tunnelvisioned, greedy sophomore scumbags we've always been, we're unable to do that."

(LETTER FROM THE EDITOR, EIGHTH ANNIVERSARY ISSUE)

### SINGLE OF THE YEAR

Celine Dion "Power of Love"  
(550 Music)

### ALBUM OF THE YEAR

Toni Braxton *Toni Braxton*  
(Arista)



#357, Aug. 30, 1993:

Val Azzoli is named VP/GM at Atlantic, declares every other Wednesday "Rush Day."

#361, Sept. 27, 1993:

Thomas D. Mottola is upped to President and Chief Operating Officer of Sony Music Entertainment. His first move is to declare his office the 51<sup>st</sup> State and install a shvitz in the executive bathroom. Meat Loaf debuts at #1 with his follow-up to *Bat Out of Hell*. Do not read anything into us putting these two items together.

#365, Oct. 25, 1993:

Hilary Shaev is named VP Promotion at 550 Music. She celebrates by taking ex-Duke Blue Devil Art Heyman to dinner.

#372, Dec. 13, 1993:

Harvey Leeds and Barbara Seltzer are named to head the promotion department of Epic Records, along with their assistants Two Cents Plain and U-Bet Chocolate Syrup.

#354, Aug. 9, 1993:

PolyGram buys Motown for \$325 million and a few Sal Pisello breakdance mats.

#355, Aug. 16, 1993:

Karen Glauber is promoted to HITS VP/Post Modern Editor. Whatever happened to her?

#375, Jan. 17, 1994:

Don Jenner is named Chairman of Columbia Records Group, Dave Glew Chairman of Epic Records Group, Mel Ilberman Chairman of Sony Music International, Michele Anthony EVP of Sony Music Entertainment, Richard Griffiths President of Epic Records and Robert Bowlin President of Sony Music International. Hey, we remember laughter, too.

#379, Feb. 14, 1994:

Former punk-rock musician and Alice Cooper mentor Bob Pfeifer is named EVP of Disney's Hollywood Records. As a perk, his office phone system is installed by noted detective Anthony Pellicano. A cheap shot, but that's what we're all about. David Simone is named President of PolyGram Music Publishing despite the fact he can't even carry a tune in the shower.

#382, March 7, 1994:

John Sykes is named President of VH1, which was immediately named a cabinet position within the Bill Clinton administration, alongside the Department of the Interior Interns.

#398, June 27, 1994:

John Barbis is named President of Island Records. As has become routine in HITS, we cede him control of Chris Blackwell's stash—a lid of Jamaican lamb's bread—and free reign with the Bob Marley catalog.

#401, July 18, 1994:

Doug Morris is named President and Chief Operating Officer of Warner Music Group. It wouldn't last long.

#402, July 25, 1994:

Sylvia Rhone is named Chairman of the newly formed Elektra/EastWest label. Twenty-two years later, neither label exists as more than a name, but Sylvia still has a job. Amazing.



#376, Jan. 17, 1994:

After 375 consecutive issues and met deadlines, we are forced to cancel this week's edition, due to the Northridge earthquake, which hit the Valley—and HITS' Sherman Oaks cesspool—at 4:31 a.m. We returned the following week with an issue devoted to the repercussions.

"Not that I don't like record company people, I just don't pay much attention to them."

Meat Loaf, #364, 10/18/93



"No, I don't have any mirrors in my office, but I do have a full-blown, life-size poster of Dennis and Lenny picking my pockets for inspiration."

Craig Lambert, EastWest Records, #393, 5/23/94

"My handicap's not low enough, yet, to play golf everyday."

Gary Gersh, Capitol Records, #388, 4/18/94



"If this company is about anything, it's about discipline and staying focused."

Jimmy Iovine, Interscope Records, #352, 7/26/93

## BLAME THEM THEY SAID IT

"The hardest thing to do in this business is start a band nobody's heard of."

Tom Whalley, Interscope Records, #352, 7/26/93

"Rick Rubin's the smartest guy I've ever worked for."

Mark DiDia, American Recordings, #372, 12/13/93

"Never shot a man. Never been in prison."

Johnny Cash, #390, 5/2/94



"One young lawyer claimed that he charged \$1,000 for the same advice I give away for the price of the book."

Don Passman, #394, 6/6/94



**1,000 issues later and  
still just a bunch of jokes**

*Congratulations from your friends at*



# HITS CRAPBOOK Year 8

## COPING WITH THE AFTERSHOCK

"I thought this was it. The big one. The end of the world."

TOM FRESTON

### ***This is why we're doing this special issue:***

*As of our two-day late presstime.....*

- 6.6 earthquake centered in Northridge, a few miles from our office.
- There have been two aftershocks measuring 5.1; 19 measuring 4.0 to 5.0 and 143 aftershocks in the 3.0 to 3.9 range.
- There have been over 1000 aftershocks of a magnitude of 3.0 or less.
- 51 deaths and climbing.
- More than 2400 people were treated for injuries and released. More than 550 were admitted for care.
- Damage estimates range from \$15 billion to \$20 billion, making it the most expensive natural disaster in California history.
- Estimates vary, but close to 10,000 people remain homeless.
- Over 20,000 people are without gas; 60,000 are without power and 40,000 are

without water.

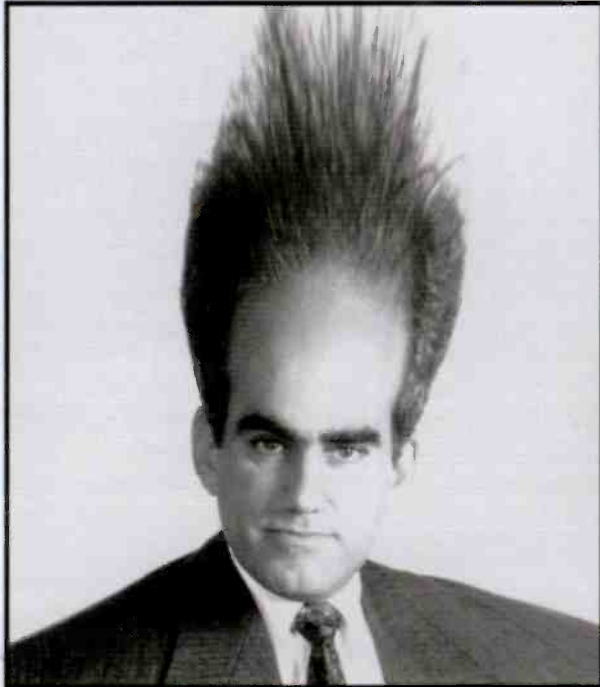
- A total of 2,579 National Guard troops have been mobilized.
- More than 200 schools have been seriously damaged or destroyed.
- And finally, Los Angeles and those who lived through this thing will never be the same again. If you're not in L.A. and you're tired of hearing about the earthquake, indulge us — we could use the therapy.



# HITS CR

year 8

WHAT THEY'D LOOK LIKE IF  
**YOU WERE ON**  
**DRUGS**



**VIRGIN PRESIDENT/CEO PHIL QUARTARARO:**  
 SOME LABEL PRESIDENTS MAKE HORRIFYING ACID  
 FLASHBACKS. PLEASE SAY NO!

## VH-1 Gets Sykesed

John Sykes, one of the original creative team at MTV, has been named President of VH-1 by MTV Networks Chairman/CEO Tom Freston "Of The Yukon." Sykes was previously Executive VP of Talent Acquisition and Marketing at EMI Music Publishing Worldwide, where he dressed very well and appeared in lots of trade photos. He will take over for Ed Bennett, who goes on to replace Sykes as lead guitarist in Blue Murder.



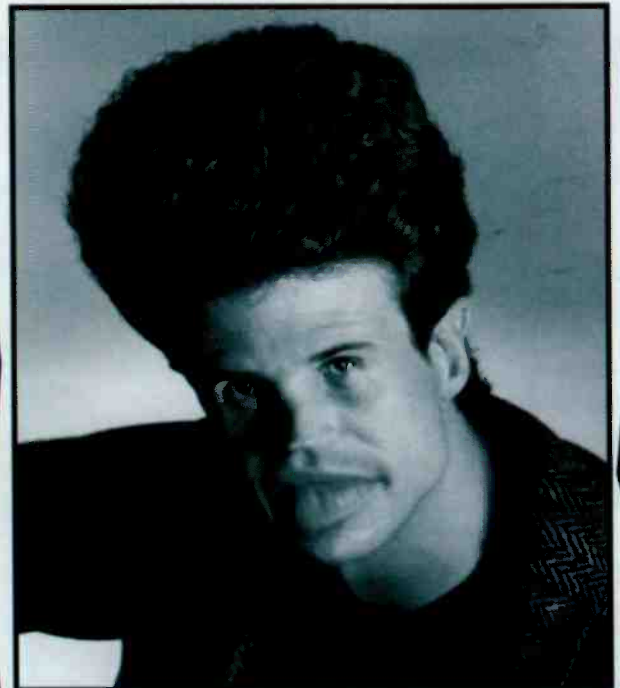
*John Sykes:  
 Dressed for success.*

## SEPARATED AT BIRTH



This week's overwhelmingly mediocre Separated At Birth feature spotlights our esteemed Editor-In-Chief and self-proclaimed ruler of the androgynous **LEONARD J. BEER** (♫) and his undisputed twin brother from a different mother, **A WEASEL**. Naturally, said weasel was preparing to sue this magazine for slandering his character, but backed off after Lenny promised that he would be the only living creature on earth not hit up for an Anniversary Issue ad. For the excitement and flair that IS Lenny Beer, please turn to "Wavelength" on page 90.

What they'd look  
 LIKE IF **YOU WERE**  
**ON DRUGS**



**A&M Exec. VP/GM Jim Guerinet:**  
 Obviously baskets aren't the only things  
 being scored at Clipper games.

# HITS CRAPBOOK year 8

PIC OF THE WEEK



## FAST LANE REVISITED

*Ahhhh, Irving and the Eagles. Remember the trashed hotel rooms, the wild rampages, those six-day binges and the wacky, wacky hallucinations? And then there was the stuff the Eagles did!!! Incidentally, "Common Thread" jumped 11-8 this week.*

*(Larry Solters Archives)*

PIC OF THE WEEK



## GROWING UP WITH JIMMY & DONNIE

Look at this photo of young **Jimmy** (l) and **Donnie Jenner** (r) and understand why **Mama Mary** used to always say, "Eat your breakfast and you'll grow up to suck huge sums of money from multi-national corporations while having countless people kiss your butts." **Mama** always knows. Jimmy is displaying why he's known in the business for his ears.

**Congratulations  
on 1,000 issues  
and 22 years**

**from  
your friends at**



# HITS CRAPBOOK year 8

**Doug Morris Named President/COO of Warner Music U.S.**

## MORRIS THE CATCH!!!

### Jim Dandy At Arista

Jim Urie "Geller Can Bend A Fork With His Mind" has been named Sr. Vice President of Sales at Arista Records, it was announced by Arista President "Derek &" Clive Davis.



Jim Urie: Has a meeting with Clive in late '94.

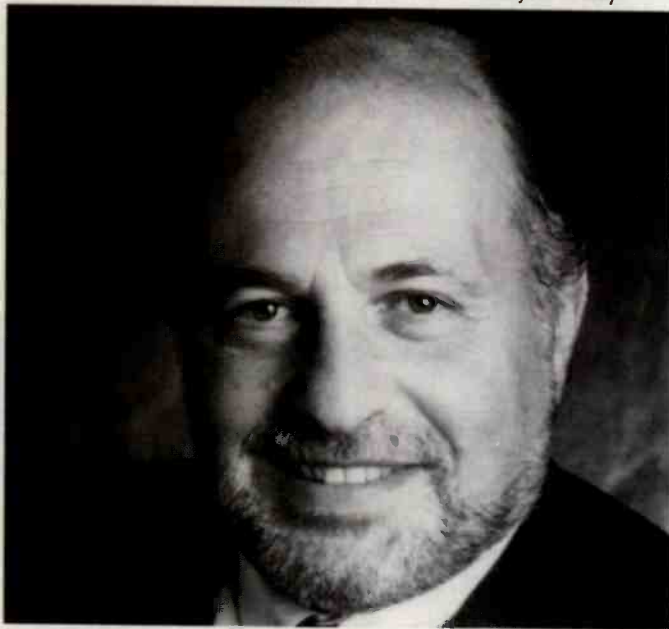
Warner digs Doug. Doug digs Warner. Both probably wish they could dig a large hole in which to bury this rag.

Doug Morris has been named President and COO for Warner Music U.S. by Warner Music Group Chairman/CEO Robert J. Morgado, to whom he'll report. All of Warner Music Group's prerecorded music and entertainment labels in the U.S. will report to Morris, including the Atlantic, Elektra and Warner Bros. family of labels. Morris will now be eligible for a free subscription to *Billboard* and special discounts on lunches in the Warner commis-

sary at 75 Rock.

Commented Morgado: "With Doug's extensive label experience and proven management skills concentrated on our American music and entertainment labels, we can now consolidate our strengths even as we continue to diversify. Doug is that rare executive who understands every facet of the industry. I am confident he will bring the exceptional enthusiasm and spirit of achievement that has been his hallmark at Atlantic."

Of course, our only real achievement after eight years is being able to chew gum and rewrite press releases at the same time... and then just barely.



Doug Morris: Rolling at 75 Rock.

### Jason Grabs Golden Fleece

Jason "Flim" Flom has been upped to Sr. Vice President of Atlantic Records by Co-Chairman/Co-CEO "Snoop Doggy" Doug Morris and label President Danny "Lefty" Goldberg.

Flom, who joined the label in 1979 as a field merchandiser, was most recently the label's VP of A&R. Among his signings are such artists as Skid Row, Tori Amos and Clannad.



Jason Flom: Atlantic argonaut.



**HITS IS ANOTHER YEAR OLDER.  
WE SIGNED A BUNCH OF NEW ACTS.  
DOES ANYBODY GIVE A F\*@K?**



**MySpace Records Welcomes:  
Christina Milian, Meiko, Jordyn Taylor,  
Mateo and Jeremy Greene.**

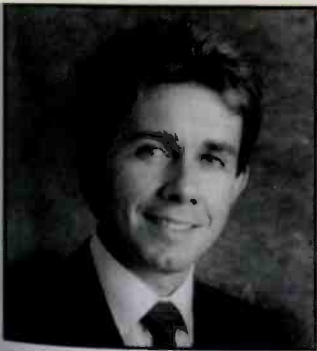
**Oh yeah we also gave away ~500,000  
copies of the new Pennywise album.**



# HITS CRAPBOOK Year 8

## Galante's Goin' South

After four years as President of RCA, Joe Galante returns to Music City, where he has been upped to Chairman, RCA Records Label, Nashville, by BMG Chairman/CEO Michael Dornemann. Galante, who maintained his title as President of RCA Records Nashville while running RCA Records in New York, will have an expanded role as Chairman of the company's operations there.



Joe Galante: He'll rise in the South again.

## EMI Music Picks Rick

Say goodbye to Beavis & Butt-Head and hello to Bandier & Cigar Butts.

Rick "Scene of the" Krim has been named Sr. Vice President, Talent Acquisition and Marketing for EMI Music Publishing Worldwide by Chairman/CEO Martin "Alexander's Ragtime" Bandier.



Rick Krim: From "Unplugged" to song-plugger.

## Close Shave at 550

Hilary Shaev "And A Hair-cut Two Bits" has been named VP Pop & Video Promotion for Sony 550 Music by the new label's GM Polly "Wanna Cracker" Anthony.



Hilary Shaev: 550's first lady of promotion.

## MCA Backs Zach

Zach "Early" Horowitz has been promoted to Chief Operating Officer for MCA Music Entertainment Group by Chairman/CEO Al "Kiss And" Teller, who made the announcement after chugging down several cups of Starbucks' triple-caffeine Cappuccino Blasts.



Zach Horowitz: Sweet dreams are made of this.

## The Way They Are



In what bedazzled industry insiders are calling the trade photo of the century from the tour of the century, Sony Music and Columbia titans experience the breadth, aura and political correctness that is Liza Minnelli. Pictured (l-r): Sony Music Exec. VP Michele Anthony, Columbia President Don Ienner, Liza and Sony Music Entertainment President/COO Thomas D. Mottola. Of course, the songstress attached charges of \$100 for the photo op, \$300 for an actual hand on the shoulder and a \$500 fee for a smile (\$550 with teeth). Naturally, those prices didn't include a Ticketmaster service charge. That's entertainment.



**There is nothing  
Sticky & Sweet  
about your  
1000th issue,  
mostly sour,  
Still, Mazel Tov!**

Madonna & Guy Oseary

# HITS CRAPBOOK

## timeline YEAR 9

"ON THIS, OUR NINTH ANNIVERSARY, we ask you to find comfort in our consistency. Maybe we're the thieving, illiterate scumbags you loathe the whole year 'round, but let's fact it, folks, we're the same thieving, illiterate scumbags you've loathed the whole year 'round for the past nine years. That's important in a world where everything can change in the blink of an eye."

(LETTER FROM THE EDITOR, NINTH ANNIVERSARY ISSUE)



"I was just thinking of killing myself."

Trent Reznor, #410, 9/19/94

## BLAME THEM THEY SAID IT

"The people in my films feel pain when they're shot."

Quentin Tarantino, #415, 10/24/94

"We have a new group called the Dave Matthews Band who have delivered a new album which I just heard for the first time... and it's exciting music."

Butch Waugh, RCA Records, #413, 10/10/94



"The truth is, I hated The Partridge Family... because it was on at the same time as the Knicks games."

Spike Lee, #401, 7/18/94

"Money has never been the main thing for me. It's the legacy that was important."

Berry Gordy, Motown Records founder, #426, 1/23/95

"I'm no gangsta... I make music, know what I'm saying?"

Sean "Puffy" Combs, #441, 5/8/95

"You better not be running any old pictures of me."

Joel Gallen, Tenth Planet Productions, #421, 12/5/94



"That's how I got my 'bad reputation.' I didn't take any shit."

Joan Jett, #404, 8/8/94

"I hate to say this, but at the time, it was like the smart people liked punk, and the dumb people liked Journey."

Howie Klein, Reprise Records, 7/31/95

## MOST POWERFUL SONG

Green Day "When I Come Around"  
(Reprise)

## ALBUM OF THE YEAR

Green Day *Dookie*  
(Reprise)



MAY 1995:

Legendary promotion man and *HITS* executive Charlie Minor is murdered in Malibu and remembered in a special issue by his friends and colleagues.

#410, SEPT. 19, 1994:

Davitt Sigerson is named President of EMI Records. He went on to become a celebrated writer of highbrow porn. Meanwhile, Strauss Zelnick is plucked to become President/CEO of BMG Entertainment by Chairman/CEO Michael Dornemann. Strauss marked his appointment by shaving for the first time.

#412, OCT. 3, 1994:

Andy Schuon is named head of both MTV Music Programming and Talent Relations, which meant he got to renegotiate VJ Kennedy's contract.

#413, OCT. 17, 1994:

Herb Alpert and Jerry Moss ink a distribution deal with Geffen Records for their new Almo Sounds label. Anybody who can remember three acts from said label gets a free 30<sup>th</sup> Anniversary Issue.

#417, NOV. 7, 1994:

Val Azzoli is upped to President of Atlantic Records. [Insert hair joke here.] Danny Goldberg is named Chairman/CEO of Warner Bros. Records by newly named Warner Music U.S. Chairman/CEO Doug Morris. Somewhere, Michael Fuchs is getting ready to pounce.

#419, NOV. 21, 1994:

Jeff Ayeroff and Jordan Harris are named to head Columbia Label Group's West Coast imprint, WORK Group. First time they'd actually WORKED in years.

#420, NOV. 28, 1994:

Polly Anthony is named President of 550 Records and Sr. VP of Epic Records. She was last seen singing back-up on a Pussycat Dolls album. Russ Thyret and David Altschul are named Vice Chairmen of Warner Bros. Records, then resigned Van Dyke Parks and Tiny Tim to the label.

#422, DEC. 12, 1994:

Seymour Stein is named President of Elektra Records by Chairman Sylvia Rhone. That pairing lasted as long as Seymour's leftover Danish from the Rascal House in Miami. Another Warner Music vet, former Elektra head Bob Krasnow, brings his newly formed Krasnow Entertainment Company to MCA.

#427, JANUARY 30, 1995:

Steven Baker is named President of Warner Bros. Records, Howie Kline President of Reprise, Jeff Gold EVP/GM of WB and Rich Fitzgerald EVP/GM Reprise. All four are registered Democrats.

#429, FEB. 13, 1995:

Barry Weiss is promoted to President of Jive Records by Zomba Group Chairman Clive Calder, last seen counting his billions in Bimini.

#436, APRIL 3, 1995:

Bob Jamieson is named President of RCA Records, where Nipper proceeds to pee on his leg. Great golfer Jason Flom is named President of Atlantic's new imprint Lava Records.

#438, APRIL 17, 1995:

With the exit of David Geffen from his namesake label, loyal employee Eddie Rosenblatt is named Chairman and CEO of Geffen Records. He's now commissioner of the Montecito Bocce Ball Tournament.

# HAPPY ANNIVERSARY, HITS!

**Thanks for everything  
you'll NEVER do  
for our clients.**



9100 Wilshire Boulevard  
Suite 700 West  
Beverly Hills,  
California 90212  
Tel: 310.288.8181  
Fax: 310.888.1555

# HITS CRAPBOOK

year 9

## Barry: New Title, Still Jive

Longtime Jive/Zomba executive Barry Weiss "Acre" has been appointed to President of Zomba's highly successful Jive record label, it was announced by Zomba Group Chairman/CEO Clive "Likes His Tea Hotter Rather Than" Calder, officially making him the label's top exec, but still jive.

President Weiss added: "The exponential growth of Jive and its evolution as the world's leading record label is a great source of pride and personal satisfaction for me. However, I must go now and get the crumpets out of the oven. Clive likes 'em chewy and goeey."



Barry Weiss: Oy gevalt!

## Flom Erupts At Lava

The Atlantic Group has launched a new label, Lava Records, with Atlantic Group President Val "E. Of The Dolls" Azzoli naming label A&R executive Jason Flom "Bay" President of the imprint. Flom will remain Sr. VP of Atlantic Records while the new label will employ a core A&R, promotion and marketing staff to work in close conjunction with various Atlantic departments and hog the office FAX and coffee machines.



Jason Flom: Don't call him Phlegm.

## Danny Goldberg Assumes WB Throne

# IT'S OFFICIAL!!!

## Sony Turns To Asher

Peter "Ashes To" Asher has been named Senior Vice President, Sony Music Entertainment by President/Chief Operating Officer "No Doubting" Thomas D. Mottola, who immediately vented his anger at Asher by sending him to NARM.



Peter Asher: Will Gordon now hit him up for a loan?

How'd you like to have this guy's frequent flier miles? **Danny Goldberg** has been named Chairman/CEO of Warner Bros. Records by Warner Music U.S.'s new Chairman/CEO **Doug Morris**.

Most recently President of Atlantic Records, Goldberg originally joined the label in 1992 as Sr. Vice President and before that, headed his own Gold Mountain Entertainment management firm. Geez, can't this guy keep a job?



Danny Goldberg: Doin' the bi-coastal Bunny Hop.

# Who?



**Lisa Marie** is beautiful, talented and intelligent. She is a loving mother, a caring wife and an exemplary citizen whose inner compassion, caring and concern ensures she will be a pivotal force in this country's social consciousness. She is a queen, a diva, a goddess. Oh yeah, that's **Mr. Presley** (center) at the recent VH1 Honors, surrounded by (l-r) VH1 President **John Sykes**, MTV Networks Chairman/CEO **Tom Freston**, 550 Music President **Polly Anthony** and VH1 Sr. VP Music and Talent Relations **Wayne Isaak**, who was showing a peculiar interest in the guest of honor's petting zoo.

# RAPBOOK

## Columbia Takes A Walk

Charlie Walk "On The Wild Side" has been upped to Director of Pop Promotion for Columbia Records by VP Pop Promotion Jerry "The Rocket's Red" Blair.

In his new role, Walk will concentrate on maximizing airplay for Columbia artists at radio while perfecting his smoldering Brad Pitt impression. He will travel "extensively and endlessly" to these stations on a regular basis while working hand-in-hand with Columbia's local staff to find this country's best Motel 6.



Charlie Walk: Gave up the cover of GQ for this?

## It's A Done Deal!!!



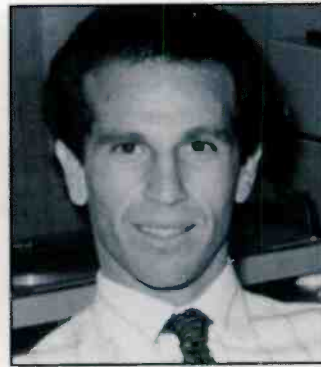
Geffen



Ostin



Waronker



Ostin

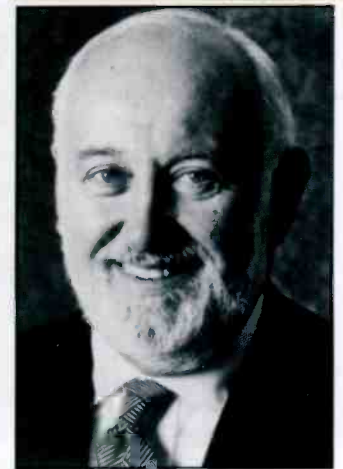
As you read this, Mo Ostin, Lenny Waronker and Michael Ostin will be officially signing their long-rumored deal with David Geffen and DreamWorks.

## Bruces On The Loose at Capitol

There are a coupla new bosses named Bruce at Capitol Records. Bruce Kirkland "Of A Thousand Dances" has been promoted to Executive Vice President while Bruce Lundvall "E. of the Dolls" is upped to General Manager, East Coast, at Capitol Records by label President "Ere's" Gary Gersh.



Bruce Kirkland: More power at the Tower.



Bruce Lundvall: Holding his breath until he turns Blue Note.

# That's PRESIDENT Polly!

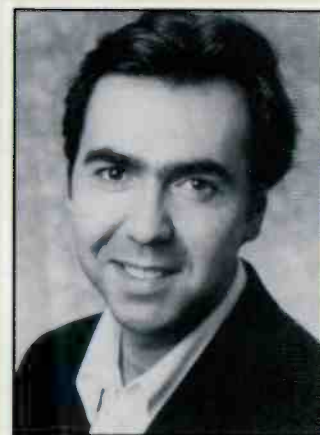
"Good Golly Miss" Polly Anthony has been named President of Sony 550 Music and Sr. Vice President for the Epic Records Group by Epic Records Group Chairman David "Elmer's" Glew. Ms. Anthony will continue to report to Glew and Epic Records President Richard Griffiths "Park."



# BOOK year 9

## Polydor's Gattfield Goes West

Polydor Records U.S., formerly part of the PolyGram Label Group, has moved to Los Angeles under new President Nick "Felix The" Gattfield, it was announced by PolyGram Holding Inc. President Alain "You Don't Have To Be Jewish To Love" Levy.



Nick Gattfield: Westward ho!

## Riccitelli Goes Island-Hopping

Joe Riccitelli "Savalas" has been appointed Senior Vice President of Promotion for Island Records by label President/CEO John "Rhu" Barbis.



# These People SHOULD Be Together



Def Jam ruler **Lyor Cohen** (l) enjoys an ample meatball dinner with Island's own ample meatball **Joe Riccitelli**. Though the two industry titans look less than thrilled at the sight of our photographer's presence at their table in the photo on the left, they were all smiles in the photo on the



right when we told them that the photo shoot was for a special "Music To My Ears" Billboard column focusing on industry cheeseballs. We see, once again, that everything goes better with Timbo.



**1000** times at bat  
and **HITS** is still hitting **1000**



**MMG**  
MOREY MANAGEMENT GROUP

# HITS CRAPBOOK

## Barnett's Epic Move

Steve "Beat Me Daddy Eight To The" Barnett has been named Senior Vice President International for Epic Records Group by label President Richard "Ill" Griffiths.

Based in New York, Barnett will work closely with Sony Music International in the development and implementation of worldwide marketing campaigns for Epic Records Group artists and smuggling in cheap goods made by illegal child laborers working in Kathie Lee Gifford's Honduran sweat shops.



Steve Barnett: Needs this story translated into English.

## Fontaine Goes To Work

Justin "Three Coins In The" Fontaine has been appointed Vice President Pop Promotion for the WORK Group by the label's Sr. VP Promotion Burt "Ban The" Baumgartner.

Fontaine will be responsible for all WORK Group activities relating to pop radio promotion, trade publications and field staff management, including the use of HITS magazine to paper-train his pet dog.

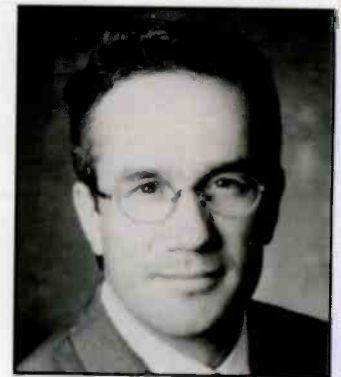


Justin Fontaine: Will WORK for food.

## Tom Is On Columbia's Side

Tom "A Horse Is A Horse Of Course Of" Corson has been appointed Sr. Vice President Marketing for Columbia Records by label President Don "Te's Inferno" Jenner.

Corson will oversee the development and implementation of the marketing objectives for Columbia artists spanning a wide variety of musical genres and debate German history with Marge Schott. His areas of direct supervision will include marketing and product management, video production, media and creative services and directing mosh pit traffic at Stabbing Westward shows.



Tom Corson: Putting his Sorry side up.

## BMG Picks Strick

Danny Strick "Nine" has been promoted to President of BMG Songs, the U.S. division of BMG Music Publishing, by BMG Music Publishing Worldwide President Nicholas Firth "And Goal To Go."

Strick, who joined BMG Songs in 1989, was previously Sr. VP/GM of the company in charge of the L.A. and N.Y. offices. His expanded responsibilities will include BMG's Nashville and Contemporary Christian offices, its recently established U.S. Latin office in Miami and gargling bongwater with Cypress Hill.

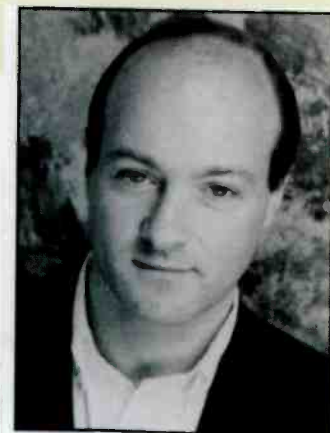


Danny Strick: BMG whiz.

## Massey Appeals to Epic

David Massey "Star" has been named Senior Vice President for Epic Records by label President Richard "The Lion-Hearted" Griffiths.

Massey will work closely with Griffiths on a wide range of creative issues while continuing his A&R and International Marketing activities, including the development and direction of marketing campaigns for the label's international roster of artists and singing back-up harmonies on Oasis records.



David Massey: An Epic "Supernova."

**Ummm....  
we got nothin'.**

**MERGE**  
RECORDS

What Can You Say About Two Massive Moves In One Day? Well Howabout.....

# IT'S "SHOWTIME" year 9 AGAIN!!!

**D**id someone say, "Things are starting to calm down again"? Wrong. Before you turn to this week's "Near Truths" column on page 19, let's do a quick rundown of what went down just after we went to press last week.

Time Warner fires **Michael Fuchs** and gives the music division to film heads **Bob Daly** and **Terry Semel**. On that same day, MCA fires **Al Teller** and names **Doug Morris** Chairman of the MCA Music Entertainment Group. Whoa.

Now what? For more on the fallout from the 12 hours that shook an already shaken music industry, see

**NEAR TRUTHS**  
BY I.B. BAD, LOS ANGELES



Doug Morris



Bob Daly



Terry Semel



Al Teller



Michael Fuchs

## Boberg, Lewinter & Horowitz's Universal Appeal



Doug Morris:  
The new MCA rises.



Jay Boberg:  
Miles to go before he sleeps.



Mel Lewinter:  
MEG's a Lewinter wonderland.



Zach Horowitz:  
More riveting than ever.

# A Hayseed Grows In Sherman Oaks

It wasn't that long ago that Todd "Elmer" Hensley was a hick from Texas, wet behind the ears and fresh off some P-19 in Cowpie country. Six years later, he's still the same, right-wing, white trash, NRA-supportin', tobacco-chewin', bong-toring redneck stud, but now he's added HITS Sr. Broadcast Editor to his list of non-accomplishments.

Commented the former radio programmer who spent the last seven years at HITS interfacing with radio: "Excuse me while I take this humongous bong hit. I owe this promotion to all the people that came before me and if you'll give me a second, I'll try to think who they are.... By the way, did Federal Express leave with my packages yet?"

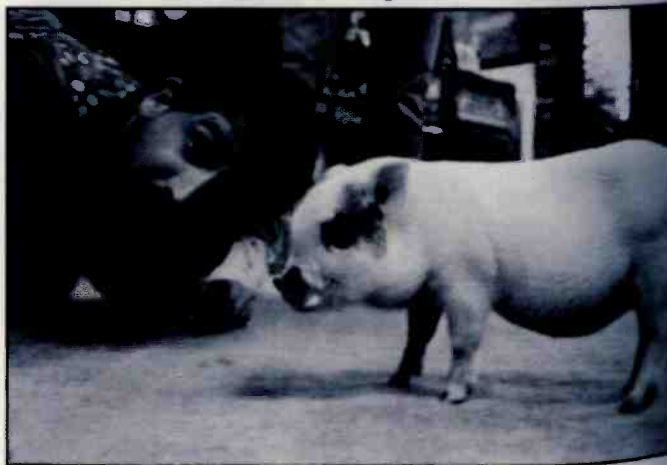
Added HITS Editor-In-Chief Lenny Beer: "Todd not only has a keen perception of

the entire marketplace, but he's built solid relationships based on trust at both radio and the record labels. And as soon as I let him meet me, I might just let him know that."

HITS Publisher Dennis Lavinthal was on vacation and unavailable for comment.

Before he came to HITS,

Hensley programmed radio for three cows and a couple of sheep, one of whom doubled as his girlfriend. His favorite activities include getting high and falling down, chewing on a long stalk of grass and flooding the Internet with photos of Murphy using common garden vegetables in creative ways.



Mr & Mrs. Todd Hensley

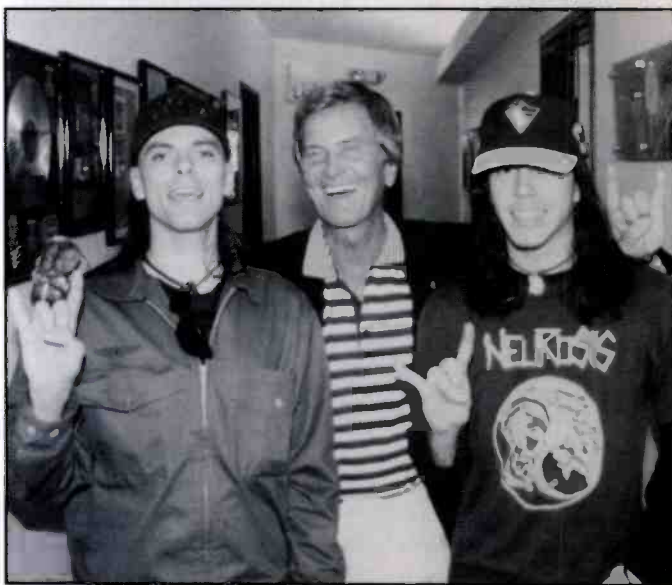
# BOOK

## Herb & Jerry's Almo Sounds Off



Herb & Jerry:  
Remember the Almo.

## He Wants To Puke On His White Bucks



The legendary **Pat Boone** stopped by the HITS cesspool in Sherman Oaks, where a half century of mainstream American adulation was eradicated by ten minutes with our puss-brained, pinko societal rejects. Hey, he lived through "You Light Up My Life," he'll survive this. In the photo on the left Pat worships the devil and



ponders genital piercing with the Rock Department's **Jimmy "Satan" Stewart** and **Dev "Satan Jr." Gilmore**. On the right, Pat flashes back to every annoying Catskill comedian he's ever had to endure as he poses with our Senior Editor **Shucky "Oy Veykin" Trakin**. Pat is far too cool to have to do this.

# HITSCRAPBOOK

## timeline YEAR 10

"OH SURE, OUR TEN YEARS OF PUBLISHING MAY SEEM PATHETIC, but hey, they've been consistent. We suck, you buy ads, we cash your check, we suck some more. In a way, it has a tidal rhythm. It's a relationship even Yanni would be proud of."  
(LETTER FROM THE EDITOR, TENTH ANNIVERSARY ISSUE)



Doug Morris is stunningly canned by 20-year Time Warner vet and former HBO Chairman Michael Fuchs, who was tapped by TW head Gerald Levin to succeed Bob Morgado. Morris' hand-picked choice over U.K.'s Rob Dickens, Danny Goldberg is also forced out at WB, succeeded by longtime label loyalist Russ Thyret. Fuchs lets Interscope split for Universal, then gets canned himself by



Levin and replaced by WB Pictures co-heads Bob Daly and Terry Semel. Mo Ostin and Lenny Waronker join Spielberg, Geffen and Katzenberg's DreamWorks SKG to start a new record label. Steve Baker is named the new President of WB; Ex-Sire GM Howie Klein is tapped to head Reprise.

Alanis Morissette's *Jagged Little Pill* is released on Madonna's Maverick, sells more than 14 million copies.



### MOST POWERFUL SONG

Alanis Morissette "You Oughta Know" (Maverick/Reprise)

### ALBUM OF THE YEAR

Alanis Morissette *Jagged Little Pill* (Maverick/Reprise)

Edgar Bronfman Jr.'s Seagram acquires 80% of MCA, Inc., renames it Universal Music Group, places recently fired Warner Music Group boss Doug Morris in charge of entire operation after bringing him in to head the Rising Tide

label, later Universal Records. Morris then named marathon man Daniel Glass President of the label and Monte Lipman head of promotion. Lipman would later become Universal, then Universal Republic, chief. Shanna Fischer named head of promotion at Wind-Up Records.



## BLAME THEM THEY SAID IT



"It truly is a self-indulgent record in so many ways."

Alanis Morissette, #456, 8/21/95

"They cut off my subscription when I stopped writing for them, so I don't really know what's going on there now."

Danny Fields, ex-Far Truths columnist, #457, 8/28/95

"In my wildest imagination, I could never have predicted any of the events which have transpired during the past two years. And I don't think anybody else could have."



Mo Ostin, DreamWorks, #464, 10/16/95



"That's the problem I have with the Rock and Roll Hall of Fame. It becomes a shrine to your underwear."

Mick Jagger, #474, 1/8/96



"I don't have to say what keeps me here; it's self-evident. Frankly, the concept of not doing it seems ridiculous right now."

Clive Davis, Arista Records, #483, 3/11/96



"If the milk industry can make their produce seem sexy and increase consumer demand, there must be hope for music."

Gary Arnold, Best Buy, #485, 3/25/96



"The truth of the matter is that I'm still in the record business. Most of those prosecuting me either quit, were fired or were sanctioned."

Joe Isgro, #488, 4/15/96

# MEET HARVEY LEEDS

Legendary  
Music Industry Hotshot,  
Brilliant Gift-Giver.

In his 35+ years in the music business, Harvey Leeds made many innovative and creative decisions. (At least that's what he told us and we're not big on fact checking.)

But there was at least one decision Harvey made that was *indeed* "innovative and creative." While Vice-President of Promotions for Epic Records, Harvey gifted every member of his staff — *and* every music industry weasel he wanted to shamelessly suck up to — with a two-year subscription to MAD Magazine. Harvey was such a genius, he ordered over 200 subs as holiday gifts.

For 24 straight months, Harvey's friends (and enemies) were treated to some of the best comedy and satire around from MAD, America's premier humor magazine.

Well now, you can be a genius, too.

Order a minimum of 50 gift subscription to MAD and you'll get a special "Harvey rate" of just \$29.99. That's a mere \$1.25 per issue, 75% off the newsstand price! Order 200 subscriptions and we'll have Harvey personally call and tell you how innovative and creative *you* are.

To get your MAD holiday gift subscriptions going and be recognized as a genius, simply send your list of names and addresses to [subscriptions@madmagazine.com](mailto:subscriptions@madmagazine.com) with the subject line "Harvey Hits Offer." Hurry! Offer expires when Harvey does.

# MAD

Harvey Leeds is currently President of Headquarters Media Thinkers. [Harvey@HarveyLeeds.com](mailto:Harvey@HarveyLeeds.com)  
The omission of HITS and its 22nd anniversary in this ad was intentional. Honestly, we don't care.



## Why Did Gavin Agree To This?

The legendary **Gavin MacLeod** is suckered to appear on the cover of our Gavin Convention issue 1991. We tried to be clever. We failed. So has this Tenth Anniversary Issue.

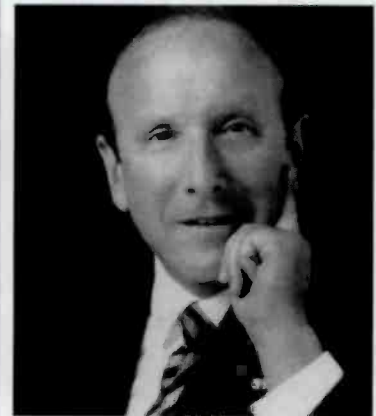


## WHO'DA THUNK?

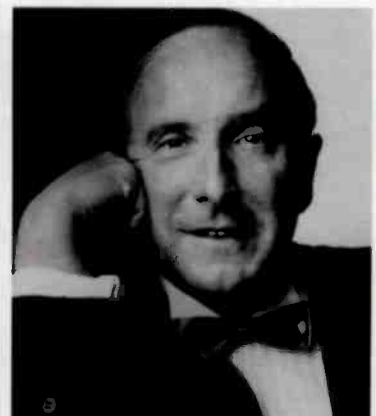
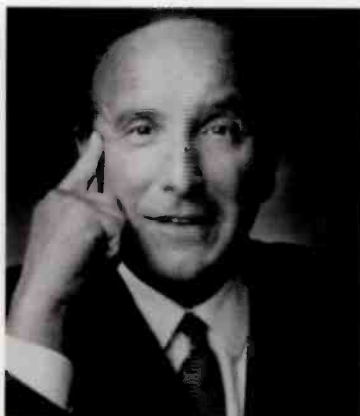
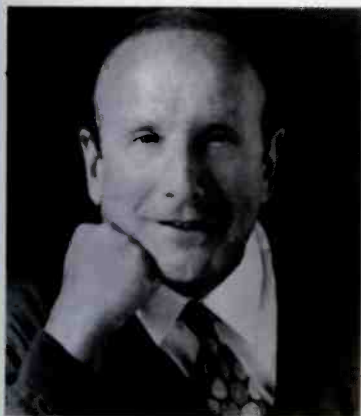


And to think you probably woulda smacked the hell out of music industry powerbrokers **Howie Klein, Rich Fitzgerald** and **John Branca** if you knew them back then. To know HITS is to read *Billboard*.

## You've Gotta Hand It To Clive



Ten years of **Clive Davis** press shots. Unfortunately for this magazine, he kept his other hand firmly around his wallet.





# year 10 **HITS CRAPBOOK**

The Name Is Sincoff....

## Milton Sincoff

IT AIN'T EASY BEING THE MUSIC INDUSTRY'S HOT, HEAVING, STUDDUFFIN



Every once in a while a true visionary steps forward and dazzles the entire music industry with dynamic charisma, charm and wit. Arista Sr. Vice President of Manufacturing and Production **Milton Sincoff** is just such a visionary. Plus, he's got some cute buns. God bless you, Milton, for letting us drag you through ten years of this crap.

## Q Ten Years Of Photos That Phil Q Wishes We'd Thrown Out Is Short For Quartararo

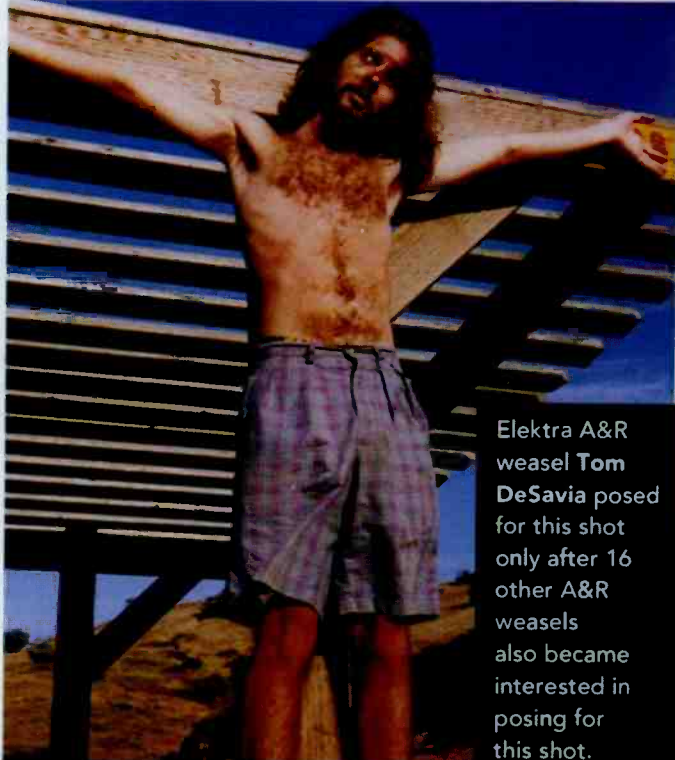
Virgin President **Phil Quartararo** has provided us with many fine photos over the past ten years. That wasn't very smart of him.



# HITS CRAPBOOK

Year 10

## Losing Our Religion



Elektra A&R weasel **Tom DeSavia** posed for this shot only after 16 other A&R weasels also became interested in posing for this shot.

## “Matsu-Who?”

“Golly, we took the Japanese for a ride, didn’t we, fellas?” guffawed MCA’s **Lew Wasserman**, great American **Charlton Heston** and MCA’s **Sid Sheinberg** before kicking the hell out of a Toyota that happened to be parked nearby. In related news, a P12 in Iowa added “The Macarena” this week. This really is **Ronald Reagan’s** America, ain’t it, folks?



## HE LOVES RECORD EXECUTIVES



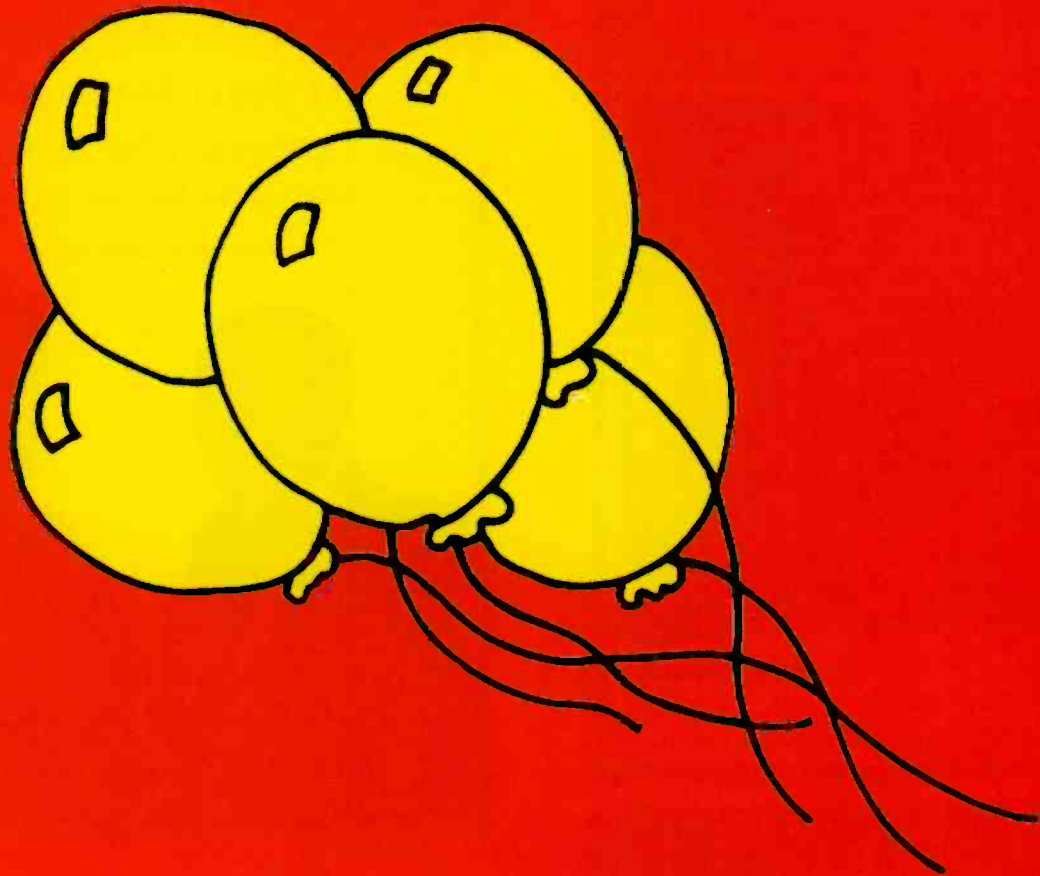
**George Michael** tells his new Virgin bosses **Nancy** and **Ken Berry** that he’s oppressed and misunderstood, and unless they smile like they mean it, he’s gonna drag their sorry asses into court. For HITS readers, ten years is like a death sentence.

## Promotion Men Stick Together



“And this is the nice man who just tried to goose your mother,” said Arista’s **Richard Palmese** to his young son **Richie** as a somewhat startled **Lana Palmese** noticed **Hillary** gently blowing in the ear of a secret service agent. Whaddya want, folks? They’re from Arkansas!!!! Thank you. We needed that.

AS WE CELEBRATE OUR 25TH ANNIVERSARY,  
CAROLINE DISTRIBUTION WANTS TO CONGRATULATE  
HITS MAGAZINE ON 22 YEARS OF EXCELLENCE!



**caroline**  
**DISTRIBUTION**

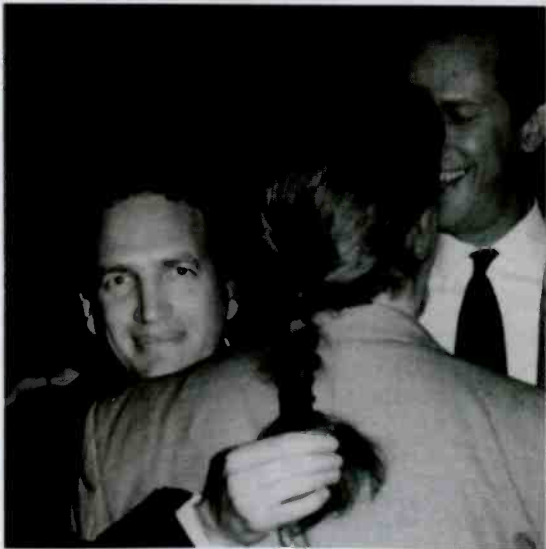


CONGRATULATIONS ON 1,000 ISSUES!

# HITS CRAP BOOK

## A Tenth Anniversary

M O M E N T



Jordan Harris, Jeff Ayeroff and Jim Swindel:  
Tug once: "I love....." Tug twice: "Me."

*"Gosh, this is the exact same pose I'll use with the next 11 presidents of my record company,"*

remarked **Jon Bon Jovi** to PolyGram

President **Dick Asher**.



## KEEPING IT REAL



Mercury ruler **Danny Goldberg** (3rd from l) is seen here with one of those ground-breaking indie rock acts that he has built his reputation on. Shortly after this photo was taken, the Mercury chief also spoke with great enthusiasm about a fresh face on Mercury named **Lionel Richie**. Ah, the Alternative Revolution. That's manager **Doc McGhee** asking the immortal question, "Hey, where's **Dick Asher**?" Ten years ain't pretty (or funny), folks.



"Crap, I forgot to pick up Clive's dry cleaning," said then-Arista Promo guy (and now Crave Records President) **Rick Bisceglia**. That's **Keith Naftaly** and **Whitney Houston** wondering if they can write off this photo as a charity deduction. If you could sum up the excitement of the music industry in one word, it would be "Bisceglia."

**We can't  
believe  
you guys made it to  
1000!  
Now leave us  
alone!**

**From Chris, Jeremy  
Kenny and all  
your friends at  
Chrysalis**

Great Writers  
Great Songs

  
**Chrysalis**  
Music Group USA

# HITS CRAPBOOK

## timeline YEAR 11

"HOW DOES A TRADE MAGAZINE CONTINUE publication without a living staff to support it, you ask? Anyone who's read our sorry, lifeless rag over the course of 11 lifeless years knows the answer."

(LETTER FROM THE EDITOR, ELEVENTH ANNIVERSARY ISSUE)



Virgin Records breaks the Spice Girls in the U.S. We mutilate the Spice Girls dolls and display them in our office.

Al Cafaro rises to Chairman of A&M, with John Barbis named President at A&M Associated. Herb, Jerry and Gil spend the millions they got from PolyGram for the label.

Walter Yetnikoff launches Velvel, which turns out to be Yiddish for Fiasco, signing a deal with EMI Canada which cost the company several million pounds of back bacon.

Two middle-aged guys named Raphael and Antonio create a band called Los Del Rio and a dance craze called the Macarena that makes mucho bucks for BMG and makes Strauss Zelnick look like a genius.

C. Delores Tucker sues the Tupac Shakur estate because one of his songs caused her and her husband so much stress they could no longer enjoy sex. Still, that was no excuse for her sleeping with Suge Knight.

Virgin Records celebrate the reign of Ken and Nancy Berry, who throw some of the greatest parties this industry has ever known at their Beverly Hills mansion. At least that's what we hear since we were never invited.



Warner Bros. movie execs Robert Daly and Terry Semel complete the transition at the music group from Bob Morgado through Doug Morris to Michael Fuchs. Things haven't been the same since.

Van Halen loses Sammy Hagar, regains David Lee Roth for a moment during that year's MTV VMAs, only to end up with Gary Cherone in one of the most amazing cases of musical chairs ever.

Sheep cloning is all the rage, as HITS turns the legendary Milton Sincoff, Don Benson, David Adelson and even Tim White into derivatives of Dolly.

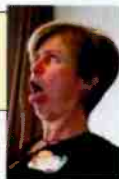


Al Teller's Red Ant promises to revolutionize the business by hiring the likes of Ruben Rodriguez, Randy Phillips, Randy Miller and Nancy Levin. And look what happened to them.

Sean "Puffy" Combs and Faith Evans announce a special tribute to the late Notorious B.I.G. in New York before both change their names and go undercover.

HITS receives a letter from Gina Gershon's lawyers demanding a retraction for a fabricated photo caption quote on April 1 (hint, hint) regarding Joe Eszterhas and her participation in *Showgirls*: "See, it's like Joe told me during casting: it's really a very pro-female film in the way it depicts women as lap-dancing, giggling, omni-sexual, disposable fleshtarts who gladly sell each other out for rent money... Hey, wait a minute!" Gershon went on to make the lesbian S&M flick, *Bound*.

HITS magazine now comes out on Wednesday rather than Thursday. No one gives a damn.



### MOST POWERFUL SONG

No Doubt  
"Don't Speak" (Trauma/Interscope)

### ALBUM OF THE YEAR

Celine Dion  
*Falling Into You* (550 Music)

### BLAME THEM THEY SAID IT

"I'm the luckiest guy in the world. I've done all the big record company stuff and I'm now doing exactly what I want to do with a small group of friends."

Bruce Lundvall, Blue Note, #507, 8/26/96

"We feel the package we've been putting it in is a little stale. And we kinda wanted to shake it up."

Judy McGrath, MTV Networks, #519, 11/18/96

"Most A&R people are clueless... I can't see a lot of them being around 20 years from now."

John David Kalodner, Columbia Records, #545, 6/2/97



"I try to chew my life carefully before I swallow it."

Robyn Hitchcock, #510, 9/16/96

"I don't live for death. I live to live."

Johnny Cash, #519, 11/18/96



"My job is not to make end-of-the-year budgets look good. My job is to get as many people into recovery as possible."

Buddy Arnold, Musicians' Assistance Program, #524, 12/23/96

# HITS CRAPBOOK

## TIME FOR A TIMBO BOOTY—CALL



Finally. Billboard Editor In Chief **Timothy White** revealed to a hungry public last week the secret to his enormous personal magnetism. Is it humid in here or is it just Timbo?

"[My] emotions and philosophies... inform my motivations for regularly wearing a strange, four-in-hand freestyle polka-dot bow tie.... I happened to think it looked kinda sharp... and I sensed girls might go for it (which they did)...." —*Timothy White; Billboard, March 29, 1997*

Wheeeeeeee-hawwwww!!!! Them's ga's at HITS been as sweet on ol' Timbo as a two-pound tic on a cow's beehind!!!



**Jenni Reddington,**  
Retail Coordinator:

"It takes me back to my childhood bedroom and those long, dark nights under the covers with my Howdy Doody doll."



**Anna Osborn,**  
Marketing:

"I'd do anything to be Timbo's bimbo—that bow tie makes me boil!"



**Nicole Tucantins,**  
People Person:

"What else can he tie in a knot?"



**Tami Packley,**  
Research Editor:

"It's the way his finely starched Oxford shirt presses oh-so-tightly against his sinewy torso..."



**Jennifer Norwood,**  
Rap Editor:

"It's true—Timbo is the sexiest, sharpest-dressed white man I know. He's helladope!"



**Rebecca Esmerian,**  
Editorial Designer:

"Keith Richards has never been seen in a bow tie."



**Mike Murphy,**  
Special Projects:

"I'd like to show him my itty bitsy teenie weenie yellow polka dot bikini."

## Pic Of The Week



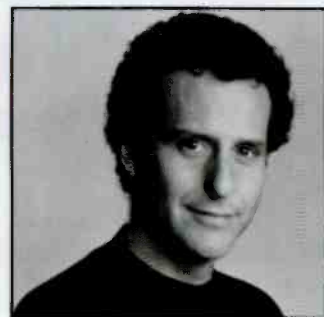
## Hands Off Approach

That's RCA President **Bob Jamieson** (l) and RCA Executive VP/GM **Jack Rovner** (r) flanking RCA goddess **Robyn** during one of those Kodak moments that will undoubtedly turn Robyn into a homicidal maniac. Bob and Jack are displaying the number of brain cells required to read the trade rag held by the young singer, while Robyn is displaying the number of lawyers she will use to obtain compensation for career damage caused by this photo.

# HITS **CRAF**

## Mercury Breaks GlassNote

He's back in the race. Veteran record executive Daniel Glass brings his indie GlassNote recording company into Danny Goldberg's Mercury fold after inking a first-look pact which includes training Goldberg for next year's Marathon and improving his taste in expensive Italian leather loafers.



Daniel Glass: All set for another run at the top.

## Shaev Makes 550 Music Cut

Hilary Shaev "And A Haircut Two Bits" has been upped to Senior Vice President Promotion for 550 Music by label President Polly Anthony "And Cleopatra."

Shaev will oversee all activities of 550 Music's Promotion Department, including the establishment of the official line for the office NCAA basketball pool and dealing autographed black-market Grant Hill breakdance mats.

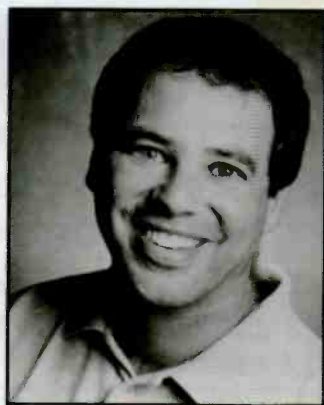


Hilary Shaev: President Polly's First Lady.

## Mercury's Keen On Greenberg

"New Year" Steve Greenberg has been named Senior Vice President/Head of A&R for Mercury Records by label President/CEO Danny "Mining For" Goldberg.

As Sr. VP and Head of A&R, Greenberg will serve as the creative head of the A&R department, continue to sign new talent, work with the current artist roster and sneak Hanson into R-rated movies. All newly hired A&R executives will report to Greenberg.



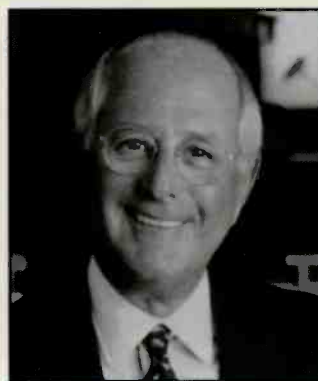
Steve Greenberg: You could call his rise Mercury-al.

## EMI OH MY!!!

Massive changes swept MEMI Music over the Memorial Day weekend, with the exit of EMI-Capitol Music Group North America Chairman/CEO Charles Koppelman and Executive VP/GM Terri Santisi and the subsequent ascension of EMI and Virgin Worldwide topper Ken Berry to the post of President of the newly created EMI Recorded Music.



Berry



Koppelman



Santisi

## Justin Time At Capitol

Justin Fontaine "Bleu" has rejoined Capitol Records as Senior Vice President of Promotion, it was announced by Sr. VP Promotion Phil "His Arm Is Off" Costello.



Justin Fontaine: WORKing his way back to Capitol.

## Barnett Set At Epic

Steve Barnett "Scape" has been named Senior Vice President Worldwide Marketing for Epic Records by Epic Records/550 Music President Polly "Graph Test" Anthony.



Steve Barnett: 1,987,967th in line for British crown.



## Boffo Bogart Bash

### ASK HANSON!



#### Top 10 Teens' Tips for Tots

**DEAR HANSON:** I'm 11 and I play in a band but I'm, like, not good looking and I have acne. How can I be as successful as you guys? **BUTT-UGLY IN BARSTOW**

**Dear Butt:** Bummer. You should probably do techno, because a lot of those dudes are, like, gnarly to look at. But if you've just gotta rock, remember: it's never too early for plastic surgery.

**DEAR HANSON:** Me and my nine-year-old brother just finished our demo tape, and our lawyer says there's a "bidding war" to sign us. What do we need to know to survive in the music business? **BUZZIN' IN BOISE**

**Dear Buzzin':** The most important thing you need to know is that music business people will probably want to have meetings with you in unusual places, like the shower. It helps them relax. And sometimes they like to wrestle, too.

**DEAR HANSON:** There's this creepy guy who follows me home after school and tells me that if I ride with him in his van he'll give me anything I want. Should I give him a copy of my tape? **TROUBLED IN TAMPA**

**Dear Troubled:** You never know who can help your career. This business is all about relationships.

**DEAR HANSON:** I'm 15, and I just found out that my contract says I have to give massages to the CEO of my record company. Is this normal? **BAFFLED IN BOSTON**

**Dear Baffled:** I know it sounds weird, but everybody at my label says it's normal. And remember, music executives have a lot of stress. Massages help them relax.

**DISCLAIMER: OF COURSE HANSON HAD NOTHING TO DO WITH THIS... THEY WERE TOO BUSY FULLY STOKING OVER THEIR RAD LP DEBUT.**



Industry kingpins gather to kick off the 1997 Neil Bogart Memorial Fund 1997 Children's Choice Award gala honoring **David Foster**. The group also planned to further honor the memory of the legendary Bogart by bringing PolyGram to the brink of bankruptcy. Seen standing by as **Irving Azoff** lifts **Bob Daly's** wallet are (l-r) Warner Chappell Chairman/CEO **Les Bider**, CAA honcho **Tom Ross**, Revolution's Azoff, Warner Music Group Chairman/CEO **Daly**, honoree **Foster**, his wife **Linda Thompson** and Bogart Fund Founder **Joyce Bogart Trabulus**.

## Lost Without MAP



A huge boffo gathering took place at Billboard Live recently to benefit Musician's Assistance Program (MAP), the non-profit music industry program that offers assistance to industry members and musicians struggling with drug and alcohol problems. Seen wondering how to ditch the loud obnoxious sitcom actress emcee are (l-r) **Peter Case**, Show emcee and co-star of groovy sitcom "Ink," **Jenica Bergere**, MAP Founder and CEO **Buddy Arnold**, MAP's **Carole Fields**, **Steve Earle**, **Art Alexakis** of **Everclear** and **John Doe**.

## Zee Tough Love, No?



Ordinarily, three young brothers from Tulsa would have a tough time getting the attention of the top executives of a multinational conglomerate. But when said brothers have a hit record on their hands, things can get all down-home and buddy-buddy reeeeeeeal fast. Shown bonding Oklahoma style are (l-r) Mercury President/CEO **Danny Goldberg**, Hanson's **Zachary, Taylor and Isaac**, PolyGram Holding President/COO **Eric Kronfeld** and PolyGram President/CEO **Alain Levy**, who noted: "You boys write zee heet songs, zen we let you out of zees darkened room, oui?"

## Pearsons Procreate

At 1:53 PM, Sunday, September 14, Valerie Pearson, wife of HITS Retail Editor Mark Pearson, gave birth to son Connor Mark Pearson. The 7 lb. 2 oz., 19.5" bundle of joy immediately joined his proud parents and brother Bennett in celebrating Musicland's successful negotiations with suppliers. Later, Mark lulled Connor to sleep by reading excerpts from "Rerap."



# HITSCRAPBOOK

## timeline YEAR 12

"HITS IS A MUSIC TRADE MAGAZINE that has been just okay for twelve years. HITS magazine puts the important idea of mediocrity into practice with average writing, kind of humerus photo captions and probably sort of accurate reporting."  
(INTRODUCTION TO TWELFTH ANNIVERSARY ISSUE)

### BLAME THEM THEY SAID IT



"It is really down to the managements of the two groups to now figure out what the best consolidation opportunities are and how we can make those labels, as we combine them, the strongest possible organizations in the industry."

**Edgar Bronfman Jr., Seagram, #595, 5/29/98**

*"If you're disadvantaged and life is kicking your ass, then I could think of much worse things you could do than smoke a little herb."*

**Ben Harper, #553, 7/25/97**

*"If you want to abuse a member of my staff, abuse me and see if you get away with it."*

**Rudy Giuliani, Mayor of New York about his feud with Grammy boss Mike Greene, #580, 2/13/98**



*"I will not dignify personal attacks with a response. It is possible the writers were just duped by individuals with an ax to grind."*

**Michael Greene, NARAS, #582, 2/2/7/98**

*"It doesn't matter what you say, as soon as you've said it, it's been robbed from you."*

**Thom Yorke, Radiohead, #559, 9/5/97**



**Seagram** purchases **PolyGram** for \$10.4 billion, engineered by **Edgar Bronfman Jr.**, who joins it together with **Universal Music Group** to create the world's largest musical cocktail, prompting an endless variety of wine cooler and 7 & 7 jokes.

**Bob Cavallo** is named head of the newly formed **Buena Vista Music Group**, which gives him free front-of-the-line passes for Space Mountain and credit from **Bob Pfeifer's** account with **Anthony Pellicano**. He then makes the fatal mistake of hiring **Abbey Konowitch**.



**Andy Gershon, Mark Williams** and **Scott Litt** form **Outpost Recordings**, and are promptly never heard from again.

**Mariah Carey's Crave Recordings** hires industry vet **Rick Bisceglia**, who promptly has her released from house arrest.

**Columbia** promo domo **Charlie Walk** poses with a chimpanzee and is still trying to live it down.



**Ray Cooper** and **Ashley Newton** are named **Virgin Records America** Co-Presidents, and still don't get invited to any of **Nancy Berry's** parties, but they do get to borrow **Ken Berry's** ties.

**Westwood One** Chairman **Norm Pattiz** bids \$20k at a City of Hope auction to be Editor of **HITS** for a week. One of his first tasks is to shave Sr. Editor **Roy Trakin's** back.



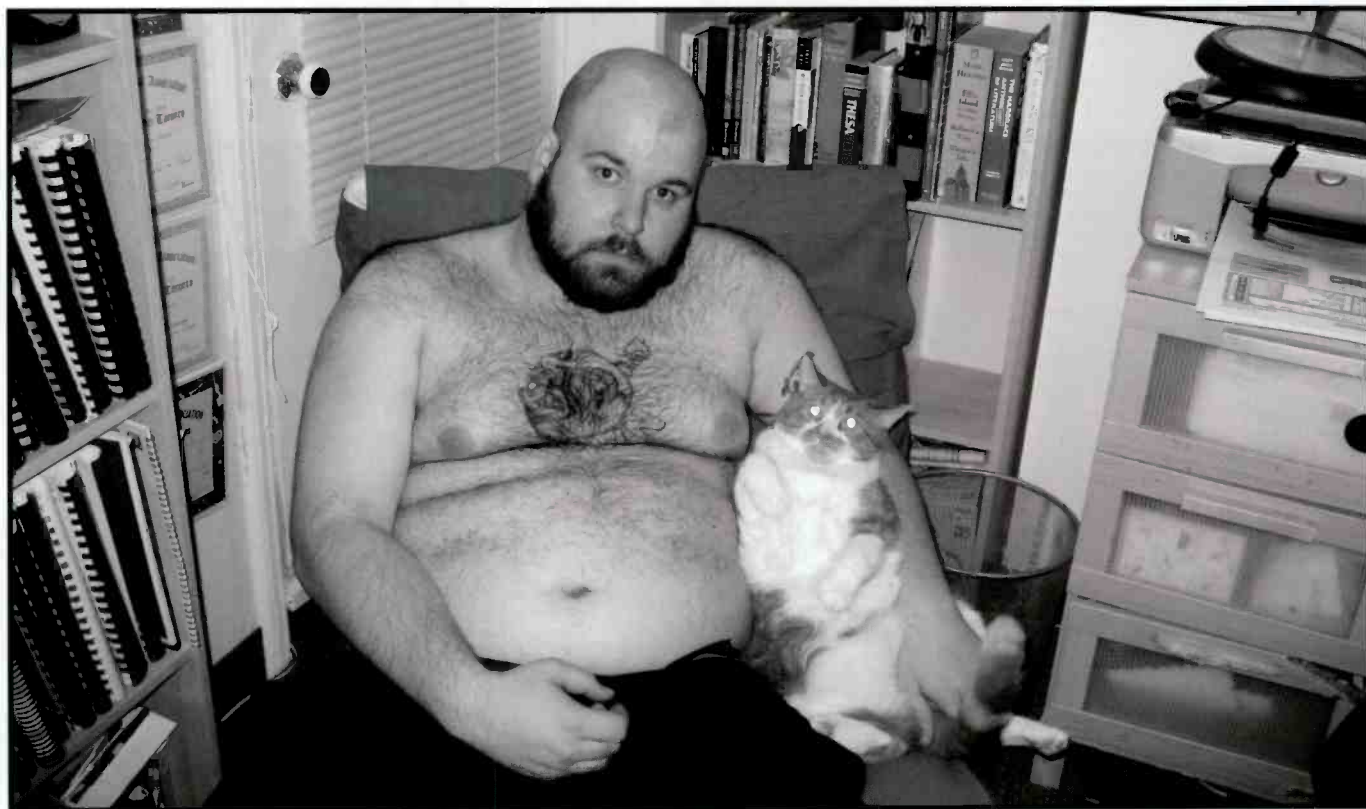
### MOST POWERFUL SONG      ALBUM OF THE YEAR

Celine Dion  
"My Heart Will Go On" (550 Music)

*Titanic* soundtrack  
(Sony Music Soundtrax)

# MATADOR. PROFILES

(Pronounced Mat-uh-d'or Records)



## DAMIAN ABRAHAM

MATADOR RECORDS 304 HUDSON STREET NYC 10013  
MATADORRECORDS.COM

**HOME:** Tyrannah, Canaduh

**AGE:** 28

**PROFESSION:** What have you got?

**DRINK OF CHOICE:** Matabrew

**MOST MEMORABLE BOOK:** Answer Me! 1-3

**OBJECT OF DESIRE:** Subhumans "Death to the Sickoids," Chain Gang "Deuce Pack,"  
Fix "Vengeance" 7-inch.

**FAVORITE BAND:** h100s

**ACHILLES HEEL:** Records and fastfood.

**PERFECT DATE:** A record convention followed by a late lunch/diner of Korean  
BBQ, topped off with a Giallo film fest... and copious amounts of heavy petting.

**QUALITY YOU LOOK FOR IN A COMPANION:** The name Lauren and a  
pug tattoo... sorry ladies and gents, this tiger is taken.

**PRIZED POSSESSION:** Zero Boys: "Livin' In the 80's" test press.

**PET PEEVES:** The Canadian music industry, record stores closing down, "wacky"  
bands... to be honest I just can't hate enough.

**LAST ACCOMPLISHMENT:** Finding the Ceramic Hello LP, getting into cold wave.

**DESCRIBE YOURSELF IN THREE WORDS:** Skinny, smooth, rollerblader.

**PROFILE:** The friends of Matador share a vision with the label's suave record company  
executives. Damian Abraham has volunteered to do this Matador Profile™ ad without  
payment. He feels that the decline of pleantry and manners in the world today is  
symptomatic of the impending collapse of our society. When not being polite he  
hustles for records and does a zine.



***Authentic** There are more than  
a thousand ways to record music in America,  
but few are authentic enough for Matador  
Records. The quality standards established  
in 1846 have never varied. Into each album  
go only the finest whiskies from the  
Highlands, the Lowlands, the Hebrides.*

*Matador never worries.*



# HITS CRAPBOOK

year 12

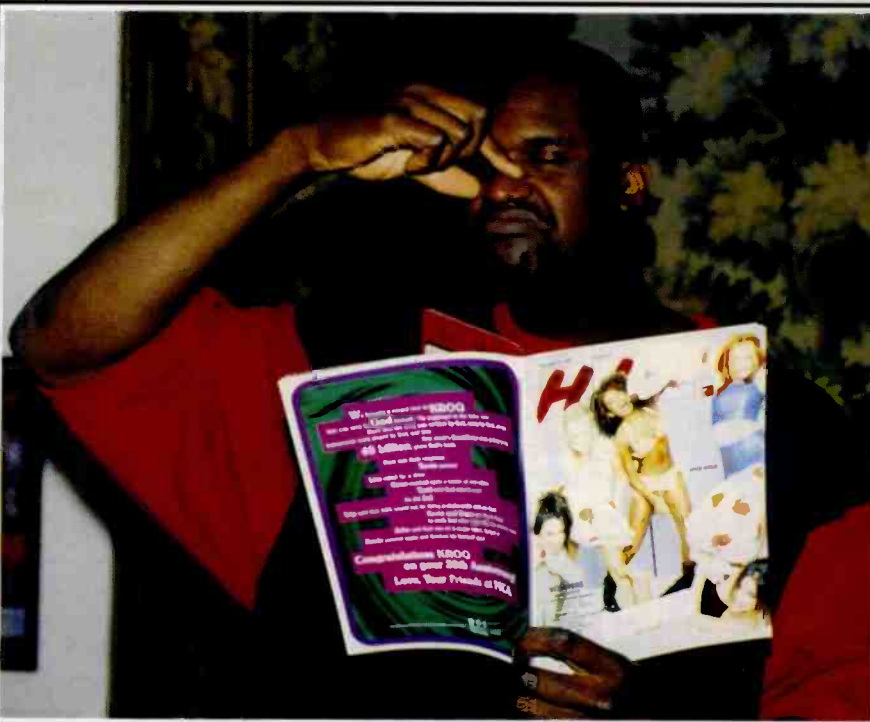
Pic Of The Week



## Whoa!!

It was a historic gathering of the five finalists in the worldwide "Search For The Next **Martha Stewart**" as these five humble homemakers gathered to compare tips on chicken pot pie. Seen just before attempting to revive the photographer are (l-r) **Nancy DiToro**, **Ellen Lavinthal** (wife of HITS' Publisher **Dennis Lavinthal**), **Kathy Law** (fiancé of MTV topper **Tom Freston**), **Betsy Fifield** (wife of EMI Music topper **Jim Fifield**) and **Hailey Mortisen**.

Pic Of The Week



## The Great Shaquille O'Neal

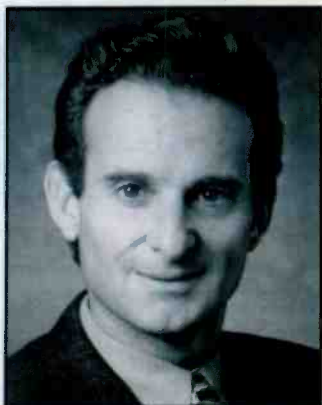
No, **YOU** tell him to practice his free throws.

# HITS CRAPBOOK

year 12

## Arista Strikes Goldstuck

The executive trade is complete as former Capitol Records exec Charles Goldstuck "In The Middle With You" has been named Executive Vice President/General Manager for Arista Records by label President Clive Davis, replacing long-time label gunslinger Roy Lott, who went to EMI for Goldstuck and a pair of choices in next year's MBA draft.



Charles Goldstuck: Changing name to Charlie G.

## Disney Bobs For Cavallo

Bob "You Lead And I'll" Cavallo has been named Chairman of the Walt Disney Group by Walt Disney Studios Chairman Joe "The Grapes Of" Roth. Cavallo is, of course, the father of A&R whiz Guy Oseary.



Bob Cavallo: The Mouse hunt is over.

## Epic Rings Up Saturn

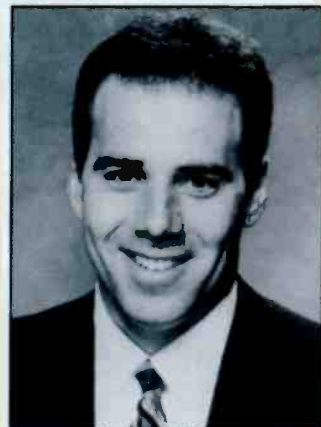
"If Men Are From Mars and Women From Venus, Then" Jacqueline "Is From" Saturn has been sent into orbit as Vice President Alternative Radio Promotion for Epic Records by Sr. VP Promotion John Boulos "Vous Coucher Avec Moi Ce Soir."



Jacqueline Saturn: Running rings around Epic's Alternative Promotion Dept.

## Universal Hip to Lipman

Monte "Flaming" Lipman has been promoted to Senior Vice President of Universal Records by Universal Music Group Chairman Doug "E. Fresh" Morris and Vice Chairman Mel "O. Yellow" Lewinter. Lipman was previously Vice President of Promotion for the label.



Monte Lipman: Knocked down, gets up again.



Will Botwin: An "aye" from Jenner.



John Ingrassia: High on Don's list.

## Columbia Boosts Botwin, Ingrassia

You could say the promotions of Columbia Records Group Senior Vice Presidents Will Botwin "E. Bago" to General Manager/Executive Vice President and John "Please Stay Off The" Ingrassia to Executive Vice President were a Don deal.

# HITS CRAPBOOK

year 12

## Hymn Beau



"The Lord has blessed us all with a bounty of rad sacred tuneage," enthused top-selling **Reunion/Zomba** Christian artist **Michael W. Smith**. "I thank Him for these holy hooks and for the soul-affirming flood of dead presidents that comes from selling Christian music to Christians. I'd also like to thank these bodacious babes, who are invited to my room now." Seen having their prayers answered are (back, l-r) **Blanton/Harrell Entertainment's Chaz Corzino**, Zomba Music Group Dir. Int'l. A&R **Steve Lunt**, Zomba President **Barry Weiss**, Sr. Dir. Nat'l Sales **Bob Anderson**, Sr. VP/GM **Tom Carrabba**, (front) Dir. Artist Development **Janet McQueeney**, Smith and VP Marketing **Michelle Fink**.

## I Believe I Can File



Rarely photographed manager **Barry Hankerson** (c) turns away from the camera to whisper to Grammy winner **R. Kelly** that no celebration is complete without the gift of bankruptcy. In a related story, **Bigfoot** filed chapter 7, fired his old manager and declined to be photographed. Seen are (l-r) **Zomba Recording Corporation** Chairman/CEO **Clive Calder**, **Jive** Sr. VP of A&R **Wayne Williams**, Kelly, Hankerson, **Jive** VP of Artist Marketing **Janet Kleinbaum**, **Barry Weiss** and **Jive** Sr. VP/GM **Tom Carrabba**.

## Pic Of The Week



## Bathroom Reading

That's (l-r) **George Michael**, MTV's **Van Toffler**, Epic's **Harvey Leeds** and MTV's **Steven Hill** perusing the #1 choice for reading when casually meandering into upscale public restrooms. Moments later, three LAPD officers burst into the room and arrested the boys. "We don't know the exact charges," screamed the cops. "But from the look of that thing in your hands, there's something obscene going on." Flush magazine down toilet now.



# Is this your distribution strategy?

## SpiralFrog Takes The Moshiness Out of Reaching Your Audience.

Tired of finding your music files all over P2P sites? Meet SpiralFrog, the first and only ad supported music site presenting a real alternative to illegal downloading. SpiralFrog offers "The Better Free" to the largest audience in the world - free, legal, no viruses, providing users with what they want

when they want it - driving revenue back to the music owners who deserve it. With over 6 million people visiting monthly and almost 2 million registered users - the future of music distribution is SpiralFrog.

FOR MORE INFO PLEASE CONTACT:  
Labels - [jennifer@spiralfrog.com](mailto:jennifer@spiralfrog.com) Marketing - [matthew@spiralfrog.com](mailto:matthew@spiralfrog.com)

 **SPIRALFROG.COM** Free. Clean. Legal.

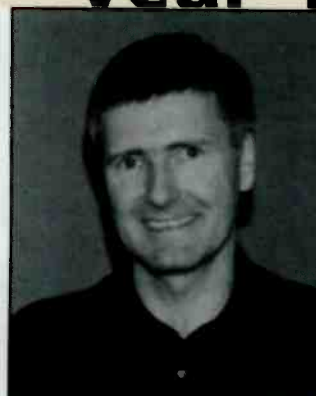
**Bandier, Berry Get Board,  
Duffy Gets Promoted**

## Fife Drummed Out

The other shoe finally dropped across the pond as the EMI Group PLC Board of Directors officially announced the exit of Jim Fifield as President and Chief Executive officer of EMI Music and a member of the EMI Board.



Jim Fifield: Can afford a vacation.



Ken Berry & Martin Bandier: They're into Board games.

## THE PRICE IS RIGHT SAID FRED

Whatever Barry wants....

Ending a long, sometimes acrimonious negotiating process, Barry Diller's USA Networks Inc. has agreed in principle with Ticketmaster Group Inc. to purchase the remaining 50% of Ticketmaster it doesn't already own.

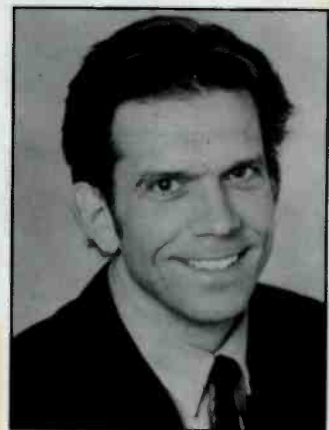
Ticketmaster Chairman Fred Rosen, who was in his office practicing having people not take his calls, said the agreement reflected "fair value" for the company.



Fred Rosen: See ya.

## Hollywood Makes Its Mark

Guess there is life after Def after all. Ex-American Recordings exec Mark "Of Zorro" DiDia has been appointed Senior Vice President and General Manager of Hollywood Records by Buena Vista Music Group Chairman Bob Cavallo "The Leader."



Mark DiDia: In the House of Mouse.

## New Firm The Katz Meow

Industry vet Joel Katz's Atlanta law firm Katz, Smith & Cohen has joined forces with international law firm Greenberg Traurig. The combined company will represent the likes of Jimmy Buffett, B.B. King, George Strait and Bone Thugs-N-Harmony as well as Home Depot, CBS Video and Coca Cola. Said Katz: "Now we can bill twice as much... Am I stinking rich or what?!"

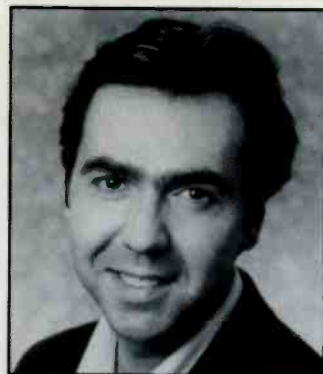


Joel Katz: Going global.

## PolyGram Music Nicks Gatfield

Get ready for those "Come On Eileen" covers. Former Dexy Midnight Runner and Polydor Records U.S. President Nick "At Nite" Gatfield has taken on the additional duties of President of PolyGram Music Publishing U.S., it was announced by PolyGram Music Group Chairman Roger Ames "To Please" and A&M Records Chairman/CEO

Al "Turn Left And" Cafaro.



Nick Gatfield: Ears rival those of Prince Charles.



**TWENTY TWO YEARS!**



**CONGRATULATIONS!**

**WE'RE BOTH BATTING 1,000**



# HITS CRAPBOOK

## Se Habla Payola

### A HITS Investigative Report

Recent allegations of payola in the Latin music world have sent shockwaves through the record business. Naturally, we at HITS were deeply concerned about how a few bad apples might sully the shining reputation of our industry, so we sent our crack investigative staff into the streets of near-by Van Nuys—the very heart of Spanish-language retail—

to find the truth.

What we discovered, while not pretty, simply must be told. It seems a renegade independent promotion junta known only as Los Nachos Verdes has taken over the streets, spreading their greed and contraband throughout the city. We tailed the renegades on their rounds and discovered nowhere is safe from the evil of “los independientes.”



1 It was at this humble family eatery that our twisted odyssey began.



2 We followed the coded instructions to our rendezvous point...



3 ...where a goods-and-services transaction took place.



4 Later, we learned the true meaning of “Top Five Phones” as we watched Los Nachos Verdes perpetrate their sleazy dealings with a special package...



5 ...that absolutely, positively had to be there overnight. Then, as quickly as it began, it was...



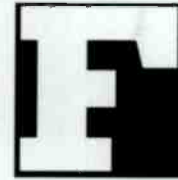
6 Adios, amigos!

Is former Dodger superstar pitcher Fernando Valenzuela involved? “No tengo comenta.” Or, is there a more sinister underground figure known as...



El Queso Grande?

## SE HABLA RETRACTION:



amed independent promotion man Jeff McClusky has not found our coverage of the Latino Payola scandal the least bit funny. During our in-depth coverage of the Los Nachos Verdes story, we somehow failed to strike the funny bone of "Mr. Personality" and in so doing made him cross with us. For that, we are deeply sorry. Especially after reading all these purdy words from Jeff's lawyers.

***"This is to advise you that your association of Mr. McClusky's picture with allegations of payola defames Mr. McClusky in his business or profession."***

**Sachnoff & Weaver, Ltd.**  
Attorneys at Law

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June 25, 1998

**VIA FACSIMILE - (818) 501-5934**  
**ORIGINAL BY REGISTERED MAIL**

Dennis Laventhal  
Publisher  
HITS Magazine  
14958 Ventura Boulevard  
Sherman Oaks, CA 91403

Dear Mr. Laventhal:

We represent Jeff McClusky. You published Mr. McClusky's picture in your HITS Magazine issues of June 12, 1998 (p. 18) and June 19, 1998 (p. 24). Mr. McClusky's picture was published in connection with articles that purport to report on allegations of payola in the Latin music world and with respect to Spanish language radio. This is to advise you that your association of Mr. McClusky's picture with allegations of payola defames Mr. McClusky in his business or profession.

As you know, there is no basis in fact for you to associate Mr. McClusky with potentially illegal activities or with a purported criminal investigation. Your articles falsely and recklessly imply that you have information that links Mr. McClusky to illegal activities. The articles can be reasonably understood as describing facts about Mr. McClusky or actual events in which he participated. As such, the articles are defamatory under the laws of both California and Illinois.

We accordingly demand on Mr. McClusky's behalf that you immediately cease and desist from using Mr. McClusky's name or likeness, or from referring to him in any way, in connection with articles concerning the allegations of payola in the Latin music world or with respect to Spanish language radio. Any failure by you to comply with this letter will cause us to consider pursuing our legal remedies.

Thank you for your immediate attention to this matter.

Sincerely yours,  
Jeffrey T. Gilbert  
For Sachnoff & Weaver, Ltd.

***"Your articles falsely and recklessly imply that you have information that links Mr. McClusky to illegal activities."***

# HITSCRAPBOOK

## timeline YEAR 13

**"LET'S FACE IT, 13 IS AN UNLUCKY NUMBER**, especially for our reader, who, leafing through page after mind-numbing page of the punk-ass hooley contained herein will certainly come to the conclusion that HITS is not likely to grow out of its 'awkward stage' any time soon."  
(INTRODUCTION TO THIRTEENTH ANNIVERSARY ISSUE)

Michael Green and Jeff Kwatinetz's **The Firm** make gazillions with the **Backstreet Boys** before falling out over executive washroom privileges. Meanwhile, luxury jet leaser and pizza mogul **Lou Pearlman** turns **NSYNC** into big-money swim. The boy band craze is off and running in earnest.



Music biz vets **Gary Gersh** and **John Silva** form artist management firm **G.A.S.**, then suffer from it before moving on to **D.E.N.** and other nefarious pursuits. As we described the latter's notorious **Marc Collins-Rector**: "Knows a thing or two about digital stimulation."



**A&M** leaves the famed Chaplin lot on La Brea, is absorbed into **Interscope** and **Geffen**.

**Phil Quartararo** joins **Warner Bros.** as President and gets his very own parking spot... Trouble is, it's in Glendale and the label offices are in Burbank.

**HITS** inaugurates its own pre-Grammy party to compete with **Clive Davis's** annual shindig... back when there was money to burn.



**Garth Brooks** emerges as pop-rock alter ego **Chris Gaines**... and immediately flushes his promising music career down the drain.

**Michael Robertson's MP3.com** and **Shawn Fanning's Napster** rear their file-sharing heads...and life in the music industry is forever changed.

**UMG** purchases the part of **Def Jam** it didn't already own, partners with **BMG** to form **GetMusic**, an Internet content and commerce alliance, and the e-commerce site **getmusic.com**. Also, **MCA Music Publishing** is renamed **Universal Music Publishing**, meaning everyone has to get new business cards.

**Joe Riccitelli** is named promotion head for **Jive Records** and begins copping fake ID for members of **Backstreet Boys** and **NSYNC**.

### MOST POWERFUL SONG

Britney Spears  
"Baby One More Time" (Jive)

### ALBUM OF THE YEAR

Shania Twain  
*Come On Over* (Mercury Nashville)

## BLAME THEM THEY SAID IT



*"The beauty of the record industry is you can never predict what's going to happen."*

**Phil Costello, Reprise Records, #607, 8/21/98**

*"That's what rock & roll is to me—kids working their asses off and saving their money to be entertained. And we're all doomed if we don't understand that."*

**Andy Gould, #610, 9/11/98**

*"I know I'm going to mean something to somebody 10 years from now... That's all I gotta say about me; I done did what I gotta do."*

**Jermaine Dupri, So So Def, #611, 9/18/98**

*"I'm a full-on, hot-blooded, heterosexual male with a lot of testosterone who's in touch with his inner hard-on."*

**Henry Rollins, #613, 10/2/98**

*"For a guy facing unemployment four months ago, this is unbelievable. We're very excited to work with Doug Morris."*

**Lyor Cohen, Island Def Jam Music Group, #615, 10/16/98**



*"You know, I have the same lawyer as HITS."*

**Russell Simmons, Def Jam/RAL, #620, 11/20/98**

*"It was never about a hit song with Limp Bizkit; it was about a band, their vision and allowing kids to discover the group for themselves."*

**Jordan Schur, Flip Records, #623, 12/11/98**


*"When you have a teen phenomenon like this, you just hope it can reach the next level, but I've never seen anything like this."*

**Joe Riccitelli, Jive Records, on Britney Spears, #639, 4/16/99**

# JOHN MELLENCAMP

*LIFE, DEATH, LOVE AND FREEDOM*

Includes the new single  
"My Sweet Love"

- Top 15 at AAA Radio
- #1 most added at AC
- Now on medium rotation on 

"One of the most compelling albums  
of Mellencamp's career" ★★★★★

*Rolling Stone*

"A Brave Album" Critics' Choice!

*The New York Times*

"An exquisite album"

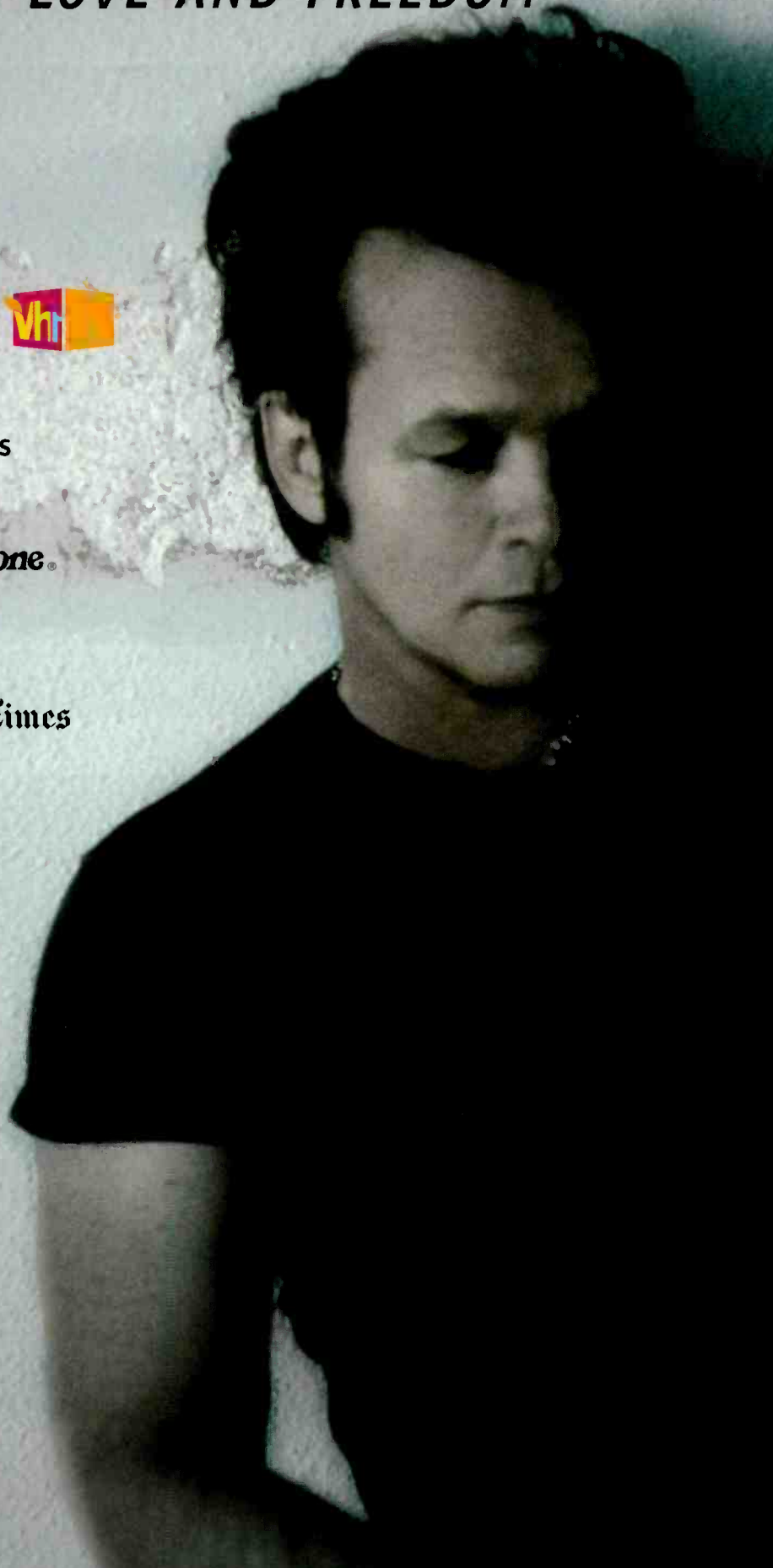
**VANITY FAIR**

"His best in a decade"

**TIME**

Written by John Mellencamp  
Produced by T Bone Burnett

John Mellencamp on  
**TOUR** this summer!



[www.hearmusic.com](http://www.hearmusic.com)  
[www.mellencamp.com](http://www.mellencamp.com)

# HITS CRAPBOOK

year 13

Pic Of The Week



## Merger Mania? Fuhgeddaboutit!

Pictured here are the Four Horsemen of the Metropolis (clockwise from top l): **Epic** chieftain **Dave Glew**, **Columbia** head **Don Ienner**, **Sony Music** ruler **Thomas D. Mottola** and **Arista** prez **Clive Davis**, bringing their distinctive flair for living to the exotic island of St. Bart's. "Thomas, be so good as to have the concierge send up an additional jar of Beluga," uttered Davis, "for tonight we strike and annex Nevis, and we shall need all our strength."

Pic Of The Week



## MTV Is Good

"Hey, I'm bored... why don't we cause another global cultural shift by making a slight programming change, subsequently altering the way that 10 to 24-year-olds think?" guffawed **MTV** chief **Judy McGrath** (front c) as industry titans **Russell Simmons** and **Sean "Puffy" Combs** smile, nod and think of their stock portfolios. That's MTVers (back, l-r) **Michelle Dix**, **Dave Sirulnick** and **Fred Jordan** deciding who they want to elect President next year.

# HITS CRAPBOOK

year 13

Pic Of The Week



## One Plus Zero = 25

It was 25 years ago this week that the incredible **Suzi Dietz** (l) did her part for society by marrying the emotionally, mentally and physically impaired future HITS Editor In Chief **Leonard J. Beer**. Asked how she has withstood a quarter decade with the man we affectionately call "El Stumpo," Dietz finally revealed her secret: "Demorol, Valium and oodles of Halcyon," she quipped. That's Suzi with Lenny well before he had "the operation."

Pic Of The Week



## Chuck E. Cheese Doesn't Hear A Single

At his third birthday party, **Ryan Thompson** (l, in the lap of papa and **Elektra** promo king in **Greg**) struggles to contain his frustration as dad and pals **Columbia Sr.** VP Promotion **Jerry Blair** (c) and **Z100**/ New York PD **Tom Poleman** (r) fail to grasp new developments in the industry. "No daddy, you not send **FedEx**. Uncle Jerry not get spins. Uncle Tommy not your guy. Me pay dollar. Me download song. Ycu get job at **Starbuck**." Replied Poleman, "Some Teletubbies have special needs."

# HITS CRAPBOOK

year 13

## Top Of The Props



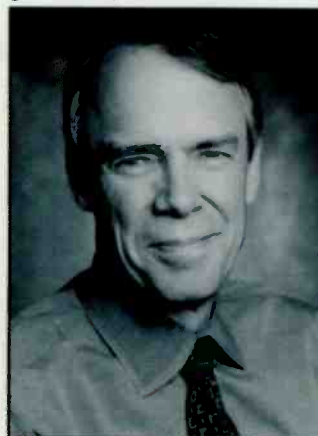
"Say, **Big Boy**, you certainly are big. And so is hip-hop," proffers HITS Editor In Chief **Leonard J. Beer** to the **Power 106**/Los Angeles personality during yet another memorable moment from the seemingly endless HITS Pre-Grammy Hang. "Well, gotta go—**Michelle S.** will take it from here." Seen hoping to floss on the cover of **Forbes** are (l-r) **Myrna Schwartz**, **Ruffhouse** chief **Chris Schwartz**, HITS Crossover Goddess **Michelle S.**, **Big Boy**, Beer and **Epic Records Group** promo kingpin **Rick Bisceglia**.

## EMI Music: Just The Faxon

Roger Faxon "And *Jetsum*" has been appointed worldwide Executive Vice President and Chief Financial Officer for EMI Music Publishing by Chairman/CEO Martin "Strike Up The" Bandier.

Faxon has been Senior VP Business Development and Strategy for the EMI Group for the past five years, based in New York. Before that, he was based in London as CEO of Sotheby's Europe and COO of Sotheby's North and South America, where he once auctioned Hitler's teeth to an Arab oil sheik for \$20 million. Before that, he held positions at LucasFilm Ltd., was a founding partner of the Mount Company and worked at TriStar and Columbia Pictures as a Winnebago wrangler.

Added Faxon: "Who wants a tasty wheat biscuit to gnaw on?"



Roger Faxon: Ready to join Marty's party.

## A New Dawn at EMI

**Dawn Bridges** "To *Babylon*" has been named Senior Vice President Corporate Communications for the EMI Group. She will be based in New York and report to EMI Director of Corporate Affairs Jason Crisp "E. Kreme Donuts" in London.

Dawn Bridges



EMI  
Senior VP  
Corporate Communications



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# HITS CRAPBOOK

## timeline YEAR 14

"FOURTEEN YEARS AGO, A GROUP OF PEOPLE YOU DON'T CARE ABOUT started a publication they didn't care about in order to provide for their families, whom they cared about pretending to care about. During those 14 years, a number of music industry professionals grew to not care about the magazine as much as they didn't care about the people who started the magazine. In fact, when those industry professionals were listed as 'HITS readers' for circulation audits that no one cared about, they didn't care enough to complain. Not that we'd care of they did." (INTRODUCTION TO FOURTEENTH ANNIVERSARY ISSUE)

### MOST POWERFUL SONG

Santana "Smooth"  
(Arista)

### ALBUM OF THE YEAR

Santana *Supernatural*  
(Arista)



HITS launches [www.hitsdailydouble.com](http://www.hitsdailydouble.com) as a front for streamed porn videos, names **Todd Hensley & Karen Glauber** Presidents of their own desks.

Interscope Black Music head **Steve Stoute** and Sean "Puffy" Combs bury the hatchet at the annual *Source* Hip-Hop Music Awards after the celebrated incident where Puffy beat down Stoute with a champagne bottle in a dispute over a video in which Nas is portrayed on the cross. Guess we *can* all just get along...



**Clive Davis** sweeps the Grammys with **Carlos Santana** just before he's replaced as head of **Arista Records** by **BMG**, citing a mandatory retirement age, which has now been raised every year through 2007.

**Edgar Bronfman Jr.** flips his **Seagram** holdings to **Vivendi's Jean-Marie Messier** and immediately turns his whiskey into wine, then back into dirty water, which runs through the elaborate pipe system owned by the French company straight to a sewer.

**Lenny Beer** takes up golf and disappears from the office every Friday for the next seven years.

**Limp Bizkit's Fred Durst** is named an **Interscope** VP and immediately orders all baseball caps on label employees must be worn backwards and tattoos are now covered by the company health plan.

**AOL** acquires **Time Warner** in a deal that makes **Russ Thyret** a beard and **Richard Parsons** a dunce.

After replacing the outgoing **Bob Daly** and **Terry Semel**, **Warner Music Group's** newly installed **Roger Ames** and **EMI's Ken Berry** begin their mating dance for a proposed merger than is still on the back burner six years later.

**Bertelsmann** acquires **CDNow**, then forgets what to do with it.

**UMG's Morris** and **Interscope's Iovine** launch the multimedia entry **Doug and Jimmy's Farmclub** on TV and the Internet.



**Metallica** sues **Napster** for use of their songs, garnering the enmity of their fans and techno geeks everywhere. **Lars Ulrich** cancels his subscription to *Wired* magazine.

French utility company **Vivendi's ruler Jean-Marie Messier** acquires **Universal Music Group** from the **Bronfmans** for a cool \$34 billion. That's a lotta pipeline.



"You ain't down with the clown,  
you're down with the devil."

**Violent J, Insane Clown Posse, #647, 6/11/99**

"Executives who can wear more than one hat are oftentimes the talent that will be recognized and given the chance to run companies."

**Antonio "L.A." Reid, Arista, #648, 6/18/99**

"We think it's going to be very difficult for the labels to stop piracy and start charging people a lot of money for downloading music."

**Dave Goldberg, Launch, #656, 8/13/99**

"Getting to the point where you can afford to lose is an important part of winning."

**Steve Gottlieb, TWT Records, #664, 10/8/99**



"The truth is, we don't necessarily find talent...  
Talent often finds us."

**Monte Lipman, Universal Records, #678, 1/28/00**

"One-on-one marketing ideas are what will drive the Internet side of the industry."

**Jim Urie, UMVD, #675, 1/7/00**

## BLAME THEM THEY SAID IT



Still seeking Sanctuary  
after 1,000 issues?

You won't find it here.



Hoping 1,001 never comes.



Carl Stubner

# HITS CRAPBOOK

year 14

Pic Of The Week



## The Big Four

The superstars of the *Time Warner EMI Music* colossus parade their purdy mugs for the press. "Remember when we said this whole online music thing would just go away?" chuckled CEO **Roger Ames**. "Sure do," replied COO **Ken Berry**. "Blimey, that must've been way back in August, at least." Meanwhile, Co-Chairmen **Eric Nikoli** (l) and **Richard Parsons** looked forward to a lively afternoon of hyping records in *AOL* teen chat rooms under the screen names "RiotGrrlNicki" and "ChixRule50367."

Pic Of The Week



## Buena Vista Social Club

*Disney* Chairman/CEO **Michael Eisner** grants an audience to boy band **BBMak**. "They're incredibly lifelike," remarked the Mousemaster to *Buena Vista Music Group* execs. "But human figures just don't make the merch numbers. Redo 'em as a hippo, a wildebeest and a lobster, and you've really got something. And get **Elton John** on the horn—with a coupla tunes, we're a lock for *Oscar* 2001." Seen are (l-r) *Hollywood* Sr. VP/GM **Mark DiDia**, Sr. VP A&R **Rob Cavallo**, *BBMak*'s **Ste** and **Christian**, Eisner, *BBMak*'s **Mark**, *BVMG* Chairman **Bob Cavallo** and *Hollywood* Sr. VP Sales and Marketing **Daniel Savage**.

# HITS CRAPBOOK

year 14

Pic Of The Week



## Just Like A Tiffany Gift

"Honest, they're real," said red-hot teen phenom **Britney Spears**. And to prove how real they are, the three music heavyweights standing beside her proceeded to nod, smile and pretty much cater to every whim the young diva might have—**BECAUSE SHE'S THEIR STINKING MEAL TICKET!!!** Seen rejoicing in the inner peace that **Pearlmanetics** has brought them are (l-r) Co-Manager/Lawyer **Larry Rudolph**, Britney, Jive President **Barry Weiss** and manager **Johnny Wright**.

Pic Of The Week



## Life In The Past Lane

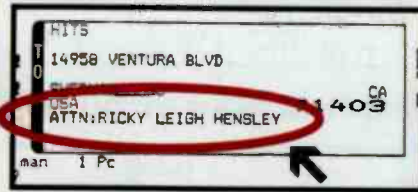
"All this nostalgia crap is giving me hives," noted former **Eagle Don Henley** during a recent "Behind The Music" photo op. "Is it true you used to throw dial telephones at your assistants?" inquired noted history buff/**VH1** President **John Sykes**. Meanwhile, since his arm was there anyway, **Irving Azoff** availed himself of the contents of Henley's coat pocket. Seen are (l-r) Sykes, Azoff, Henley, **MTV Networks** Chairman/CEO **Tom Freston** and VH1 EVP Talent & Music Programming **Wayne Isaak**.

## HITS Pre-Grammy Hang Wacky Koo-Koo



That's **HITS** Editor In Chief **Lonny Beer** (c) diverting **Jason Flom's** attention with his right hand, while he masterfully pretends he's **Kid Rock's** proctologist with his left hand. "Suddenly, the migraines have subsided," quipped Beer, who subsequently became seriously ill when it came time to pay the bill for **HITS'** always-nutty annual "Tuesday Night Pre-Grammy Hang." Yeeeeeeee-haaaaa!!!! Is we wacky, or what? Oh... guess we're "or what."

## DOOR Mark Of The Beast



If there was ever any doubt that the devil went down to Sherman Oaks, the deeply disturbing address label shown above should dispense with it. You can imagine our dismay upon discovering that said label was not a simple mailroom glitch, but portended that most hideous of apocalyptic frights—the morphing of **HITS'** **Todd Hensley** and **Ricky Leigh Mensh** into a single, terrifying two-headed promo knob. Need any other proof the end is near?

## Every Time I Think I'm Out, They Give Me Back End



Sony chieftain **Thomas D. Mottola** (back, r) and **Columbia** ruler **Don Ienner** (back, c) congratulate **The Sopranos** on their hit soundtrack. A lively discussion ensued on the similarities between "waste monagement" and "content aggregation" and a joint venture to control the North Jersey streaming-media racket was proposed. Noted **Silvio** afterward, "**Tony**, those guys scare the crap outta me."



**GARY, CAN YOU HEAR ME?:** Rock legend **Pete Townshend** wonders if he should buy a used microwave from this man, as **Redline Entertainment's** **Gary Arnold** announces the label will release a CD with highlights of "Lifehouse Chronicles," the rocker's long-awaited follow-up to "Tommy." Townshend couldn't understand a word, but agreed to give away a free copy of the record to anyone who bought a battery for his hearing aid.



"Napster is a company that very much wants to work with the record industry and, in particular, the major record labels."

—**Liz Brooks, Napster VP Marketing**

**PRIMARY WAVE PRESENTS**  
**THE TOP 5 "LOWLIGHTS" OF 1986**

5 — FERDINAND MARCOS EXILED

4 — THE IRAN-CONTRA AFFAIR

3 — BUCKNER

2 — GERALDO OPENS AL CAPONE'S VAULT

1 — HITS MAGAZINE WAS BORN

**CONGRATS LENNY AND DENNIS. THANKS**  
**FOR WASTING A HALF HOUR OF OUR LIVES**  
**EACH WEEK FOR THE PAST 22 YEARS.**

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MUSIC PUBLISHING

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THOUSAND  
REASONS  
WHY WE  
LOVE**

**HITS**



1. HMMM...

Oh Well,  
Congratulations Anyway!

Your Friends at

**MEDIABASE**

"LOOK AT THE ADVERTISING IN THIS, the fifteenth consecutive gala HITS Anniversary Issue we've solicited advertising for. At a certain point, it becomes clear there's a substantial disdain for us out there."  
(INTRODUCTION TO FIFTEENTH ANNIVERSARY ISSUE)

## BLAME THEM THEY SAID IT

"It's clear the RIAA sees Napster as a threat not because it's going to reduce record sales, but that it will reduce the RIAA's control over record sales."



David Boies, Napster attorney, #701, 7/7/00

"Napster is a card catalog. It's directory with a community built around it. It doesn't make copies of anything."

Hank Barry, Napster, #704, 7/28/00



"Napster's smugness reached a peak with that HITS interview with Hank Barry. I'm glad I won't have to hear it anymore."

Hilary Rosen, RIAA, #705, 8.4.00

"I'm not the bad guy I'm made out to be. When you take a stand on life in America, do things your way and own your own, that can be scary for people."

Suge Knight, from Mule Creek State Prison, #703, 7/21/01

"I used to say it was all about the music. Now, I say it's about your team and the music."

Doug Morris, UMG, #708, 8/25/00

"From day one, no one could give me what Bertelsmann offered. At no time were they moving me out—they were going to fund the largest joint venture in history."

Clive Davis, J Records, #709, 9/1/00

"We have a compelling strategy and plan for our existing business, which have excellent prospects, with or without a merger."

Eric Nicoli, EMI, who now sets his sites on BMG for a merger after the failed hook-up with WMG, #721, 11/24/00

"Every time a new technology comes along, it adds another five pages to the deal memo."

Don Passman, #726, 1/12/01

"We have our own style and attitude."

David Cohn, MTV2, #732, 2/23/01

"It's like I have this big black woman inside of me."

Denise Rich on songwriting, #739, 4/13/01

"The American public has incredibly varied tastes, and somehow or another, the media has decided to narrowcast and capture pieces of it."

Luke Lewis, Mercury Nashville/Lost Highway, #742, 5/4/01

"Our critics can either watch this company coming up in their rear-view mirror, or they can just look at us as we're crawling up their ass."

Phil Quartararo, Warner Bros. Records, #743, 5/11/01

## MOST POWERFUL SONG

Shaggy "It Wasn't Me"  
(MCA)

## ALBUM OF THE YEAR

Beatles 1  
(Apple/Capitol)

Mark Feather leaves radio to join HITS as Crossover Editor.

The record labels join together to sue the pants off Napster, which turned out to be a pyrrhic victory at best when the courts served an injunction against the company, and, at worst, the end of the world as R.E.M. knew it. Nobody's feeling fine after Bertelsmann Chairman Thomas Middelhoff engineers an alliance with the revolutionary file-sharing company that would cost them a lot of money when they become part of the labels' suit.

Clive Davis re-emerges with the last laugh after Arista with a brand-new label, J Records, a multibillion-dollar joint venture with Bertelsmann.

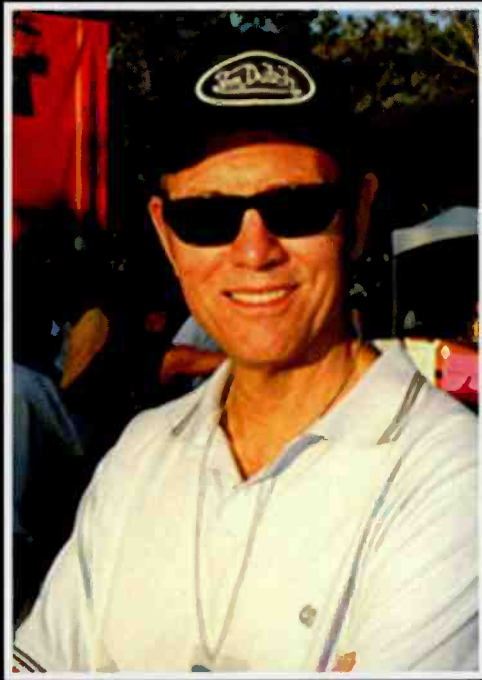
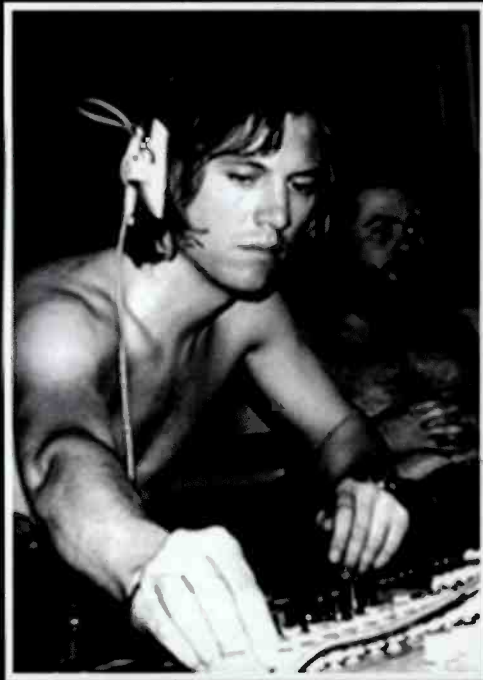
After realizing the European Commission would put a kibosh on it, WMG and EMI call off their planned merger.

Only a month after being named BMG President/CEO, Rudi Gassner dies on Christmas Eve of a heart attack.

Shortly after the massive success of the Beatles' 1, Capitol Records Group President/CEO Roy Lott is ousted in favor of producer/manager Andy Slater.

Tom Maffei joins Priority Records as Sr. Vice President.





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# HITS CRAPBOOK

year 15

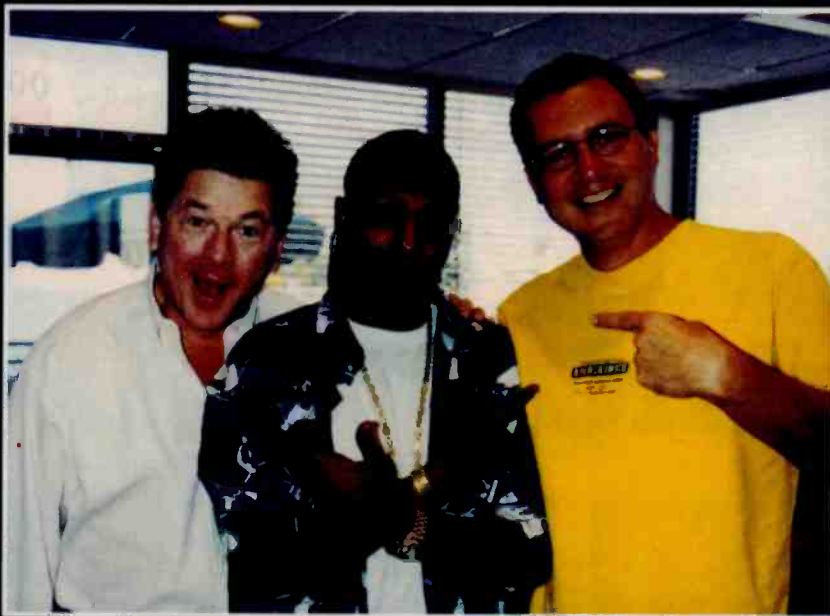
Pic Of The Week



## His Generation

"Listening to you, I hear the music... particularly on several PoMo stations that wouldn't otherwise get near my music," said the legendary **Roger Daltrey** of **The Who** to HITS own legend, Sr. Vice President **Karen Glauber**. "See me, feel me, touch me, pay me," replied our PoMo Goddess. The pair then proved it really is all about the kids (who are alright) by embarking on a three-hour Prada shopping spree in a Mercedes 500SL, which Daltrey calls his magic bus. Don't you hope this magazine dies before it gets old?

Pic Of The Week



## The Winner?

Last week's #1 album chart ruler **Mystikal** (c) gets more good news as he's congratulated on winning the "Be **Lenny Beer's** Proctologist For A Day" contest. That's HITS Vice President/Retail Editor **Mark Pearson** recounting his time in the winner's circle as Beer holds up the key to a successful contest experience. In a related story, Sherman Oaks, CA, was declared hazardous for sheep this week.

# HITS CRAPBOOK

year 15

## The Battle Of Britain



"We'll sweep in, defeat the Germans and emancipate the British so they can be part of the American system," said **Warner Music Group** chief **Roger Ames** to **Elektra** ruler **Sylvia Rhone** and goddess **Tamia**. "We will join with the French to prevent such German aggression. If you think we're going to appease those **Napster**-loving swine, think again. Nein, nein, nein, I say. Ha, ha, ha, haaaaaaa." In a related story, 56% of men 35-65 say they would pay **Napster** \$4.99 a month to download a bunch of **Beatles** albums.

## Shameless Plugs



**Joan Jett** (2nd from l), onetime TV host **Dick Cavett** (2nd from r) and the guys from **Epic's Good Charlotte** have never heard of this rag, but that didn't stop some noodge promo weasel from sticking an issue in front of them and snapping their picture for automatic placement in our pages. Incidentally, Jett still hates the **Runaways**, Cavett still hates **Johnny Carson**, Good Charlotte have learned to hate the noodge promo guys and EVERYBODY hates us...except **Dave Manning**, of course.

## Pic Of The Week



## Bush League

That's **Kid Rock**, **Lava's Jason Flom** and **Uncle Kracker** throwing on the ol' mullet wigs and pretending they're at the Republican National Convention. To make it an even more authentic experience, the trio then went out for a wild night of racial profiling, oil company pandering, illegal covert activities to undermine democratically elected leaders in countries where U.S.-based corporations have wide-ranging financial interests—and scoring some tootskie for **George W.**

# HITS CRAPBOOK

year 15

Pic Of The Week



## Straight Outta Little Rock

Songwriter **Denise Rich** (l) joins **Michael Jackson**, Senator **Hillary Clinton** and lame-duck sex fiend **Bill Clinton** at an important charity event. "You shure have a purdy mouth, and yer chimpanzee is kinda cute too," said President Bubba before introducing Jackson to his Presidential staff, and vice versa. Senator Clinton then requested a private meeting with Ms. Rich in her chambers. Arkansas is a state of mind, folks.

Pic Of The Week



## Bushwhacked

**President & Mrs. Bush** look very comfortable after checking with **Dick Cheney** to see if it's OK to pose with a music mogul and his beautiful wife. "I have a long history with the Eytalians, and that **Joe Pesky** fella was terrific in 'Good Guys,'" said Dubya. "By the way, little lady, I always had a thing for **Charo**." Pictured are **Sony Music** chief **Thomas D. Mottola** and his wife **Thalia** as they calculate how much to increase their contribution to the Democratic National Committee.

Its been five years since they stepped the Fuck off...



UNIVERSAL MUSIC GROUP



WELCOME BACK  
MIKE JONES



the saga continues....

# HITS CRAPBOOK

year 15

## Swanson's Song At Arista

Laura Swanson "TV Dinners" has been promoted to Senior Vice President Publicity for Arista Records by President/CEO Antonio "L.A." Reid "Ing Is Fundamental."

The New York-based Swanson will oversee and direct all aspects of the label's publicity efforts, reporting directly to Reid.

Commented Reid: "Under Laura's guidance, the publicity department has risen to one impressive challenge after another—including getting Whitney Houston safely through airports

and understanding what Carlos Santana is talking about."



Laura Swanson: She's cooking for L.A. in N.Y.

## Make Love, Not Waugh

Twenty-year RCA veteran "When" Butch "Comes To Shove" Waugh is alive and well and living in Nashville.

Actually, we knew him when he had an advertising budget and a number in the 212 area code.

The longtime label exec has been promoted to Executive Vice President for the RCA Label Group RLG/Nashville, while continuing to report to division Chairman "Ho" Joe Galante.



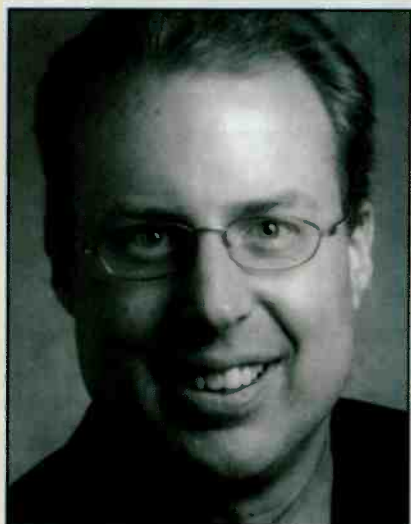
Butch Waugh: His idea of pop is now Alabama.

## Arista Raises the Bartels

Steve "Shooting Fish In A" Bartels has been appointed Senior Vice President for Arista Records by label President/CEO Antonio "L.A." Reid "It And Weep."

Bartels will oversee Promotion and direct the day-to-day activities of the Top 40, Rock, Adult, Post Modern, Dance, Rhythm & Crossover and Video Promotion areas and sing back-up harmonies for Reid at the weekly label meeting. He'll also oversee and

direct Arista's Special Markets Department, which is responsible for song licensing, direct marketing, cross-promotional corporate tie-ins and making sure all photos of Clive Davis are removed from the hallway. The N.Y.-based Bartels will report to Exec. VP Jerry "Rockets' Red" Blair on Promotion-related matters and to Exec. VP/GM Larry "Dance This" Mestel "Around" on Special Markets issues.



Steve Bartels: Expect more Bay City Rollers compilations soon.

## Walk On The Wild Side

"Hey, babe, you're great. Have I told you what a good job you do?"

Um, Charlie, you don't know who this is.

"Doesn't matter, babe. You're great. Hold the line a sec... Hey, Jessica, I said I wanted the line with Trump, not chump... Sorry, babe. So whaddaya need, plus-six at Moomba tonight? No problem."

Actually, Charlie, we were just calling to congratulate

you on your promotion to Executive Vice President of Promotion at Columbia.

"And you do it better than anyone. I mean it. Hold the line a sec... Hey, Jessica, send Donnie something nice from me. Whaddaya mean, I just sent him something? OK, send him something nicer... Sorry, babe. So whaddaya need, a coupla pair behind the dugout for the Mets tonight? No problem."



Charlie Walk: Makes hummingbirds tired.



Congratulations!!

HITS Magazine

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# HITSCRAPBOOK timeline YEAR 16

"INDEED THESE ARE SOMEWHAT DIFFERENT TIMES. Sales have flattened and technology has presented us with a new set of obstacles, some of which have made some of those brilliant executives appear, well, somewhat less brilliant... but not to us. That's the beauty of this, our 16th Anniversary Issue. Even when things get bad and optimism wanes, you can take comfort in the knowledge that our cold, wet noses remain comfortably close to your butt crack as our lips pucker away with the same zest and zeal they did back when you took Jack Craigo's phone calls."  
(INTRODUCTION TO SIXTEENTH ANNIVERSARY ISSUE)

"I happen to be a very optimistic, positive person—that's why I'm in promotion."

Richard Palmese, J Records, #773, 12/7/01



"You're lucky you don't get 53-year-old chicks flashing their tits, because they'd be down to their waists."

Sharon Osbourne, on Ozzfest fans, #767, 10/26/01

"The most obvious result of the new team will be that it will ruin Whalley's golf game."

Irving Azoff, on new WB executive hierarchy, #759, 8/31/01

"If we are successful, EMI has to be the best record company in the world. And by best, I mean a friendly environment for artists and executives."

Alain Levy, EMI Recorded Music, #772, 11/30/01

"I'm just a schlepper, OK? We're trying to sell some records. Nothing complicated here."

David Munns, EMI Recorded Music, #780, 2/8/02

"I learned a lot from Alain, and drank a lot of beer with David."

Roger Ames, WMG, on the new EMI team of Alain Levy and David Munns, #767, 10/26/01

"Sometimes the record companies are in love with you, and sometimes they're not."

Tom Calderone, MTV, #757, 8/17/01

"In a short amount of time, we've become highly competitive. We are absolutely a label to watch."

L.A. Reid, Arista Records, #786, 3/22/02

"We really should get to know each other better."



Courtney Love to UMG's Zach Horowitz at Clive's pre-Grammy party, #783, 3/1/02

## BLAME THEM THEY SAID IT

## ALBUM OF THE YEAR

Eminem *Eminem Show*  
(Aftermath/Interscope)



Producer/songwriter and sometime **Collective Soul** keyboardist **Matt Serletic** is named President of **Virgin Records** in an experiment to see if musicians can run record companies. The introduction of thalidomide as a sleeping aid for pregnant women in the '50s was more successful.

**Tom Whalley** takes over the Presidency of **Warner Bros.** and adds drum tech duties for **Linkin Park** to his responsibilities.



**The Firm's Jeff Kwatinetz** throws his support behind Missouri Congressman **Richard Gephardt's** 2004 Presidential run. Like former partner **Mike Green**, the man's never heard from again. Undaunted, Kwatinetz acquires **Mike Ovitz's Artist Management Group**, which puts him into business with the likes of **Rick and Julie Yorn**, along with **Martin Scorsese** and **Leo DiCaprio**. Says an admiring Azoff: "I hope he doesn't stop until he buys **David Geffen's** art collection."

**Afroman** shares a bong and some pizza with the *HITS* staff just a week before 9/11, as "Because I Got High" proceeds to plummet down the charts when everyone prefers just hitting themselves over the head with a ball peen hammer.

**Andy Gershon** is named President of **V2**, and his dog is crowned Head of Promotion, shortly before learning his compensation will come in the form of 1,654,398 liters of used oxygen from owner **Richard Branson's** hot-air balloon.



In a historic pairing, *HITS* hooks up with **Radio & Records** and **Premiere Radio** to carry the **Mediabase** charts. **Billboard** learns they'll have to renew their subscriptions.



**Nancy Berry** splits the **Virgin Music Group Worldwide** and **Ken Berry** is replaced as EMI head by **Alain Levy** and **David Munns**. Music business parties will never be the same.



WEA's longtime boss **Dave Mount** steps down from the top spot. Veteran distrib guy **Jim Caparro** takes his place. Only *HITS'* **Mark Pearson** and *Billboard's* **Ed Christman** care.



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WOLF PARADE AT MOUNT ZOOMER



NO AGE NOUNS



CSS DONKEY

# HITS CRAPBOOK

year 16

Pic Of The Week



## Wilderness Survivors

Placed in the middle of the Alaskan wilderness with no cell phones, pagers or e-mail, *MCA*'s **Craig Lambert**, *HITS*' **Todd Hensley** and *Elektra*'s **Greg Thompson** pretend to converse with a major-market programmer who just added another stiff. Being that rare combination of promo weasel and Merkel, TX, native, Hensley later married the fish and spent the next five years lying to it.

Pic Of The Week



## Isn't That Gill Friesen?

While thousands partied at the *Video Music Awards* in New York, *MTV* Chairman **Tom Freston** was in the wilds of Alaska with a dead mackerel, which he'd actually picked up at the Fulton Fish Market—Freston and the fish then flew to Anchorage in adjoining first-class seats. Ever the company man, Freston affectionately named the fish "Summer" and spent the rest of the evening kissing its scaly ass.

# year 16 **HITS CRAPBOOK**

## Pic of the Week



### Slumming With Paul

Sir Paul McCartney is seen standing next to Z100's Paul "Cubby" Bryant, PD Tom Poleman and Capitol's Ed Green during one of those moments when the pop legend suddenly realizes his career has come down to standing next to "Cubby" Bryant, Tom Poleman and Ed Green. Meanwhile, the radio guys think new single "Freedom" is about the ability to add a record without the approval of 16 Clear Channel corporate Vice Presidents.

## Pic of the Week



### Thank U Infinity

Newly crowned *Infinity Radio* emperor John Sykes (l) checks in with Alanis Morissette (c) and Maverick head Guy Oseary. Sykes voiced his wish to maintain the harmonious relationship the three had developed while he was head of *VH1*, the only differences being that frequent envelopes of cash would now be involved, and Alanis would be required to play 351 station festivals alongside nu-metal bands from Florida. Oseary would've replied, but he was busy trying to remember the four questions he'd be asking at his celebrity Passover Seder.

# HITS CRAPBOOK

year 16

## Pic of the Week



### A Bad Sign For Scorpio

**KKBT** L.A. kingpin *Robert Scorpio* (r) celebrates climbing to #3 in the most recent *Arbitron* book by hanging with **HITS'** own buffed-out and hot *Liz Montalbano* (2 fr r) who, from the look of things, has been popping steroids in between complaints. "Steroids!?! I got my muscles from carrying all those **HITS** losers on my back," kvetched Liz, as she lulled the following people to sleep: (l-r) *Universal/Motown's Gary Marella* and *Val DeLong* and *Universal Records* chief *Monte Lipman*.

### WHAT'S BOTHERING BOB SCHMIDT-HOLTZ THIS WEEK?



- "For der love of God, 'Smellie Schmidt-Holtz' is not a dairy product of any kind!"
- "Bob Jamieson is a hero to der Fazzerland! I must name a sausage after him!"
- "Ja, ja, Clive is so brilliant. Clive is such a genius. Gag me mit a shpoon."
- "Middelhoff says vee must increase marketshare 10%, or no Oktoberfest this year!"
- "Vy are zose **HITS** idiots always drawink me mit a World Var Vone helmet? Und makink fun of ze vay I talk?"

### WHAT'S BOTHERING JEFF KWATINETZ THIS WEEK?



- "Hey, Rabhan, I can't see my reflection in the hood of my Aston-Martin yet, dude. Keep polishing."
- "Whaddaya mean, Papale leaked the Korn record to up Enrique's spins in Waco?"
- "No, Jordan, *you* tell Fred the Pope refuses to meet with him."
- "I was abused growing up just like Jonathan Davis. There were some nights my father wouldn't even let me borrow the Jaguar."
- "No, Pollack, *Pony shoes*—I'm not actually getting you a pony."

**Last Gang congratulates**  
**Todd, Lenny, Mark**  
**and the whole Hits team**  
**on their 1000<sup>th</sup> issue**

Sorry we missed the first 999. Did we miss anything?

**AVAILABLE NOW:**



MSTRKRFT



METRIC



CRYSTAL CASTLES



DFA 1979



BOYS NOIZE

**Last Gang**   
**Records.**

**COMING SOON:**



TIGA



EMILY HAINES & THE SOFT SKELETON



CHROMEO\*



THE NEW PORNOGRAPHERS\*



THE JEALOUS GIRLFRIENDS



TERRY LYNN



O'LUGE



MOTHER MOTHER



LET'S GO TO WAR

\*CANADA ONLY

**us against the world®**

**lastgangrecords.com**

# HITS CRAPBOOK

year 16

## Pic of the Week



### He's Really Your Guy

"As long as I'm down here, who's first?" quips *Virgin* promo rodent **Michael Plen** (front) to (l-r) *Virgin* co-ruler **Ray Cooper**, rock icon **Mick Jagger** and HITS Online Ventures President **Todd Hensley**. "This is a bit weird even for me," Jagger admitted. "I think I'll pass." Meanwhile, Todd decided to just close his eyes and pretend he was being serviced by a sheep.

## Pic Of The Week



### Not What It Looks Like

That's vacationing HITS Sr. Editor **Roy Trakin** and **Afroman** pretending to toke. The bong is a never-used prop, the smoke around Afroman's mouth is from a Marlboro Light and neither of these guys would ever attempt to replicate this act in earnest. Oh...and the song is actually ANTI-drug, radio programmers have high intellects and the current conflict in the Middle East is a temporary intifada. In related news, our ReRap column is particularly riveting this week.



# CLEAR CHANNEL RADIO



## 2008 ON DEMAND PLAYS

**2MM+** Chris Brown

**1MM+** Sara Bareilles, Mariah Carey, Coldplay, Jonas Brothers, Michael Jackson, Alicia Keys, Paramore, Usher

**500K+** Mary J. Blige, Colbie Caillat, Ciara, Keyshia Cole, Miley Cyrus, Danity Kane, Gavin DeGraw, Eagles, Fergie, Flo Rida, Foo Fighters, Janet Jackson, Leona Lewis, Lil Wayne, Linkin Park, Madonna, OneRepublic, Rihanna, Seether, Jordin Sparks, Taylor Swift, Timbaland, Carrie Underwood



Visit the Clear Channel On Demand chart at:  
<http://www.iheartmusic.com/charts>

# HITSCRAPBOOK

## timeline YEAR 17

"AND SO, ON THIS, THE 17TH ANNIVERSARY OF OUR BIRTH, we take this moment to look back fondly on these great old friends from those great old days, because it's recalling those memories that make this a 'happy' 17th anniversary. Indeed, as we inch closer to our 18th year, it is fascinating to realize that Walter Lee never looked so good."

(INTRODUCTION TO SEVENTEENTH ANNIVERSARY ISSUE)

**Epic Group** Chairman **Dave Glew** leaves the company, while **Don Jenner** takes on new duties as head of **Sony Music Group U.S.**

**J Records** and **RCA Records** join under the leadership of **RCA Music Group** Chairman **Clive Davis**, who insists he invented the concept of mergers.

In January '03, **Tommy Mottola** is shown the exit as well, replaced by **Sir Howard Stringer's** old NBC News pal, the suitably named **Andy Lack**. Mottola would return later that year with the **UMG**-distributed resurrection of the late **Neil Bogart's** old **Casablanca** label, and would introduce his newest diva in **Lindsay Lohan**.

**Zomba** Chairman **Clive Calder** sells the remaining 80% of his company to **Bertelsmann** for a cool \$3 billion and isn't heard from again. Wonder if he'll take out an ad for the 20<sup>th</sup>?

**MCA** President **Jay Boberg** is ousted, with **Craig Lambert** named, as it turned out, very interim head. The so-called Music Cemetery of America is then folded into **Interscope Geffen A&M** as part of Geffen, retaining the name and a new President in **Jordan Schur**. **Eminem's** newest discovery, **50 Cent**, storms the chart.

**Warner Music Group's** **Roger Ames** rekindles merger talks with **BMG's** **Rolf Schmidt-Holtz** before **EC's** **Mario Monti** puts a damper on the idea.

The indie-promo "tollbooth" scandal rears its head, as **Jeff McClusky** and **Lenny Lyons** try to buy up stations, only to be turned back by **Clear Channel** cutting back on the practice of paying for early add info.

**Virgin Records** offices move to N.Y., while **Hilary Shaev** joins the label as **EVP Promotion**, reaffirming her commitment to the **Duke Blue Devils** by wearing an old-school **Grant Hill** jersey to the weekly marketing meeting.

**Neil Portnow** replaces the embattled **Mike Greene** as head of **NARAS** and chief of the Grammy awards after a Pulitzer-winning expose by the *L.A. Times's* **Chuck Philips** and **Michael Hiltzik**.



**Apple's** **Steve Jobs** introduces the **iTunes Music Store**, and the Age of Downloads begins.

**EMI Music Collective** launches with **Kevin Carroll** named promo head. Group includes **Bruce Lundvall's** **Blue Note** and **Manhattan** along with **Astralwerks**, helps launch **Norah Jones** to superstardom.

**Hilary Rosen** steps down from the **RIAA** to "spend time with my children," as **Mitch Bainwol** is named her successor.

**ALBUM OF THE YEAR**  
*Norah Jones Come Away With Me*  
(Blue Note)



Beloved longtime **WEA/UMVD** exec **Henry Droz** passes away.

## BLAME THEM THEY SAID IT

*"I don't do sniping. I told you that. So you can't get me to do it."*

**Mick Jagger, #809, 9/6/02**



*"I have a very unexcited prostate, if you wanna know. And that's the way we like it."*

**Keith Richards, #809, 9/6/02**

*"Downloading music... [is] going to be an enormous revenue stream within two or three years, when we finally get traction."*

**Doug Morris, UMG, #814, 10/11/02**



*"We respect his decision to return to his musical roots at such a pivotal time in music history."*

**Sir Howard Stringer, Sony Corp., on Thomas Mottola's exit from the company, #826, 1/17/03**

*"I am thrilled that I will continue my long-standing relationship with Sony to create a company that I believe will become a blueprint for the music business in the coming years."*

**Thomas D. Mottola, #826, 1/17/03**



*"Welcome and congratulations to him. Obviously, TV guys are taking over the music world."*

**Rolf Schmidt-Holtz, BMG Chairman/CEO, on appointment of Andrew Lack as head of Sony Music, #826, 1/17/03**

*"If we're going to have an environment where a creative person can't make a living, it's going to be an awfully quiet country."*

**Neil Portnow, NARAS, #828, 1/3/03**

*"She's not afraid to face the real issues of her life. She radiates the kind of charisma it takes to be a successful recording artist."*

**Andy Slater, Capitol, on Lisa-Marie Presley, #831, 2/21/03**

*"Consumers don't want to be treated like criminals, and artists don't want their work stolen."*

**Steve Jobs, Apple founder, on the debut of iTunes, #841, 5/2/03**



*"If you have a product people want, they will buy it even if they have already downloaded it."*

**Joe McFadden, Capitol Records, #803, 7/26/02**

*"SACD and DVD are both configurations with a number of benefits, including improved sound quality and enhanced content."*

**Jim Urie, UMVD President, #834, 3/14/03**

200,000  
18-22 yr olds



nationwide

WOULD YOU LIKE EVERYONE IN THIS CROWD TO BUY YOUR MUSIC?

# ADVERTISE WITH THE LEADER IN FRATERNITY AND SORORITY MEDIA

## Affluent

Greeks have more disposable income than the average student. Greeks spend money within their University communities constantly because their lifestyle demands it.

## Bulk Buyers

Greeks rely on goods and services of local business for the countless events, parties and fundraisers they hold each month! There is always a need for 30 pizzas, 5 dozen flowers and 150 matching t-shirts.

## Trendsetters

Greeks are the most visible students on campus. They are leaders, hold many organizational positions and are big supporters and participators in all campus-wide events. What they do, what they wear, where they eat and how they act impacts Greeks and non-Greeks alike.

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GREEK DIRECTORY

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# HITS CRAPBOOK

year 17

## NOT GIVING A PUCK



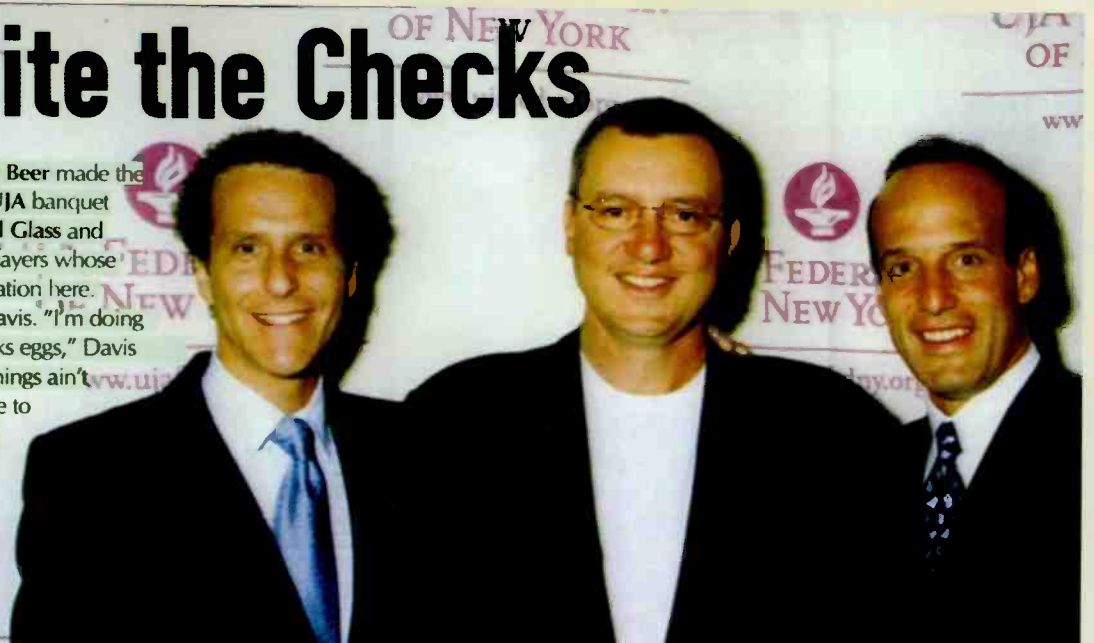
"Dude, if you're gonna hang with the Baby Busters, you're going to have to be willing to go to extremes," counseled pop-punk starlet **Avril Lavigne** as **Arista** ruler **L.A. Reid** listened. "Like me playing ice hockey even though I'm a chick—extreme, right?" Lavigne went on to explain that the kids today really are more complicated than adults give them credit for, what with DVDs, TiVo, multi-platform 3G videogames, unlimited cell phone minutes and Web rings and chat rooms of all descriptions competing for their time. "The whole time, I'm thinking, **Tom Whalley** would take a puck in the teeth for me. Will you? Will you take a puck in the teeth for me? I CAN'T HEAR YOU!!!" Consider this the 17th anniversary issue's minimum required Canadian content.



**GOTH TO GEEKS:** To celebrate their #1 album debut, **Evanescence** stopped by XM studios. This sounded like a viable option, considering their other choice was to play a free show for a Hot AC station in Boise. Remember, when you think "goth-rock" think "Jon Zellner."

## They Write the Checks

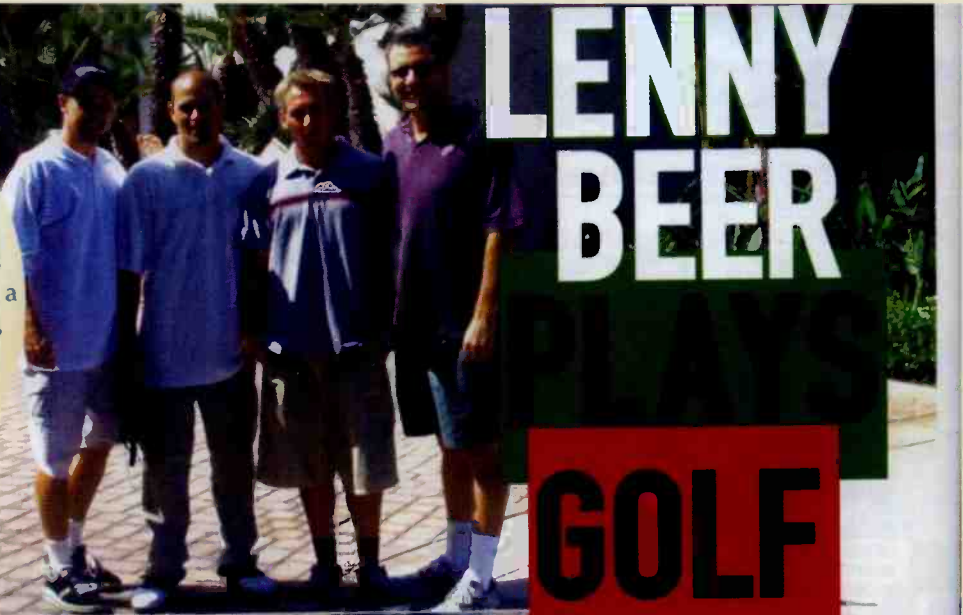
Our intrepid Editor in Thief **Lenny Beer** made the trek to the Big Apple to attend a UJA banquet honoring **Artemis Records'** **Daniel Glass** and barrister **Fred Davis**, two giving players whose stature in the biz needs no elaboration here. "How's business?" Glass asked Davis. "I'm doing great, but the record business sucks eggs," Davis replied. "Me, too," said Glass. "Things ain't what they used to be—I may have to run an extra marathon in protest." "I broke 90 yesterday with three birdies," Beer noted. "Wanna buy an ad?" After 17 years, we're as sick of us as you are.



# HITS CRAPBOOK

year 17

In the first photo, Lenny joins mega-manager **Jim Guerinot**, surfer **Kelly Slater** and porn star **Derek Sanders** for a round at Laguna's famed **Pelican Hill** course, in one of those moments that answers the musical question, "Who could make a surfer and a porn star look like Nobel Prize winners simply by standing next to them?" All the smoke emanating from the four-some gave new meaning to the term, "hitting the green."



## GOLF

Here, Lenny chills out on the green with **Buena Vista** music head **Bob Cavallo**, **Hollywood** promo guy **Justin Fontaine** and artist **Josh Kelley**. Beer was helpful in explaining to Josh that when the nice men at his record label play golf, it goes a long way in helping his career. "More golf, more gooder," he mumbled, quickly glancing at his flashcards. Kelley, meanwhile, wondered if anyone had free passes to that *Pirates of the Caribbean* movie.



The third and final shot in this series finds Beer ensconced in the male-bonding extravaganza that is the **Pinehurst Invitational**. **IDJ's** **Evan Prager** may have walked off with the trophy, but even the tourney's guiding spirit **Gus Gusler** had to admit Lenny managed not to embarrass himself—at least until the golfing was over. Meanwhile, **IDJ's** **Lewis Largent** wondered if **MTV** might be interested in a reality show about a good-looking **A&R** dude who used to work for **MTV**. Year 17: It's not a hole in one, but it sure smells like it.



In case you didn't know, our fearless leader Lenny Beer is now an avid golfer, having mastered the game in 1/235th the time it took him to assemble the staff of editorial triple-bogeys writing this drivel. Lenny's attraction to golf is a natural, since Lenny is naturally drawn to anything green, any activity that involves strokes and any game that openly acknowledges one's handicap.

# HITS CRABROOK

year 17

## IF IT FITTY, YOU MUST ACQUITTY



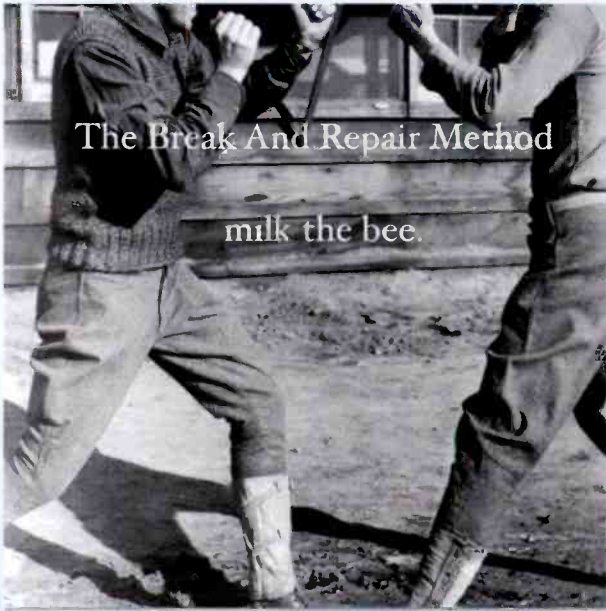
Shady/Aftermath/Interscope hip-hop breakthrough **50 Cent** negotiates with IGA boss **Jimmy Iovine** to up his name to **A Dollah** for his next album. "And I want an increased royalty rate, too," said Fitty. Said Iovine, "Dawg, that's the hizzy on the shizzle fo nizzle. For everything else, you'll have to talk to my attorney." To understand what went on in Year 17, you needed a rap dictionary.

## SPARE THE ROD AND SPOIL THE CAPTION



**W**e join this photo—of **RCA/J Records Group** ruler and industry legend **Clive Davis** paying tribute to his storied artistic friendship with rock great **Rod Stewart**—in progress: "...Which brings us to 1959, a watershed year in many respects, not the least of which was my developing a hybrid of gospel and rhythmic pop that would come to be known as 'soul music,'" Davis recalled. "Next slide, please, Charles..." **J Records** GM **Charles Goldstock** mentally counted down the time left before Clive's manicure, and just then **BMG** chieftain **Rolf Schmidt-Holtz** had to admit to himself that "merger" just doesn't have the pizzazz of, say, "annexation." First the Berlin Wall, now this. It's enough to make a grown man long for the good old days of the Weimar Republic.

# honest, evocative music



# HITS CRAPBOOK

## timeline YEAR 18

**"LENNY: ANY PARTING WORDS** of wisdom to the three readers that will be turning the pages? How about, TAKE THE RETIREMENT PACKAGE?

**Ivana:** I was just going to say I was optimistic about the future

**Lenny:** Sorry, I thought I was having this conversation with Karen Glauber

**Ivana:** who?"

(INTRODUCTION TO EIGHTEENTH ANNIVERSARY ISSUE)

*"He has the same kind of relationship with his audience I saw Dave Matthews have with his fans eight years ago."*

**Butch Waugh, RLG on Kenny Chesney, #854, 8/1/03**



*"Starting in the late '70s, I was really wacked-out."*

**Walter Yetnikoff, #889, 4/23/04**

*"Viacom is a company that I love, and one that I know intimately."*

**Tom Freston, Viacom, #893, 6/4/04**

*"This company will be dedicated to serving the needs of its artists, while at the same time enriching the lives of music lovers around the world."*

**Andrew Lack, Sony BMG CEO, #897, 7/23/04**

*"This is an amazing opportunity to work with Doug, Zach and Jimmy, who are the absolute best in the business. The Island and Def Jam brands have had such a tremendous impact on popular music culture, and it's an honor to carry this legacy into the future."*

**Antonio "L.A." Reid, on being named IDJ Chairman, #879, 2/13/04**



*"Music is more popular than ever—it's been integrated into every facet of our lives, but with the current economic state of the business, it's critical that we develop and deliver the best music possible."*

**Jeff Kwatinetz, The Firm, #858, 8/29/03**

**BLAME THEM  
THEY SAID IT**

## ALBUM OF THE YEAR

**Usher Confessions**  
(LaFace/ZLG)

**Edgar Bronfman Jr.** begins setting up operations after his Nov. '03 \$2.6 billion **WMG** acquisition, financed in part by **Thomas H. Lee**, is complete, with **Lyor Cohen** as point guy and **Elektra's Sylvia Rhone** and **Atlantic's Val Azzoli** leaving the label group. Cohen brings along ex-colleagues **Julie Greenwald** as **Atlantic Records Group** President and **Kevin Liles** as **WMG EVP**.



**Vivendi Universal** takes **UMG** off the table in its bid to sell its entertainment assets, with **General Electric** paying \$3.8 billion in cash for 80% of the new company, of which \$3.3 billion will go directly to reducing **VU's** debt. The new company is dubbed **NBC Universal** and immediately begins plans for a "My Mother the Car" ride at **Universal Studios**.

**MTV** gets the year off to a stunning start at the **VMAs** with a liplock between **Madonna** and **Christina Aguilera**, while our own **Lenny Beer** admits it put him in touch with his own inner lesbian.

**MTV Networks Prez Van Toffler** is honored with the 2004 **City of Hope** "Spirit of Life" award, though it's not for bringing **Madonna** and **Christina Aguilera** together, but for keeping **Michael Moore** away from **Bill O'Reilly** at the **VMA** after-party.



**BMG North America** officially realigns its labels, with the **RCA Music Group** now including **RCA, J** and **Arista**, and the **Zomba Label Group** encompassing **Jive, LaFace, Verity, Volcano, Violator** and **So So Def**. **Clive Davis**, completing a remarkable comeback after being forced to leave **Arista**, and **Charles Goldstuck** are put in charge, with **Barry Weiss** named **ZLG** President/CEO, reporting to both. No word on who gets to paper-train **Nipper**. **"L.A." Reid** resigns as head of **Arista** and lands at **IDJ**, where he names **Steve Bartels** **Island** prexy.

Longtime **BMI** head **Frances Preston** announces she will step down from her post... "only after someone pries this gavel from my stiff little fingers."

**MAP** founders **Buddy Arnold** and **Carole Fields** pass away, as **NARAS** takes over the organization and makes it part of its **MusiCares** program.

**Sony** and **Bertelsmann** announce plans to merge their respective music operations under the leadership of **Rolf Lack-Holtz**. **Wiener schnitzel** and **sushi** are served at the press conference as the term "Axis of Evil" is resurrected from **WWII** to describe the pairing. After finally receiving the **EU's** blessings, the company names **Sony's Andrew Lack** CEO, with **BMG** topper **Rolf Schmidt-Holtz** a non-executive Chairman. **BMG's Michael Smellie** will be COO, while **Sony's Kevin Kelleher** will serve as CFO.



**Lionel Ridenour** is named VP **Urban Music** for **Virgin Records** and still can't carry a tune.

**Tom Freston** is named **Viacom** Co-President/Co-CEO with **Les Moonves**. Nobody can recall seeing the two in the same room at the same time since. Coincidence? We think not.



AS A PAST PROMOTION EXECUTIVE...

ELEKTRA: CLOSED

ARISTA: CLOSED

MCA: CLOSED

PRIORITY: CLOSED

THE FUTURE IS CLEARLY IN MANAGEMENT.

BRIAN "BK" KENNEDY- PRODUCER/SONGWRITER/ARTIST

FINGAZZ- PRODUCER/SONGWRITER

ANTWOINE "T-WIZ" COLLINS- PRODUCER/ENGINEER

GERINA DI MARCO- ARTIST/SONGWRITER/PRODUCER

J. VALENTINE- CITYBOYZ MUZIK/SONGWRITER/PRODUCER

MEECH- EPIC/SONY RECORDS

ANDY VARGAS- GEFFEN/INTERSCOPE RECORDS

BAILEY- CITYBOYZ MUZIK/J RECORDS

**MAFFEI MANAGEMENT**

"IT BEATS SELLING REAL ESTATE"

— TOM MAFFEI

# HITS CRAPBOOK

year 18

## LIVING *HITS*-TORY: A MAGAZINE WHOSE TIME HAS COME... AND PASSED



### HEAVY LÜFTING

What becomes a legend least? How about being surrounded by a bevy of **Beers** with nary a drop to drink? Show biz icon **Lorna Luft** greets *HITS* Editor in Geek **Lenny Beer** (r) and his otherwise-lovely family backstage at the singer's tribute to her famed mom, as daughter **Sofee** and wife **Suzi Dietz** pretend they don't know him. Shortly after, Lenny gushed about how much he admired Luft's show biz icon mother, **Elizabeth Taylor**. After 18 years of this, you'd need a doping test, too.



### BEN THERE, DONE THAT

**Maverick Records** singer/songwriter **Ben Jelen** tells *HITS* President **Todd Hensley**, **MTV's Gina Esposito** and **Peter Baron** how he was kidnapped by a Kabbalah cult and forced to sell red wrist string bracelets on the street to survive. On top of that, all of a sudden, **Guy Oseary** won't take his phone calls. And his AOL account won't work. Next thing ya know, he'll be co-writing with **Junior Miles**. Oh, the humanity. Year 18: Like the pig said, "Th-th-th-th-at's all folks."



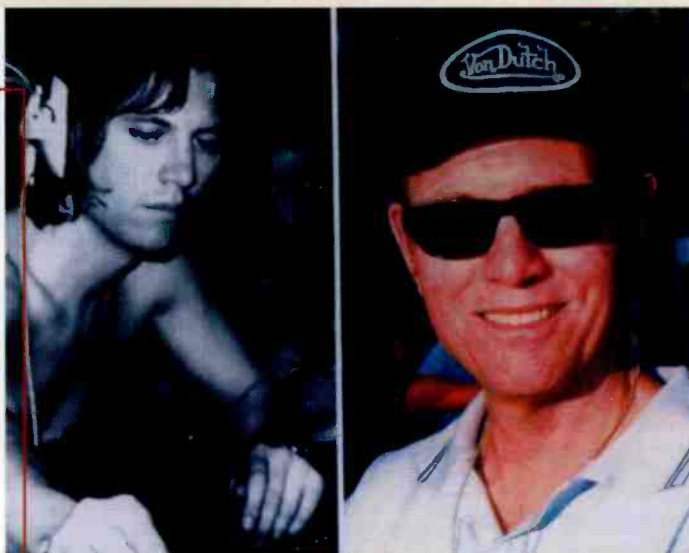
### IVANA REMEMBERS DELAUGHTER

**Ivana** tells **Hollywood Records** recording artists **The Polyphonic Spree's Tim DeLaughter** he should employ the "Bob Clearmountain pause" for their **Apple iTunes** remix, the same one responsible for making **Semisonic's "Closing Time"** a hit. As a sign of her generosity, she only asked for a 50-50 split of royalties for the advice. Shortly thereafter, Ivana was forced to split early when the lead singer of **Phantom Planet** suffered an anxiety attack. Pictured offering to turn Ivana into a Disney ride called the **PMS Tilt-a-Whirl** are (l-r) **Hollywood's Geordie Gillespie**, **DeLaughter**, **KCRW's Nic Harcourt**, **Ivana**, **Buena Vista Music Group Chairman Bob Cavallo** and **Hollywood's Abbey Konowitch**. Year 18 was just 365 days too long.

# your **HITS** CRAPBOOK

## W O R L D S   A P A R T

We know **Worlds End** majordomo **Sandy Robertson** in his guise at right on last year's Lollapalooza tour as a gracefully aging Brit with a stable of hit producers and enough of a piece of **The Matrix** to line his nest egg into the next decade. But boy, were we surprised to discover the '70s version at left, a bare-chested rock hunk hard at work producing some **Jac Holzman** signing, as he twists the knobs on, say, **John Peel and the Lower East Side's** "Have a Marijuana." Of course, shortly after finishing that assignment, the young Robertson took over **Ian Gillen's** spot in **Deep Purple** and the rest is rock history. Hope we die before we get old because Year 18 was as close to death as you could get without dropping dead.



## EMI: Emergency Marijuana Injection



**Capitol Records** dance diva **Kylie Minogue** teaches **EMI** execs the true meaning of the land "down under," as she gets up close and personal during the company's **Grammy**-eve party. **EMI Music Chairman Alain Levy**, **EMI Music Vice Chairman and N.A. ruler David Munns** and **Capitol Records topper Andrew Slater** adjust their sites on the bottom line before recruiting Kyle to play **John Lennon** and **George Harrison** in the planned **Beatles** reunion album. "It's always been my dream to hear Kylie do a medley of 'I Am the Walrus' and 'Locomotion,'" exclaimed Slater. "Especially when we add that guest **Chingy** rap for **Crossover**." Year 18 was the biggest wank-off since **Pee-wee Herman** went to the movies.

## B U D D Y   S Y S T E M

Even **HITS** magazine must take pause from the comedy to note the passing of **Musicians' Assistance Program** founders **Buddy Arnold** and wife **Carole Fields** for all the work they've done on the behalf of the industry in helping people recover from addiction. Pictured at the fourth annual **MAP Awards**, where over \$500k was raised, the following ponder the philosophical conundrum, "If this photo appears in an Anniversary Issue no one will ever see, does it really exist?" (l-r) mega-barrister **John Branca**, musicians **Jimmie Vaughan** and **Steven Tyler** and **Fields**.



# HITS CRAPBOOK

## year 18

### HUNG NOT SO WELL

**Koch Records** *American Idol* loser **William Hung** enjoys the 14th minute (and counting) of his meteoric pop career as he hangs with **Houston Rockets** basketball superstar **Yao Ming**. Moments after this shot was taken, Ming dunked Hung through the TV set, and said he was the most offensive thing that had happened to Chinese culture since Charlie Chan, but that he did manage to download his version of "She Bangs" free off of KaZaA. Year 18... an hour later, you're hungry again.

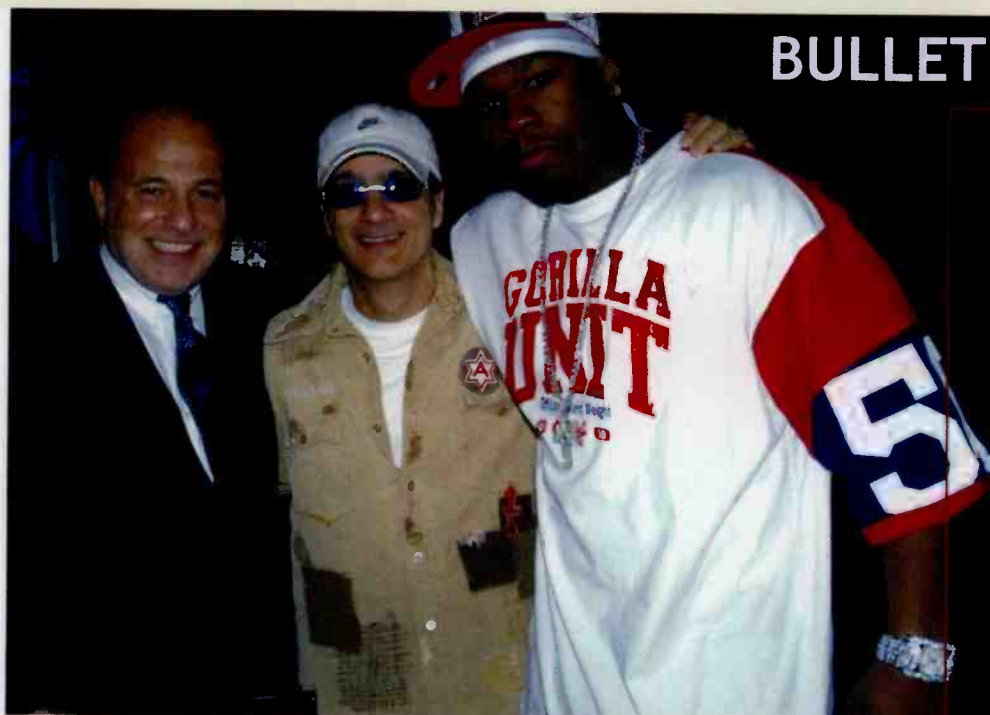


### CHOCOLATE CAKE



**Jive/ZLG** superstar **R. Kelly** visits label headquarters, where execs present him with a double-platinum album for selling more than 10 million combined copies of his best-selling Internet video and his multi-platinum album *Chocolate Factory*, after checking for bugging devices and hidden cameras. Kelly then announced his upcoming tour of Girl Scout camps before ordering the following to destroy this film, so it wouldn't be used to incriminate (l-r): SVP U.S. labels **Peter Thea**; VP A&R **Wayne Williams**; ZLG President **Barry Weiss**; SVP R&B Promo/Mktg. **Larry Khan**; Kelly, SVP Sales & Mktg./GM **Tom Carrabba**; SVP Artist Mktg. **Janet Kleinbaum** and Kelly business mgr. **Derrel McDavid**. Hey, don't you wish the FCC would censor us?

### BULLET PROOF



**Doug Morris'** **Universal Music Group** continued to dominate the marketshare landscape, which explains why the UMG boss is smiling at this year's Grammy soiree. Or he might have just found out **HITS** anniversary issue will now come out once every five years. At any rate, the man flashes his pearly whites, as **Interscope** ruler **Jimmy Iovine**, showing off his custom Armani baseball hat, and superstar rapper **50 Cent** ponder the implications of the large green dildo in *Billboard* Executive Editor **Ken Schlager's** office. If Year 18 were a car, it would be an Edsel.



# 7 SIGNS OF THE APOCALYPSE

- 1. FAMINE**
- 2. PESTILENCE**
- 3. DISEASE**
- 4. WARS**
- 5. LAWLESSNESS**
- 6. 1,000 ISSUES OF HITS**
- 7. EARTHQUAKES**

ZIFFREN, BRITTENHAM, BRANCA, FISCHER, GILBERT-LURIE,  
STIFFELMAN, COOK, JOHNSON, LANDE & WOLF LLP

# HITS CRAPBOOK

## timeline YEAR 19

**"LIKE WE SAID, YEAR 19 WAS ONE OF REFLECTION.** Happy fucking anniversary to us. You hate our guts, but we're still here. And if we make it to 20, we'll be nearly legal."  
(INTRODUCTION TO NINETEENTH ANNIVERSARY ISSUE)



**Shawn Carter** aka rap legend **Jay-Z**, is named President of the **Def Jam** label, then announces he's retiring from attending the weekly marketing meetings.

UMVD's **Jim Urie** announces the formation of indie distrib **Fontana**. Not to be outdone, WMG's **Lyor Cohen** launches **The Incubator**, an initiative to upstream developing artists.

With **Rascal Flatts** and **Hilary Duff**, **Disney's Buena Vista** scores the top two debuts on the album chart for the first time in its history. **Robert Iger** finally returns **Bob Cavallo's** phone calls.

**Sylvia Rhone** is named President of **Motown Records** and EVP **Universal Records**.

New York Attorney General **Eliot Spitzer** launches an investigation of independent radio promotion and payola, then announces his candidacy for Governor. **Sony BMG** agrees to pay a \$10 million fine and promises to stop using payola tactics.



**HITS' Lenny Beer**, UMPG's **Tom Sturges** and **The Doors** manager **Jeff Jampol** will teach a UCLA course, "The Music Business: Now," starting in January.

**Irving Azoff's Azoffmusic Management** and **Howard Kaufman's H.K. Management** reunite to reform **Front Line**, the management company they ran from 1974-83, with funding by **Thomas H. Lee**.

**Jermaine Dupri** is named President of **Virgin Records'** newly launched Urban Music Division, while **Mike Davis** is tapped as UMVD EVP Sales & Marketing. Neither knows us from Adam.

**Sir Howard Stringer** is named Chairman/CEO for **Sony Corporation**, the first non-Japanese to lead the company. To celebrate, he eats spaghetti with chopsticks.

**Mariah Carey's** comeback effort, *The Emancipation of Mimi*, debuts at #1 on its way to becoming the year's top seller for **L.A. Reid's IDJ**.

**Linkin Park** demands to be released from its contract from **Warner Music Group** on the eve of the company's IPO. WMG cuts the price of shares from a hoped-for \$22-24 to \$17, raising \$554 million, \$100 million less than the principals had planned. EMI offers Warner Music Group \$20 a share, but WMG passes.

**Clear Channel** spins off its concert division, to be headed by **Michael Rapino**.

**Zomba Music Publishing** chief **Richard Blackstone** will succeed **Les Bider** as head of **Warner/Chappell**.

**Andrew Lack** signs **Bruce Springsteen** to a deal said to be worth as much as \$100 million, ranking several top-level Bertie execs.

**Christina Norman** takes over the reins of **MTV**, with **Tom Calderone** moving over to **VH1**.



## ALBUM OF THE YEAR

50 Cent *The Massacre*  
(Shady/Aftermath/Interscope)

**Atlantic Records** Co-Chairman/Co-CEO **Jason Flom** is given his walking papers by **Lyor Cohen** at LAX and is subsequently named President/CEO of **Virgin Records**, replacing **Matt Serletic**, who goes back to playing keyboards with **Collective Soul**. **Lee Trink** is named GM.



Hurricane Katrina storms through New Orleans, as **Joel Gallen** helms a one-hour live telethon to raise funds for the displaced.



**Sony Music** Chief **Don Ienner** restructures with **Steve Barnett** becoming Chairman of **Columbia** and **Charlie Walk** named President of **Epic**. **Michele Anthony** is named President/COO and **Tom Donnarumma** is tapped as GM of **Columbia**. But all that would change in a matter of months.

## BLAME THEM THEY SAID IT

*"Xzibit took one look at my 1984 Ford Tempo and deemed it 'unpimpable.'"*

**Van Toffler, #903, 10/8/04**

*"I was screwed up on drugs. I took LSD, marijuana and amphetamines all at once."*

**Brian Wilson on the making of SMILE, #904, 10/22/04**

*"Online is taking its place alongside radio, video and touring as a venue to break new acts."*

**Jay Frank, Yahoo Music, #909, 1/14/05**



*"Radio and TV are 'lean-back' experiences, while AOL Music tends to be 'lean-in.' We encourage our audience to talk back to us."*

**Jack Isquith, AOL Music, #909, 1/14/05**

*"Steve and Apple's impact with... iPod and iTunes will be looked back upon as important as any instrument or device ever created for the music industry."*

**Jimmy Iovine, Interscope Geffen A&M, #923, 7/23/05**

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# HITS CRAPBOOK

NOT HOT FOR TEACHER year 19



HITS' UCLA Professurr Lenny Beer (l) flashes back to his own school days as a well-known plaything of bullies—they used to call him “Budweiser,” and he’s been taking it out on the world ever since. Here, Beer rubs his little nub up against some of the most powerful execs in the industry, who serve as guest speakers at his Music Business Now class with co-profs Tom Sturges (3rd fr r) and Jeff Jampol (r). On hand to try to score with vulnerable co-eds are (1-r) Front Line’s Irving Azoff, CAA’s Rob Light and Clear Channel Entertainment’s Michael Rapino. Did we mention that HITS is just an anagram for SHIT? Wait, you taught us that one year ago.

## BEHOLD A PALE HORSE



And you would be pale, too, if you had to carry super-mega heavy-weight manager Michael Lippman on your back for as long as it took to snap this shot. Kvetched Trigger: “Stop! You’re killing me. I swear I never slept with Rob Thomas. Now, will you please stop digging your spurs into my giant equine member?” HITS’ 19th anniversary issue: the perfect way to clean up after your nag.

## Blame Her... She did it!

As Pogo once said, we have met the enemy, and they is us. Yes, loyal reader, the reason we were able to convince all of the movers & shakers on the preceding pages that we were from *Billboard* is that things have changed at the gray lady of music trades, and we offer this photograph as graphic proof. This is NOT your dear old dad’s *Billboard*, Bucky. Nope, thanks to an infusion of young, go-for-the-gusto editorial talent, today’s *BB* staff is ready to trade the pen for a pint whenever the opportunity arises to par-TAY, especially when the festivities involve a steady stream of—you guessed it—Jack, right down the ol’ gullet. Check out the young lady in the upper left-hand corner—the new crew on Wilshire (very much like the old *Crue* of which *Tommy* is a part) certainly knows how to get down—YOW!!! If we weren’t on our last legs, we’d be begging *Tamara* to switch teams, because she is obviously one of us. Rock on, *Tamara*—we can see with our own bloodshot eyes that we have finally met our match.





# APBOOK

## PEOPLE DO



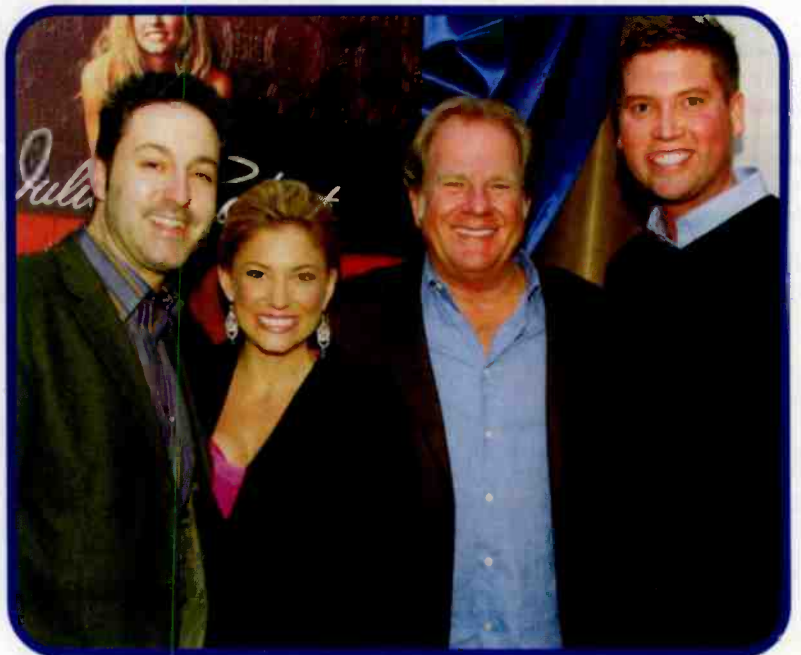
**D**o people take good records, set them up properly, market them until they puke and put points on the board both first week and every week? If you're these people, you do. Pictured during a quiet Miami VMA moment, where the body language isn't really saying much at all except perhaps "There's no 'I' in team (but there is an 'm-e')", are (l-r) Island Records President Steve Bartels, Interscope kingpin Jimmy Iovine, Island Def Jam mover/shaker Antonio "L.A." Reid and Def Jam President Shawn "Jay-Z" Carter. "I like what you fellas have done with Mariah and Kanye—very cute. Doug likes that," Iovine said quietly. "Ginger! Is Eminem still retired?!" It was later reported that Iovine may have spent the rest of the proceedings counting Apple shares to lull himself to sleep.



Comeback queen/IDJ diva Mariah Carey lulls herself to sleep by listening to the air gently whoosh through label marketing guru Eric Wong's ears during the kind of photo op that makes you wish you were the man's sideburns. "Just continue to whisper those sweet nothings," she cooed, as Eric proceeded to outline his retail plan after he cleared the fog from his glasses. "I think I can hear the ocean," said Mariah. "Yes, Mimi," replied the noble foot soldier. "Now will you please get off my foot? You're killing my bunions." Not even Pete Rose would bet on us reaching 20.

## PRETTY WOMAN, UGLY MEN

**U**MG Nashville Co-Chairman Luke Lewis figured that if Lyle Lovett could score with a famous movie star, so could he. Unfortunately, country crooner Julie Roberts wasn't about to take manager Ron Shapiro up on his suggestion that she change her name to Daisy Duke, never mind the cross-promotion possibilities and *Maxim* fashion spreads. Meanwhile, UMG's Jason Owens is just amazed this caption got into a family publication. Too bad the only family that will appreciate this crap is the clan of roaches living at the bottom of your garbage pail.



**"IT WAS 20 YEARS AGO TODAY** Dennis and Lenny taught the band to pay...and pay and pay and pay."

(INTRODUCTION TO TWENTIETH ANNIVERSARY ISSUE)

The sophomore album from *Time* magazine cover boy **Kanye West** scores the second-biggest debut of 2005 with 904k.

The **Rolling Stones** begin yet another U.S. tour, releasing a new album, *A Bigger Bang*, which debuts at #3, and, like **Elvis**, the geezers are seemingly everywhere.

### ALBUM OF THE YEAR

Mariah Carey  
*The Emancipation of Mimi*  
(Island/IDJ)

**Korn** enters in to a "360" partnership deal with **EMI**, which puts the music group "in the Korn business," sharing in all revenue streams through the course of the band's next two albums/touring cycles in exchange for a reported \$25 million investment. Insiders praise the deal's architect, **Jeff Kwatinetz** of **The Firm**, pointing out that it's precisely the new model Kwatinetz has been talking about for years.



**Steve Jobs** unveils the **Video iPod**, starts selling music clips and TV shows at the **iTunes Music Store**.

**Sony BMG's** newly installed Compliance Officer **Gil Aronow** sets up "the Rat Line," on which whistleblowers are encouraged to report any payola wrongdoings.

**Jeff McClusky**, who created the indie-promotion practice of toll-taking, informs the majors that he's discontinuing the practice.

It's discovered that **Sony BMG** installed **rootkit spyware**, compromising computer security, in numerous copy-protected CDs, resulting in class-action suits, a massive CD recall by SBMG and a software fix, as **Andygate** shifts into overdrive.



**Warner Music Group** becomes the second label to settle with **Eliot Spitzer's** office in the payola investigation, paying \$5 million to charity.

**Virgin's Jason Flom** assembles his staff, including new GM **Lee Trink**, promo captains **Hilary Shaev** and **Lionel Ridenour**, publicity guru **Angelica Cob-Baehler** and Urban music head **Jermaine Dupri**.

**Robert Hilburn** decides to accept an *L.A. Times* buyout and leaves as the paper's regular pop critic scribe. **Steve Hochman's Pop Eye** is also history. Hilburn is replaced by **Ann Powers**.



**Rolf Schmidt-Holtz** is named Chairman of **Sony BMG**, leapfrogging **Andy Lack**, with **Tim Bowen** the new COO, replacing **Michael Smellie**, who returns to the calm of his native Australia.

At the **Grammys**, **U2's** *How to Dismantle an Atomic Bomb* is named Album of the Year and "Sometimes You Can't Make It on Your Own" Song of the Year, while **Green Day's** "Boulevard of Broken Dreams" is tapped as Record of the Year. **John Legend** grabs Best New Artist.



**Doug Morris** and **Mel Lewinter** split **Universal Records** in two, with **Monte Lipman** heading **Universal Republic** and **Sylvia Rhone** heading **Universal Motown**.



**VH1's Rick Krim** rolls out the "You Oughta Know" program to spotlight up-and-coming artists. The first batch includes **KT Tunstall**, **James Blunt** and **The Fray**.

**Trans World** acquires **Musieland**, the last major retail mall operator in the U.S.

**Sanctuary Group** CEO/President **Tom Lipsky** announces his departure, followed by the exits of **Rod Smallwood** and **Merck Mercuriadis**, as the once-powerful indie unravels.

**Michael Jackson** agrees to sell half of his 50% stake in **Sony/ATV Music** back to the company, as legal eagle **John Branca**, who arranged the deal, clears a cool \$20 million for his 5% of the company.

In April, **Rascal Flatts** sets 2006's first-week sales record mark with 714k, giving **Bob Cavallo's Buena Vista Music Group** two of the year's biggest records, alongside Mouse house phenomenon *High School Musical*.

As its stock price hits \$31, **WMG** turns down a sweet \$4.2 billion offer from **EMI** in what would have been a huge windfall for private equity partners **Thomas H. Lee Partners**, **Bain Capital** and **Provident Equity**, who bought WMG for \$2.6 billion in 2003. Thereafter, WMG stock would go into freefall, bottoming out below \$5 in early 2008.

**Live Nation** acquires a controlling interest in the touring division of **Michael Cohl's Concert Productions International**.



In a move that sends tremors throughout the industry, **Don Jenner** and **Michele Anthony** are out

at **Sony Music**, with U.K./Ireland head **Rob Stringer**, brother of **Sony Corp.** chief **Sir Howard**, taking over as CEO.



Just as the **Warner Music-EMI** mating dance is getting really heated, with each prospective partner determined to be on top, the **European Court of First Instance** throws a bucket of cold water on the whole affair by ruling that the **European Commission** had failed to consider certain issues when it approved the merger of **Sony** and **BMG**. With that, the two companies lick their wounds and begin brainstorming other options.



**Concord GM Gene Runsey** scores big with **Ray Charles Starbucks** mega-deal.

# Hitting One Thousand?

**Congratulations  
on maintaining**

**“YOU’RE  
AVERAGE.”**

from your friends at

**DAVIS SHAPIRO LEWIT & HAYES**



# HITS CRAPBOOK

year 20

## SLEEPER SELLS



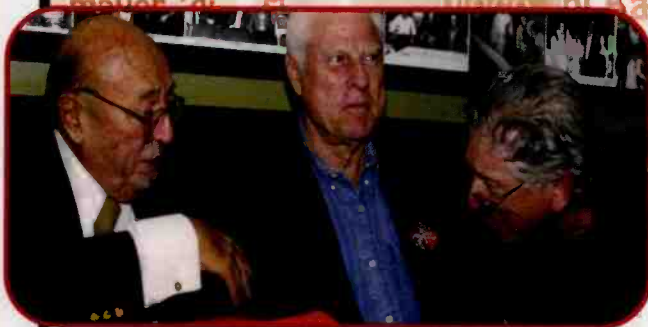
"Oy vey," says Irving Azoff to William Morris' Peter Grosslight and Scoop Marketing maven/longtime sidekick Larry Solters while the three enjoy the sights in the Eternal City. "It's Christina—she wants to change her look again. You know what that's gonna cost me?" Says Solters, "I've got Henley on my cell—he wants to know when you're gonna let him off the road." "Tell him I need them out there for another six months just to pay for my membership at Riviera," Irving bellows. "I've got that idiot Lenny Beer calling on my cell," says Grosslight. "He says he and Lavinthal have lowered the asking price for *HITS* to \$999.99." Irving replies, "Tell him he can have the money if he'll stop annoying me. Now, where can you get a decent knish in this town?"

## WATCHING HIS LACK



"Hey, Rolf, you're a TV guy just like me," then-Sony BMG Chairman Andy Lack (right) shmoozes to Rolf Schmidt-Holtz (left), "so you may have noticed that NBC has sucked eggs since I left. Sony BMG is lucky to have a winner like me running the show. I'll have this place on top of the heap as soon as I figure out what a Rootkit is. By the way, what does a non-executive chairman do?" "You'll find out soon, pal," Rolf replies. Waiting for the first opportunity to bolt are Burt Bacharach and L.A. Mayor Antonio Villaraigosa.

## TURKEY & CORNED BEEF AHMET



Yes, kiddies, long before Julie and Craig, there was an Atlantic Records, thanks to the legendary Ahmet Ertegun, who was responsible for the careers of great artists from Ray Charles to Led Zeppelin. "Hey, don't forget Foreigner," says their onetime manager, Bud Prager. "And what am I, chopped liver?" adds former Atlantic Prexy Jerry Greenberg, who's co-hosting a label reunion with his brother and fellow Atlantic alumnus Bob Greenberg at their Rainbow Bar & Grill in Vegas. The history of popular music is etched into Ahmet's visage, which will be even more distinguished after Jerry reaches over and picks that residue of kreplach off the great man's cheek.

## BUENA LA VISTA, BABY



Inquisitive teens Aly & AJ query BVMG Chairman Bob Cavallo about his peak career moment during a presentation commemorating the duo's gold record for their Hollywood debut LP *Into the Rush*. "Actually, ladies, my biggest accomplishment is fleecing Iger at golf," Cavallo replies, as Hollywood's Jon Lind (right) gets back to padding the number of friends on his MySpace page, and EVP/GM Abbey Konowitch (left) wonders why his only friend on the site is Tom.

# HITS CRAPBOOK

year 20

## GIMME A "U"!

### RICCITELLI: PROMO GURU OR EXOTIC DISEASE?

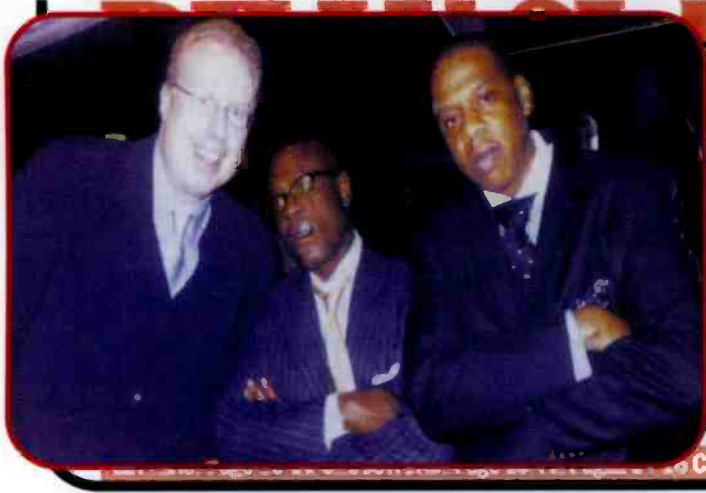


Beloved Zomba promo domo/perpetual-motion machine Joe Riccitelli (second from right) is seen performing a typical hit-and-run during last year's R&R Convention, schmoozing HITS crossover goddess Kim Hughes, with fellow Italian stallion John Strazza (left) and Bowling for Soup's Jaret Reddick in tow. Kim then injected Joe with a rare skin disease that had him puffing up like a float in the Thanksgiving Day parade. In 20 years, we've gone from hookers and blow to blow-up dolls and vaseline. If that's not progress, we don't know what is. And we certainly don't.



In a cosmic coincidence, the names of the #1 distribution outfit and the guy who runs it both start with a "U," confirming that UMGD and Jim Urie were bound for a rendezvous with Uranus, pun intended. Urie responded to our rancid homophobia by proving his raging heterosexuality with fellow execs (l-r) Nancy Folgmann, Mavis Takemoto and Linda Kury, who donned cheerleaders' costumes, which helped somewhat, along with the Cialis IV drip they set up in his office. Two decades of this crap is more than enough to stuff 1,876,298 landfills.

### FALL OUT BOYZ



Looking like they have far fewer than 99 problems but this bitch of an anniversary ain't one, IDJ triumvirate Steve Bartels, L.A. Reid and Shawn "Jay-Z" Carter paused for a much-deserved Cohiba break, during which the superstar MC turned record mogul insisted that Bartels dump his treasured cache of Cristal into the East River as a matter of principle. "Anything you say, Hova," said Bartels. "I owe you big time for showing me how to cop a raise from L.A.," Countered Carter, "Hey Buddy, I owe you a huge debt of gratitude for showing me how to fill out a T&E report." At that moment, Reid drew deeply on his cigar, thankful he no longer has to suffer through the wienerschnitzel served in the office commissary. Shortly afterward, all three discovered Pluto was no longer a planet and immediately fell into a deep depression. Needless to say, Year 20 sucked just as much as the other 19.

CLASSIFIED: Pages 18-24 SPORT: Pages 25-28 CONTACT US: 01772 254841

"THE BEGINNING OF THE END... Do you recall the time when we used to beg you to send us shiny, new CDs? When Tower had a store on Sunset? When you first looked in the glossary of *Hit Men* for your name? When label publicists returned our calls?"

(INTRODUCTION TO TWENTY-FIRST ANNIVERSARY ISSUE)



In a stunner, MTV architect **Tom Freston**, a longtime favorite of Viacom ruler **Sumner Redstone**, gets his walking papers from the old man only eight months into his new gig. Freston's fall is cushioned by a \$63 million golden parachute.

*R&R* is acquired by *Billboard/SoundScan* owner VNU, causing mass confusion in radio land over the reporting of spins.

A band-made video showing the four members of **OK Go** on treadmills becomes the latest clip to enjoy a viral explosion on the addictive, ever-more-popular **YouTube**, putting the band's year-old **Capitol** album back on the charts.



**Doug Morris** chooses the media summit hosted by Merrill Lynch's **Jessica Reif Cohen** to publicly call out social networking sites like **MySpace** and **YouTube** for what he regards as massive copyright infringement to the tune of "tens of millions of dollars."

Aggressively opening new revenue streams, Digital **Doug** squeezes **Microsoft** for a \$1 kickback on every \$250 **Zune** sold.

**EMI** agrees to sell the famed **Capitol Tower** to developer **Argent Ventures** for \$50 million, then enters into a long-term lease with the company before awarding **Andy Slater** a top-floor condo for \$2.4 million.

**Marty Bandier** announces an early exit from **EMI Music Publishing**, and successor **Roger Faxon** makes his presence felt by replacing EVP Creative **Evan Lamberg** with **Dan McCarroll**.

**Tower Records** is sold off for parts. L.A. indie retail stalwarts **Rhino** and **Arons** also shutter, as brick-and-mortar music retail contracts.

Veteran label exec **Phil Quartararo** exits **EMI** to form his own strategic marketing company, the first sign of an imminent shake-up in the hierarchy of the British company.

**Columbia** takes top marketshare honors for 2006 in new releases (7.3%) and overall (7.2%), with **UMG** once more leading the Big Four with 31.6% to **SBMG's** 27.4%.

**Disney's Bob Cavallo** is king of the House of Mouse with the top two album sellers of the year in *High School Musical* and *Rascal Flatts*, while **Hannah Montana** cartwheels to #8.



## ALBUM OF THE YEAR

*High School Musical*  
(Disney)

**EMI Music's Alain Levy** and **David Munns** are "abruptly terminated," with Chairman **Eric Nicoli**

taking the reigns himself. **Nicoli** then announces the merger of **Capitol** and **Virgin**, with **Jason Flom** named Chairman/CEO of the newly formed **Capitol Music Group**, while **Capitol President Andy Slater** is ejected with a golden parachute. Soon thereafter, the proactive **Nicoli** strips **DRM** from the entire **EMI** catalog, a first for the Big Four.



**Entercom** settles with NY Attorney General **Eliot Spitzer** for \$3.5 million plus \$750K in expenses, throwing in an evening with a \$10k/night hooker for the future Governor of NY.



The **Dixie Chicks** sweep the **Grammys**, earning Record, Song and Album of the Year, while **Rick Rubin** nabs Producer of the Year.

**Jermaine Dupri** splits from **EMI** and is hired by **L.A. Reid** as President of the newly formed **Island Records Urban Music**. A few months later, **Steve Bartels** is upped to President/COO of **Island Def Jam Music Group**, while **David Massey** is named President of the revived **Mercury Records** label, where he gets to channel the spirits of **Ed Eckstine** and **Mike Bone**.



**Sony/ATV Music Publishing** lights a celebratory cigar after naming **Marty Bandier** Chairman/CEO. **Bandier** immediately starts scooping up high-grade assets including **Famous Music**, the **Leiber-Stoller** catalog and hit machine **Diane Warren**.

Radio biggies **Clear Channel**, **CBS**, **Entercom** and **Citadel** agree to pay \$12.5 million to settle their payola problem with the **FCC**, which requires them to provide 8,400 half-hour segments of free airtime for indie labels and local artists.

**Rob Stringer** and **Steve Barnett** get their man, installing **Rick Rubin** in the top creative post at **Columbia**. A *N.Y. Times Magazine* cover profile on the bearded one has the industry buzzing.

**Warner Music** purchases 74% of **Roadrunner** for \$74 million, failing to realize that **Nickelback**, the primary reason for making the deal, is out of contract. D'oh.

**Kelly Clarkson** butts heads with label ruler **Clive Davis** over the direction of her album *My December*, as **The Firm's Jeff Kwatinetz** exits. **Clarkson** turns to her idol **Reba McEntire's** husband/manager **Narvel Blackstock** as her new rep. *My December* includes credits to "my manager **Jeff Kwatinetz**... I STILL CAN'T BELIEVE WE GOT THIS RECORD OUT, HA-HA!"

**UMG** snags **BMG Music Publishing** for \$2 billion and folds the new asset into **David Zener's Universal Music Publishing**, which vaults to #1 in marketshare, nipping perennial top dog **EMI Music Publishing**.

**Jay Frank** leaves **Yahoo Music** to join **CMT** as SVP Music Strategy.



**IGA** announces the formation of **A&M/Octone**, headed by President/CEO **James Diener**.



**Tracy Cioherty** joins **WXRK N.Y.** as PD.

# Congratulations...

Here's to  
the next 1000!

Grubman Indursky & Shire

# HITS CRAPBOOK

Year 21



the 21<sup>st</sup> anniversary intro

## THE BEGINNING OF THE END

Where have you gone, **Walter Lee**?



An industry turns its lonely eyes to your electronic cattle prod.

And how about you **Walter Yetnikoff**, **Ahmet Ertegun**, **Goddard Lieberson**, **Bob Krasnow**, **Don Ienner**, **Mo Ostin**, **Lenny Waronker**, **Ed Eckstine**, **Mike Bone**, **Gil Friesen**, **Jerry Moss**, **Herb Alpert**, **Dick Asher**, **Joe Smith**, **Hale Milgrim**, **Sal Licata**, **Mike Bone**, **Jerry Greenberg**, **Ken and Nancy Berry**, **Ray Cooper**, **Michele Anthony**, **Al Cafaro**, **Eddie Rosenblatt**, **Ray Anderson**, **Alain Levy**, **Terri Santisi**, **Rick Dobbis**, **Peter Koepke**, **Bob Pittman**, **Bhaskar Menon**, **Lou Maglia**, **Chris Blackwell**, **Marge Bush**, **Bill Drake**, **Rick Sklar**, **Rosalie Trombley**, **Bobby Poe**, **Kal Rudman**?

Where are you now **Tom Freston**, **Les Garland**, **Dave Glew**, **Davitt Sigerson**, **Val Azzoli**, **Ron Shapiro**, **Jordan Harris**, **Andy Slater**, **Mel Ilberman**, **Steven Baker**, **Howie Kline**, **Bob Jamieson**, **John David Kalodner**, **Michael Greene**, **Gunther Hensler**, **Bob Summer**, **Neil Bogart**, **Bob Pfeifer**, **Jay Boberg**, **Suge Knight**, **Russ Thyret**, **Clive Calder**?



Hey, at least **Clive Davis** is still here.



Remember when **Charlie Minor** had the best table at Le Dome?

And **Al Teller** had the best Carvel swirl in the business?



**Steve Meyer** the best '70s porno mustache?

**Ted Field** the hottest babes? When **Frank DiLeo** had more than a bit part in *GoodFellas*?

When **John Betancourt** had the best stash in town? When **Marko Babineau** had your ear?

When **Marc Benesch's** bong was always filled?



When **Clay Gish** was a man?

When **Stu Cohen** wouldn't take your phone calls?



When **Brian Ross** and **Joe Isgro** were on a first-name basis? When people knew who **Bill Gavin** was?

**Bob Wilson**? **Timothy White**? **Irv Lichtman**? **Chris Morris**? **Fredric Dannen**? **Bill Knoedelseder**?

**C. Delores Tucker**? **Jack Thompson**?

Do you recall the time when we used to beg you to send us shiny, new CDs? When **Tower** had a store on Sunset?

When you first looked in the glossary of *Hit Men* for your name? When label publicists returned our calls?

When there were publicists? Press junkets? Smoking joints with PDs while listening to your label's latest release?



When all you needed was FedEx to get the add? Do you miss Hot Reports? When everyone had expense accounts? Business conventions? Hookers and blow? Yeah, right. We don't remember that, either.



After 21 years, the clock is still ticking on our 15 minutes.



For all of you who still care, thanks for being there.

For all the rest of you without advertising budgets... We hope someday you get one again.





# HITS CRAPBOOK

year 21

## HOW LOW CAN THEY GO?



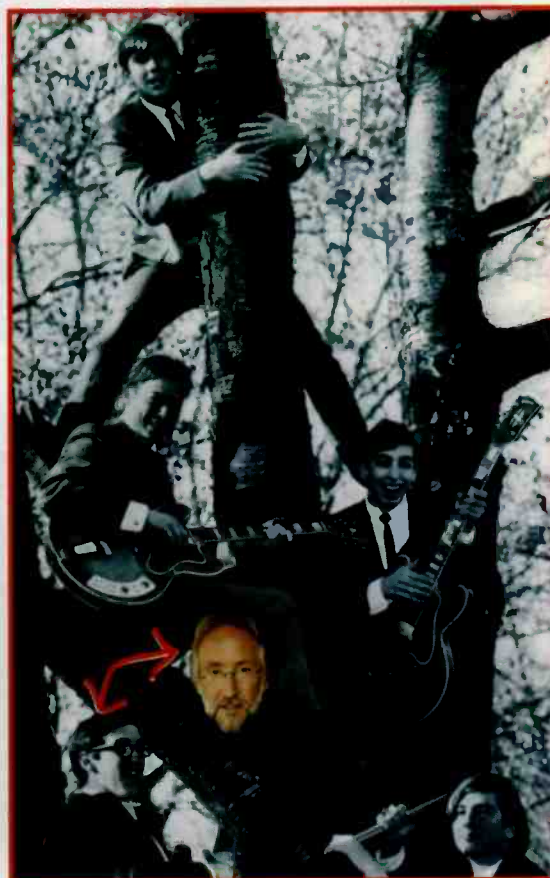
With Lyor Cohen partying in the Hamptons like it's 1999, hanging at the Pink Elephant and choppering *Rolling Stone* writers to and from Manhattan, beleaguered WMG boss Edgar Bronfman Jr. was left pondering a stock hovering in the single-digits and antsy private equity bosses looking to cash out once again. Not exactly a banner year, but nobody expected a *HITS* 21<sup>st</sup> anniversary issue, either.

## ROCK THE OBAMA



Democratic Presidential candidate Barack Obama hands out ambassadorships in exotic countries in exchange for Nobu reservations to a bunch of IDJ execs who are still weighing their support for Michael Dukakis (l-r): Def Jam's Jay-Z, IDJ's Antonio "L.A." Reid, Island Urban's Jermaine Dupri and Island's Steve Bartels.

## SILLY SAVAGES



Who's the big bassman sitting in the tree with the Coke bottle glasses hanging on for dear life? Well, it's none other than NARAS ruler Neil Portnow (lower left) back in the day when he really was on the lowest branch of the music industry as a member of the swinging Savages, available for proms and sock hops all over Long Island. Hey, it didn't get him laid then, and it doesn't get him laid now, but at least he has three minutes in front of a national TV audience to say what he wants every year on the Grammy telecast. Even then, his bark was bigger than his bite.

## PAY AT THE PIMP



**Jive/ZLG** high llama **Barry Weiss** explains how he buys off the rack at the Men's Warehouse to label artist **Ciara** as they mark the release of her sophomore album *The Evolution*. Weiss then tried to get the R&B superstar to guess the number of hairs on his chest in exchange for knocking 2.5 shekels off her royalty rate.

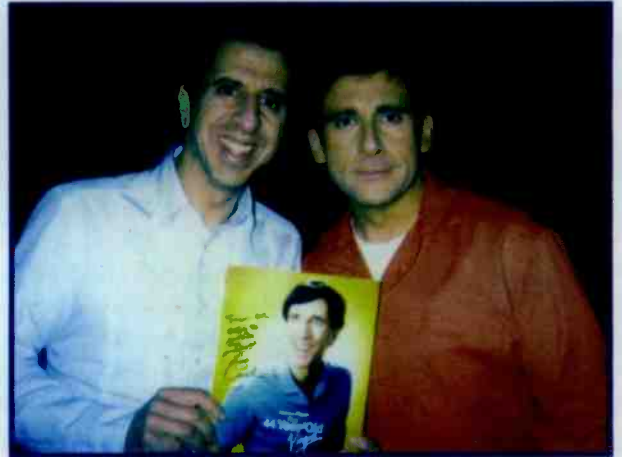
## Better Off Ted

**T**his is one music industry veteran who deserves better. **Ted Volk** has worked under Capitol's **Andy Slater**, Maverick's **Guy Oseary** and now **HITS'** own **Ivana B. Adored**, among others. In other words, the well-respected promotion man deserves combat pay after being named Vice President Rock Formats for **HITS** magazine. There's still a Rock format?



**Ted Volk:** Just call him Rocky.

## TWO VIRGINS, NO WAITING



**Capitol Music Group** honcho **Jason Flom** explains how he lost his virginity at a **Twisted Sister** show on Long Island in the late '70s, while *The Office* star **Steve Carell** offers how his *40-Year-Old Virgin* character was based on **HITS'** resident small-dick loser **Lenny Beer**. Just think, these jokes are as old as the rag that keeps recycling them.

## KNICK KNACK PADDY WACK



Former N.Y. Governor **Mario Cuomo** (r) asks **Cablevision** ruler, **Madison Square Garden** chief and itinerant bluesman **James Dolan** why **Spike Lee's** **Knicks** season tickets are better than his, while film mogul **Harvey Weinstein** (l) and blues legend **Robert Randolph** squeeze some lemons and let the juice run down their legs. It was moments like this one that led us to listen to the **JD & the Straight Shot** album 1,87,538 times in an effort to figure out why Dolan gets to be the elephant and we wind up as the dung.

You guys  
still here?

Don Passman and all your friends at  
Gang, Tyre, Ramer & Brown, Inc.

# HITS CRAPBOOK

## timeline YEAR 22

**"BEEN DOWN SO LONG** it looks like up to me."  
 (THE TITLE OF FOLKSINGER RICHARD FARINA'S 1966 NOVEL, PERFECTLY APPLICABLE TO THE MUSIC INDUSTRY OF TODAY)



**Edgar Bronfman Jr.** reveals he spent \$18 million of the company's money on **Bulldog Entertainment's** exclusive Hamptons venue **Social @ Ross**, with its \$3,000-per-ticket price tag, which fails miserably. **Iyor Cohen** has his own Hamptons misadventure, hosting a *Rolling Stone* reporter for a weekend that includes dope smoking and a helicopter ride back to the city.

**Disney's *High School Musical 2*** spends four straight weeks at #1 before being upended by **Kanye West's *Graduation***, the year's biggest debut with 930k, followed by **50 Cent** and **Kenny Chesney**, both scoring over 400k, in a brief echo of the good old days.



**Guy Hands'** U.K. private equity company **Terra Firma** purchases **EMI Music** for \$4.9 billion, and **Eric Nicoli** is shown the door. Hands tries to bring aboard **People's Paul Caine**, **Clear Channel's Tom Poleman** and producer/songwriter **Billy Mann**, but only Mann accepts the offer. **Roger Ames** is named head of EMI's N.A. operations, with all label heads reporting to him, though not for long.



**Clear Channel** shareholders approve a mega-bucks merger agreement with a group led by private equity players **Thomas H. Lee Partners** and **Bain Capital**.

**Radiohead** splits from **EMI**, offers downloads of new album *In Rainbows* for whatever fans want to pay, causing the entire biz to sit up and take notice. The band later agrees to put out the CD version through **Coran Capshaw's** label operation.



**UMG's Doug Morris** decides to play hardball with **Apple's Steve Jobs** and **iTunes** by refusing to sign a year's renewal, preferring a month-by-month basis instead. Jobs, who has just sold 750k **iPhones** during the first weekend, couldn't care less.

**Amazon.com** opens its own music-download store, dubbed **Amazon MP3**, potentially providing the biz with some competition for **iTunes**.



**Madonna** and **Live Nation's Michael Rapino** announce their reported \$120 million, 10-year deal, marking the artist's farewell to longtime label **Warner Bros. Records**, followed by pacts with **Jay-Z**, **Shakira**, **Nickelback**.

**The Eagles'** Wal-Mart exclusive on *Long Road Out of Eden* bows at #1 with the year's second-highest first-week total of 707k.

**Disney's *High School Musical 2*** is 2007's top seller, one of two in the Top 5 for the House of Mouse, followed by **Josh Groban**, **The Eagles**, **Daughtry**, **Linkin Park**, **Hannah Montana 2**, **Fergie**, **Kanye West**, **Nickelback** and **Taylor Swift**.

**Guy Hands** kicks off 2008 by unveiling a radically unconventional new organizational grid for **EMI** and announcing his intention to trim one-third of the company's worldwide workforce—up to 2,000 jobs altogether. Ranking A&R executive **Tony Wadsworth**, who signed **Radiohead** and **Coldplay** is out, while uncertainty surrounds the futures of **Roger Ames** and **Jason Flom**.

**Amy Winehouse** takes home five **Grammys**, including Record, Song and Best New Artist, but **Herbie Hancock** shocks the entire biz by winning Album of the Year for *The Joni Letters*



Moral crusader **Eliot Spitzer** resigns in disgrace as NY Governor after he's nailed in a sex probe.

As a reward for systematically dismantling what had been the most respected record company of the last half-century, the **Warner Music** board renews the deals of **Edgar Bronfman Jr.** and **Iyor Cohen**, occasioning mass mourning among the **WMG** rank and file.



The legendary **Clive Davis** is replaced by **Zomba** chief and fellow veteran music man **Barry Weiss** as the head of **BMG**, and offered the newly created job of Chief Creative Officer for **Sony BMG** worldwide.

**Charles Goldstuck**, Davis' #2 and widely assumed to be his handpicked successor, is forced out in a domino effect. Also given his walking papers is **SBMG COO Tim Bowen**.



**Bronfman's** brother-in-law **Alex Zubillaga** exits **WMG** after making a killing in salary and stock, but nepotism remains alive and well at the **Bunny**, as **Edgar** sets up his son **Ben Brewer** with a joint venture deal and makes sister **Holly "Bhavani" Lev** the company's distributor to Israel.

**Island U.K.** chief **Nick Gatfield** accepts **Guy Hands'** offer to become President of A&R Labels for **EMI Music** N.A. and U.K., while **Roger Ames** is moved to a consultation gig with parent company **Terra Firma**.



For two weeks in June, the music biz enjoys a rare return to form, as **Cash Money/Universal Motown's Lil Wayne** flirts with a million in the biggest bow since **50 Cent's *The Massacre*** in March 2005, followed a week later by **EMI saviors Coldplay**, who open with 729k while breaking the **iTunes** first-week sales record set by **Jack Johnson** earlier in the year.

A heated disagreement between **Live Nation's Michael Rapino** and **Michael Cohl** over the extent of the company's financial commitment to the artist business leads to **Cohl's** resignation.



**John Lenac** is promoted to Head of Programming and Artist/Label Relations at **Yahoo Music**.

**Bertelsmann** announces plans to sell their half of **SBMG** back to **Sony**.

**ALBUM OF THE YEAR**  
*High School Musical 2*  
 (Disney)

the new album  
***RIGHT ON TIME***  
produced by  
**JOHN PORTER**

includes  
"Slow Motion In Reverse"  
featuring **JOE WALSH**  
and "Train's A Coming"  
featuring **ROBERT  
RANDOLPH**

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fontana

ARTIST  
GARAGE

# HITS CRAPBOOK

year 22

## Hope Meets Hopeless



Capitol Music Group Chairman/CEO Jason Flom was put on the spit and made to pay for signing the likes of White Lion, Zebra and Twisted Sister during this year's City of Hope Roast at the Tavern on the Green in N.Y.C. The event raised more than \$300k for cancer research, minus the \$299,999 laid out for the open bar. At top, RCA Music Group EVP Richard Palmese (l) and Flom play an impromptu game of "Who's the Jew?" before Jason's nose inhaled the entire dais.

## Rehabbing Their Reps



Universal Republic execs take time out from cracking crab shells to toast Amy Winehouse's five Grammys with Evian water and Xanax chasers at the Palm moments before Vivendi's check bounced and the chopped liver sculpture of Mel Lewis was wheeled back in storage for next year. Trying to figure out how they'll get their rental tuxes back by midnight are (l-r) label Co-President Avery Lipman, VP Crossover Gary Spangler, CEO Monte Lipman, SVP Promotion and Artist Development Joel Klaiman and VP Promotion David Nathan.

## Pic of the Week



## Going to Montana

Disney Music Group biggie Bob Cavallo rests his achy-breaky back at the recent City of Hope dinner in his honor at L.A.'s Pacific Design Center, which raised upwards of \$3.6 million for the cause. Cavallo compares wallet and mullet size with label superstars Miley Cyrus (l) and dad Billy Ray (r) before organizing an impromptu line dance with the Jonas Brothers to kick the ass of the DeGrassi High cast. Anyone got change for a million?

# HITS CRAPBOOK

year 15

year 22

## Bartels Makes Vertical Leap at IDJ

In the midst of helping launch Kanye West's *Graduation* toward a first-week sales altitude many believed was no longer possible, Steve Bartels was named President/COO of the Island Def Jam Music Group by IDJ topper Antonio "L.A." Reid.



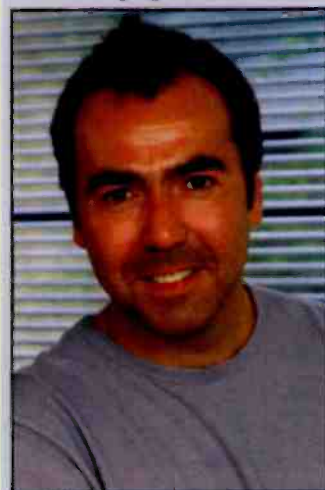
**Steve Bartels:** Generally considered the best big man since Shaq.

## Gatfield to EMI in the Nick of Time

Music industry vet Nick Gatfield, newly named President of A&R Labels, North America and U.K., EMI Music, finds HITS' Roy Trakin begging to duet with him on "Come On Eileen."

Joining EMI brings you back to where you began your music business career in 1985.

I look at EMI as my music business DNA. I've always had affection for the company. When I sat down with Guy [Hands] and he articulated his vision, then you start looking at the assets of the company, the quality of the artists, as well as the key staff, and the opportunities are huge. EMI has already started addressing the issues in the music industry that everyone will eventually have to. They're just doing it before these changes are forced on them.



**Nick Gatfield:** Completes his midnight run back to EMI.



## Jim Weatherson

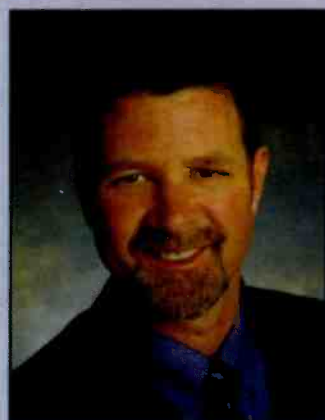
Walt Disney Records

**What's NARM doing right?**

NARM has always tried to showcase the brightest new talent as well as established stars to the toughest audience they will probably ever face (and they think Simon Cowell is tough).

## Thompson In at CMG as Shaev Resigns

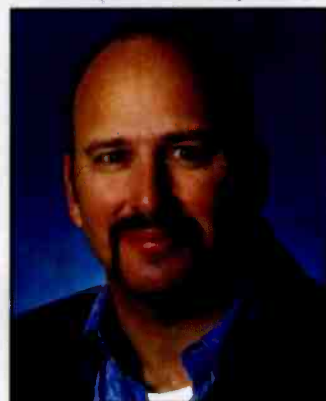
One promo veteran enters, one leaves. Greg Thompson has been appointed EVP Promotion for Capitol Music Group by label President Lee Trink.



**Greg Thompson:** Has the best assists-to-turnovers ratio in the business.

## Ron Done Deal at Fontana

Ron Spaulding—not the little pink rubber ball, but the veteran sales exec—has been named EVP/GM of Fontana, UMGD's indie distribber, by President Jim Urie, to whom he reports.



**Ron Spaulding:** You can call him Captain...or batman.

# 52/52: MTV Lets Artists Take Over Promos

**A**s anyone who watches MTV knows, some of the most creative, talked-about programming is the stuff that runs in between the shows; in other words, the channel's on-air promotions.

Now, in an initiative dubbed 52/52 in-house—for 52 acts in 52 weeks—the network's music and talent & marketing departments, respectively, will team up to offer a different band and/or artist every week for a year the opportunity to take over up to 11 hours of the channel's on-air promotion inventory.

The artists participating in the initiative represent a wide range, from new and emerging bands like Paramore, Team Facelift, Rodrigo Y Gabriela and Mark Ronson to more established acts like Kanye West, Foo Fighters and Nelly Furtado.



**Amy Doyle:** At MTV, 24/7 is so last year.

# PBOOK year 22

## What You Oughta Know

Six questions for VH1 EVP Music Programming & Talent Relations Rick Krim

**You'll be increasing the visibility of "You Oughta Know" acts on-air until the end of the year.**

We consider it the pre-eminent franchise in the video music world for breaking new artists. We're taking our three most recent picks—Sara Bareilles, Chrisette Michele and Ingrid Michaelson—and putting them in our XL rotation, which had previously been reserved for the biggest hits. The thing about these artists is you're not seeing them everywhere. We're trying to take a much more aggressive, leading role in breaking them. This is an opportunity to really turn up the heat. It's our little gift to the music industry and we figured this is the right time of year to do it.



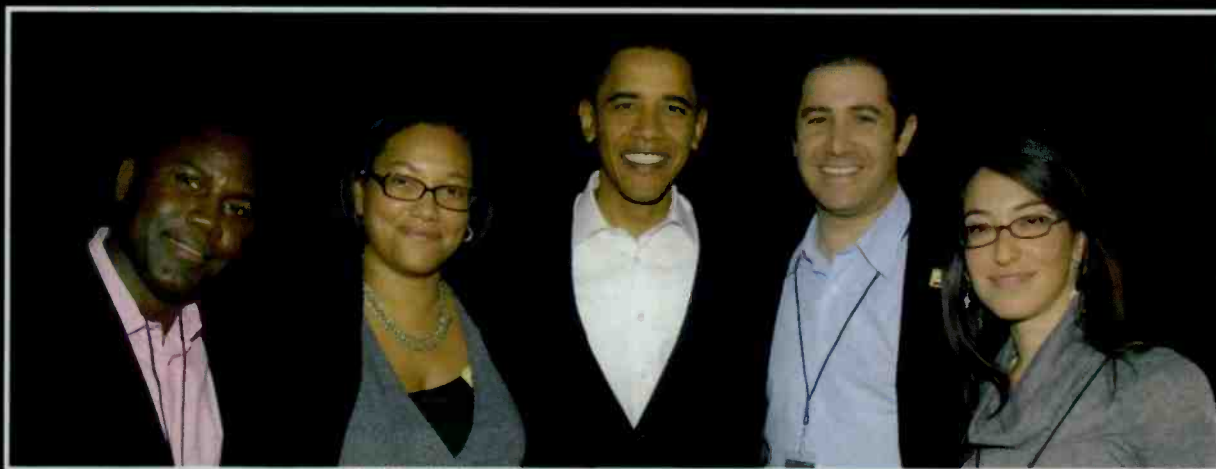
## JJ Schaidler

**Best Buy**

**What's NARM doing right?**

NARM is actually stronger now that the business environment is worse. I believe that through our work on green packaging, research and new physical formats, we are working to serve the customer better.

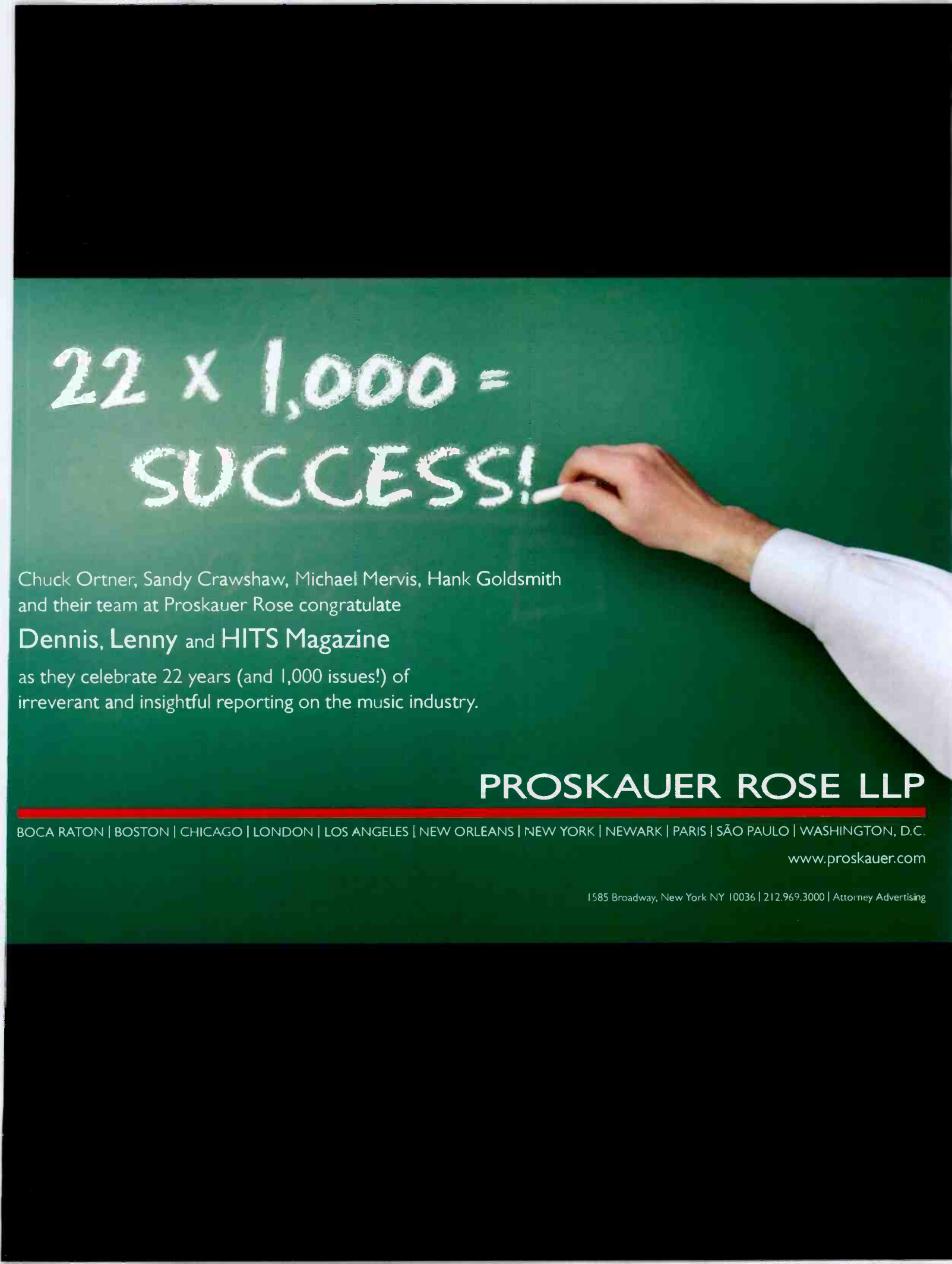
# Pic of the Week



## Barack to the Future

Democratic Presidential candidate Barack Obama prepares for his cameo on MTV's *The Hills* and receives a few tips on *The Game* for his campaign pick-up techniques during a break from the network's MySpace Presidential Dialogue at Coe College in Cedar Rapids, Iowa. Pictured before admitting they'll be supporting Tila Tequila's unannounced candidacy instead are (l-r) MTV's Ian Rowe and President Christina Norman; Obama; MySpace's Jeff Berman and Liba Rubenstein.





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SUCCESS!

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and their team at Proskauer Rose congratulate

**Dennis, Lenny and HITS Magazine**

as they celebrate 22 years (and 1,000 issues!) of  
irreverant and insightful reporting on the music industry.

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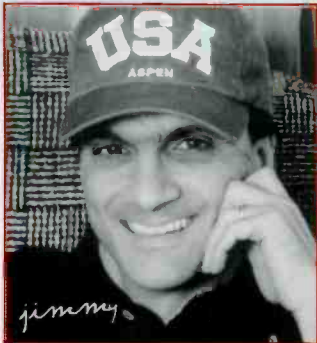


YEAR ONE

# 1987

## JIMMY IOVINE

by Roy Trakin 6/1/87



Thirty-four-year-old Brooklyn native **JIMMY IOVINE** got his start sweeping floors and going for coffee at N.Y.'s Record Plant sixteen years ago, a job he secured through the recommendation of legendary songwriter Ellie Greenwich. There, veteran dial-turner and studio owner Roy Cicala took the skinny Italian kid under his wing, giving him his first assignment as an assistant engineer on John Lennon's "Rock 'n' Roll" album, working with producer Phil Spector.

Lennon and Cicala set out on a mission to teach Iovine everything he needed to know to make a record: the teenager learned his lessons well in the subsequent "Walls and Bridges" and Harry Nilsson's LP, "Pussycats." After that, the apt student served as chief engineer for the first time on Bruce Springsteen's "Born to Run" and "Darkness on the Edge of Town." From there, he made his bow as a producer on Patti Smith's "Easter" album, which produced the Top 10 hit, "Because the Night," written by the Boss himself as a favor to his erstwhile engineer.

Iovine soon became a much-in-demand producer, working on albums by Tom Petty, Dire Straits, Stevie Nicks, Simple Minds, the Pretenders, U2 and Bob Seger, with a rep as the leading architect of the album-rock sound. Recently he's turned towards younger developing acts like Lover Speaks and Lone Justice, the latter of which he's also taken on as his first managerial project. Currently, the darkly handsome producer, who still boasts a thick Noo Yawk accent, has his own office on the A&M lot, where he's helping redesign the label's fabled sound studio, with the help of partner Shelly Yakus, and has his own label/production deal. That freedom enables Iovine to work with a variety of different artists at his leisure. His current projects include producing new albums for Patti Smith (her first in eight years), British songstress Alison Moyet and Maria Vidal.

**Rather than having a particular signature sound, your productions tend to put a premium on human interaction and the personal bond between artist and producer.**

I make sure it's that way. Because I can't work with somebody unless I can connect on that level. I only work with people whose music I can get into. And I usually look for an artist who expresses a culture. A band that reflects more than just music, that stands for a whole way of life. If I can find someone like that, I try to step into their world and understand completely what they're doing. A much work gets done outside the studio as inside. It isn't just a matter of going in and cutting a track. You have to realize what makes those lyrics stand out, then you know what kind of song that artist is capable of delivering.

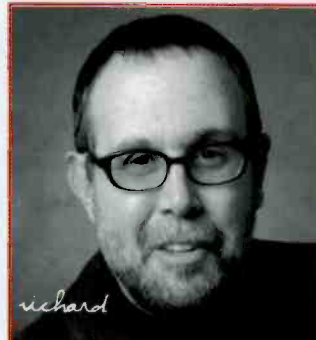
### When did you decide that you wanted to produce records?

During the recording of "Darkness," I had had enough of engineering. It was too much of a gig. If I have to work for a living, I want to enjoy what I'm doing. It became too much of a job. While we were working on that album, I ran into Patti Smith in the hallway at the Record Plant and she just blurted out, "Why don't you produce my next record?" I was a ballsy character so I said, "Why not?" and began to work on "Easter," while I was still engineering "Darkness".

## YEAR TWO

## MCA'S RICHARD PALMESE

by Lenny Beer 2/9/87



**RICHARD PALMESE** may have the best pedigree in the record business. Born in Brooklyn, his career has taken him from radio in St. Luis to local promotion to a national promotion and then a VP promotion position for Clive Davis' Arista Records and finally to his current post as an Executive VP of Promotions and Marketing for Irving Azoff's MCA Records. Oh yeah, and it all started with seminary training in Indiana.

One of Azoff's first moves as a new head of MCA was to bring in the hot promotion leader Palmese from a secure and successful position at Arista. Yet it was not to run promotion, but to oversee the overall marketing of the newly renovated label that enticed Palmese to make the move west. It was a move that Palmese always thought he would never undertake, but, as he put it, "Laid-back Los Angeles. Three hours behind the times. Having to watch football games at 10 in the morning. But you know what? Twenty-four hours later, I was hooked on a wonderful environment that allows you to enjoy life, be creative and still work hard."

**Your move to MCA in 1983 took you out of the direct firing line of promotion and into the broader scope of label operations. Was it awkward for you to all of a sudden have a VP of Promotion reporting to you?**

No, it wasn't. A long time ago I was smart enough to realize that you should surround yourself with great executives and create a team concept. I spent the first three months here absorbing and analyzing what was happening. I quickly saw that Steve Meyer was a top-notch promotion executive. I think HITS put it right when you said he is tenacious. I was the type of promotions man who believed in being thorough, and Steve is the same way. He believes in dotting all his i's and crossing all his t's. He does promotions so well that I was actually relieved that I didn't have to focus so much of my

Q &amp; A

1

9

8

8

time and attention into the promotion area and had more time to study the sales and distribution system here, so I could better understand the big picture. I was very fortunate to have a teacher like John Burns, the head of our distribution unit. We'd go to lunch and he would explain just what we had to deal with. I would attend NARM regional meetings and the national NARM conventions, as well as the local one-stop meetings around the country. I was like a sponge absorbing new information everywhere. I was able to spend a lot of time learning new areas during my whole first year because I had Steve Meyer. However, promotion stays in my blood and I still don't go out on Tuesday nights. Steve and I are on the phone back and forth all the time. I also go over to his office on Mondays and check his lists and write things down. I'm really comfortable with my relationship with the entire promotion department, and with Bill Bennett, now heading our AOR department. I couldn't be happier.

**Finally, let's change the subject completely. I hear something pretty exciting is going to be happening for you personally...**

Yes, my beautiful wife Lana and I are expecting a baby, our first child. It's due on March 9th, but there's an office pool as to when it actually comes. Want to take a guess?

## CHRYSALIS' DANIEL GLASS

by Hank Bordowitz 2/15/88



It should be party time for Chrysalis Promotion VP **DANIEL GLASS**. Since he took charge of the label's promotion machine, he has established an enviable reputation for breaking not only the Huey Lewis' and Pat Benatar's, but plenty of new music also.

Glass is a product of Brooklyn College's radio station WBCR, the breeding ground for such industry stalwarts as Lenny Bronstein and Mike Shallet, to name a few. "It's sort of what like UCLA used to be in basketball," he laughs. After graduation, Glass plugged songs for the likes of Vic Damone and Trini Lopez, before going to work for Delite Records' founder Harry Finfer. "He taught me how to sell records out of the trunk of my car," he recalls.

His big break came with father-in-law Sam Weiss of Win Records Distribution. They took Sam Records, a little company Weiss had as a sideline and turning it into a dancing 12" monster. They were phenomenally successful from 1977 to 1982, breaking records by Gary's Gang and John Davis and the Monster Orchestra on Frankie Crocker's Friday afternoon radio show, which was noted for hot new music. The success of Sam caught the eye of then-Chrysalis Prexy Jack Craig, who dangled the opportunity to work with rock as well as dance music in front of Glass, doing new music marketing. His first project was a band called Spandau Ballet, which Glass suggested, to the shock and amusement of all, that the label work at black radio. He brought it to his pal Crocker, and when the smoke cleared, the record was Top Five in Pop. His next

trick was breaking Billy Idol's "Dancing with Myself," but his biggest coup came with Huey Lewis and the News' "Sports," busting them out of the 250,000 range and into the multi-platinum stratosphere.

Within Chrysalis, Glass has held the posts of New Music marketing, New England promotion, NY local promotion, Top 40 promotion, video promotion, and Senior Director of Promotion. Two years ago, he became Vice President of Promotion. And now he has his own custom logo imprint, to debut this year, which is rapidly shaping up as a great one for Glass and Chrysalis.

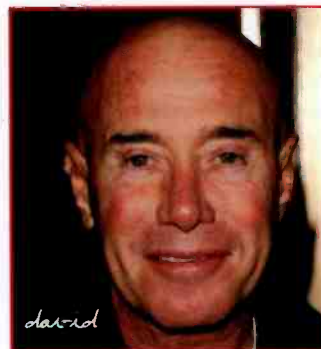
**Recently the rumor mill had it that you were out of here..**

People know of my allegiance and close ties to Jack Craig, who brought me here. When Mike Bone took over there might have been speculation. At this point, I have a phenomenal relationship with Mike. I'll give you an example of a Mike Bone/Daniel Glass scenario. Last Monday, I sensed a big breakthrough for Paul Carrack's single, "Don't Shed a Tear," very similar to the first big Huey Lewis single, "Heart and Soul." I didn't think there were enough units out on the street. I went into his office, his door is always open and I said, "Mike, it's time. I'm frustrated and we've got to get this thing rolling." Three and a half days later, 87,000 new units were out on the street, sold. He got them into the big stores and did what had to be done. When a President and the VP of Promotions can talk like that, it's a sign that they're on the same wavelength to break acts. My decision to stay with Chrysalis had a lot to do with Mike Bone and where he wants to take this label. We're on our way to making history here. The alternatives I had were all great ones, and I think people recognize hard work and the conviction I have—that when I believe in a young artist, there's nothing I won't do to break the artist. My approach lends itself to few other companies.

## YEAR THREE

## DAVID GEFFEN

by Roy Trakin 10/31/88



It's been almost 25 years since 45-year-old **DAVID GEFFEN**, having flunked out of the University of Texas and dropped out of Brooklyn College, took a job in the William Morris Agency mailroom. His Russian immigrant mother, who raised him, started her own corset company operating out of the family living room in Brooklyn, instilled in her son the will to succeed on his own terms. Today, with a string of hit records, movies and Broadway

shows, David Geffen is in the *Forbes* Top 400 and a very rich man. His seven-year-old record label, spurred by Guns 'N' Roses, Aerosmith, Whitesnake, Cher and others, will gross more than \$90 million this year in the US alone. His movie "Beetlejuice" was a box office smash, with a sequel in the works, while his Tony-winning Broadway play, "M. Butterfly" is grossing

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\$300k a week, a record-setting non-musical total.

David Geffen prefers not to dwell on the past or look into the future. His spacious, uncluttered office sports a tiny desk with little more than a phone on top, all the mercurial titan needs to wheel and deal. While still in the mailroom, the 20-year old signed a then-unknown Laura Nyro as his first client. After stints at Ashley Famous and CMA, he started his own management firm, Geffen Roberts, with associate Elliot Roberts. In 1970, he and Roberts formed Asylum Records for his artists, which included Joni Mitchell, Linda Rondstadt, the Eagles and Jackson Browne. Within two years, he sold Asylum to Warner Communications for \$7 million and took them up on an offer to run their motion picture division. A four-year retirement, spurned on by health problems, followed in which Geffen made another fortune in art and real estate. In 1981, he re-entered the record business in partnership with the WB, and has surpassed even his '70s triumphs.

**Is making money the thing that gives you the biggest kick?**

I haven't cared about making money as goal in my life for years. I've been a wealthy guy for a very, very long time. And I live a relatively modest life. The issue is accomplishing something, doing good work. The fact that Guns 'N' Roses is the #1 album, "Beetlejuice" is a smash movie, and "M. Butterfly" is Tony Award-winning is a great pleasure for me. It's something I'm very proud of.

**Do you regret having taken off those four years at the end of the '70s when you thought you were ill?**

I'm not sorry for anything I've done in my life. If you live with regrets, you're not living in the moment, you're living in the past. I'm only concerned with what's happening right now. What will happen, I have no idea. What has happened is only a prologue for today. Right now, we're the only company that makes Broadway shows, records and music successfully. Every single movie and every single show we've produced has been successful. This is the second record company I've started from scratch. In fact, Asylum and Geffen are the two most successful record companies to emerge over the last twenty years.

**How have you changed since your days as the enfante terrible of the industry?**

We're always the same person, but hopefully we evolve and grow. We get smarter and healthier. And try to deal with more of our demons. I know I have. The healthy person is one who's always working on themselves. Because the world won't change. The only thing that can change is you. I'm a better executive today. A better person. I like myself more. I'm very happy with the way my life has evolved. As a young man, I'm sure I stepped on a lot of toes... whether out of stupidity or insensitivity, that I'm unlikely to as an adult.

**It's often been said that you have a larger ego than the artists you work with.**

That's other people's opinions. I think of myself as equally talented as the people I do business with. Don't you? I think of myself as someone who has something to offer. I don't say everyone has to feel like I do. But whatever place it is I'm coming from, it's with intelligence, concern and a lot of thought. As to whether I have a big ego, I don't think you get be successful without a healthy ego. I don't think one can be successful if they don't believe in themselves, do you? It's like that line in "A Chorus Line" "Saw sis go pitterpat/Thought I can do that." After all, I'm not trying to be a brain

surgeon. I don't think I could do that.

**Where did you get the enormous drive and ambition to succeed at such a young age?**

I have no idea. My mother was separated from her family when she was 11 because of the Russian Revolution and she was never able to return. She was virtually an orphan, and in order to survive, she had to be very industrious and hard-working. I grew up in a family where we were taught a lot of important lessons, good and bad. You spend your life trying to unlearn the bad lessons and capitalize on the good ones.

**Is there a feud going on between you and Irving Azoff?**

Irving and I not only don't have a feud, we speak to each other and see one another often. We go back to when Irving worked for me as a manager at Geffen-Roberts. I have the highest respect and regard for Irving, and he would be the first to tell you I have been one of the major contributors to his career. I was involved with getting him the job at MCA and I helped him get the deal for Full Moon at Warner Bros. I have been an admirer and supporter of Irving Azoff for years. That doesn't mean at any given moment, we do not disagree.

**Is it lonely at the top?**

What is the top by the way? No, not at all. I have many friends and I'm a happy guy.

**Is the music business still as much fun for you as it was in the beginning?**

I've never been happier than I am today. I wouldn't be back in the '60s or '70s for anything in the world. And I wouldn't be back yesterday for anything in the world. I'm happy to be here, now, today.

**DOUG MORRIS**

by Danny Fields 4/24/89



**DOUG MORRIS**, President of Atlantic Records since June, 1980, is in the midst of presiding over the label at one of its hottest periods in its history. Born and raised in affluent Woodmere, Long Island, Doug is clearly not following in the footsteps of the other young men from his neighborhood, who as a rule entered the professions or prosperous family enterprises. Upon graduating from Columbia in 1960 with a major

in sociology, Morris went right into the music business, trying to get somewhere with his own songs.

A man who studiously avoids the publicity spotlight, and maintains a modest life in the industry, Doug and his family currently live in Cold Spring Harbor. He is extremely well-liked by his fellow workers. One admiring former executive described him as "very musical in a very broad sense, a genius at comprehending songs and song structure, and one of the nicest people I've ever worked with." It is impossible at Atlantic to find anyone who would disagree with that assessment.

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This interview took place in Morris' office on the second floor of 75 Rock. The place is large, and tasteful, with subdued lighting, a very large tropical fish tank, and a massive arcade version of "Asteroids." Like the man, the office radiates "presidential." His politeness, sincerity and geniality are readily apparent...even while talking to *HITS*.

**You came into this business right away, not by any roundabout path as most other people do.**

I had aspirations to be a singer/songwriter, and I entered the business trying to get my songs recorded. I started at Leeds Music and I ended up working with Bert Berns at Robert Mellin Music. I was the professional person who took the songs around.

**Big Tree started in 1970 and joined the Atlantic family in 1974. Why did you go to a large record company at that time?**

At Laurie, the emphasis was on singles. We had Dion, the Royal Guardsmen, who did "Snoopy vs. the Red Baron," Gary US Bonds, etc. But you didn't sell a lot of albums. When I went into my own record company, I carried that philosophy with me, basically promoting songs rather than careers. I'd see other companies, for example, Capricorn, race by us and I'd think, "We must be doing something wrong." I realized then that it was more important to develop artists than just promote singles. When I had the opportunity to sell the company to Atlantic, they offered me the position of running Atco, and I knew that this was a chance to get off the singles treadmill to start anew, to sign artists and work on career development. I remember thinking which artists are available who are more artistic than overtly commercial? It's strange because the first two artists I brought to Atlantic were Stevie Nicks and Pete Townshend. They are both similar in certain ways—both were members of major bands, renowned songwriters with commercial success, yet they were left of center, not in it for the money and very spiritual. I've always been surprised at the way it all worked out. Ten years later, this spring, they will both deliver their fourth solo albums.

**When you took on the role of President, did you look around the industry at other chief executives to see who these men were and how they handles their positions?**

No, not at all. I didn't think that way. I just looked at the job at hand, and said, "I hope I can do this" and tried to do a good job. It was a very interesting because in 1981, we had five of the top 10 albums on the charts and I remember thinking, "This is not too hard." Of course, the next year, we had the bottom five of the Top 200, so it's that kind of business. You learn to navigate the hills and the valleys.

**How do you and Ahmet interact?**

We're in constant touch. I play a record in my office, he hears it through the wall, he comes running in. He plays a record, I go running into his office. We have a lot of fun together.

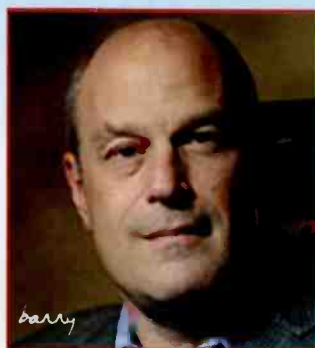
**What are you looking forward to with Atlantic in the immediate future?**

I think we're looking into the 1990s as a broader-based company, well-staffed with young aggressive record people at the helm. The morale is tremendously high, as is the enthusiasm. I think the perception of Atlantic Records is very bright at this moment. I'd like to see it become a groundbreaking type of company, establishing new acts each year and staying ahead of the pack. Whether we can do that or not, we'll see, but that's what the goal is.

## YEAR FOUR

### JIVE'S BARRY WEISS

by Rob Patterson 2/6/89



You wonder if **BARRY WEISS**, VP Marketing Operations for Jive Records, was born with a phone to his mouth. The son of **Hy Weiss**, whose classic Old Town Records label was a contemporary of such seminal indies as Atlantic and Motown, Barry carries on that spiritual tradition which built this business—ear to the streets, eye to the charts and jaw at the blower. In the seven years since Jive opened operation in America, he's been instrumental in

building the label from a fledgling operation of three people to a potent mini-major. One can't help but think Barry leaned a thing or two from his old man—who recorded R&B crooner **Arthur Prysock** and scored hits with a street music called doo-wop. After all, Jive has similarly made its mark with black pop such as **Billy Ocean** and **Jonathan Butler**, as well as best-selling rappers like **Whodini** and **Jazzy Jeff and the Fresh Prince**. Add to that albums like **Samantha Fox's** latest smash and you get a picture of the Jive approach—as Weiss describes it, "At the end of the day, if the records aren't in the groove, they're not going to mean a thing."

Weiss compares the **Zomba Group** of companies, of which Jive is the record division, to "Motown in its prime." Zomba opened for business 12 years ago in London, a place owners **Clive Calder** and **Ralph Simon** had emigrated to from South Africa, whether their multiracial musical approach was a hit with the public, but not authorities. Starting out as a publishing and producer management outfit—their chief client being **Mutt Lange**—Zomba has grown into a "synergistic" company where every facet of the operation helps feed into the making and marketing of hit records. In addition to two major publishing firms (Zomba and **Willesden Music**) and a roster packed with hit producers, Zomba runs five studios in the U.K., publishes books, has recently opened LA and Nashville offices, and even has a three-story complex on 25th Street in Manhattan that houses the full U.S. operations and new recording studios. Maybe they'll buy us.

**There seems to be a great deal of cross-fertilization of talent and trends between Jive and Zomba's production and publishing divisions.**

Everybody pitches in, if they can or want to, on A&R. For example, I helped bring **Full Force** into the publishing company. Nobody's real pigeon-holed here. As a label, we're open. If anyone wants to bring an artist in, if it's viable, we'll do it. We don't pooh-pooh it if it's a promotion guy or press person who brings it in. If our publishing company is looking to sign an act, they'll consult me. It's really organic...everybody has the chance to roll up their sleeves and go as far as they want, and contribute as much as they want. I'm not involved in publishing on a day-to-day basis, but I help with that. **David Renzer**, who's the creative director of our publishing company, had the idea of the **Stock-Aiken-**



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Waterman remake of the Dusty Springfield hit, "I Only Want to Be With You," for the new Samantha Fox album. We feel it's going to be a big worldwide hit. Everybody works hand-in-hand like that.

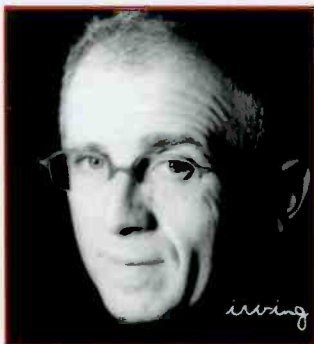
**How does such a free-wheeling label like Jive hook up with a machine like BMG?**

We go into RCA with a lot of imaging and long-term vision of our artists. We may have the right to pick the singles but we take their input because we are partners with them. We're partners, but at the end of the day, they're the ones out there doing the nuts and bolts of promotion, marketing and sales. Which doesn't mean that we don't get involved. For example, I call radio and retail myself, and we have people here who work on various aspects of our records. Ann Carli, our VP Artist Development, in league with the artists, virtually creates much of their visual and longterm imaging. We take our development expertise and reason for signing an artist into RCA, and give it to them through meetings with all the people there who are responsible for various departments. We also have the advantage through our deal with RCA, of having them employ a product manager—Tom Carrabba—whose sole responsibility is Jive product. He's the point man internally in that machine, and our artist knows that when they're signing with Jive, they've also got a home over there in that big company, a player, someone in there whose punching away for them.

RCA has been incredibly supportive—people like Bob Buziak and Rick Dobbis and the other key players there deserve credit for really seeing the potential of Jive Records and help make it happen. It's very hard for a licensing deal to work in a lot of cases, and I can't imagine one working better. People thought we were nuts going there, and people thought they were nuts going there with us when they weren't getting Billy Ocean or Whodini, who were still with Arista. But we knew it would change around with people like Buziak and Dobbis coming in, and it did. They made good on their promises, and we made good on ours.

## IRVING AZOFF

by David Adelson 12/18/89



Say what you will about Irving Azoff... most people do. Without question, Azoff enters the 1990s as the most adventurous, most colorful and most closely watched executive in the music business. Rest assured, if there's action, Irving Azoff won't be found too far away. A dominating and pioneering force in personal management during the '70s, Azoff joined the establishment in 1983 by assuming the helm of the music division at Lew Wasserman's MCA.

During this six-year tenure, Azoff and his band of crazies transformed the company from a second-rate operation to a premier force in the industry. Now Azoff is on his next adventure—still-to-be-named Warner Bros.-founded label that expected to kick-off early in 1990. The interview that follows is in no way standard, but then again, Irving Azoff is not your

standard record executive... Come to think of it, Irving Azoff isn't really your standard human being.

**How about the amount of money paid for record companies recently. Were these prices too high?**

Buying companies at this point in time has been likened by a bunch of Wall Street analysts to buying painting on the wall; still, I believe in the future of music. The compact disc has still not matured and Digital Audio Tape could happen... These people did buy catalogues, manufacturing rights and distribution rights. You've got to assume that somebody knows what they're doing. Sure, the relative values have skyrocketed, but you've got a situation now where the net and gross profits of Warner's recorded music interest exceed all of MCA Inc. With the potential upside of what a properly run music company can generate, it can justify what may be considered high today. I recently met with some of my Japanese friends and discussed some of the prices being paid. They told me that you never pay too much; you just sometimes buy too early.

**How about your Laker courtsides. Are you mad they've doubled in price from last year?**

Naaaaah, it's American capitalism at its best. It's supply and demand. Those floor seats have become an unbelievable status symbol. In the big realm of multi-million dollar Hollywood deals, I can still justify writing the checks to use them. I can tell you there would be no Chunky A record, had there not been Laker floor seats. As long as we have Magic Johnson, they'll be a good buy.

**There sure are a lot Irving Azoff stories going around.**

Listen, we're in a business where, to stand out, you need to be very colorful. Besides, I'm a refugee from the management business, where you had to become a lunatic, just like the guys you represented. Life's about fun. I would be this way if I was in the insurance business.

**You just don't strike me as an insurance salesman.**

First, I can't believe I get paid to do this. Second, I can't believe I get paid a lot of money to do this. And third, this isn't work to me. I've never really graduated from my youth. I'm a kid, and I'm not going to change for any of it. You can dress me up in a suit and tie to make me play the role of corporate America but underneath, I'm still a lunatic.

**Is it true that you and Joe Walsh were at a Holiday Inn where they didn't have suites, and so you supplied them with one?**

Yeah, Holiday Inn, New Haven, Connecticut. Walsh was having an insomnia attack. He had an electric chainsaw along. He was next door, but there was no adjoining door so I made one. Marshall Tucker was also on the bill and Toy Caldwell and some of the other folks were walking around the circular Holiday Inn with mic stands, punching holes in the ceiling. It was horrible what with police and everything. It was just horrible (laughs).

**Let's talk about your attitude in general.**

I have a bad attitude. My mother and teachers have told me that all my life.

**OK, so what is your attitude in life?**

I have a couple of mottoes: "Pay now, pay more later" is one, and "Fuck with us and getting even isn't good enough" is the other. Sure, I meet a lot of assholes. But I never met an asshole in the record business I didn't like.

**Do you think there are people out there who wouldn't mind seeing it not work for you?**

Show me anyone who is universally liked in this business and I'll show you



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someone who is very mediocre. Look, that's the nature of jealousy in our business and in my case, there may be a few more out there—make that a lot more out there, who are hoping doesn't work. But que sera, sera.

**Nobody believes for a moment that you're going to be satisfied with just running a record company. What else is in the works?**

I just purchased a wonderful plumbing supply store in Van Nuys. Besides that, the most important thing is getting the label started. I have interests in the other areas of business, I always have. Of course, I'd like to add to my portfolio, other than the record company and HITS... There are other things I'd like to do.

**Are you ever going to change your style?**

If you're asking if I'm ever going to grow up - absolutely not!

## YEAR SIX

### ANTONIO "L.A." REID and BABYFACE by David Konjoyan (8/10/92)



Whitney Houston, Pebbles, Johnny Gill, Bobby Brown, Sheena Easton, Karyn White and After 7 have at least one more thing common besides star quality - an association with ace producers/songwriters/performers and now label moguls Antonio "L.A." Reid and Kenneth "Babyface" Edmonds. As L.A. and Babyface, the pair has written and produced Top 10 hits for all of the above. But that's only the beginning. As The Deele, these

white-hot Cincinnati natives scored their own hit with "Two Occasions," and as a solo performer, Babyface has placed "It's No Crime" and "Whip Appeal" in the upper strata of the pop charts. Add to that new records with Bobby Brown and Aretha Franklin, and the soundtrack to Eddie Murphy's new film, Boomerang, and this duo would seem to have, and done it, all.

But the driven Reid and charismatic Edmonds have set even loftier sights with their LaFace Records label (distributed through Arista). They believe the Boomerang soundtrack is the project that will earn their still "babyfaced" label deserved industry attention, and their faith has been rewarded with two hit singles out of the box in the Babyface/Toni Braxton duet and a Boyz II Men track. Reid, who favors well-appointed, finely tailored suits to Edmonds more relaxed jacket and jeans wear, reminds one more than a little of a young and enterprising Berry Gordy, and his plans for LaFace are equally ambitious. Now based in Atlanta, where they've discovered a hot bed of R&B talent, the pair, together with semi-silent partner Daryl Simmons, granted HITS' semi-comatose reporter David "zzzzz" Konjoyan an audience in between mixing the upcoming Bobby Brown record and taking phone calls from the likes of Louil Silas, Jr and Jheryl Busby.

**There still aren't that many black-owned and operated record companies Is owning your own label significant to you politically?**

LA: It's significant, yes, because there needs to be more. With the importance that black music plays in the overall scheme of music, to

no have more successful black-owned and operated record companies is really sac. We obviously have the talent and capable executives who he p run so many other labels. This is a very important time period, because companies like LaFace, (Jimmy Jam and Terry Lewis') J Perspective and Teddy (Riley)'s label have the opportunity to not only achieve a huge amount of success but also allows us to participate in the profits. We've made a lot of record companies rich over the years, and I don't feel bad about it, but now it's important that we be able to say not only did we produce a great Pebbles record, but we actually created a legacy, something that can be as important as Motown is today.

## YEAR NINE

### ATLANTIC RECORDS' AHMET ERTEGUN

by Marc Weingarten (9/11/95)



Ahmet Ertegun is truly a legend, one of the great pioneers and proselytizers in the history of contemporary music. As a record executive/producer/talent-scout/composer, Ertegun and his record company Atlantic have loomed large over the pop culture landscape, and continues to be a potent force. Atlantic is currently in the midst of the most successful year in the company's 47-year history.

Ahmet Ertegun was born in Istanbul, Turkey. His father M. Munir Ertegun was the Turkish ambassador to the United States; as a child, Ertegun's family lived all over Europe and finally settled in Washington, D.C. when he was 12. It was during this time that Ertegun developed his passion for American music, particularly the blues and jazz of Louis Armstrong and Bessie Smith. "It was really my love for early jazz that spurred me to enter the music business," he says.

Ertegun's initial foray into the biz began while he was still a student at Georgetown University. In 1947, Ertegun moved to N.Y. and set up shop in a one-room office in midtown Manhattan. Atlantic Records was born.

From the late '40s to the mid-'70s, Atlantic—led by Ertegun, his brother Nesuhi and Jerry Wexler—had a virtual monopoly on great American R&B. Even a partial list of the artists that recorded for the label reads like a who's who of music legends—Big Joe Turner, Ray Charles, Aretha Franklin, Ben E. King, the Spinners, the Coasters, Roberta Flack, Solomon Burke... no label has completely dominated any one genre for so long. Ertegun himself not only discovered many of the aforementioned artists, he also produced and composed for them as well. "Don't play That Song," "Mess Around," "Chains of Love" and "Lovey Dovey" are just a few of the classic songs Ertegun has had a hand in writing.

During the '70s and '80s, Atlantic continued to thrive with a roster that included Led Zeppelin, Eric Clapton, the Rolling Stones, Genesis, Foreigner, Bad Company, Phil Collins and many others. Over the past

Q&amp;A

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year, Atlantic has released best-selling albums by Brandy, Collective Soul, Page/Plant and Hootie & the Blowfish, whose seven-million selling album "Cracked Rear View" is the most successful debut in the history of the label. In addition to his duties as Chairman/CEO of the Atlantic Group, the indefatigable Ertegun also serves as Chairman of the Board of the Rock & Roll Hall of Fame Foundation... as well as an inductee. On the eve of the Labor Day weekend opening of the Hall of Fame's flagship museum in Cleveland, Ertegun sat down to discuss the Hall, his career and the state of the business, all of which went completely over the head of HITS' own befuddled Marc "Boone's Farm Apple" Weingarten.

#### Why do you think a Rock & Roll Hall of Fame is necessary?

I originally did not want to be involved in the Hall of Fame, because I thought that it would be just another excuse for a TV special. The whole concept for the Rock & Roll Hall of Fame had started with a company called Black Tie Network, which copyrighted the name for a pay-per-view event. David Braun, who used to run Polydor, approached me on Black Tie's behalf to see if I would be chairman of the organization and I declined. A few months passed and David Braun said, "Look if you don't get involved, it will fall into commercial hands and it's a great opportunity to do something for the pioneers of rock & roll." I finally agreed to do it on the proviso that I would get to name people on the board and it would not be tied up with any commercial enterprise. We eventually bought out Black Tie Network because we couldn't agree on the direction we wanted the Hall of Fame ceremonies to go.

#### What do you think the future holds for popular music?

I think everyone is getting back to their roots with blues and R&B. There is something in the source of blues music which seems to have an unending power. It's become the music of the world. I was walking through a small village in Southern Turkey with [Foreigner guitarist] Mick Jones one day, and I heard what I thought was somebody playing a Muddy Waters record. We went to find out what it was and it turned out to be a live band playing fabulously good blues. Everybody, even mainstream artists like Mariah Carey and Whitney Houston, have strong blues influences in their style, so I truly believe it's going to go more and more in that direction.

## YEAR TEN

### JOE ISGRO

by David Adelson (4/15/96)

"I feel no need to justify myself or appease anyone," said Joe Isgro, who made it clear that this interview was simply a "reflection" of his decade-long personal nightmare. Sitting in his office just days after U.S. District Judge Consuelo B. Marshall ruled the federal government had violated the speedy-trial act and dismissed the seven-year-old case against the record promoter who was accused of payola, racketeering and numerous other accounts.

Joe Isgro seemed neither overjoyed nor angry over the Justice Department's humiliating defeat. "It's over," said Isgro, who declined to comment about speculation that his case was merely a diversion from a bigger case involving a then-for-sale MCA. "I'm really just disappointed," he said. "I've learned the reality of justice in America the hard way."

#### In 1986, NBC's Brian Ross ran a series of reports about independent promoters using "payola, cash, drugs, and prostitutes" to get airplay on radio stations. Did these stories take you by surprise?

Totally. When I saw the show, I was shocked. And I was shocked the way it was put together. I'll give you a few examples. The way they said, "SOME promoters, used payola and SOME promoters used drugs and SOME promoters used prostitutes." But they never mentioned my name. They never said, "Joe Isgro gave drugs, Joe Isgro gave payola, Joe Isgro gave prostitutes"... because I didn't. Then they used my name and Disipio's name and other people's names as "prominent promotion men at that time." The piece was yellow journalism. It was ridiculous.

#### Brian Ross charged there was a cabal of 30 men called "The Network" that had a strangle hold on promotion. Was there a "Network"?

There was a network created by [L.A. Times reporter] Bill Knoedelseder. I never heard the word "Network" until he wrote his articles. Those actually came for the NBC telecasts. He gave us the name, "The Network." That was the first time I ever heard the term. Remember, we were independents. We were competitors. We were certainly not an organization. We were a group of guys who did the same thing, but competed. There was no organization of independent promotion men.

#### Your anti-trust suit said the labels had used the NBC stories for purely economic reasons—to curtail the high cost of independent promoters they had created.

I stand by what I said. And I was perfectly prepared to go to trial. Following what happened after the stories ran. The record companies have worked with us. They knew us. They knew these allegations weren't right, but they all abandoned ship immediately. Instead of supporting the independents, they ran from everybody.

#### So did the independents have a strangle hold on the music industry?

You have to go back a little further to understand what took place. The independents did not bash their way into prominence. It wasn't a matter of a bunch of vigilantes that got together who knew nothing about the music business and went on to extort record companies. Between 1976 and 1978, when I was Vice President of Promotion at Motown, the philosophy of the record companies was, "Why are we carrying large pro-motions staffs internally? Why are we paying 25 or 30 salaries, auto expenses, health insurance, regular expenses, when they can get a record added or they may not that week?"

#### How has your life been affected?

It's real hard to sit here and say, I'm just thrilled. I work hard for 20 years of my life to get where I was and I lost everything. I was devastated through the press and humiliated in front of my parents, my sisters and my family. I should be very thankful right now, and I'm not. I'm not going to sit here and complain and whine about it. Things happened in life. That's happened in my life and the beat goes on. Obviously, I haven't slowed down. I was involved in Grammy, Oscar and Golden Globe-nominated projects during that period of time, so I wasn't exactly sleeping.





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