

Volume 1

Issue 26

February 9, 1987

\$5.00

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S

Dialogue with  
Richard Palmese

# BEA\$TIES\$ BOOM

See Page 9

## WINNERS

### FLASHMAKERS

GENESIS (ATLANTIC)

REO SPEEDWAGON (EPIC)  
CROWDED HOUSE (CAPITOL)  
TINA TURNER (CAPITOL)

### CROSSOVERS

CLUB NOUVEAU (WB)

ROBERT CRAY (POLYGRAM)  
LONE JUSTICE (Geffen)  
GREGORY ABBOTT (COL)

### EARPICKS

CLUB NOUVEAU (WB)

ROBBIE NEVIL (MANHATTAN)  
GREGORY ABBOTT (COL)  
STEVE WINWOOD (ISL/WB)

### BREAKOUTS

BRUCE WILLIS (MOTOWN)

DEEP PURPLE (POLYGRAM)  
LOS LOBOS (SLASH/WB)  
WORLD PARTY (CHRYSALIS)

### WILDCARD

ARETHA/GEORGE (ARISTA)

*Great duet debuts at #2 in England and is pulling great response in test rotations. Label has been holding back adds, but the flow will start this week. Pulls big phones!*



## EUROPE

A hot video turned into burning sales. Europe didn't just arrive, they invaded.

## HOT NEW RELEASES

ARETHA F./GEORGE M. "WAITING" Arista 9559

GENESIS "TONIGHT" Atlantic 7-89290

HUMAN LEAGUE "LOVE IS" A&M 2918

J JETT/BARBUSTERS "LIGHT" CBS As 4-06692

KAREN KAMON "STRANGE" Atco 7-99483

KINKS "LOST" MCA 53015

GORDON LIGHTFOOT "MIDNIGHT" WB 7-28422

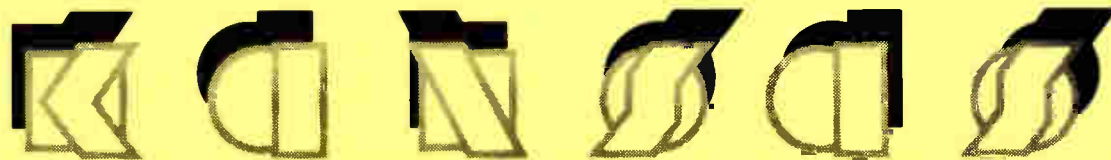
STEVE MILLER "NOBODY" Capitol 5671

VENETIANS "LOVE" Chrysalis 43056

PETER WOLF "COME AS YOU ARE" EMI 8350

# P O W E R

T H E N E W S I N G L E F R O M



STEVE MORSE—GUITAR

STEVE WALSH—VOCALS & KEYBOARDS

PHIL EHART—DRUMS

RICHARD WILLIAMS—GUITAR

BILLY GREER—BASS & VOCALS

P R O D U C E D B Y A N D R E W P O W E L L

M A N A G E M E N T : B U D D C A R R / T H E C A R R C O M P A N Y

**46** HITS TOP FIFTY ALBUMS!

KRBE add  
PWR99 add  
WTLQ add  
93Q add  
KZZU add  
KSND add  
K104 add  
KDVV add

95XIL add  
KDON add  
100KHI add  
KKLS add  
KZFN add  
KTRS add  
KKRD add  
SLY96 add

WBAM add  
WZYP add  
WDLX add  
KWES add  
KCMQ add  
KQCR add  
KFMW add

ALSO BREAKING AT:  
WROQ KCPX  
WBCY WPST  
WKRZ KIKX  
WGFM KTUX

**MCA RECORDS**

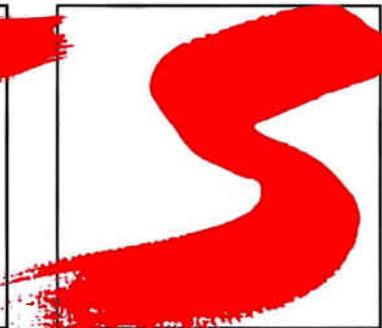
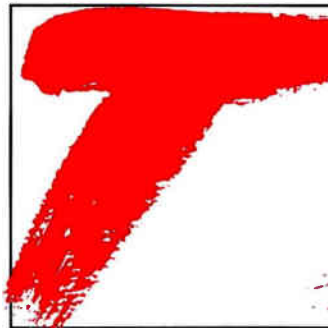
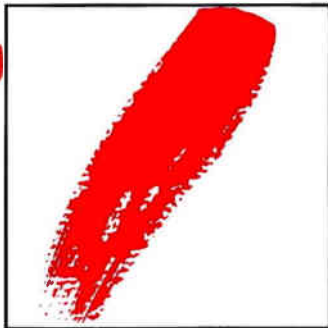
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He's found that "Higher Love" on and off the pop charts. It has been quite a year for veteran rocker Steve Winwood, with a #1 single, a Top Five album and a pack-leading total of six Grammy nominations, his first in a long and distinguished career. To top it all off, the man is now a happy groom, having married the former Eugenia Crafton last month in New York City. Now, a third single, "Finer Things," has just been released from the platinum "Back In The Highlife" LP, which promises to land Winwood back into hit territory, further boosting sales of the platinum disc.



4

## SINGLES

Bon Jovi is back on top with their second straight #1 hit. They now top both national charts. Look out for Genesis which debuts strong.



28

## DIALOGUE

Richard Palmese has been a firm believer in the team concept since his days at Arista Records. In his new home, overseeing both promotion and marketing at MCA, Palmese has put those theories into practice, creating a strong organization that thrives on inter-departmental communication. In an discussion with Editor-In-Chief Lenny Beer, Palmese outlines his blueprint for success.



38

## SPOTLIGHT

Despite an influx of young talent, heavy metal and country music have had vastly different experiences on hit radio these days. Hard rockers have been Top 40 darlings, while the new country continues to bubble under, unable to crack the upper regions of the pop charts. In an exclusive two-part series, Hits looks at both genres for the reasons why. This week, Kenny Kerner on turning heavy metal into gold.



40

## ALBUMS

Bon Jovi and the Beastie Boys continue their stranglehold on the top two slots. They lead all competitors by two to one or better.

**FLASHMAKERS** 18  
Genesis leads the way with their Michelob commercial hit.

**CROSSOVERS** 22  
Club Nouveau scores big and is headed for #1 nationally.

**REQUESTS** 26  
Club Nouveau is breaking big.

**EARPICKS** 32  
Club Nouveau is the people's choice.

**INPLAY** 37  
Alphabetical info. here.

**BREAKOUTS** 44  
Bruce Willis now has a hit album to go with his hit single.

**FRONT PAGE** 8  
**CONTESTS** 12  
**NEAR TRUTHS** 12  
**FAR TRUTHS** 13

**LETTERS** 13  
**NEW ARTISTS** 14  
**RERAP** 43  
**"BEAT'S ME"** 43

**MOVIE SCORES** 46  
**WAVE LENGTH** 46



# TOP FIFTY SINGLES

Bon Jovi is back on top again with their second straight #1 single. Janet Jackson scores with her fifth straight hit which debuts as the Page One Chartmaker and Genesis is back again with a

runaway smash which is the Most Added record of the week and makes the highest debut on Page Two. Keep a close eye on Europe which is going the distance.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
4	1	BON JOVI	PRAYER	PolyGram 888 1847	Dominating
3	2	SAMANTHA FOX	TOUCH ME	RCA 006-7-R	Double breasted smash
2	3	BILLY & THE BEATERS	AT THIS MOMENT	Rhino 74403	TV exposure
1	4	MADONNA	OPEN YOUR HEART	Sire/WB 7-28508	Slipped a tad
7	5	CHICAGO	WILL YOU	WB 7-28512	Gaining
6	6	CYNDI LAUPER	CHANGE OF HEART	Portrait 37-06431	Steady
8	7	GEORGIA SATELLITES	KEEP YOUR HANDS	Elektra 69502	Gaining
9	8	HUEY LEWIS	JACOB'S LADDER	Chrysalis 43097	Climbing
12	9	JETS	YOU GOT IT ALL	MCA 52968	Mpls. group scores
10	10	READY FOR THE W	LOVE YOU DOWN	MCA 52947	Falling now
13	11	LIONEL RICHIE	BALLERINA GIRL	Motown 1873	Up each week
15	12	BEASTIE BOYS	FIGHT FOR YOUR RIGHT	DJ/Col 38-06595	Will go #1
14	13	CINDERELLA	NOBODY'S FOOL	PolyGram 884-8517	On tour with Bon Jovi
16	14	BOSTON	WE'RE READY	MCA 52985	Up again
20	15	BRUCE WILLIS	RESPECT YOURSELF	Motown 1876	Great sales week
17	16	LUTHER VANDROSS	STOP TO LOVE	Epic 34-06523	Steady
19	17	RONSTADT/INGRAM	SOMEWHERE OUT THERE	MCA 52973	Sales ahead of radio
21	18	PETER GABRIEL	BIG TIME	Geffen 7-28503	Video action
22	19	DEAD OR ALIVE	BRAND NEW LOVER	Epic 34-06374	Good sales here
5	20	ROBBIE NEVIL	C'EST LA VIE	Manhattan 50047	New 45 out
26	21	JANET JACKSON	LET'S WAIT	A&M 2906	Round 5!
25	22	JOURNEY	ALRIGHT	Columbia 38-06301	Selling now
23	23	BENJAMIN ORR	STAY THE NIGHT	Elektra 69506	Steady
24	24	CHICO DEBARGE	TALK TO ME	Motown 1858	Steady
28	25	BRUCE HORNSBY	MANDOLIN RAIN	RCA 5087	Gaining significantly

(Based on a combination of sales and airplay)

# THE GOODS



## ROBBIE NEVIL

*"Dominoes"*

The smash follow-up to *"C'est La Vie."*

**FLASHMAKER!**

**EARPICKS WINNER!**

**36 HITS TOP FIFTY ALBUMS!**

WMMS	add	99DTX	add	KZFN	add
WCZY	add	92X	add	Y97	add
KRBE	add	KATD	add	Q104	add
KUBE	add	WROQ	add	WINK	add
KPLZ	add	KTUX	add	KBFM	add
Y108	add	WRCK	add	KFMY	add
WTIC	add	KDON	add	WSPK	add
WNCX	add	WJAD	add	WSSX	add

Produced by Alex Sadkin for Peregrine Productions, Inc. and Philip Thornalley for Voodoo Limited Management; Nu Visions Entertainment, Ltd. Ron Weisner/Bennett Freed.



## ROB JUNGKLAS

*"Make It Mean Something"*

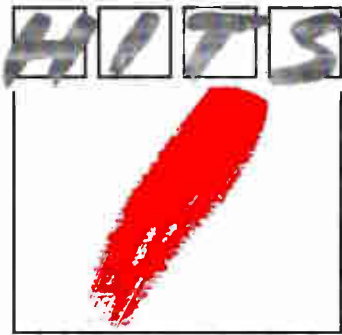
MTV "HIP CLIP OF THE WEEK"/MTV GUEST VJ.

**CROSSOVER!**

WGH-FM	add	ALSO BREAKING AT:		
100KHI	add	PWR99	KUBE	Z104
95XXX	add	PRO-FM	99DTX	KIKX
KZFN	add	WPHD	KATD	WERZ
WKPE	add	RK102	FM100	WINK
WVBS	add	KWK	WKRZ	WCKN
KSLY	add	KDWB	KZOU	WKSJ



BUILDING SUCCESS FROM THE SOUND UP



# TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
11	26	GENESIS	LAND OF CONFUSION	Atlantic 7-89336	New 45 out
30	27	EDDIE MONEY	I WANNA GO BACK	Columbia 38-06569	Increasing
32	28	CAMEO	CANDY	PolyGram 8881937	Another giant
36	29	EXPOSE	COME GO WITH ME	Arista 9555	Breaking now
31	30	COREY HART	CAN'T HELP FALLING	EMI 8368	Steady
42	31	EUROPE	FINAL COUNTDOWN	Epic 34-06416	Gaining fast
37	32	STARSHIP	NOTHING'S GONNA	RCA 5019-7-6	Early sales
38	33	ANITA BAKER	RAPTURE	Elektra 69511	Gaining each week
35	34	JEFF LORBER	FACTS OF LOVE	WB 7-28588	Multi format
41	35	WANG CHUNG	LET'S GO	Geffen 7-28531	Second cut going
39	36	TOTO	WITHOUT YOUR LOVE	Col 38-06570	Up a bit
40	37	SHIRLEY MURDOCK	AS WE LAY	Elektra 69518	Giant crossover
18	38	GLASS TIGER	SOMEDAY	Manhattan 50048	Falling
29	39	JANET JACKSON	CONTROL	A&M 2877	New cut happening
47	40	REO SPEEDWAGON	THAT AIN'T LOVE	Epic 34-06656	Automatic
-	41	GENESIS	TONIGHT	Atlantic 7-89290	Out now as 45
45	42	STACEY Q	WE CONNECT	Atlantic 7-89331	Urban biggie
49	43	CROWDED HOUSE	DON'T DREAM	Capitol 5614	Good week
33	44	BANGLES	WALK LIKE AN EGYPTIAN	Columbia 38-06257	Falling now
--	45	CLUB NOUVEAU	LEAN ON ME	WB 7-28430	Out now as 45
34	46	ARETHA FRANKLIN	JIMMY LEE	Arista 9546	Falling
--	47	LOU GRAMM	MIDNIGHT BLUE	Atlantic 7-89304	AOR monster
--	48	HIPSWAY	HONEYTHIEF	Columbia 38-06579	Gaining each week
--	49	TINA TURNER	WHAT YOU GET...	Capitol 5668	3rd single
--	50	BRUCE SPRINGSTEEN	FIRE	Columbia CS7-02639	The Boss

BILLY IDOL (Chrysalis)  
COMMUNARDS (MCA)

## NEXT UP

STEVE WINWOOD (Island/WB)  
DAVID + DAVID (A&M)

(Based on a combination of sales and airplay)

# LONE JUSTICE

*Shelter*



**CROSSOVER WINNER!**

## 90/16

40% OF THE COUNTRY KNOWS  
WHERE THERE'S "SHELTER",  
THERE'S SALES

WKSE	add	KITS	10-6
KATD	add	WBNQ	11-9
WRCK	add	WLS	15-13
100KHI	add	WMMS	23-19
Q104	add	WIXX	25-22
WNOK	add	WNCX	32-28
KWNZ	add	WROQ	32-28
WSSX	add	KEGL	33-30
and many more		PRO-FM	34-31
94Q	deb 29	WCKN	37-32
WHHY	deb 29	WFXX	40-34



GEFFEN  
RECORDS

# BERLIN

*You Don't Know*

**JUST RELEASED, ON YOUR DESK  
NOW.**

Produced by Bob Ezrin with Andy Richards and Berlin.  
From the Geffen album *Count Three And Pray*.  
Management: Peregrine Watts-Russell/M.F.C.  
Management.

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## Pic Of The Week

### Rock and Steel

That's Joan Jett and Mike Tyson pictured on the cover of In Fashion Magazine. The two are the first participants in a program where the magazine will donate no less than \$10,000 to charities on behalf of its cover personalities. Donations were made to hematology research at Mount Sinai Medical Center in the name of Tyson, and to the T.J. Martell Foundation for Leukemia and Cancer Research on behalf of Jett.



### Jack & Meryl... Again

After a lukewarm response from critics to their pairing in Mike Nichols *Hearburn*, Jack Nicholson and Meryl Streep have started filming on William Kennedy's award winning *Ironweed* directed by *Kiss Of The Spider Woman's* Hector Babenco.

### Baker's Cooking

Remember mixmeister Arthur Baker, last year's Rick Rubin? The pre-eminent hip-hop producer's latest project is a scratch tribute to Chicago Bull basketball star Michael Jordan, dubbed "(Go Michael) Air Jordan," by Scorpio, with Run D.M.C.'s Jazzy Jay on turntable.

## Quantum Is Real

After months of speculation and only a handful of official statements, Bob Pittman officially launched his diversified entertainment and communications company under the name of Quantum Media Inc.

As previously revealed, Quantum is an MCA Inc. funded company jointly owned by Pittman and MCA. Pittman serves as President and Chief Executive Officer of the company.

As reported earlier in *Hits* (see 12/22/86 issue) Dick Williams has been named Executive Vice President and General Manager Music Division for the new company. Williams was previously Vice President of Promotion for

EMI-America.

In addition, Mark Mitzner has been named Executive Vice President, Chief Financial Officer for the company.



**Dick Williams**— Taking a Quantum leap forward.



# FRONT PAGE

C o v e r S t o r y

## Those Wild, Wild Beastie Boys

The Beastie Boys phenomenon is growing bigger and more interesting each week. Their single, "Fight For Your Right (To Party)" is on the verge of going Top 5 nationally behind #1 requests and giant singles sales. Their album, "Licensed To Ill" is holding strong in the #2 slot and fighting to overcome Bon Jovi's stranglehold on the top position. But that is just the beginning.

Multiple cuts are exploding now on the phones and forcing Columbia Records to make a decision similar to that which faced Epic during the Michael Jackson explosion. If you remember, "Billie Jean" was exploding into the Top 5 and Epic was forced to release "Beat It" simultaneously, due to phone response. Now, "Brass Monkey" is breaking



Would you take them home for dinner with mom?

so quickly as an album cut and hot request item that the label is considering a rush release similar to the Jackson scenario to satisfy the overwhelming demand. Also, "Paul Revere"

and "The New Style" are heating up from multiple format exposure.

Commenting on this explosion, Shadow P. Stevens, new PD of B97 in New Orleans,

told *Hits* (Your #1 Source To Tell Things To) that a recent on air request to his audience which asked for what they could do to make the station better has resulted in, "Nine out of every 10 calls asking us to play more Beastie Boys!"

Top this off with the massive exposure consumer press is giving these three young white troublemakers and you've got the makings of the first superstars of 1987. Rumors of trashed hotel rooms, truly offensive actions and general low-life behavior are only adding fuel to the fire. Even *Billboard*, the gospel of the industry, inserted a little humor into its pages by noting that the band's contract calls for a rainbow assortment of condoms to be placed in its dressing room after every show. In the 80's, this is what folk heroes are made of.

### Siegel Flies



Atlantic's Janis Siegel, a member of the Manhattan Transfer, is pictured backstage following a string of performances at New York City's Blue Note. Pictured backstage (l-r): Dave Glew, Executive Vice President/General Manager Atlantic; Siegel; and Nesui Ertegun, Chairman, WEA International.

## Aretha And George Hit Big

They were smiling at Arista this week.

"I've never seen so many people testing and playing a record before it's released," said Arista's Senior Director of National Promotion Rick Bisceglia. "This one's a Top 40, Adult Pop and R&B out of the box smash."

What Bisceglia, his boss Don Jenner, and the entire Arista staff are so happy about is the initial reaction to "I Knew You Were Waiting (For Me)," a duet by Aretha Franklin and George Michael

that hit Top 40 on Wednesday.

Arista officially serviced radio Feb. 3 with copies of the single, taken from Franklin's latest project, "Aretha." Radio reacted strongly with pre-release action at (among others): KMEL, WXKS, KIIS, WAVA, B106, KKRZ, KOZY, Y100, 94Q and Power106.

"It's won 'Battle Of The New Sounds' five nights in a row, KMEL Program Director Keith Naftaly told *Hits*. "We've gotten huge phones and the video is great."

"Massive phones! Mass ap-

peal! There's no doubt about this record," said KKRZ's Chet Buchanan.

Indeed most doubts about the record were erased with its performance in England where it made history by debuting at #2 on the British charts. Massive club play and huge retail sales will almost certainly lift the tune to the top position in that country.

As for Bisceglia, his final words to radio after weeks and weeks of testing the song, "O.K., you can report it now."



# FRONT PAGE

## Mascolo Moves Up

As we've been reporting the past three weeks, former RCA Vice President of Promotion Ed Mascolo has been promoted to the position of Senior Vice President Product Development, RCA Records. According to the label, "Mascolo will direct the label's Sales and Promotion area with particular attention to the cooperative effort of the label and RCA/A&M/Arista Distribution company."

Mascolo, who served as Vice President National Promotion at RCA since August 1984, told *Hits*, "I'm very excited about working with our Promotion and Sales departments at RCA. We are currently conducting an exten-

sive search for a Promotion VP. I am looking forward to working closely with Jim Grady who has done a great job with our Sales department."



**Ed Mascolo**—*He's earned his Senior VP stripes.*

## Woody In Limbo

Woody Allen's still untitled follow-up to *Radio Days* hit a big post-production snag when Sam Shepard had to be replaced after principal photography was already

completed. With Shepard committed to another film, he was unable to reshoot certain important scenes in the movie, and now has to be replaced.

## We've Changed

Over the past few weeks we've been quietly making some fairly major changes to the content of *Hits*.

With the debut of the Stat-sheet four weeks ago, we introduced a new method for you to see not only which projects are hits, but why they are hits. We're helping you identify the future hit records by giving you a breakdown of the components that make them winners.

We've also expanded our Flashmaker section from one to two pages to give you more detailed information on

developing records. We're essentially talking earlier about key product in the marketplace. In addition, both the Flashmakers and Cross-overs sections now include key information from the Stat-sheet, to give you the overall picture about a record.

From the very beginning we've maintained that there's far more to a hit record than meets the eye. With these changes, we think we've introduced your eye to the true components of hit product. We're making it easy, and this is only the beginning.

## The Ladder

*A rundown of executives on the move*



**Titelman**



**Tenenbaum**



**Trunk**

**Rudi Gassner** is the new President of RCA/Ariola Records—International. He will head the international record companies outside the USA and Canada.... At Warner Bros., veteran producer **Russ Titelman** has been appointed Vice President of A&R. Titelman has been behind the board for such Warner Bros. projects as Little Feat, Randy Newman, James Taylor, Ry Cooder, Gordon Lightfoot, Rickie Lee Jones and others. He is currently nominated for a Grammy for the Steve Winwood project, "Back In The Highlife." ....

**Bruce Tenenbaum** has been promoted to the post of Director of National Singles Promotion for Atco Records. He is formerly the Regional Pop Promotion Director for Atlantic Records.... **Ed Trunk** has joined Megaforce Records as

Director of Artist and Label Affairs..... Warner Bros. Music Executive Vice President/General Manager **Jay R. Morgenstern** has been elected to the ASCAP Board of Directors. He will fill the unexpired term of Chuck Kaye, the company's Chairman Of The Board..... **Barbara Firstman** has been Promoted to Executive National Director for Macey Lipman Marketing. She will be responsible for client and public relations, trade liaison, future planning and assistant to the president in all major decision making aspects of the company.... **Rose Gross-Marino** has been appointed Executive Assistant at Arista Records. The announcement was made by Clive Davis, the company's President. She's been with the label since its inception in 1975.



**Morgenstern**



**Firstman**



**Gross-Marino**

# MEMORANDUM:

To Our Friends In RADIO:

**FACT:** The **Ratt** album, "**DANCIN' UNDERCOVER**" <sup>81683</sup> has danced past **platinum** status!

**FACT:** The ongoing **Ratt** tour is "dancing" across the country to frenzied crowds and sold-out halls!

**FACT:** The **Ratt** video, "**DANCE**" is in heavy rotation on MTV and has been receiving Top 10 requests nightly for 12 consecutive weeks (out of 2000 calls a day!)

**new**  
**FACT:** The **Ratt** single is testing at many major market stations across the country with huge requests and giant album sales.

**FACT:** The **Ratt** single, "**Dance**," is an undeniable hit!

**CONCLUSION:** Don't "**DANCE**" to a different tune! Play **Ratt**, and "**DANCE**" along!

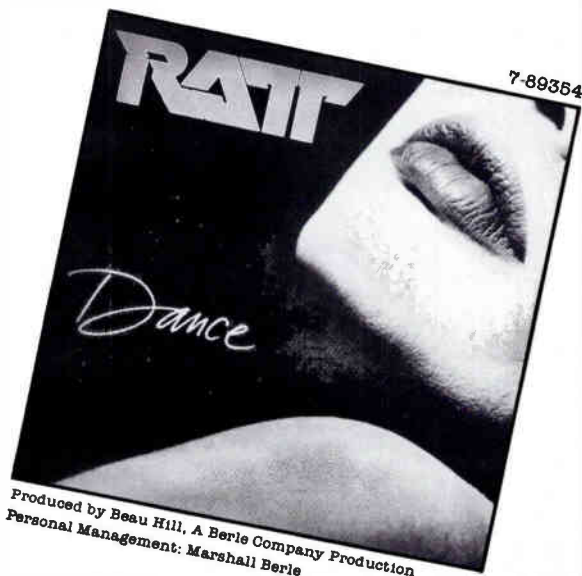
**CROSSOVER!**

**26 HITS TOP FIFTY ALBUMS!**

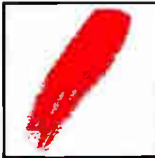
PWR99 add  
WBBQ add  
WCIL add  
WFXK add  
WMJQ add  
KXYQ add  
KWES add  
WKQB add  
WOMP add

**HOT SALES AT:**

Transworld/Albany  
Roundup/Seattle  
Camelot/Natl.  
Target/Natl.  
Harmony House/Detroit  
Musicland/Mpls.  
CML One-Stop/St. Louis  
Central South/Nashville  
Western Merchandisers/Natl.  
Buzzard's Nest/Columbus



ON ATLANTIC RECORDS 



# CONTESTS

by I. B. Bad, Los Angeles

Latest word from Black Rock has current Columbia VP Product Development Arma Andon leaving his post for a spot with Charles Koppelman's SBK Entertainment. Is managerless Gregory Abbott soon to follow?..... Was that Capitol's Walter Lee and Bill Bartlett "steering" their way to the Cattleman's Lodge to rustle up some dinner? And who stuck who with the bill?..... Is Senior VP of A&R one of the first positions to be filled by the new Capitol regime of Joe Smith and David Berman? Will they be looking to a past star of the Capitol/EMI team like Gary Gersh, or are they eyeing the Elektra gunslingers of past? Expect official notice next week that Tom Whalley has been promoted to VP of Pop A&R for the label..... Speaking of Messrs. Berman and Smith, the duo assembled all the troops at the Hollywood Palace (across the street from the Capitol Tower) for an introductory meeting /pep rally. Smith, the David Letterman of record executives wowed the crowd while Berman noted that the key to being a successful executive at Warner

Bros. "is to be under 5'8 and not make speeches.".... Is hot U.K. A&R man Simon Potts about to announce a new deal with MCA. Stay tuned..... Word has it that Frank Dileo has hired Sal Bonafetti to handle an upcoming Michael Jackson tour. And wasn't that CAA ruler Tom Ross sitting with Bonafetti at a recent Laker game?..... There's still talk that Peter Wolf is looking for new management though we understand Lookout Management's Jeff Kramer is a lock..... Panacea Management's Eric Gardner threw a major bash in honor of his clients Elvira (with a new film contract from NBC Features) and Todd Rundgren (fresh from two sold out nights at the Hollywood Palace). Among the attendees were Don Henley, Bob Seger, Spencer Davis, John Mayall, Stephen Bishop, Brian Setzer, Al Kooper, Ray Manzarek, Devo, Pee Wee Herman, Linda Blair, Robbie Benson, Bud Cort, and even Vanna White. Just another night in the Hollywood Hills..... Columbia is releasing the Billy Joel/Ray Charles duet, "Baby Grand" as a single off of Joel's latest project "The Bridge."..... And back to the music industry charity basketball game Feb 21-22 at Palisades High School: We understand that the Barry Josephson team will feature none other than Bernard Edwards while the legend of the Van Arsdale brothers will be resurrected (or is that the Marx Brothers?) as both Brian and Gary Gersh hit the floor..... Is industry heavyweight Michael Klefner about to make a return to a major label A&R staff?..... And the beat goes on.

## Fonda Bob



That's Jane Fonda shooting the breeze with Bob Seger following the singer's L.A. Forum performance.



# NEAR TRUTHS

Another Hits Dumb Contest

## Dumb Grammy Contest!! Dumb Week #4 Win A CD Player!

\* \* \* \*

### Contestant Humiliates Us

Look, this was supposed to be a cute little Dumb (we're talking DUMB) contest. We wanted to see who you folks out there in Yuppie Wonderland were picking to win the 10 main categories of the Grammy Awards. To make it exciting, we decided to give the person who chose the most winners a highly discounted CD player. The second and third place winners get five CDs of their choice. Again, the idea was just to have some fun and all of you joined the party. All of you except for R. Scott Maddox.

\* \* \* \*

Who is R. Scott Maddox you ask? Well he's the winner of the Hits Ivan Boesky Award for Yuppie Lowlife Behavior. It seems ol' R. Scott, who claims he's been living in Los Angeles for only one month since driving from Sharpsburg, Georgia (Pop. 123), proceeded to hand deliver (cheap!) 110 entries thanks to a photocopy machine and a simple process of substitution. That's right, while everyone was giving us one choice, R. Scott brought in 110 entries. We hope you didn't do it on company time Scotty. According to young Scott, "I drove here in a VW Bug with no radio, no stereo system, no cassette player, and for God's sake, I'm an assistant sound engineer. Please give me a CD player!!!" Hey R. Scott, give us a break.

\* \* \* \*

Listen R. Scott, the bottom line is that you're out big fella. We appreciate the effort and the phone calls and the follow-up letters and of course more of those phone calls, but we're not going to let you put a lock on this contest because you can't hustle up enough coinage for a player of your own. This is America R. Scott!! Go out and work.

\* \* \* \*

Anyhow, because we never specified that those losers inclined to send in 110 entries should send their entries to Billboard, we're going to do this for you R. Scott Maddox: We'll keep one of your dumb entries and (can you believe this?) we're going to start a BUY R. SCOTT A CD PLAYER fund. That's right, we're asking you readers to hock up the greenery for this bozo from Georgia. Send checks, cash, money orders or a CD player to:

R. Scott Maddox  
Studio 55  
5505 Melrose Ave.  
Hollywood, CA 90038

So those of you who wish to help R. Scott get his CD player, send him some dead presidents. Those of you who wish to undermine him, send your entries in. Oh yeah, one entry per person. See last week's issue for categories.



# LETTERS TO THE EDITOR

## Satanic Hits

Hits:

We here at the Adult Resource Sentinal (ARS) are appalled and disgusted by the blatant sexism represented by the "Young Virgins" ad carried by your pornographic magazine. Can you possibly be influenced by.... Satan?

Church Lady  
c/o Saturday Night Live  
NBC-TV  
New York, N.Y.

*Editors reply: Our policy at Hits, your #1 information source for lewd advertising, is to accept ads where we can find them. If you were so offended by the ad, why did you take the brown covering off? That was a bit hypocritical, don't you think? Don't forget what happened to Eve when the snake tempted her to take a bite of the apple.*

To whom it may concern:

Could I possibly get any more information about the young lady in the Virgin ad who graced your back cover recently. Something about her just got to me. I'm obsessed. I must see her again, do you understand me? I must have her phone number or, better yet, her address. Please. I may kill myself otherwise.

Smitten.

*Editors reply: Geez, this is getting to sound like a Village Voice personal column. For further information on the Young Virgin, please contact Jeff Ayeroff c/o Virgin Records in Beverly Hills, CA.*

Ed:

You want compact discs—have a compact disc.

It's the first single from the What?/A&M debut of iDEoLA (boy, do I hate having to back-space for that "o" every time). The song is "Is It

Any Wonder." The album is "Tribal Opera." The man behind it all is named Mark Heard. The date common folk get to hear it all is February 2.

It's being pushed to AOR, of course, and A&M's college rep is especially excited about pushing it. A video clip directed by Andrew Doucette has been accepted by MTV and starts airing next week.

This is the second release from What?, by the way. The first was Tonio K.

I'd love to see iDEoLA get a mention in Sutton-Smith's column. Of course, I'd love to see the "band" get a mention in "Crossovers" and "Flash-makers," too, but all in due time and order.

Hope it gives your lasers great pleasure.

Chris Willman

*Eds reply: OK, a man who understands the program. Good work, Chris. Now, where have we heard that name before? The L. A. Times, that's it! One of Hilburn's minions. A ringer! Isn't this a bit of conflict of interest, Chris? We at Hits, your #1 information source for rock critics moonlighting as publicists, are sworn to secrecy, Chris, just keep those promo CD's rolling, yeah?*

Please address all correspondence to:

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Suite 300  
Sherman Oaks, CA 91403

**HITS Magazine  
Wants to Know  
What You Think!**



# FAR TRUTHS

by Danny Fields, New York

## Show Girl



Nona Hendryx—off-Broadway bound.

The big snow that fell the day after the Hall Of Fame Induction Dinner did nothing to mute the enthusiasm of the fifty-or-so distinguished ladies and gentlemen who gathered at the Wedgwood Room of the Pierre for the kick-off luncheon of the T.J. Martel Dinner, to be held on April 11th. Among the guests were Irving and Shelli Azoff (he's this year's honoree), Larry Solters, Dr. James Holland, Floyd Glinert, Katie Valk, Frank Barsalona, Bob Pitman, Les Garland, John Scher, Al Teller, Frances Preston, Alan Grubman, Paul Marshall, Bob Meyrowitz, Gary Katz (in a suit — no joke!) and of course Tony Martel, after whose son the foundation is named. The preceding day Irving, Shelli, Larry, Floyd and Katie went up to the T.J. Martel laboratory at Mt. Sinai Hospital for a tour of the incredible facilities which were built with the money that the music business has collected over the years. The group came away devastated and boggled at the extent of the problem facing medical science, and the amount of work that needs yet to be done.... Two execs whose movements were hampered by the mini-blizzard were A&M's Gil Friesen and Michael Leon, who had boarded a Concord at JFK, only to learn that the plane could not and would not take off that day. They wended their way back to town, and finally lifted off on the next day. London was their destination, and the final mixes on the new Bryan Adams album were what they came to hear. The album had been recorded in Vancouver, and brought to London for the mix. A March release is planned for the as yet untitled opus.... Another London-bound mogul was RCA Pres. Bob Buziak, who went over the waters to confer with

Buster Pearson, father and manager of Five Star, now knocking at the door of the Guinness Book of Records with the following: they are the youngest group (median age: 19.25 yrs.) ever to hold the #1 album spot on the British charts, and the first all-black British group to do the same.... EMI A&R Michael Barackman, along with the members of the company's East Coast Publicity Department went downtown one night last week to catch new signing Nona Hendryx, who's appearing in an off-Broadway performance piece called "The Big Picture", in which Nona appears with famous artist Yvonne Jacquette and choreographer Yoshiko Chuma. Exprct new EMI product out in March.... Elektra mighties Bob Krasnow, Aaron Levy, Mike Bone and Primus Robinson went on a tour of the WEA branches in LA, Dallas, Atlanta, Philadelphia and New York, carrying with them a show-and-tell presentation of new product, including Starpoint, Simply Red, Irene Cara and Grandmaster Flash. Krasnow pronounced the week-long tour "Great!," and deemed the response "phenomenal."



## THE HORIZON

### THE LATEST ON UP AND COMING BANDS

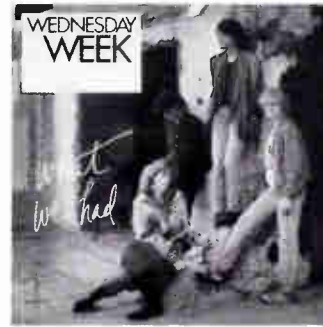
by John Sutton-Smith

XTC has a hit single, getting heavy airplay on L.A.'s KROQ, called "Dear God". Only you won't find it on their latest GEFLEN "Skylarking" album, just as a 12" import. The label will rush-release it soon, it's a great song.....COLUMBIA band **Fishbone** opened for those very **Beastie Boys** on the West Coast leg of their current nationwide tour, a perfect combination.

**NEW ALBUMS FROM THE OLD COUNTRY:** Look for new releases from **Style Council**, the **Cult** and the long-awaited **U2** album entitled "Joshua Tree" all coming soon..... Also look for a new one from **Siouxsie and the Banshees** on GEFLEN called "Through the Looking Glass" and including a re-working of Dylan's "This Wheels On Fire".

**MEANWHILE ON THE NEW FRONTIER:** New albums from U.S. bands include the second by **Thin White Rope**, entitled "Moonhead" on FRONTIER. This one promises to be a stronger album, full of their patented eerie guitar density and a lot less cowpunk..... and the funky jazz exercise from **Madhouse** on Prince's PAISLEY PARK label allegedly including contributions from the Purple One himself..... **Bob Geldof** made a short swing through L.A. for the American Music Awards, granting a few interviews, pushing the album "Deep In The Heart of Nowhere" and publicizing his book, an autobiography called "Is That It", due out here in March. A great read, not just for the star-studded chapters on Band Aid and Live Aid, but for a highly entertaining and provocative life story by a pop star that can actually write..... **First Human League** tour in five years hits the U.S. this week with shows in Boston and New York, reaching the West Coast later in the month and finishing in Miami the middle of March..... Latest West Coast almost all-girl band, **Wednesday Week** look good on fulfilling their promise with a debut album entitled "What We Had" on ENIGMA/CAPITOL. They performed an early evening set for press and industry folks at Hollywood's Club Lingerie. There's a little Bangles and a little Maria McKee to their sound that makes Wednesday Week a likely pick to click with a little more development.

**ON THE INDEPENDENT FRONT:** Boston band **Throwing Muses** have been getting lots of attention lately. After placing on many end-of-the-year Top Ten lists in the English press, the band are starting to take off here with their album on 4 A.D..... Another sad farewell, this time to the **Dead Kennedys** who have been on the edge of punk and politics since their arrival some eight years ago. With lead singer **Jello Biafra's** current censorship trial taking a lot of steam out of their sails, the band decided to call it quits. There is a recent album called "Bedtime for Democracy" and it is sure that we have not heard the last of Jello in one form or another..... New albums from reggae specialty label RAS include early reggae classic from the **Studio One** years by the **Wailers** and **Burning Spear**..... the good press on poet **John Trudell** and guitarist **Jesse Ed Davis'** cassette-only album "aka Graffiti Man" is not misplaced. Trudell's stirring vocal is powerfully served by Davis' bluesy guitar. Graffiti fan **Bob Dylan** popped into a recent club performance by the band and they're also set to open for **Lone Justice** next month.



### Wednesday Week

Title  
"What We Had"

Label  
Enigma

*A very promising, mostly female band from Los Angeles that is catching the eye and ear of the consumer press. The Bangle-like harmonies of Kristi Callan and Heidi Rodewald highlight this collection of very catchy pop melodies. A strong push by Enigma at the college/alternative level could very well produce a story that Top 40 can't ignore. Enigma's hungry for its first Top 40 success and this could be the band to do it.*

#### Suggested Cuts

"Why," "Missionary," "If Only," "Suicide."

#### Label Comments:

Capitol will be giving a push at retail by virtue of its Enigma distribution agreement, but responsibility for radio falls squarely on the shoulders of the El Segundo, CA based label. "We're going quick and early to college and alternative radio," said **Rick Winward**, Enigma's Director Of Radio Promotion. "After that we'll be going to Album Radio before approaching Top 40 with a strong sales base and a major tour." The cut "Missionary" will be serviced to Album radio.



### Madhouse

Title  
"8"

Label  
Paisley Park/WB

*Former Revolution and Family sax wizard Eric Leeds has assembled a sizzling band of John Louis (drums), Bill Louis (bass) and Austra Chanel (keyboards) to come up with a hot collection of dance oriented jazz. Jazz hounds and dance crowds alike should embrace Madhouse and the always elusive Prince aura surrounding the project doesn't hurt either. Cray brought the blues Top 40, Madhouse should do the same for jazz.*

#### Suggested Cuts

Our favorite cut is "Six," but all eight selections are winners.

#### Label Comments:

Warner Bros. shipped the single "Six" to Pop stations last Monday. With an increasing Urban base and solid sales developing, there's a buzz about the band at Top 40. "I definitely have the feeling this one's going to take off," said Warner Bros. VP Promotion **Rich Fitzgerald**. "Top 40 interest is building daily." Initial *Hits* sales and airplay reports indicate this one's going to be a smash.

# IT'S GETTING SERIOUS

## CROSSOVER!

"DONNA ALLEN IS IN POWER ROTATION, TOP 5 REQUESTS, SO GET SERIOUS AND PLAY A HOT ONE."

- BIG JACK ARMSTRONG KF95  
BOISE, IDAHO

"STRONG APPEAL WOMEN 18-24, BUILDING A GOOD TEEN PHONE BASE, IT'S A SERIOUS RECORD!"

- DAVE ALLEN WSSX  
CHARLESTON, S.C.

KHYT	add	WSSX	deb 29
KMEL	add	WKQB	deb 31
FM102	add	Z102	deb 37
WHYT	add	B96	29-22
KRBE	add	KF95	40-27
Y106	add		
WTIC	add		
KMGX	add		
KYRK	add		
WJMX	add		
KITY	add		
WCKN	add		
KBFM	add		
KSFM	add		

### ALSO BREAKING AT:

KPWR  
WQUE  
KFIV  
KYNO  
KROY  
KRGV



## DONNA ALLEN "SERIOUS"

ARTIST	AVERAGE MOVE
DONNA ALLEN	4.60

ON 21/ATCO RECORDS

MAKE SURE YOU HEAR



## LARRY JOHN McNALLY "MY OBSESSION"

JUST OUT!  
GET OBSESSED  
ADDED KHYT!



## KAREN KAMON "STRANGE WAY"

PRODUCED BY PHIL RAMONE  
GREAT SONG,  
GREAT PRODUCTION



ON ATCO RECORDS & CASSETTES  
A DIVISION OF ATLANTIC RECORDING CORPORATION  
A WARNER COMMUNICATIONS COMPANY

## Overview

The *Hits* Statsheet is the first information report to combine all of the elements that take part in creating hit records into one comprehensive matrix format. The Statsheet traces the strengths of records and their movement through the various elements that combine to produce hits. Some records break first from requests, others first from album or singles sales. It is only through the proper understanding of all of these factors that programmers can understand the strengths and appeal of records.

Keying off the **Average Move** of each record, the Statsheet presents all the developing records with over seven *Hits* reporting stations that have an Average Move of 2.00 or better. Then, reading across the page for each record presented, the Statsheet tells you how many stations have reported upward moves of 4 or more positions, how many stations report the record Top Ten and Top Five, and evaluates the sales and request development of the record on 1-10 scales. Further, the Statsheet is color-keyed to highlight the strengths of each record and to draw your eye to these hot spots.

## Categories

**AVERAGE MOVE:** Statistics are broken down to two decimal points to better expose the relative strength of records. (There is a significant difference between records showing a 2.5 upward move and those with moves of 3.49. However, in other systems currently presented in the industry both of these statistics are being shown as having average moves of 3.) All developing records with moves of 2.00 or better are shown. Besides seeing the super smashes, it is now easy to identify the growth of "work projects". All other categories key from the move and delineate where the action is developing that is producing the move.

**AGGRESSIVE MOVES:** This category counts how many of our key reporters are making upward moves of 4 or more positions on their playlists. It has long been an industry standard that stations making these moves are showing a significantly positive statement as to the development of records.

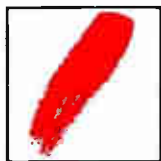
**TOP 10/TOP 5:** This category counts the number of reporting playlists showing Top 10 and Top 5 positioning and therefore adds the information that lets you know the long-term potential of each record. Often times, just a few stations are playing a record but the record is a smash hit which should begin to spread. As well as further identifying the runaway smashes, this category highlights the potential of these "work" records.

**REQUESTS:** Based on hot phone mentions from our reporters, this category details the activity on records being exposed by either radio or from the reaction to video play. Often times, the first indication of the hit potential of records comes from phone calls from the public. Super hits like the Bangles, Billy Vera and Robbie Nevil first showed their long-term potential from phone response. Information is listed on a 1-10 basis. Be aware that records often begin quietly, then explode. This category is one of the checkpoints for noticing that acceleration.

**LP SALES:** Based on piece counted reports from the nation's leading record merchandisers. As with Requests, this category details the marketplace activity on a 1-10 scale. Many records react first from the sales of albums (tapes and CD's are also included in this category). Others begin with singles sales or requests. It is interesting and important to watch the movement from category to category. For example, Bruce Hornsby began to show his strength through album sales, then moved to requests and finally to 45 movement. Whereas, the Bangles started with requests, then singles sales and finally turned into a giant album force after the single moved into the Top 10 nationally.

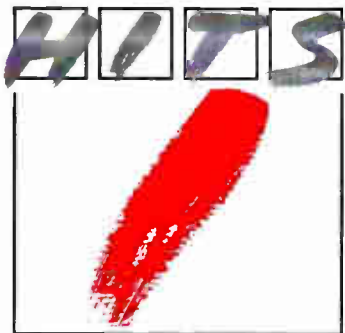
**45 SALES:** Based on reports from the key retailers and one-stops, a 1-10 scale is also used here for simplification. As the difficulty of receiving accurate local sales activity increases, this category increases in importance. 45 sales have long been the industry standard for evaluating the overall strength of records, but on this matrix they are just one of a multitude of factors. Only when evaluated along with LP sales, request and radio growth factors can one truly understand the power of one record versus another.





# STATSHEET

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
PAUL LUKAKIS	7.60	4	2	1	9	-	6
CLUB NOUVEAU	6.62	28	3	1	10	8	-
GLEN MEDEIROS	5.67	2	1	0	8	-	-
JANET JACKSON	4.91	55	3	0	9	10	9
DONNA ALLEN	4.60	3	2	1	3	-	8
RONSTADT/INGRAM	4.45	42	19	6	10	4	10
STARSHIP	4.44	56	0	0	8	-	-
BRUCE HORNSBY	4.00	52	4	0	-	10	8
BRUCE WILLIS	3.83	58	7	2	10	8	10
EUROPE	3.76	32	2	0	10	10	10
WANG CHUNG	3.47	43	0	0	6	3	6
PETER GABRIEL	3.47	43	24	9	5	9	8
BEASTIE BOYS	3.41	34	20	11	10	10	10
GENESIS	3.29	12	2	0	9	10	-
HUEY LEWIS	3.23	43	67	24	7	10	10
SHEILA E	3.07	7	0	0	7	-	-
DEAD OR ALIVE	2.98	34	13	4	9	7	10
EDDIE MONEY	2.94	33	14	3	5	8	7
CAMEO	2.76	15	10	5	7	9	9
REO SPEEDWAGON	2.71	23	0	0	6	-	3
EXPOSE	2.70	23	3	3	9	-	8
CROWDED HOUSE	2.67	19	2	0	8	3	4
THE JETS	2.62	33	58	1	9	5	10
BRUCE SPRINGSTEEN	2.46	6	2	1	5	9	2
JEFF LORBER	2.44	22	5	2	4	2	6
FREDDIE JACKSON	2.42	4	3	1	2	8	7
JOURNEY	2.41	21	25	5	5	7	6
LIONEL RICHIE	2.30	25	26	6	4	10	10
COMMUNARDS	2.08	7	3	2	7	3	5
SHIRLEY MURDOCK	2.07	9	6	3	5	7	7
TOTO	2.05	10	0	0	3	2	6
LUTHER VANDROSS	2.04	25	27	6	3	9	8
A-HA	2.00	7	2	0	9	2	6



# FLASHMAKERS

*Singles that have experienced a tremendous initial response at radio and/or retail*

**Genesis** is the story of the week as the key cut from their Top 5 national album hit has exploded at Top 40. This song is the cornerstone of the Michelob campaign and has received

massive exposure. **REO Speedwagon** has put together three solid weeks at radio and is starting to sell. **Crowded House** is moving quicker now and **Tina** is hot.

## GENESIS TONIGHT ATLANTIC

*Average Move:* 3.29      *Aggressives:* 12  
Reaction to the Michelob commercial has forced release of this hot cut. New this week for **KKBQ, KRBE, Y100, Q107, B106, Z94, 94Q, PWR 99.7, B97, B94, KIIS, B104, PRO-FM, WTIC, WKSS, WPHD, WKSE, B96, Z95, WLS, WCZY, WHYT, KHTR, KDWB, KS103, KWOD, FM102, KZZP, KMJK, WKTI, WBCY** and many more. Already moving at **WAVA 25-21, BJ105 38-29, WMMS 36-30, WNCX 39-35** and **WNVZ 29-25**. The #1 Most Added record of the week.

## REO SPEEDWAGON LOVE EPIC

*Average Move:* 2.71      *Aggressives:* 23  
Three straight weeks of big adds and quick debuts point to a major hit record. This week's action includes adds at **WCAU, Z94, PRO-FM, RI-104, Q102, WFLY, WNYZ, WERZ** and **WOKI**. Moving 20-15 **KWK, 29-23 WRNO, 33-28 WKRZ, 33-25 KIKX, 38-32 KZZU, 29-24 WZPL** and 30-24 **WLOL**.

## CROWDED HOUSE DREAM CAPITOL

*Average Move:* 2.67      *Aggressives:* 19  
The steady growth pattern is being aided by good phone response. New this week for **WAVA, Y100, WCZY, KIIS, Q100, G105, Y95, WGTZ, WZOK** and **WCGQ**. Hot moves at **KMEL 26-18, Y108 19-10, WLLOL 17-12, KDWB 23-15, Z95 35-25, WLS 29-23, KKBQ 24-19, PWR 99.7 15-13** and **WKSE 37-32**. Ready to explode.

## TINA TURNER WHAT YOU SEE CAPITOL

Her performance on the American Music Awards has been a boost for this third cut from her current album. New this week at **Y100, WKSE, WRNO, WGH, WMMS, WNCX, KPKE, WNCI, WBCY, WTLQ, 93Q, 98PXY, WGFM, WNYZ, KSND, KIKX, WGTZ, WKDD, Z104, 99DTX, WEAG** and others. Debuting early for **Z95, WKTI, KUBE, KPLZ, KNBQ, FM102, KMJK, Y108, FM100, WROQ, WSKZ, WKRZ** and **KJ103**.

## LOU GRAMM MIDNITE ATLANTIC

Foreigner lead singer scores again with adds at **Q107, Z93, Z94, KDWB, WNCX, Y108, KIMN, KRQ, WZPL, 99DTX, KZZU, WKSI, Z102, G105, WFLY, WERZ, WSKZ** and many others. Moving this week 35-24 **Z104, 27-22 WAPI, 30-26 WRNO, 29-25 RI-104, 38-33 WKRZ** and 39-34 **98PXY**. Starting to pull big phones. Hot at Album Rock radio.

## HIPSWAY HONEYTHIEF COLUMBIA

Hot European act is starting to make the moves necessary for the label to close the holes. Hot at **Z94 27-21, KATD 34-27, Y108 30-26, WXKS 34-30, WRVQ Dec 29, RI-104 Dec 28, Q107 Dec 29** and **Q105 Dec 30**. Adds this week include **KRBE, RK102, KJ103, WKDD, KIYS, 98PXY** and **Q100**.

## DAVID & DAVID EASY A&M

Great new artists score with new adds at **WKSE, KTKS, WLLOL, KUBE, FM102, KMGX, KSND, WTLQ, KKXL, KKRC, WCGQ** and others. Moves 36-30 **WBBQ** and 34-31 **PWR 99.7**. Developing at Album Rock and Pop/Adult radio as well.

## STEVE WINWOOD FINER THINGS WB

Multiple Grammy Award nominee scores with adds at **Y100, KITS, KPLZ, WRNO, WGH, WKSE, RK102, WMMS, 92X, WTLQ, 93Q, WGFM, KZOU, WPST, KKAZ, KRNO, KDON, WNOK, 100KHI, 95XXX, KC101, Y97, KISR, KBIU** and **WSPT**. The album is starting to respond again.

## SAMMY HAGAR WINNER COLUMBIA

First release from the "Over The Top" soundtrack scores second week believers at **KRBE, WXKS, PRO-FM, KTKS, KEGL, KDWB, KPKE, WROQ, KTUX, KRQ, KIYS, WEAG, KFMY, WJMX, K104, 95XIL, 100KHI, WJAD, KQIZ, 95XXX, WQCM, WINK** and **KBIU**.

# WHERE THERE'S SMOKE

**CAMEO**

**CANDY**

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
CAMEO	2.76	15	10	5	7	9	9

**23 HITS TOP FIFTY ALBUMS!**  
**28 HITS TOP FIFTY SINGLES!**

WCAU add	B106	deb 30	KIIS	17-14
KTKS add	KZZP	deb 30	FM102	17-15
PWR95 add	BJ105	deb 35	KRBE	18-15
Z93 add			Y95	23-16
KTFM add	WHYT	5-3	WXKS	29-22
Y107 add	WCZY	8-6	B104	27-23
WKSI add	WTIC	10-7	KS103	32-26
Y97 add	KMEL	11-8	Y100	31-26
			99DTX	40-35

**ROBERT CRAY**

**SMOKING GUN**

**CROSSOVER WINNER!**  
**FORMER WILDCARD!**

**26-21 HITS TOP FIFTY ALBUMS!**

B97 add	KFMY add	ALSO BREAKING AT:
PRO-FM add	94Q 26-21	Z93 KMJK
RK102 add	WXLK 27-23	95INZ WBCY
KNBQ add	WROQ 35-32	PWR99 Z102
WEAG add	KKRZ 37-34	KUBE WBBQ
KZZU add	KSND 40-35	KPLZ WPST
KIHK add	WCZY 40-37	WMMS

**KOOL & THE GANG**

**STONE LOVE**

**FLASHMAKER!**

**49 HITS TOP FIFTY ALBUMS!**

Q105 add	WGFM add	95XXX add
KMEL add	WFLY add	ALSO BREAKING AT:
B96 add	WXLK add	WCAU
WXKS add	WBBQ add	PRO-FM
WRVQ add	WPST add	KRBE
FM100 add	KISR add	Y100
WDJX add	KEYJ add	WMMS
		WKSS

**EIGHT SECONDS**

**KISS YOU (WHEN IT'S DANGEROUS)**

**FLASHMAKER!**

KTKS add	WSPT add	WROQ	WRCK
KEGL add	BREAKING AT:	KCPX	KSND
WLLOL add	WXKS	WTLQ	KIKX
93Q add	KKBQ	KTUX	WERZ
KATD add	KRBE	KZZU	
KMGX add	KITS	WFLY	
KTRS add	FM102	G105	
WJMX add	WGH-FM	KZOU	
KISR add			

**BILLY BRANIGAN**  
**MAYBE TONIGHT**

**BUILDING STRONG SECONDARY BASE**

**BREAKING AT:**  
WOMP  
KLUC  
99KG

Manufactured and Marketed by  
**PolyGram Records**  
.....



# FLASHMAKERS

*Singles that have experienced a tremendous initial response at radio and/or retail*

**ROBBIE NEVIL DOMINOES MANHATTAN**

Artist was voted among the Most Promising new acts in the business in our year-end poll. He's coming off a #3 national debut single and scores immediately on this 2nd release with adds at KRBE, WCZY, WTIC, WROQ, KUBE, KPLZ, Y108, WMMS, WNCX, KTUX, WRCK, 92X, 99DTX, KATD, KDON, WJAD, KZFN, Y97, Q104, WINK, KBFM, KFMY and more.

**DURAN DURAN SKIN CAPITOL**

New action this week includes KROQ 18-10, B104 25-22, WFLY 30-25, WNCX 36-31 and KJ103 39-35. This week's believers include Z94, WTIC, Y106, KUBE, Y95, KATD, 98PXY, WERZ, KQIZ, WANS, KITE and Q104.

**BRUCE SPRINGSTEEN FIRE COLUMBIA**

*Average Move: 2.46 Aggressives: 6*  
Three consecutive weeks of big adds on this second release from the 5 record boxed set. This week's new believers are WXKS, KWOD, WGTZ, KQIZ, KKLS and WGLF. Debuting early at KEGL, Z93, WKRZ, 93Q, WHYT, WZPL, 92X and Z93.

**KOOL & GANG STONE POLYGRAM**

Perennial hitmakers are back and right on the air at Q105, WXKS, KMEL, B96, WDJX, FM100, WRVQ, WXLK, WBBQ, WGF, WFLY, WPST, KEYJ, 95XXX and KISR.

**BANGLES WALKING COLUMBIA**

Fourth release from giant album scores out of the box support from KIIS, KMEL, WMMS, Z93, PWR 99.7, 99DTX, B106, WPHD, WCZY, B104, WAVA, FM102, Z94, BJ105, KROQ, KATD, WSSX, WJAD, Y97, WQCM and many others. Giant album sales at #3 nationally.

**SURVIVOR HOW MUCH SCOTTI BROS EPIC**

Radio favorites pick up out of the box support at KEGL, WRNO, KPLZ, KZZP, Y108, KZZU, KJ103, WKDD, WTLQ, WGF, FM100, KEYJ, KQIZ, KNIN, WQCM, WGRD, WINK, WCGQ, WKFX and others on second cut from their latest album.

**DARYL HALL SOMEONE RCA**

Ballad is attempting to revive this solo project. Movement this week was better and includes 36-32 WTLQ, 35-29 WPST, 38-35 B96, Deb 28 WRNO and Deb 34 WXKS. Adds this week include 95INZ, WKSE, WBBQ, KX104 and KIMN.

**PETER CETERA MISTAKE WB**

Starting to develop some good moves including 18-14 KWK, 31-23 WNCX, 39-29 KIKX, 36-31 KZZU, 34-29 WROQ and 39-34 WGF. New adds include KEGL, WLLOL and WZPL.

**CHRIS DEBURGH LADY A&M**

Former Pop/Adult hit is now making an assault on Top 40 that includes new activity at PWR 99.7, WDJX, KDWB, KIKX, WCIL, WFLY, WRCK, WPST and WCIL. Moves 20-17 FM102, 33-29 WXKS and Deb 29 KSND.

**A-HA CRY WOLF WB**

*Average Move: 2.00 Aggressives: 7*  
Great video response and solid phone requests are helping to re-establish this band. New at Y100, WLLOL, KNBQ, WMMS, BJ105, WNNK, KRQ and many others. Moving at KROQ 14-9, KZZU 24-19, KIYS 24-20, WKSE 33-29, WRNO Deb 30 and Z95 Deb 34. Many are testing at night and receiving good response.

**GLEN MEDEIROS NOTHING AMHERST**

*Average Move: 5.67 Aggressives: 2*  
New artist from Hawaii picks up adds at Q107, B106, B104, RK102, Z102, KBEQ, KATD, WCIL, KQIZ and KNIN. The record was produced by I94's Jay Stone and achieved #2 status at KZZP in Phoenix.

**KANSAS POWER MCA**

Second release from MCA debut album scores with adds at KRBE, PWR 99.7, WTLQ, 93Q, KZZU, KSND, K104, 95XIL, KDON, 100KHI, KKLS, KZFN, KTRS and KKRD. Already on at KCPW, WROQ, WBCY and others.

**EIGHT SECONDS KISS POLYGRAM**

Solid growth here includes new adds at KTKS, KEGL, WLLOL, 93Q, KMGX, KATD, WJMX, KTRS, KISR, WSPT and others.

**TIL TUESDAY CLOSE EPIC**

The steady development here has been aided by good Album Rock play and an excellent video. New believers include WKSE and KITS. Moves 13-8 WXKS, 4-3 WKDD, 23-18 KIYS, 22-18 WPST and 35-31 KATD.

# THREE POINT SHOT



## DAVID + DAVID AIN'T SO EASY

**FLASHMAKER!**

MULTI FORMAT HIT TOP FORTY,  
ALBUM ROCK AND POP ADULT  
ALL COMING AT THE SAME TIME!

Produced by Davitt Sigerson

KTKS add	KKXL add	KITS 17-11
WLOL add	KKRC add	WBBQ 36-30
FM102 add	WCGQ add	KIKX 37-34
WKSE add	WZYP add	<b>ALSO BREAKING AT:</b>
KUBE add	KNMQ add	94Q PWR99
KMGX add	KZOZ add	KMJK 99DTX
KSND add		KWK WPHD
WTLQ add	WMMS deb 39	KDWB WROQ
WSKZ add	KJ103 deb 39	Y106 WBCY

Produced by Paul Hardiman

## CHRIS DEBURGH LADY IN RED

**FLASHMAKER!**

GIANT POP ADULT GOING TOP FIVE  
AT TOP FORTY STATIONS NATIONWIDE!

KDWB add	KWES add	<b>ALSO BREAKING AT:</b>
PWR99 add	KQID add	KWOD
KIKX add	KPFM add	WBBQ
WDJX add	I-94 add	WKDD
WFLY add	KFIV add	WERZ
WRCK add	KSND deb 29	Z104
WPST add	RK102 15	
WCIL add	FM102 20-17	
	WXKS 33-29	

## CHINA CRISIS ARIZONA SKY

Produced by Clive Langer

**UPPER-DEMO YUPPIE APPEAL!**

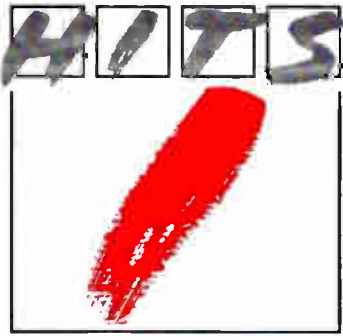
KITS add 28	<b>ALSO BREAKING AT:</b>
FM102 add	KKBQ
	KZZP
	KRQ

## HERB ALPERT KEEP YOUR EYE ON ME

Most added 2 weeks in a row Urban,  
watch out CHR

Produced by James Harris III and Terry Lewis





# CROSSOVERS

Records that Top 40 radio should be considering based upon significant airplay & sales success in other formats.

The official release of Club Nouveau has quickened the pace of the "Lean On Me" explosion. The record is the hottest breaking record in Requests and the Earpicks winner as well.

It's going all the way. Also Robert Cray is building and spreading behind huge album sales.

## BLACK/DANCE

### CLUB NOUVEAU LEAN ON ME WB

Average Move: 4.14 Aggressives: 4

Now released as a single and just about closed at radio. New this week at Z100, WCAU, WZOU, Q105, B97, RI-104, WKSS, KIIS, WGH, KTFM, WROQ, WHYT, KHTR, WMMS, WNCX, WKTI, KCPW, KPLZ, KWOD, WBCY, K98, WZPL, WTLQ and Z104. Moves include 15-9 Q107, 15-10 WAVA, 13-5 Y100, 18-11 B104, 18-13 B96, 39-29 Z95, 27-19 B106, 29-19 KATD and 27-19 Z102.

### GREGORY ABBOTT FEELING COLUMBIA

New industry star on the rise is exploding quickly at the Black stations and going pop out of the box at WBCY, WCZY, WNNK, WJAD, KNIN, WCGQ and others. Early add last week at KS103 in San Diego. Album is still Top 20 nationally. Ready to explode.

### STACEY Q WE CONNECT ATLANTIC

Major market hit is moving 23-18 B97, 22-17 B94, 18-12 KS103, 22-17 WHYT, 19-14 KRBE and 22-19 WBLI. Adds at WXKS, WFLY, Y107, WDJX and others.

### DONNA ALLEN SERIOUS ATCO

Building quickly in the national Top 10 on the Black charts, selling 12+ records, and exploding with major market adds. New this week at KMEL, KRBE, FM102, WTIC, WHYT, Y106 and WJMX. Moves 29-22 B96, 35-25 KSOL and 12-10 KMJQ.

### COMMUNARDS LEAVE MCA

Average Move: 2.08 Aggressives: 7

Dance club and video smash is spreading with adds at WROQ, KITS, KS103, K98, WNVZ, 92X, KIYS, KSMB and KBFM. Moves include 15-7 KRBE, 32-26 Z102, 22-18 KATD, 27-21 KRQ, 36-32 FM102 and 30-26 KSND.

### FREDDIE JACKSON HAVE YOU CAPITOL

Average Move: 2.42 Aggressives: 4

Giant urban hit is starting to make a major move to Top 40. Adds include WXKS, WKSS, WDJX, 99DTX, KMGX, KITE and KYNO. Moves include 12-10 KSOL, Deb 22 WHYT, Deb 27 FM102, Deb 31 KMEL, Deb 34 Y100 and Deb 29 US1.

## ALBUM/ROCK

### ROBERT CRAY SMOKING GUN POLYGRAM

Giant album sales, huge video exposure and Top 2 Album Rock play is spelling hit record for this great new artist. New at PRO-FM, B97, RK102, KNBQ, KZZU, KIIK and KFMV. Moves 26-21 94Q, 27-23 WXLK, 40-35 KSND and 37-34 KKRZ.

### LONE JUSTICE SHELTER GEFLEN

Steady growth on this crossover includes new play at WKSE, KTUX, WRCK, KATD, WSSX, KSMB, WNOK, 100KHI, KNIN, Q104, KBFM, WCGQ and others. Moves include 15-13 WLS, 23-19 WMMS, 34-31 PRO-FM, 32-28 WNCX, 32-28 WROQ and Deb 29 94Q.

### KBC BAND AMERICA ARISTA

Top 10 Album Rock play and a hot video highlight the growth here with new adds at WKSE, WMMS, WGH, KZOU, WCGQ and others.

### ROB JUNGKLAS MAKE IT MEAN MANHATTAN

MTV exposure is helping along with Album Rock play. New adds include WGH-FM, 100KHI, 95XXX and KZFN.

### PRETENDERS MY BABY SIRE/WB

Former #1 Album track is picking up momentum this week. Adds include WXKS, KRBE, KTKS, KIKX, KATD, WNCX, KQIZ, KTRS and KYNO.

### RATT DANCE ATLANTIC

Great album sales and giant requests have developed from hot rotation on MTV. Now it's time for the single. Many stations are currently playing in nighttime test rotations which will convert shortly. Among this week's believers are PWR99.7, WBBQ, WCIL, WFFX and WMJQ.

### WORLD PARTY FOOLS CHRYSALIS

MTV remains committed to breaking this great new act. Album Rock radio is also in solid major support with Top 5 airplay. Now gaining new believers at PRO-FM, KITS, WMMS, WGFM, WFLY, 95XXX and KISR. Jumps 11-8 KROQ. LP sales #12 at Elroy, #22 Sound Warehouse and #24 Gamco.

# JUST RELEASED

TWO FOLLOW-UPS TO TWO #1 TOP 40 HITS



**FLASHMAKER!**

**3 HITS TOP FIFTY ALBUMS!**

KIIS add KROQ add  
KMEL add BJ105 add  
FM102 add Y97 add  
WAVA add WSSX add  
B106 add WJAD add  
B104 add WCMQ add  
WPHD add  
Z93 add  
PWR99 add  
WCZY add  
WMMS add  
99DTX add  
KATD add  
WZOU add

**HOT SALES AT:**

#2 Lieberman/NJ  
#2 Tracks  
#2 Penguin Feather  
#3 Musicland  
#3 Sam Goody  
#3 Harmony House

#3 Crazy Eddies  
#3 Lieberman/Chicago  
#3 Roundup  
#4 Wax Works  
#4 RTI One-Stop  
#5 Radio Docs  
#5 Rose Records  
#6 Western Merchandisers  
#6 Lieberman/KC  
#6 House Of Guitars  
#7 Specs  
#8 Sound Video Unltd.  
#8 Streetside  
#9 Central South

## BANGLES

### WALKING DOWN YOUR STREET

TAKEN FROM THE COLUMBIA LP "DIFFERENT LIGHT" 40039

PRODUCED BY DAVID KAHNE



**CROSSOVER WINNER!**

**EARPICK WINNER!**

**17 HITS TOP FIFTY ALBUMS!**

WCZY add  
KPLZ add  
WBCY add  
WNNK add  
KNIN add  
WJAD add  
WCGQ add  
KF95 add  
WQUT add  
KS103 deb 35

**HOT SALES AT:**

Tower/Natl.  
Sam Goody  
Elroys  
Transcontinent  
Harmony House  
Specs  
Crazy Eddies  
Record Bar  
Western Merchandisers

Pro One-Stop  
Sound Warehouse  
Central South  
Rose Records  
DanJay  
Roundup  
Gemini One-Stop  
RTI One-Stop  
Wax Works  
Streetside  
Vinyl Vendors  
Sea Port One-Stop  
Record World

## GREGORY ABBOTT

### I GOT THE FEELIN' (IT'S OVER)

TAKEN FROM THE COLUMBIA LP "SHAKE YOU DOWN" 40437

PRODUCED BY GREGORY ABBOTT FOR THE ENTERTAINMENT MUSIC COMPANY

EXECUTIVE PRODUCER CHARLES KOPPELMAN



# HIT AFTER HIT AFTER

# COLUMBIA'S RECORDS

## THE BEASTIE BOYS

### (YOU GOTTA) FIGHT FOR YOUR RIGHT (TO PARTY)

FROM THE FASTEST-SELLING DEBUT ALBUM IN OUR LABEL'S HISTORY; OVER A QUARTER MILLION LP'S EVERY FIVE DAYS

**2** HITS TOP FIFTY ALBUMS!  
**15-12** HITS TOP FIFTY SINGLES!

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
BEASTIE BOYS	3.41	34	20	11	10	10	10

## THE PSYCHEDELIC FURS

### HEARTBREAK BEAT

BULLETING ACROSS THE BOARD AT AOR.

FMQB **50**  
Album Network **47**      A NATIONALLY ADDED TRACK  
R & R **51**                      (SECOND WEEK IN A ROW)

## THE DAVE EDMUNDS

### BAND-LIVE

### THE WANDERER

OPENED HIS BIG NATIONAL TOUR WITH A SPECIAL GUEST APPEARANCE ON THE DAVID LETTERMAN SHOW

BULLETING ACROSS THE BOARD AT AOR.      FMQB **35**  
Album Network **34**  
R & R **35**

## PAUL YOUNG

### WHY DOES A MAN HAVE TO BE SO STRONG

BREAKING AT:  
99DTX      WMMS add  
WKRZ      WJAD add  
KCAQ      WOMP add  
KIKX

ALSO BREAKING AT:  
WINK      WDBR  
KKAZ      Q101  
99KG      WPFM  
KQIZ      WVBS  
KBIM

## BRUCE SPRINGSTEEN

**22** HITS TOP FIFTY ALBUMS!  
**50** HITS TOP FIFTY SINGLES!  
**FLASHMAKER!**

KWOD add      WYKS add  
WXKS add      WGLF add  
WGTZ add      WVBS add  
WQUT add      KCMQ add  
KQIZ add      KKLS add  
WQID add      KZOZ add

## SAMMY HAGG

### WINNER TAKE ALL

THE WORLD IS ADDING THIS RECORD TO THEIR COLLECTION. WATCH FOR THE OPENING OF 'WINNER TAKE ALL' IN YOUR MARKET WITHIN THE TWO WEEKS

**FLASHMAKER!**

KEGL add      PRO-FM add  
KTKS add      KDWB add  
KRBE add      KPKE add  
WXKS add      WROQ add

# HIT AFTER HIT AFTER HIT



# S ARE RADIO-ACTIVE!

## RINGSTEEN

MS!  
ES!

WHYT deb 25  
WZPL deb 29  
92X deb 35  
Z93 deb 37  
KEGL deb 37

ALSO BREAKING AT:  
B106 WMMS KMJK  
WPHD WNCX KKRZ  
RK102 Q102 KZZP  
95INZ KUBE WGH-FM  
WCZY KNBQ WZOU  
99DTX

## AGAR

### TAKES IT ALL

RECORD  
OVER THE TOP"  
NEXT

KTUX add  
KRQ add  
KIYS add  
WEAG add

ALSO BREAKING AT:  
WCAU KTFM KCPX  
WPHD 93Q KZZU  
KKRZ WGFN  
WRNO WSKZ

## THE BURNS SISTERS BAND

### LISTEN TO THE BEAT OF A HEART

ON OVER 100 KEY  
TOP 40 STATIONS!

COLUMBIA  
BELIEVES

## HIPSWAY

### THE HONEYTHIEF

YOU'VE SEEN THE ACTION ON THE CHARTS,  
AND HEARD THE RAP FROM YOUR PEERS...  
THERE'S NO BETTER TIME TO ADD THIS  
RECORD THAN RIGHT NOW

**FLASHMAKER!**

**48 HITS TOP FIFTY SINGLES!**

KRBE add WZOU 27-21  
RK102 add Y108 30-26  
RI-104 deb 28 KPKE 32-29  
Q107 deb 29 WXKS 34-30  
WRVQ deb 29  
Q105 deb 30  
KMEL deb 35  
WMMS deb 37  
WKSE deb 37

ALSO BREAKING AT:  
KKBQ Z93 WCZY PRO-FM  
Y100 PWR99 KWK WPHD  
95INZ KITS KDWB 99DTX  
94Q KMJK WNCX

## SANTANA

### VERACRUZ

BULLETING ACROSS  
THE BOARD AT AOR.

FMQB **33**  
Album Network **35**  
R & R **36**

## COLIN JAMES HAY

### HOLD ME

THE FORMER LEADER AND LEAD  
VOCALIST FROM MEN AT WORK  
HAS DELIVERED AN EXTRAORDINARY  
NEW SOLO EFFORT.

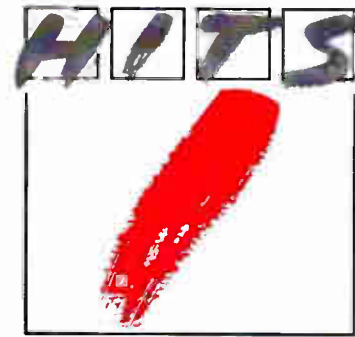
WNYZ add WQCM add  
WNNK add WINK add  
KIYS add WJMX add  
KZFN add WVBS add

ALSO BREAKING AT:  
KTKS KMJK  
KPLZ WPHD  
KNBQ



# HIT AFTER HIT AFTER

# REQUESTS



Now that the **Beastie Boys** are so strong that stations are reporting multiple cuts as hot, our attention is moving to the new group of up and comers. **Club Nouveau** leads the way, breaking quickly now that the single is released, and **Europe**

is moving right to the top of the actives' hit list with giant response everywhere. **Bruce Willis** is also an instant phone monster.

## BEASTIE BOYS FIGHT... COLUMBIA

The winners and new champions of the phone wars score with hot reports on this cut and others. The 2nd hottest cut that is emerging is "Brass Monkey". Hot mentions for the group include Q105, Z100, WHYT, KIIS, B94, WLOL, KMJK, WRVQ and many others.

## CLUB NOUVEAU LEAN ON ME WB

Now the hottest breaking phone record in the nation, which broke as an album cut and is now available as a 45. Millions of mentions this week including B97, Z94, Z95, RI-104, WROQ, KMEL, KRBE, B106, KMJK, KZZP, KATD, B96, Z102, WTIC, Y97, WPST, WBBQ, Y95, WNNK, WSPK, WLOL, KZOU, KLUC, I94, WCIL, KC101, KAMZ, B94, WANS, WSSX, WRVQ, WNOK and KSMB.

## EUROPE FINAL COUNTDOWN EPIC

Great video exposure, sensational sales, and big big phones are leading the way for these new rock superstars in the making. Hot reports include 99DTX, B97, KPKE, WSPT, KEGL, B94, WGRD, KTRS, KCMQ, Y94, KKRC, WSPK, 98PXY, KATD, WKSE, KMJK, WCZY, KZOU, WJMX, KKXL, WNOK, KQIZ, WZOK, WKLQ and 95XXX.

## STARSHIP NOTHIN'S GONNA RCA

The momentum is building now on this song from the "Mannequin" movie. It has only been in the streets for three weeks, but the calls are already hot for B94, KZZP, Y108, RI-104, 98PXY, KJ103, WJMX, KKAZ, KZOU, WQCM, Q104, KTRS, KZFN, WJAD, 100KHI, WNOK, WSSX, Z94, KISR, KNAN, KFMY, WPFM, Y94 & others.

## BRUCE WILLIS RESPECT MOTOWN

Sensational response to his recording debut should be augmented by the upcoming cable television special. As for now, both the single and album are exploding and the hits include 99DTX, Z94, WKSS, KC101, KCMQ, WNNK, WRQN, KATD, K104, WNCX, 94Q, WIGY, KITE, KTRS, KKXL, KMJK, WVSR and many more.

## JANET JACKSON LET'S WAIT A&M

The American Music Awards have helped to give yet another boost to this hot property. The fifth single is exploding with action at KMEL, Z94, KAMZ, KC101, Y94, KZZP, WRQN, B96, WSSX, RI-104, KZOU, WCZY, I94, WTIC, KYNO, KFMY, WVSR and WGLF.

## EXPOSE COME GO ARISTA

Dance smash has broken quickly after proving itself as a #1 record in Miami. Now the phones are hot for B97, KMEL, KATD, WTIC, WPST, WERZ, KAMZ, KC101, 98PXY, KNAN, WSPK, KSMB, WJAD, KQIZ, I94, WQCM, KYNO and WAPE.

## LOU GRAMM MIDNIGHT ATLANTIC

Great early response to this debut solo effort from Foreigner songster. Hots this week include WBBQ, KKRC, Z94, WTLQ, KISR, WGRD, Y94, 98PXY, Q104, WJAD, KQIZ, KTRS and KBIU.

## CROWDED HOUSE DON'T DREAM CAPITOL

This record started passive and is now quickly moving active. The phones are heating up at 94Q, 93Q, KMEL, WERZ, Z94, KATD, KKAZ, 100KHI, KZIO, KIIK, KZFN, KITS, KFMY and others.

## DEAD OR ALIVE LOVER EPIC

Club smash which broke off a selected few key major market stations is now a national hit thanks to its active phone response. Hot calls at B97, WKSE, B96, WTIC, KMJK, Z94, RI-104, KBOS, KZIO, WBAM, KLUC, WQCM, WGLF and KCMQ.

## GENESIS TONIGHT ATLANTIC

Michelob Beer is now the hottest requested brew at Top 40 radio thanks to Phil Collins. This is the week's Most Added record which has exploded from commercial exposure and is hot on the phones for RI-104, Y108, WNCX, WTIC, WGRD, WLAN, WJMX, WKLQ, WMJQ, 94Q and lots more.

### ALSO GAINING REQUEST MOMENTUM:

A-HA	CRY WOLF	WB
CAMEO	CANDY	POLYGRAM
HIPSWAY	HONEYTHIEF	COLUMBIA
ROBERT CRAY	GUN	POLYGRAM
REO SPEEDWAGON	LOVE	EPIC
WANG CHUNG	GO	GEFFEN

# CAPITOL RULES



## TINA TURNER WHAT YOU GET IS WHAT YOU SEE



KUBE deb 32  
FM100 deb 33  
FM102 deb 34  
KMJK deb 35  
Z95 deb 38  
B96 37-31  
WKSS 38-33  
WDJX 40-34  
Y106 39-35

**FLASHMAKER WINNER!**  
**DEBUT 49 HITS TOP FIFTY SINGLES! #3 MOST ADDED!**

Y100 add WGH-FM add  
WLOL add 99DTX add  
WMMS add WKSE add  
WNCX add WEAG add  
WNCI add WBCY add  
WRNO add Y108 deb 27  
KPKE add WKTI deb 28

**BREAKING AT:**  
KRBE  
WCAU  
KWOD  
KHTR  
WXKS  
KNBQ  
PRO-FM  
PWR99  
KKRZ  
WNVZ

## CROWDED HOUSE DON'T DREAM IT'S OVER



92X deb 34  
FM100 deb 34  
Z93 deb 36  
Y108 19-10  
WLOL 17-12  
KDWB 23-15  
KMEL 26-18  
KKBQ 24-19  
WKSE 37-22  
94Q 28-24  
Z95 35-25  
WXKS 31-27

**FLASHMAKER WINNER!**  
**FORMER WILDCARD! (12/22/86)**  
**49 43 HITS TOP FIFTY SINGLES!**

KIIS add Y95 add  
WAVA add G105 add  
Y100 add WGTZ add  
WCZY add WBCY deb 30

**BREAKING AT:**  
KTKS  
WLS  
KPLZ  
KWK  
PRO-FM

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)
CROWDED HOUSE	2.67	19	2	0	8

## DURAN DURAN SKIN TRADE



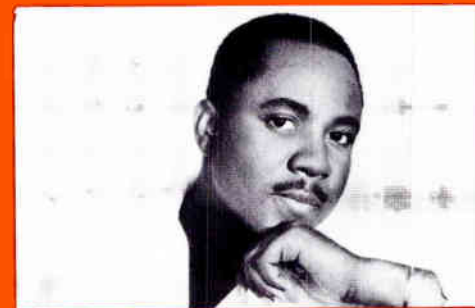
**FLASHMAKER!**  
**43 HITS TOP FIFTY ALBUMS!**

WZOU add KITE add  
KUBE add Q104 add  
KATD add  
KCPW add WAPI deb 27  
Y95 add WAVA deb 30  
WTIC add KKRZ deb 35  
98PXY add WMMS deb 36  
WERZ add 99DTX deb 37  
KQIZ add WCZY deb 38  
WANS add WKSE deb 39

KROQ 18-10  
Y100 24-21  
B104 25-22  
WFLY 30-25  
WNCX 36-31  
KJ103 39-35

**BREAKING AT:**  
KIIS  
WBLI  
Q107  
KTKS

## FREDDIE JACKSON HAVE YOU EVER LOVED SOMEBODY

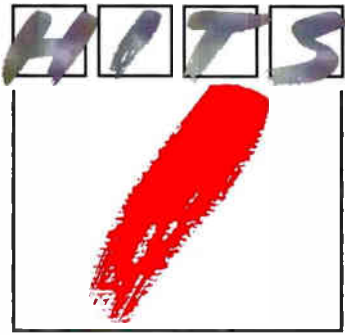


**CROSSOVER!**  
**30 HITS TOP FIFTY ALBUMS!**

WXKS add WHYT deb 22  
99DTX add FM102 deb 27  
WDJX add KMEL deb 31  
WKSS add Y100 deb 34  
KMGX add WCZY 30-27  
KITE add KRBE 36-32  
KYNO add

**BREAKING AT:**  
Y106  
WKRZ  
KRQ  
KCAQ  
WERZ

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
FREDDIE JACKSON	2.42	4	3	1	2	8	7



# DIALOGUE

**Interview  
By  
Lenny Beer**



*Richard Palmese may have the best pedigree in the record business. Born in Brooklyn, his career has taken him from radio in St. Louis 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 Executive VP Promotion 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 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 nine in the morning. But you know what? 24 hours later, I was hooked on a wonderful environment that allows you to enjoy life, be creative, and still work hard."*

*In this exclusive dialogue with Hits, Palmese discusses this hard work, his management style and the team concept of management at MCA Records.*

**Q** 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?

**A** 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 you at *Hits* put it right when you said he is tenacious. I was the type of promotion 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 promotion so well that I was actually relieved that I didn't have to focus so much of my time and attention into the promotion area and had more time to study the sales and distribution system here so I would 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 they had to deal with. I would attend NARM regional meetings and the national NARM convention, as well as 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

in learning new areas during my whole first year here because I had such a great promotion leader in 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 real comfortable with my relationship with the entire promotion department, and with Bill Bennett now heading our AOR department, I couldn't be happier.

**Q** Can you tell us about the Regional Marketing Specialist program you brought with you from Arista?

**A** They act as promotion people to the accounts. Simply put, they go into the account and say, "Look we just got some great news. Such and such a station has just added this new record and we're really excited about it, so please order the record." A week later they will check stock and movement. They submit weekly reports and work hand-in-hand with our promotion staff. They come under the umbrella of MCA Distribution and report to Harold Sulman, who is VP of Sales. His people and my people have always coordinated naturally. It's a very effective program for us because these specialists not only tell us about movement each week, but they are in a posi-

# Richard Palmese

## B U I L D I N G

### A

# WINNING TEAM

tion to analyze. They may say that in the given week when our record was added and three other records were added and now it's four weeks later and our record is selling say 25 pieces, versus say, 10 for one of these competitors. This puts us in command of a lot of facts that many of our competitors do not have. So when our people go to radio, they can represent their product intelligently.

**Q** How do you manage to have sales and promotion pulling in the same direction?

**A** As I understand it, before we came to MCA, distribution was one company and MCA Records was another. That's very destructive. The only way that we were going to win was to work together and respect one another. I really think it was the openness on the part of distribution, of John Burns and Bob Schnieders, who works with him and Harold Sulman. We have many meetings each week and communicate constantly.

**Q** Why don't you discuss the dynamics of your key meetings for us?

**A** The key meeting of the week is the marketing meeting on Monday morning at 9AM. Obviously, Steve cannot attend that meeting so I represent his area. That's my background and I really know what's going on there. All the marketing and

**"A long time ago I was smart enough to realize that you should surround yourself with great executives and create a team concept."**

**"The promotion people that I respect the most are those that surprise us [by taking] a record that is very left field, making it a mission, and giving it life in the marketplace."**

advertising decisions for this label are made in that meeting. The committee consists of Burns, Schnieders, Sulman, and also Jim LaFrance—our national accounts man. Also Larry Solters, our Senior VP; Jheryl Busby, President of Black Music; Glen Lajeski, who is in charge of advertising; Janie Hoffman, who is in charge of our publicity; Tim Devine, Director of Artistic Development; Liz Heller, Director/ Video; and Lou Mann, VP of Marketing. We get in that room from 9 to 11 every Monday and go through every one of the records that we are working, and I do mean every one, and out of that meeting comes a detailed report by 5 o'clock on the desks of Irving Azoff and Myron Roth. That report is

also distributed internationally as well as to all of our departments.

Then we also have a Friday executive/marketing luncheon. We even allow the attorneys to come to that meeting. I chair it along with Myron Roth, and we talk in a candid way about all of our product. We spend a lot of time together talking about our records and pride our company on looking for any possible way to break one. Take the Jets, for example. They had their first urban hit with "Curiosity" and then we came with "Crush On You", which crossed over. They're getting ready to make a new album, but we decided, why wait, there is a beautiful ballad on the album called "You Got It All". We took the opposite strategy, breaking it Top 40

and Pop, and are just now crossing it Black, and we have re-activated the album.

**Q** So the ultimate decision to go or not to go on a project is made in that meeting? Are there big disagreements?

**A** The decision definitely rests with the committee. We talk and come to a consensus. I've not found myself in a position to have to say look, I'm sorry, I disagree with all of you and we're going to do it anyway. We also take information from the promotion people in the street. I have a weekly wrap-up in which our people report on exactly how our product is received at the radio level. I also have the same report done by the branch managers, all eleven of them. My weekend is spent reading these reports and I then take all of the field information into that Monday meeting. I think it's very important to know what radio thinks. There are always preconceived attitudes, and at times we have to do battle and win them over. The promotion people that I respect the most are those that surprise us. To take a record that is very left field, make it a mission, and give it life in the marketplace.

**Q** Let's move to another aspect of your job, dealing with management. How important and difficult is that for you?

**A** We are very management oriented here at MCA, and it's

# Richard Palmese

easy to guess why. My boss, Irving Azoff is one of the all time great managers. We feel that the managers are representing their artists and we're very sensitive to that. The manager is the mouthpiece for the artists and has a right to ask questions. I encourage people to ask and participate all the time. I also expect that when they get an intelligent answer that they understand we are all on the same team. I've been pretty lucky here in that the managers that I've dealt with at MCA are intelligent and understanding of the realities of the marketplace. They want to and need to get you on the phone. I never want a situation where they say that they've been trying to get to me for three days. Phone calls from management are a priority. Regular contact is necessary, and those reports I spoke of earlier enable me to discuss all aspects of a product's development. I don't want people left in the dark. I don't subscribe to the theory of hiding something that's going wrong. If a station just dropped a record, I tell the manager as well as if a station took a 10 point jump. Everyone's better off with complete information.

The meetings also allow that information to flow internally, so management is not getting different signals from different departments. Everyone here sees the reports. We

**“We are very management oriented here at MCA..... We feel that [they] are representing their artists and we're very sensitive to that.”**

**“ We are a team, that's what I try to accomplish. It's key not to be a house divided against itself.”**

are a team, that's what I try to accomplish. It's key not to be a house divided against itself. I don't think that you will find a manager that will sit with one executive and have him agree to something and then go gang up against another department. What happens is an executive that was approached would say, “Let me go speak with whomever and we'll get back to you.” It really works here and makes for a wonderful environment.

**Q** Let's touch on the A&R/

Marketing conflict which seems to occur in some companies.

**A** We just underwent a major restructuring of the company. Jheryl Busby, in addition to overseeing the Black Music Division, now oversees the acquisition and development of all MCA artists. Therefore it is Jheryl's responsibility to make those hard A&R decisions along with his A&R team. There really is no conflict here. Jheryl and I have a

wonderful working relationship and his promotion background is an enormous asset in this new position. Simply put, Jheryl is responsible for signing the artists, John Burns— newly appointed Executive VP of Distribution and Manufacturing— gets them in the stores, and it's my job to make certain they're heard on the radio and properly marketed. We have a real partnership that works.

**Q** Let me put you on the spot. Tell me the next new act that will break at MCA.

**A** I'll give you two. On the pop side, I'll take the Breakfast Club. It is produced by Steven Bray of Madonna fame and we are very excited about the group. At urban radio, we are currently breaking Jody Whatley, who is from the group Shalamar. I'll bet she'll be on your *Hits* Top Fifty Pop Singles chart shortly.

**Q** Finally, let's change the subject completely. I hear something pretty exciting is going to be happening for you personally.

**A** 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?

# MUSIC BUSINESS SYMPOSIUM 3

**April 2nd - 5th, 1987,  
Ambassador Hotel  
Los Angeles,  
California**

**OPENING NIGHT  
AT THE BEVERLY  
THEATRE**

**KEYNOTE SPEAKER:  
NORM PATTIZ**

**FEATURED SPEAKER:  
BOB PITTMAN**

Panels Include:

**• ROCK MUSIC'S INFLUENCE ON OUR SOCIETY**

Howard Bloom-H.B. Org.  
Bob Guccione, Jr.-Spin Mag.  
Greg Bodenhamer-Back in Control  
Jay Berman-R.I.A.A.  
Danny Goldberg-Gold Mnt.  
Jello Biafra-Artist  
Ann Kahn-Ntnl. P.T.A.  
Dennis Erokan-BAM Mag.

Ed Rosenblatt-Geffen Rec.  
Marianne Hatfield-Rock Rag Mag.  
Al Menconi-Menconi Ministries/Media Update  
Dr. John McArthur-Grace Community Church  
Melissa and David Beaudoin-D&L Rec.

**INDY INDIES**

**Moderator:** T.B.A.  
Bonnie Levitin-Chameleon  
Chuck Dukowski-SST Rec.  
Terence Brown-Airwave Rec.  
Sean Stern-B.Y.O. Rec.  
Scott Vanderbilt-Restless Rec.  
Lisa Fancher-Frontier Rec.

**A&R, THE OUTSIDE  
LOOKING IN**

**Moderator:** Mikal Gilmore-Jmlst.  
Bob Say-Moby Disc Rec.  
Rick Carroll-PD, KROQ  
David Jurman-Arista Records  
Kip Cohen-Former A&R Exec.  
Alan Oken-A&M Records  
Carole Childs-Former A&R Exec.  
Allan Rinde-Former A&R Exec.  
Ritch Esra-Former A&R Exec.  
Brendon Mullen-Club Lingerie

**RADIO! RADIO!**

**Moderator:** Steve Brack-Chrysalis  
Jeff Wyatt-KPWR/Power 106  
Tommy Nast-Album Network  
Thom Ferro-Westwood One  
Lee Bailey-L.B. Prod.  
• More Panelists T.B.A. •

**WHAT'S WRONG WITH  
THIS PICTURE**

• Panelists To Be Announced •

**AGENTS AND  
PROMOTERS**

**Moderator:** Claire Rothman, Forum  
Bob Engel-Variety Artists  
Peter Shields-William Morris  
Jay Marciano-Universal Amp.  
Robert Stein-Beverly Theatre  
Jim Morey-Gallin/Morey  
Gregg W. Perloff-Bill Graham Co.  
Jim Halsey-J.H. Prod.  
• More Panelists T.B.A. •

**MUSIC PUBLISHING**

**Moderator:** Kelly Summers-A&M  
Linda Blum-Chappell

Kathleen Carey-Unicity  
Evan Medow-Attorney  
Marti Sharron-Songwriter  
Diane Warren-Songwriter  
Kevin Odegard-N.A.S.  
Jonathan Stone-Qwest Music

**RECORD MARKETING**

**Moderator:** Lou Mann-MCA Rec.  
Mike Shalett-Street Pulse Group  
Tim Devine-MCA Rec.  
Bob Reitman-A&M Rec.  
Joel Webber-Island Rec.  
Harold Childs-Qwest Rec.  
Steve Schmerler-Arista Rec.  
Scott Pang-William Morris

**MUSIC RETAILING  
"WHERE IT ALL PAYS  
OFF"**

**Moderator:** Toni Profera-Hits  
Henry Peck-Vinyl Fetish  
Stan Goman-Tower Rec.  
Mitch Perliss-Music Plus  
Tom Gracyc-Moby Disc  
Jayne Neches-A&M Rec.  
Jim Swindel-Island Rec.  
Shelly Heber-Image Marketing  
Scott Martin-SRO Marketing  
Colin Stewart-FMI Rec.  
Norman Hunter-Record Bar

**INDEPENDENT LABELS  
"WORKING WITH THE  
BIG GUYS"**

**Moderator:** Sam  
Sutherland-Windham Hill  
Bill Hein-Enigma Rec.  
Fred Bestall-Big Time Rec.  
Bob Biggs-Slash Rec.  
Brian Slagel-Metal Blade Rec.  
Don Macmillan-Macola Dist.  
Tom Silverman-Tommy Boy Rec.  
Harold Bronson-Rhino

**THE CHARTS**

**Moderator:** Tony Noonan-Billboard  
Lenny Beer-Hits Magazine  
Joel Denver-Radio & Rec.  
Paul Grein-Billboard  
Spence Berland-Cashbox  
Rick Winward-Enigma Rec.  
Steve Meyer-MCA Rec.

**THE BUSINESS OF  
NEGOTIATING DEALS**

**Lecturer:** Kent Klavens-Attorney

**MOCK RECORD DEAL**

Jeff Fenster-Attorney, Warner Bros. Rec.  
Gary Stamler-Attorney (Van Halen, Crowded House)  
Eric Gardner-Manager (Todd Rundgren, Bill Wyman, Elvira)

**A&R**

**Moderator:** John Brahaney, L.A.S.S.  
Thom Trumbo-MCA A&R  
Paul Atkinson-RCA A&R  
Ronnie Vance-Unicity Music  
Wendy Goldstein-RCA A&R  
Ron Oberman-Columbia A&R  
Bob Skoro-Polygram A&R

**ARTIST MANAGEMENT**

**Lecturers:** Harriet Sternberg-Kragen & Co.  
Wendy Dio-Niji Mngmnt.  
Ed Lefler-E.L. Mngmnt.

**RECORDING  
CONTRACTS IN  
THE 80's AND  
THE 90's**

**Moderator:** Miles  
Hurwitz-BAM  
Mark Fleischer-Attorney  
Lindsay Feldman-Attorney  
Larry Larson-Manager  
Peter Paterno-Attorney

Al Schlesinger-Attorney  
Eric Greenspan-Attorney  
Curtis Shaw-Attorney  
Arthur Spivak-DeMann Ent.  
• More Panelists T.B.A. •

**NEW AGE/JAZZ MUSIC**

**Moderator:** Zan Stewart-L.A. Times  
Craig Sussman-Cypress Rec.  
Howard Sapper-Global Pacific  
Stephen Hill-"Hearts of Space"  
Rich Schmidt-Windham Hill  
Georgia Kelly-Artist  
• More Panelists T.B.A. •

**THE INTERNATIONAL  
MUSIC SCENE**

**Moderator:** Michael Gudinski-  
Mushroom Rec., Aus.  
Ichiro Asatsuma-Fuji Pacific  
Music/Canyon Rec.  
Phil Tripp-Australia Multi-Media  
Prod.  
Kick van Hengel-Capitol Rec. Int.  
Kevin Wall-Radio Vision Int.  
Jack Losmann-A&M Rec. Int.  
Christy Hill-MCA Rec. Int.  
Steve White-Australian Rock  
Manager  
Martin Sabini-Regular Rec., Aus.  
• More Panelists T.B.A. •

.....  
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- PUTTING IT ALL TOGETHER
- DIGITAL AUDIO TAPE (D.A.T.)
- ARTISTS AND PRODUCERS

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# EARPICKS

Current favorites as chosen by members of all segments of the music industry

**Club Nouveau** is finally out as a single and it is the immediate people's choice. The new **Robbie Nevil** comes in a close second, ahead of the latest from **Gregory Abbott**. Also debuting

strongly are newbies from **Survivor**, **Bangles** and the re-released hot one from **Ratt**. There is also a buzz developing on **Paul Simon**, **China Crisis** and **Donna Allen**.

## WINNERS

<b>1</b>	<b>CLUB NOUVEAU</b>	LEAN ON ME	(WB)	<b>6</b>	<b>ROBERT CRAY</b>	SMOKIN' GUN	(PolyGram)
<b>2</b>	<b>ROBBIE NEVIL</b>	DOMINOES	(Manhattan)	<b>7</b>	<b>GENESIS</b>	TONIGHT	(Atlantic)
<b>3</b>	<b>GREGORY ABBOTT</b>	FEELING	(Columbia)	<b>8</b>	<b>RATT</b>	DANCE	(Atlantic)
<b>4</b>	<b>STEVE WINWOOD</b>	FINER	(Island)	<b>9</b>	<b>BANGLES</b>	WALKING	(Columbia)
<b>5</b>	<b>SURVIVOR</b>	HOW MUCH	(Scotti Bros.)	<b>10</b>	<b>SAMMY HAGAR</b>	WINNER	(Columbia)

**DONNA AGRESTO/ TRACKS/ NOR**  
P Smyth/ L Lobos/ Hipsway/ C Nouveau

**DAVA ALBERTSON/ W. MERCH/ AMA**  
L Gramm/ P Smyth/ Tesla

**JON ALLEN/ KZOU/ LITTLE ROCK**  
C Nouveau/ T Turner/ Communards

**MARK ALLEN/ KPLZ/ SEATTLE**  
Venetians/ B Badenough/ S Winwood

**P. ANDERSON/ TLNTMSTR/ ATL**  
W Party/ P Furs/ C Nouveau

**R. ARMIJO/ REC BAR/ COR CHR**  
Expose/ W Chung/ J Lorber/ H League

**EDDIE ASHTON/ WEAG/ INDI**  
T Turner/ D Duran/ S Winwood

**JIM ATKINSON/ KWK/ ST LOUIS**  
Survivor/ B Brannigan/ S Winwood

**LAURA AVERY/ ROUNDUP/ SEATTLE**  
C Nouveau/ B Geldof/ Berlin/ G Abbott

**BUD BAKER/ ALBUM DEN/ RICHMOND**  
S Hagar/ REO/ Pretenders/ B Geldof

**CY BARNES/ SOUND OF/ PHIL**  
Focus/ Madhouse/ Shannon/ Hipsway

**MARY BARNHILL/ REC BAR/ DUR**  
C Crisis/ Bangles/ G Abbott/ P Furs

**MIKE BASHKIN/ SND VID/ CHIO**  
C Nouveau/ R Nevil/ G Abbott

**SANDY BEAN/ HARM HSE/ DET**  
P Simon/ G Abbott/ Survivor

**CHUCK BECK/ Y95/ DALLAS**  
Madhouse/ Club N/S Sensation/ New Ed

**BRUCE BECKWITH/ TURTLES/ ATL**  
G Vannelli/ A Taylor/ S Hagar/ D & David

**JOE BOHANNON/ B96/ CHICAGO**  
S Murdock/ C Nouveau/ R Nevil/ D Allen

**MIKE BRADLEY/ 99DTX/ DETROIT**  
B Sisters/ Bangles/ G Abbott/ R Nevil

**JAY BRADY/ WERZ/ EXETER**  
C Nouveau/ 8 Seconds/ R Cray/ Triumph

**BEN BRENT/ WALL TO WA/ PHIL**  
Sylvester/ DC Crew/ Genesis/ Europe

**MIKE BRIGANDI/ LIEB/ MT LAUREL**  
Kinks/ KBC/ B Willis

**DAVE BRYANT/ KISR/ FT SMITH**  
R Nevil/ Santana/ Ratt/ I Pop

**DOC BURNS/ KAMZ/ EL PASO**  
M Scott/ C Crisis/ C Nouveau

**BRIAN BURNS/ KFMY/ PROVO**  
Venetians/ R Cray/ T Turner/ W Party

**LORI CAMPBELL/ B94/ PITTSBURGH**  
Genesis/ G Abbott/ D Allen/ S Winwood

**MARC CHASE/ Y107/ NASHVILLE**  
C DeBurgh/ Venetians

**TIM CHRIST/ RECORD WOR/ BALT**  
R Nevil/ Bangles/ C Crisis/ C Nouveau

**MIKE CLARK/ CML ONE-ST/ ST LOUIS**  
B Geldof/ G Abbott/ R Nevil/ Survivor

**JEFF COHEN/ STRAWBERRIES/ FRAM**  
L Gramm/ P Furs/ S Murdock/ Expose

**CHRIS COLLINS/ WAMX/ HUNT**  
A-Ha/ P Cetera/ 8 Seconds

**TOM COLT/ KCMQ/ COLUMBIA**  
Europe/ C Nouveau/ W Party

**TOM CUNNINGHAM/ WPST/ TRENTON**  
S Hagar/ Genesis/ R Nevil/ P Simon

**JEFF DAVIS/ WPFM/ PANAMA CITY**  
J Buffett/ Genesis/ C Nouveau/ P Simon

**LEO DAVIS/ Q104/ GASDEN**  
Big Dish/ S Hagar/ W Party

**ALBIE DEE/ WKSS/ HARTFORD**  
One Way/ S Hagar/ RFTW/ System

**P. DEMILLE/ 95XIL/ PARKERS**  
B Geldof/ Europe/ Starship/ Kinks

**MARTY DEMPSEY/ B106/ WASH**  
Kool/ Pretenders/ Bangles/ Franklin/ Michael

**ELLEN DOLGINS/ Z94/ BOSTON**  
Bangles/ C Crisis/ C Nouveau/ R Nevil

**TERRY DONOVAN/ LIEB/ K.C.**  
G Abbott/ C House/ R Nevil/ B Sisters





S

W

Y100	add	WAPI	deb 28
KPLZ	add	KATD	deb 32
WMMS	add	Z93	deb 39
WRNO	add		
KITS	add	<b>BREAKING AT:</b>	
WGH-FM	add	95INZ	
92X	add	94Q	
WKSE	add	WNCI	
RK102	add	KPKE	
WTLQ	add	PWR99	
93Q	add	WPHD	
KZOU	add	WEAG	
WGFM	add	RI-104	
WPST	add	WBCY	
KKAZ	add		
KRNQ	add		
KDON	add		
WNOK	add		
100KHI	add		
95XXX	add		
KC101	add		
Y97	add		
KISR	add		
KBIU	add		
WSPT	add		

STEVE WINWOOD

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THE NEW SINGLE

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BACK IN THE HIGH LIFE

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AND STEVE WINWOOD



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**FLASHMAKER!**  
**EARPICK WINNER!**  
**27 HITS TOP FIFTY ALBUMS!**  
**FIVE GRAMMY NOMINATIONS INCLUDING:**  
**RECORD OF THE YEAR, ALBUM OF THE YEAR,**  
**SONG OF THE YEAR BEST POP VOCAL, MALE**  
**AND PRODUCER OF THE YEAR!**



# EARPICKS

**SELBY EDWARDS/ K98/ AUSTIN**  
Franklin/Michael/P Furs/Winwood/Genesis

**GREG EDWARDS/ KO93/ MODESTO**  
A Baker/ Starship/ REO/ P Cetera

**V. ELLIOTT/ VNL VNDR/ KALAMAZOO**  
Hipsway/ W Chung/ 'Til Tues/ Dead Or A

**BRUCE GILBERT/ KBIU/ L. CHARLES**  
C Crisis/ R Nevil/ S Hagar

**DAVE GILLEN/ WKSE/ BUFFALO**  
R Nevil/ C Nouveau/ S Winwood

**JOEY GIOVINGO/ B97/ NEW ORLEANS**  
Survivor/ C Nouveau/ G Abbott/ S Winwood

**KELLY GORDON/ KTRS/ CASPER**  
S Winwood/ R Cray/ T Turner/ W Party

**WENDY GREEN/ TOWER/ SACRAM**  
G Abbott/ C Nouveau/ Survivor/ P Simon

**MARCIE GUCKIAN/ KTKS/ DALLAS**  
G Abbott/ 8 Seconds/ Kool/ W Party

**H. GUILFOIL/ WX WRKS/ OWENSB**  
L Gramm/ Starship/ R Nevil/ Survivor

**LISA GYLES/ KITY/ SAN ANTONIO**  
R Nevil/ D Allen/ Company B/ G Parts

**K. HALTIGAN/ ELROYS/ P. WASH**  
L Gramm/ S Winwood/ R Nevil

**BRAD HANSEN/ WRQN/ TOLEDO**  
J Cope/ Bangles/ KBC/ R Cray

**L. HARDISON/ WFMF/ BAT RGE**  
Survivor/ Genesis/ C Nouveau/ Ratt

**DOUG HARVEY/ TARGET/ MPLS**  
P Furs/ B Willis/ L Gramm/ Judds

**JIMMY HEIKKALA/ RAINBOW/ SF**  
Survivor/ R Nevil/ C Nouveau/ G Abbott

**S. HOBERMAN/ RTI/ OMAHA**  
R Cray/ Genesis/ J Lorber/ J Osborne

**M. JACKSON/ WHYT/ DETROIT**  
R Cray/ Najee/ RFTW

**P. JOHNSON/ PRO ONE-ST/ PHNX**  
Hipsway/ J Warren/ L Gramm

**B. KAY/ KNIN/ WICHITA FALLS**  
Lone/ REO/ Expose/ G Madeiros

**VICKI KEITH/ WNNK/ HARRISBURG**  
W Chung/ C Nouveau/ R Cray/ A-Ha

**RHONDA KIEFER/ WNCX/ CLEV**  
T Turner/ G Band/ R Nevil/ P Lakakis

**CHUCK KNIGHT/ KRNO/ DES MOINES**  
C Nouveau/ S Winwood/ Europe

**DAVID KORT/ KIIS-FM/ LA**  
Bangles/ C Crisis/ S Winwood

**LENNY LEON/ PACIFIC CO/ CHATS**  
G Abbott/ Bangles/ P Simon/ R Nevil

**STEVE LOIZOS/ WAZY/ LAFAYETTE**  
R Cray/ C Nouveau/ Kool/ Survivor

**KAREN LONG/ TURTLES/ ATLANTA**  
C Crisis/ P Furs/ P Echo/ C Blonde

**JACK LUNDY/ Y94/ FARGO**  
Genesis/ Survivor/ C Nouveau/ R Nevil

**MIKE MANDZIA/ BUZZARD'S/ COL**  
L Gramm/ C House/ 'Til Tues/ Starship

**BRYAN MARCHISIO/ TOWER/ NYC**  
Smithereens/ Shriekback/ I Pop/ Sheila E

**DAVID MARTIN/ KZIO/ DULUTH**  
Hipsway/ K & The Gang/ Expose/ L Gramm

**JIM MARTIN/ WOAY/ BECKLEY**  
C Nouveau/ Franklin/Michael/ Starship

**M. MASKA/ SAM GOODY/ EDISON**  
G Abbott/ R Nevil/ P Simon/ C Nouveau

**SPANKY MCFARLAND/ Z102/ SAV**  
Glen M./ P Lakakis/ Club N./ Frank/Mich

**KATHY MEANS/ WCZY/ DETROIT**  
M Howard/ Bangles/ R Nevil/ G Abbott

**D. METZGER/ KPKE/ DENVER**  
Ratt/ P Furs/ S Winwood/ I Tears

**KEITH MONTGOMERY/ KQIZ/ AMA**  
Survivor/ G Madeiros/ R Nevil/ S Hagar

**CAROLYN MOYER/ FM102/ SACRAM**  
Bangles/ C Nouveau/ S Winwood/ D Allen

**CHRIS MURRAY/ WLAN/ LANC**  
Ratt/ P Cetera/ Kansas/ K & The Gang

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S Clarke/ R Lynch/ Hipsway/ D Sanborn

**LOU PATRICK/ KJ103/ OK CITY**  
C Nouveau/ Genesis/ Survivor

**HELENE PINA/ KRBE/ HOUSTON**  
Survivor/ Barbusters/ Ratt/ W Party

**BARBARA PRIETO/ WGCI/ CHICAGO**  
J Watley/ Sheila E/ Madhouse/ R Davis

**J. PRIMERANO/ TRANSCONT/ BUFF**  
D Edmunds/ C Nouveau/ G Abbott

**JOE REALE/ RI-104/ PROVIDENCE**  
Bangles/ C Nouveau/ Kansas/ Pretenders

**CHUCK REDDEN/ KNAN/ MONROE**  
C Nouveau/ S Hagar/ T Turner

**J.J. RICE/ 98PX/ ROCHESTER**  
D Duran/ C Nouveau/ S Winwood/ Genesis

**JOHN ROBERT/ KEGL/ DALLAS**  
Poison/ S Hagar/ Survivor

**J. ROBERTSON/ WGTZ/ DAYTON**  
T Turner/ Genesis/ B Brannigan

**G. ROLLING/ KS103/ SAN DIEGO**  
Bangles/ Ratt/ G Abbott

**D. ROY/ TRANSWORLD/ ALBANY**  
Tesla/ B Brannigan/ P Smyth/ R Davis

# SOULBOY

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KRBE 15-7  
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KRQ 27-21  
Z102 32-26  
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B96 35-30

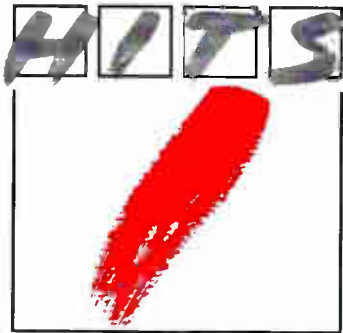
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MCA RECORDS



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**VIC SAVING/ TOWER/DOWN/ NYC**  
Mission UK/ P Echo/ C Crisis/ D Syndicate

**RAY SCHNEPP/ MUSICLAND/ MPLS**  
REO/ Franklin/Michael/ S Hagar

**MARK SHANDZ/ 95INZ/ MIAMI**  
P Furs/ A-Ha/ Berlin/ P Simon

**BILL SHANNON/ K 104/ ERIE**  
S Hagar/ Genesis/ P Simon

**MARLA SHATZ/ EPIC/ LA**  
R Cray/ W Party/ Hipsway/ Ratt

**KATHY SHEDD/ GAMCO/ MPLS**  
Stabilizers/ A-Ha/ W Party/ B Willis

**KIM SIMMONS/ HOUSE OF G/ ROCH**  
D Edmunds/ L Lobos/ Kinks/ E Clapton

**DIXON SINGLETON/ REC BAR/ SAV**  
S Hagar/ C Nouveau/ B Geldof/ G Abbott

**STEVE SMALL/ KSMB/ LAFAYETTE**  
S Murdock/ D Allen/ 'Til Tues/ P Smyth

**BEN SMITH/ WTLQ/ WILKES-BARRE**  
C Nouveau/ P Furs/ Ratt/ R Cray

**CINDY SMITH/ SOUND WARE/ DALLAS**  
B Willis/ W Party/ B Orr/ Smithereens

**D. SMITH/ NTL REC MRT/ PITT**  
Bangles/ Ratt/ Berlin

**TOMMY SMITH/ WANS/ GREENVILLE**  
Ratt/ Triumph/ Pretenders/ D & David

**KATHY STAMM/ RADIO DOCT/  
MILWAUKEE**  
Scorchers/ Wasted/ C House/ Europe

**ROBIN STEELY/ CENTRAL SO/  
NASHVILLE**  
R Nevil/ C Nouveau/ G Abbott

**JERRY STEFFEN/ WPST/ STEVENS  
POINT**  
Kansas/ S Winwood/ Hipsway/ Communards

**BRUCE STEVENS/ WBBQ/ AUGUSTA**  
P Simon/ Ratt/ G Abbott/ R Nevil

**ROB TAYLOR/ LIEBERMAN/ CHICAGO**  
Franklin/Michael/ G Abbott/ D Hall/ Survivor

**DOM TESTA/ Y 108/ DENVER**  
R Nevil/ Survivor/ C Nouveau

**MICHAEL TOCKER/ HARV CO/ CAMB**  
P Furs/ 3 O'Clock/ A White/ D Purple

**CHRIS VAN CAMP/ KBOS/ FRESNO**  
S Winwood/ C DeBurgh/ R Cray

**HOWIE WAHLEN/ PEACHES/ SEATTLE**  
R Cray/ P Simon/ C Crisis/ L Lobos

**TONY WAITEKUS/ WCIL/  
CARBONDALE**  
Pretenders/ Beaters/ I Pop/ C DeBurgh

**NANCY WALLACE/ GEMINI ONE/  
CLEVELAND**  
G Abbott/ R Nevil/ C Nouveau/ C Girls

**KEVIN WEATHERLY/ KZZP/ PHOENIX**  
C Lauper/ Survivor/ Genesis/ P Furs

**BOB WEIL/ WSPK/ POUGHKEEPSIE**  
Ratt/ C Nouveau/ R Nevil/ R Cray

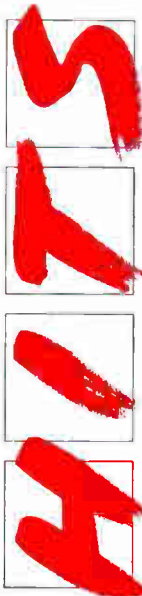
**GARY WEINSTEIN/ KATD/ SAN JOSE**  
R Nevil/ Pretenders/ S Winwood/ G Madeiros

**ERIC WEITZMANN/ TOWER/ MT VIEW**  
L Lobos/ R Blades/ CS Angels/ P Furs

**CHRIS WILLIAMS/ WROQ/  
CHARLOTTE**  
T Turner/ S Hagar/ L Gramm

**LARRY WILLIAMS/ WRCK/ UTICA**  
R Nevil/ Lone J/ S Winwood/ Ratt

**CONNIE YOUNG/ GEFFEN/ LA**  
S Hagar/ R Cray/ S Murdock



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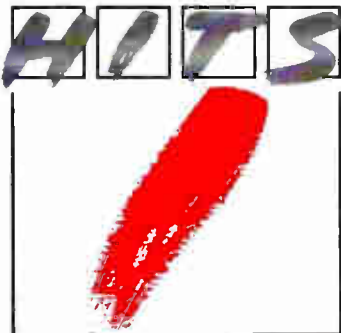
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# INPLAY

An alphabetical listing of currently active singles

ARTIST TITLE	PRODUCER WRITER	LABEL TIME	COMMENTS
ABBOTT, GREGORY I GOT THE FEELING	Abbott Abbott	Col-38-06632 4:00	Exploding quickly both Black and Pop. Follow-up to #1 hit. See Crossovers.
ALLEN, DONNA SERIOUS	Pace Pace/Allen/Blitz	21 Amor-7-99497 3:40	Big dance and Black hit is starting to cross Top 40 with big adds in major markets. See Crossovers for details.
BERLIN YOU DON'T KNOW	Richards/Ezrin/Berlin Crawford	Gef-7-28486 3:18	Great ballad scores immediate action with adds including 94Q, WBCY, KEYJ and KFMY.
BURNS SISTERS BAND BEAT OF A HEART	Gottcher Burns/Riddle	Col-38-06641 3:57	Lots of interest here. New this week at KKAZ and other secondaries.
CETERA, PETER BIG MISTAKE	Omartian Cetera/Galpin	WB-7-28507 4:20	New adds this week include KEGL, WZPL and WLOL. Follow-up to two #1 hits.
CHINA CRISIS ARIZONA SKY	Langer/Winstanley China	A&M-2902 4:10	Great sounding record picks up strong early support from KITS and FM102. A sleeper to watch.
DEBURGH, CHRIS THE LADY IN RED	Hardiman DeBurgh	A&M-2848 4:16	Re-release is starting to pop in major markets. See the Flashmakers section for details.
EIGHT SECONDS KISS YOU	Ruppert/Hine Eight Seconds	Poly-885-3527 4:06	Solid growth pattern continues this week. Adds at KEGL, KATD WLOL, KTKS and others. See Flashmakers.
HAY, COLIN HOLD ME	Millar Hay	Col-38-06580 4:09	New adds on former Man At Work include WNNK, WNYZ, KIYS, KZFN and WQCM. Developing.
HOWARD, MIKI COME SHARE MY LOVE	Humes Humes	Atl-7-89351 3:53	Giant Black/Dance cut is ready to cross Top 40. Already on KMEL in San Francisco. New at WCZY and 100KHI.
JACKSONS BURGLAR	Edwards/Jacksons Oland/Jackson/et al.	MCA-53032 4:15	Title cut from the new Whoopi Goldberg film. Should develop first on the Black/Dance lists.
JUNGKLAS, ROB MAKE IT MEAN...	Wittman Jungklas/Holder/Cromwell	Manh-50054 3:36	New adds this week include WGH, 100KHI, 95XXX and KZFN. MTV exposure is helping. See Crossovers for details.
KOOL & THE GANG STONE LOVE	Bayyan Smith/Taylor/Kool & Gang	Merc-888-2927 3:54	Momentum is now building strongly here. See Flashmakers for details.
MEDEIROS, GLENN NOTHING'S GONNA...	Stone Masser/Gaffin	Amherst-311ABJ 3:45	Indie distributed single moved to #2 at KZZP and is now spreading. Adds at KBEQ, RK102, Q107, B104, KATD and B106.
POINTER SISTERS ALL I KNOW...	Perry Ragovoy/Levitt	RCA-5112-7-12 4:05	Second week action includes adds at WKDD, WDJX, KIKX, WERZ and WNOK.
PSYCHEDELIC FURS HEARTBREAK BEAT	Kimsey Butler/Aston/Butler	Col-38-06420 4:03	Hot new track. One to hear.
SANTANA VERACRUZ	Cohen/Santana Santana/Rollie/Thompson	Col-38-06654 3:44	Hot new vocalist highlights this debut from new album. One to hear.
SHEILA E HOLD ME	Sheila E SheilaE/Guzman/Mininfield	WB-7-28580 4:10	Taking strong moves including 21-15 KMEL, Deb 29 FM102, 35-30 WLOL, and 36-32 WCZY. Potential hit record.
SHRIEKBACK GUNNING FOR...	Mackillop/Andrews Allen/Andrews/Barker	Island-7-99480 4:34	New adds this week KITS and KQIZ. One to hear.
SIMON, PAUL BOY IN THE BUBBLE	Simon Simon	WB-7-28460 3:45	Third single from Grammy nominated album scores with adds at 95INZ, WBBQ, WKSJ, KSND and K104.
TALKING HEADS LOVE FOR SALE	Talking Heads Byrne	Sire-7-28497 3:58	Second release from the True Stories album. One to hear.
TRIUMPH ONE MORE NIGHT	Clink Martin/Fanucchi/Schon	MCA-53014 3:28	Second single from MCA debut album. Adds at WLRS, KRQ and WJMX. Developing.
VENETIANS SO MUCH FOR LOVE	Swinn Opitz	Chrys-43056 3:40	Pop natural scores with adds at WROQ, BJ105, WKSJ, PWR99.7, KSND, WJMX, WSSX, KDON, WNOK and KFMY. Watch closely.
WORLD PARTY SHIP OF FOOLS	Wallinger Wallinger	Chrys-43052 4:27	An MTV crusade cut that sounds like a major record. Top 40 adds at WMMS, KITS, WGFM, WFLY, PRO-FM. See Crossovers.
YOUNG, PAUL WHY DOES A MAN...	Padgham/Young/Kewley Young/Kewley	Col-38-06630 4:21	New this week at WMMS and WJAD. One to watch.



# SPOTLIGHT

by  
Kenny  
Kerner



David Lee Roth



Stryper

**W**hether you like it or not, heavy metal is here to stay. More important than that, this time around, the record industry seems to be cashing in.

Heavy Metal as a genre had its origins back in the '70s, when a latter-day British Invasion brought the likes of Black Sabbath, Deep Purple and the quintessential HM act, Led Zeppelin, to our shores. Though it was dubbed hard rock then, the music was identical to today's metal sound in style, format, volume, intensity and lyrical content. Over the years, the hard rock moniker evolved into metal and its hybrid offshoots—glam rock, speed metal and punk thrash.

During its infancy, heavy metal could look forward to but a smattering of radio airplay—all of which came from album rock stations such as WNEW-FM in New York and KSHE-FM in St. Louis. These stations and a handful of others programmed hard rock exclusively as an alternative to the mainstream top of the pops. The experiment worked. FM became the home to this new orphan mutation of rock.

A counter-cultural following developed as a flurry of smaller-sized 2-3,000-seat venues began to spring up featuring these new rock acts. The Fillmore East and West became the home to bands like Grand Funk Railroad, Fat Mattress and Uriah Heep. Momentum grew rapidly.

Touring was pretty sporadic, though. Black Sabbath's U.S. debut took place at a tiny 250 capacity club called Ungano's on Manhattan's Upper West Side, a far cry from their headlining gigs at Madison Square Garden.

Marketing and merchandising for the

new metal groups was likewise in its infant stages. Groups were lucky to have a poster or a concert t-shirt to sell. While bands like Iron Butterfly, Blue Cheer, Led Zeppelin and Mountain all achieved substantial success, it wasn't until the mid-'70s appearance of Kiss that a metal group was able to tie together the recording, marketing, merchandising and touring aspects of their career into a neat money-making package. Arguably, Kiss was the first band to succeed in turning heavy metal into a very lucrative business.

By combining heavy album-rock radio play with Top 40 hit ballads like "Beth," Kiss set the stage for the current hard rock renaissance which has given rise to acts such as Motley Crüe, Quiet Riot, Stryper, Poison, Metallica, Cinderella and others who have managed to break through pop mainstream barriers to achieve sales success on their own terms.

Ever so slowly, and largely thanks to loyal fan support, heavy metal has gone on to become a responsible, acceptable, profitable industry within the industry. It's the sound that won't go away and, because of this popular demand, has been forced into record stores and radio stations across the nation.... and around the world. Whether or not it gets played on the radio or written about in the press, heavy metal sells records.

There are between 15-20 so-called hard rock/heavy metal albums currently in the Top 100, including LP's by Bon Jovi, Cinderella, Boston, Iron Maiden, Stryper, Ratt, David Lee Roth, Van Halen, Europe, Vinnie Vincent, WASP, Megadeth and Slayer. As for radio, what initially began as token al-

bum-rock-oriented airplay in the '70s has turned into a metal bonanza, this time within the framework of Top 40!

Top 40 stations that used to cringe at the very mention of heavy metal are now adding Bon Jovi, Cinderella, Ratt, David Lee Roth, Europe and Van Halen to their playlists. A recent RIAA survey showed that in 1985, some 43% of all prerecorded music sold was in the rock 'n' roll category. Something's happening here and you don't know what it is, do you, Mr. Jones? What's it all about, *Hits*?

Ironically, industry pundits agree that heavy metal has experienced its recent boom thanks to the unintentional efforts of the folks at the Parents' Music Resource Center. Tipper Gore's media-drenched outrage has brought metal up from the underground into the public eye.

Enigma Records' prexy Wes Hein, whose label boasts the born-again metallers, Stryper, comments, "The awareness in the press and the recent flurry of major label signings make it seem as if metal is experiencing some kind of resurgence, but it's been around for years. Each Stryper album we released has sold more copies than the previous one. Their current 'To Hell With The Devil' LP is the first one to crack the Top 40 and approach Gold status."

Brian Slagel, chief of the successful indie Metal Blade Records and a long-time metal advocate, offers a unique overview, "The success of metal bands like Iron Maiden opens the eyes of people at the major labels and lets them know metal is making money. It's not just a fad. The publicity generated by the PMRC has also helped, even if they

# Rock 'n' Roll Alchemy:

## T u r n i n g H e a v y M e t a l



Bon Jovi



Poison

I n t o  
G ~~O~~ L D

didn't quite plan it that way.

"There are a lot of good bands out there playing good music. And, whenever that happens, it usually filters down to the people. It's finally reached the point where heavy metal can be accepted as a legitimate form of music, one that sells records. HM has been around for a long time, but people are only now being forced to acknowledge its success. What's also helping is the fact there are now a lot of people within the industry that like this form of music, and that adds credibility."

At the retail level, it's the same story. Howard Krumholtz, store buyer for the Tower Records branch in W. Hollywood, acknowledges the hard rock success story, "I've had a great deal of success with these acts—Bon Jovi, Cinderella, David Lee Roth. All of them sell well. Our two biggest-selling metal LP's right now are Metallica's 'Master of Puppets' and Motorhead's 'Orgasmatron'. They're selling like crazy. Metal fans are extremely loyal and that loyalty translates into record sales when their favorites get signed. Still, the heavy metal movement is no new thing; it's been here since the '70s, at least..."

If you're an HM *aficionado*, the Moby Disk record store in Sherman Oaks, CA, is the place to go. Their selection of hard rock and heavy metal is second to none. As store buyer Jim Nyby puts it, "Our heavy metal records sell as well as any other albums. My best sellers are groups like Possessed, Agnostic Front, Metallica, Megadeth and Slayer. These bands outsell some of the mainstream acts..."

Radio has also jumped on the metal

bandwagon. Los Angeles station KNAC is currently celebrating its first anniversary of playing what it calls pure rock 24 hours a day. It was a huge gamble that paid off for program director Jimmy Christopher.

"Heavy metal never really left," he insists. "It's always been a pertinent form of music. KNAC is now filling the void created when all of the other local stations abandoned pure rock in this market."

The real story, though, is over at Top 40, known primarily for tight playlists and power rotations. With Top 10 songs like David Lee Roth's "Yankee Rose," Van Halen's "Why Can't This Be Love," Cinderella's "Nobody's Fool," and Bon Jovi's "You Give Love A Bad Name," hard-edged, guitar-oriented rock tunes have been given a new lease on hit radio.

KISS-FM's Rick Dees believes anything with a 4/4 beat and a little metal flash is a definite candidate for Top 40 exposure.

"I think the metal thing goes in cycles," he says. "If they think along the lines of a metal-funk feel, then lots of them are candidates for a place on hit radio. My hat's off to bands like Bon Jovi and Cinderella. They're starting to think about cutting hits."

Power 106 Program Director Jeff Wyatt violently disagrees with Dees' assessment.

"We are not the kind of station that would program metal. It will never force its way onto this Top 40 outlet. In fact, we never played Bon Jovi's 'You Give Love A Bad Name,' even though it was the #1 single in the country. We wouldn't play David Lee Roth, Van Halen or Cinderella, either. The music we program has to have that dance edge to it. I guess what I'm

really saying is that HM hasn't come far enough to where it's imposed itself on hit radio stations across the country in the same position we are."

Both Bon Jovi's "Slippery When Wet" and Cinderella's "Night Songs" LP's were distributed by PolyGram, whose Vice President of Marketing, Harry Anger, was only too happy to explain their multi-platinum success.

"I think hit radio has taken to both bands very well," he admits. "As far as metal is concerned, PolyGram has always represented the very best in the field, from Scorpions and Kiss to Deep Purple and Yngwie Malmsteen, Rush, Def Leppard, and, of course, Bon Jovi and Cinderella. We can do a solid marketing job with these groups because we know how. We're certainly in the rock business and I believe this music is gonna be around for awhile. Here at the label, we were able to market both records successfully through heavy exposure on MTV, followed by television advertising and targeted radio spots. Also, both groups are attractive and that seems to appeal to a wide selection of the rock audience."

Regardless of one's personal opinion of heavy metal, the fact remains it's gonna be with us for awhile. HM has proven its worth with sky-rocketing sales, sold-out concert tours and solid airplay. Perhaps the feeling was best expressed by Poison lead singer Bret Michaels: "This is not just a resurgence of the '70s rock scene. This is the music of the '80s and everybody better get used to it!!"



# TOP FIFTY ALBUMS

The battle continues between **Bon Jovi** at #1 and **Beastie Boys** at #2, with both albums outselling everything else 2 to 1 or better. **Europe** and **Robert Cray** are still gaining strongly each week. The

**Bruce Willis** debut album on **Motown** debuts as the highest new-comer this week at #34, buoyed by his hit single. Also note that **Paul Simon** and **Luther Vandross** are heading up again.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BON JOVI	SLIPPERY WHEN WET	Mercury 830264	Solid	95.0
2	2	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Multiple cuts	80.0
4	3	BANGLES	DIFFERENT LIGHT	Columbia 40039	New 45 out	41.2
5	4	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Gaining	35.4
6	5	BRUCE HORNSBY	THE WAY IT IS	RCA AFLI 5904	New star	34.2
3	6	CINDERELLA	NIGHT SONGS	Mercury 830076-1	Some slippage	32.0
7	7	JANET JACKSON	CONTROL	A&M SP5106	Five hits here	28.4
8	8	BOSTON	THIRD STAGE	MCA 6188	Solid	22.1
9	9	HUEY LEWIS	FORE	Chrysalis 41534	Multiple hits	22.0
10	10	GEORGIA SATELLITES	GEORGIA SATELLITES	Elektra 60496-1	Steady	21.5
11	11	LIONEL RICHIE	DANCING ON THE ...	Motown 6158	Steady	21.2
14	12	RUN-DMC	RAISING HELL	Profile 1217	Back up	21.1
12	13	MADONNA	TRUE BLUE	Sire 25442	Solid	21.0
17	14	PAUL SIMON	GRACELAND	WB 25477-1	Back up	20.7
23	15	LUTHER VANDROSS	GIVE ME A REASON	Epic 40415	Big gains	20.1
13	16	ANITA BAKER	RAPTURE	Elektra 60444	Steady	19.5
18	17	GREGORY ABBOTT	SHAKE YOU DOWN	Columbia 40437	New 45 out	19.4
15	18	BILLY VERA	BY REQUEST	Rhino 70858	Second 45 out	19.1
24	19	EUROPE	THE FINAL COUNTDOWN	Epic 40241	New stars	16.2
20	20	PETER GABRIEL	SO	Geffen GHS 24088	Steady	15.1
26	21	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	Smash	15.0
16	22	BRUCE SPRINGSTEEN	LIVE 1975-1985	Columbia 40558	Falling slowly	14.1
19	23	CAMEO	WORD UP	Polygram 830265-1	Second 45 hot	13.0
21	24	CYNDI LAUPER	TRUE COLORS	Portrait OR-40313	Up & down	12.0
25	25	SAMANTHA FOX	TOUCH ME	RCA 10212-1-J	Steady	11.4

(Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers)



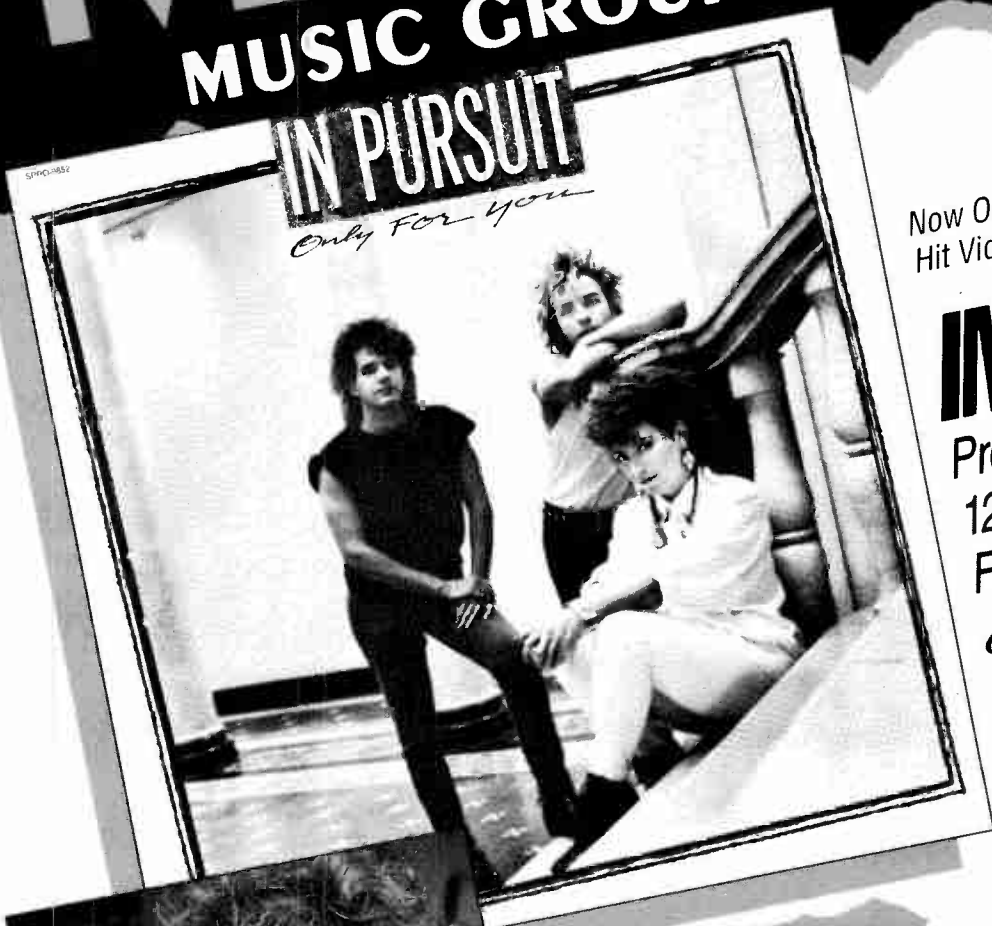


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(ST 71057)

Produced by Steve Churchyard  
12" and VIDEO  
Featuring

*Only For You*

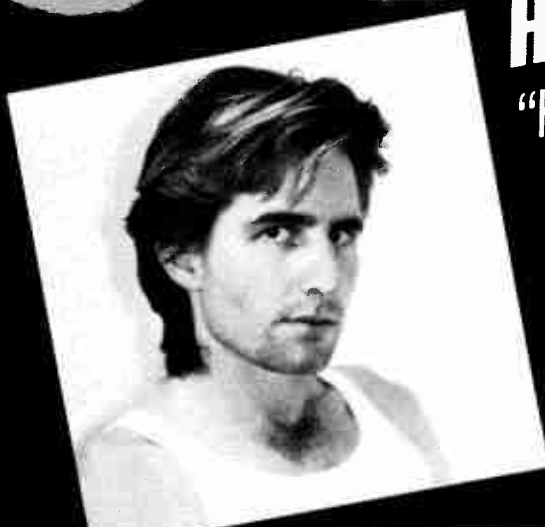
From the album  
"Standing in Your Shadow"

### UPCOMING SPRING RELEASES:



## PAT LAWLESS

"LAWLESS"



## HEGE V

"HOUSE OF TEARS"

21 Music Square East  
Nashville, Tennessee 37203  
CONTACT: Dede Whiteside  
(615) 242-1931



# TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	RATT	DANCING	Atlantic 81683-1	MTV stars	11.0
28	27	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Grammy nominee	9.3
22	28	BILLY JOEL	THE BRIDGE	Columbia OC 40402	Needs new 45	9.2
30	29	CLUB NOUVEAU	LOVE & PAIN	WB 25531	Lean on me	8.6
29	30	FREDDIE JACKSON	JUST LIKE...	Capitol ST-12485	Steady	8.5
38	31	POLICE	EVERY BREATH...	A&M 3902	Back up	8.4
32	32	TOP GUN	SOUNDTRACK	Columbia SC 400323	Won't die	7.0
34	33	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL8-8212	Music awards	6.9
---	34	<b>BRUCE WILLIS</b>	<b>RETURN OF BRUNO</b>	<b>Motown 6222</b>	<b>TV crossover</b>	<b>6.8</b>
35	35	CHICAGO	18	WB 25509	Steady	6.3
36	36	ROBBIE NEVIL	ROBBIE NEVIL	Manhattan 53006	New 45 out	6.2
41	37	LITTLE SHOP	SOUNDTRACK	Geffen GHS 24125	Hit movie	6.1
48	38	JOURNEY	RAISED ON RADIO	Columbia 39936	45 is helping	5.7
45	39	DEEP PURPLE	HOUSE OF BLUE LIGHT	PolyGram 831318	Breakout sales	5.6
43	40	EDDIE MONEY	CAN'T HOLD BACK	Columbia FC 4	45 is helping	5.5
47	41	PRETENDERS	GET CLOSE	Sire 25488-1	New 45 out	5.4
50	42	GEORGE STRAIT	OCEANFR. PROPERTY	MCA 5913	Hot country	5.2
42	43	DURAN DURAN	NOTORIOUS	Capitol 12540	Steady	5.1
44	44	SHIRLEY MURDOCK	SHIRLEY MURDOCK	Elektra 9-60443-1	Hot 45 leads	4.9
46	45	ERIC CLAPTON	AUGUST	WB 25476-1	Steady	4.5
40	46	KANSAS	POWER	MCA 5838	New 45 out	4.4
---	47	LOS LOBOS	BY THE LIGHT...	Slash/WB 25523-1	Breaking	4.3
---	48	ARETHA FRANKLIN	ARETHA	Arista 8442	Duet Shipping	4.2
---	49	KOOL & THE GANG	FOREVER	Merc/PG 830 3981	New 45 out	4.1
---	50	LOOSE ENDS	THE ZAGORA	MCA 5745	Breaking	4.0

## NEXT UP

MADHOUSE (Paisley Park)  
 BON JOVI (Catalogue) (PolyGram)  
 IRON MAIDEN (Capitol)

STRYPER (Enigma)  
 WORLD PARTY (Chrysalis)  
 POISON (Enigma)

(Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers)



# RETAIL RAP

by Toni Profera

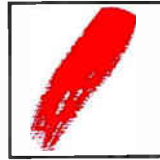
Feed Me!!!, Feed Me!!! - Folks in a downtown Detroit soup kitchen were the grateful recipients of the proceeds of a promotion drive which **Harmony House** and **Geffen** have implemented in the Detroit chain. Counter pieces of the "plant" from "Little Shop of Horrors" were situated in the stores with "Feed Me" signs and according to clerks, who were at first skeptical, they had to be emptied a couple times a day due to the overflow of the big bucks!..... But who's counting - The Motley Crue music video is reportedly the hottest selling music video **Record Bar** has EVER sold. If supply could have met demand they would have gone through 600-800 pieces per week through the month of December! It's tapered off a wee bit, but they still can't keep it on the shelves!..... The current cold snap in Europe is so severe that London's **Virgin Retail** employees are toying with the idea of offering a shot of brandy to customers as they make their purchases in order to entice them to venture out into the cold and into the stores which are suffering heavily from lack of traffic. A transatlantic telephone call with **Mark Nicholls**, who

## Which Warlock?



*PolyGram topper Dick Asher hangs out with Doro Pesch of the German band Warlock at the label's New York headquarters. The band's current project is called "True As Steel."*

heads up England's **Virgin** record chain, revealed, however, that Christmas was good, with **Paul Simon** the number one Lp over the holidays. He also states that buying habits in England have begun to reflect American taste more than ever, with the likes of **Bon Jovi**, **Bangles**, **Madonna** etc, all in their top ten..... **Musicland** has announced a major re-alignment of its field organization. The country will now be separated into three branch divisions, each containing two regions. In the new set-up **Paula Connerney** becomes Vice Pres. of stores for the Western Division. Reporting to her are Regional Director **Barry Jenson** and newly promoted **Paul Ranmaker**. In the Eastern Division **Brad Tait** and **Randy Abbott** report to **Larry Gaines**. And in the Central Division **Frank Vinopal** will head the team of **Mary Jane Nagel** (formerly Mgr. of Operations and Merchandising for **Musicland's** **Sam Goody** chain) and **Nick Brown**. All will report to Sr. Vp of Operations **Arnie Bernstein**..... In other news, **John Torell** has sold his interest in the **Rainbow Records** 23 store San Francisco area chain. **Jason Gilman** assumed the Presidents title Feb 1st..... Although retail types coast to coast have been put off until March on new **Whitney Houston** and **Michael Jackson**, one **Norman Hunter** (he's not in here every week, really!) is putting his gold seal of approval on **Tesla** (Geffen). And I quote: "This will be the first record of 1987 to go gold." As Norm goes, his predictions are pretty on the money. So look up and listen!..... Nice round numbers: **Sound Warehouse** has opened their 100th store in Dallas the week after Christmas and **Transworld** went for their 200th location.



# "BEAT'S ME"

A Bi-Weekly Commentary

by Roy Trakin

**YEAH, BUT ARE THEY ACTUALLY GONNA LIVE TOGETHER?:** Supermarket tabloids are sending their music biz sleuths undercover to confirm rumors that the **Princely One** his bad self has finally tied the knot to— *surprahz, surprahz*— **Sheila E.** That duo should make some music together. Will wonders ever cease? In other matrimonial news, new CBS starter **Don Grierson** doesn't waste a minute, marrying **Patty Chow** of the Seattle-based foreground music company, **AEI**, in Hawaii after a whirlwind courtship of less than a month!! To one and all, a hearty "BEAT'S ME" *mazel tov* from your #1 source for marital bliss.

**LEARNING TO CRAWL (AGAIN):** Warner Bros.' officials asked critics *not* to review the **Pretenders'** opening night concert at Philadelphia's **Spectrum** because leader **Chrissie Hynde** would be firing band members **Bernie Worrell** and bassist **T. M. Stevens** after the show. No word yet on replacements or even reasons why, though ex **P-Funk** keyboardist **Worrell** was reduced to shaking a pair of maracas for the duration of the Philly performance. Leader **Hynde** should stop "pretending" her band is any more than the **Chrissie** and (**Robbie**) **McIntosh** show as the tour continues. Get close, indeed. . .

**WHY CAN'T ROCK BE MORE LIKE BASEBALL?:** Not to belabor the issue but when, say, **Jack Morris** or **Lance Parrish's** contract is up, sportswriters can speculate all they want about where these free agents will sign. On the other hand, why can't record companies be similarly honest in their own contract negotiations? At last week's **Love Tractor** gig at L.A.'s **Club Lingerie**, it was *tres* amusing to see both the I.R.S. and **Virgin** camps hovering around three of the members of **R.E.M.**, who sat in with their **Athens, GA**, neighbors for wild encores of "Electric Avenue" and "Sharp Dressed Man."

**TO BE OR NOT TO BE:** Like a latter-day **Hamlet**, everyone's favorite *wunderkind*, **Bob Pittman**, sits in an empty suite of offices at **WCI's** 75 Rock headquarters, contemplating strategy. Insiders say **Pittman**, as the creator of hit radio and **MTV**, wants his next venture, **Quantum Media, Inc.**, to similarly be "on the cutting edge of the entertainment business." Anybody got a spare 3-D transponder for holographic transmissions?

**MEANWHILE, BACK AT THE RANCH:** At **Pittman's** former stomping grounds, the new regime continues to sweep out the old. All those who will still be **MTV** video jockeys six months from now please step forward..... not so fast, **Mark Goodman**. The curly-haired jock is now the only original **V.J.** left aside from **Alan Hunter** and word is his days are numbered. In other ex-**V.J.** news, **J.J. Jackson** is reportedly in negotiations with the **Fox** network for his own show, while **Martha Quinn's** making the move to the left coast to pursue career opportunities.

**"BEAT'S ME" INTO SUBMISSION:** One of our favorite flacks, **PolyGram's** **Nancy Sullivan**, while welcoming us to the **Bon Jovi** shindig last week at that **Beverly Hills** pleasure palace I can't name because the neighbors would freak, mentioned she loves our column, "as long as I'm not in it." Sorry **Nance**, but your cover is blown..... And so is mine until next time.

*(The HITS management wants you to know that Roy Trakin's column is Roy Trakin's column and does not necessarily reflect the opinion of HITS.)*



# BREAKOUTS

Hot new or resurging albums as reported by the nation's leading record merchandisers.

Motown finally has a big hit pop album as the **Bruce Willis** album follows quickly in the footsteps of his hot debut single. **Los Lobos** appear on the verge of a breakthrough album, with in-

stant sales matching the critical kudos. **World Party** is gaining momentum each week behind the support of Album Rock radio and massive video exposure.

## WINNERS

<b>1</b>	<b>BRUCE WILLIS</b>	(Motown)	39%	<b>6</b>	<b>DAVID SANBORN</b>	(WB)	24%
<b>2</b>	<b>DEEP PURPLE</b>	(PolyGram)	35%	<b>7</b>	<b>CLUB NOUVEAU</b>	(WB)	24%
<b>3</b>	<b>LOS LOBOS</b>	(Slash)	33%	<b>8</b>	<b>ALAN PARSONS</b>	(Arista)	24%
<b>4</b>	<b>WORLD PARTY</b>	(Chrysalis)	26%	<b>9</b>	<b>ROBERT CRAY</b>	(PolyGram)	18%
<b>5</b>	<b>TESLA</b>	(Geffen)	26%	<b>10</b>	<b>HÜSKER DÜ</b>	(WB)	18%

**ALBUM DEN/BUD  
BAKER/RICHMOND**  
B Willis  
L Gramm  
Beaters  
D Purple  
Hüsker Dü

**BUZZARD'S NEST/MIKE  
MANDZIA/COLUMBUS**  
E Clapton  
L Lobos  
Poison  
Dead Or A  
B Willis

**CAMELOT/LEW  
GARRETT/CANTON**  
C House  
Mantronix  
Poison  
G Strait  
Tesla  
B Willis

**CAVAGES/JON GRANDONI  
/BUFFALO**  
C House  
W Party  
Pretenders  
B Willis  
W Chung

**CENTRAL SOUTH/ROBIN  
STEELE/NASHVILLE**  
D Sanborn  
S Murdock  
L Lobos  
Madhouse  
R Cray

**CML ONE-STOP/MIKE  
CLARK/ST. LOUIS**  
B Willis  
Poison  
C Blonde  
Dead Or A

**CRAZY EDDIES/JAY  
ROSENBERG/NEW YORK**  
Tesla  
W Party  
D Purple  
D Sanborn  
L Lobos

**GAMCO/KATHY SHEDD  
/MINNEAPOLIS**  
D Purple  
A Parsons  
W Party  
Madhouse  
Hüsker Dü  
Stabilizers

**GEMINI ONE-STOP/NANCY  
WALLACE/CLEVELAND**  
C Nouveau  
D Purple  
R Nevil  
D Sanborn  
Mantronix

**HARMONY HOUSE/SANDY  
BEAN/DETROIT**  
A Parsons  
W Party  
R Cray  
C Nouveau  
B Willis

**HARVARD CO-OP/MICHAEL  
TOCKER/BOSTON**  
N Griffith  
L Lobos  
The The  
3 O'Clock  
Hüsker Dü

**HOUSE OF GUITARS/KIM  
SIMMONS/ROCHESTER**  
B Willis  
Stabilizers  
Tesla  
W Party

**LIEBERMAN/ROB  
TAYLOR/CHICAGO**  
B Willis  
RFTW  
C House  
Dead Or A  
Hipsway

**LIEBERMAN/TERRY  
DONAVAN/KANSAS CITY**  
C House  
W Party  
Kansas  
G Abbott  
D Purple  
R Cray

**LIEBERMAN/MIKE BRIGAN-  
DI/MT. LAUREL**  
B Willis  
D Purple  
R Cray  
A Parsons

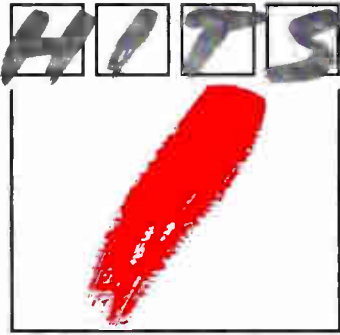
**MUSICLAND/DICK ODETTE/  
MINNEAPOLIS**  
B Willis  
B Jovi  
Poison  
L Lobos  
C Nouveau  
G Strait  
D Purple

**NAT'L REC MART/DOUG  
SMITH/PITT**  
Tesla  
Hipsway  
C Nouveau  
D Purple  
B Willis  
L Lobos  
Poison

**P.C. ONE-STOP/LENNY  
LEON/CHATS**  
B Willis  
Dead Or A  
A Parsons  
D Sanborn  
Madhouse

**PEACHES M&V/HOWIE WAH-  
LEN/SEATTLE**  
L Lobos  
R Cray  
The The  
3 O'Clock  
N Order

**PRO ONE-STOP/FRANCISCO  
CERVANTES/TEMPE**  
Tesla  
L Lobos  
Malice  
M Lemondrops  
Smithereens



# BREAKOUTS

## RADIO DOCTORS/KATHY STAMM/MILWAUKEE

B Willis  
C Hay  
Hipsway  
D Purple

## RAINBOW/JIMMY HEIKKALA /SAN FRANCISCO

B Willis  
W Party  
Madhouse  
C Nouveau  
D Purple  
L Lobos  
A Parsons

## RECORD BAR/ROBERTA ARMIJO/CORPUS CHRISTI

D Purple  
W Party  
A Parsons  
L Lobos  
Steve Vai

## RECORD BAR/NORM HUNTER/DURHAM

Hüsker Dü  
G Strait  
C Hart  
SR Vaughan  
W Party

## RECORD BAR/DIXON SINGLETON/SAVANNAH

Tesla  
L Lobos  
Hüsker Dü  
C Nouveau  
Europe  
A Parsons

## RECORD WORLD/DEAN FINE /NEW YORK

B Willis  
Tesla  
The The  
Little Shop  
D Edmunds

## RECORD WORLD/TIM CHRIST/BALTIMORE

B Willis  
Beaters  
L Carlton  
Little Shop  
D Sanborn

## ROSE RECORDS/TOM JACOBSON/CHICAGO

L Lobos  
D Sanborn  
S Murdock

Hüsker Dü  
Madhouse

## ROUNDUP/LAURA AVERY /SEATTLE

P Sisters  
S Winwood  
M Howard  
Cameo  
Europe  
REO

## RTI ONE-STOP/STEVE HOBERMAN/OMAHA

C Nouveau  
D Zappa  
Beastie Boys  
Tesla  
C Hay

## SAM GOODY/MIKE MASA/EDISON

D Purple  
R Cray  
Europe  
Little Shop  
A Parsons  
W Party

## SEA-PORT ONE-STOP/VICKI OLIVERA/PORTLAND

L Lobos  
Hüsker Dü  
A Parsons  
Dead Or A  
D Sanborn

## SOUND OF/CY BARNES /PHILADELPHIA

V Williams  
R Royce  
J Jeff  
H Hewett  
G Abbott

## SOUND VIDEO UNLIMITED/MIKE BASHKIN/CHICAGO

C House  
D Zappa  
Hüsker Dü  
C Nouveau  
Tesla

## SOUND WAREHOUSE/TRACY DONIHOO/DALLAS

Madhouse  
C Nouveau  
Gap Band  
W Party  
G Strait

## SPECS/CINDY BARR/MIAMI

Poison  
R Cray  
S Murdock  
Jets  
Europe

## STRAWBERRIES/JEFF COHEN/BOSTON

Europe  
D Edmunds  
RFTW  
C Nouveau  
D Purple  
Tesla

## TARGET/DOUG HARVEY /MINNEAPOLIS

D Purple  
R Cray  
G Strait  
P Sisters  
Beaters

## TOWER/ERIC WEITZMANN/MT. VIEW

B Willis  
L Lobos  
The The  
C House  
Strangers  
D Edmunds

## TOWER/PERRY HANSON/SAN JOSE

D Purple  
A Parsons  
E Money  
L Lobos  
B Idol

## TOWER/DOWNTOWN/VIC SAVINO/NYC

B Willis  
C Hay  
CS Angels  
C Kanon  
Hipsway

## TOWER/NATL./STAN GOMAN/SACRAMENTO

L Lobos  
D Purple  
D Sanborn  
A Parsons  
The The

## TOWER/UPTOWN/STEVE HARMON/NYC

L Gramm  
Esquire  
D Sanborn

## TRACKS/DONNA AGRESTO /NORFOLK

Kenny G  
S Murdock  
Dead Or A  
A Parsons  
C House

## TRANSCONTINENT/RECORD THEATER/JIM PRIMERANO /BUFFALO

C Nouveau  
Madhouse  
D Sanborn  
B Willis  
Najee

## TRANSWORLD/DAVE ROY /ALBANY

W Party  
Tesla  
Poison  
C House

## TURTLES/KAREN LONG /ATLANTA

H Williams  
D Sanborn  
Psychedelic Furs is for you, Michael!

## VINYL VENDORS/VALERIE ELIOTT/KALAMAZOO

Najee  
Hüsker Dü  
The The  
D Sanborn  
Malice

## WALL TO WALL/LISTENING BOOTH/STAN HELEVA/PHILLY

Tesla  
D Purple  
B Willis  
D Edmunds  
W Party

## WAX WORKS/HAROLD GUILFOIL/OWENSBORO

Tesla  
D Purple  
Poison  
C Nouveau  
L Lobos

## WESTERN MERCHANTS/DAVA ALBERTSON /AMARILLO

H Williams Jr  
Dead Or A  
R Cray



# MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 PLATOON	8.3m	14,157	26.6m	Atlantic soundtrack to come.
2 OUTRAGEOUS FORTUNE	6.4m	5925	6.4m	_____
3 CROCODILE DUNDEE	2.8m	2168	139.8m	Soundtrack on Varese Sarabande.
4 CRITICAL CONDITION	2.6m	1969	14.4m	_____
5 THE GOLDEN CHILD	2.3m	1835	70.75m	Contains Ann Wilson 45 on Capitol.
6 STAR TREK IV	2.3m	1863	99.5m	Soundtrack on MCA.
7 THE BEDROOM WINDOW	1.8m	2054	8.8m	Soundtrack on Varese Sarabande
8 LITTLE SHOP OF HORRORS	1.7m	1637	30.8m	Soundtrack on Geffen.
9 RADIO DAYS	1.5m	11,893	1.5m	Soundtrack on RCA.
10 ALAN QUARTERMAIN	2.0m	1960	2.0m	_____

"American Tail" on MCA, "Top Gun" on Columbia, "Mission" on Virgin, "Stand By Me" on Atlantic

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



by *Lenny Beer*

# WAVELENGTH

Be aware of the nation's #1 movie, *Platoon* and the effect it will have on media coverage in your market. This film is a phenomenon. It just swept the Golden Globes and is a major Oscar contender. The two hot songs from the movie are Airplane's "White Rabbit" and Smokey Robinson and the Miracles' "Tracks Of My Tears"..... The Steve Kingston to New York rumors have stopped, but the big news is that Z100's Scott Shannon spent the week at

the Mets Fantasy Camp in Florida and got a base hit against World Series hero Ron Swoboda, but KX104's Michael St. John claims he outdid him with hits against Hank Aguirre, Bob Feller and Pat Zachary at the Nashville Sounds Fantasy game last summer..... EZ Communications gunslinger Dan Valli announces that Mike Ryan is moving in as PD/ OM of WEZS in Richmond replacing Dave Dillon who moves to WAIV/ WOKV as

PD/ OM..... Michael J. Foxx called to say he has officially relocated as an on air personality at WHYT in Detroit..... Lou Simon replaces Brad Stone at KCPX in Salt Lake as PD..... In Los Angeles this weekend was the infamous Shadow (I haven't had my name in your mag since last week) P. Stevens of B97..... Tom Scott has replaced Kris O'Kelly as PD at KXX106 in Birmingham..... Tom Robinson is out as PD at WAMX in Huntington and

been replaced by Chris Collins who is upped from MD to PD..... WGRD Grand Rapids MD Larry Olek leaves to move to 99DTX in Detroit to take over as Assistant Production Director and swing man, with no replacement named as yet..... Former WOAY PD Jim Martin is looking for work and can be reached at 304-255-5344 or at Box 2010 Beckley, W. VA 25802..... Finally, get well wishes to B104 Baltimore's MD Amy Kronthal.

**'TIL TUESDAY  
COMING UP CLOSE**



**FLASHMAKER!**

KITS add  
 WKSE add  
 KF95 add  
 KQMQ add  
 WROQ deb 39  
 WKDD 4-3  
 WXKS 13-3

KIYS 23-18  
 WPST 22-18  
 KATD 35-31

**ALSO BREAKING AT:**  
 WZOU  
 RK102  
 WPHD  
 KZZU  
 KIKX

**Sunny Joe White PD WXKS Boston**  
 "Top 10 phones. Top 10 call outs  
 Top 15 sales!!! If you don't hear this record  
 go back & listen to it again. If you're not  
 playing 'Til Tuesday you're missing out on one  
 of the biggest records of 1987!!!"

**Hank Nevins PD ROCK 102 Buffalo**  
 "You won't have to wait 'Til Tuesday' for this  
 song to get results! Has the same appeal as  
 'Voices Carry'."

**Micheal Bradley PD 99DTX Detroit**  
 "Top 15 phones...Everytime we play it!!!"

**Tom Cunningham PD WPST Princeton**  
 "Excellent reaction from 18+ women! Sound  
 great on the radio!"

WERZ  
 RI-104  
 WKRZ

**SURVIVOR  
HOW MUCH LOVE**



**FLASHMAKER!**

B97 add  
 KEGL add  
 KPLZ add  
 KZZP add  
 Y108 add  
 WRNO add  
 KZZU add  
 KTUX add  
 WTLQ add  
 FM100 add

WGFM add  
 KJ103 add  
 WKDD add  
 KEYJ add  
 KQIZ add  
 KNIN add  
 WQCM add  
 WGRD add  
 WCGQ add  
 WKFX add  
 OK95 add  
 KZFN add  
 WEAG add

KOKQ add  
 KQCR add  
 Y94 add  
 WAZY add  
 99KG add  
 WDBR add  
 WQUT add  
 WOMP add  
 WINK add  
 Z102 32-26  
 KSND 30-26  
 B96 35-30

**ALSO BREAKING AT:**

WCAU  
 WXKS  
 PRO-FM  
 Z95  
 KDWB  
 KWOD  
 KKRZ  
 WNCI  
 WKRZ  
 BJ105  
 WKZL  
 KTUX  
 KCPX  
 KZOU  
 WRCK  
 KMGX  
 WNNK  
 WBBQ  
 KIKX



# LIGHT OF DAY

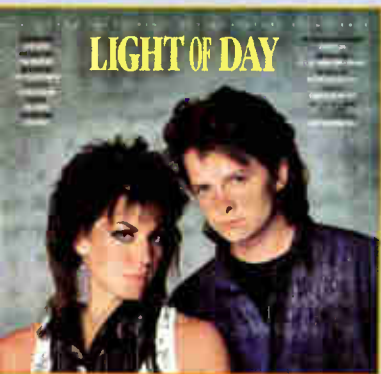
Performed by The Barbusters



Featuring



**JOAN JETT &  
MICHAEL J. FOX**



The single from the  
motion picture soundtrack  
Light of Day.

Produced by Jimmy Iovine & Kenny Laguna  
Written by Bruce Springsteen

CBS ASSOCIATED

