

H

I

T

S

Hi, NARM!

See Page 9

WINNERS

FLASHMAKERS

CLUB NOUVEAU (WB)

ARETHA/GEORGE (ARISTA)
 CROWDED HOUSE (CAPITOL)
 TINA TURNER (CAPITOL)

CROSSOVERS

ROBERT CRAY (POLYGRAM)

GREGORY ABBOTT (COL)
 DONNA ALLEN (ATCO)
 RATT (ATLANTIC)

EARPICKS

ARETHA/GEORGE (ARISTA)

BANGLES (COLUMBIA)
 ROBBIE NEVIL (MANHATTAN)
 BAFBUSTERS (CBS ASSOC)

BREAKOUTS

BRUCE WILLIS (MOTOWN)

LOS LOBOS (SLASH/WB)
 CLUB NOUVEAU (WB)
 LOU GRAMM (ATLANTIC)

WILDCARD

RATT (ATLANTIC)

MTV proved it a smash and sent the album Platinum. Now Top 40 is heeding the call as "Dance" grabs instant requests and majors Z93, KS103, KRBE, KTKS and Y100. Exploding!



PAUL SIMON

If this man did a concert of his greatest hits, it would last eight days.

HOT NEW RELEASES

JULIAN COPE "WORLD" Island 7-99479
 JOHN EDDIE "REBEL" Columbia 38-06666
 EDDIE & THE TIDE "WEAK" Atco 7-99470
 GEORGIO "SEXAPPEAL" Motown 1882
 GLASS TIGER "I WILL" Manhattan 50066

JOHN PARR "DON'T WORRY" Atlantic 7-89398
 ALAN PARSONS "STANDING" Arista 9576
 PSEUDO ECHO "DREAM" RCA 5125
 PATTY SMYTH "NEVER" Columbia 38-06643
 STARPOINT "HE WANTS" Elektra 7-69489

C H R Y S A L I S

HITS

IDOL GUNS FOR TOP

WINNERS

FLASHMAKERS

VENETIANS (CHRYSALIS)
SO MUCH FOR LOVE

CROSSOVERS

WORLD PARTY (CHRYSALIS)
SHIP OF FOOLS

EARPICKS

BILLY IDOL (CHRYSALIS)
DON'T NEED A GUN

BREAKOUTS

WORLD PARTY (CHRYSALIS)
SHIP OF FOOLS

WILDCARD

BILLY IDOL (CHRYSALIS)
DON'T NEED A GUN



Chrysalis
Records & Cassettes



BILLY IDOL

Major video, major tour, major artist, major hit!
Coming to your town soon!

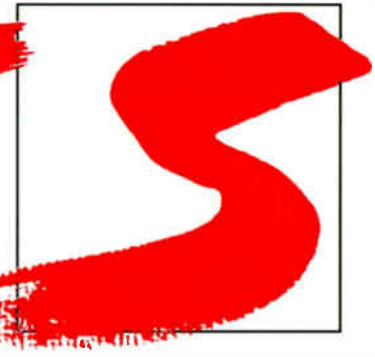
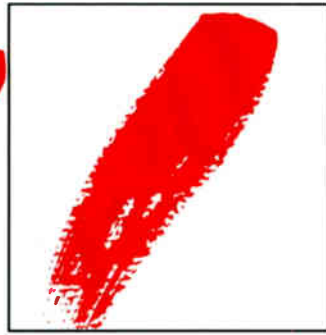
HOT NEW RELEASES

VENETIANS "LOVE" Chrysalis 43056

WORLD PARTY "SHIP" Chrysalis 43052

KIYS add KTMT add ALSO BREAKING AT:
 WJAD add KFMW add KPLZ WKSI
 WCGQ add KWTO add PWR99 WROQ
 WKFF add WDBR add BJ105

CROSSOVER! RK102 add KITS 31-21
 WXKS add KSAQ add BREAKING AT:
 Z94 add WPST add WMMS
 WGH-FM add KCPX add PRO-FM

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SINGLES

Bon Jovi still holds the lead, but a duo of MCA hits—Jets and Ronstadt/Ingram—loom as major competition.



28

DIALOGUE

Elroy Enterprises' Roy Imber has been in the retail record business for more than a quarter century, since he managed the very first Record World outlet in the Levittown, Long Island, Times Square Store. The industry veteran has seen a lot of changes in that time, and in an exclusive tete-a-tete with Hits, he remembers the past and speculates on the future of music retailing.



36

SPOTLIGHT

The Texas-based Sound Warehouse chain does its home state proud by being both bigger and better than the competition, as the company builds a network of efficient stores designed to serve the modern audio/video consumer's every need. Local correspondent Michael Corcoran profiles that no longer li'l ole distributor from the Lone Star State.



40

ALBUMS

It's Bon Jovi and the Beastie Boys, one & two again and far, far ahead of the field. Epic scores with Top Ten hits from Europe and Luther Vandross.

Sultry torch song temptress and Grammy nominee Anita Baker has been on the Hits charts with her mega-platinum debut LP, "Rapture," since we opened shop. "Sweet Love," the first single, was a Top Ten smash, and the second single, "Caught Up In The Rapture," has widened her appeal further. By crossing Anita Baker to hit radio, Elektra created one of the true success stories of the year with this talented newcomer.

FLASHMAKERS 18

Club Nouveau and the Aretha/George duet lead the way.

CROSSOVERS 26

Robert Cray & Gregory Abbott lead the way.

REQUESTS 22

Beasties and Club Nouveau.

EARPICKS 30

Franklin/Michael romp to victory.

INPLAY 34

Alphabetical info. here.

BREAKOUTS 44

Bruce Willis wins again.

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TOP FIFTY SINGLES

Bon Jovi holds onto the top position on both the singles and album chart. The hot new Georgia Satellites hit the Top Five. Three #1 contenders are moving in the Top Ten: Jets at #6, Beastie Boys at

#8 and the Ronstadt / Ingram duet at #9. Highest chart debuts were scored by Europe and the Aretha / George duet.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	BON JOVI	PRAYER	PolyGram 888 1847	Continues dominating
2	2	SAMANTHA FOX	TOUCH ME	RCA 1006-7-R	Double breasted smash
3	3	BILLY & THE BEATERS	AT THIS MOMENT	Rhino 74403	TV smash
5	4	CHICAGO	WILL YOU	WB 7-28512	Holding steady
7	5	GEORGIA SATELLITES	KEEP YOUR HANDS	Elektra 69502	Gaining
9	6	JETS	YOU GOT IT ALL	MCA 52968	Hot sales
8	7	HUEY LEWIS	JACOB'S LADDER	Chrysalis 43097	Steady
12	8	BEASTIE BOYS	FIGHT FOR RIGHT	DJ/Col 38-06595	Radio catching up
17	9	RONSTADT/INGRAM	SOMEWHERE OUT THERE	MCA 52973	Giant sales
11	10	LIONEL RICHIE	BALLERINA GIRL	Motown 1873	Up some
15	11	BRUCE WILLIS	RESPECT YOURSELF	Motown 1876	TV star scores
18	12	PETER GABRIEL	BIG TIME	Geffen 7-28503	Video action
13	13	CINDERELLA	NOBODY'S FOOL	PolyGram 884-8517	On tour with Bon Jovi
14	14	BOSTON	WE'RE READY	MCA 52985	Steady
16	15	LUTHER VANDROSS	STOP TO LOVE	Epic 34-06523	Lp sales up
6	16	CYNDI LAUPER	CHANGE OF HEART	Portrait 37-06431	New single coming
21	17	JANET JACKSON	LET'S WAIT	A&M 2906	5th smash
19	18	DEAD OR ALIVE	BRAND NEW LOVER	Epic 34-06374	Consistent
10	19	READY FOR THE WORLD	LOVE YOU DOWN	MCA 52947	New 45 starting urban
25	20	BRUCE HORNSBY	MANDOLIN RAIN	RCA 5087	Another smash!
22	21	JOURNEY	ALRIGHT	Columbia 38-06301	Steady
31	22	EUROPE	THE FINAL COUNTDOWN	Epic 34-06416	Going the distance
28	23	CAMEO	CANDY	PolyGram 888-1937	Another giant
27	24	EDDIE MONEY	I WANNA GO BACK	Columbia 38-06569	Increasing
29	25	EXPOSE	COME GO WITH ME	Arista 9555	Hot dance record

(Based on a combination of sales and airplay)

julian

COPIES

WORLD SHUT YOUR MOUTH





TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
32	26	STARSHIP	NOTHING'S GONNA	RCA 5019-7-G	Gaining fast
4	27	MADONNA	OPEN YOUR HEART	Sire/WB 7-28508	Over now
45	28	CLUB NOUVEAU	LEAN ON ME	WB 7-28430	Smash
30	29	COREY HART	CAN'T HELP FALLING	EMI 8368	Steady
35	30	WANG CHUNG	LET'S GO	Geffen 7-28531	Good increases
41	31	GENESIS	TONIGHT	Atlantic 7-89290	Going straight up
37	32	SHIRLEY MURDOCK	AS WE LAY	Elektra 69518	Giant crossover
40	33	REO SPEEDWAGON	THAT AIN'T LOVE	Epic 34-06656	Great second week
34	34	JEFF LORBER	FACTS OF LOVE	WB 7-28588	Consistent
43	35	CROWDED HOUSE	DON'T DREAM	Capitol 5614	Good gains
36	36	TOTO	WITHOUT YOUR LOVE	Col 38-06570	Steady
33	37	ANITA BAKER	RAPTURE	Elektra 69511	Needs new single now
24	38	CHICO DEBARGE	TALK TO ME	Motown 1858	Needs new single
47	39	LOU GRAMM	MIDNIGHT BLUE	Atlantic 7-89304	Foreigner vocalist
42	40	STACEY Q	WE CONNECT	Atlantic 7-89331	Steady
20	41	ROBBIE NEVIL	C'EST LA VIE	Manhattan 50047	Second cut starting
48	42	HIPSWAY	HONEYTHIEF	Columbia 38-06579	Gaining each week
49	43	TINA TURNER	WHAT YOU GET...	Capitol 5668	Good week
--	44	ARETHA/GEORGE	KNEW YOU WERE...	Arista 9559	Smokin' duet
50	45	BRUCE SPRINGSTEEN	FIRE	Columbia CS7-02639	The Boss
--	46	DURAN DURAN	SKIN TRADE	Capitol 5670	Picking up now
23	47	BEN ORR	STAY THE NIGHT	Elektra 69506	Over now
--	48	STEVE WINWOOD	THE FINER THINGS	Island/WB 7-28498	Grammy nominee
26	49	GENESIS	LAND OF CONFUSION	Atlantic 7-89336	New cut hot now
--	50	DAVID & DAVID	AIN'T SO EASY	A&M 2905	Nice increase this week

BANGLES (Columbia)
 GREGORY ABBOTT (Columbia)
 DONNA ALLEN (Atlantic)

NEXT UP

ROBBIE NEVIL (Manhattan)
 COMMUNARDS (MCA)
 BILLY IDOL (Chrysalis)

(Based on a combination of sales and airplay)

MEMORANDUM:

WILDCARD

To Our Friends In RADIO:

FACT:

The **Ratt** album, "**DANCIN' UNDERCOVER**" ⁸¹⁶⁸³ 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 14 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.

^{new new}FACT:

Last week **Ratt** testing produced this week's major market adds.

CONCLUSION:

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

WILDCARD!

CROSSOVER!

28 HITS TOP FIFTY ALBUMS!

Z93	add	KZOU	add	WCIL	Deb 24
KTKS	add	KZZU	add	KWES	Deb 28
KRBE	add	KQIZ	add		
Y100	add	95XXX	add	ALSO BREAKING AT:	
KS103	add	KSMB	add	PWR99	KKYQ
Y106	add	KISR	add	WBBQ	KWES
WTLQ	add	WQCM	add	WCIL	WKQB
WGFM	add	WDBR	add	WFXK	WOMP
KTUX	add	Y94	add	WMJQ	
		KHTZ	add		



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Pic Of The Week

Tower Of Love

That's Eric Weitzmann, Lp buyer at Tower Records Mountain View, CA, doing what people do up in Mountain View, kissing cardboard figures. When Eric's not puckering up to cardboard, he spends time with his four goats and three Albanian midgets swinging from the light fixtures at his home. Said Eric, "It's either this or join the Rotary Club. What would you do?"



MCA Is Up

MCA announced its highest revenues ever for the calendar year 1986, \$2,441,374,000, as opposed to 1985's \$2,098,525,000. All reporting groups, including music, reported satisfactory '86 results with the exception of the motion picture division, which suffered a reduction in television operating income and disappointing theatrical results, including the box office bomb, *Howard The Duck*.

Major WCI Turnaround

Only 24 months after one of the worst years in its history, Warner Communications Inc. (WCI) will report record profits in its filmed entertainment and record divisions and impressive gains in its broadcast and cable TV units. Overall, insiders are expecting an increased profit margin of approximately 60% for the communications giant.

Warners reported a staggering loss of \$586 million after the sale of its Atari unit in

1984, and suffered accordingly from Wall Street's lack of confidence. The conglomerate has rebounded handsomely. At press time, WCI stock closed just shy of \$28, well above its \$8.50 per share value in 1984.

It appears that WCI Chairman and Chief Executive Officer Steven J. Ross, once at the helm of a great corporate disaster, can now sit back and enjoy the spoils of leading an incredible corporate success story.

FRONT PAGE

C o v e r S t o r y

Yo NARM, Looking Forward To '87

If you're one of the thousands of people attending this year's NARM convention and you happen to be reading this, we'd just like to introduce ourselves. If for some strange chance you haven't seen us already, we're *Hits*, we've been around for seven great months, and we're not just another boring trade publication.

Well, now that we got that over with, let's get down to business: We all know that '86 was another healthy year for the industry with the development of such new acts as the Beastie Boys, Robert Cray, Europe, Anita Baker, Georgia Satellites, Cinderella and

Bruce Hornsby, among many others. There was also the re-emergence of such stars as Steve Winwood, Peter Gabriel, Chicago, Peter Cetera and Boston. Let's face it NARM, things were looking good in '86.

But hold on just a second NARM, what's this we see coming in 1987? Yes, it appears to be new releases from Michael Jackson, Prince, Whitney Houston, Def Leppard, U2 and Fleetwood Mac to name just a few. Top that off with the continued success of Bon Jovi, Madonna, Luther Vandross, Lionel Richie, Tina Turner, Bruce Springsteen,

Bangles, Genesis and others, and 1987 ain't looking too shabby either.

Also, have you noticed that there hasn't been a week go by lately where a heavy metal act has broken wide open?

So there you have it, a bright future that includes a handful of new American record companies (Virgin, Quantum, and some yet-to-be-announced ventures), a brand new trade publication (yours truly), a video channel that once again has proven it can sell product (MTV), and a continued stream of multi-demographic buyers coming into your stores for Compact Discs.

So sit back, put your feet in that Florida sand and order yourself a nice tall cold one. Things are going to be just fine.



Bruce Hornsby And The Range — Another new artist bringing a smile to the face of the industry.

Glass Doesn't Break

Remember when we told you that that Chrysalis Vice President of Promotion Daniel Glass was about to make a move from Chrysalis, but he didn't know where (*Hits*, 1/26/87)?

Well Glass moved about as far as the front door before he turned back around and opted to remain at the label he spent the last four years at. "I am delighted to be continuing my relationship with Chrysalis Re-

cords," Glass told *Hits*. "Chris Wright, Jack Craigo and Charly Prevost have expressed a desire to take our winning team to new heights and I'm looking forward to a long and rewarding relationship."

As for all the rumors surrounding his alleged departure, Glass said, "Let's get on with the music. I've got Billy Idol, World Party and Venetians to work. I'm glad this is over."

Gearing For Gavin

The city of San Francisco is preparing for its annual onslaught of radio personnel, label executives and just about anyone else that enjoys a good time (in a business sense, of course).

The confab, taking place at the Westin St. Francis Hotel in

San Francisco February 20-21, features appearances by Larry King, Lindsey Buckingham and Gary Owens. As usual, the cocktail parties and in-between panel discussions will be highlights of the event. (415) 392-7750 gets info.

Goodbye To The Twelve-Inch

After much discussion, the Album Promotion departments at both Columbia and E/P/A have decided to drastically curtail the use of twelve inch releases. In a letter sent to radio programmers, Columbia Vice President, Album Promotion Paul Rappaport and E/P/A Vice President Harvey Leeds noted, "At one time the twelve-inch played an integral part of our long range promotion and marketing plans and also served as a guide to help radio. However, we feel over the past few years this vehicle has suffered from massive over use."

The executives stated that the label will continue to service Album Radio with twelve-inch releases in the case of some new artists or "in the case of album releases with early singles." However,

the letter noted, "we will be moving away from the automatic twelve-inch release theory and will rarely be releasing promotional twelve-inches of subsequent priority tracks after an album's release."

The letter also outlined CBS' plan to keep Album Rock programmers better informed of single release schedules and to "reservice you with fresh album copies bearing a sticker indicating the new single choice and its service date."

The notice also asked programmers for feedback and noted, "In order for this policy to be effective, we ask that you be sensitive to new track choices and not expect an automatic twelve-inch as 'proof' of our commitment."



Burglar Hopes To Cop Platinum

"Burglar," the soundtrack to the new Whoopi Goldberg film will be hitting the stores March 15 (a week before the film opens), and according to Warner Bros. Pictures President of Music Gary LeMel, the MCA project could very well be the next in a long line of hot soundtracks.

The MCA project features cuts by the Jacksons ("Watch Out For The Burglar," which has just been released), Sly Stone, Belinda Carlisle, the Jets, Distance (Producer Bernard Edwards's band), Belle Stars, the Smithereens, Wax and the film's co-star, Bobcat Goldthwait.

The Carlisle single, "Dancing In The City," ships to Top 40 in about a week.

"We originally hired Ber-

nard Edwards to write and produce six songs to serve as the core of the project," said LeMel who noted he heard four of five tracks from the project before the film was shot. "I did the same thing with David Foster on 'St Elmo's Fire,'" Lemel noted. "Our hope was that Bernard would attract the kind of artists we wanted. It worked."

As for the choice of MCA, LeMel stated, "First of all they know how to market soundtrack albums as well as anybody. Also, Irving (Azoff) and I have wanted to put a record together for a long time and this seemed like a good one." All who have heard the album think this "Burglar" could cop some serious dollars.

Rick's Cult



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

Just Checking



The entire staff of Hits (Your #1 source for entire staffs) would like to thank all 16,439 people who called in to tell us that Bruce Tenenbaum (r) is not Russ Titelman (l) as we reported in last week's erroneous photo captions. Both Russ and Bruce should be gratified to know how many people know their mugs.

Bowie Bash

David Bowie recently celebrated his 40th birthday in the Swiss resort of Gstaad. Close friends presented him with a fancy cake decorated with 40 hit song titles, but the Thin White Duke wasn't too happy to be reminded he hit the big four-oh. After blowing out the candles, he hurled the cake against the wall.

George, Paul, Ringo & Julian

George Harrison, working on his first record in nearly seven years, with ELO's Jeff Lynne producing, will be joined by Paul McCartney, Ringo Starr and Julian Lennon. Though not on the same tracks, still this is the closest to a Beatles reunion we're likely to get, and George is reportedly a little uncomfortable with the hoopla that's bound to ensue.

Musicland Plays Wall Street's Tune

All 1.75 million units of Musicland's official public offering were sold on the first day of Wall Street trading. The offering price was \$20 a share, up considerably from the initially predicted price of \$15-\$17 a share.

Interestingly, it was an unhealthy climate for public offerings that initially led Musicland to delay the action last fall.

Michael Surfaces

Michael Jackson's "The Price Of Fame" from his upcoming album, will receive its debut on the Grammy Awards as part of the superstar's new \$15 million, one minute long Pepsi commercial filmed recently on a Culver City film lot.

FRONT PAGE

Ron Takes Stand On DAT

President Reagan will be offering legislation later this month that would bar the import and sale of digital audio tape (DAT) machines unless they contain anti-taping devices.

The bill would make anti-recording chips mandatory for any machine imported into this country. The move comes after the Reagan administration withdrew its support for a Senate Judiciary Committee approved bill that would have imposed a 5% royalty on the wholesale price of cassette recorders. The bill was dropped in August.

Nightmare



That's Elektra's Dökken about to perform the title track to the film "Nightmare On Elm Street III - Dream Warriors." The tune, "Dream Warriors," will be released later this month.

The Ladder

A rundown of executives on the move



Shmerler



Washington



Brodsky

Steven Shmerler has resigned his post at Arista Records and has opened an entertainment marketing firm specializing in advertiser related programs. He can be reached at (212) 755-9210..... **A.D. Washington** is the new National Director of Promotion for MCA's Black Music Division. Formerly the label's Southwest Promotion Manager, Washington will continue to be based out of MCA's Dallas office..... **John Marx** has joined the William Morris Agency as Vice President in charge of the Contemporary Music Division. He was previously at Triad Artists..... At PolyGram Special Markets Division, **Bill Levenson** has been named Director, Catalog Development. In addition, **Tim Rogers** has been named Manager Product Development. At PolyGram Music-

Video, **Eric Andersen** has been named MusicVideo Production manager. He was formerly Production Coordinator..... At RCA, **Greg Brodsky** has been promoted to Manager, Advertising Media. He was most recently a Product Manager. **Paula Batson** has been promoted to Director, National Publicity for RCA Records. She has served as Director, Regional Publicity, West Coast for the label since March 1986. Also at the label, **Randy Miller** has been promoted to Director, Product Management; **Jess Auerbach** has been named Director, Production; and **Laurel Dann** has been appointed Administrator, A&R, RCA Records, U.S..... **Winnie Kelly** has been appointed Director for Windham Hill Records. She will be headquartered in Los Angeles.

Now This Is Funny

The most widely circulated story in the music industry this week involves an ex-member of a supergroup, an always controversial record company President, and a demanding manager who has had more than his share of confrontations with record company executives.

Seems the record company has already dropped some \$900,000 into this artist's yet-to-be-released project. Well, into the record company President's office storms this newly signed manager demanding more be spent on his client's project. "Well if you won't take it, then 'So and So Records' will across town," said the manager to the always skeptical record company President.

"Fine," said the President. "If they want it so bad, they can have it." So the record company President proceeds

to send the artist's tape, and a bill for \$900,000 to 'so and so' across town—essentially calling the demanding manager's bluff.

Now some of the versions of this story vary just a bit. The demanding manager is claiming 'So and So Records' has offered \$2 million for the project; the always controversial record company President contends 'So and So Records' offered about \$1.50 for the project, and the one-time member of the supergroup is at home trying to get those darn tangles out of his hair.

Is the artist still with the always controversial record company President? Is the artist still with the demanding manager? Or is the artist with 'So and So Records' across town? Can you fill in the names? Is this the next *Hits* dumb contest? Stay tuned for all the gruesome details.



Miller



Batson



Levenson



NEAR TRUTHS

by I. B. Bad, Los Angeles

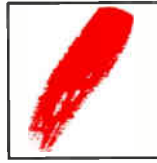
Late breaking news has **Lionel Richie** dancing on the ceiling with his new Manager **Freddie DeMann**, once again leaving **Ken Kragen's** camp. You might remember Lionel and Ken had a parting of the ways before, but that was only for a few days. Ken told *Hits*, "Lionel and I parted as best friends, and we will continue to be best friends." We understand Ken will have his hands full as the buzz around the new **Bee Gees** project continues to escalate..... **Jack Rovner**, Columbia's Director of Product Marketing has been tapped as the label's VP of Product Development. That was **Arma Andon's** title before he joined **Charles Koppelman's** SBK Entertainment..... And news sneaking out of the **Michael Jackson** camp has "Smooth Criminal" as the latest title in an ongoing battle of titles for the superstar's new album. Look for Michael to team up with **Run D.M.C.** for at least one cut, while rumor has it that the single gloved one may be joined by **Barbra Streisand** for a duet..... **Moody Blues** and **Beach Boys** Manager **Tom Hulett** looks to be headed back to former mentor

Staying Put



Gary Gersh—Please don't let us lead you to believe he's leaving his Geffen A&R post.

Jerry Weintraub in Weintraub's newly announced entertainment firm. Hulett will head up the music/personal management facet of the new venture..... And speaking of new ventures, is the team of **Bassett & Geddes** making a bid for top spot in the concert promotion world? We understand there's a new player, former *Niederlander* employee **Andy Hewitt** (he's currently with manager **Arnold Stiefel**), involved. Will **Sal Bonafetti** and **Frank Dileo** look to this newly established team for the upcoming **Michael Jackson** tour? Stay tuned..... After last week's column item that wondered if Capitol would be going after someone "like **Gary Gersh**", the Geffen A&R exec phoned to say, "I ain't going anywhere guys." We never said you were, Garol' buddy..... Is the Gold Spaceship/MCA deal in danger of falling out of orbit?..... *Performance Magazine* has named **Howard Rose** Promoter Of The Year. If we named Howard Promoter Of The Year, would they write about it?..... Word on the new **Fleetwood Mac** album is that it's an absolute smash, with some insiders predicting multiple singles. Even as the pre-release glee begins to grow, some are worried about the complications surrounding a possible tour. In other words, there sure are a lot of lawyers and managers involved in this one. We'll keep you posted..... And the **RCA** search for a new Promotion honcho has reached the West Coast with possible candidates being contacted in numerous circles. Since **Daniel Glass** is staying at *Chrysalis* (see Front Pages), its anybody's ballgame..... And the beat goes on.



CONTESTS

Another Hits Dumb Contest

Dumb Grammy Contest!! Dumb Week #5 Win A CD Player!

* * * *

Only Two More Weeks Of This Nonsense!!!

Gosh, we've had so much fun with this contest. Yessiree Bob, the next time somebody suggests throwing a Grammy Contest, we're going to try and do something more exciting, like staying home to wash our necks. But that's neither here nor there, the point is we have a Grammy contest to run, and gosh darn it, that's exactly what we're gonna do. So, if you're one of the 14 people in the music industry who haven't sent in their best guess for the 10 major Grammy categories listed below, then don't you think it's about time you got with the program. After all, life is short and we are the coffee generation, aren't we? In all honesty, we love this contest, we love the CD player we're going to give away, and above all, we love you! So get your act together and send in your entry (as in one per person). In case you're too embarrassed to guess, we'll make you feel better with the following entries:

Dave Bryant — KISR — Fort Smith, AR

Record Of The Year: "Greatest Love...." Whitney Houston

Album Of The Year: "Graceland," Paul Simon

Song Of The Year: "Friends...." Dionne & Friends

Best New Artist: Bruce Hornsby & The Range

Pop Vocal Female: "The Broadway Album," Barbra Steisand

Pop Vocal Male: "Higher Love," Steve Winwood

Producer Of The Year: Paul Simon

Rock Vocal Male: "Sledgehammer," Peter Gabriel

Rock Vocal Female: "Back Where You Started," Tina Turner

Rock Vocal Duo/Group: "Harlem Shuffle," Rolling Stones

Chuck Moore — Camelot — Tampa

Record Of The Year: "Friends....." Dionne & Friends

Album Of The Year: "Graceland," Paul Simon

Song Of The Year: "Friends....." Bacharach/Bayer Sager

Best New Artist: Bruce Hornsby & The Range

Pop Vocal Female: "The Broadway Album," Barbra Streisand

Pop Vocal Male: "Higher Love," Steve Winwood

Producer Of The Year: Jimmy Jam & Terry Lewis

Rock Vocal Male: "Sledgehammer," Peter Gabriel

Rock Vocal Female: "Talk To Me," Stevie Nicks

Rock Vocal Duo/Group: "Sun City," Artists United.....

Don't forget, you have until February 23 (the day before the sacred event) to show how dumb you are. As always, good luck and God bless you.



LETTERS TO THE EDITOR

Grammy Lore

Dear Hits:

Here's the official Grammy Award photo complete with copyright symbol built in. Respini the photographer and I had a terrible time at the photo session. The award arrived late, having partied all night with Henry Mancini and David Lee Roth. But we cleaned it up—got the Cyndi Lauper hair dye off—and turned out a nice picture. But it's the last time I work with bronze and walnut. I'll tell you.

Should you be interested, the Grammy is 6-3/4 inches high, weighs 1-3/4 lbs and is a composite of early-day gramophones. Back in 1957, then-Governor Val Valentin suggested the symbol should be a gramophone rather than an abstract figure. The name came from a contest in which over 50% of the responses suggested "Grammy," so the one with the earliest postmark was judged the winner.

Ian Dove
National Academy of
Recording Arts &
Sciences

Editor replies: And you wondered what they did over there at NARAS the other eleven months and twenty-nine days a year, didn't you? Thanks for the info, Ian. Talk about your trivial pursuits..... Meanwhile, our suggestion here at Hits, your #1 source for award design, is to turn that old-fashioned Grammy into the Ciddy, modeled after—what else—the CD player. Keep the mills churning, Ian!!

Dear Lenny:

I feel very strongly about the new Thompson Twins album. They've come a long way, and with producer Rupert Hine, the songs and production are way above expectation.

As always, the *first* single is a crucial decision and I need your undivided attention for ten-fifteen minutes. Please listen to these two candidates once, or twice, if time permits. I will call by Wednesday, February 11th for your opinion. Thanks for your ears.

Don Jenner
Senior Vice President,
Marketing and Promotion,
Arista Records
P. S. Please don't let Dennis hear this as he has no "ears."

Editor replies: Hello, Don, Dennis here. What's that you say about ears? What? Excuse me, I didn't hear you. Can you repeat that for me? You say I can't what? Come again..... Let me turn down this Iron Maiden record a second. Now, WHAT? Lenny, what's he talking about?

Dear Jon Leshay:

I've enclosed the picture you've requested. God only knows what you'll do with it! Check your local post office if you'd prefer a profile. Seriously, you folks are doing a great job. This industry needs music pioneers, and you're quickly gaining the reputation of being "out-front" and "up-front" with new products. Keep up the good work.

Best regards,
Brian S. Burns
Program Director, KFMV
Provo, Utah

Editor replies: Jon thanks you for the photo, which now becomes part of a future Hits pictorial spread on eligible program directors of Utah. By the way, Brian, I guess we forgot to tell you, like Playgirl, Hits no longer runs shots of frontal nudity, so we'll have to crop below the waist. Hope you don't mind.



FAR TRUTHS

by Danny Fields, New York

Success Story



Bruce Hornsby—a successful American Sunday night.

The invitation requested one's presence to celebrate "An American Success Story" (the success in question being **Bruce Hornsby's**), at the American Festival Cafe, which is nestled below street level alongside the Rockefeller Center skating rink, and though this freeloader was a bit put off by its being called for a Sunday night (kind of gets the business week off to an early start, does it not?) we went with alacrity and found it to be one of the best parties of the season. Put together by **Dennis Fine** and **Marilyn Lipsius** of RCA's New York office, and erstwhile New Yorker **Paula Batson** of the L.A. office, it was warm and easy-going, very much in synch with the style of the artist whom it honored. **Elliot Goldman**, **Bob Buziak**, **Rick Dobbis** and **Paul Atkinson** headed the record company contingent. Bruce was surrounded by his very attractive family, and the food, "designed" to reflect a variety of American cuisines (so I've been told) never stopped. Alas, you could ice skate, but the management was not too thrilled when one eager matron started slicing her way across the polished parquet floor, skates on, towards the rink—she was apprehended and told that this was *not* what one did at this particular restaurant. The RCA crowd was so pleased with the way the evening came off that they've already booked the place for next year's Grammy night, when the show comes back to New York..... Cleveland is in the news again—who ever is doing PR for that town deserves some kind of reward. This time, the lovely lakeside metropolis was the site of the world premier of "Light Of Day," which is actually *about* Cleveland, and since it stars **Joan Jett** all of EPA flew out there for the glam event. **Tony**

Martel, **Ray Anderson**, **Walter Winnick**, **Eliot Hubbard**, **Jack Isquith** and **Lisa Markowitz** got there on the Sunday before the Monday of the premier, arriving a day early in order to attend a free **Joan Jett** concert at the Phantasy, where she was joined on stage by movie co-star **Michael J. Fox**. Does Joan steal the movie? We'll have to wait for the New York premier to find out. It's way after the Cleveland one..... **Phil Ramone** has been named honorary chairman of the Westchester Special Olympics (a charity he's always been deeply involved in), and he's hosting a celebrity memorabilia auction at the Marriot in Tarrytown on the 21st. All of Phil's friends have contributed treasured objects for the sale, including: **Paul Simon**, who autographed his gold "Graceland" LP; **Billy Joel**, who signed a DX 100 keyboard; **Paul McCartney**, who Hancocked his leather-bound composition book; **Bruce Willis**, who's sending along a pair of used Ray-Bans; and **Aerosmith** who are forwarding autographed cymbals and drumstick. We'll tell you what things went for once they've gone.

EPA

SALUTES
OUR 1987
GRAMMY
NOMINEES



Best Pop Vocal Performance, Female
True Colors (Single)
Cyndi Lauper

Best Rock Vocal Performance, Female
911 (Track from *True Colors*)
Cyndi Lauper



Best R&B Performance, Male
Give Me The Reason (Single)
Luther Vandross

Best R&B Song
Give Me The Reason
Luther Vandross/Nat Adderly, Jr. Songwriters
(April Music, Inc.) *Uncle Ronnie's Music*
(ASCAP), *Dillard Music* (Luther Vandross)



Best Rock Performance By
A Duo Or Group With Vocal
Tuff Enuff (Single)
The Fabulous Thunderbirds

Best Rock Instrumental Performance
(Orchestra, Group Or Soloist)
Down At Antones (Track from *Tuff Enuff*)
The Fabulous Thunderbirds



Best R&B Performance, Male
Living In America (Single)
James Brown

Best R&B Song
Living In America
Dan Hartman and Charlie Midnight,
Songwriters (James Brown)



Best R&B Performance By A Duo Or Group With Vocal
Promise (Album)
Sade



Best Country Instrumental Performance (Orchestra, Group, Or Soloist)
Raisin' The Dickens (Track from *Love's Gonna Get Ya*)
Ricky Skaggs



Best New Age Recording
Down To The Moon
Andreas Vollenwieder



Best Pop Instrumental Performance
(Orchestra, Group, Or Soloist)
Overjoyed (Track from *Hideaway LP*)
Stanley Clarke

Best R&B Instrumental Performance
(Orchestra, Group, Or Soloist)
The Boys Of Johnson Street
Stanley Clarke (Track from *Hideaway LP*)

EPIC/PORTRAIT/CBS ASSOCIATED

'TIL TUESDAY

Coming Up Close

FLASHMAKER!

FROM THE ALBUM "WELCOME HOME"
PRODUCED BY RHETT DAVIS!



KEGL	add	WXKS	8-5	BREAKING AT:
WCZY	add	KIYS	18-13	KRBE
WDJX	add	Z94	20-14	WMMS
WNNK	add	WPST	18-15	KITS
KIHK	add	WERZ	29-21	KATD
WPFM	add			FM102
WIGY	add			PRO-FM
KZZB	add			99DTX
KZIO	add			WKSE
KXYQ	add			WPHD
KQCR	add			RK102
				WKRZ
				WROQ

THE BARBUSTERS

featuring Joan Jett & Michael J. Fox

Light Of Day

CBS ASSOCIATED



FLASHMAKER!

EARPICK WINNER!

PRODUCED BY JIMMY IOVINE AND
KENNY LAGUNA!

WRITTEN BY BRUCE SPRINGSTEEN!

B106	add	93Q	add	WFX	add
Z95	add	WROQ	add	KQIZ	add
WMMS	add	WKDD	add	WCKN	add
KRBE	add	Z104	add	WIGY	add
KZZP	add	WKRZ	add	WINK	add
WGH-FM	add	KIKX	add	WSPK	add
PRO-FM	add	WFLY	add		

From the motion picture soundtrack
Light Of Day

SURVIVOR

How Much Love

FLASHMAKER!

FROM THE ALBUM "WHEN SECONDS
COUNT" PRODUCED BY NEVESON/SULLIVAN!



WMMS	add	WZYQ	add	BREAKING AT:
99DTX	add	WDLX	add	KPLZ
KWK	add	WIXX	add	WRNO
KCPW	add	WBNQ	add	KZZP
KSND	add	KFMW	add	WEAG
WKSI	add	KXYQ	add	KZZU
WNYZ	add	KGOT	add	WGFM
KIYS	add	KYYA	add	WKDD
WRQN	add	KTMT	add	KQKQ
WJMX	add			
95XXX	add	Y108	deb 30	
KZFN	add	FM100	deb 35	
Y97	add	KJ103	deb 38	
WMJQ	add	WTLQ	deb 40	
WWFX	add			



EPIC/PORTRAIT/CBS ASSOCIATED



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)
CLUB NOUVEAU	6.69	55	12	3	10	9	
GENESIS	5.87	57	5	1	10	10	5
GLEN MEDIEROS	5.27	7	0	0	8	-	-
JANET JACKSON	5.07	74	6	2	9	10	9
STARSHIP	4.84	71	2	1	10	-	6
DONNA ALLEN	4.82	5	2	2	3	-	5
EUROPE	4.59	43	5	2	10	10	10
BRUCE HORNSBY	4.44	62	16	2	8	10	9
RONSTADT/INGRAM	4.42	42	31	14	10	2	10
BRUCE WILLIS	3.99	58	19	6	9	9	10
WANG CHUNG	3.97	47	1	0		2	
EXPOSE	3.74	37	4	3	9	-	8
LOU GRAMM	3.74	25	0	0		3	3
PETER GABRIEL	3.72	47	45	16		8	8
BEASTIE BOYS	3.58	45	37	19	10	10	10
LIONEL RICHIE (DEEP)	3.50	4	1	0	8	10	10
THE JETS	3.33	36	77	37	8		10
A-HA	3.22	14	2	0	8	1	4
SHEILA E	3.21	6	0	0		-	
REO SPEEDWAGON	3.18	27	1	0		-	
EDDIE MONEY	3.08	32	30	5	5		
STACEY Q	2.75	12	3	0	5	1	
CROWDED HOUSE	2.72	23	5	0	9		8
DEAD OR ALIVE	2.65	32	20	7	8		8
TINA TURNER	2.52	22	0	0	4	4	2
ROBERT CRAY	2.52	5	1	0	10	9	3
JOURNEY	2.51	27	37	10	4	7	
HIPSWAY	2.48	15	0	0		3	5
KOOL & THE GANG	2.32	7	0	0	3		2
BILLY IDOL	2.31	13	2	1	3		2
CAMEO	2.18	22	10	5	8	8	10
SHIRLEY MURDOCK	2.00	7	3	2	5	7	8

#1 FLASHMAKERS WINNER

CLUB NOUVEAU



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)
CLUB NOUVEAU	6.69	55	12	3	10	9	6

LEAN ON ME

The single from the Club Nouveau album "Life, Love & Pain" on Warner Bros. Records

Produced by Jay King, Thomas McElroy and Denzil Foster for 2-TUFF-E-NUFF Productions
Management: Jay King

FLASHMAKER WINNER!
BREAKOUT WINNER!
FORMER WILDCARD!
29-23 HITS TOP FIFTY ALBUMS!
45-28 HITS TOP FIFTY SINGLES!

KTKS add
WBLI add
WCZY add
Q102 add
KITS add
KNBQ add
WRNO add
PWR99 add
WKSE add
B93 add
Y107 add
KPKE add
KX104 add
KCPX add
WEAG add

B97 deb 20
WHYT deb 25
KIIS deb 27
WBCY deb 27
WZPL deb 29
WRVQ deb 29
WGH-FM deb 30
KMJK deb 33
KWOD deb 34
KPLZ deb 34
WNCI deb 35

KZZP 21-2
Q107 9-3
Y100 5-4
KMEL 12-6
B104 11-7
WAVA 10-7
WNVZ 15-8
KATD 19-9
KBEQ 18-9
B106 19-10
B96 13-10
FM102 18-11
PWR96 15-11
92X 25-13
KWSS 26-16
Z94 28-18
WKTJ 29-19
KDWB 38-23
Z100 30-24





FLASHMAKERS

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

Club Nouveau has made a quick cross to the top of this section based on huge sales, great phones and the #1 position on the Statsheet. The **Aretha / George** duet, last week's

Wildcard exploded as the Most Added record of the week. **Crowded House** is growing and turning into a real hit and **Tina** looks like she's back on track.

CLUB NOUVEAU LEAN ON ME WB

Average Move: 6.69 **Aggressives:** 55
Added this week at PRO-FM, WKSE, PWR 99.7, WRNO, B93, KNBQ, KITS, WGCI, WCZY, KTKS, Y107, KX104, FM100, KPKE, KCPX, KRQ, KJ103, KQKQ, WEAG, Q102, 93Q, WKRZ and others. Early moves at Q107 9-3, Y100 5-4, WNVZ 15-8, KMEL 12-6, KATD 19-9, KBEQ 18-9, B96 13-10, WAVA 10-7, B106 19-10, Z94 28-18, Y95 21-11 and Z100 30-24.

ARETHA GEORGE WAITING ARISTA

This week's #1 Earpicks winner is also the Most Added record of the week. We told you it was ready to explode and explode it did with adds at Z100, KIIS, KTKS, KRBE, WAVA, Q107, B106, KKBQ, B96, KPLZ, Y100, Z93, 94Q, B97, WXKS, Z94, PRO-FM, B104, WHYT, WCZY, KWK, WTIC, WKSS, WGH, K98, KNBQ, KHIT, KMEL, KWSS, KHTR, WMMS, WLLOL, WKTI and many, many more.

CROWDED HOUSE DREAM CAPITOL

Average Move: 2.72 **Aggressives:** 23
Exploding now in the stores with singles and album sales as well as increased phone response. It's heading Top Ten now thanks to new adds at 99DTX, K98, KPKE, WBBQ, WTLQ, 98PXY, WFLY, KZZU, WANS, WIGY, KBOS, KKRD, WINK and KC101. Moving 9-6 KITS, 10-7 Y108, 14-9 WMMS, 12-7 WLLOL, 13-10 PWR 99.7, 18-12 KMEL, 26-20 PRO-FM, 36-26 KIKX, 36-24 WKDD, 27-22 Z94 and 30-25 Y95.

TINA TURNER WHAT YOU SEE CAPITOL

Average Move: 2.52 **Aggressives:** 22
New action this week at Z94, KTKS, KWK, B97, Y107, WKZL, WNNK, G105, WOKI, WBBQ, KIMN, KCPX, 100KHI, KLIK, WIGY, KRNO, Q104 and WSPK. Early jumps at B96 31-23, WCAU 36-29, KPLZ 37-32, Y108 27-20, KIKX 38-30, Y106 35-30, FM100 33-28, WDJX 34-30, WKRZ 35-30, WLLOL 36-31 and KJ103 34-29.

LOU GRAMM MIDNITE ATLANTIC

Average Move: 3.74 **Aggressives:** 25
The calls are mounting and the album has hit the street strong as this debut from Foreigner singer scores again with adds at WCAU, WKSS, KKBQ, KIIS, WRCK, WNYZ, WOKI, WRQN, KDON, WIGY and WFMF. Jumps 27-15 WMMS, 26-19 WEAG, 25-16 WKDD, 33-14 WKRZ, 25-21 RI-104, 35-29 PRO-FM, 31-25 RK102, 36-30 KEGL and 35-31 KPLZ.

HIPSWAY HONEYTHIEF COLUMBIA

Average Move: 2.48 **Aggressives:** 15
Adds and moves are developing on this hot new act. New for KHTR, WLLOL, KIIS, KROQ, WZPL, 93Q, 92X, K98, WGTZ, WCIL, WNOK, WBAM and KBFM. Moving at KATD 27-22, KMEL 35-29, KTUX 32-28, WMMS 37-29, KWK 34-30, WXKS 30-26 and WKSE 37-33.

STEVE WINWOOD FINER THINGS WB

The combination of exposure due to his multiple Grammy nominations and the airplay on this single have helped to reignite the album sales here. This week's believers include B106, Z94, KDWB, K98, KMJK, KHIT, KJ103, WXLK, KZZU, KSND, WNYZ, WNNK, WERZ, G105 and WSKZ. Moves 32-23 KATD, 39-30 WBBQ, 39-24 Z93 and Deb 28 WEAG.

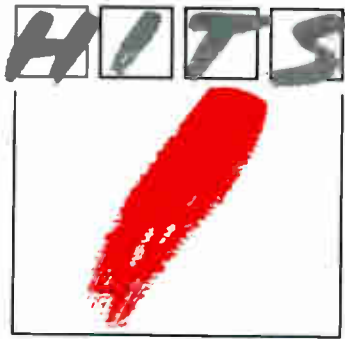
DAVID & DAVID EASY ARM

Album sales are beginning to develop and the single picks up new support from RK102, KPKE, Y108, WERZ, KKLS, KLIK and KNIN. Moves 11-9 KITS, 31-27 PWR 99.7, 39-35 WMMS, Deb 30 94Q and Deb 30 FM102.

SAMMY HAGAR WINNER COLUMBIA

The movie is opening this weekend and that should help put this great rocker "Over The Top". Adds this week include WMMS, WKSS, WKSE, WGH, WNNK, KATD, KMJK, KIKX, KQKQ and WERZ. Debuts at KEGL, KTUX, KPKE and KIYS. Moves 40-34 at WCAU.

C'mon baby...



FLASHMAKERS

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

ROBBIE NEVIL DOMINOES MANHATTAN

Follow-up to his breakthrough hit picks up major adds at WCAU, 94Q, WXKS, PRO-FM, KNBQ, WGH, WKSE, WBCY, KDWB, KITS, KPKE, WKRZ, 98PXY, 93Q, WNCI, WKDD, KZZU, KIKX, KSND, KQKQ, WGFM, WFLY and WPST.

DURAN DURAN SKIN CAPITOL

Movement is picking up with jumps of 28-24 B106, 30-26 WAVA, 10-7 KROQ, 25-21 Y95, 37-33 99DTX, Deb 30 Z94 and Deb 35 PRO-FM. Adds: Y108, G105, KKAZ, KNIN, KTRS and KLUC.

A-HA CRY WOLF WB

Average Move: 3.22 *Aggressives:* 14
Anyone who tests this record finds that it pulls big phones. Moves 25-17 Y100, 27-18 PWR96, 23-15 KCPX, 23-17 KCAQ, 29-20 WKSE, 32-26 WKDD, 32-26 KWSS, 34-30 Z95, 37-32 WGFM and 39-35 KRBE. Adds include Y108, KZOU and WAPI.

KOOL & GANG STONE POLYGRAM

Average Move: 2.32 *Aggressives:* 7
They churn out hit after hit and the latest has made new believers at KHTR, KKDA, WNVZ, KX104, WROQ, WBCY, KTUX, Q100, WGTZ, WJMX, KZFN, KIIK, KLUC, WPFM, KKRD, WCGQ, Q104, KC101 and more. Moves 32-25 at WCAU and Debuts at Y100, Y106, KCPW, KMEL, FM100, WDJX, WBBQ and WTLQ.

BANGLES WALKING COLUMBIA

The album sales are forcing radio to deal with a fourth cut. Lots of new believers this week including Q107, KRBE, Y100, B97, WTIC, WKSE, WDJX, B96, WLOL, KITS, KS103, WROQ, KZZU, KZOU, 92X, WGFM, WPST, WNNK, Z104 and KIYS.

SURVIVOR HOW MUCH SCOTTI BROS EPIC

Another strong week is recorded by these radio favorites. Adds include KWK, KMJK, WNYZ, WMMS, KCPW, 99DTX, WRQN, KIYS, WKSI, KSND, WJMX, 95XXX, KZFN and Y97. Debuts at FM100, WTLQ, KJ103, Y108, KEGL and B97.

CHRIS DEBURGH LADY A&M

The growth pattern continues as the second life is really helping this former Pop/Adult smash. Adds at WCZY, KMEL, 99DTX, KATD, WGFM, 100KHI, WIGY, WKPE, KISR, WQCM and others. Moves 29-24 WXKS and 33-29 KWSS.

GLEN MEDEIROS NOTHING AMHERST

Average Move: 5.27 *Aggressives:* 7
The great activity that occurred in Phoenix for Guy Zapoleon and KZZP is helping to spread this beautiful ballad. New this week at WKSE, KCPW, KWSS, KMGX, WKZL, G105, KDON and KBIU. Moves 19-14 KSND, 35-30 KATD, 30-25 WKSI, Deb 22 KBEQ, Deb 23 KIYS, Deb 25 Q107, Deb 27 B104, Deb 28 WAVA and Deb 29 B106. Looks like a smash.

PRETENDERS MY BABY SIRE WB

Now moving quickly after a cross from the #1 Album cut in the nation. Adds this week at WCAU, Z95, 99DTX, RI-104, WRCK, WERZ, WKSI, KSMB and WKPE. Moves 24-19 KATD, 31-27 WKDD and 40-34 KIYS.

KANSAS POWER MCA

Third week action includes new believers at WRNO, WMMS, Q100, KIYS, KIKX, WXLK, WJMX, KEYJ, 95XXX, Y97, WPFM, WOMP, WXXX, WVBS and WIKZ.

TIL TUESDAY CLOSE EPIC

The steady development here has been aided by good Album Rock play and an excellent video. New believers include KEGL, WDJX, WCZY, WNNK, KIIK, WPFM and WIGY. Moves 8-5 WXKS, 18-13 KIYS, 20-14 Z94, 18-15 WPST and 29-21 WERZ.

EIGHT SECONDS KISS POLYGRAM

Another strong week as the steady development continues with adds at WCAU, KDWB, WKDD, WNOK and I94. Moves 23-19 KSND, 27-23 KCPX, 35-31 KIKX and 21-19 KITS.

BARBUSTERS LIGHT CBS ASSOC

Joan Jett is getting great reviews for her performance in this film and it is helping the record. Adds include B106, KRBE, PRO-FM, Z95, WGH, KZZP, KSOL, WMMS, WKDD, WKRZ, 93Q, WFLY, WROQ, KIKX, Z104, WFXK, KQIZ, KZFN, WCKN, WIGY, WINK and WSPK.

PAUL SIMON BOY IN BUBBLE WB

Third cut from Grammy nominated album has a great video leading it and scores with a big week including adds at KROQ, FM102, KATD, WGH, RK102, WJAD, WPFM, WBAM, WCGQ, OK95 and WQCM.

Capture The Fun, Music & Memories
Of The First 20 Years Of Rock 'N' Roll

Let the
**GOOD
TIMES
ROLL**

For **TODAY'S** A/C Listener

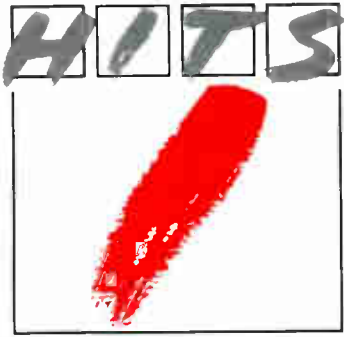
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REQUESTS

If you don't know about the **Beastie Boys'** "Brass Monkey" cut then let's start there. Stations are reporting it as the hottest request record around. As for actual records that are available

as singles, the major action is being reported on **Club Nouveau**, **Europe** and **Starship**. Also note that **Crowded House** has broken through now as a request and airplay hit.

BEASTIE BOYS FIGHT... COLUMBIA

It's not just "Fight", but "Brass Monkey", "Paul Revere", "New Style" and "Anything By The Beastie Boys" that are happening on the phones. And, it's happening everywhere a teen listener has ever listened to and called into a radio station. They are super-heroes and the story is just beginning.

CLUB NOUVEAU LEAN ON ME WB

Forced out of the album thanks to massive consumer phone demand, and now exploding into the hottest record in the nation. Reports this week at B106, KTKS, KMJK, KIIS, B97, KTUX, 95XXX, WNYZ, KATD, 92X, Q107, KZOU, WKTI, KCAQ, 98PXY, WNOK, I94, WSSX, Y95, KISR, KITY, WRVQ, WTLQ, KC101, KNAN, Z104, WGFM, WERZ, WSPK, WAPE, WJMX, KZOZ, WPST, KSMB, WRVQ, WKPE, WINK, WCGQ, WQCM, KBIU, KDON, KEYJ, WCIL and WFXX.

EUROPE FINAL COUNTDOWN EPIC

The album detonated into the Top Ten and the phones are enormous on these video stars. Hot mentions include B94, B97, KPKE, WKTI, KTUX, 95XXX, 92X, KTRS, 95XIL, WJMX, WVBS, WAPE, WSPK, WGFM, Z104, KZFN, KKXL, WBAM, KSMB, WRVQ, WZOK, WAVA, WKPE, WINK, WGRD, OK95, KBIU, KFMY, KNAN, KIIK, KITE, Z96, WTLQ, PWR99.7, WCZY, WKSE, 98PXY, WRQN, KEYJ and KKAZ.

STARSHIP NOTHIN'S GONNA RCA

This is proving to be an instant smash. Immediate hits are coming in and include WCZY, B106, Z102, WEAG, 92X, KZZU, WJMX, WVBS, KJ103, B94, KFMY, KIIK, KO93, KC101, Z96, KISR, WSSX, WNOK, WRQN, KEYJ, KKAZ, KZFN, 100KHI, WCKN, KSMB, I94, WINK, KZOU, WGRD and KBIU.

EXPOSE COME GO ARISTA

Dance smash that broke in Miami is now pulling big requests everywhere. Hot reports this week include KIIS, B97, 92X, WPST, 95XXX, RK102, 93Q, WJMX, KTUX, WERZ, WAPE, WGFM, KC101, WRVQ, I94, WJAD, KEYJ and many more.

CROWDED HOUSE DON'T DREAM CAPITOL

Former Wildcard pick started passive and now is turning very active. Hot requests and sales are now pouring in and include WMMS, 92X, WPST, KZOZ, WPFM, WJMX, WSPK, KIIK, KZIO, WNOK, 93Q, WRQN, KQIZ, Y97, KRNQ, WGRD and many others.

GENESIS TONIGHT ATLANTIC

Michelob commercial is turning the single and album into super hot action. Super request mentions are developing nationwide and include WMMS, 94Q, KJ103, PWR99.7, WCZY, WJMX, WPFM, KITE, Q104, 98PXY, WNOK, 93Q, WCGQ, WGRD and KCAQ.

BRUCE WILLIS RESPECT MOTOWN

The new cable special and the massive television exposure have turned this project into instant gold. It's hot this week for WKSE, 98PXY, B94, KPKE, B97, KTRS, WPFM, KIIK, KC101, Z96, KKAZ, WCKN, KKXL, KKRD and WINK.

JANET JACKSON WAIT AWHILE A&M

This makes five straight smashes from this mega platinum album. It's heading Top Ten with hot phone reports that include KIIS, WHYT, KZOU, WPFM, KJ103, KBFM, KIIK, KITE, KC101, KITY, KISR, WRQN, KDON, KKLS and I94.

ROBERT CRAY SMOKING POLYGRAM

Stations are starting to report extremely hot action on this video, album radio track, and now Top 40 breakthrough smash. #1 at WZLD and reported hot at WCZY, KMJK, WMMS, KHIT, 95XXX, KIIK and many others.

ALSO GAINING REQUEST MOMENTUM:

A-HA	CRY WOLF	WB
CAMEO	CANDY	POLYGRAM
HIPSWAY	HONEYTHIEF	COLUMBIA
PAUL LEKAKIS	BOOM BOOM	ZYX
REO SPEEDWAGON	LOVE	EPIC
WANG CHUNG	GO	GEFFEN
STEVE WINWOOD	FINER THINGS	ISLAND
SAMMY HAGAR	WINNER	COLUMBIA
CHRIS DEBURGH	RED	A&M
GLEN MEDEIROS	NOTHING'S	AMHERST

MOST ADDABLE



PATTY SMYTH NEVER ENOUGH

TAKEN FROM THE COLUMBIA
LP "NEVER ENOUGH" 40182
PRODUCED BY RICK CHERTOFF/WILLIAM WITTMAN

BRAND NEW

HOT NEW RELEASE



THE BANGLES WALKING DOWN YOUR STREET

TAKEN FROM THE COLUMBIA LP
"DIFFERENT LIGHT" 40039
PRODUCED BY DAVID KAHNE

THEIR FASTEST
BREAKING SINGLE EVER

EARPICK WINNER!
FLASHMAKER!
#1 HITS TOP FIFTY ALBUMS!
NATIONALLY MOST ADDED!

Q107	add	B96	add	WTIC	add	G105	add	B106	deb 28
KRBE	add	KITS	add	WKSE	add	KZOU	add	B104	deb 29
Y100	add	KS103	add	92X	add	WPST	add	KATD	deb 31
B97	add	WL0L	add	WDJX	add	KZZU	add	KMEL	deb 33
						Z104	add	FM102	deb 36

ALSO
BREAKING
AT:

WAVA
WPHD
WCZY
WMMS
KROQ
KWSS
99DTX
Z94
BJ105



GREGORY ABBOTT I GOT THE FEELING (IT'S OVER)

TAKEN FROM THE COLUMBIA LP "SHAKE YOU DOWN"
PRODUCED BY GREGORY ABBOTT
FOR THE ENTERTAINMENT MUSIC COMPANY
EXECUTIVE PRODUCER CHARLES KOPPELMAN

SOUNDS LIKE
ANOTHER #1 RECORD

CROSSOVER WINNER!
#2 HITS TOP FIFTY ALBUMS!
NATIONALLY MOST ADDED!

94Q	add	KCPW	add	WROQ	add	KIYS	add
B97	add	KITY	add	WKRZ	add	KIKX	add
WHYT	add	KATD	add	Z102	add	WCKN	add
99DTX	add	KHIT	add	KZOU	add	I-94	add

ALSO BREAKING AT:
KPLZ WNNK
WCZY KS103
WBCY



COLUMBIA



BRUCE SPRINGSTEEN FIRE

FROM THE TRIPLE PLATINUM
PLUS 5 RECORD SET

21 HITS TOP FIFTY ALBUMS!
40 HITS TOP FIFTY SINGLES!
NATIONALLY MOST ACTIVE!

WCAU add
PWR99 add
FM100 add

ALSO BREAKING AT:
B106 99DTX
WXKS Q102
WPHD KKRZ
KEGL KNBQ
Z93 WZPL
KUBE 95INZ
KWOD WGH-FM



HIPSWAY THE HO...

THE HIPPEST NEW
BAND ON THE STR...

FLASHMAKER
10-22 HITS TO
NATIONALLY M...
AOR LP NATIC...

ARTIST
HIPSWAY



COLIN JAMES HAY HOLD ME

COLUMBIA TWO FORMAT BLITZ

MTV GUEST HOST

R&R NEW ARTIST CHART-ALBUMS #2!
R&R NEW ARTIST CHART-TRACKS #2!

FM100 add 95XXX add ALSO BREAKING AT:
WKDD add 100KHI add KTKS KNBQ WTLQ
KTUX add KISR add KPLZ WPHD WKRZ
KKAZ add KMJK KHIT WNYZ



THE PSYCFURS HEARTB...

AUTOMATIC AUDI...

44 R&R AOR T...

KDWB add
WKRZ add



DAVE EDMUNDS BAND LIVE THE WANDERER

ON TOUR

35 R&R AOR ALBUM CHART!



PAUL YOUNG WHY DO HAVE TO

COLUMBIA BELIE...

BREAKING AT:
WMMS KIKX
99DTX WJAI
WKRZ WOM
KCAQ WINK

IT RECORDS

RAY NEYTHIEF



SAMMY HAGAR WINNER TAKES IT ALL

HEET

KIIS add **BREAKING**
KROQ add **AT:**
KHTR add **Q107**
WLOL add **KRBE**
WZPL add **KKBQ**
92X add **94Q**
K98 add **WCZY**
93Q add **99DTX**
WGTZ add **KMJK**
KPKE
Z93
WKSE
WPHD

DUAL FORMAT WINNER

FROM SYLVESTER STALLONE'S
"OVER THE TOP"
OPENING THIS WEEK

TOP FIFTY SINGLES!
MOST ACTIVE!
NATIONALLY MOST ADDED!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
2.48	15	7	3	5

FLASHMAKER!
R&R CHR 71/16!
R&R AOR #10!



PSYCHEDELIC

SANTANA VERACRUZ

BREAK BEAT

THE SANTANA MAGIC IS BACK!

ENCE RESPONSE

AOR TRACKS BREAKER 24!
NATIONALLY MOST ADDED!

TRACKS!

BREAKING AT: KROQ 5-3
WPST KITS 15-14



YOUNG DES A MAN O BE STRONG

THE BURNS SISTERS BAND LISTEN TO THE BEAT OF A HEART

IVES

HUGE SECONDARY BASE

KKAZ **WDBR**
99KG **Q101**
KQIZ **WPFM**
KBIM **WVBS**

R&R AC BREAKER!

BREAKING AT:
WXKS KATD





CROSSEOVERS

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

Shirley Murdock is now #32 on our national chart due to great sales, but it is still closing at radio. Next up are Madhouse (WB), Jodi Whatley (MCA) from Shalamar and

Starpoint (Elektra). As for this week, Robert Cray and Gregory Abbott are the big story as they wend their way through the Top 40 maze.

BLACK/DANCE

GREGORY ABBOTT FEELING COLUMBIA

Follow-up to #1 smash is now picking up stations quickly including 94Q, B97, WGCI, WHYT, 99DTX, KCPW, KATD, KHIT, KIYS, WROQ, Z102, WKRZ, KZOU, WCKN, KITV, I94, KBOS, KKRZ and KAMZ. Top ten album sales at The Wiz, Record World, Rainbow and Zips.

DONNA ALLEN SERIOUS ATCO

Average Move: 4.82 Aggressives: 5

Label has gone quite a while without a smash, but their ship has just come in. Hot action includes B96 22-19, KMEL 28-21, KSOL 25-20 and FM102 Deb 25. Added this week at WXKS, Q105, KCPW, WGTZ, WRVQ, BJ105, WDJX, WBBQ, WJAD, 95XXX, KLUC and WGLF.

GEORGIO SEXAPPEAL MOTOWN

Now on a major label and poised to explode. This week's believers include KRBE, WCAU, Y100, FM102, KMJK, KMGX, KSND, KTUX, WCKN and OK95. Pulling instant phones wherever played.

ALBUM/ROCK

ROBERT CRAY SMOKING GUN POLYGRAM

Average Move: 2.52 Aggressives: 5

Proven hit track and hit video is now a smash hit single. Hot adds at KRBE, KWOD, WTLQ, WGFM, WAPI, 95XIL, WCIL, 100KHI, KSMB, KTRS, WSSX, WQCM and others. Moves 21-15 94Q, 23-19 WXLK, 34-25 KKRZ and Deb 23 WBCY. Hot album sales at Tower (NYC), Sound Warehouse, House of Guitars, Strawberries and Rainbow.

LONE JUSTICE SHELTER GEFFEN

Steady growth pattern continues with action at KITS 6-5, WMMS 19-12, WXKS 24-19, WCAU 33-28, PRO-FM 31-25, WKSS 30-26 and WKRZ 37-33. Adds at RK102, K98, KWOD and KRQ.

COMMUNARDS LEAVE MCA

Hot dance smash continues to grow. Moves 7-6KRBE, 18-14 KATD, 23-19 Z95, 33-23 KITS, 32-26 PRO-FM and 39-31 KMGX. Adds this week include KWSS, Q105, WRVQ, WKSJ, KEYJ, WCIL and WSPK.

RUN-DMC IT'S TRICKY PROFILE

Third cut from the multi-platinum album is off and running with adds at WAVA, Q107, KRBE, Y106, WGCI, Y107, WROQ, Z102, KEYJ, WQUE, WGLF and many more.

HERB ALPERT KEEP YOUR EYE A&M

Already exploding on the Black charts, this record produced by Jimmy Jam & Terry Lewis is now moving quickly onto pop lists. Great adds this week include B106, WAVA, WBBQ, WRCK, WNNK, 95XXX, KISR, I94, WSSX, WQUE and KAMZ.

PAUL LEKAKIS BOOM BOOM ZYX RECORDS

Hot club record is exploding in New York at Z100 29-22, Y100 12-8 and KTFM 6-5. This week's adds include PWR 95, Z94, KBEQ, KSMB, I94 and WAPE.

COLIN HAY HOLD ME COLUMBIA

Former Man At Work is back with a solo project that has been developing the past few weeks and is now moving into high gear. Adds this week include FM100, KTUX, WKDD, KKAZ, 95XXX, 100KHI and KISR.

RATT DANCE ATLANTIC

Platinum album with super hot video is now turning into a hit single. This week's Wildcard pick to click explodes with adds at KRBE, KTKS, Y100, KS103, Z93, Y106, KTUX, KZOU, KZZU, WTLQ, WGFM, KQIZ, 95XXX, KSMB, KISR and WQCM.

WORLD PARTY FOOLS CHRYSALIS

MTV crusade video is starting to develop now as a 45. Adds include WXKS, Z94, WGH, RK102, WPST, WJAD, WIGY and OK95. Moves 31-21 KITS. Top ten album sales at Vinyl Vendors, Wax Works, Camelot and Navarre.

EXPOSÉ

"Come Go With Me"

The first single from Exposé's anxiously awaited debut album has already gone to #1 on the dance charts and is now breaking big at both Top 40 and R&B. Experiencing great jumps with sales to match. Listen to this great album containing three # 1 hits.

29-25 HITS TOP 50 SINGLES ☆ R&R BLACK/URBAN: 37*-34* ☆ R&R TOP 40: 37*-32*

ARETHA FRANKLIN/GEORGE MICHAEL

"I Knew You Were Waiting (For Me)"

The wait is over! The single radio requested is here and Top 40, R&B and A/C are all welcoming Aretha and George with open arms. The single debuted at #2 on the English charts and is now #1. If you wait, you're late.

#1 MOST ADDED EVERYWHERE ☆ DEBUT 44 HITS TOP 50 SINGLES

R&R: 130 ADDS ☆ BB: HOT SHOT DEBUT ☆

FLASHMAKER WINNER ☆ FORMER WILDCARD

**#1 EARPICK
WINNER**

KBC BAND

"America"

The story of "America" continues to be told. Top 10 at AOR and 15-13 at MTV have kicked off the excitement and now Top 40's in for a piece of the action. Play it and watch the phones light up. The song can be tied in with the America's Cup event and the much written about forthcoming ABC-TV mini-series, "Amerika." The Arista promotion team is committed to this great piece of music. Listen and be moved.

TOP 10 AOR TRACK

THE ALAN PARSONS PROJECT

"Standing On Higher Ground"

The new single from the #1 artist in compact disc catalog sales is already Top 5 at AOR and ready to make its move at Top 40. Your audience wants to hear new music from the Parsons Project, and this is one of the group's all-time best. Don't start in their way.

KENNY G

"Songbird"

The album Duotones is now over 300,000 copies, selling over 100,000 copies in the past two months alone, thanks to a slew of TV guest appearances on Johnny Carson, David Brenner, Joan Rivers, Oprah Winfrey and many others. For six months it has been one of the most consistent selling jazz albums on the street. The new single "Songbird" is the perfect instrumental to spice up your playlist. Now starting to break at R&B, A/C and Top 40.

ARISTA RECORDS. UPFRONT WITH RADIO.

ARISTA™

FOLLOW THE LEADERS.



DIALOGUE

Interview
By
Roy Trakin



Outgoing NARM chief Roy Imber might not have the pizzazz of his successor, Tower's Russ Solomon, but that shouldn't diminish his own impressive entrepreneurial accomplishments. A privately-owned company started by his dad, Jack R. Imber, in 1958, Elroy Enterprises now boasts 70 Record World and TSS/Seedman's locations, ranging along the eastern seaboard from New England to northern Virginia, with a 50,000 square foot central warehouse in Roslyn, Long Island.

Roy has been in the record business himself since 1961, when he worked the floor as a salesman in a L.I. Sam Goody, then went on to manage the very first leased record department in the Levittown Times Square Store. Elroy initiated the practice of renting the TSS locations as well as opening their own, shopping mall-based Record World outlets. TSS and Record World were the first places I ever went to buy records as a teenager growing up on L.I., and I remember the stores as having the best selection back then, just as they strive for today.

After learning the business from the ground up, Roy Imber went to work for Elroy as a vice president, eventually taking over the presidency from his father in 1971. Today, his two sons, Bruce and Mitchell, are both important executives in the company, continuing its family orientation. Roy has managed to chart a winning course for his operation, remaining flexible enough to take advantage of the video and compact disc revolutions by modifying his store designs and staying in the forefront of technology. One of the truly nice guys in a highly competitive industry, Imber took the time to reflect on his three decades in the disc trade, as well as ruminate on future developments for Hits.....

Q Do you have any plans to expand beyond the eastern seaboard?

A If the right opportunity came along, we'd open a store most anywhere, just to see if we could do it, though it would be hard without our umbrella of deliveries and services.

Q Are shopping mall locations the best possible record retail outlets?

A They are very important, but we've opened a number of other stores in strip centers or industrial parks in towns that don't have much in the way of shopping centers. We even have a few free-standing stores.

Q Elroy Enterprises started out leasing space in the TSS Stores for their record operations. You don't see too many department stores selling records anymore.

A The record business has changed since then. In the '50s and early '60s, when I first started, you were dealing with a basically adult audience, which bought Andy Williams, Mitch Miller, Barbra Streisand and Vicki Carr. The first store we opened at the Walt Whitman Shopping Center in Huntington had maybe ten rock 'n' roll browsers. The combination of the younger kids and the new mall locations made record-buying into a kind of social event. They didn't want to go to a department or discount outlet to purchase albums. The shopping center became a way of life. Although now, we're just starting to see the return of that older customer.

Q How has the emergence of cassettes, CD's and video affected the design of your stores?

A We're going through some huge changes now. Our tape departments used to be at the rear of our stores. They functioned as a separate department. Now, we've taken the cassettes out of the back, out of the locked cases and we've started to put them in our own 4" x 12" boxes, if the manufacturers don't provide them. They go right into the record bins, which means we need more browser space, because the boxes take up more room than just the cassettes alone did. We've had to eliminate much of that huge wall display of current hit albums you used to see in all our stores. We've moved compact discs and cassettes to the front of the store, LP's to the rear.

Q Aren't the multiple configurations a headache for the retailer?

A To the extent you have three times the inventory, sure. It takes up more space and ties up more dollars. But we are enjoying the increase in business, although there has been a demise in LP sales. Obviously, if we could live with one configuration, that would be the most efficient. Right now, our sales figures show the LP at about 31%, the cassette at 46% and the CD at approximately 23%.

Q What is the future for the traditional long-playing album?

A I don't think it will fade away completely, but it is diminishing. It only makes sense. If you increase the

Roy Imber: Born To The



amount of CD's and tapes you're carrying, something has to go. You've got to carry the items that are doing best for you. That's what's causing the LP's demise. If you make it worth a little less, then, obviously, it becomes less. We've had to ask ourselves what musical areas don't sell as well on LP and cut back in that way. Rock still sells well on vinyl. Rather than shrink what is still worthwhile, let's cut back on those types of music that don't sell well on LP.

Q Just a few years ago, you said the video business was not for you. What changed your mind?

A It didn't work for us in the beginning. Renting tapes in mall locations is just not a viable operation. It's not easy enough for people to return the tapes once they've picked them up. Based on a \$80 list price for videos, our outlets couldn't support a rental market. That's why we've lagged behind. With the bulk of our stores in shopping malls, only about 10% of our locations actually rent videos. We do sell them, though, and that's an area which is growing noticeably. Prices have come down and consumer awareness is up. Generally, we carry those videos which list for under \$40. The movement in this area is still coming more from feature movies and children's cassettes than music video, though.

Q How has the emergence of Tower on the East Coast impacted your business?

A They're good competition, clean but hard. The kind of

“No matter how much you make, you've still got to like what you're doing.”

“Record companies and even stores were once run by dreamers who did things because of their own wishes and desires.”

operation Russ runs generates a lot of excitement. I'm sure he's taken some business from me, but we didn't just stop when he came to town. Sometimes that rivalry can increase business. One of the best things that happened to us was a price-cutting chain called Jimmy's. They were tough competition; he opened a lot of stores in a short period of time, some very close to us. But he taught us how to fight. We had to merchandise and promote. Competition can make you try to do what you're doing even better. We've looked at what Tower has done and come up with our own modifications. But you can't get a store his size in a mall location, though we have begun to look for some

larger, free-standing stores.

Q Do you feel home taping and digital audio are the dangers the record business claims they are?

A Taping takes away some business, but I also think it adds to it. I believe a lot of people use taping to move things around or make a copy for their car. I don't see the harm in that. I would like to see digital audio tape held up awhile, because we're just getting our feet wet with compact discs. If we bring a fourth format into our stores, what happens to the LP?

Q Are you excited about the CD breakthrough?

A Two years ago, it was 1% of the business and now it's over 20% and growing. When they perfect the car player, you'll see the CD approach the growth of the audio cassette. I still think the relatively high price of the disc, in comparison to the album, is scaring some people off.

Q Have any landlords at your mall locations given you trouble regarding X-rated videos or LP's?

A Not yet. Some of the leases do have some form of obscenity clause in them, which has more to do with the display and sale of X-rated video. We did carry adult video for a time, but we're doing away with it. I've been getting complaints from parents about the records their kids bought since I started in this business. It's very hard for us to know the words to every song on every album we carry. There will always be someone

who objects to a record their child purchased. I don't think record ratings are a particularly good idea. I'd rather see the rule of reason. I agree with artistic license and the freedom of creativity, but if something is done purely for shock value, that's something else.

Q What are the most significant changes you've seen in the record industry in your 25 years as a retailer?

A The whole thing's become much more of a business, operated as a business. Record companies and even stores were once run by dreamers who did things because of their own wishes and desires. Business was secondary. Now, you're in a time when it's all much more organized and systematic. The computer has brought a lot of changes to all businesses, but, without all the systems, there was more individuality.

Q What long-range goals do you have for Elroy Enterprises?

A My goal is to expand the company compatible with its growth. If we have the resources to open five new stores, then that's the aim. If it's ten, we'll open ten stores. I want the company to grow in a regulated manner, while not diminishing the level of service we've provided through the years. We want Record World to be a full-line, well-stocked, well-designed store with employees who are interested in helping the customer. I still enjoy the business. No matter how much you make, you've still got to like what you're doing.



EARPICKS

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

The **Aretha Franklin / George Michael** duet is the runaway winner in this week's derby. It scored in with as many mentions as 2,3,&4 combined. The song was last week's Wildcard pick and is a sure thing to surge right up the charts. Strong showings

were also turned in by the **Bangles, Robbie Nevil, and the Barbusters** (featuring **Joan Jett**). Also watch out for the **Venetians** and **Peter Wolf**, both with great early response.

WINNERS

1	FRANKLIN/MICHAEL	WAITING	(Arista)	6	STEVE WINWOOD	FINER THINGS	(WB)
2	BANGLES	WALKING	(Columbia)	7	ROBERT CRAY	SMOKING	(PolyGram)
3	ROBBIE NEVIL	DOMINOES	(Manhattan)	8	PETER WOLF	COME	(EMI)
4	BARBUSTERS	LIGHT	(CBS Assoc.)	9	GREGORY ABBOTT	FEELING	(Columbia)
5	VENETIANS	LOVE	(Chrysalis)	10	WORLD PARTY	FOOLS	(Chrysalis)

LINDEN ABELL/ WTIC/ HARTFORD
P Wolf/ R Nevil/ R Cray/ Genesis

MICHAEL ADAMS/ WGGZ/ BAT RGE
Bruce/ Genesis/ C Nouveau

DONNA AGRESTO/ TRACKS/ NOR
W Poetics/ L Carlton/ C Crisis/ R Stonehill

DAVA ALBERTSON/ W MERCH/ AMA
8 Seconds/ J Cope/ Aretha/ George

JON ALLEN/ KZOU/ LITTLE ROCK
B Geldof/ S Hagar/ R Nevil/ S Winwood

DAVE ALLEN/ WSSX/ CHARLESTON
Georgio/ R Nevil/ C Nouveau/ S Winwood

RICK ANDREWS/ WNYZ/ UTICA
Aretha/ George/ D Dixon/ Bangles/ Greg A

DON ANTHONY/ TALENTMAST/ ATL
Aretha/ George/ D Allen/ Sheila E/ Judds

R. ARMIJO/ REC BAR/ COR CHRISTI
Expose/ Starpoint/ S Hagar/ Aretha/ George

JIM ATKINSON/ KWK/ ST LOUIS
P Simon/ A Parsons/ Bangles/ R Nevil

LAURA AVERY/ ROUNDUP/ SEATTLE
Aretha/ George/ Venetians/ S Miller/ H League

CY BARNES/ SOUND OF/ PHIL
R Cray/ P Furs/ Starship

MARY BARNHILL/ REC BAR/ DUR
Venetians/ H League/ Barbusters/ P Wolf

MIKE BASHKIN/ SND VID/ CHI
C Girls/ R Cray/ Barbusters/ S Miller

SANDY BEAN/ H HOUSE/ DETROIT
Aretha/ George/ Genesis/ P Wolf/ H League

CHUCK BECK/ Y95/ DALLAS
Bangles/ Aretha/ George

BRUCE BECKWITH/ TURTLES/ ATL
H Gurus/ Santana/ L Lobos/ G Vanelli

SHELDON BORGELT/ WGH-FM/ NOR
Barbusters/ Bangles/ Aretha/ George

BOB BOSWELL/ WJMX/ FLOR
Triumph/ R Cray/ Venetians/ Kinks

JAY BRADY/ WERZ/ EXETER
Survivor/ Bangles/ W Party/ P Simon

MIKE BRIGANDI/ LIEB/ MT LAUREL
Expose/ KBC/ D Purple/ Kinks

DAVE BRYANT/ KISR/ FT SMITH
Poison/ Aretha/ George/ Tesla

CHET BUCHANAN/ KKRZ/ PORT
Survivor/ Nevil/ Aretha/ George/ H Lewis

BRIAN BURNS/ KFMY/ PROVO
W Party/ Aretha/ George/ C Crew/ P Furs

LORI CAMPBELL/ B94/ PITTS
Aretha/ George/ G Abbott

DEB CAMPBELL/ TOWER/ WEST
L Tractor/ A White/ C House/ R Cray

TIM CHRIST/ RECORD WOR/ BALT
Aretha/ George/ The The/ P Wolf

ROGER CHRISTIAN/ ROCK102/ BUFF
W Party/ D & David/ Aretha/ George/ P Simon

MIKE CLARK/ CML ONE-ST/ ST LOUIS
Genesis/ P Wolf

MATT CLENOTT/ WGRD/ GRAND RAP
Aretha/ George/ S Miller/ S Winwood

JEFF COHEN/ STRAWBERRI/ BOSTON
P Furs/ L Lobos/ C House/ 8 Seconds

MIKE CROWDER/ KARMA/ INDI
Genesis/ Aretha/ George/ Barbusters/ S Miller

TONY CRUZ/ ARISTA/ BEV HILLS
K Wilde/ Kinks/ Bangles/ L Lobos

TOM CUNNINGHAM/ WPST/ TRENT
Aretha/ George/ B Dish/ Bangles/ Bruce (imp)

JEFF DAVIS/ WPFM/ PANAMA
Aretha/ George/ B Dish/ Venetians/ S Miller

LEO DAVIS/ Q104/ GADSEN
Madhouse/ Aretha/ George/ Georgio/ Beaters

ALBIE DEE/ WKSS/ HARTFORD
Senita/ System/ Aretha/ George/ Company B

PAUL DEMILLE/ 95XIL/ PARKERS
B Geldof/ B Sisters/ Beaters

MARTY DEMPSEY/ B106/ D.C.
H Alpert/ D Hall/ Aretha/ George/ Barbusters

FULL HOUSE

Crowded House

Don't Dream
It's Over

KPKE add
K98 add
KZZU add
99DTX add
98PXY add
WTLQ add
WBBQ add

FLASHMAKER WINNER!
FORMER WILDCARD 12/22!
43-35 HITS TOP FIFTY SINGLES!

95INZ deb 30	KCPX deb 38	WMMS 14-9
WRNO deb 30	KITS 9-6	PWR99 13-10
KHTR deb 33	WLWL 12-7	KDWB 15-11
Y100 deb 34	Y107 10-7	KMEL 18-12

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)
CROWDED HOUSE	2.72	23	5	0	9	6	8

Tina Turner

What You Get Is
What You See

FLASHMAKER WINNER!
49-43 HITS TOP FIFTY SINGLES!

KTKS add
B97 add
Z94 add
KWK add
KIMN add
KCPX add
Y107 add

WLS deb 26
KPKE deb 31
WXKS deb 32
KHTR deb 32
PRO-FM deb 32

Y108 27-20
B96 31-23
WCAU 36-29
BREAKING AT:
KRBE
KUBE
WKT1

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)
TINA TURNER	2.52	22

Duran Duran

Skin Trade

FLASHMAKER!
DEBUT 46 HITS TOP FIFTY SINGLES!

Y108 add
G105 add
KKAZ add
KNIN add
KTRS add
KLUC add

Z94 deb 30
KIIS deb 32
PRO-FM deb 35
KATD deb 35
KROQ 10-7
Y95 25-21

B104 28-24
WAVA 30-26
99DTX 37-33

ALSO BREAKING AT:
KTKS Y100 KWK
WBLI Z93 WCZY
KEGL Q107 WMMS

Freddie Jackson

Have You Ever
Loved Somebody

KHIT add
WKSI add
WFMI add
KYRK add
KWSS deb 31

WHYT 20
KMEL 31-22
FM102 27-23

BREAKING AT: KRQ
KCAQ
KMGX
WDJX

Y100
Y106
99DTX
WKSS
WKRZ

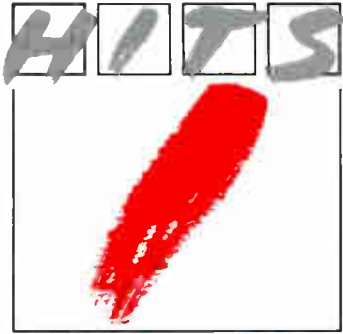
Poison

TALK DIRTY TO ME

**HOT VIDEO AND NATIONAL TOUR
PRODUCING BIG ALBUM SALES
EVERYWHERE!**

DEBUTS 42 HITS TOP FIFTY ALBUMS!
**"TALK DIRTY TO ME" FROM THE ALBUM
"LOOK WHAT THE CAT DRAGGED IN"!**





EARPICKS

JAY DOWD/ WKSS/ HARTFORD
Aretha/George/R Nevil/Winwood/Venetians

GARY DUNES/ 93Q/ SYRACUSE
Aretha/George/ Survivor/ Kool/ W Party

GREG EDWARDS/ KO93/ MODESTO
A-Ha/ Starship/ L Gramm

SELBY EDWARDS/ K98/ AUSTIN
C House/Winwood/Nouveau/Madhouse

VALERIE ELLIOTT/ VIN VDR/ KALA
Starship/ L Gramm/ REO/ Genesis

JAY GARVIS/ WVSR/ CHARLESTON
P Lekakis/ Survivor/ Bangles/ Aretha/George

LISA GILES/ KITY/ SAN ANTONIO
Aretha/George/ G Abbott/ Bangles/ C Girls

DAVE GILLEN/ WKSE/ BUFFALO
Beaters/ D Allen/ Venetians/ G Medeiros

JOEY GIOVINGO/ B97/ NEW ORLEANS
Survivor/ Bangles/ G Abbott/ Genesis

KELLY GORDON/ KTRS/ CASPER
Survivor/ R Nevil/ R Cray/ S Winwood

WENDY GREEN/ TWR/NTL/ SACR
Aretha/George

MARCIE GUCKIAN/ KTKS/ DALLAS
Bangles/ G Abbott/ B Jovi/ C Crisis

H. GUILFOIL/ WAX WKS/ OWENS
Starship/ S Hagar/ Barbusters/ R Nevil

KEVIN HAINES/ 92X/ COLUMBUS
G Abbott/ Bangles/ Aretha/George/ W Party

KATHY HALTIGAN/ RECORD WOR/ NY
Aretha/George/H League/Pretenders/Genesis

BRAD HANSON/ WRQN/ TOLEDO
Aretha/George/ G Abbott/ W Party/ Ratt

LAURIE HARDISON/ WFME/ BAT RGE
Barbusters/ Aretha/George/ S Hagar

B.J. HARRIS/ KX104/ NASHVILLE
L Gramm/ Hipsway/ G Abbott/ S Winwood

JIMMY HEIKKALA/ RAINBOW/ SF
Aretha/George/ P Wolf/ C Crisis/ H League

STAN HELEVA/ WALL TO WA/ PHILA
H League/ Venetians/ S Miller/ R Nevil

JIMMY HIGGINBOTHAM/ Z96/ COL
S Miller/ G Abbott/ S Winwood/ R Cray

STEVE HOBERMAN/ RTI/ OMAHA
N Griffith/ G Allman/ Communards/ Expose

MATT HUDSON/ Z104/ MADISON
Bangles/ Hipsway/ B Sisters/ Sheila E

MARK JACKSON/ WHYT/ DETROIT
Barbusters/ Venetians/ Aretha/George

BOB JACKSON/ WBAM/ MONT
C Nouveau/ 'Til Tues

ESA KATAJAMAKI/ NAVARRE/ MPLS
Aretha/George/ Genesis/ H League/ P Wolf

KANDY KLUTCH/ WAPE/ JACKSON
Madhouse/Aretha/George/Winwood/Paul L

LENNY LEON/ PACIFIC CO/ CHATS
Aretha/George/ Barbusters/ Venetians/ P Wolf

KAREN LONG/ TURTLES/ ATLANTA
C House/ H Alpert/ P Echo

MIKE MANDZIA/ BUZZARD'S/ COL
Expose/ REO/ Communards/ R Nevil

GREG MARSHALL/ ST SIDE/ ST LOUIS
Venetians/ D Sanborn/ W Party

DAVID MARTIN/ KZIO/ DULUTH
T Turner/ P Sisters/ R Nevil/ L Justice

MIKE MASKA/ SAM GOODY/ NJ
Aretha/George/ H League/ Barbusters/ P Wolf

JAY MCCALL/ KOZE/ LEWISTON
Barbusters/ P Smyth/ N Order/ H League

STEVE MCVIE/ WKPE/ CAPE COD
Club N/Hipsway/Aretha/George/S Hagar

KATHY MEANS/ WCZY/ DETROIT
H Alpert/ Kool/ Club N/ S Hagar

DEE ANN METZGER/ KPKE/ DENVER
B Geldof/ B Dish/ Bangles/ P Possession

WALTER MICHALSKI/ THE WIZ/ NY
C Girls/ Jill/ Giggles

BOB MITCHELL/ WKSS/ HARTFORD
S Hagar/ Aretha/George/ R Nevil/ C DeBurgh

J.J. MONTANA/ KBFM/ BROWNSVILLE
C Nouveau/ R Nevil/ G Medeiros/ 8 Seconds

KEITH NAFTALY/ KMEL/ SF
System/ C Girls/ Bangles

STEVE NAGANUMA/ KMJK/ PORT
P Smyth/ H Alpert/ P Simon/ Georgio

NATHAN NORRIS/ WCKN/ GREEN
S Winwood/ Aretha/George/ C Nouveau

GYNNY O'HARA/ KIIK/ DAVENPORT
C Crisis/ G Abbott/ Survivor/ W Party

BOB O'NEIL/ KITE/ CORPUS CHRISTI
C Nouveau/F Jackson/Madhouse/Sweet S

MIKE OLIVER/ B93/ AUSTIN
8 Seconds/ R Cray/ C Girls/ R Nevil

VICKI OLIVERA/ SEA PORT O/ PORT
R Lynch/ Hipsway/ C Hay/ D Sanborn

T. PARKER/ WGFM/ SCHENECTADY
R Cray/Aretha/George/Bangles/Winwood

LOU PATRICK/ KJ103/ OK CITY
Aretha/George/ Venetians/ C Nouveau

JIM PAYNE/ WRVQ/ RICHMOND
D Allen/ Venetians/ P Smyth

RACHEL PERKOFF/ GLO SAT/ LA
P Wolf/ R Cray/ S Winwood/ P Furs

JIM PRIMERANO/ TRANSC/ BUFF
Barbusters

CHUCK REDDEN/ KNAN/ MONROE
G Abbott/ Bangles/ JD Williams/ R Nevil

J.J. RICE/ 98PXY/ ROCHESTER
Aretha/George/Georgio/D Allen/Winwood

BETH RINGWALD/ UNIVERSAL/ LA
B Lee/ D Parton/ PP & Mary/ H Williams Jr

DAN ROSE/ WVSR/ CHARLESTON
L Gramm/ P Lekakis/ R Cray/ G Medeiros

STEF RYBACK/ KC101/ NEW HAVEN
Aretha/George/ S Hagar/ F Jackson/ P Wolf

EDDIE & THE TIDE



"WEAK IN THE PRESENCE OF BEAUTY"

(7-99470) also available as a promotional 12" (PR 1023)

ON YOUR DESK NOW!

from the forthcoming album *Looking For Adventure* (90586)

Produced by Keith Olsen



ON ATCO RECORDS

Division of Atlantic Recording Corp.

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INPLAY

An alphabetical listing of currently active singles

ARTIST TITLE	PRODUCER WRITER	LABEL TIME	COMMENTS
BERLIN YOU DON'T KNOW	Richards/Ezrin/Berlin Crawford	Gef-7-28486 3:18	Great ballad scores second week action with adds at KDWB, KZZU and KQIZ. Developing at 94Q in Atlanta.
BURNS SISTERS BAND BEAT OF A HEART	Gottelrer Burns/Riddle	Col-38-06641 3:57	Lots of interest here. Building a secondary base. One to watch.
CETERA, PETER BIG MISTAKE	Omartian Cetera/Galpin	WB-7-28507 4:20	New adds this week include WRVQ and WAPI. Now in heavy rotation at MTV.
CHINA CRISIS ARIZONA SKY	Langer/Winstanley China	A&M-2902 4:10	Great sounding record picks up strong early support from KITS and FM102. New this week at Y97.
HALL, DARYL SOMEONE LIKE YOU	Hall/Stewart/T-Bone Hall	RCA-5105-7-R 4:07	Great ballad from his solo album picks up new support at B106 in Baltimore.
HAY, COLIN HOLD ME	Millar Hay	Col-38-06580 4:09	New adds on former Man At Work include WKDD, FM100, KKAZ, 95XXX, 100KHI and KISR. See Crossovers.
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 and WCZY. New adds include PRO-FM.
HUMAN LEAGUE LOVE IS ALL...	Jam/Lewis Harris III/Lewis	A&M-2918 4:06	Third cut from album produced by Jimmy Jam and Terry Lewis. One to hear.
IDOL, BILLY DON'T NEED A GUN	Forsey Idol	Chrys-43087 4:30	Great new video is just out this week and should help the project. It has done the trick before.
JACKSON, FREDDIE HAVE YOU EVER...	Eastmond Eastmond/Skinner	Cap-5661 4:16	Former #1 urban smash picks up new support from WKSI and KHIT. Album sales remain strong.
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 artist is receiving lots of exposure on MTV.
KINKS LOST & FOUND	Davies Davies	MCA-53015 4:33	KITS highlights the action on this just released 45. One to hear.
MEDEIROS, GLENN NOTHING'S GONNA...	Stone Masser/Gaffin	Amherst-311ABJ 3:45	Indie distributed single moved to #2 at KZZP and is now spreading. See Flashmakers for details.
POINTER SISTERS ALL I KNOW...	Perry Ragovoy/Levitt	RCA-5112-7-12 4:05	New adds this week include WNNK, WKRZ, US1 and WKPE.
PSYCHEDELIC FURS HEARTBREAK BEAT	Kimsey Butler/Aston/Butler	Col-38-06420 4:03	Hot new track. Adds include KDWB and WKRZ.
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/Minifield	WB-7-28580 4:10	Taking strong moves where played. Developing urban and selling singles already. Potential hit record.
SHRIEKBACK GUNNING FOR...	Mackillop/Andrews Allen/Andrews/Barker	Island-7-99480 4:34	Great new sounding record is developing at KITS in San Francisco.
SIMON, PAUL BOY IN THE BUBBLE	Simon Simon	WB-7-28460 3:45	Third single from Grammy nominated album scores with adds at RK102, WGH, KATD and KROQ. See Flashmakers.
STACEY Q WE CONNECT	St. James Wilcox	Atl-7-89331 3:42	Major market hit picks up new support at PWR 99.7, WIGY, WKPE and G105. Big club record.
TRIUMPH ONE MORE NIGHT	Clink Martin/Fanucchi/Schon	MCA-53014 3:28	Second single from MCA debut album. Adds include KZZU in Spokane.
VENETIANS SO MUCH FOR LOVE	Swinn Opitz	Chrys-43056 3:40	Pop natural scores with second week adds at KIYS, WJAD and WCGQ. Programmers like this one. Watch closely.
VERA, BILLY I CAN TAKE CARE...	Baxter Vera	Rhino-74404 3:26	Re-release follow-up scores with adds at WNCI, KSND, KKAZ, KZFN and KBIU. One to watch.
YOUNG, PAUL WHY DOES A MAN...	Padgham/Young/Kewley Young/Kewley	Col-38-06630 4:21	Second cut from his current album is developing in the secondaries and in Cleveland.

ROCKLINE

HOSTED BY BOB COBURN

REO

SPEEDWAGON



FEBRUARY 16 • 11:30 PM EST

LIVE ON

GLOBAL SATELLITE NETWORK

DISTRIBUTED IN THE U.S. EXCLUSIVELY BY

abc rock radio network

Contact: ABC Radio Networks Special Programming Department 212-887-5219

Sponsored
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Budweiser
BREWERY



SPOTLIGHT

BY
MICHAEL
CORCORAN



Terry Worrell
President



There are two record stores within walking distance from my house in Austin, TX, and they couldn't be more different. One is a tiny independent, located in a small storefront that once was a shoe repair shop. It's a friendly place, with humorous displays and irreverent signs, the kind of shop you'd walk in to find that rare import or small label 12" single.

Those mom-and-pop operations are great, but the real retail action occurs down the street at the bustling Sound Warehouse outlet, one of 100 clustered in large metropolitan areas through eleven states in the mid and southwest. This particular store is located in a giant, free-standing building prominently set on a street where the daily traffic count has been measured at more than 50,000 customers.

The Sound Warehouse layout is designed to promote impulse buying, rather than browsing, although the latter's quite important, too, since it directly leads to sales. The interior is well-lit and thoroughly departmentalized, so consumers can find exactly what they're looking for. With each store stocking an average of 4,000 video ti-

tles and a comprehensive selection of compact discs, Sound Warehouse has placed itself at the forefront of the new technology in home entertainment. So, though I may spend more time at Sparky's Vinyl Donut, I end up spending more money at Sound Warehouse.

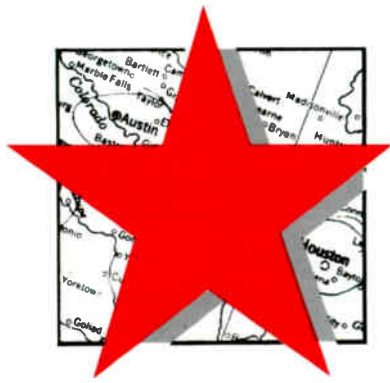
In last year's report to Sound Warehouse stockholders, president Terry Worrell had some very good news. Revenue was up nearly 20% over the previous year, with 13 new stores opened and revenue at existing outlets up 12%. Video rentals were responsible for at least some of that growth, jumping 77% to account for nearly 12% of the total gross. In recognition of those achievements, the Dallas, TX-based chain was honored as "Retailer of the Year" by the National Association of Record Manufacturers. And, if you think '86 was good, wait until you hear what's in store for Sound Warehouse this year....

Seventeen full-line Sound Warehouses, along with eight video-only locations, are slated to open in 1987. Major expansion is planned for the Chicago area, where nine leases have been signed. The company is

also set to make initial forays into the southeast, with outlets opening in Florida and Georgia. Kay Moran, Chairman of the Board, is especially excited about the downtown Chicago Sound Warehouse, which will fill four floors with albums, cassettes, compact discs, videos and an array of home entertainment software.

"We've always kept an eye on Tower Records," admits Moran when asked if the Chicago store was Sound Warehouse's version of its rival's superstores in New York, Los Angeles and London. "Russ Solomon was instrumental in helping me and Dan get Sound Warehouse off the ground."

Dan Moran, Sound Warehouse's founder, was killed in a car accident four and a half years ago. He and his wife, Kay, opened the first Sound Warehouse in Oklahoma City in 1972. Moran eventually convinced his former Wichita Falls High School classmates Terry and Sharon Worrell to open a branch of the chain in Dallas in 1974. At the time, Terry was working as a stockbroker and about to take a new job in Little Rock, Arkansas, when his one-time school chum came to Dallas for a visit.



TEXAS' SOUND WAREHOUSE: "LONE STAR SUCCESS STORY"



"He kept insisting to Terry, 'This is a business you ought to get into,' and laid out his own plans," reminisces Sharon. Needless to add, the Worrells never did make it to Little Rock, as Dan convinced them to give the record retail business a whirl. They've never looked back.....

From the very start, the Sound Warehouse strategy has been constructed around the same theme—"bigger is better."

"Certainly one of the keys to our success is the size of our store," says Worrell.

An average Sound Warehouse location covers 9,700 square feet of floor space, with new stores now in buildings which measure more than 11,400 square feet. This spaciousness offers the Sound Warehouse customers greater selection, convenience and prices. With its vast inventory of video and music titles, crossover sales are the result. A record buyer decides on the spur of the moment to rent a movie. When he returns the next day, he may pick up the soundtrack to the film he saw the night before.

The idea to open some video rental-only stores for the new year came about through the experience gained at full-line Sound

Warehouse outlets.

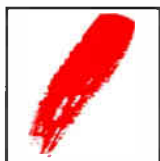
"We believe the majority of movie rental customers are drawn from a three to four mile radius," says Terry Worrell, adding that the distance is closer for purchases because a rental transaction requires more than one visit—one to rent and one to return. The video-only locations will be positioned between the full-line stores. With the number of households owning videocassette recorders expected to jump from the current 30 million to 75 million by 1990, Sound Warehouse has positioned themselves perfectly to take advantage of that growth.

The '90s will also see compact disc players in more than 14 million homes, up from approximately one million today. Head buyer Tracy Donihoo makes sure all Sound Warehouse stores are well-stocked with CD's, though he insists the dynamic rise of the new configuration will not make vinyl albums or tape cassettes obsolete. At least not yet.....

"Albums and cassettes will continue to represent most of our sales until the compact discs come out simultaneously with LP/tape release," he insists, citing figures

that the vinyl/tape configurations represented 55.9% of Sound Warehouse's total sales figures. Currently, most titles don't become available on CD until a month or two after the official release date, though that is rapidly changing as disc plants catch up to demand. Classical music still represents Sound Warehouse's best-selling compact disc releases, with jazz right behind.

Sound Warehouse's annual report for 1986 suggests its success can be traced to "having stores in convenient locations with ample parking, a large selection of merchandise, prices which are generally lower than our competition and knowledgeable, helpful sales personnel." Combine that with a stewardship which has anticipated the home entertainment boom and you have a full-fledged success story. The li'l ole distributor is now one of the country's largest, a tribute to its home state, which doesn't settle for less. I may never go back to Vinyl Donut again.



RERAP

by Toni Profera

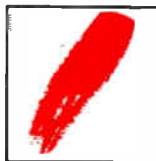
Folks at local ticket outlets in St. Louis had their hands full last week when tickets for the **Bon Jovi/Cinderella** show went on sale for Kiel Auditorium (10,000 seats). As **Mike Clark** (CML Onestop) describes it, "They are only booked for one night in February and all ticket locations had just about riot conditions!" In one store 400 kids spent the night waiting for the doors to open and in another, the door was bashed in. Luckily no one was hurt. It's only Rock & Roll! Other metal muse—**Mike Mandzia** of **Buzzards Nest** (Columbus) is stocking the cupboard up in preparation for the expected appearances soon of metalers **Slayer**, **WASP**, **Raven**, **Saxon** and **Iron Maiden** with **Stryper**.... More Alternative Marketing—**Strawberries** (Boston) is offering an innovative store advertising program to major labels for developing acts. The program consists of one month of in store airplay sandwiched in between informative raps and information on the artists (i.e. tour info., bio., and sale price, etc). In addition to that there is intensive merchandising. Says **Jeff Cohen** of **Strawberries**, "Last month was

Poison Pen



Member of **Enigma's Poison** practice writing their names at a recent in-store at the **Record Bar** outlet in **Corpus Christi**. The band scored in the **Top Five Breakout winners** (see page 44).

Robert Cray and **Housemartins**. Housemartins went top 20 for the chain, and the other is obvious." Coming up are **Hipsway**, **Europe**, **Expose**, **Club Nouveau**, **Shirley Murdoch**, **Shriekback** and **Poison**. Ten to 15 acts go through the program per month.... Jetsetting around—Not only do the **Jets** have a single in the Top Ten and a fast resurging album, but they were on hand to lend support in their home town of Mpls. to the Variety Club for the Children's Hospital of Minn. Festivities were a celebrity race and fashion show. The girls modeled fur coats and the boys competed in the snow mobile race.... **Tower** takes the East Coast, market by market—The end of Feb. will see the Philly market enjoying the addition of the fourth superstore the formerly West Coast chain has opened on the Atlantic coast in the last two years. Two in NYC (uptown and downtown), one in Washington DC and now here on South Street in Philadelphia. March 9 through April 8th marks the grand opening celebration in advertising with TV, Radio and Print scheduled for that time period in addition to a store wide sale.... "Sign my axe please!!" — 500 people, more or less, gathered at the largest **Sound Warehouse** store in Dallas recently to say "hi" to rocker **Stevie Ray Vaughan**. Reports have it that many lucky fans and would be rock guitarists got their guitars autographed.... More rock in Texas—Jon Bon Jovi stopped traffic in a San Antonio Sound Warehouse store when he ventured out to do some shopping. His personal choices, according to the manager were **Robert Cray** and some **Stones** records. They were in town for their tour, having played the previous night.



BALLS

The Hits Weekly Sports Column

This week's column by Roy Trakin

BASEBALL: Wonder who's gonna be first to sign a free agent, doncha? Now that **Lance Parrish's** negotiations with the Phillies have gone kaput, not one quality free agent is close to an agreement. You know guys like **Tim Raines**, **Andre Dawson** and **Bob Horner** will find a home, but what about overpriced, possibly over-the-hill commodities like **Ray Knight** and **Ron Guidry**? Will they sit out until May 1, the official date they can begin talks with their old clubs? We can't see those two guys getting their inflated value's worth anyplace but New York, can you? Speaking of En Why, if things keep goin' the way they're goin', the **Mets** may not have enough players to field a team. What next? **Davey Johnson** overdosing on Roloids? **Len Dykstra** drafted? Let's get spring training started already before anything else happens.....

FOOTBALL: Yeah, it's over, finally, the biggest anti-climax since they brought back "The Andy Griffith Show" without the late **Floyd the Barber**. Football just doesn't have the same populist joy of baseball, and we're not just saying that because we're **Jets** fans either. Trouble with the **Giants'** victory is, the only ones who can truly participate are those 70,000 die-hards who've made every game a sell-out since the Colts beat their beloved Jints in the famed 1958 overtime game. Everyone else experiences the thrill vicariously, through TV. It's no wonder the disputed N.Y.-N.J. victory celebration was so muted. Only 25,000 lunatics braved the sub-teen temperatures for the **Giant** tribute, which featured appearances by **Tiny Tim**, **Irwin Corey** and 1,000 **Pete Rozelle** imitators. Oh well, if only **Lance Mehl**, **Joe Klecko** and **Gastineau** hadn't gotten hurt, they'd be holding that party at.... **Giants'** stadium? **Leon Hess** got what he deserved.... clean bathrooms, and when is **Al Davis** gonna move those Raiders where they belong? Back to Brooklyn, of course.....

BASKETBALL: Where oh where are those 6'1" balding Jewish guys from schools like CCNY and Brooklyn College who could pop that two-handed set shot from 25 feet? No, basketball's a way different game than it was even ten-twelve years ago, when the **N.Y. Knicks** were the first and last word in the fabled five-man team game they raised to an art. Forgive us while we wait until **Bernard King** returns sometime in 1990. As for the other NBA teams, why doesn't the rest of the league give it up, and let's get down to the semi-final playoffs right away, shaping up to be **Dallas vs. Lakers** in one and **Atlanta vs. Celtics** in the other. With **Sampson** and **Ruland** out, that effectively eliminates **Houston** in the West and **Philly** in the East, though **Chicago** and **Detroit** could still make trouble with superstars **Michael Jordan** and **Isiah Thomas**.

HOCKEY: Wake us when **Wayne Gretzky** gets to 200 points and **Edmonton** and the **Flyers** are about to play the final game, will ya?

YACHTING: Yes, **Dennis Conner's** a household name, tacking a national game. Sorry, cap'ns, but yachting has as much chance of capturing the public imagination here in the States as chess. Speaking of, where is **Bobby Fischer** these days? Never mind **Boris Spassky**....

CUPID'S EARPICKS

KANSAS



POWER

PRODUCED BY ANDREW POWELL
FROM THE ALBUM "POWER"
BUDD CARR/THE CARR COMPANY

FLASHMAKER!

WMMS	add	95XXX	add
WRNO	add	Y97	add
Q100	add	WPFM	add
WXLK	add	WIKZ	add
KIYS	add	WOMP	add
KIKX	add	WVBS	add
WJMX	add	WDAY	add
KEYJ	add		

ALSO BREAKING AT:

KRBE	WTLQ
PWR99	WKRZ
WLOL	93Q
KCPW	KTUX
KCPX	KZZU
WROQ	WGFM
WBCY	WPST

COMMUNARDS



DON'T LEAVE ME THIS WAY

CROSSOVER!

PRODUCED BY MIKE THORNE
HOT VIDEO AND
GREAT CLUB RECORD!
TOP TEN SALES AND REQUESTS IN
BOSTON AND HOUSTON!

KWSS	add	WSPK	add
WRVQ	add	WKRZ	add
WKSI	add	WZYP	add
KEYJ	add	B98	add
WCIL	add	WLRW	add

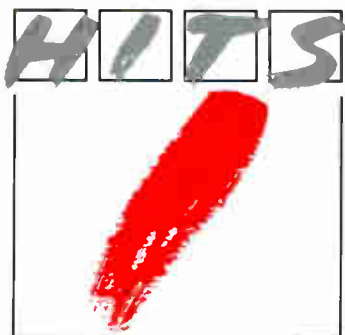
ALSO BREAKING AT:

WCAU	K98
WXKS	WROQ
B96	WKRZ
KDWB	BJ105
KS103	KTUX
FM102	Z102
KWOD	WNNK
KKRZ	KEZB
KCPX	KRQ
WNVZ	KSND
KHIT	WKZL
92X	KIYS
WNCI	KRBE 7-6
	KATD 18-14
	Z95 23-19
	KITS 33-23
	PRO-FM 32-26

THE KINKS
LOST AND FOUND

ON YOUR DESK!

MCA RECORDS



TOP FIFTY ALBUMS

Bon Jovi and the Beasties continue doing the two step, battling for chart supremacy. It was a great week for Epic as two of their pet projects, Europe and Luther Vandross, both ascended into the

Top Ten. And it was another strong week for heavy metal as Tesla on Geffen scored in as the highest debuting new album, ahead of Poison and Stryper (both on Enigma/Capitol).

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BON JOVI	SLIPPERY WHEN WET	PolyGram 830264	#1 45 also	107.6
2	2	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Exploding	94.1
4	3	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Tonight 45 the key	42.6
3	4	BANGLES	DIFFERENT LIGHT	Columbia 40039	4th single breaking	42.0
5	5	BRUCE HORNSBY	THE WAY IT IS	RCA AFL 1 5904	Multiple hits	40.4
7	6	JANET JACKSON	CONTROL	A&M SP 5106	Fifth single hot	38.6
6	7	CINDERELLA	NIGHT SONGS	PolyGram 830076-1	Solid	37.3
19	8	EUROPE	THE FINAL COUNTDOWN	Epic 40241	New superstars	27.1
10	9	GEORGIA SATELLITES	GEORGIA SATELLITES	Elektra 60496-1	Hot single leads	26.8
15	10	LUTHER VANDROSS	GIVE ME THE REASON	Epic 40415	Pop appeal	25.9
8	11	BOSTON	THIRD STAGE	MCA 6188	Lots of hits	25.7
9	12	HUEY LEWIS	FORE	Chrysalis 41534	Lots of hits	25.0
11	13	LIONEL RICHIE	DANCING ON THE ...	Motown 6158	Slowing some	25.3
14	14	PAUL SIMON	GRACELAND	WB 25477-1	Grammy nominee	23.4
16	15	ANITA BAKER	RAPTURE	Elektra 60444	Won't die	23.3
13	16	MADONNA	TRUE BLUE	Sire 25442 (WB)	Steady	23.2
12	17	RUN-DMC	RAISING HELL	Profile 1217	New 45 out	22.0
18	18	BILLY VERA	BY REQUEST	Rhino 70858	New 45 out	21.7
21	19	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	45 breaking now	18.4
20	20	PETER GABRIEL	SO	Geffen GHS 24088	Grammy nominee	18.1
34	21	BRUCE WILLIS	RETURN OF BRUNO	Motown 6222	Hot 45 leads	17.6
17	22	GREGORY ABBOTT	SHAKE YOU DOWN	Columbia 40437	New 45 exploding	17.3
29	23	CLUB NOUVEAU	LIFE, LOVE & PAIN	WB 25531	Hot single leads	17.0
25	24	SAMANTHA FOX	TOUCH ME	RCA 10212-1-J	Needs new 45	16.6
22	25	BRUCE SPRINGSTEEN	LIVE 1975-1985	Columbia 40558	Steady	16.1

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



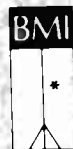
BMI
music



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LOW C.P.M.S!**

Your BMI "blanket" license agreement gives you unlimited access to over 1,500,000 songs created by more than 50,000 songwriters and composers. It also eliminates the time-consuming and expensive process of negotiating with individual copyright owners for each piece of music your station wishes to use. For almost 50 years, BMI has consistently delivered the high-quality music that has helped broadcasters achieve top ratings.

Your license to the world's greatest music



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TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	BILLY JOEL	THE BRIDGE	Columbia OC 40402	Needs new single	15.1
26	27	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Grammy nominee	14.2
30	28	RATT	DANCING	Atlantic 81683-1	Single breaking	13.3
31	29	FREDDIE JACKSON	JUST LIKE...	Capitol ST-12485	New single hot black	11.0
23	30	POLICE	EVERY BREATH ...	A&M 3902	Greatest hits	10.8
33	31	CAMEO	WORD UP	PolyGram 830265-1	New 45 hot	10.1
--	32	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL8-8212	Won't die	8.9
--	33	TESLA	MECH. RESONANCE	Geffen 24120	Heavy metal hit	7.7
42	34	GEORGE STRAIT	OCEANFRONT...	MCA 5913	Hot country	7.6
41	35	PRETENDERS	GET CLOSE	Sire 25488-1 (WB)	New 45 growing	7.3
39	36	DEEP PURPLE	HOUSE OF BLUE LIGHT	PolyGram 831318	Comeback	7.1
37	37	LITTLE SHOP	SOUNDTRACK	Geffen GHS 24125	Steady seller	6.9
38	38	JOURNEY	RAISED ON RADIO	Columbia 39936	Hot callout 45	6.7
40	39	EDDIE MONEY	CAN'T HOLD BACK	Columbia FC 40096	Steady sales	6.2
47	40	LOS LOBOS	BY THE LIGHT...	Slash/WB 25523-1	Breaking big	6.0
45	41	ERIC CLAPTON	AUGUST	WB 25476-1	Gaining	5.8
--	42	POISON	LOOK WHAT THE CAT..	Enigma 12523 (Cap)	Comin' at ya!	5.7
35	43	CHICAGO	18	WB 25509	Steady	5.1
36	44	ROBBIE NEVIL	ROBBIE NEVIL	Manhattan 53006	2nd single starting	5.0
--	45	MADHOUSE	8	P. Park 125545 (WB)	Hot instrumental	4.9
--	46	STRYPER	TO HELL WITH THE ..	Enigma 73237 (Cap)	Metalmania!	4.7
48	47	ARETHA FRANKLIN	ARETHA	Arista 8442	Duet smokin'	4.6
49	48	KOOL & THE GANG	FOREVER	PolyGram 830 3981	New 45 starting	4.5
24	49	CYNDI LAUPER	TRUE COLORS	Portrait OR-40313	Down this week.	4.3
--	50	READY FOR THE WORLD	LONG TIME COMING	MCA 5829	Up and down	4.2

NEXT UP

DAVID SANBORN (WB)
 HANK WILLIAMS JR. (MCA)
 ALAN PARSONS (Arista)

NEW EDITION (MCA)
 BILLY IDOL (Chrysalis)
 JETS (MCA)

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

SLAM DUNK

CAMEO *Candy*

26-23 HITS TOP FIFTY SINGLES!
HITS TOP FIFTY ALBUMS!

Z100 add WAVA deb 27
 KXX106 add WNNK deb 37
 94TYX add WCAU deb 38
 WABB add Z93 deb 38
 WIKZ add 93Q deb 38
 WFXX add
 WKSF add Y106 9-2
 KTFM deb 22 WCZY 6-4
 Y107 deb 26 KRBE 15-9

FM102 15-10
 WROQ 16-12
 KIIS 14-12
 Y95 16-13
 WXKS 22-16
 WKSS 23-18
 KWSS 21-18
 B104 23-19
 KS103 26-23
 KZZP 30-24
 B106 30-26
 PWR99 29-26
 KWOD 32-28
 KKRZ 31-28

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	2.18	22	10	5	8	8	10

ROBERT CRAY *Smoking Gun*

CROSSOVER WINNER!
HITS TOP FIFTY ALBUMS!

KRBE add
 KWOD add
 WAPI add
 WTLQ add
 WGFM add
 95XIL add
 WCIL add
 100KHI add
 KSMB add

Y100 add
 WSSX add
 WQCM add
 WBCY deb 23
 B97 deb 30
 PWR99 deb 33
 KMJK deb 35
 KNBQ deb 38

WMMS deb 40
 RK102 deb 40
 KHIT 11-9
 94Q 21-15
 WXLK 23-19
 KKRZ 34-25
BREAKING AT:
 WCZY
 KPLZ
 95INZ
 PRO-FM
 Z93

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
ROBERT CRAY	2.52	5	10	9	3

KOOL & THE GANG *Stone Love*

FLASHMAKER!
HITS TOP FIFTY ALBUMS!

KHTR add WPFM add
 WNVZ add KKRD add
 KX104 add WCGQ add
 WROQ add Q104 add
 WBCY add KC101 add
 Q100 add
 WGTZ add Y100 deb 30
 KTUX add FM100 deb 34
 WERZ add KMEL deb 35
 WJMX add Y106 deb 37
 KZFN add
 KLIK add
 KLUC add

WDJX deb 38
 WCAU 32-25
 WKSS 31-28
 WNNK 39-31
 WKDD 40-33
 B96 40-34

BREAKING AT:
 WXKS
 PRO-FM
 KRBE
 KCPW
 K98
 WRVQ

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)
KOOL & THE GANG	2.32	7

EIGHT SECONDS *Kiss You (When It's Dangerous)*

FLASHMAKER!

WCAU add
 KDWB add
 WKDD add
 WNOK add
 I-94 add
 KXYQ add
 WGAN add
 KWNZ add

BREAKING AT:
 WGH-FM
 WROQ
 WTLQ
 93Q
 KCPX
 WFLY
 WRCK
 FM102
 WLOL
 KATD

BILLY BRANIGAN *Maybe Tonite*

BUILDING STRONG SECONDARY BASE

Q101 add
BREAKING AT:
 WOMP
 99KG
 KLUC



BREAKOUTS

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

Bruce Willis continues to catch the hearts of retailers nationally with solid sales strength reflected in his second straight victory. **Los Lobos** have surged to #2, ahead of **Club Nouveau** in the

#3 slot. The new **Lou Gramm** solo project grabs fourth headed by a hot single and **Poison's** heavy metal sensation finishes fifth.

WINNERS

1	BRUCE WILLIS	(Motown)	39%	6	TESLA	(Geffen)	22%
2	LOS LOBOS	(Slash)	33%	7	HÜSKER DÜ	(WB)	18%
3	CLUB NOUVEAU	(WB)	29%	8	CROWDED HOUSE	(Capitol)	18%
4	LOU GRAMM	(Atlantic)	28%	9	WORLD PARTY	(Chrysalis)	14%
5	POISON	(Enigma)	26%	10	THE THE	(Epic)	14%

BUZZARD'S NEST/MIKE MANDZIA/COLUMBUS
L Gramm
Little Shop
Crowded House
W Chung
Tesla

CAMELOT/LEW GARRETT /CANTON
Hipsway
Madhouse
G Strait
H Williams Jr
World Party

CAVAGES/JON GRANDONI /BUFFALO
Julian Cope
Crowded House
World Party
Chicago

CENTRAL SOUTH/ROBIN STEELY/NASHVILLE
Stryper
Poison
S Boys
Timbuk 3
R Cray

CML ONE-STOP/MIKE CLARK/ST. LOUIS
Los Lobos
L Gramm
C Blonde
Club Nouveau
Bruce Willis
Poison

DANJAY/DON THUERK/SEATTLE
Los Lobos
World Party
C Blonde
Julian Cope
Hüsker Dü
L Gramm

GAMCO/KATHY SHEDD/MPLS
Madhouse
Los Lobos
The The
H Williams Jr
D Edmunds
Hüsker Dü

GEMINI ONE-STOP/NANCY WALLACE/CLEVELAND
S Murdock
L Gramm
L Ends
Poison
Tesla

HARMONY HOUSE/SANDY BEAN/DETROIT
L Gramm
Club Nouveau
Poison
S Murdock
G Tiger
Jets

HARVARD CO-OP/MICHAEL TOCKER/BOSTON
Hüsker Dü
N Griffith
Club Nouveau
D Edmunds
Julian Cope

KARMA/MIKE CROWDER/INDY
R Cray
Bruce Willis
Hüsker Dü
Mentors
A Parsons

LIEBERMAN/ROB TAYLOR/CHICAGO
American Tail
S Fox
Bruce Willis
Europe
Judds

LIEBERMAN/TERRY DONOVAN/KANSAS CITY
G Abbott
Crowded House
Europe
Poison
Kansas
D & David

LIEBERMAN/MIKE BRIGANDI /MT. LAUREL
D Purple
Expose
Bruce Willis
Kinks
Europe

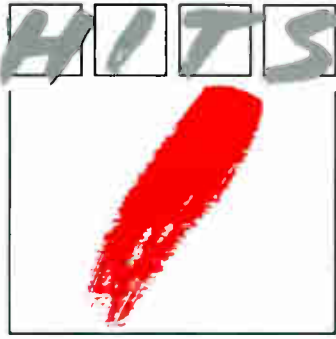
MUSICLAND/DICK ODET-TE/MPLS
Judds
Expose
L Gramm
Club Nouveau
Jets

NATIONAL RECORD MART/DOUG SMITH /PITTSBURGH
L Gramm
Club Nouveau
Tesla
Hipsway
Poison

NAVARRE/ESA KATAJAMAKI /MINNEAPOLIS
Hüsker Dü
The The
Los Lobos
D Sanborn
Steady B
World Party
Slave Raider

PACIFIC COAST ONE-STOP/LENNY LEON/CHATSWORTH
L Gramm
Expose
G Tiger
Judds
Hipsway
J Jett

PEACHES MUSIC & VIDEO/HOWIE WAHLEN/SEATTLE
PP & Mary
The The
N Griffith
Los Lobos
World Party



BREAKOUTS

PRO ONE-STOP/PAUL JOHNSON/TEMPE

Bruce Willis
Mission UK
Tesla
Smithereens
Los Lobos

RADIO DOCTORS/KATHY STAMM/MILWAUKEE

L Gramm
Judds
C Crisis
Pseudo Echo
Janet Jackson

RAINBOW/JIMMY HEIKKALA/SAN FRANCISCO

Toto
KBC
Dead Or A
L Justice
D Purple
Chicago

RECORD BAR/ROBERTA ARMIJO/CORPUS CHRISTI

Tesla
Los Lobos
D Purple
A Parsons
L & Rockets

RECORD BAR/NORM HUNTER/DURHAM

Los Lobos
Dead Or A
Jets
Hüsker Dü
H Williams Jr
Club Nouveau

RECORD WORLD/DEAN FINE/NEW YORK

The The
Expose
L & Rockets
L Justice
Los Lobos

RECORD WORLD/TIM CHRIST/BALTIMORE

Los Lobos
C Hay
C Crisis
A Parsons
Narada Sampler II

ROUNDUP/LAURA AVERY/SEATTLE

Dead Or A
K & The Gang
RFTW
S Miller
R Cray
Club Nouveau
A Parsons

RTI ONE-STOP/STEVE HOBERMAN/OMAHA

Bruce Willis
Judds
L Gramm
Poison
Little Shop

SAM GOODY/MIKE MASK A/EDISON

Poison
Bruce Willis
Judds
Los Lobos
Stacey Q
L Gramm

SEA-PORT ONE-STOP/VICKI OLIVERA/PORTLAND

D Sanborn
A Parsons
Los Lobos
Hüsker Dü
Dead Or A
Santana

SOUND VIDEO UNLIMITED/MIKE BASHKIN/CHICAGO

Bruce Willis
Club Nouveau
Poison
Tesla
Crowded House
Europe

SOUND WAREHOUSE/TRACY DONIHOO/DALLAS

Madhouse
Bruce Willis
Los Lobos
Crowded House
Tesla

STRAWBERRIES/JEFF COHEN/BOSTON

D Edmunds
RFTW
S Murdock
Club Nouveau
Hipsway
Poison

STREETSIDE/GREG MARSHALL/ST. LOUIS

Little Shop
The The
KBC
Bruce Willis

THE WIZ/WALTER MICHALSKI/NEW YORK

Bruce Willis
N Martinez
Expose
Stacey Q
Stetzsonic

TOWER/PERRY HANSON/SAN JOSE

Bruce Willis
D Purple
A Parsons

TOWER/DEB CAMPBELL/WESTWOOD

A Parsons
Crowded House
Hoosiers

TOWER/DOWNTOWN/VIC SAVINO/NYC

Mission UK
Pseudo Echo
C Crisis
Zero One
L Gramm

TOWER/UPTOWN/JIM HALE/NYC

Bruce Willis
R Nevil
R Cray
Beaters
K Bush
S Murdock

TRANSCONTINENT/JIM PRIMERANO/BUFFALO

Crowded House
D Sanborn
V Williams
Club Nouveau
Madhouse

TRANSWORLD/DAVE ROY/ALBANY

Tesla
Los Lobos
World Party
Club Nouveau
Poison
Crowded House

TURTLES/KAREN LONG/ATLANTA

Bruce Willis
Europe
R Cray
G Strait
The The
Crowded House
L & Rockets

VINYL VENDORS/VALERIE ELLIOTT/KALAMAZOO

Bruce Willis
Los Lobos
N Edition
Hipsway
D Edmunds

WALL TO WALL LISTENING BOOTH/STAN HELEVA/PHILLY

R Cray
Tesla
Club Nouveau
Poison
T Conwell

WAX WORKS/HAROLD GUILFOIL/OWENSBORO

REO
S Murdock
Bruce Willis
Poison
World Party

WESTERN MERCHANTS/DAVA ALBERTSON/AMARILLO

Bruce Willis
W Houston
B Jovi
Jets
Janet Jackson

WHEREHOUSE/RICH LOCKWOOD/LOS ANGELES

L Gramm
M Howard
Los Lobos
Club Nouveau
D Purple
The The
Little Shop

ZIPPS/LORI TEUFEL/TUCSON

Los Lobos
Hipsway
Bruce Willis
C Hay
Madhouse

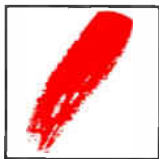


MOVIE SCORES

	TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1	PLATOON	8.1m	9555	38.3m	Atlantic soundtrack to come.
2	OUTRAGEOUS FORTUNE	5.4m	5004	13.7m	—————
3	CROCODILE DUNDEE	2.5m	2061	143.2m	Soundtrack on Varese Sarabande.
4	LIGHT OF DAY	3.5m	3397	3.5m	Soundtrack LP and Barbusters 45 on CBS Assoc.
5	BLACK WIDOW	3.4m	4662	3.4m	—————
6	FROM THE HIP	2.6m	2727	2.6m	—————
7	CRITICAL CONDITION	1.6m	1322	16.6m	—————
8	STAR TREK IV	1.6m	1579	101.7m	Soundtrack on MCA.
9	THE GOLDEN CHILD	1.5m	1412	72.7m	Contains Ann Wilson 45 on Capitol.
10	RADIO DAYS	1.3m	9762	3.4m	Soundtrack on RCA.

"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

The format changes are blowing in the wind this week. **KMET** fired all of its air staff, went to an automated sound, and put in teaser promos with a one week countdown to a new format. So, what is that format going to be? We've heard everything from Top 40, new wave, dance, etc. to New Age yuppie elevator music. That's right, spin those Andreas Vollenweider tunes! Stay tuned for updates..... Things are more concrete in Cleveland as

WNCX changes format to change to a Classic Hits format. MD **Rhonda Kiefer** told *Hits*, "The decision was made to change our 15 week old Top 40 format by the principles of Metropolis, Inc. It came as a shock to all of us." It appears obvious to us that the sensational book from **WMMS** was a major factor..... Special congratulations to **Z102's Spanky McFarland** who moves from his position in Savannah to join **Scott Shannon's Z100** in New

York as full-time swing air personality handling three shifts on weekends. **Z102's Jerry Rogers** could not have been prouder of the move for his latest protege. He is still taking credit for the success of **Dan Valli**..... **100KHI** is looking for air talent. Send cassette and resume to J.J. "Hitman" **McKay** at 2301 Coastal Highway, Ocean City, Maryland 21842..... **Tony Collins** leaves **KKYK** Little Rock for the MD position at **KJ103** Oklahoma

City..... **Kevin Haines** has been promoted to Assistant PD from MD at **92X** in Columbus..... **Shawn Skramstad** is the new Promotion Director of **KDWB** in Minneapolis..... New PD **Waylon Richards** of **KWK** in St. Louis says the station will be taking a straight on Top 40 approach. His new lineup is 5:30-10 **Steve Cochran** with **Rick Rumble**, 10-3 **Chris Knight**, 3-7 **Marc Mitchell**, 7-12 **Jimmy Page** and 12-5:30 **Steve Byes**.



Paul Simon

"The Boy In The Bubble"

FLASHMAKER!

**14 HITS TOP FIFTY ALBUMS!
MULTI GRAMMY AWARD NOMINEE!**

FM102	add	KZZB	add
KATD	add	WDLX	add
KROQ	add	WGAN	add
WGH-FM	add	WBWB	add
RK102	add	WSPT	add
KIYS	add	KTMT	add
WJAD	add	SLY96	add
WPFM	add	WCGQ	add
WBAM	add	OK95	add
		WQCM	add

ALSO BREAKING AT:

95INZ
WKSI
WBBQ

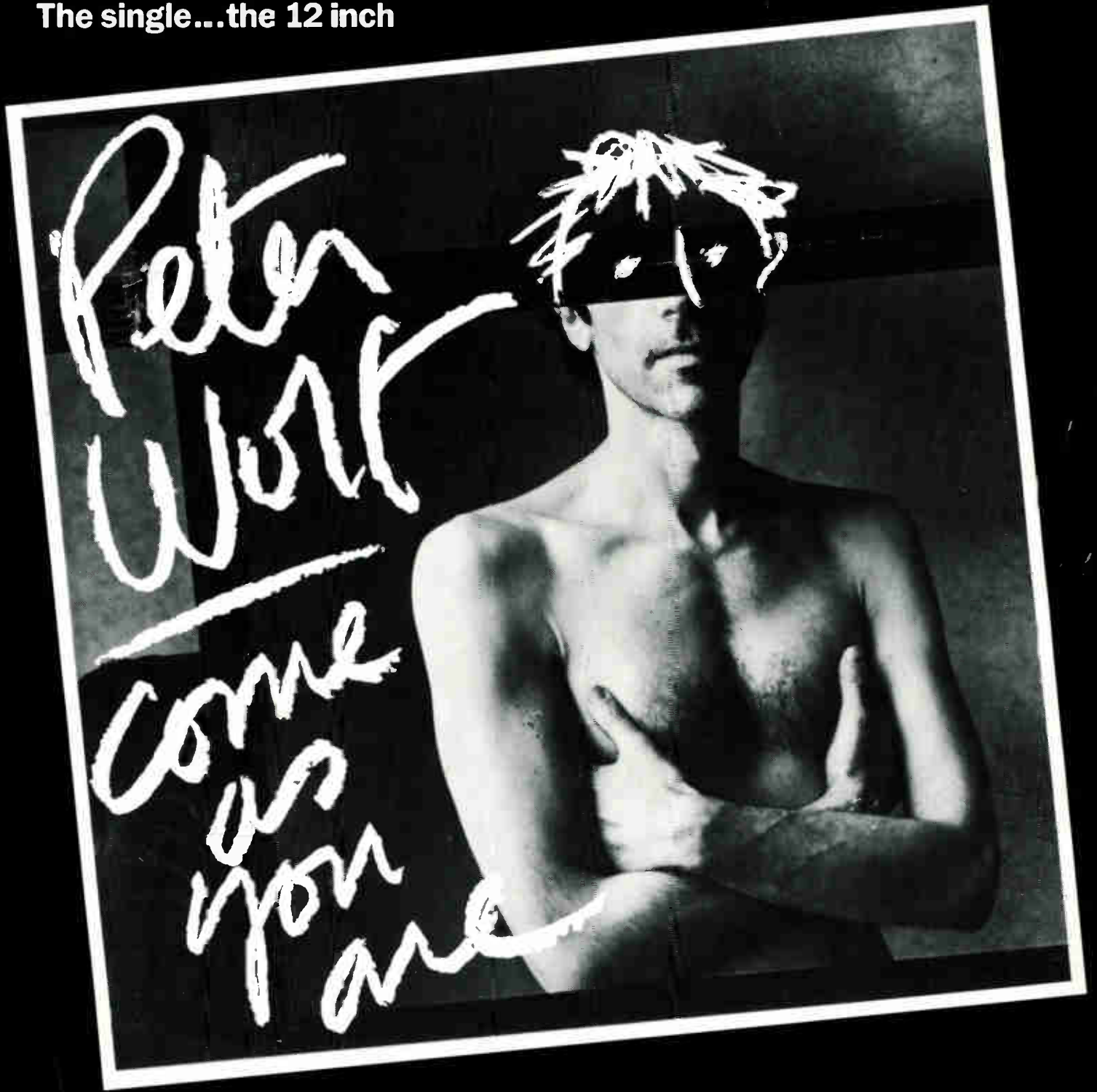
The new single from the Paul Simon album *Graceland*
on Warner Bros. Records

Produced by Paul Simon Engineer: Roy Halee



© 1987 Warner Bros. Records Inc.

The single...the 12 inch



*or don't come
at all*



Produced by: Peter Wolf and Eric "E.T." Thorngren

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