

# HITS

# YO, GAVIN

See Page 9

## WINNERS

### FLASHMAKERS

INXS (ATLANTIC)

KEITH SWEAT (ELEK)  
JC MELLENCAMP (POLY)  
RICK SPRINGFIELD (RCA)

### CROSSOVERS

TERENCE D'ARBY (COL)

JODY WATLEY (MCA)  
PEBBLES (MCA)  
O'NEAL/CHERRELLE (EPIC)

### EARPICKS

TAYLOR DAYNE (ARISTA)

INXS (ATLANTIC)  
HENRY SUMMER (CBS ASSO)  
ROBERT PLANT (ATLANTIC)

### BREAKOUTS

JAMES TAYLOR (COL)

RICK SPRINGFIELD (RCA)  
PHANTOM/OPERA (POLY)  
GM VIETNAM (A&M)

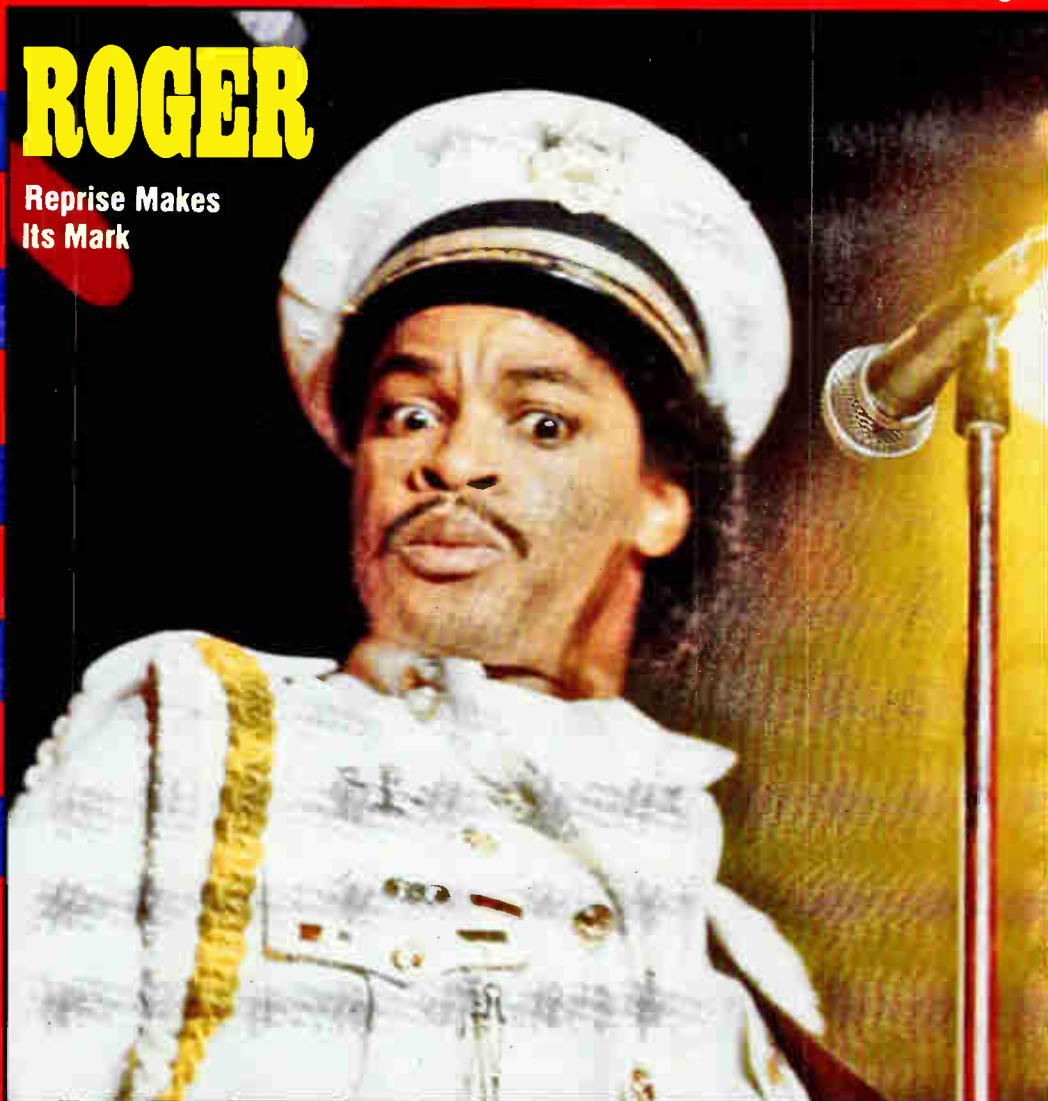
### WILDCARD

TIFFANY (MCA)

*This one's the lock of the year. See Page 8 for details.*

## ROGER

Reprise Makes  
Its Mark



## HOT NEW RELEASES

AC/DC "HEAT SEEKER" Atlantic 7-89136  
CELLARFUL OF NOISE "SAMANTHA" Epic ZS407731  
MERRY CLAYTON "YES" RCA 6989-7R  
ERIA FACHIN "SAVIN' MYSELF" Critique 7-99356  
BRYAN FERRY "KISS AND TELL" Reprise 7-28117  
GEORGIO "BEDROCK" Motown 1927

WHITNEY HOUSTON "BROKEN HEARTS" Arista AS19674  
RAY PARKER JR. "OVER YOU" Geffen 7-28152  
RAINMAKERS "SMALL CIRCLES" PolyGram 888943-7  
BRUCE SPRINGSTEEN "ONE STEP UP" Columbia 38-07726  
TIFFANY "SAW" MCA 53285  
DAVE WAKELING "SHE'S HAVING A BABY" IRS 53238

# BRUCE SPRINGSTEEN



## "ONE STEP UP" 38-07726

The new single from "Tunnel Of Love." On Columbia Records, Cassettes and Compact Discs.

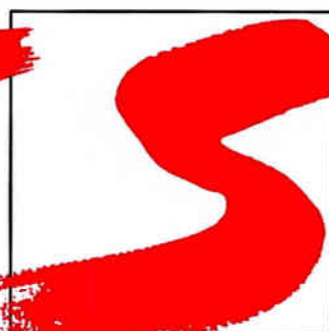
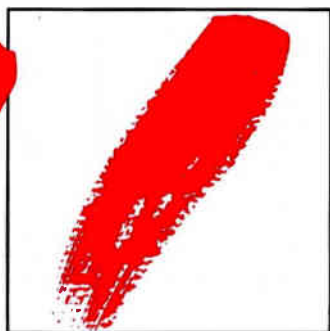
OC 40999

**BRUCE SPRINGSTEEN**  
**TUNNEL OF LOVE EXPRESS TOUR**  
**STARTING LATE FEBRUARY.**



Produced by Bruce Springsteen,  
Jon Landau, Chuck Plotkin.

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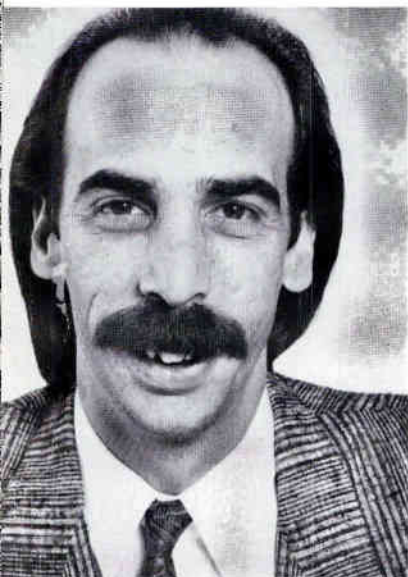
**Headquarters:**

15477 Ventura Blvd.

Suite 300

Sherman Oaks, CA 91403

(818) 501-7900



**Columbia's dapper VP Promotion Marc Benesch is one happening honcho. Not only is he red-hot with George Michael, Michael Bolton, Toto, Terence Trent D'Arby, E, W & F, LL Cool J and more, but now he's about to be everybody's best friend since he has coveted tix for the Springsteen tour. So, we're being extra kind to him and suggest you do, too.**



## 4 SINGLES

*Expose holds off the charge of George Michael, but not for long. Watch out for the heavy hitters as Debbie Gibson, Michael Jackson and Billy Ocean are on fire.*



## 32 DIALOGUE

*Chrysalis VP Promotion Daniel Glass knows the streets, because that's where he learned the biz. Hits' Hank Bordowitz gets down and dirty with Dan.*

## 41

*For the Gavin Confab, a special trio of radio interviews with KMEL's Keith Naftaly, HOT 103's Steve Ellis and KKYK's Greg Rolling, by our unusual gang of broadcast bozos.*



## 44 SPOTLIGHT

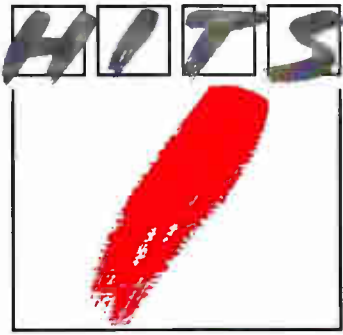
*What do Herb Alpert, Paul Atkinson and Derek Shulman have in common? They're all musicians turned record executives. Correspondent Hank Bordowitz finds out how they changed their tunes.*



## 54 ALBUMS

*Dirty Dancing is still #1, George Michael continues to pick up, David Lee Roth is smoking and Debbie Gibson is surging again.*

<b>FLASHMAKERS</b>	<b>22</b>	<b>CROSSOVERS</b>	<b>26</b>	<b>REQUESTS</b>	<b>28</b>
<i>INXS and Keith Sweat.</i>		<i>Terence Trent D'Arby is hot.</i>		<i>Debbie Gibson strikes again.</i>	
<b>EARPICKS</b>	<b>36</b>			<b>BREAKOUTS</b>	<b>52</b>
<i>Taylor Dayne and INXS.</i>				<i>James Taylor explodes.</i>	
<b>FRONT PAGE</b>	<b>8</b>	<b>NEAR TRUTHS</b>	<b>18</b>	<b>FAR TRUTHS</b>	<b>19</b>
<b>LETTERS</b>	<b>19</b>	<b>MOVIE SCORES</b>	<b>58</b>	<b>WAVE LENGTH</b>	<b>58</b>
<b>TOP TENS</b>	<b>49</b>			<b>RERAP</b>	<b>48</b>



# TOP FIFTY SINGLES

Expose shoots to the top with the group's fourth straight Top Ten winner, which barely edged out the fast charging super monster from George Michael. The Michael single may be one of those that camps out at the top for awhile. Also hot and

breaking quickly are Debbie Gibson's third straight winner, the latest (and maybe the greatest) from Michael Jackson, and the instant winner from Billy Ocean.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	EXPOSE	SEASON'S CHANGE	Arista 9640	Gigantic sales
5	2	GEORGE MICHAEL	FATHER FIGURE	Columbia 38-07682	Will go number one
4	3	PET SHOP BOYS	WHAT HAVE I DONE	EMI/MANH 50107	Steady gains
1	4	TIFFANY	COULD'VE BEEN	MCA 53231	New single shipping
8	5	PATRICK SWAYZE	SHE'S LIKE THE WIND	RCA 5363-7	3rd 45 from Dirty Dancing
10	6	RICK ASTLEY	NEVER GONNA GIVE ...	RCA 5347-7	Across the board
7	7	ERIC CARMEN	HUNGRY EYES	RCA 5315-7-R	2nd 45 from Dirty Dancing
11	8	MARRS	PUMP UP THE VOLUME	4th & Broadway 7452	Dance smash
9	9	FOREIGNER	SAY YOU WILL	Atlantic 7-89169	Steady sales
3	10	BANGLES	HAZY SHADE OF WINTER	Columbia 38-07630	Peaked
6	11	INXS	NEED YOU TONIGHT	Atlantic 7-89188	New single breaking
12	12	PAUL CARRACK	DON'T SHED A TEAR	Chrysalis 43164	Airplay leads
18	13	MIAMI SOUND MACHINE	CAN'T STAY AWAY FROM	Epic 34-07641	Lp picking up now
17	14	CHER	I FOUND SOMEONE	Geffen 7-28191-A	Comeback
20	15	BELINDA CARLISLE	I GET WEAK	MCA 53242	Big single sales
14	16	SALT 'N' PEPA	PUSH IT	Next Plateau/50063	Peaking
13	17	ROGER	I WANT TO BE YOUR ..	Reprise 7-28229	Peaked
24	18	RICHARD MARX	ENDLESS SUMMER NIGHT	EMI/MANH 50113	Hot single sales
15	19	NATALIE COLE	I LIVE FOR YOUR LOVE	EMI/Manhattan 50094	Falling
23	20	KEITH SWEAT	I WANT HER	Vntment/Ele 7-69431	Former Wildcard
32	21	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7-89129	Third smash
26	22	DAVID LEE ROTH	JUST LIKE PARADISE	Warner Bros 7-28119	Spearheading huge LP
27	23	GLADYS KNIGHT	LOVE OVERBOARD	MCA 53210	Giant crossover
25	24	COVER GIRLS	BECAUSE OF YOU	Sutra SF 819	Urban
19	25	FLEETWOOD MAC	EVERYWHERE	Warner Bros 7-28143	Falling

(Based on a combination of sales and airplay)

# THERE'S NOTHING LIKE THE REAL THING PURE ROCK & ROLL HITS

## AEROSMITH *ANGEL*

## WHITESNAKE *GIVE ME ALL YOUR LOVE*



**PRIMED FOR BREAKER!** HEAVENLY DEBUTS AND MOVES:

**FLASHMAKER!**  
**HITS TOP FIFTY ALBUMS!**  
**HITS TOP FIFTY SINGLES!**  
**ONE OF THE MOST ACTIVE!**  
**6\* R&R AOR TRACK!**  
**#6 REQUESTED ON MTV**  
**(IN LESS THAN ONE WEEK)**

WZYP	deb	26
FM104	deb	26
100KHI	deb	28
WCIL	deb	29
WKPE	deb	31
WSPK	deb	32
WSSX	deb	33
WNCI	deb	34
BJ105	deb	34
KATD	deb	34

ADDS INCLUDE:	SLY96	20-12	WKSS	30-24	WSPT	39-29	
WCZY	WKZL	WWFJ	23-14	WKDD	40-24	KDVV	38-29
K98	KZ93	B94	23-17	KJ103	34-25	KKXL	37-31
WAPI	KISR	KZZU	26-19	95XXX	35-26	WIXX	37-31
I-95	KSMB	WTHT	27-20	WAZY	34-26	WINK	35-32
WNOK	WVBS	Z94	28-21	KIXY	34-27	KSAQ	37-33
WANS	KWNZ	WHSL	33-23	KFBQ	36-28	KRBE	40-36
KZOU		WMMS	30-23	WDBR	35-28		
		WOMP	38-24				

**STILL TOP TEN SELLING ALBUMS  
AFTER ONE YEAR!**

**FLASHMAKER!**  
**EARPICKS WINNER!**  
**HITS TOP FIFTY ALBUMS!**  
**ONE OF THE MOST ADDED!**  
**80/32 34%**

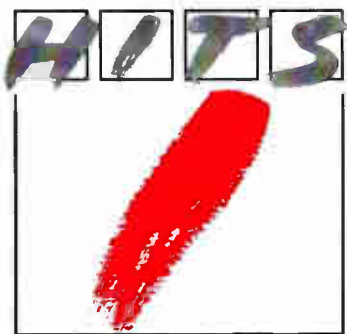
PRO-FM add  
 KJ103 add  
 WRVQ add  
 WKSI add  
 WKZL add  
 KQKQ add  
 WAPI add  
 WSKZ add  
 Z104 add

WKTI 30-26  
 WGH-FM 39-27  
 KSAQ 33-29

**BREAKING AT:**  
 WDTX KZZU  
 KXYQ WNYZ  
 WNVZ WRCK  
 WGFM  
 Y106  
 K92  
 KTUX  
 KZOU



  
**GEFFEN  
RECORDS**



# TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
36	26	MICHAEL JACKSON	MAN IN THE MIRROR	Epic 34-07668	Fourth smash
16	27	MICHAEL JACKSON	THE WAY YOU MAKE	Epic 34-07645	New single breaking big
31	28	STING	BE STILL MY BEATING	A&M AM-2992	Second single
21	29	MEN WITHOUT HATS	POP GOES THE WORLD	PolyGram 888 859-7	Falling now
33	30	MICHAEL BOLTON	DOCK OF THE BAY	Columbia 38 - 07680	Hot remake
37	31	DEF LEPPARD	HYSTERIA	PolyGram 870004-7	Hot rock
22	32	ELTON JOHN	CANDLE IN THE WIND	MCA 53196	Peaked
38	33	JETS	ROCKET 2 U	MCA 53254	Follow up
39	34	BILLY OCEAN	GET OUT OF MY DREAMS	Jive/Arista JS 19678	Breaking big
43	35	PEBBLES	GIRLFRIEND	MCA 53185	Crossover smash
41	36	TERENCE TRENT D'ARBY	WISHING WELL	Columbia 38-07675	Gaining quickly
40	37	DAN HILL	NEVER THOUGHT	Columbia 38-07618	Steady
47	38	JODY WATLEY	SOME KIND OF LOVER	MCA 53235	Hot crossover
42	39	SWING OUT SISTER	TWILIGHT WORLD	Polygram 888 4847	Grammy nominations
44	40	JC MELLENCAMP	CHECK IT OUT	PolyGram 870126-7	Follow up
45	41	O'NEAL & CHERRELLE	NEVER KNEW LOVE	Epic/Tabu 254-076	Hot duet
35	42	BOY GEORGE	LIVE MY LIFE	Virgin 7-99390	Peaked
--	43	INXS	DEVIL INSIDE	Atlantic 7-89144	Follow up to smash
48	44	CARLY SIMON	ALL I WANT IS YOU	Arista 9653	Gaining fast
46	45	COMMUNARDS	NEVER CAN SAY GOOD	MCA 53224	Steady
50	46	AEROSMITH	ANGEL	Geffen 7-28249	Hot rock
--	47	GEORGE HARRISON	WHEN WE WAS FAB	Dark Horse 28131	Follow up to smash
49	48	ELISA FIORILLO	HOW CAN I FORGOT YOU	Chrysalis 43189	Steady
--	49	RICK SPRINGFIELD	ROCK OF LIFE	RCA 6853-7RAA	Hot comeback
--	50	SCARLETT & BLACK	YOU DON'T KNOW	Virgin 99405	Steady growth

LOUIS ARMSTRONG (A&M)  
BRENDA RUSSEL (A&M)

## NEXT UP

BLUE MERCEDES (MCA)  
HEART (Capitol)

(Based on a combination of sales and airplay)

**FLASHMAKER!  
EARPICKS WINNER!  
42-28 HITS TOP FIFTY ALBUMS!**

Everybody Wants  
Louis!

**“What a  
Wonderful  
World”**  
(AM 3010)  
**by  
Louis  
Armstrong**



WXKS	add	KITY	add
WBLI	add	98PXY	add
KKBQ	add	KXX106	add
WAVA	add	WAPE	add
WCZY	add	WPST	add
B94	add	WCIL	add
KUBE	add	SLY96	add
HOT103	add	WJAD	add
KDWB	add	WIKZ	add
WEGX	add	PWR92	add
94Q	add	100KHI	add
Z93	add	OK100	add
FM102	add	KDON	add
KBEQ	add	KC101	add
KATD	add	B98	add
B100	add	WSPT	add
WQUE	add	KGGI	add
WNCI	add	KPHR	add
WNVZ	add	PWR105	add
		KAMZ	add
		KSND	deb 28
		KZZU	deb 38

WBBQ 23-20  
Z102 40-35

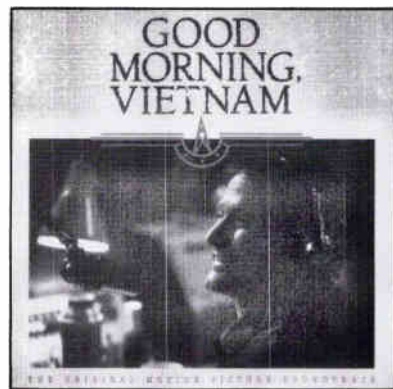
**“What a Wonderful World”**

inspires unprecedented phone response. WKSE, Z-100, WAVA, Z-93, WLS-AM, Y-95, and KZZP are among the stations where listeners are DEMANDING Louis.

The **Good Morning, Vietnam** (SP 3913) soundtrack has been out barely two weeks, and it will be GOLD before Washington's Birthday.

The movie has grossed \$40,000,000 in 17 days.

AVERAGE MOVE	REQUESTS (1 to 10)	Lp SALES (1 to 10)
2.89	7	10



**“What a Wonderful World,”**  
by Louis Armstrong. The first single from the **Good Morning, Vietnam** Original Soundtrack

People want this single,  
this album, and this movie.  
People get what they want.





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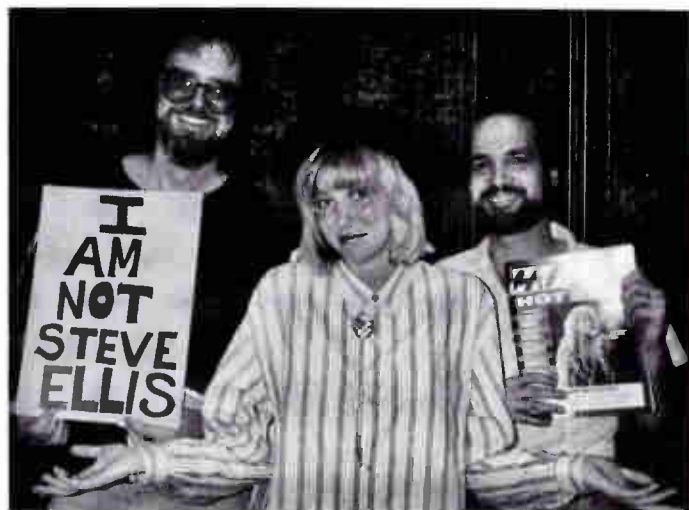
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## Pic Of The Week

### Where's Steve?

Poor Debbie Gibson got her little 17-year-old cheek bones all flush as rumors circulated in the radio community that she wouldn't pose with anyone except HOT103 New York's Steve Ellis (that's because we here at HITS have run 12,347 Debbie & Steve shots). Well sho' enuff, when young Deb arrived at WINK in Ft. Myers, Florida, she found Atlantic's Steve Jones (left) and WINK MD Marty Berger (right) prepared for the event.



## Musicland Sale

As we reported last week, Musicland, the U.S.'s largest music retailer, is indeed being sold. What we didn't report last week was that the buyers are the current top management team that has helped propel it to the top of the heap.

According to parent company Primerica, the sale price for Musicland is \$410 million. Primerica owns 81% of

Musicland stock, and will sell it for \$36 a share.

Musicland Chairman Jack Eugster will continue to head the company which reported a net income of \$22.6 million on sales of \$510.5 million.

"Our intent has been that we wanted to open 50 stores a year," Eugster told *Hits*. "And we want to stay on that program."

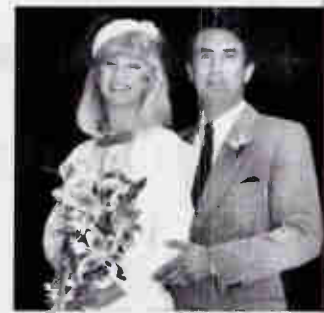
Musicland includes 421 stores flying under the Musicland banner, 175 Sam Goody stores, 13 Discount Records stores and seven videotape outlets.

## WILD CARD

TIFFANY (MCA)

Teen queen is set for her 3rd consecutive chart-topping hit with this remake of the Beatles' "I Saw Him Standing There". It's receiving tons of unreported play and pulling big phones. The kids never heard it before, and the red-hot MCA promotion organization is ready to nail this one down quickly. Meyer, Brill and Turner are better known as the "torch brothers."

## Yuppie Love



To us here at *Hits*, love is a many splendored thing (second only to sex with cows). That's why we're going to start running a series of photos of young music business yuppies in love. The way we look at it, that sparkle in their eyes could just mean tomorrow's *Hits* advertisers — so we figured we'd start early. This week's victim is Columbia West Coast Publicity ruler Shelly Selover and her dashing husband Gary. Gary is a non-pro (Editor's Note: We're so happy we finally got to use the term, "non-pro").

## Let 'Em Eat Pink

Pink Floyd becomes the first band to play the Palace Versailles in Paris on June 21st and 22nd. Frank Sinatra, among others, had been turned down for performances there in the past.



# FRONT PAGE

C o v e r S t o r y

## Yo Gavin, Happy 30th

This Thursday, Friday, Saturday and Sunday (that's Feb 11-13 for our average *HITS* reader), the creme de la creme of the radio and record community will be flocking to the Westin St. Francis in San Francisco as the *Gavin Report* holds its annual "Seminar For Media Professionals."

Let's see, what hospitality suite should we hit first?

"Registrations for the convention have reached an all-time record level," said *Gavin Report* Publisher **Ron Fell**. "By the time we're through, we could have close to 1200 people registered to attend."

According to Fell, this convention marks 30 years of the San Francisco based *Gavin Report* (*Editor's Note:*

*And from everyone here at HITS, a big Happy Three-0, you knuckleheads.*)

"I think the convention evolved into what we originally hoped to accomplish," Fell continued. "We wanted to give something back to the industry. We've never approached this as a profit-making venture, and I can say we've pretty well lived up to that expectation."

Industry rulers and gruelers alike have long maintained that the Gavin Convention is a place to get some real work done. "I look forward to the Gavin," said Virgin VP of Promotion **Phil "Don't Call Me Philly" Quartararo**. "It's big enough to attract the leaders, and small enough to have in-

timate meetings."

According to Columbia VP of Promotion **Marc Benesch**: "Gavin has always been a great place to help work new acts and the convention is an important place to meet and better relationships with the up-and-coming young programmers in our industry. It gives me a chance to spend time with lots of people that would otherwise be only phone contacts."

(*Editor's Note: Geez, by the way we're stroking this convention, you'd think we had a piece of it — thank you.*)

**Richard Sands**, PD of San Francisco's LIVE105 has other reasons for liking Gavin. "It's always been an exciting showcase for us because it's a great opportunity

for radio people around the country to hear radio in our market — especially LIVE105."



**Liberace** — Won't be appearing at this year's Gavin Convention.

## Music Boosts WCI Earnings

The domestic recorded music division of WCI — Warner Bros., Atlantic, Elektra — collectively set a new sales record in 1987, posting fourth quarter operating income of \$65.5 million. That's a 51% increase over the fourth quarter, 1986.

The division also posted

full-year earnings of \$213.9 million, an increase of 42% over 1986's record revenues.

Overall, WCI reported record 1987 and fourth quarter profits.

According to a source at WEA, "Wow, that's real good news."

## Maitland Mourned

Industry veteran **J.K. "Mike" Maitland** died last week in Santa Paula, CA after a lengthy illness. He was 66.

Maitland, who started in the music industry after World War II, served as Vice President of Capitol Records in 1959, before being appointed President of Sales and Distribution in 1960. He joined Warner Bros Records

in 1961, and served as the company's President until 1970. Maitland served as President of MCA Records from 1970 until his retirement in 1979.

Memorial donations may be sent to the Alzheimers Disease and Related Disorders Association of Los Angeles, 5979 W. 3rd St., #100, Los Angeles, CA 90036.

## Rick At The Zoo



"Put your hand on my chest, so I can get that goofy little look on my face," said Z100 ruler **Scott Shannon** (right) to RCA's **Rick Springfield** (second from right). And so it is that Scott flashes us that "Hi sailor, wanna jump ship?" pose he's become famous for. That's Z100 **Ross Brittan** and **Claire Stevens** (left) enjoying life in Secaucus, New Jersey.



## Beak Of The Week-The End



O.K., that's it, our final MYSTERY BEAK OF THE WEEK. And, as many of you guessed, last week's beak was developed as a result of good breeding. Yes, Jimmy The Geek (we mean Greek), was the right answer. As promised, we've drawn a name from our group of winners (losers) and awarded that person a lifetime subscription to HITS. The unlucky sap is none other than Peter Henderson (right) of Bowman's Records in New York. After throwing-up for three days, Pete is currently under sedation and trying to piece his life back together. We were unable to secure a recent photo of Peter; the baby shot on the right will have to suffice.

## Pops Will Return

"Top of the Pops," the U.S. version of the long-running British TV series, did not have its option picked up by CBS, so its last show will air on March 18. Producer Joel Gallen, a Detroit Red Wing fan and wild-eyed optimist, predicts TOTP will return with one of six distributors vying to carry it. "The cancellation could even be a blessing in disguise,"

Gallen told Hits, your #1 source for disguised blessings. "We were the only live music performance program on broadcast TV. I just want to thank the music industry for their continued support." The producer predicts a late spring launch for the show with a new syndicator. Hey, at least Nia Peeples still has a gig.

### This Week On Top Of The Pops

#### U.S.

Michael Bolton  
Paul Carrack  
Joe Cocker  
Elisa Fiorillo  
Mark Lindsay  
Keith Sweat



Fridays On CBS-TV

Top Of The Pops in the U.S. is based on the Hits Magazine Singles Chart.

#### U.K.

Elton John  
Billy Ocean  
Jermaine Stewart

## Boss Tour

Better butter up your connection at Columbia as the East Coast leg of Bruce Springsteen's "Tunnel Of Love Express Tour" has been officially announced. Dates are: Feb. 25, 28-29, Worcester, MA; March 3-4, Chapel Hill, N.C.; March 8-9, Philadelphia; March 13-14, Cleveland; March 16-17, Chicago; March 22-23, Atlanta; March 26, Lexington, KY; March 28-29 Detroit; April 1-2, Uniondale, L.I.; April 4-5, Landover MD. More tour dates are expected shortly.

## Nice Names



Meet Enigma recording act Bardeux. They've got a new single, "Magic Carpet Ride," and a coupla real bitchin' hair-do's. But, more than anything, these girls have really cool names — that's Acacia on the right and Jaz on the left. What we here at Hits want to know — are their real names Gertrude and Esther? We're currently investigating, and we'll get back to you.

## He's Still Dead; Now She Is

Carmen Polo Martinez-Valdez, widow of Spanish dictator Francisco Franco, died last week. The funeral was held Sunday in Madrid.

## Champ Gets Chumped



Epic supremo Ray Anderson goes a coupla rounds with a living legend, as Muhammad Ali stopped by the E/PIA offices for a visit. Part of Ray's strategy was to blind Ali with his custom polyester sportcoat that he swiped from his plumber (the plumber got it from the Famous Spiegel catalog). Moments later, Ray turned to Ali and uttered those immortal words: "Do you think you could get me Mike Tyson's autograph?"

## Zappa Wants You To Vote

Frank Zappa is using his current concert tour to sign up eligible voters. The drive got off to a record start when 400 people at Zappa's Albany performance registered, the most-ever in one day for the county. Frank will be working with election officials at each stop on his two-month jaunt. His tour manager insists Zappa's not supporting any one candidate, he just wants people to choose for themselves. What an incredible concept!!

# Tiffany

I saw him  
standing *there*  
-----  
the *new* hit single

-----  
From Her  
**Triple Platinum +**  
Album



# FRONT PAGE

## ON RECORDS By Lenny Beer

### The Crossover Question

**TIMING IS EVERYTHING:** We have discussed the issue of crossover timing in this section previously. This week we'll look at further examples of the *success in waiting* theory and begin to look at a new type of crossover market that is developing quickly. Things haven't changed much in the past few months. Dance records continue to develop on the Black/Urban stations and in the dance clubs, then when they become big with sales and requests — like **Pebbles** (MCA), **Kelth Sweat** (Elektra) and **Jody Watley** (MCA) — they cross quickly. Adult hits with proven track records have also had a great run — like **Michael Bolton** (Columbia), **Elton John** (MCA), **Miami Sound Machine** (Epic) and **Carly Simon** (Elektra). Album rock hits that effect the Top 40 marketplace, however, remain a dying breed. Fewer and fewer records are able to cross from this format due to very limited play for new records. It's obviously better than not to have this base of support, but Top 40 programmers feel that the rock records that are proving successful in their format are being spawned more from video play and touring than competitive radio airplay.

**SOMETHING NEW:** However, just as Album Rock radio appears to be D.O.A. as a force in setting important bases for establishing new rock bands in the mass appeal marketplace, a new force is emerging to take its place. Bands like the **Replacements** (Sire), **Love & Rockets** (Bigtime) and

**New Order** (Qwest) have been selling in the 200,000 unit range without or before the addition of mass appeal play. Where are these sales coming from and what does this mean to the future of the record business? Well the answer is exposure on College Radio, Alternative or New Music Radio and support from retail marketing in specialized stores. Now, the success of a few is being translated into the hope of many as new rock by the **Godfathers** (Epic), **Midnight Oil** (Columbia), **Sisters of Mercy** (Elektra), **Sinead O'Connor** (Chrysalis), **Underworld** (Sire) and more are beginning to surface as potential hit records. This is the rock music of today's teens and young adults. It is the second generation of rock 'n' roll, music of the rock generation's children, and it is finding its own underground and creating its own market. In the weeks to come we will concentrate on this developing marketplace, on its best product, and on how and when this product can be successfully translated into mass appeal hit records that will take the sales to and past the 500,000 mark. Crossover rock is about to live again!



**Sisters Of Mercy** — Part of an emerging new market.

### Another Richard Marx Photo



How many photos of EMI-Manhattan's Richard Marx can we run? Who do we think he is, Tiffany? Actually, we're running this photo because it includes KSAQ San Antonio Asst. MD **Qpid** (left) and **Kathie Romero** (right). Quite frankly we were low on radio weasel photos (Murphy, Ostrow & Leshay trying to get Adelson fired) and running this one might save our Managing Editor's job for at least another week (Publisher's Note: It'll take more than that!).

### Doc For Sec'y Of State

Johnny Carson is being touted for President by *Spy Magazine*, who urge him to enter the race for the Democratic nomination. "With a great monologue, who knows?," writes the N.Y. based gossip rag. "He might even host the *Tonight Show* from the Oval Office. After all, he has a better grasp of

what's going on than **Reagan.**" The publication also polled the chances of **Richard Nixon**, **Donald Trump**, **Bill Bradley** and **Buster Poindexter**. In other political news, Carson told 24 jokes about **Gary Hart** in his January monologues. Second most-abused? **Jesse Jackson**, with six barbs.

### Pick A Nose

First, it was our own "Beak of the Week." Now, Nashville's nutty, nutty Y107 (WYHY-FM), who gave you free breast enlargements and hair **Replacements**, are now offering— check it out, **Streisand** fans— a free nose

job, to the lucky listener who best answers the question, "My nose is so ugly...." That individual gets \$1500 toward a proboscis correction and a trip to see— who else?— **Michael Jackson** in concert March 12th in St. Louis.

# KANE GANG

*Don't Look Any  
Further*

**FLASHMAKER!**

KUBE add  
WKTJ add

PRO-FM deb 34  
WCZY deb 38  
KSAQ deb 39

WKSS 32-29  
KSND 35-32  
KZZU 40-35

**BREAKING AT:**

Z94  
KPLZ  
KITS  
PWR99  
KATD  
WRNO  
KCPX

# HEART

*I Want You So Bad*

**FLASHMAKER!  
MOST ADDED!**

WXKS add  
WMMS add  
Z94 add  
KUBE add  
KDWB add  
94Q add  
KKRZ add  
WRNO add

KXYQ add  
KCPX add

**BREAKING AT:  
KEGL**

# DaKRASH

*Wasn't I Good To Ya*

33\*-27\* R&R U/C!  
READY TO CROSS NOW!

KMEL deb 29  
KMGX deb 34

**BREAKING AT:**

KWK KXX106  
Y108 WNNK  
KITV

# GREAT WHITE

*Save Your Love*

**BIG ALBUM SALES!**

WRNO 20-16  
KDWB 26-22  
KEGL 30-24  
KPLZ 27-24  
KWK 28-24  
KZZU 35-24  
WMMS 40-37

**BREAKING AT:**  
Z94  
WDTX  
PRO-FM  
WGH-FM  
KSAQ  
KCPX

# HAZELL DEANE

*They Say It's Gonna Rain*

WXKS 20-16





# FRONT PAGE

## A Standard Trade Shot



"I have an idea," said the person in the Publicity department. "Let's all stand together, put our arms around each other and pretend like we're enjoying ourselves." And SO you have it. The members of Manhattan-EMI's hot new band SO pose for another classic trade shot that's a shoo-in to make the Picture Page in Billboard (Editor's Note: we love Billboard — thank you). Pictured (l-r): Steve Weltman, So's Manager; Sal Licata, CEO, EMI-Manhattan; Marcus Bell & Mark Long of So; Bruce Lundvall, President of EMI-Manhattan; and Gerry Griffith, Sr. VP, A&R, EMI Manhattan.

## Two Guys



Joltin' Joe Dimaggio shoots the breeze with A&M topper Herb Alpert at a pre-Super Bowl party in San Diego. Herb cranked out the National Anthem before the game. Here Joe says to Herb, "I really loved your work with Brazil 66." Herb replied, "Thanks Joe, can I get a free Mr. Coffee off you?"

## Beached Boy

Beach Boy Mike Love's brother Stephen, who once managed the band, has been arrested in Hawaii on charges he embezzled almost one million bucks in connection with a California real estate deal. Prosecutors claim Love took the money from a court-imposed trust fund handling profits from the sale of land in Santa Barbara.

## X Marks The Spot

Exene Cervenka and John Doe, whose marriage split even though the two still work together in the band X, each had kids the same day, January 28, albeit with different partners. Exene and husband Viggo Mortensen had a boy while Doe and wife Giggi Nommensen had a girl across the hall at Cedars Sinai. Isn't that special?

## The Ladder

A rundown of executives on the move.



Romano

Brenda Romano is the new National Director of Pop Promotion at PolyGram. She was formerly the label's Manager, Rock Radio Promotion..... At A&M, Rich Callaway has been appointed National R&B Promotion Manager, West Coast. He was most recently Western Regional Promotion Manager at the label..... Capitol has signed Spuds Mackenzie as in-house Producer, Party Music. The announcement was made by Capitol President David Berman. The new exec's first project will be "Spuds Mackenzie's Party Faves." (Editor's Note: This is a bit much, even for us. This breed of dog has gotten just too damn chic, and every lame poser is now sporting one. The next time we see one of these mutts, we're going to give it a good swift kick in the Bud Light — thank you).....

Laura LiPuma is the new Senior Art Director for Warner Bros. Her photo (see above) is very artsy..... Paula Amato is the new Manager of Media Relations for Atlantic Records. Also at Atlantic, Linda Moleski is named



Callaway



Mackenzie



LiPuma

Manager of Artist Relations/Television. She recently worked for the Gospel, the Bible, the last word in Music, and our favorite under-the-covers nookie rag, Billboard..... Clark Duval has been named Associate Director, Product Marketing, West Coast, Columbia Records (Quite a title, Clarkie). He's been with the label for awhile now..... David Newman has joined the staff of Mike Chapman Publishing Enterprises as a Professional Manager and Director of Foreign Publishing. He looks excited, doesn't he?..... Keith Altomare is named National Sales/Field Marketing Director for I.R.S. He was previously the label's West Coast Sales Director..... (Editor's Note: This has been a particularly tough column to write because as I was Q-Tipping my left ear, the damn thing broke and was painfully lodged there for three hours. I hope you folks appreciate the things I go through to make sure these weasels are included in this rag every week — thank you).



Amato



Moleski



Duval



Newman

# WHITNEY



where  
do  
broken  
hearts  
go

The next #1 from her 5x-platinum, 5x-Grammy nominated album *Whitney*. Igniting huge phones throughout the country after her triumphant appearance on the American Music Awards. Going for adds, Monday, February 15th.

**ARISTA**

Produced by Narada Michael Walden  
for Perfection Light Productions  
Executive Producer: Clive Davis  
Vocal Arrangements: Whitney Houston

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# DOLLY PARTON

"I Know You By Heart"

A CLASSIC DUET with...

SMOKEY  
ROBINSON



Produced by Steve "Goldie" Goldstein

Executive Producer: Dolly Parton

Management: Callin • Morey • Associates







From her debut Columbia Records Album **RAINBOW**



# NEAR TRUTHS

by Ruth Robinson, L.A.

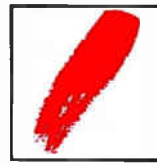
From the "More Interesting Cocktail Parties Of The Week" file comes word of a small get-together in honor of none other than **Tipper Gore** in the Quantum Records' conference room. Hosts of the soiree: Quantum's **Bob Pittman** and **Les Garland**. How quickly we forget..... Expect an earthquake of MAJOR proportions to occur at a monster label come Spring/early Summer. We ain't talking tremblers folks — hang on..... After much rumormongering, **Sam "The Man" Kaiser** is indeed headed to **Uni** to assume the Promotion throne. Also look for Epic's **Robert Smith** to assume the head of Marketing post under topper **David Simone**..... **Marc "No K" Benesch** held his big Promo pow-wow in Key West, Florida where the troops got all hot and bothered over some sizzling new product. Also the crew honored Boston Promo man **Sal Ingeme** for his 30 years of service. Sal was presented 30 Platinum albums..... Manager **Dennis Turner** is shopping **Banzilla**, an impressive group made of top notch British session players that would take up the length of this column to list..... On the other side of the coin, we understand that **Cut-**

**ting Crew, Megadeth, and Corey Hart** are looking for new managers. Smart money has Hart going to **Freddie DeMann**..... And what's up with **Cavallo, Ruffalo & Fargnoli**?..... And without a doubt, the hottest tickets at the moment belong to **Michael Jackson**. We're talking demand..... We hear **John Kalodner** got some major league elephant bucks as part of a one-year extension of his stint at **Geffen**..... Is **Kenny Ostin** returning to the record fold via a new gig at **Atco**?..... Now that Sony has successfully purchased CBS Records, can other Japanese mega-conglomerates be far behind?..... And since we're in the neighborhood, what's **Charlie Minor** doing in Tokyo?..... There's an unbelievable buzz on PolyGram group **Kingdom Come** (managed by **Marty Wolf**) which received initial exposure off a Poly sampler. Retailers are reporting massive requests on the Zep sound-alike, and the label's received pre-orders of 300,000..... Heavy action at Midem as **Charlie Koppelman, Bob Buziak, Martin Bandier, Michael Kliefner, Alan Grubman, Chris Wright** and **George Grieff** are caught dining at Moulin de Majon. Must have been interesting dinner chit-chat..... Look for a new, as yet untitled **Bruce Hornsby** project on RCA. There's a single due in a few weeks..... What former VP of Promotion is currently embroiled in a bitter lawsuit with his former employer..... And how hot can **Tommy "I Call Robert DeNiro, Bobby" Mottola** get? Try **John Cougar Mellencamp, Carly Simon** and a forthcoming **Hall & Oates**. Not too shabby..... And finally, what's going on with **Alan Grubman** and **Frank Dileo**?..... Names in the rumor mill this week: sorry, too hot to handle..... and the beat goes on.

## Party Girl



**Tipper Gore** — Sources in the hallway say it smelled like burnt rope.



# CONTESTS

Another Hits Dumb Contest.

## Stupidity Spreads North As Canadian Gets Dumb

PolyGram Records & HITS Present

## Dumb (And We Mean Real Dumb) Grammy Contest II Win Color TVs, CD Players And Of Course, Abuse!

(Three Categories: "Radio," "Retail" & "Other Vermin.")

When MCA Canada's **Cameron Carpenter** isn't Q-Tipping the earlobes of polar bears, he's reading HITS (Very slowly, mind you). That's why we were so pleased that Cameron persuaded someone who could write to send us the following entry in the HITS/POLYGRAM Dumb Grammy Contest II. PolyGram doesn't care how dumb this is getting, they're flying high with nominees **ROBERT CRAY & SWING OUT SISTER**, as well as hot new product from **DEF LEPPARD, J.C. MELLENCAMP & PEPSI & SHIRLIE**. For those of you too embarrassed to send in your entries, check out the following from our Canadian brother:

Good Day, Eh?

Like, here's the picks for your Grammy Contest, eh? I hope it's O.K., eh, for Canadians to enter. Like, when I go to Buffalo for smokes I could pick up the C.D. player at the border and just strap it on to the snowmobile. Beauty.

- Record Of The Year — "Graceland"
- Album Of The Year — "The Joshua Tree"
- Song Of The Year — "I Still Haven't Found....."
- Best New Artist — *Jody Watley*
- Pop Vocal Female — *Whitney Houston*
- Pop Vocal Male — *Michael Jackson*
- Producer Of The Year — *Lanois (He's Canadian) & Eno (He's not)*
- Rock Vocal Male, Female — *Bob Seger*
- Rock Vocal, Duo, Group — *U2*
- R&B Vocal, Duo or Group — *Aretha & George*

That's it, eh? I'll be icefishin' (photos to come), but my friend is bringin' up smokes and Molson's to the hut and I'll ask him to bring my HITS up so we can work out this CD thing. It'll be so beauty to get rid of the eight track machine at the cottage. Is Red Sovine out on disc yet?

Good Day,

**Cameron Carpenter**  
MC Eh Records Canada  
Willowdale, Ontario  
(416) 495-3632 (It's a party line, eh? It's two long, one short)



# LETTERS TO THE EDITOR

## Answered Prayers

Dear Hits:

As a regular reader of your "Letters" section (retail damages your mind), I was shocked at your blatant pleas for Laker tickets! With what you people charge for a subscription, you should be able to sit next to Pat Riley, let alone Nicholson. But to help you out, our CEO, Lou Kwiker, is an avid Laker fan. And, from what I hear, has some pretty decent seats in the Forum. But they don't come cheap—just ask the people at Shamrock.

Give him a call.

P. S. Can I go to the game if he coughs up the tickets?

Sincerely yours,  
Barbara Murphy  
Wherehouse, Ent.  
Bellevue, WA

*Hits replies: We sent our very own scavenger Roy "I'll Be In At 11:00" Trakin to pick up those ducats last week and all he came back with was a free lunch and an exclusive interview with "Air" Kwiker; but thanks for the tip, Barb. If Lou comes through, we'll be sure to let you know at your new position... at Tower Records.*

Yo!:

Here is my entry into this month's dumb contest. Please place my entry in the "Other Vermin" category, and rightfully so. If you guys are so hip, hop, hype and happenin', you should be telling us who's gonna win. Not that you are concerned at all, but some who think this rag is the greatest thing since the Studebaker feel you should have squeezed PolyGram for a few DAT machines as prizes, instead of old technology like mere CD players.

Smell you later,  
Bill Ford  
Western Reg. Sales Mgr.  
Otari Corp.

*Yo! replies: Just what we like—a greedy, ungrateful readership with a true understanding of their own limited self-worth, which forces them to enter contests such as this one just to affirm their pathetic, grovelling existence upon this planet. Thanks for the confession, Bill, just don't let Bob Merlis know we're the greatest thing since the Studebaker, or he'll start collecting us. Actually, we're more like the Edsel...so stop mixing your automated metaphors, dude!!*

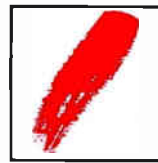
Dear Father Hits:

I have a confession to make. So, being a good, honest, Catholic girl, I've decided it is time to "kiss and tell" all. Yes, it's true. Bryan Ferry has a new single out that has all "the right stuff" to make me want to "limbo" down to your offices right now, turn up the volume, and watch your walls blast apart while you scream with delight and absorb the smooth, stylistic substance of this great single.

Whew, I feel a lot better now, don't you?

Yours, with a clear conscience,  
Linda Baker  
Reprise Records  
Los Angeles, CA

*Father "Hits" replies: Linda, just pop a couple of these here wafers and see us in the morning. Only kidding, tho' we will bestow a few Hail Mary's and send you on yer way....But enough of these free promotional announcements, even in the guise of petitioning the Hits' Lords with prayer. It won't work. We are all pagans here who believe in not One, but many gods, all of them fully-paid advertisers.....*



# FAR TRUTHS

by Danny Fields, New York

## Balloon Man



Robyn Hitchcock — unique genius

Diamonds dripped, and the scent of Georgio perfume filled the air, as PolyGram hosted a glittering evening to celebrate its fastest selling pre-opening original cast album in history, "Phantom Of The Opera," of course. The festivities began at our own Metropolitan Opera House (jinxed just in the nick of time by a sensational suicide that took place there last week during a matinee of Verdi's "Macbeth") with champagne and caviar served to the black-tie and bespangled crowd on the Grand Tier. Composer Andrew Lloyd Webber was there to make the party truly shine, as was a crowd of PolyGram execs including Bob Jamieson, Harry Anger, Jim Urie, David Leach, Brenda Romano, John Brodey, Randy Roberts and Kerry Wood. Radio stars Scott Shannon and Larry Berger were on hand, as were dozens of other media royalty. At seven, everyone boarded a fleet of rose-bedecked buses for the ride down to the Majestic Theater for showtime, and afterwards, noshing and merry-making went on far into the night at the Marriott Marquis, where a vast private suite overlooked the swanky sidewalks of Times Square...."Talent of this calibre simply can't be ignored or consigned to a cult following much longer," eminent critic Robert Palmer wrote in a large Sunday Times story over a year ago, so the time for Robyn Hitchcock is beyond ripe, it's exploding. Now that he's signed to A&M, nothing is going to come between his unique genius and the rest of the world, and the campaign is being spearheaded by the release of Hitchcock's "Globe of Frogs" album, and a wonderful single, "Balloon Man." Last week, A&M held a listening and meeting party for the charismatic poet/songwriter at the Knitting Factory, a recherche

spot for new music in town. Michael Leon, John McCue, Chuck Bliziotis, Michael Krumper, Lauren Zelisko, Michael Mena and Jill Glass were there from the record company. Robyn himself, by no means so esoteric that he's unaware of what promotion is all about, brought from London multi-colored balloons and a tank of helium, the better to decorate the spare but elegant surroundings.... Columbia honored the legendary Earth Wind and Fire, in town for five sold-out nights at Radio City (their first appearance here in four years) with a stupendous party after opening night at the China Grill. The world-famous restaurant was decked out with inflatable globes in honor of their "Touched the World" tour and album. There was a lavish buffet, and butler-carried finger food, featuring tempura sashimi, which is fried on the outside and raw in the middle. From the label, mighties Al Teller, Mickey Eichner, Cecil Holmes, Danny Yarbrough, Marc Benesch, and Mary Ellen Cataneo among others represented the home office, while Bob Willcox and Jalila Larsuel were in from the coast. Gregory Abbott, M'lissa Morgan and Branford Marsalis were but a few of the celebs who frolicked in the West 50's on that magical night.



# STATSHEET

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)
LL COOL J	6.50	7	2	1	8	6	5
MICHAEL JACKSON	5.88	75	1	0	9	10	7
DEBBIE GIBSON	5.22	75	3	1	9	10	7
RICHARD MARX	4.61	71	13	2	7	5	8
DEF LEPPARD	4.45	48	3	1	9	10	7
KEITH SWEAT	4.42	40	13	6	7	7	8
MORRIS DAY	4.25	6	1	1	6	-	3
JETS	4.12	36	4	0	7	3	6
DAVID LEE ROTH	4.04	50	15	2	9	10	9
BELINDA CARLISLE	4.03	67	24	3	8	9	9
RICK SPRINGFIELD	3.92	27	0	0	8	-	2
BILLY OCEAN	3.72	40	0	0	5	-	2
MICHAEL BOLTON	3.72	37	0	0	6	3	6
GEORGE HARRISON	3.67	19	0	0	2	10	5
PEBBLES	3.66	19	10	5	9	5	8
TT D'ARBY	3.64	24	0	0	7	-	6
STING	3.58	38	5	0	2	9	6
JC MELLENCAMP	3.51	20	0	0	2	10	4
TOMMY SHAW	3.50	5	0	0	5	-	-
AEROSMITH	3.35	17	0	0	8	9	6
INXS	3.34	18	2	0	9	10	-
GLADYS KNIGHT	3.04	29	8	0	5	-	8
DAN HILL	3.00	14	7	3	6	3	4
LOUIS ARMSTRONG	2.89	2	0	0	7	10	-
ICEHOUSE	2.87	5	0	0	3	3	3
COMMUNARDS	2.83	12	1	0	5	3	3
PHIL COLLINS	2.78	4	1	1	6	-	-
CHER	2.74	29	22	11	4	4	9
MARRS	2.60	38	48	28	10	-	10
MIAMI SOUND MACHINE	2.56	43	29	15	5	6	9
SWING OUT SISTER	2.36	14	1	1	2	5	6
JODY WATLEY	2.31	17	6	0	3	-	3
ALEXANDER O'NEAL	2.28	14	0	0	1	3	5

*Average Move:* The average upward radio playlist movement of the single.

*Aggressive Moves:* The number of key reporters moving the single up four or more positions on their playlist.

*Top 10/Top 5:* The number of reporting playlists showing Top 10 and Top 5 positioning.

*Requests:* Based on hot phone mentions from our reporters, listed on a 1-10 scale, 10 being strongest.

*Lp Sales:* Piece count reports from leading merchandisers on a 1-10 scale.

*45 Sales:* Based on reports from key retailers and one-stops. Info is on a 1-10 scale.

**FLASHMAKER!**

KRBE add  
KPLZ add  
KITS add  
KATD add  
KXYQ add  
KCPX add  
Q100 add  
WFLY add  
KIKX add  
KIYS add  
KSND add  
KTUX add  
KZZU add  
WBBQ add  
WNYZ add  
WRCK add  
WYKS add  
Y97 add  
WOMP add  
KFRX add  
KLIK add  
WBNQ add

WFXX add  
SLY96 add  
KFMW add  
KZFN add  
JET-FM add  
95XXX add  
PWR92 add  
KF95 add  
Y93 add  
KTRS add  
WQCM add  
KISR add  
KQCR add  
WJMX add  
WQUT add  
Q104 add  
WANS add  
WZKX add  
KQIZ add  
B98 add  
KZOZ add

**SO new.**

**SO simple.**

**SO obvious.**

**SO good.**

**SO right.**

**MOST ADDED!  
MTV HIP CLIP OF THE WEEK!**

**Are You Sure**  
from the forthcoming album "Horseshoe in the Glove"

**SO sure.**



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a division of Capital Records, Inc.

Produced and engineered by Walter Turbit  
Esta Management Ltd. Steve Wellman



# FLASHMAKERS

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

**INXS** scores for the second time around with major market airplay and lots of early request action. Following closely behind are former Wildcard pick **Keith Sweat** which enters the Top 20 and continues to build, **JC Mellencamp's** third hit

in a row and **Rick Springfield**-a hot item on the phones and building quickly. Watch out for **Louis Armstrong** building quickly from major market airplay and solid phone action everywhere.

## **INXS DEVIL ATLANTIC**

**Singles: 43\*** **Albums: 4** **Avg Move: 3.34** **Aggrsv: 18**

Second single is gaining quickly with major market support and early phones. New at WBLI, KKBQ, WDTX, WCZY, WEGX, WLOL, PRO-FM, B97, KKRZ, Y108, WGTZ, WRVQ, WBCY, KCPX, BJ105, KQKQ, WERZ, WNNK, WRCK, WINK, KIYS, KSND and many more. Hot jumps at KITS 19-10, KWK 24-20, KXYQ 22-14, WGH-FM 38-23, KXX106 30-24 and Y106 39-35. Strong debuts at Y95, KUBE, 94Q, WMMS, WRNO, WKSS, KITY, WAPI and WZPL.

## **KEITH SWEAT I WANT ELEKTRA**

**Singles: 20\*** **Albums: 29\*** **Avg Move: 4.42** **Aggrsv: 40**

Former Wildcard pick is flying up the charts with solid album sales and requests nationally. New at Y95, KUBE, KHTR, WLOL, KWK, WNCI, KSND, Z104, KIKX and more. Jumps at PWR106 13-8, KIIS 10-6, Z100 7-6, WCZY 10-6, KMEL 4-3, KITY 13-9, K98 16-8, Z102 12-5, KMGX 5-3, KRBE 22-16, PWR99 27-20, WEGX 27-22, FM102 25-18, WQUE 17-11, KZZP 20-15, KKRZ 32-26, Y108 29-21, WKSS 33-25, 92X 28-21, WNVZ 29-24, WTIC 19-14, B93 20-14, WFLY 26-16 and WBCY 27-18.

## **JC MELLENCAMP CHECK POLYGRAM**

**Singles: 40\*** **Albums: 10** **Avg Move: 3.51** **Aggrsv: 20**

Third single from the platinum plus album is spreading quickly with new airplay at Y95, WCZY, WLOL, WROQ, KIVA, KOKZ, WWSR, WKQB, 100KHI, KQCR and KSMK. Hot moves at KRBE 31-23, WMMS 34-26, B94 28-22, KWK 22-18, 94Q 26-22, KSAQ 38-27, WZPL 29-23, KZZU 39-29, WERZ 39-30, KIKX 37-29, WPST 39-31 and KIYS 39-33. Debuts for KEGL, Z94, WEGX, KXYQ, K98, WBCY and FM100.

## **RICK SPRINGFIELD ROCK RCA**

**Singles: 49\*** **Albums: —** **Avg Move: 3.92** **Aggrsv: 27**

Building each week and pulling solid phones where played. New action at HOT105, WRNO, KXYQ, WGH-FM, FM100, Y107, WKSI, WKRZ, WPST, WKZQ, KAKS, KKAZ, WKLQ, WGRD, 100KHI and more. Solid moves at 40-34 WCZY, 27-20 KUBE, 38-34 WLOL, 22-18 KATD, 39-31 KSAQ, 32-28 KXX106, 39-25 WKDD, 40-33 KJ103, 39-35 KCPX, 38-34 WFLY, 33-17 KZOU and 36-27 KZZU. Strong debuts for Z95, Y95, KEGL, KRBE, WMMS, PRO-FM and Y108.

## **THE JETS ROCKET MCA**

**Singles: 33\*** **Albums: —** **Avg Move: 4.12** **Aggrsv: 36**

Pulling big phones now and picking up major market action each week. New at WCZY, KATD, BJ105, WKSI, WROQ, WKRZ, KZOU, WINK and WOKI. Hot jumps at WPGC 14-10, KMEL 15-10, KDWB 12-8, WLOL 9-7, PWR106 30-25, B96 24-20, KKDA 17-12, KRBE 36-26, KUBE 29-24, WEGX 29-23, KWOD 32-22, FM102 28-22, KROY 23-18, Q106 26-22, KKRZ 25-20, Y108 30-22, WKSS 26-20 and WNCI 32-27.

## **SWING OUT SISTER TWILIGHT POLYGRAM**

**Singles: 39\*** **Albums: —** **Avg Move: 2.36** **Aggrsv: 14**

Grammy nominee for Best New Artist is steadily making its way with new airplay at WHYT, KIMN, Q100, WDJX, WKDD, WAFX, WLGA, WAYS, KIXY, Q104 and KHTZ. Jumps 9-5 KIYS, 31-27 PWR106, 33-29 Z94, 22-18 WEGX, 24-17 B100, 28-18 KXYQ, 30-26 KSAQ, 34-26 WNNK, 30-23 WPST, 27-23 KIKX, 24-20 KMGX, 35-31 WBBQ and 33-29 WERZ. Adult phones here.

## **AEROSMITH ANGEL GEPFEN**

**Singles: 46\*** **Albums: 25** **Avg Move: 3.35** **Aggrsv: 17**

Generating lots of requests where played and spreading with new action at WCZY, WGH-FM, WAPI, WKZL, KZOU, WNOK, KVXO and KISR. Strong jumps at Z94 28-21, KRBE 40-36, WDTX 20-16, WMMS 30-23, B94 23-17, WKSS 30-24, KSAQ 37-33, WZPL 34-28, WKDD 40-24 and KJ103 34-25. Breaking at KATD, KXYQ, WNCI, BJ105, WTLQ, Q100, WKSI and KQKQ.

## **GEORGE HARRISON FAB DARK HORSE**

**Singles: 47\*** **Albums: 8** **Avg Move: 3.67** **Aggrsv: 19**

Second single from the hot new album is quickly developing with major video play and big sales. Adds at WCZY, Z94, WEGX, KJ103, WKZL, KCAQ, WNNK, KIKX, WLAN, WOMP, WWSR, WKQB, KRNO, KSMK and Q104. Moves 30-25 KUBE, 33-24 WMMS, 26-19 WRNO, 26-17 KXYQ, 33-26 Q100, 33-23 WNYZ, 32-23 KZZU, 39-30 WBBQ, 38-31 KSND, 37-31 KIYS, 36-31 WRCK, 40-36 WINK and 32-28 Z104. Great video!

## **SCARLETT & BLACK KNOW VIRGIN**

**Singles: 50\*** **Albums: —**

Hot new act is spreading with new action this week at KWK, 92X, Q100, KTUX, WSKZ, KTMT, WKSF, WFFF, PWR92 and KLUC. Jumping at KDWB 25-18, KITS 22-16, WMMS 37-33, WGH-FM 34-29, KXX106 39-35, WKDD 38-27, KCPX 40-36, KIYS 34-27, KZZU 37-30, KIKX 36-32 and KZOU 36-32. Breaking at KEGL, Z94, PWR99.7, PRO-FM and Y106.

# BRYAN FERRY

## FLASHMAKER!

KPLZ	add
KUBE	add
WKTI	add
KCPX	add
WZYP	add
KNAN	add
KYRK	add
KOZE	add
KXYQ	add
WGFM	add
KTUX	add
KZZU	add
KTMT	add
95XXX	add
KF95	add
WQCM	add
100KHI	add
WJMX	add
KFBQ	add
KYNO	add

KITS 16-13

# "KISS AND TELL"

THE NEW SINGLE  
PRODUCED BY PATRICK LEONARD, CHESTER KAMEN AND BRYAN FERRY,  
FROM THE ALBUM BÊTE NOIRE

ALSO FEATURED ON THE ORIGINAL MOTION PICTURE SOUNDTRACK BRIGHT LIGHTS, BIG CITY ON WARNER BROS. RECORDS  
MANAGEMENT: ED BICKNELL/DAMAGE MANAGEMENT LIMITED



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EG



# FLASHMAKERS

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

## **KANE GANG LOOK CAPITOL**

*Singles: 56\* Albums: —*

Second single from new act is making its way through the system with new support coming from KUBE, WKTI, KIYS, WOKI, WKSF, WSSX, KJQ, WANS, WBAM, WIGY and KHTZ. Jumps at KZZU 40-35, WCZY Deb 38, PRO-FM Deb 34 and KSAQ Deb 39.

## **LOUIS ARMSTRONG WONDERFUL A&M**

*Singles: 57\* Albums: 28\* Avg Move: 2.89 Aggrsv: 2*

Last week's Wildcard pick from the #1 movie in the country makes big gains this week and is already showing up in requests. New at WBLI, KKBQ, WXKS, WCZY, WAVA, HOT105, KUBE, B94, KDWB, WEGX, 94Q, Z93, FM102, KBEQ, KATD, B100, WQUE, WNCI, WNVZ, KITY, KXX106, 98PXY, WAPE, WPST and many more. Early moves: 40-35 Z102, Deb 28 KSND and Deb 38 KZZU.

## **BLUE MERCEDES PROPERTY MCA**

*Singles: 66\* Albums: — Avg Move: 3.00 Aggrsv: 2*

Hot new act is making big gains and already pulling solid requests where played. New at WPGC, Z93, KROY, WQUE, KITY, KMGX, Z102, WJAD, WWHT, WTNZ and more. Jumps at PWR106 33-28 and KMEL Deb 27. Big in the clubs.

## **TAYLOR DAYNE PROVE ARISTA**

*Singles: 68\* Albums: 45*

Earpicks winner is off and running with out of the box action includes B96, KRBE, Z94, WEGX, PWR99, Q106, WTIC, 92X, KITY, KXX106 and many more. Jumps 25-21 HOT103.

## **SO SURE EMI/MANHATTAN**

*Singles: 70\* Albums: —*

Hot new act is off and running with their first single from a forthcoming album. Out of the box believers include KRBE, KPLZ, KITS, KATD, KXYQ, KCPX, Q100, WFLY, KIKX, KSND, KTUX, KZZU, WBBQ, WNYZ, WRCK and more. Earpicks winner.

## **HENRY LEE SUMMER I WISH EPIC**

*Singles: 71\* Albums: — Avg Move: 2.08 Aggrsv: 3*

Solid rocker is making significant gains each week. Adds at WMMS, PRO-FM, KXYQ, WAPI, WGFM, WTLQ, KZOU, KZZU, WINK, WTHT, WOMP, KKXL, KFRX, WBNQ, KKAZ, WWFX, 95XXX and KTMT. Early moves at KIYS 31-25 and KEGL Deb 29.

## **WHITESNAKE GIVE GEFLEN**

*Singles: 76\* Albums: 12*

Spreading quickly through the system and showing up in requests. New this week at PRO-FM, WAPI, KJ103, WRVQ, WKSI, WKZL, KQKQ, WSKZ, Z104, KTMT and WSSX. Jumps 30-26 WKTI, 39-27 WGH-FM and 33-29 KSAQ.

## **HEART WANT CAPITOL**

*Singles: 77\* Albums: —*

Ballad makes big gains in its first week out with adds at Z94, KUBE, WMMS, KDWB, 94Q, WRNO, KKRZ, KXYQ, WAPI, KJ103, Q100, WGFM, KCPX, WKDD, KIYS, KSND, KZZU, WOKI, KTMT, WOMP, KFRX, WFX, KFQX, SLY96, WWFX and many others.

## **STACEY Q FOOL ATLANTIC**

*Singles: 78\* Albums: —*

Major market airplay and early phone action leads the way. This week's believers include B96, KRBE, WPGC, B100, KMGX and WRCK.

## **DAVID FOSTER WINTER ATLANTIC**

*Singles: 80\* Albums: —*

Theme song for the Winter Olympics is spreading. New at WXKS, WCZY, WHYT, KUBE, KWK, KCPW, WTIC, KCPX and more.

## **PEPSI & SHIRLIE ALRIGHT POLYGRAM**

*Singles: 81\* Albums: —*

Remake is making gains this week with big club play and a hot new video. Adds at Y95, KSAQ, KJ103, KMGX, WPST, KTMT, KFMY, KEYN and many more. Breaking at PWR99.7 Deb 28 and KIYS Deb 35.

## **BRYAN FERRY KISS REPRISE**

*Singles: 82\* Albums: —*

Out of the box adds at KPLZ, KUBE, WKTI, KXYQ, KCPX, WGFM, KTUX, KZZU, KTMT, 95XXX, KF95, WQCM, 100KHI, WJMX and KFBQ. From the forthcoming "Bright Lights, Big City" soundtrack.

## **TOTO PAMELA COLUMBIA**

*Singles: 83\* Albums: —*

First release from the forthcoming album scores with out of the box action at 94Q, WLLO, WKTI, KXX106, KCPX, KJ103, WFLY, WGFM, WKDD and many, many more. Earpicks winner.

## **STEVE WINWOOD TALKING WB**

*Singles: 85\* Albums: 48*

Gaining with new airplay at Q105, KXYQ, WZPL, WGFM, KSND, Z104, KTMT, KIVA, WBNQ, KPHR, WIKZ, KJQ, WQUT, KZOZ, WIGY and B98. Moving 29-24 WKTI, 28-22 WAPI, 36-29 KIYS, Deb 30 WEGX, Deb 35 KKRZ and Deb 36 KZZU.

## **SAMANTHA FOX NAUGHTY JIVE/RCA**

*Singles: 92\* Albums: — Avg Move: 4.00 Aggrsv: 1*

New believers include Z93, PWR99, KITY, KMGX, WKSF and WKQB. Jumps at WPGC 4-3 and PWR96 30-19.



# GLADYS KNIGHT AND THE PIPS

## Love Overboard

**27** **23** HITS TOP FIFTY SINGLES!  
**41** HITS TOP FIFTY ALBUMS!  
 35\*-28\* R & R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	#6 SALES (1 to 10)
3.04	29	8	8

HOT105 add	Y107 add	WUSL add	WTLQ add	WNCI add	G105 add	WQUE 12-8	Q106 11-10	KATD 24-15	WFLY 23-19
WMJQ add	KEZB add	B93 add	KFMY add	FM100 add	OK100 add	WBBQ 12-8	WTIC 17-13	WDJX 18-15	KTUX 25-19
						KKRZ 11-9	Z102 16-13	Y106 20-16	KMGX 23-19
						WKSS 12-9	FM102 20-14	KCAQ 19-16	WAVA 24-21

# JETS

**FLASHMAKER!**  
**38** **33** HITS TOP FIFTY SINGLES!  
 BREAKER 32\* R & R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)
4.12	36	7

## Rocket 2 U

WCZY add	KZOU add	KATD add	WINK add	BJ105 add	WOKI add	WKRZ add	WYKS add	WKSI add	WLAN add	WROQ add	WKLO add	WIKZ add	Y93 add	KTRS add	KDON add	WJMX add	KCMQ add	Z103 add	WKZQ add	WLOL 3-7	KDWB 12-8	WPGC 14-10	KMEL 15-10	KKDA 17-12	KCPX 15-12	Z103 add	KROY 23-18	B96 24-20	KKRZ 25-20	WKSS 26-20	Y100 24-21	WHYT 25-22	KWOD 32-22	FM102 26-22	Q106 28-22	Y108 30-22	KKBQ 26-23	WEGX 29-23	WAVA 27-24	KUBE 29-24	PWR106 30-25	KRBE 36-26	PWR99 29-26	KZZP 30-27
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# PEBBLES

**CROSSOVERS WINNER!**  
**BREAKOUTS WINNER!**  
**43** **35** HITS TOP FIFTY SINGLES!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	#6 SALES (1 to 10)
3.66	19	10	5	9	8

## Girlfriend

KIIS add	Q107 add	PRO-FM add	Q105 add	KCPW add	KWOD add	Y108 add	92X add	WTIC add	WZPL add	KSAQ add	98PXY add	WDJX add	KTUX add	WOKI add	WNYZ add	KIHK add	WFXX add	KISR add	KWTO add	WIGY add	B96 add	KMGX 4-1	FM102 19-11	KMEL 3-2	KITY 22-11	PWR106 17-14	B96 19-15	KRBE 28-19	WPGC 24-19	KXX106 23-19
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# JODY WATLEY

**CROSSOVERS WINNER!**  
**46** **38** HITS TOP FIFTY SINGLES!  
**35** HITS TOP FIFTY ALBUMS!  
 MOST ADDED!

## Some Kind Of Lover

WXKS add	WHYT add	PRO-FM add	B104 add	B97 add	FM102 add	KBEQ add	98PXY add	FM100 add	Q100 add	BJ105 add	KCAQ add	KTUX add	KZOU add	WKSF add	KKXL add	WJAD add	JET-FM add	WSSX add	KTMT add	WAEB add	WANS add
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# CROSSOVERS

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

Terence Trent D'Arby is the story this week with lots of new airplay, solid requests and a resurgence in album sales. Next up are Jody Watley and Pebbles—both gaining quickly and

generating phones and Alexander O'Neal whose duet with Cherrelle is gaining. Keep your ears open for Eria Fachin—ready to make big moves at Top 40.

## BLACK/DANCE

### TERENCE T. D'ARBY WISHING COLUMBIA

**Singles: 36\*** **Albums: 50\*** **Avg Move: 3.64** **Aggrsv: 24**  
Big action this week including hot album sales and solid requests. New at KMEL, Q105, WMJQ, B93, WRVQ, Y107, WKSI, KEZB, KZZU, WINK, WTHT, KFMW, WKQB, KBOS and many more. Jumps at KRBE 38-30, WCZY 32-27, KITS 23-15, PWR99.7 17-11, KATD 31-26, KKRZ 29-24, KXYQ 30-26, KXX106 28-23, WKDD 37-30, KCPX 20-15, WERZ 28-21, WPST 22-15, KSND 30-25, KTUX 34-29, WBBQ 32-27, KMGX 27-23 and WNNK 26-22.

### JODY WATLEY SOME MCA

**Singles: 38\*** **Albums: 35** **Avg Move: 2.31** **Aggrsv: 17**  
Fourth single scores with new airplay at WHYT, KKBQ, KRBE, KUBE, WEGX, WL0L, KWK, PRO-FM, B97, FM102, KBEQ, B104, 98PXY, FM100, BJ105, Q100, KCAQ, KTUX, KZOU and more. Moving PWR106 11-7, HOT103 8-6, KMEL 10-7, WQUE 11-7, KROY 8-6, B96 31-26, PWR96 19-14, PWR99 22-16, WKSS 21-17, WTIC 36-32, Y106 38-30, KMGX 33-28, Z102 25-21.

### PEBBLES GIRLFRIEND MCA

**Singles: 35\*** **Albums: —** **Avg Move: 3.66** **Aggrsv: 19**  
Former Wildcard is closing with adds at KIIS, Q107, PRO-FM, Q105, KCPW, KWOD, Y108, KSAQ, WTIC, 92X, WZPL, 98PXY, WDJX, KTUX, WOKI, WNYZ and more. Jumps 26-10 Y95, 15-9 PWR99, 3-2 KMEL, 9-4 KZZP, 20-9 K98, 14-9 KEZB, 4-1 KMGX, 19-15 B96, 28-19 KRBE, 24-19 WPGC, 19-11 FM102, 26-20 KROY, 22-11 KITY and more.

### ALEXANDER O'NEAL NEVER TABU

**Singles: 41\*** **Albums: —** **Avg Move: 2.28** **Aggrsv: 14**  
New airplay at WQUE, Y108, KSAQ, Q100, Y107, WDJX, KEZB, WTHT, WCIL, WOMP and SLY96. Jumps 21-14 KKDA, 37-33 WCZY, 28-24 PWR99, 29-25 FM102, 31-27 WTIC, 27-22 WFLY, 35-27 WERZ, 30-25 KMGX and 32-27 KSND.

### MORRIS DAY FISHNET WB

**Singles: 69\*** **Albums: —** **Avg Move: 4.25** **Aggrsv: 6**  
Hot new single picks up out of the box adds at PWR99, WNVZ, KSAQ, WGTZ, WBCY, Y106, KZOU, Z102, WNYZ, WBBQ and more. Moves at WPGC 29-25, KITY 25-20 and KXX106 31-25.

### EARTH, WIND & FIRE THINKING COLUMBIA

**Singles: 63\*** **Albums: —** **Avg Move: 2.56** **Aggrsv: 6**  
Second cut picks up new airplay at PWR106, KKDA, WHYT, B100, Q106, WKDD, WJAD, KFIV, WSSX, WCGQ, KIXY and others. Moving 37-32 HOT103, 30-25 B96 and 35-26 KXX106.

### LL COOL J CALI DEF JAM/COL

**Singles: 71\*** **Albums: 47** **Avg Move: 6.50** **Aggrsv: 7**  
Rapper scores with adds at KRBE, HOT105, WUSL, WQUE, KATD, Y106 and more. Jumps at KMGX 9-4, PWR96 29-18, KMEL 30-21 and KXX106 22-18. Debuts for Z93 and KZZP. Soaring.

### WHODINI ROCK YOU ARISTA

**Singles: 72\*** **Albums: —**  
New believers include K98, Z93, KFQX, WWHT, WSSX and PWR105. Jumps 25-18 WAPE and Deb 38 KXX106. Pulls phones.

### PRINCE HOT THING P PARK/WB

**Singles: —** **Albums: —** **Avg Move: 4.29** **Aggrsv: 3**  
B side cut is gaining at radio with new airplay at KKBQ, KITY, Y107, WFLY, KQKQ, WAPE, KISR and more. Jumps at PWR99.7 7-4, Z102 39-34 and KMGX 31-27.

## ALBUM/ROCK

### ICEHOUSE ELECTRIC CHRYSALIS

**Singles: 58\*** **Albums: —** **Avg Move: 2.87** **Aggrsv: 5**  
Spreading quickly with support at KROQ, KPLZ, WMMS, WKTI, KATD, KKRZ, KSAQ, WMJQ, Y106, KEZB, WINK, WRCK and more. Early moves at KITS 25-19, WL0L 40-35 and KIYS 40-30. Breaking at Y95, KRBE, WZPL, KCPX and KJ103.

### WHITE LION WAIT ATLANTIC

**Singles: 86\*** **Albums: 43\***  
Big album sales lead the way. Adds at KPLZ, WRNO, WZPL, KJ103, KCPX, KTUX and more. Jumps at 28-22 WTLQ.

### ROBERT PLANT HEAVEN ATLANTIC

**Singles: 90\*** **Albums: —**  
Picking up new support at WMMS, WTLQ, KIKX, 95XXX and KCMQ. Breaking at KSAQ, KXYQ and WRNO.

### CURE HOT HOT ELEKTRA

**Singles: 91\*** **Albums: —**  
New single is making gains with adds at Y95, KRBE, KSAQ, KXX106, WFLY, KIKX, KTUX, KFBQ, WZKX and KQIZ.

### LOVE & ROCKETS NO NEW RCA

**Singles: 75\*** **Albums: —**  
Crossing steadily with new action at KATD, WBCY, JET-FM and KHTZ. Jumps at WMMS 31-27, KIYS 28-19 and KZZU Deb 40.

## POP/ADULT

### BRENDA RUSSELL PIANO A&M

**Singles: 65\*** **Albums: —**  
Steadily making its way with adds at KZZP, B100, KITY, WNYZ, KIYS, KIKK, WGLF, HOT97.7, WJAD, KQCR, KZOZ and Y97. Moving at KMEL 25-17.

### CARLY SIMON WANT ARISTA

**Singles: 44\*** **Albums: —** **Avg Move: 2.15** **Aggrsv: 8**  
Huge Adult hit is making strong moves including 27-20 Z94, 7-3 KIYS, 5-4 KIMN, 37-30 KCPX, 35-30 KATD and 34-28 WERZ.

# ALEXANDER O'NEAL

## FEATURING

# CHERRELLE

# NEVER KNEW LOVE LIKE THIS

**PRODUCED BY JIMMY JAM AND TERRY LEWIS**

**KEVIN WEATHERLY, MD, KMEL, SAN FRANCISCO—**  
"Adult females can't get enough! Will surpass the solid top ten success of the first two singles..."

**ROBIN SILVA, MD, KWSS, SAN JOSE—**  
"Six months ago when we first heard this record, we thought it was a smash...looks like we were right!! Top ten requests and a 30 point jump in sales this week!!"

**ED AUGUST, MD, WNNK, HARRISBURG—**  
"The Alexander O'Neal/Cherrelle duet is a true performer for us..... This is the one that will take them home, a beautiful reunion!"

**ANTHONY MILES, MD, KYRK, LAS VEGAS—**  
"Had no choice this week, had to debut Alexander at 30, and looks like this will be Alexander's biggest record yet!!"



**LARRY MORGAN, MD, FM102, SACRAMENTO—**  
"A great record that sounds great on the radio! Adult phones are immediate. This will be a **big** record for them!"

**LOU SIMON, MD, KCPX, SALT LAKE CITY—**  
"Here's that perfect midday record you've been looking for...it has adult female written all over it!"

**KEVIN BELCASTRO, PD, WMJQ, BUFFALO—**  
"Instant phones, absolute smash! Sounds killer on our station!"

**CROSSOVERS WINNER!**

**45-51 HITS TOP FIFTY SINGLES!**  
**18\*-15\*-6\* R & R U/C**

WQUE	add	WDJX	add
Y108	add	Y107	add
KSAQ	add	KEZB	add

WBCY	deb	29
WMJQ	deb	30
KKRZ	deb	34
KCPX	deb	40
WHYT	18-15	
WFLY	27-22	

PWR99	28-24
Q106	27-24
KATD	27-24
FM102	29-25
KMGX	30-25
WTIC	31-27
WERZ	35-27

PWR106	36-33
WCZY	37-33
WL0L	39-36

**BREAKING AT:**  
HOT103 KUBE  
WAVA KMEL



KWOD  
KWSS



# REQUESTS

Def Leppard continues its hot streak on the phones while Debbie Gibson is coming on strong with her third straight hit. David Lee Roth is selling tons of albums and also pulling big requests everywhere, Michael Jackson is building quickly on

the phone lines and Pebbles continues to generate lots of requests where played. Big gains this week come from Terence Trent D'Arby, Rick Springfield and Billy Ocean.

**DEBBIE GIBSON BLUE ATLANTIC**

Third one in a row and building each week. Big jumps and solid requests lead the way. Hots include KMEL, 98PXY, B100, B94, FM102, KBIU, KC101, KCMQ, KEYN, KISR, KLYV, KSND, KZFN, KZOZ, KZZO, PWR92, Q98, WANS, WBLI, WHYT, WIGY, WINK, WKLQ, WKSS, WLOL, WOMP, WPXR, WQCM, WWHT, WYKS, WZKX and Z97.

**DAVID LEE ROTH PARADISE WB**

Giant album sales and phones are the story here. Quickly climbing the charts with hot requests at B94, 98PXY, BJ105, FM104, KC101, KEYN, KJQ, KKXL, KPHR, KRNO, KVXO, KWTD, SLY96, WBCY, WCIL, WCZY, WFFX, WJAD, WKQB, WMGZ, WNOK, WSTO, WTMT, WWFX, WYKS, WZYQ and more.

**MICHAEL JACKSON MIRROR EPIC**

Fourth straight smash is already lighting up the phones with a hot video in major rotation. This week's reports come from WPGC, KCMQ, KDON, KF95, KFMV, KFRX, KGGI, KJQ, KKAZ, KKR, KNIN, KPHR, KQCR, KTRS, KWTD, KZZO, OK100, SLY96, WFMI, WINK, WJAD, WKLQ, WKQB, WLOL, WTLQ, WZKX and others.

**PEBBLES GIRLFRIEND MCA**

Huge crossover is closing quickly and selling singles and albums. Hot phone action at FM102, B93, B98, KAKS, KBOS, KDON, KFIV, KFQX, KKM, KLUC, WAPE, WCGQ, WKQB, WNOK, WPGC, WTNZ and WWHT.

**AEROSMITH ANGEL GEFEN**

Big video play and a hot tour underway are helping to close this single. Pulling solid requests at B94, 95XXX, FM104, JET-FM, KEYN, KFMW, KFQX, KIXY, KKAZ, KKXL, Q98, WAYS, WCIL, WGUT, WINK, WPXR, KTMT and more.

**KEITH SWEAT I WANT ELEKTRA**

Former Wildcard pick is now a Top 40 smash and heading right toward the top. Continuing to generate hot phones at WPGC, KAKS, KBOS, KIK, KKR, KNIN, KZOU, KZOZ, KZZO, WFMI, WGLF, WQUT, WKSS, WPXR, WQCM and WWHT.

**INXS DEVIL ATLANTIC**

Second single is making big gains with major market airplay and early requests nationally. Hots include B100, 98PXY, BJ105, FM104, K92, KFMW, KJQ, KRNO, KSAQ, KVXO, KZZU, WAPE, WCGQ, WKQB, WKXX and WWSR.

**TERENCE T. D'ARBY WISHING COLUMBIA**

Grammy nominee for best artist is making significant gains with lots of major market play and a hot video in heavy rotation. Pulling big phones at KXX106, JET-FM, KFQX, KIK, KPLZ, KTMT, KTRS, KZOU, KZOZ, OK100, SLY96, WAPE, WCIL, WHYT, WPST and more.

**RICHARD MARX ENDLESS EMI/MANH**

Continuing to take big jumps up the charts and generate solid requests at KCMQ, KF95, KFBQ, KIK, KKAZ, KKYK, KLYV, KOKZ, KQCR, WERZ, WGLF, WKLQ, WKQB, WOKI and WOMP.

**RICK SPRINGFIELD ROCK RCA**

Album is soon to be released and this single is closing quickly with big phone mentions at KPLZ, 95XIL, KIXY, KKR, KRNO, KVXO, KZZU, Q98, WLGA, WNOK, WQID and WZKX.

**THE JETS ROCKET MCA**

Spreading quickly with requests building each week. Hots this week at FM102, KJQ, KLYV, KOKZ, KQIZ, KZOZ, SLY96, WGLF, WKSF, WPGC, WWSR, Z97 and others.

**BILLY OCEAN DREAMS ARISTA**

First week out and already becoming a monster on the request lines. Early reports this week come from KMEL, KDON, KEYN, KF95, WAYS, WQUT, WNOK, WQCM, WZYQ and Z97.

**ALSO GAINING REQUEST MOMENTUM:**

WHITE LION	WAIT	ATLANTIC
COVER GIRLS	BECAUSE	SUTRA
MICHAEL BOLTON	DOCK	COLUMBIA
R.E.M.	END	I.R.S.
GREAT WHITE	SAVE	CAPITOL

# THE RAINMAKERS

SMALL CIRCLES



THE NEW 45 FROM THE DEBUT LP  
ENTITLED **TORNADO**

*We move in small circles.*

**PRODUCED BY TERRY MANNING**

**DIRECTION: GOOD MUSIC MANAGEMENT**

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**IT'S IN THE BAG!**



## Terence Trent D'Arby

### Wishing Well

**CROSSOVERS WINNER!**

**■-■ HITS TOP FIFTY SINGLES!**  
**DEBUT ■ HITS TOP FIFTY ALBUMS!**  
**DEBUT 38\* R & R!**  
**21\*-17\* R & R U/C!**  
**#3 MOST ACTIVE!**

**KMEL add**  
**Q105 add**  
**WMJQ add**

**PWR99 17-11**  
**KITS 23-15**  
**KCPX 20-15**  
**KKRZ 29-24**  
**KATD 31-26**  
**WCZY 32-27**  
**WBBQ 32-27**  
**KRBE 38-30**  
**WKDD 37-30**

AVERAGE MOVE	AGRESSIVES (4 or more)	REQUESTS (1 to 10)
3.64	24	7

Taken from the Columbia Lp:

"Introducing the Hardline according to Terence Trent D'Arby" 40964

Produced and mixed by Martyn "Teddy Bear" Ware & Terence Trent D'Arby



## Toto

### Pamela

**FLASHMAKER!**  
**#3 MOST ADDED!**

**WKTI add**  
**WL0L add**  
**94Q add**  
**KCPX add**

**KJ103 add**  
**KXX106 add**  
**WKDD add**  
**WFLY add**  
**WGFM add**  
**KIYS add**

**KZZU add**  
**WERZ add**  
**WRCK add**  
**WOMP add**  
**KAKS add**  
**WKSF add**  
**KIHK add**  
**WBNQ add**  
**WGLF add**

**WFFX add**  
**KFMY add**  
**WJAD add**  
**KZFN add**  
**WAYS add**  
**95XXX add**  
**KNIN add**  
**KF95 add**  
**KISR add**

Taken from the Columbia Lp: "The Seventh One" 40969

Produced by George Massenburg, Bill Payne and Toto



## Dan Hill

### Never Thought (That I Could Love)

**■-■ HITS TOP FIFTY SINGLES!**  
**DEBUT 37\* R & R!**  
**MOST ACTIVE!**

**Q102 add**  
**WNCI add**  
**WNVZ add**  
**WKRZ add**  
**WKZL add**

**KIYS 5-2**  
**WKDD 5-3**  
**KZOU 15-4**

**KCPX 13-9**  
**KDWB 18-10**  
**WKSI 16-11**  
**KSND 16-11**  
**B94 16-12**  
**WNYZ 25-20**  
**K92 23-20**

**KKRZ 26-21**  
**WFLY 28-23**  
**WRCK 26-23**  
**KRBE 34-24**  
**WL0L 34-26**  
**KZZU 31-28**  
**KTUX 36-33**

AVERAGE MOVE	AGRESSIVES (4 or more)	TOP 10	TOP 5
3.00	4	7	3

Taken from the Columbia Lp: "Dan Hill" 40956

Produced by Hank Medress and John Capek for S&K Record Productions, Inc.



## Earth, Wind & Fire Thinking of You

**CROSSOVER!**

27\*-15\* R & R U/C!

PWR106	add	WKDD	add	Z97	add	WPGC	20-17
KKDA	add	WJAD	add	KEYJ	add	B96	30-25
WHYT	add	KFIV	add			WUSL	29-26
Q106	add	WSSX	add	Y108	deb 26	KXX106	35-26
B100	add	WCGQ	add	WKSS	deb 35	WFLY	37-29
		KIXY	add	WNNK	deb 40	HOT103	37-32
						KZZU	38-34

Taken from the Columbia Lp: "Touch The World" 40396

Produced by Maurice White for Kalimba Productions



## L.L. Cool J Going back to Cali

Def  
Jam  
recordings

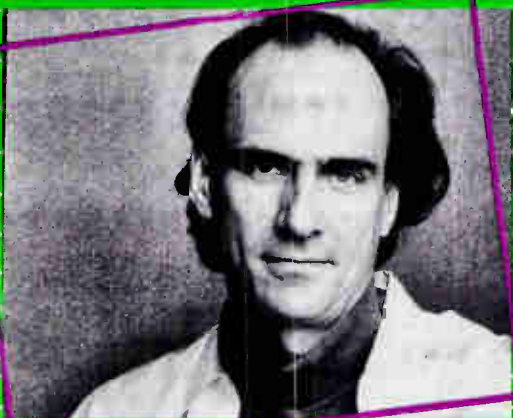
**CROSSOVER!**

KRBE	add	Z93	deb 24	KMGX	9-4
HOT105	add	KZZP	deb 24	KKDA	12-6
WUSL	add			PWR96	29-18
KATD	add			KXX106	22-18
WQUE	add			KMEL	30-21
Y106	add				

Taken from the Def Jam/Columbia Soundtrack Lp: "Less Than Zero" 44442

Produced by Rick Rubin

AVERAGE MOVE	REQUESTS (1 to 10)
6.50	8



## James Taylor Never Die Young

**BREAKOUTS WINNER!**

DEBUT ■ HITS TOP FIFTY ALBUMS!

21\*-13\* R & R A/C!

Taken from the Columbia Lp: "Never Die Young" 40001

Produced by Don Grolnick

Columbia



# Breaking Glass

An exclusive **Hits** interview

with Chrysalis Promotion VP Daniel Glass

by Hank Bordowitz

**I**t should be party time for Chrysalis Promotion VP Daniel Glass. Since he took charge of the label's promotion machine he has established an enviable reputation for breaking not only the Huey Lewis' and Pat Benatar's, but plenty of new music also.

**G**lass is a product of Brooklyn College's radio station WBCR, the breeding ground for such industry stalwarts as Lenny Bronstein and Mike Shallet, to name a few. "It's sort of like what UCLA used to be in basketball," he laughs. After graduation, Glass plugged songs for the likes of Vic Damone and Trini Lopez, before going to work for Delite Records' founder Harry Finfer. "He taught me how to sell records out of the trunk of my car," he recalls.

**H**is big break came with father-in-law Sam Weiss of Win Records Distribution. They took Sam Records, a little company Weiss had as a sideline, and turned it into a dancing 12" monster. They were phenomenally successful from 1977 to 1982, breaking records by Gary's Gang and John Davis and the Monster Orchestra on Frankie Crocker's

Friday afternoon radio show, which was noted for hot new music. The success of Sam caught the eye of then-Chrysalis Prexy Jack Craig, who dangled the opportunity to work with rock as well as dance music in front of Glass, doing new music marketing. His first project was a band called Spandau Ballet which Glass suggested, to the shock and amusement of all, the label work at black radio. He brought it to his pal Crocker, and when the smoke cleared, the record was Top Five pop. His next trick was breaking Billy Idol's "Dancing With Myself," but his biggest coup came with Huey Lewis and the News' "Sports," busting them out of the 250,000 range and into the multi-platinum stratosphere.

**W**ithin Chrysalis, Glass has held the posts of New Music Marketing, New England promotion, New York local promotion, Top 40 promotion, video promotion and Senior Director of Promotion. Two years ago he became Vice President of Promotion. And now he even has his own custom logo imprint, to debut this year, rapidly shaping up as a great one for Glass and Chrysalis.

**Recently, the rumor mill had it that you were out of here.**

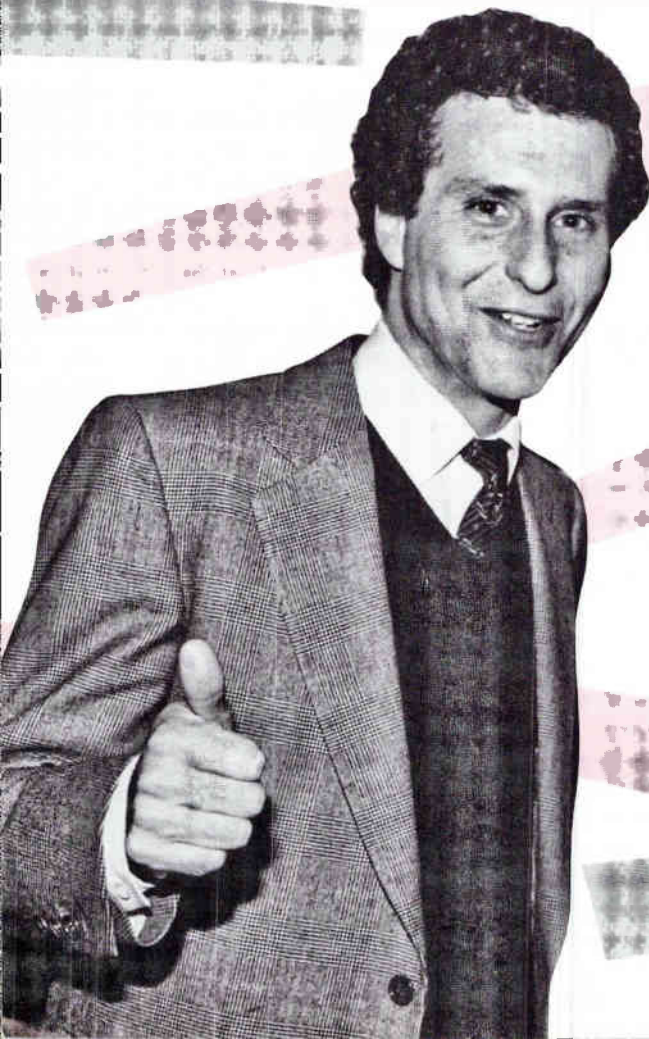
People know of my allegiance and close ties with Jack Craig, who brought me here. When Mike Bone took over there might have been speculation. At this point I have a phenomenal relationship with Mike. I'll give you an example of a Mike Bone/Daniel Glass scenario. Last Monday, I sensed a big breakthrough for Paul Carrack's single, "Don't Shed A Tear," very similar to the first big Huey Lewis single, "Heart And Soul." I didn't think there were enough units out on the street. I went into his office— his door is always open— and I said, "Mike, it's time. I'm frustrated and we've got to get this thing rolling." Three and a half days later, 87,000 new units were out on the street, sold. He got them into the big stores and did what had to be done. When a President and the VP of Promotion can talk like that,

it's a sign that they're on the same wavelength to break acts. My decision to stay with Chrysalis had a lot to do with Mike Bone and where he wants to take this label. We're on our way to making history here.

The alternatives I had were all great ones, and I think people recognize hard work and the conviction I have— that when I believe in a young artist, there is nothing I won't do to break that artist. My approach lends itself to few other companies.

**Last year was quite successful at Chrysalis, particularly for new artists.**

I'm very concerned with breaking careers. Number one, the artists who are signed to Chrysalis, and number two, the careers of the people who work for the label, especially the promotion department. I think about that responsibility when I do hire them. You've





seen some really new artists break out of Chrysalis in the last two years and some careers break in our promotion department that I'm very proud of.

I think my proudest achievement was the World Party project, when we finally committed ourselves to taking a record that "nobody could hear" or "didn't belong on radio," starting at last year's Gavin Convention, and we just believed and believed. The key to getting it to the next level was believing it belonged on every radio format. That was the first hurdle we had to overcome—to stop being gun-shy as a label. It's great to have the big acts, but when you're attracting young employees, it is the up-and-coming acts that they're attracted to. When I first interviewed with Jack Craig, I spoke about Spandau Ballet, Ultravox, Fun Boy Three, the Specials and Selector. I went crazy over that music, and that was part of my decision to work here. The tenacious effort resulting in a very successful World Party project said a lot—to the American radio community, the industry itself and the English community—that Chrysalis can take an act other than an American act and really go after it. Right after that, things started to click.

Living In A Box came out and did very well. The act that came after that was Jellybean, which was a proud personal achievement for me, because we sort of grew up together. We were both spinning records. He was from the Bronx, I was from Brooklyn. I put the jacket and tie on, he stayed behind the turntables. I had a lot to do with him coming to the label.

Then, last summer we broke Billy Idol's "Mony Mony," which was a record that had to come out. I remember sitting at a meeting and pounding my fist on the table and saying, "If I have to guarantee a #1 record, I will." And it did. So, that was a tremendous thing. That just put Billy Idol back

on top, in superstar land.

After that came the release of Icehouse, and we weren't going to take any crap this time. We knew we had a great record, and we didn't want it to be just an obscure record on the alternative charts. I think that's going to be a really big project. The album is currently the second-biggest-selling album of all time in Australia. I think Iva Davies is finally

*Daniel Glass with Iva Davies of Icehouse and John Oates*



**“The key to getting [World Party] to the next level was believing it belonged on every radio format.”**

going to have his due in America. “Electric Blue” is the new single, co-written and with background vocals by John Oates. It's going to be huge.

**You've also managed to break Paul Carrack.**

Paul Carrack has become our best friend at the label. He's been over the house for dinner with the kids. He just had a baby, and he talks to my wife as much as he talks to me. We've adopted him as Uncle Paul. We sent him on a gruelling promotional tour on which he traveled, sometimes by car, sometimes by train, sometimes by bus, seeing radio and retail. That becomes contagious with the staff, and that's the music you really go after. It's shades of Huey

Lewis and the News' early days, of Huey going on the road with us and saying, “There's a radio tower. Let's stop, Daniel.”

You can't say there is any one formula for breaking an artist, but I think Paul Carrack is doing it the right way. I think the music is great, which, of course, is the start. What Paul did was say, “I want to get to know you, I

“Stand Up.” We're turning on a whole new audience to Tull. For the young staff it's like working their first Tull record and seeing their first Tull show.

We have an artist now who has the number one alternative record in the country, Sinead O'Connor. She is the future, and if you think I'm going to wait until her fifth record to break her, you're wrong. We're going to go to the Gavin Convention, like we did with World Party last year. If you're in radio and if you're in retail, you know who Sinead is. The stores that sell the five's and ten's are selling 90's of Sinead. The clerks are all calling. The new audience, the right people want Sinead O'Connor. And not to knock the artists that they're playing, but radio needs Sinead as much as we do.

**How do you fight regressive radio?**

The worst way to approach the hot commercial formats which are Album Radio and Top 40 radio is hype. The best way is to surround them with the best media mix possible. That could be through tip sheets, television, radio, advertising, club appearances, dance clubs, underground press, different formats. Word of mouth is absolutely the best way to do it, but it is tougher and tougher to break through. Take the Top 40 format. I would be happy if it were a true Top 40 format these days. The problem is, more than half the stations in America are going with less than 40 records. You're lucky sometimes if you've got 33 slots at a radio station. That's very tough when more than half of those slots are by faceless, nameless dance records that are quick-fix reaction records. You have 20 companies, plus independents, vying for those other positions, so you can imagine how tough it is. The constriction of the playlists and the rotation of new acts is really upsetting me now. And testing records has become the crutch

# DEF LEPPARD

## HYSTERIA

**HITS TOP FIFTY SINGLES!**  
**HITS TOP FIFTY ALBUMS!**  
 29\*-23\* R&R!

KIIS add  
 B97 add  
 Z95 add  
 Q102 add

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
4.45	48	3	1	9	10	7

KEGL 2-1 WLOL 28-17  
 WMMS 20-15 Y95 25-19  
 KRBE 23-15 KDWB 29-19

# SWING OUT SISTER

## TWILIGHT WORLD

**FLASHMAKER!**  
**42-39 HITS TOP FIFTY SINGLES!**  
 5\*-4\* R&R A/C!  
 MOST ACTIVE!

WHYT add  
 KIMN add  
 Q100 add

WDJX add  
 WKDD add  
 WAYS add

KIXY add  
 Q104 add  
 KHTZ add  
 WWFX add

KIYS 9-5  
 94Q 14-11  
 B100 24-17  
 WFLY 20-17  
 WEGX 22-18

KXYQ 28-18  
 KMGX 24-20  
 WPST 30-23  
 KIKX 27-23  
 KSAQ 30-26

WNNK 34-26  
 PWR106 31-27  
 Z104 30-27  
 Z94 33-29  
 WERZ 33-29

# JOHN COUGAR MELLENCAMP

## CHECK IT OUT

**FLASHMAKERS WINNER!**  
**HITS TOP FIFTY ALBUMS!**  
**HITS TOP FIFTY SINGLES!**  
**BREAKER!**  
 #8 ALBUM NETWORK POWER CUTS!

WXKS add  
 Y95 add  
 WCZY add  
 WLOL add  
 WROQ add

B98 add  
 WFMI add  
 KIVA add  
 100KHI add

KWK 22-18  
 B94 28-22  
 94Q 26-22  
 KRBE 31-23  
 WZPL 29-23  
 K92 26-23

WMMS 34-26  
 KSAQ 38-27  
 KPLZ 32-29  
 KZZU 39-29  
 KIKX 37-29  
 WTLQ 33-30

# PEPSI & SHIRLIE

## ALL RIGHT NOW

**FLASHMAKER!**  
**EARPICKS WINNER!**

Y95 add  
 KSAQ add  
 KJ103 add  
 KMGX add

WPST add  
 KF95 add  
 KTMT add  
 KFMY add

KTRS add  
 WQCM add  
 KIXY add  
 KZOZ add

WWHT add  
 KEYN add

PWR99 deb 28  
 KIYS deb 35

**BREAKING AT:**  
 WCZY KXX106  
 WDTX WTLQ  
 WNVZ K92  
 KCPX KIKX

# MIKE POST

THEME FROM  
 L.A. LAW  
 DEBUT 30\* R&R A/C!

WKSI add  
 KSND add  
 WBAM add  
 Z107 add  
 K104 add  
 95XIL add

# GERRY WOO

## HOW LONG

BREAKING IN DETROIT!  
 WCZY WHYT

PolyGram Records  
 \*\*\*\*\*



*Daniel Glass with Huey Lewis and Bonnie Hayes*

of the programmers. After losing the "battle of the new sounds," you've got a bad shot. When they put new rock acts with great records up against highly-reactive female dance records, what's going to win? The Madonna sound-alikes are always going to win, so the quality is not getting through to the consumer. You'll see shares for Album Radio and Top 40 go down. In New York City, music radio used to do better. There are less people listening to it now, and in a lot of ways, you can't blame them because it's stagnant. I look toward 1999 right now, putting myself in a programmer's shoes, and you're looking for oldies, what are you going to play? You can't play these female, no-name records. I don't think that's the answer.

In the last three months of the year, we stayed with Icehouse and Paul Carrack. Radio and MTV has thanked us for it. They wanted some quality. There's nothing wrong with exciting dance music. That's my background. I'm just looking to the big sales, the big ratings, the true hits.

**Why is dance music so ephemeral?**

In terms of respectability at the record company level, dance music was put in the corner. Everybody needed a "token" dance music depart-

ment. The independents would do well, but didn't have the staff or the distribution to break the records. Label management thought it would go away quietly. But it became big business. Who's producing the hot records today, who's mixing the big records today? The people who were in the dance crowd.

Now I think there is a better understanding of the market, almost too good. I think the club scene is backwards now. I think the luxury of 12" records and remixes has hurt the dance jocks. The great jocks are still finding the albums, still finding the imports, and are not waiting for the third or fourth 12" house or dance mix from the album.

**If the clubs aren't breaking new records these days, who is? College radio?**

MTV has been really helpful in breaking new music in the last year or so. Their commitment to breaking new music is definitely there, their Buzz Bins and Hip Clip of the Week are really important to new stuff. And I think they've been right-on 90% of the time.

Clubs still do break music, but not like they potentially could break music. The jocks that are remixing and producing records against the grain, always looking for a new thing, are great.

Absolutely, college radio is

breaking music. No question about it. I think having the #1 record on the alternative charts means a lot. I think it meant a lot for Sinéad, it meant a lot for Love and Rockets, it has obviously meant a lot to the Smiths and the Cure. These were weirdos a year and a half ago. Now they're the mainstream. We tell them, don't play the jacket, play the music. And if you put Sinéad on, it's as good as any Talking Heads record, which is mainstream now. College radio is flexing its muscles, feeling its power. And the good thing is, it's not changing. They're not accepting that they have to have a playlist or a rotation. They're playing album cuts. I love what's happening at college radio

to Chrysalis, "Jack The Lad," from a group called Three Man Island. They are a three-man production team, wild maniacs from England. It's just a great dance record. I'm going to have my own logo on the label.

**Just one of the perks which comes with the territory.**

Yes, and it works from both ends. This company knows my expertise in black and dance, and right now, on weekends I go downtown and look for music. I go where I used to go, to the recording studios looking for the next hot producers, like I used to do with Sam. Which is great, because it doesn't detract from the work I

**"When I believe in a young artist, there is nothing I won't do to break that artist."**

promotion in the industry. The lady we have here, Liz Grove, is sensational. She's going off to England next week to meet with all our new groups: Stump, The Proclaimers, who are just coming off a Top Five record in the U. K. She's going to be hearing the Waterboys in the studio. We're ready for that format.

**What's next for Chrysalis?**

I want to see World Party break to the masses. I'm excited for the Vinnie Vincent Invasion and Tami Show, just two of our great Sr. VP Jeff Aldrich's signings. Probably the thing that's going to be a real big achievement for us is the new Pat Benatar album. All the stuff we've heard has been unbelievable. Here's an artist who, when I joined the label, was selling four million units. We're very excited about that. This will kick off a big tour for her.

I signed my first 12" record

do for promotion. I work hard all week, and that's my love. The dream is to have my own small label within Chrysalis distribution. They're grooming me for that.

Meanwhile, my staff—people like Kevin Sutter, our head of Album Promotion—is growing. Kevin is the trailblazer of World Party and Icehouse. I'm also really proud of Jerry Blair, who's one of the most sought-after promo men in the industry. He's going to be moving from New England to head up the whole West Coast promotion staff. And they ain't seen nothing yet. He's a real ball of fire, a maniac going out there. We have the most aggressive, music-intensive staff in the industry. Jan Teifeld was a former independent promotion person whom I call "the missile." Jeff Laufer stands on your desk and makes sure you hear his new music! 95% of the staff have retail backgrounds. People know that we don't give up.



# EARPICKS

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

Hot new artist Taylor Dayne's follow-up single scores with lots of mentions this week and INXS' second single continues to make big gains. Henry Lee Summer is off and running with his

debut cut, Robert Plant is making early progress and Morris Day is back with a great sounding single from a new album.

## WINNERS

<b>1</b> TAYLOR DAYNE	PROVE	(Arista)	<b>6</b> MORRIS DAY	FISHNET	(WB)
<b>2</b> INXS	DEVIL	(Atlantic)	<b>7</b> TOTO	PAMELA	(Col)
<b>3</b> HENRY L SUMMER	WISH	(Epic)	<b>8</b> WHITESNAKE	GIVE	(Geffen)
<b>4</b> ROBERT PLANT	HEAVEN	(Atlantic)	<b>9</b> PEPSI & SHIRLIE	ALRIGHT	(Poly)
<b>5</b> SO	ARE YOU SURE	(EMI/Manhattan)	<b>10</b> LOUIS ARMSTRONG	WONDERFUL	(A&M)

**J ABRAMSON/TOWER-SUN/LA**  
G Harris/M Jackson/P & Shirlie/Squeeze

**D AGRESTO/TRACKS/NORFOLK**  
MSM/D Gibson/TT D'Arby/L Lovett

**J ALEXANDER/KKAZ/CHEYENNE**  
Whitesnake/INXS/HL Summer/R Springfield

**R ALEXANDER/WIKZ/CHAMBERS**  
L Armstrong/Cucumbers/INXS/Whitesnake

**DAVE ALLEN/WSSX/CHARLESTON**  
Prince/Whodini/J Watley

**RICK ANDRADE/ZIPS/TUCSON**  
Yes/G Harrison/E Fiorillo/M Jackson

**C ANDREWS/WZYP/HUNTSVILLE**  
INXS/HL Summer/Blue M/L Armstrong

**RICH ANTON/WDTX/DETROIT**  
INXS/JC Mellencamp

**J VANTWERP/WGRD/GR RAPIDS**  
T Dayne/TT D'Arby/INXS

**JACK ARMSTRONG/KF95/BOISE**  
Heart/B Ferry/P & Shirlie

**JIM ATKINSON/KWK/ST LOUIS**  
Toto/B Mercedes/HL Summer/Icehouse

**ED AUGUST/WNNK/HARRISBURG**  
Toto/T Marie/L Armstrong

**JOHN AUSTIN/WPXR/DAVENPORT**  
T Dayne/P & Shirlie/T Marie/W Lion

**DAVE BAKER/WIMX/FLORENCE**  
Toto/HL Summer/T Dayne/R Plant

**ROBIN BANKS/JET-FM/ERIE**  
M Day/So/HL Summer/W Lion

**M BASHKIN/BAKER & TAYLOR/CHI**  
Cure/So/R Plant/K Come

**MIKE BEACH/WCKZ/CHARLOTTE**  
JJ Fab/WC WC/Georgio/L Armstrong

**S BEAN/HARMONY HOUSE/DETROIT**  
Heart

**JAY BEAU JONES/WEGX/PHILLY**  
T Dayne/J Watley

**K BELCASTRO/WMJQ/BUFFALO**  
TT D'Arby/R Plant/INXS/Icehouse

**M BERGER/WINK/FT MEYERS**  
So/M Day/Heart/T Marie

**FRANKIE BLUE/Z100/NY**  
L Armstrong/Jets/D Gibson

**PATRICIA BOCK/KIIS-FM/LA**  
B Ocean/TT D'Arby

**T BRENNER/ARROW DIST/SOLON**  
D Modc/B Tagg/Kane Gang/INXS

**B BRENT/WALL TO WALL/PHILI**  
Communards/INXS/Whitesn/B George

**CHERYL BROZ/KRBE/HOUSTON**  
V Pink/B Mercedes/Cure

**BOOM BOOM CANNON/WKSE/BUFF**  
T Dayne/J Watley/R Springfield/INXS

**B CATCHER/WKZL/WINS-SAL**  
Cure/T Dayne/B Ferry/Pebbles

**S CHICK/WGFM/SCHENECTADY**  
T Dayne/Heart/Icehouse/Toto

**J COHEN/STRAWBERRIES/BOSTON**  
B Pig/K Come/R Plant/So

**DAVE CURTIS/LECHMERE/WOBURN**  
So/R Plant/INXS/10,000 Maniacs

**KEVIN DAVENPORT/B93/AUSTIN**  
B Mercedes/Cure/TT D'Arby

**JEFF DAVIS/KLYV/DUBUQUE**  
Toto/Heart/P & Shirlie/HL Summer

**JEFF DAVIS/KYNO/FRESNO**  
M Day/B Ferry/L Armstrong

**B DAVIS/RECORD BAR/C CHRISTI**  
Georgio/P Swayze/S & Pepa/E Carmen

**JAY JARVIS/WGTZ/DAYTON**  
M Day/Prince/HL Summer/So

**JEFF DAVIS/WPFM/PANAMA CITY**  
S Winwood/HL Summer/Toto/L Armstrong

**JOHN DAWSON/WLGA/VALDOSTA**  
HL Summer/INXS/Heart/Communards

**J DEE/WKQZ/MYRTLE BEACH**  
MSG/NK On The Block/Spagna/Blue M

# AAAARGH (Pronounced "aaaargh")

## Where Is My Neck?

WIN COLOR TV's, CD PLAYERS & OF COURSE, ABUSE  
AS **HITS** AND PolyGram Records PRESENT

# THE SECOND ANNUAL DUMB GRAMMY CONTEST

Why is PolyGram Sr. VP of Promotion David Leach saying "AAARGH" (pronounced "aaaargh")? Because the bozos in the HITS' art department spent three hours trying to make him look like a geek in this ad. Hey folks, did we succeed? Still, as promised, HITS and PolyGram, who are sitting pretty with nominees Swing Out Sister and Robert Cray, are going ahead with this Grammy stupidity. We're awarding first and second prizes in three categories: "RADIO," "RETAIL," and "OTHER VERMIN." First prize is a highly discounted Color TV. Second prize, an equally cheap, low budget, Compact Disc Player. Too embarrassed to give it a try? You won't be after reading these:



### JAY ROSENBERG, THE WIZ, NEW YORK

Record Of The Year- "Graceland" .....  
Album Of The Year- "Sign 'O The Times"  
Song Of The Year- "Luka" .....  
Best New Artist- Terence Trent D'arby  
Pop Vocal Female- Carly Simon  
Pop Vocal Male- Sting  
Producer Of The Year- Lanois/Eno  
Rock Vocal Male, Female- Gehman & Mellencamp  
Rock Vocal, Duo, Group- U2  
R & B Vocal, Duo or Group- Aretha & George

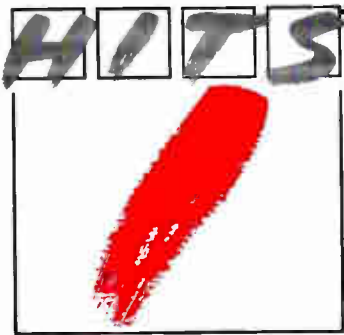
### FRANKIE BLUE, Z100, NEW YORK

Record Of The Year- "La Bamba"  
Album Of The Year- "Sign O' The Times"  
Song Of The Year- "La Bamba" .....  
Best New Artist- Jody Watley  
Pop Vocal Female- Whitney Houston  
Pop Vocal Male- Michael Jackson  
Producer Of The Year- Quincy & Michael  
Rock Vocal Male, Female- Tina Turner  
Rock Vocal, Duo, Group- U2  
R & B Vocal, Duo or Group- Club Nouveau

### BOOM BOOM CANNON, WKSE, BUFFALO

Record Of The Year- "Back In The High Life"  
Album Of The Year- "Whitney"  
Song Of The Year- "I Still Haven't Found....."  
Best New Artist- Jody Watley  
Pop Vocal Female- Whitney Houston  
Pop Vocal Male- Michael Jackson  
Producer Of The Year- Quincy & Michael  
Rock Vocal Male, Female- Richard Marx  
Rock Vocal, Duo, Group- U2  
R & B Vocal, Duo or Group- Whispers

Rules of the game are simple: Deadline is the day before the Grammys. One entry per person, and people with only one brain cell can play- so you HITS readers are in! As always, good luck and God bless you.



# EARPICKS

**ALBIE DEE/WPGC/WASH DC**  
Stacey Q/T Seville/T Marie

**P DEMILLE/95XIL/PARKERSBURG**  
10K Maniacs/Louis A/D Wakcling

**R DENNIS/SHOW INDUSTRIES/LA**  
10K Maniacs/R Plant/JC Mellen/T Marie

**D DODD/PEACHES/SEATTLE**  
R Cooder/Replacem/SB Messiahs/Squeeze

**MIKE DORRIN/CML/ST LOUIS**  
R Plant/Whitesnake/INXS

**SKIP ELIOT/WJAD/BAINBRIDGE**  
M Day/T Dayne/HL Summer

**V ELLIOTT/V VENDORS/KALA**  
M Jackson/INXS/G Harrison/Cure

**STEVE ELLIS/HOT103/NY**  
E Fachin/Stacey Q/P Poison

**L FLEECE/LIEBERMAN/CLEV**  
S & Black/B Ocean

**A FREED/N LIGHTS/MPLS**  
Centerfold/BMOC/T Seville/T Marie

**K GRAHAM/WEST MERCH/AMA**  
So/T Dayne/10K Maniacs

**H GUILFOIL/WAX WORKS/OWENS**  
JC Mellencamp/Icehouse

**K HARDT/S GOODY-EAST/EDISON**  
T Daync/R Plant/HL Summer/T Marie

**D HARRELL/WKQB/CHARLESTON**  
M Day/So

**R HAYES/KTFM/SAN ANTONIO**  
WC Wrecking Crew/E Fachin/M Parrish

**JY HEIKKALA/RAINBOW/SF**  
R Plant/R Jackson/B Ocean

**T HENSLEY/KFQX/ABILENE**  
M Day/Toto/Whodini/Icehouse

**S HOBBERMAN/RTI/OMAHA**  
T Daync/Whitesnake/B Ocean/M Day

**K HOPKINS/KZZU/SPOKANE**  
B Ferry/P & Shirlie/Heart/T Dayne

**D HOUGHTON/UNIVERSAL/PHILI**  
G Thorogood/T Dayne/J Watley/S & Pepa

**PHIL HOUSTON/KOKZ/WATERLOO**  
HL Summer/B Mercedes/W Lion

**MARK JACKSON/WHYT/DETROIT**  
Blue M/The Deele/G Woo/EW&F

**SCOTT JAMES/KAKS/AMARILLO**  
Toto/Icehouse/So/W Lion

**KELLY JAY/KEYJ/ABILENE**  
Toto/Dolly-Smokey/Starship

**DON JENSEN/ROUNDUP/SEATTLE**  
T Shaw/D Gibson/R Springfield/DL Roth

**PAUL JOHNSON/PRO/TEMPE**  
M Day/So/T Daync/R Plant

**BRITON JON/WYKS/GAINESVILLE**  
DaKrush/So/HL Summer/T Dayne

**D KALLAWAY/KPHR/RAPID CITY**  
Whitesnake/Aerosmith/S Winwood

**E KATAJAMAKI/NAVARRE/MPLS**  
M Day/LL Cool J/T Marie/HL Summer

**B KAY/KNIN/WICHITA FALLS**  
Toto/Icehouse

**MJ KELLI/WGH-FM/NORFOLK**  
INXS/R Springfield/P & Shirlie

**KIDD KELLY/KSMK/FLAGSTAFF**  
Bardeux/T Dayne/P & Shirlie/Whitesnake

**KEVIN KING/WANS/GREENVILLE**  
Pebbles/Icehouse/R Springfield/INXS

**L LEON/PACIFIC COAST/CHATS**  
R Plant/10,000 Maniacs/T Dayne/Toto

**S LEPERE/KITY/SAN ANTONIO**  
P & Shirlie/T Dayne/Stacey Q/T Marie

**N LEWIS/MUSIC PEOPLE/OAKL**  
TT D'Arby/Buster P/R Astley/G Michael

**SCOTT LIEF/WIGY/BATH**  
P & Shirlie/B Russell/EW & F/S Winwood

**M MACRO/CAVAGES/BUFFALO**  
R Plant/10,000 Maniacs/So

**M MANDZIA/BUZZ'S NEST/COL**  
HL Summer/INXS/Cure/L Ford

**DAVID MARTIN/KZIO/DULUTH**  
EW & Fire/Kane Gang/INXS

**DAN MCCOLLY/KIYS/BOISE**  
P Shirlie/B Russell/So

**J MCKENNA/WXKS/BOSTON**  
Blue M/B Ferry/10K Maniacs/So

**M MERCURIO/REC & TAPE/OHIO**  
Underwld/HL Summ/10K Maniacs/T Dayne

**TRISH MERELO/WPST/TRENTON**  
L Armstrong/So/Icehouse/Blue M

**JOHN O'DEA/B98/FT SMITH**  
Prince/L Armstrong/Whodini/INXS

**GYNNY O'HARA/KIHK/DAVENPORT**  
So/HL Summer/Louis A/B Russell

**D PAARMAN/KQCR/CEDAR RAPIDS**  
HL Summ/Whitesn/So/P & Shirlie

**DAN PEARMAN/KEYN/WICHITA**  
Icehouse/Prince/P & Shirlie

**J PREWITT/KXX106/BIRMINGHAM**  
T Marie/T Dayne/L Armstrong

**BARBARA PRIETO/WGCI/CHICAGO**  
T Marie/Roger

**J PRIMERANO/REC THEATER/BUFF**  
LL Cool J/R Plant/10,000 Maniacs

**R RICHARDSON/SW WHOLE/HOUS**  
R Plant/Whitesnake/B Ocean/Cure

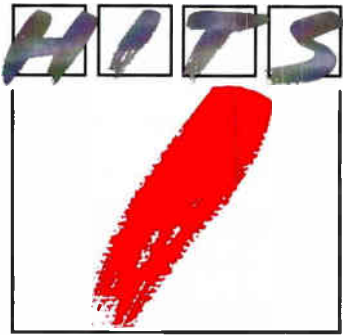
**J ROSENBERG/THE WIZ/NEW YORK**  
Elements/C Criner

**STEF RYBACK/KC101/NEW HAVEN**  
Toto/L Armstrong/B Russell/S Winwood

**BOB SAY/MOBY DISC/LOS ANGELES**  
Aerosmith/Megadeth/Church/R Hitchcock

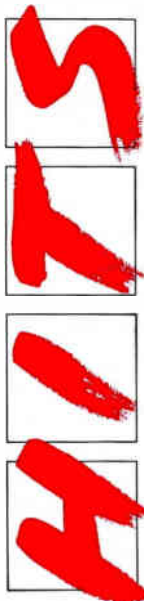
**T S BRIGLIA/TRANS/BUFF**  
R Plant/Toto/HL Summer/10K Maniacs

**SANDY SCOTT/KFBQ/CHEYENNE**  
P & Shirlie/B Ocean/G Knight/P Sisters



# EARPICKS

<b>BARBARA SELTZER/ATCO/NY</b> B Mercedes/T Marie	<b>J SPEAR/TOWER/DOWNTOWN/NYC</b> LA Guns/Megadeth/Warlock/Dokken	<b>T THOMPSON/KXX106/BIRMING</b> P Blonde/T Marie
<b>J SHAHINIAN/REC EXCHANGE/CLEV</b> T Dayne/T Marie/Whitesnake/Pebbles	<b>D ST JAMES/KKXX/BAKERSFIELD</b> Replacements/Heart/So/Wax	<b>GLENN TRENT/WKSF/ASHEVILLE</b> J Watley/Icehouse/Whitesnake/R Plant
<b>VICKI SHARP/KRNQ/DES MOINES</b> So/B Mercedes/M Day/E Fachin	<b>K STAMM/RADIO DOCTORS/MILW</b> Whitesnake/S Winwood/W Houston/R Plant	<b>T WAITEKUS/WCIL/CARBONDALE</b> INXS/J Watley/W Lion/A O' Neal
<b>M SHORE/BIG TIME/HOLLYWOOD</b> H Of Freaks/Godfathers/J Harrison	<b>J STARR/WKRZ/WILKES-BARRE</b> B Mercedes/R Parker Jr/M Day	<b>C WILLIAM/WROQ/CHARLOTTE</b> INXS/B Ferry/Heart
<b>K SIMMONS/HOUSE OF GUIT/ROCH</b> Carrack/G Harrisn/R Hitchcock/R Robertsn	<b>R STEELY/CENTRAL SOUTH/NASHV</b> M Day/R Plant/10K Maniacs/R Springfield	<b>S WILLIAMS/KARMA/INDI</b> L Ford/AC-DC/R Marx/S Winwood
<b>STEVE SMALL/KSMB/LAFAYETTE</b> B Ferry/R Plant/L Armstrong/Pebbles	<b>BRUCE STEVENS/WBBQ/AUGUSTA</b> T Dayne/Heart/M Day/R Plant	<b>GREG WILLIAMS/KKRD/WICHITA</b> Pebbles/Whitesnake/B Ocean/INXS
<b>STEVE SMITH/KHQT/SAN JOSE</b> B Mercedes/T Dayne/B Russell/Stacey Q	<b>RICK SWANN/WVSR/CHARLESTON</b> INXS/HL Summer/EW & Fire/M Day	<b>RAY WILLIAMS/Z102/SAVANNAH</b> B Mercedes/T Dayne
<b>D SMITH/NATL REC MART/PITTS</b> So/HL Summer	<b>D SWANSON/SAM GOODY-WEST/LA</b> Toto	<b>KAREN WONG/WLOL/MPLS</b> So/INXS/M Day
<b>RC SNYDER/KTMT/MEDFORD</b> B Ferry/Whitesnake/P & Shirlie/INXS	<b>ROB TAYLOR/LIEBERMAN/CHICAGO</b> R Plant/Stacey Q/Heart/Toto	<b>D YASNER/95XXX/BURLINGTON</b> Heart/R Plant/Toto/B Ferry
<b>JOE SONDERMAN/KHTR/ST LOUIS</b> Whitesnake/T Dayne/Heart	<b>AL TRIVERA/PWR106/LA</b> INXS/M Day/B Mercedes	<b>K ZARDA/TOWER/SHERMAN OAKS</b> Flesh For L/GL Jezebel/S Of Mercy/Ballaam
<b>CURT SPAIN/KJ103/OK CITY</b> P & Shirlie/Toto/HL Summer	<b>BARRY THOMAS/WFMI/LEXINGTON</b> HL Summer/L Armstrong/W Lion	<b>C ZETYE/TOWER/SHERMAN OAKS</b> H Of Freaks/Godfathers/Bolshoi



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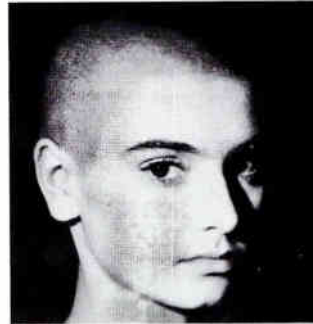
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## THE HORIZON THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Gene Loves Jezebel and Flesh for Lulu are selling out venues everywhere they go on their twin-bill U.S. tour, and radio is finally catching on after listeners have been flocking to shows despite a paucity of airplay. They obviously know something that programmers are only just finding out - that both these bands have a huge potential to break in a major way.....Producer/guitarist **Mitch Easter's** band **Let's Active** has just completed a new album for I.R.S., scheduled for April release. It was produced, not by Easter this time, but by **John Leckie** (**Dukes of Stratosphere** et al.) at three illustrious studios - Easter's Drive-In at his home in N. Carolina where R.E.M. and the dB's have recorded; the famous Abbey Road studio in London and **Dave Edmunds'** Rockfield Studio where Easter got to rub shoulders with lemon-squeezer **Robert Plant**. No word as yet on whether any musical collaborations were recorded for release or even just posterity.....Former **Squeeze** member **Paul Carrack** is touring behind his latest CHRYSALIS release "One Good Reason" from which the single "Don't Shed a Tear" is placing strongly on Pop Adult charts. Carrack's band will include pub-band veterans **Nick Lowe** and **Andy Fairweather-Low**. Meanwhile Squeeze themselves have embarked on a cross-country tour with **10,000 Maniacs**, who have also released a new single "Like The Weather" from their "In My Tribe" album on ELEKTRA, as supporting act.....One to watch for is **John Brannen's** "Mystery Street", the debut release for the new APACHE label. It's already seeing strong support from album radio and has a bit of the feel and energy of a young **John Cougar**.....One of life's benefits as a member of the music press is the delightful packages that fall across our doorsteps promoting new material, from non-functioning cans of hairspray to scented condoms. Recently it was the **Screaming Blue Messiahs** package of their current album "Bikini Red" on all formats, plus the 12" single of "I Wanna Be a Flintstone", already a college hit and starting to break on album radio. Included was an oversized T-shirt and, wait for it, a bottle of Flintstones chewable vitamins. To your health, ELEKTRA.....Two more female singers worth noting are **Anno Domino**, a European singer with a tremendous range and engaging pop appeal whose self-titled album is out on the GIANT label, distributed by DUTCH EAST INDIA; and **Virginia Astley**, another sibling of the prodigious Astley clan whose U.S. debut on GEFEN called "Hope in a Darkened Heart" is produced by **Ryuichi Sakamoto**, composer with **David Byrne** of "The Last Emperor" soundtrack and features vocals from **David Sylvian** on the lead track "Some Small Hope"..... Fem-rockers are also in the spotlight with former **Runaway**, **Lita Ford's** first album in some time on RCA called "Lita" and newcomer, **Joanna Dean** sounding very impressive on her POLYGRAM debut "Misbehavin'", stand-out tracks at first listening being "Dirty Fingers", the title song, and a re-working of the Stones' "Gimme Shelter".....A new **Bears** album is coming soon on P.M.R.C., produced by **Adrian Belew** and called "Rise and Shine".....New York mix-meisters, **Mantronix** have an album out on CAPITOL called "In Full Effect" and WARNERS will soon be releasing the first single from former **Smiths'** singer **Morrissey** called "Suede Head". The album is reportedly finished and due for release shortly.....



### Sinead O'Connor

Title  
"Mandinka"

Label  
Chrysalis

*Enormous buzz over this unique 21-year-old Irish talent as an Alternative and College groundswell turns into mainstream sparks. To see her is to remember her as this young chanteuse sports a cleanly shaven noggin that highlights an otherwise gentle appearance. Chrysalis is flying high on this new talent as sales are headed steadily towards 100 grand. Look for a Top 40 assault by Chrysalis in about four weeks.*

#### Suggested Cuts

"Mandinka" is the kind of tune that will skyrocket if programmers are adventurous. Try it, you'll like it.

#### Label Comments:

"This is one of the most incredible sales stories," said an ecstatic Chrysalis VP of Promotion **Daniel Glass**. "And when this cut goes on commercial radio, people go crazy." Glass is being cautious not to rush this artist to Top 40. "We want to establish the maximum amount of awareness possible," he said. "This music is so incredibly deep and personal — this one will go."



### 10,000 Maniacs

Title  
"Like The Weather"

Label  
Elektra

*When 10,000 Maniacs leader Natalie Merchant takes the stage, the diminutive young singer/songwriter completely captivates an audience. With a dazzling voice, melodic material and a crack band, Merchant and company have been establishing a following for the past few years. Now the time is ripe for mass acceptance as Elektra has released a single that is able to capture the true magic of this band.*

#### Suggested Cuts

"Like The Weather" is the goods. This is a band of the future, and from initial reaction, that future might just be now.

#### Label Comments:

According to Sr. VP of Promotion, **Brad Hunt**, the biggest problem at this point is the band's name. "If people get past the name and into the music, they'll be in for a treat. The people who have heard this record, like this record." Hunt and staff are going straight out of the box to Top 40 after upper demo Album Rockers and New Age stations embraced the cut. Hunt noted the track's already building a strong Pop/Adult base.



# San Francisco Giant

An exclusive **Hits**  
interview  
with Keith Naftaly  
P.D., KMEL in S.F.



by Jon Leshay

*This wise-beyond-his-years broadcast veteran is one of the youngest P. D.'s in the country. His first job was answering the request phones at KFRC in S. F. when he was sixteen years old. He became the station's music coordinator for three years until he segued to crosstown KMEL to become music director, a post he held for three years before assuming the P. D. spot at the outlet last June.*

**Your successful back-to-back books must have been very gratifying.**

Yes, they really are. We have a great team and everyone wants to win with a vengeance.

**Who do you consider your main competition in the Bay Area market?**

Primarily, KSOL. We also share listeners with LIVE-105, KYYU and the Quiet Storm station KBLX.

**Do you consider your station an urban outlet?**

No, we are a mass appeal pop station. In San Francisco, mass appeal just happens to be soul music. Most people don't realize that our audience is only 12% black.

**What are the whitest records on KMEL right now?**

Phil Collins' "In The Air Tonight," The Romantics' "What I Like About You" and Simple Minds' "Don't You Forget About Me."

**I heard you hate to do interviews.**

I seem to always get misquoted and end up sounding militant or belligerent. I'm actually very even-tempered

and quite low-key. I also hate talking about positioning statements, jingle packages, quarter-hour maintenance and hot promotions. That can get really boring.

**What do you like to talk about?**

Music.

**What was the first single you ever bought?**

"Don't Pull Your Love" by Hamilton Joe, Frank and Reynolds.

**"The Bananarama girls were sassy bitches, but sexy sassy."**

**What are some of your favorite songs of all time?**

Sade's "Hang On To Your Love," Bobby Caldwell's "What You Won't Do For Love," Smokey Robinson's "Cruisin'"..... I could go on and on.....

**What programmers do you respect out there?**

Steve Rivers is just the best. He's really on top of formatics and mechanics. He draws these perfect clocks. He's a lefty, too, so he's got that creative edge. Sunny Joe White is the epitome of cool and Mike

Preston definitely has his head together— he'll be in a Top Five market momentarily. Steve Perun is sharp, but I think he could take more musical risks. Bill Richards is another together P. D.— I've learned a lot from him. I don't know too many other P. D.'s, I kind of keep to myself and mind my own business.

**Who has the best ears in the business?**

Barbara Prieto from WGCI in Chicago has got ears like

mine. I hope she crosses over to pop radio someday. Kevin Weatherly, my music director here, also has serious ears. He is gonna win that air competition this time..... just watch. He can hear all those velveeta records like Eric Carmen— he told me that was a Top Five record even before it was a single. I told him he was loco. Looking at your "Earpicks" section, I'd say WHYT's Mark Jackson and WPGC's Albie Dee in Washington D. C. consistently look right on.

**Do you like meeting the artists you play?**

Sometimes it's very satisfying and sometimes it gets a bit awkward. I can't blame the artist for being a bit uptight as they are basically being shuttled around from station to station like a freak show.

**Who have you hit it off with?**

Most recently, Terence Trent D'Arby. We played a bizarre word game at this Chinese restaurant and drew all over the fancy imported tablecloth until about one in the morning. Jody Watley definitely has class, Corin from Swing Out Sister struck me as being very bright and very cool, Natalie Cole is sincere and very real, as is Valerie Day of Nu Shooz.

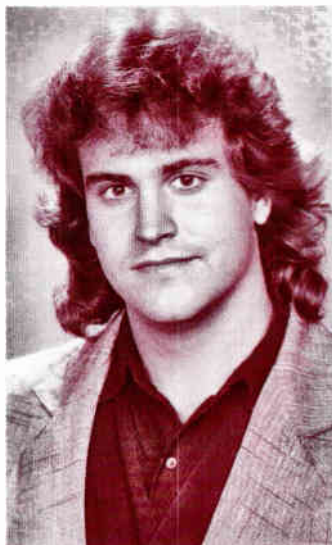
**How about bad vibes from artists?**

The Bananarama girls were sassy bitches, but sexy sassy. The lead Pet Shop Boy was a little smug— really wimpy handshake too— he's a very talented fellow, though. I love their music.

**Would you say you're somewhat opinionated?**

I just call things as I see them. I guess I'm a little twisted and off-center, but I think that's how you succeed in this business.

*This Minneapolis native started his radio career in 1975 at KSTP-AM, answering request lines when he was only fourteen. From '76 to '82, Ellis was at KDWB, working as a part-time announcer for then-P. D. John Sebastian. After that, he moved to New York to work at Doubleday-owned WAPP, which went through a number of format and ownership changes before its current incarnation as HOT 103, with Ellis as Music Director.*



**How does new product make your playlist?**

Basically, I deal with over one hundred pieces of product a week. When promotion people come up, we listen to the records. We have a unique situation in that we program the records that we like to hear. We use research mostly to determine whether or not we were wrong or right with

our earpicks. New York City hasn't seen a station like that for a long time. When it comes time to picking music, Joel Salkowitz [station P. D.] and I get together Thursday and put on what we like.

**How do you break the local acts?**

Local artists come by all the time. The most recent was Corina, who had a Top Ten 12" with "Out of Control" in N. Y. after only three weeks in the stores. She brought her record up one day and we put it on straight away because we liked it. Debbie Gibson was just another L. I. teenager

speak, outperforming and out-selling all other 12" records three to one. It has been #1 in New York for eight weeks now. It's an instant reaction record. Top 40 had a hard time playing it, but sales research forced them on the record. If we have a hit here, it's simple—sales will force the other local stations on the record and most of the time, those same records will break nationally. That's the ultimate satisfaction for us.

**Do you utilize music information from the other Emmis stations?**

We talk to PWR 106 weekly. We get a lot of input from them and they from us and it's great to have them a phone call away. The company as a whole is very communicative. When anything comes up, we talk with WAVA and WLOL, as well as others in the chain. It's very nice to know we can rely on that source of information.

**Describe your current situation in the marketplace.**

When we first signed on, the radio station skewed very young and we found that, as the station matured, so did the demo. Now, more than ever, we have older listeners and, from a financial standpoint, that's fantastic. What we're looking to do is to turn a 12-34 demo into an 18-34 station with not as much emphasis on teens. We found in this last

**"If we have a hit here, it's simple—sales will force the other local stations on the record..."**



**HOT  
IN  
THE  
CITY**

when we put "Only In My Dreams" on and I guess that one did OK nationally. That was a year ago, before anyone else had even heard of her. It was a record we had to stick with, even though the rest of the country wasn't on it.

Also included in this category are TKA, Noel and Nancy Martinez. Noel was a busboy at 4-D, a local nightclub. He made a demo of "Silent Morning," shopped it around and got a label deal with 4th and Broadway. He brought it by, we played it and it became a huge hit, the #1 selling 12" in N. Y. last year.

**"We have a unique situation in that we program the records that we like to hear."**

That's probably the greatest feeling of this job, to get somebody off the streets who really wouldn't have that much of a chance and breaking them locally, then nationally, like the Cover Girls.

**How about M/A/R/R/S?**

That was something we had as an import, then the record came in and literally exploded and still is exploding as we

book that we'd lost a lot of teens and picked up a lot of 18-34's. That kind of growth is a major achievement for us. It shows that the station is growing up. You can't survive on teens your entire career, and this radio station will not survive that way. You have to continue to influence music and listeners in your market and that's exactly what we're doing.

**An exclusive  
Hits interview  
with  
Steve Ellis  
Assistant P.D./M.D.,  
HOT 103 in N.Y.  
by Danny Ostrow**

**CROSSOVER!  
MTV ADD!**

**Y95 add**  
**KRBE add**

**KSAQ add**  
**KXX106 add**  
**WFLY add**  
**KIKX add**  
**KTUX add**  
**KFBQ add**  
**WZKX add**  
**KQIZ add**  
**KBFM add**

**KITS 27-22**

# THE CURE HOT HOT HOT!!!

**The title of the new Cure single  
says it all.**

## 1987:

- "Why Can't I Be You?" and "Just Like Heaven" score at radio
- *Kiss Me, Kiss Me, Kiss Me* and *Standing on a Beach (The Singles)* top 1.5 million LP sales
- The home video, *Staring at the Sea (The Images)*, sells over 35,000, heading for platinum

## 1988:

- *The Cure in Orange*, a new concert home video, released on Elektra Entertainment (February 25)
- Four Cure catalog albums—*Boys Don't Cry*, *Seventeen Seconds*, *Faith* and *Pornography*—available for the first time on Elektra.
- And the new single is "Hot Hot Hot!!!" available on cassette single, cassette maxi-single, 7" and 12".

**Aren't you Cure-ious yet?!**



"Hot Hot Hot!!!"



*Kiss Me, Kiss Me, Kiss Me*



*The Cure In Orange*



**Elektra has The Cure... On Superior-Quality  
Cassettes, Compact Discs, Records and Video.**

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# When The Musi

**S**ome musicians start companies to push their own interests. Two that come to mind are Herb Alpert and Peter Baumann, who have done pretty well with A & M and Private Music, respectively. But others just sort of stumbled into the business end of things after the bands they worked with ceased to be.

**I**picked the wrong instrument," sighs Bobby Colomby, one-time drummer of Blood, Sweat & Tears, and now CBS-TV's man about rock and an A&R consultant for EMI/Manhattan Records. "I play the drums. The oldest joke in the world is, 'What do you call someone who hangs out with musicians?' 'A drummer.' Unfortunately, in a lot of respects, it's the truth. I feel I was too good a musician to be a drummer. I didn't play the piano, and that's what I should have done all along. Had I played the piano, I'd still be out there."

**I**t just kind of happened out of the blue," shrugs Bob Pfeifer, former member of Akron, OH's Human Switchboard, who, despite a recent critically-acclaimed solo debut LP on Passport Records, is the latest member of Epic Records' A&R team. "Somebody recommended me, just mentioned that I'd be really good for something like this. And here I am"

**D**erek Shulman once sang, played sax for, and managed Gentle Giant, and now toils as Senior Vice President of A&R for PolyGram. He has a similar story: "I wanted to get my hands dirty and really learn the record business. Anyway, I knew some people at PolyGram in New York, old friends who had been on the road for years, and had just changed companies. They called me and said that there was something going on which would require some artist promotion, development and a little bit of

A&R, would I be interested? It was literally, 'Yeah, I want to do it.' And in two weeks, I was in New York.

**M**y first day-job ever," he smiles. "My mother was proud of me. I was finally making a 'real' living after 20 years."

**W**hen I decided to call it a day as a musician," says ex-Grass Root Warren Entner, who now manages Quiet Riot and Faster Pussycat, among others, "I had aspirations of getting involved in a management and/or producer role. I got involved with an English production company that had quite a lot of credibility and success in Europe, and we went into partnership looking for new talent. That was in 1974. So I've continued on this side of the desk ever since."

**"I have very, very happy memories of those days, but that was 20 years ago," [says Paul Atkinson], 'It would be a mistake to try to recapture that.'"**

**W**hen Paul Atkinson left the Zombies, he tried his hand as a studio musician, producer and talent scout. He has been involved as an A & R executive for over 15 years, starting in England with DJM and Charisma, and now for RCA. "I was given the chance to do that by a couple of risk-takers like Tony Stratton-Smith and Dick James. Which I appreciate very much. It's very difficult to get started in this end of the business. You need someone to give you a break, and I got a break from those people."

**I**t is not that ironic that all of these men work in an A & R capacity. All of them agree that being a former recording artist is a big advantage in this line of work. "If the A & R person who is trying to sign the artist is, like I am, a musician himself," Atkinson explains, "that really gives you an unfair advantage over someone who has not been through it. I can be a lot more understanding of [an artist's] problems and insecurities having had them myself at one time."

**C**olomby sees it in more militaristic terms. "Infiltration!" he exclaims. "In other words, what you get is a person who has gone behind enemy lines. He has formally invaded. Now, we can also be viewed as turncoats, but it is in fact an opportunity for someone who has experienced the trials and tribulations of musicians to be in a position to guide those who have not to a more enlightened dialogue so that that schism that is usually created between the record company and the artist is diminished."

**S**hulman adds, "In the studio I can go, 'Why don't you put a chorus here, and step it up a fourth.' And they'll look at me and say, 'What does this guy know, he's just with the record company.' And I can pick up a guitar and show 'em. They'll take me seriously, rather than blowing me off."

**T**he bad part is," according to Colomby, the only one to cite a downside, "As a musician, you can't help but inject your own subjective musical notions into the act you happen to be dealing with. Occasionally, we can't hear something, because it just doesn't fall within the narrow confines of what we're into musically."

**A**pparently there is something to what Colomby says. With the exception of Pfeifer, who has only been active in these circles for six months, all of these musicians on-the-other-side-of-the-desk have accumulated formidable track records. Quiet

*The Musexecutives, from left to right:*

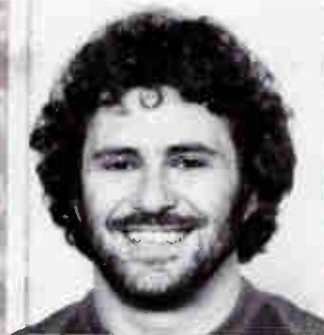
*PolyGram's A & R VP Derek Shulman;*

*Shulman in Gentle Giant (far left);*

*ex-Switchboard now Epic A & R Bob Pfeifer;*

*RCA's Paul Atkinson in Post-Zombie phase;*

*ex-Tangerine Dream Peter Baumann.*



# c Is Over

*Ex-Musicians As Label Execs*

*A special Hits report*

by Hank Bordowitz

Riot, Faster Pussycat, Black and Blue and Entner's latest signing, Faith No More, are all doing quite well. In his position as A&R consultant, Colomby brought Robbie Nevil and Richard Marx to EMI/Manhattan. Atkinson has signed such heavy talent as Patty Smyth and Loverboy to labels he has worked for. "The first group I found for CBS in 1973 was a group from Sweden called ABBA," he recalls, "We made a singles deal with them for \$500, which worked pretty well. Sold ten million albums."

**S**hulman's reputation as a shrewd judge of talent skyrocketed last year when two of his signings took off—a rookie band named Cinderella and one of the year's incredible success stories, Bon Jovi. "Jon Bon Jovi had unbelievable charisma. He writes very good songs, and he wanted to make it badly. He had some very commercial songs. I thought this could happen because the marketplace was ready for it. Same with Cinderella. But that success doesn't preclude me doing off-the-wall things too. I think the Men Without Hats record is brilliant in a different kind of way. It's an orchestral concept album. It's something I loved being involved with personally, but it also has all the elements to be a hit record, the things I should have done when I was in a band, but I didn't have the time or objectivity."

**S**hulman and Entner come by their business prowess nearly as honestly as they do their musical abilities—they both managed bands they were in. "I stepped into a pair of shoes that I wish I had never put on when I was in the Grass Roots," sighs Entner. "We had gone through a couple of different managers. One person was a very good businessman, but had no musical or creative input with the band. It was very difficult to communicate to him

what it felt like to be on the road 250 days a year. Then we had another manager, a very flamboyant personality who didn't really care too much about the money aspect of things. So we did a very foolish thing that I don't think any band should do, and I started managing the group while still a member of it."

**"I sing in the shower and I play in the living room," [Warren Entner] laughs."**

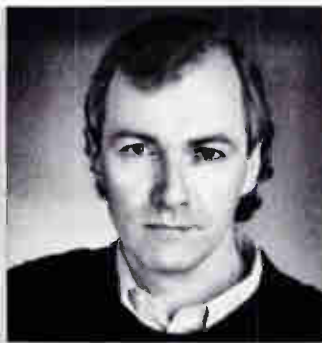
**T**hat's another growing-up experience," Shulman reflects. "We'd been burned once, in the early part of Gentle Giant and I decided, why give away 20% to someone who doesn't know what is going on? It was the dumbest thing to do. You can't do both. It's impossible. That's probably one of the reasons why the last two or three years were no fun for me. When you combine the business and creative parts, you lose at both ends."

**O**f these five execs, only Pfeifer is still an active musician, and even that is up in the air. "I think that I'll always be writing and playing music. A lot of it has to do with lawyers and contracts, which I can't get into. I see this as a growth thing for me as an artist, in every way," he continues. "I mean, it took me five years to put an album out. I'll be involved, hopefully, in putting together a demo session for an artist next week, and being in the studio. I love music, and I want very much to stay in music. This is a way for me to do that. As an artist, I wish I had the commitment a CBS has to offer. Anyone would."

**F**or the rest of these erstwhile performers, the stage is where the acts they sign perform. For example, though a group featuring Rob Grill is touring the country as The Grass Roots, that outfit does not include the guitars, keyboards and voice of Warren Entner. "I sing in the shower and I play in the living room," he laughs. "I do miss getting in front of an audience every once in a while, so now and then on the tour bus the bands have to indulge me and let me pick up an acoustic guitar and lead a sing-along of 'Midnight Confession.' But I made a decision twelve years ago that this is a difficult business to make a name in, and it takes a full-time dedication to be an artist. I just decided I did my stint, and it was time to use my expertise on the other end of the desk."

**I** was in Montreal last week," says Shulman. "We were huge there. We'd play two nights at the Forum for 40,000 kids. The promoter told me to get the band together, do a tour and we'd make a fortune. I've had quite a lot of offers like that. Never in a million years."

**W**hile Paul Atkinson would also never consider fronting the Zombies again, the former session guitarist does have incentive to keep his chops up. "I have a guitar I got from Jeff Baxter," he relates. "He gave me this old 1956 rosewood Telecaster. It's a priceless thing, really. He didn't give it to me, he made it a permanent loan on one condition: that I play it every day. I try. I bump into him every now and again, and he asks me, 'So, have you been playing it or can I have it back?' It's a beautiful instrument, and I keep it in good shape. I play it for my own amusement, but I've retired from public view. I have very, very happy memories of those days, but that was 20 years ago. I think it would be a mistake to try to recapture that."



# Rolling

## In Little Rock



An exclusive

Hits interview

with Greg Rolling,

P.D. at KKYK in

Little Rock, AR

by Mike Murphy

*This New Orleans native got his wings in radio as an intern at Tulane University's WTUL. He graduated to become research director at B97 in his hometown, rising to the post of music director in January*

**Who are some of the people that were instrumental in your development?**

Dan Vallie with EZ Communications was one of the first people to tell me to stick with it and gave me the enthusiasm to do so. Nick Ferrara gave me my first big break by giving me the music director's job at B97. Steve Rivers is a guy that really showed me how important good people skills are. Being able to handle relationships with staff and record reps is one of the harder things to learn.

I spent a lot of time visiting radio stations in Phoenix, L. A., San Francisco, Pittsburgh, Dallas and Houston, to name a few. It's really the only way to learn about other markets, especially if your whole career has been spent in one city. It's crucial to get out and network or start trading airchecks if you can't afford to travel.

**How long did it take to land a P. D. job once you decided you were ready?**

When I was interviewed by Dan Vallie at B97 in 1980, I told him I wanted to work my way through the ranks to eventually program B97. I was up for the job three times. The first time they brought in Kris O'Kelly and I really wasn't ready. Two years

later, they brought in Kipper McGee. Seven months later was the third time and I really felt I had the job, because in my mind and a lot of other people's minds, I was ready. But the station was a heritage station and it needed a major overhaul. I wasn't capable of that in that stage in my career, so I went to San Diego. Once I was there, I was in pursuit of a P. D. job. Luckily, this job came up in Little Rock and I got it.

**"It's very frustrating trying to get that first programming job. You just have to stick with it."**

It's very frustrating trying to get that first programming job. You just have to stick with it. One piece of advice I can offer because of my experience in San Diego is that you have to be sure the situation is a good one. KS103 had a morning show that was on the way out, it had signal and image problems.

It's wrong for an upcoming programmer to take a job with a station that doesn't have the credentials or will to win just to get a P. D. gig. Be sure to ask the right questions.

**How was it going up against KZOU?**

*of 1983. Four years later, he was the music director at KS103 in San Diego before notching his first P. D. job at KKYK in Little Rock, AR, where he has been since September of last year.*

I think everyone in the country knows Jerry Lousteau. He has made sure of that. He called me up in San Diego and said don't come here, you don't stand a chance. They thought it was going to be a cakewalk. That hurt me a little bit and made me more determined than ever. I started putting in 14 hour days. I realized if I put together a product that was right, I could knock off KZOU within a year. I spent all my time

on the product itself. I guarantee we're not through yet. I fail to see that a programmer can come into a station and make it a great one in three months. It takes nine months to a year to do it. We concentrated on the product, we fine-tuned some areas and overhauled the staff, which I really didn't want to do, but after I got here, realized I had to. In addition, we worked on the music and undertook an extensive TV campaign.

**How has the music changed on the station?**

Ron White, who I replaced, had a lot of the right ideas on music. Unfortunately, he went overboard

waiting for songs to go Top Five, literally, before he would play them. One of the first instances was when Springsteen's "Brilliant Disguise" came out and I put it on immediately. The G. M. asked why we were playing it and I said because it's Springsteen. They had never done that before. They would wait until it was Top Five.

**What is the adjustment from markets like New Orleans and San Diego to Little Rock?**

There are pros and cons on that and I'll give you both. On the pro side, my one-bedroom apartment in San Diego went for \$615 a month. My house note in Little Rock is barely above that. Obviously, the cost of living is cheaper in smaller markets. On the other hand, though, the attention you receive is not like in the bigger markets. There, you would hear from national reps twice a week begging for their records and offering you great promotions to get their records played. In Little Rock, I had no parallel status and it seems the world works on the parallel system. People ignore you at times and it makes you realize who supported you and who didn't. You would be amazed how many people forget who you are without that status. It happens literally overnight. I'm convinced, though, that my return to a larger market will come.

# Instant

## BOY GEORGE *Live My Life*

From the LP *Hiding Out*

Single produced by Paul Fox and John Robie.

### 52 HITS TOP FIFTY SINGLES!

KEZB	deb	30
KWOD	deb	34
KCAQ	deb	35
WINK	deb	37
WGTZ	deb	39

KRBE	7-5
KDWB	20-14
Z94	21-17
KIIS	22-19
WMJQ	26-23
BJ105	26-23
WNNK	30-23
WKZL	30-26
92X	32-29
KSAQ	34-30
KIKX	35-30

**BREAKING AT:**  
HOT103  
KROQ  
KKBQ  
KRBE  
KMEL  
PRO-FM  
WEGX  
WLOL  
Q106  
KWSS  
FM102  
KKRZ  
KATD  
B100  
Y108  
KCPX

## SCARLETT *You Don't Know* & BLACK

From the LP *Scarlett & Black*

### FLASHMAKER!

### DEBUT 50 HITS TOP FIFTY SINGLES!

KWK	add
92X	add
Q100	add
KTUX	add
WSKZ	add

PWR99	deb	30
Z94	deb	35
PRO-FM	deb	35
KEGL	deb	36
Y106	deb	39

WLOL	18-15
KITS	22-16
KDWB	25-18
KATD	26-23
WKDD	38-27
KIYS	34-27
WGH-FM	34-29

KZZU	37-30
KIKX	36-32
KZOU	36-32
WMMS	37-33
KXX106	39-35
KCPX	40-36

**BREAKING AT:**  
KMEL WMJQ  
94Q BJ105  
B100 WNNK  
KXYQ WPST  
KSAQ

# Replays



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# RERAP

by Toni Profera

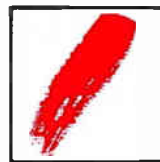
As we teased in this column last week, we are looking forward to adding some spirit (in our own inimitable way of doing things) at the coming NARM confab in LA in early March. If you are in the right place at the right time (we'll tell you when and where), you can be party to **Dunk Your Distributor**. All proceeds go to the NARM scholarship. Stay tuned for details in the next few weeks..... The pace is definitely quickening in the stores as **Good Morning Vietnam** (A&M) is exploding. Fueled by a hot box office and the release of the **Louis Armstrong** single, the sales on this record will give the heavies hoggin' the top of the chart some respectable competition..... In addition, the original cast recording of **Phantom Of The Opera** (PolyGram) is beginning to explode out of all areas due to all of the national coverage accompanying the opening of the play on Broadway last week..... Interesting offerings out there at the wholesale level - with a minimum order purchase on the new **Godfathers** record (Epic), promo CDs are available to all serviced accounts. Also 12"

## Freak Out



LA's House Of Freaks getting ready to rock at Show Industries' home office.

limited edition posters are available from accounts with minimum orders on the **Church** Lp (Arista)..... In the "no longer available" file, the **Doors** CDs "Alive She Cried", "LA Woman", "Morrison Hotel", "Strange Days", and "Waiting for the Sun" - all being digitally remastered, so whatever you've got in the bins will have to hold you 'til April..... **Harmony House** has added a sixth member to their Executive Committee. **Chuck Papke**, who is Marketing Director and head of Purchasing for the chain has been chosen for the job. He's been with the operation for 14 years..... The home office of **Show Industries** has been a lively place of late. **Lita Ford** stopped by for a visit last week and LA based **House of Freaks** on Rhino came by with their instruments and played a set for the whole Show and **City 1-Stop** crew..... In the silly gossip corner, **Motley Crue** crooner, **Vince Neal** recently purchased for the band's drummer, **Tommy Lee**, an actual cigarette machine for his birthday in order to satisfy his constant demand for cigarettes..... Hats off to *Entertainment Tonight* for a thought provoking piece on the Latin Record Market. An interesting note: English speaking artists such as **Sting**, **Expose** and **David Lee Roth** have recorded their recent Lps in Spanish in order to address the huge Latino record buying market..... In other rock news, **Ozzy Osbourne's** ex-sideman **Jake E. Lee** has formed a band with **Black Sabbath** ex **Ray Gillian** on vocals and **Eric Singer** on drums. Also, **Mick Jagger's** new guitarist is **Relativity** artist **Joe Satriani**.



# "BEAT'S ME"

by Roy Trakin

**GLASNOST CHIC:** Soviet rock 'n' roll band laureate **Avtograf** stopped off in L. A. last week during its month-long series of debut U. S. shows. If you planned on making a killing in Levi 501's, Guess? jackets or even obscure R & B records, forget it. Members of the band were fashionably attired in acid stone-washed jeans and distressed leather overcoats. Three of the five speak fluent English and there wasn't a KGB agent in sight. "Everyone thinks that," laughed **Alexander "Sasha" Sitkovetskiy**, the friendly bearded, long-haired spokesman/guitarist. "But why should we leave? Our families and friends are all there." Let me guess. To make a killing in the American record industry?

## Soviet Yups



Avtograf— Don't try to sell em jeans.

'Tis true. The quintet is currently shopping a 6-song EP, which has a melodic, progressive pop metal sound not too far from album radio heavies like **Journey**, **Heart**, **Rush** or **Europe**. The band studiously avoids controversy with their state-approved lyrics of love, peace and brotherhood-of-man, penned by a government poet. While it all goes to show how mass culture is shrinking the globe, it's kind of a shame that one world means homogenous pop that could just as easily have been produced in Malibu as Moscow. Or as one of the Soviet youth put it, jokingly, "*Wodka is wodka!*" Indeed.

**FREE SPIKE LEE!** Writer/director/actor **Spike Lee's** black-and-white **Air Jordan** commercials are everything his new movie *School Daze*, unfortunately, is not— funny and to the point. Spike screened his latest last week for a heavily-partisan audience at the Director's Guild and lectured, "I'm tired of hearing white man this and white man that. Let's make our own movies..." Which he tries nobly to do with this overlong, unamusing musical set at an all-black college, where the light-skinned/processed hair wannabe's go up against the black-is-beautiful/back-to-Africa politicians in an *Animal House* for buppies. Only goes to show that bad films, no matter the intentions, can be made by anyone.

**LORD OF BALTIMORE:** Another guy who sticks close to where he comes from is trash connoisseur **John Waters**, who returned to his hometown to film *Hairspray*, a satirical homage to beehive hairdos, "negro" music and the local record hop TV show of his youth. The dances, with names like the Madison, the Roach, Gravy and the Foot Stomp, are all lovingly recalled. The MCA soundtrack features such regional artists as the **Ray Bryant Combo**, **The Flares** and **Little Peggy March**. Blues queen **Ruth Brown** co-stars, with **Sonny Bono** and **Debbie Harry** as demented parents of a teen, and **Pia Zadora** and **Ric Ocasek** as beatniks. **Divine**, of course, plays herself, man and woman. The subtext of integration in the early '60s makes this a camp version of *Dirty Dancing*, seen through its director's black yet compassionate comic eye for kitsch.

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





# TOP TENS



## ESA KATAJAMAKI: NAVARRE CORP.

Let's face it, we don't take these pictures, we just print them. And in this case we even had to argue with the printer who thought we sent down the wrong photo. This man (and we use the term loosely) is the One-stop manager and buyer for the independent label/software distributor/ rack jobber and one-stop servicing 150 accounts in the six state area in and around Minnesota. Navarre is in its fourth year of operation and has just opened its second warehouse. Esa is a major record junkie who spins records at local events to stay in touch with the street. Hot street records breaking for him include Lita Ford, LA Guns, Sinéad O'Connor and Robyn Hitchcock.

**NAVARRE**  
ESA KATAJAMAKI  
150 Accounts (Mpls)

1. DAVID LEE ROTH
2. MEGADETH
3. SALT & PEPA
4. KEITH SWEAT
5. GUNS AND ROSES
6. INXS
7. GEORGE THOROGOOD
8. LIMITED WARRANTY
9. L.A. GUNS
10. DIRTY DANCING

**Lieberman Enterprises** DUSTY BOWLING  
2400 Racked  
Accounts (MPLS)

### LIEBERMAN NATIONAL

1. TIFFANY
2. DIRTY DANCING
3. GEORGE MICHAEL
4. BELINDA CARLISLE
5. DOKKEN
6. MICHAEL JACKSON
7. WHITESNAKE
8. DEBBIE GIBSON
9. INXS
10. CALIFORNIA RAISINS

**musicland** DICK ODETT  
616 Retail Stores  
(Mpls)

### MUSICLAND

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. DAVID LEE ROTH
5. INXS
6. MICHAEL JACKSON
7. WHITNEY HOUSTON
8. DEBBIE GIBSON
9. BELINDA CARLISLE
10. RICHARD MARX

**CAMELOT** LEW GARRETT  
200 Retail Stores  
(Canton)

### CAMELOT

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. DEF LEPPARD
5. SALT & PEPA
6. RICK ASTLEY
7. MEGADETH
8. RANDY TRAVIS
9. WHITE LION
10. INXS

**WOM** KEN GRAHAM  
2000 Rack, Retail &  
1-Stop Accts  
(Amarillo)

### WESTERN MERCHANDISERS

1. DIRTY DANCING
2. TIFFANY
3. GEORGE MICHAEL
4. DEF LEPPARD
5. WHITESNAKE
6. GEORGE STRAIT
7. MEGADETH
8. DAVID LEE ROTH
9. CALIFORNIA RAISINS
10. INXS

**TOWER RECORDS/VIDEO** STAN GOMAN  
46 Retail Stores  
(Sacramento)

### TOWER NATIONAL

1. GEORGE MICHAEL
2. DAVID LEE ROTH
3. STING
4. DANA DANE
5. INXS
6. GEORGE HARRISON
7. MICHAEL JACKSON
8. TIFFANY
9. LINDA RONSTADT
10. EURHYTHMICS

**Record Bar** PAUL FUSSEL  
130 Retail Stores  
(Durham)  
*The latest findings in music and video*

### RECORD BAR

1. DIRTY DANCING
2. GEORGE MICHAEL
3. DAVID LEE ROTH
4. SALT & PEPA
5. DEF LEPPARD
6. INXS
7. TIFFANY
8. STING
9. GUNS AND ROSES
10. FOREIGNER

**SOUND WAREHOUSE** TRACY DONIHOO  
102 Retail Stores  
(Dallas)

### SOUND WAREHOUSE

1. DIRTY DANCING
2. GEORGE MICHAEL
3. INXS
4. LINDA RONSTADT
5. DEF LEPPARD
6. MICHAEL JACKSON
7. TIFFANY
8. STING
9. JAMES TAYLOR
10. DAVID LEE ROTH

**Sam Goody** DEBBIE SWANSON  
197 Retail Stores  
(Los Angeles)

### SAM GOODY/WEST

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. INXS
5. WHITNEY HOUSTON
6. DAVID LEE ROTH
7. MICHAEL JACKSON
8. DEBBIE GIBSON
9. BELINDA CARLISLE
10. DEF LEPPARD

**THE INTERSTATE GROUP, INC.** FRED PENCE  
700 Racked  
Accounts  
(Baltimore)

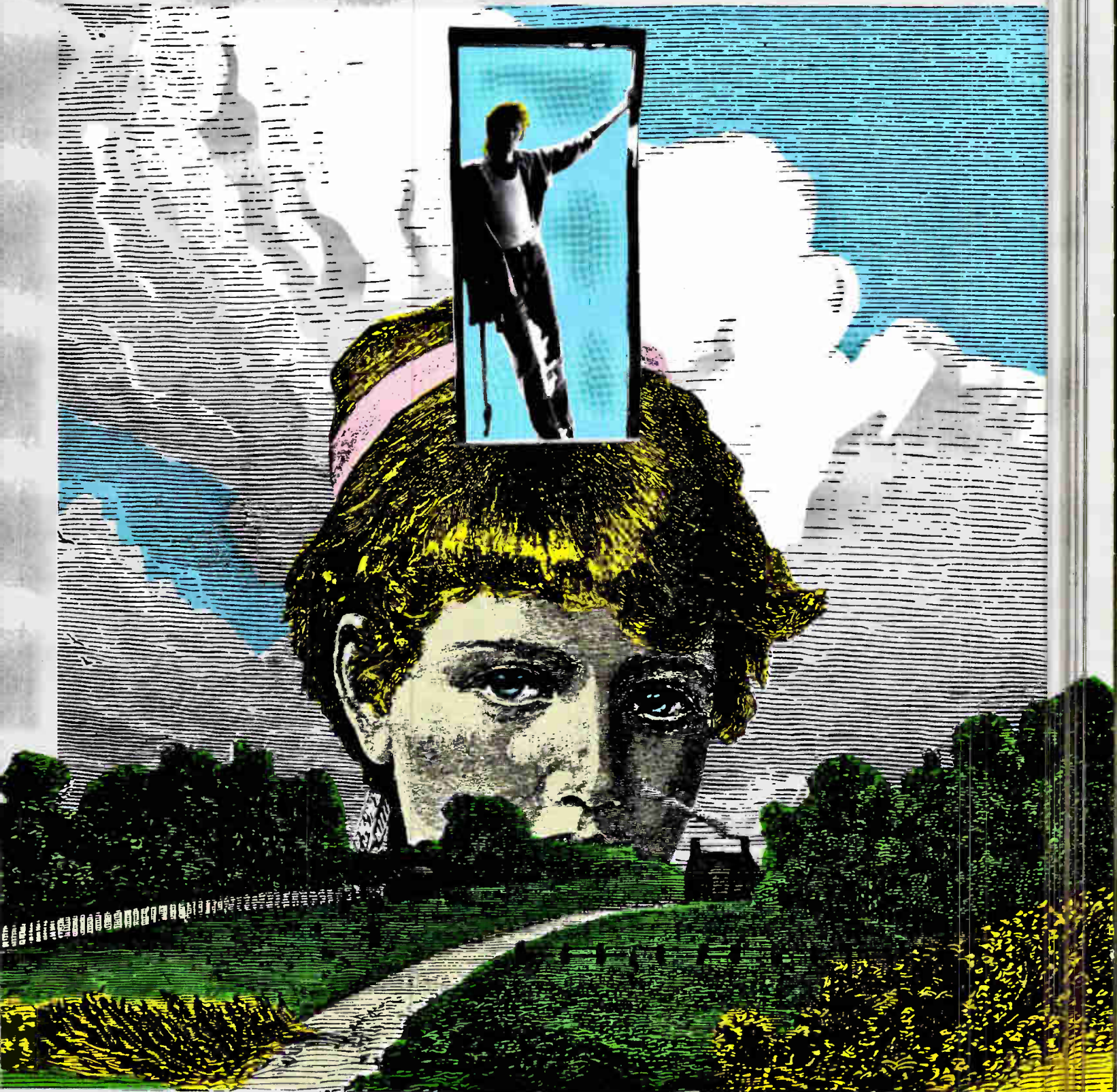
### INTERSTATE GROUP

1. GEORGE MICHAEL
2. TIFFANY
3. MICHAEL JACKSON
4. DIRTY DANCING
5. INXS
6. GEORGE HARRISON
7. JC MELLENCAMP
8. DEF LEPPARD
9. AEROSMITH
10. WHITESNAKE

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

# HENRY LEE SUMMER

I WISH I HAD  
A GIRL



**FLASHMAKER!**  
**EARPICKS WINNER!**  
**DEBUT BREAKER 24\* R&R AOR!**

**WMMS add**      **KXYQ add**  
**PRO-FM add**    **WAPI add**

WGFM	add	WAZY	deb	23
WTLQ	add	WMEE	deb	27
KZOU	add	KEGL	deb	29
KZZU	add	WZPL	deb	33
WINK	add	KGOT	deb	35
		KLIK	deb	35

WCZY	deb	37
WBWB	deb	37
KIYS	31-25	
Q102	34-31	
SLY96	40-31	

**BREAKING AT:**  
KDWB    KSND  
KXX106    KTUX  
WFLY    WSKZ  
WKZL

**CBS  
ASSOCIATED**

# TOP TENS



**JIM PRIMERANO**  
17 Retail Stores  
(Buffalo)

## RECORD THEATER

1. MICHAEL JACKSON
2. DIRTY DANCING
3. GEORGE MICHAEL
4. TIFFANY
5. GEORGE HARRISON
6. INXS
7. GLADYS KNIGHT
8. SALT & PEPA
9. PINK FLOYD
10. SPRINGSTEEN



**DEAN FINE**  
70 Retail Stores  
(New York)

## RECORD WORLD

1. DIRTY DANCING
2. PHANTOM OF THE OPERA
3. GEORGE MICHAEL
4. DAVID LEE ROTH
5. LESS THAN ZERO
6. INXS
7. RICK ASTLEY
8. TIFFANY
9. PINK FLOYD
10. EXPOSE



**LORI SHAW**  
449 Accounts (Los Angeles)

## SHOW INDUSTRIES

1. DIRTY DANCING
2. LINDA RONSTADT
3. GEORGE MICHAEL
4. KEITH SWEAT
5. SALT & PEPA
6. DAVID LEE ROTH
7. GLADYS KNIGHT
8. BUSTER POINDEXTER
9. PEBBLES
10. POWER 106



**KAREN LONG**  
84 Retail Stores  
(Atlanta)

## TURTLES

1. DIRTY DANCING
2. DAVID LEE ROTH
3. GEORGE MICHAEL
4. INXS
5. DEF LEPPARD
6. SALT & PEPA
7. TIFFANY
8. GOODMORNING VIETNAM
9. STING
10. STEVIE WONDER



**DOUG SMITH**  
80 Retail Stores  
(Pittsburgh)

## NAT'L RECORD MART

1. DIRTY DANCING
2. GEORGE MICHAEL
3. DAVID LEE ROTH
4. TIFFANY
5. INXS
6. DEF LEPPARD
7. WHITESNAKE
8. MEGADETH
9. DEBBIE GIBSON
10. STING



**DON JENSEN**  
96 Rack Accounts  
(Seattle)

## ROUND UP

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. CALIFORNIA RAISINS
5. DEF LEPPARD
6. WHITNEY HOUSTON
7. WHITESNAKE
8. INXS
9. RANDY TRAVIS
10. U2



**BRIAN MCEVOY**  
93 Retail Stores  
(Philadelphia)

## WALL TO WALL

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. INXS
5. DAVID LEE ROTH
6. PINK FLOYD
7. DEBBIE GIBSON
8. EXPOSE
9. MICHAEL JACKSON
10. RICK ASTLEY



**JEFF COHEN**  
60 Retail Stores  
(Boston)

## STRAWBERRIES

1. DIRTY DANCING
2. DAVID LEE ROTH
3. KEITH SWEAT
4. JAMES TAYLOR
5. GEORGE MICHAEL
6. EXPOSE
7. TIFFANY
8. DEBBIE GIBSON
9. GEORGE THOROGOOD
10. TAYLOR DAYNE



**JOHN GRANDONI**  
18 Retail Stores  
(Buffalo)

## CAVAGES

1. DIRTY DANCING
2. TIFFANY
3. INXS
4. GEORGE MICHAEL
5. GEORGE HARRISON
6. DAVID LEE ROTH
7. DEBBIE GIBSON
8. DEF LEPPARD
9. MICHAEL JACKSON
10. EXPOSE



**LYNN BATCHECK**  
36 Retail Stores  
(Columbus)

## RECORD & TAPE OUTLET

1. DIRTY DANCING
2. KEITH SWEAT
3. GEORGE MICHAEL
4. DAVID LEE ROTH
5. INXS
6. DEF LEPPARD
7. JAMES TAYLOR
8. TIFFANY
9. MICHAEL COOPER
10. MICHAEL JACKSON

## PACIFIC COAST ONE-STOP

## PACIFIC COAST ONE-STOP

1. GEORGE MICHAEL
2. DIRTY DANCING
3. INXS
4. SALT & PEPA
5. DAVID LEE ROTH
6. KEITH SWEAT
7. STING
8. GUNS AND ROSES
9. JAMES TAYLOR
10. GEORGE HARRISON



**NANCY LEWIS**  
200 Accounts  
(Oakland)

## MUSIC PEOPLES

1. GEORGE MICHAEL
2. INXS
3. MICHAEL JACKSON
4. DAVID LEE ROTH
5. TIFFANY
6. GEORGE HARRISON
7. RICK ASTLEY
8. STING
9. TAYLOR DAYNE
10. BUSTER POINDEXTER

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



# BREAKOUTS

James Taylor's appearance on "Saturday Night Live" appears to have started a tidal wave that is producing serious sales on his new album, this week's Front Cover Winner. Also strong out

of the box are Rick Springfield with his comeback set, the Phantom Of The Opera original Broadway cast album and Lita Ford's hard rocker.

## WINNERS

<b>1</b>	<b>JAMES TAYLOR</b>	(Columbia SC 40851)	55%	<b>6</b>	<b>MEGADETH</b>	(Capitol CT 48148)	23%
<b>2</b>	<b>RICK SPRINGFIELD</b>	(RCA 6620-1-R)	38%	<b>7</b>	<b>LA GUNS</b>	(PolyGram 834 144-1)	22%
<b>3</b>	<b>PHANTOM/OPERA</b>	(PolyGram 831273 1 V2)	37%	<b>8</b>	<b>RICK ASTLEY</b>	(RCA 6822-1-12)	17%
<b>4</b>	<b>GM VIETNAM</b>	(A&M SP 3913)	36%	<b>9</b>	<b>SINEAD O'CONNOR</b>	(Chrysalis BFV 41612)	16%
<b>5</b>	<b>LITA FORD</b>	(RCA 6397-1-12)	33%	<b>10</b>	<b>PEBBLES</b>	(MCA 42094)	15%

### ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO

Michael Bolton  
LA Guns  
Taylor Dayne  
Good Morning Vietnam  
Men Without Hats

### BAKER & TAYLOR / MIKE BASHKIN / CHICAGO

Phantom Of The Opera  
Sinead O'Conner  
Rick Springfield  
Lita Ford  
Robyn Hitchcock

### BENEL DISTRIBUTORS / GLADYS TORRES / NEW YORK

Good Morning Vietnam  
Godfathers  
Sinead O'Conner  
Phantom Of The Opera  
Rick Springfield  
Lita Ford

### BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS

Rick Springfield  
Lita Ford  
Great White  
Joe Satriani  
Sisters Of Mercy

### CAMELOT / LEW GARRETT / CANTON

David Foster  
Dan Hill  
LA Guns  
Phantom Of The Opera  
Miami Sound Machine

### CAVAGES / JOHN GRANDONI / BUFFALO

White Lion  
Taylor Dayne  
Guns & Roses  
James Taylor  
George Thorogood

### CENTRAL SOUTH / ROBIN STEELY / NASHVILLE

Ted Nugent  
Good Morning Vietnam  
LA Guns  
James Taylor  
Pebbles

### FLIPSIDE / DAVID SLANIA / CHICAGO

Good Morning Vietnam  
Sinead O'Conner  
Paul Carrack  
Phantom Of The Opera  
Barren Cross  
Lita Ford  
Michael Bolton

### HARMONY HOUSE / SANDY BEAN / DETROIT

Megadeth  
Phantom Of The Opera  
Good Morning Vietnam  
LA Guns  
George Thorogood

### HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER

Great White  
Megadeth  
Sinead O'Conner  
Flesh For Lulu

### INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND

Phantom Of The Opera  
Terence Trent D'Arby  
Kinks  
James Taylor  
Christians  
Triffids  
Lita Ford

### KARMA / STEVE WILLIAMS / INDIANAPOLIS

Joe Cocker  
James Taylor  
Van Morrison  
Rick Astley  
Buster Poindexter

### KEMP MILL / HOWARD AP- PLEBAUM / BELTSVILLE

Good Morning Vietnam  
James Taylor  
Phantom Of The Opera  
Rick Springfield  
Lita Ford

### LIEBERMAN-NATL / DUSTY BOWLING / MPLS

Rick Springfield  
Good Morning Vietnam  
James Taylor  
Cher  
Rick Astley

### MOBY DISC / BOB SAY / LOS ANGELES

House Of Freaks  
Pato Banton  
7 Seconds  
Megadeth  
Sisters Of Mercy

### MUSIC PEOPLE / NANCY LEWIS / OAKLAND

Buster Poindexter  
Rick Astley  
Rick Springfield  
Lita Ford  
Pogues  
Joe Lewis Walker  
James Taylor

### MUSICLAND / DICK ODETTE / MINNEAPOLIS

Rick Springfield  
Gladys Knight  
Joe Satriani  
James Taylor  
Pebbles  
Cher

### NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH

Rick Springfield  
Lita Ford  
Cher  
Good Morning Vietnam  
James Taylor  
Pebbles

### NAVARRE / ESA KATAJAMAKI / MINNEAPOLIS

Phantom Of The Opera  
Robyn Hitchcock  
Sinead O'Conner  
Lita Ford  
Good Morning Vietnam  
Godfathers  
Sisters Of Mercy

### NORTHERN LIGHTS / ALAN FREED / MPLS

Brown Mark  
Pebbles  
St Paul



# BREAKOUTS

## PACIFIC COAST ONE-STOP / LENNY LEON / CHATSWORTH

Pebbles  
Pepsi & Shirley  
Communards  
Phantom Of The Opera  
Good Morning Vietnam

## PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE

David Lee Roth  
Midnight Oil  
Good Morning Vietnam  
James Taylor  
Ry Cooder

## PRO ONE-STOP / PAUL JOHNSON / TEMPE

Lita Ford  
Good Morning Vietnam  
Joe Satriani  
LA Guns  
Sinead O'Conner

## RADIO DOCTORS / KATHY STAMM / MILWAUKEE

Robyn Hitchcock  
Lita Ford  
Rick Springfield  
Phantom Of The Opera  
Pogues  
James Taylor

## RAINBOW / JIMMY HEIKKALA / SAN FRANCISCO

Deele  
James Taylor  
Rick Springfield  
Good Morning Vietnam  
Pebbles

## RECORD & TAPE OUTLET / MARC MERCURIO / OHIO

Rick Springfield  
Rick Astley  
Windham Hill Sampler  
Just-Ice

## RECORD BAR / PAUL FUSSELL / DURHAM

Rick Astley  
Deele  
Good Morning Vietnam  
Cher  
Phantom Of The Opera  
Sisters Of Mercy

## RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND

Pebbles  
George Michael  
Lita Ford  
Rick Springfield  
James Taylor  
Megadeth

## RECORD WORLD / DEAN FINE / NEW YORK

Rick Springfield  
James Taylor  
Sinead O'Conner  
Phantom Of The Opera  
Megadeth  
Communards

## ROUNDUP / DON JENSEN / SEATTLE

David Lee Roth  
Eurythmics  
George Thorogood  
Roger  
Terence Trent D'Arby

## RTI ONE-STOP / STEVE HOBBERMAN / OMAHA

Lita Ford  
James Taylor  
Rick Springfield  
Salt & Pepa  
Joe Satriani

## SAM GOODY-EAST / KEVIN HARDT / EDISON

Phantom Of The Opera  
James Taylor  
George Thorogood  
Cher  
Earth Wind & Fire  
Megadeth  
Good Morning Vietnam

## SAM GOODY-WEST / DEBBIE SWANSON / LOS ANGELES

James Taylor  
Rick Springfield  
Good Morning Vietnam  
LA Guns  
Pebbles

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

Rick Springfield  
LA Guns  
Pepsi & Shirley  
Last Emperor  
Lita Ford

## SHOW INDUSTRIES / LORY SHAW / LOS ANGELES

Midnight Oil  
Phantom Of The Opera  
James Taylor  
Tony Terry  
Kirk Whalum

## SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

James Taylor  
Good Morning Vietnam  
Kirk Whalum  
Phantom Of The Opera  
Sinead O'Conner

## STRAWBERRIES / JEFF COHEN / BOSTON

Pogues  
Lita Ford  
Christians  
Keith Sweat  
Earth Wind & Fire  
James Taylor  
Clannad

## THE WIZ / JAY ROSENBERG / NEW YORK

James Taylor  
Megadeth  
Rick Springfield  
Lita Ford  
Godfathers

## TOWER/DOWNTOWN / JESSICA SPEAR / NYC

James Taylor  
Phantom Of The Opera  
Pogues  
Mike Oldfield  
LA Guns

## TOWER/NATL. / WENDY GREEN / SACRAMENTO

James Taylor  
Folies  
S Blue Messiahs  
Sanctuary  
Kirk Whalum  
Sisters Of Mercy

## TRACKS / DONNA AGRESTO / NORFOLK

James Taylor  
Sisters Of Mercy  
Phantom Of The Opera  
Michael Bolton  
LA Guns  
Rick Astley  
Midnight Oil

## TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO

James Taylor  
Phantom Of The Opera  
Guns & Roses  
New Order  
Terence Trent D'Arby  
Rick Astley

## TURTLES / BRUCE BECKWITH / ATLANTA

David Lee Roth  
James Taylor  
Carly Simon  
Ricky Van Shelton  
Van Morrison  
Bobby Bland

## UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA

Godfathers  
Sanctuary  
Rick Astley  
Swing Out Sister

## VINYL VENDORS / VALERIE ELIOTT / KALAMAZOO

Lita Ford  
Rick Springfield  
Robyn Hitchcock  
Windham Hill Sampler  
Sanctuary  
Megadeth  
Phantom Of The Opera

## WALL TO WALL/LISTENING BOOTH / BEN BRENT / CINCINNATI

LA Guns  
James Taylor  
KT Oslin  
Kinks  
Communards

## WAX WORKS / HAROLD GUILFOIL / OWENSBORO

Jerry Harrison  
LA Guns  
Megadeth  
George Thorogood

## WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO

Lita Ford  
Great White  
Kirk Whalum  
James Taylor  
Keith Sweat  
Good Morning Vietnam

## ZIPS / RICK ANDRADE / TUCSON

Rick Springfield  
Phantom Of The Opera  
Sanctuary  
Godfathers  
Elisa Fiorillo  
TKA



# TOP FIFTY ALBUMS

After stalling slightly for two weeks, Debbie Gibson is charging again as it jumps up to #7 and continues its long climb toward the top. Hot exploding albums in the street include James Taylor, the Phantom Of The Opera cast album,

White Lion and Grammy nominee Terence Trent D'Arby. Also surging again behind new hit singles are Belinda Carlisle and Expose.

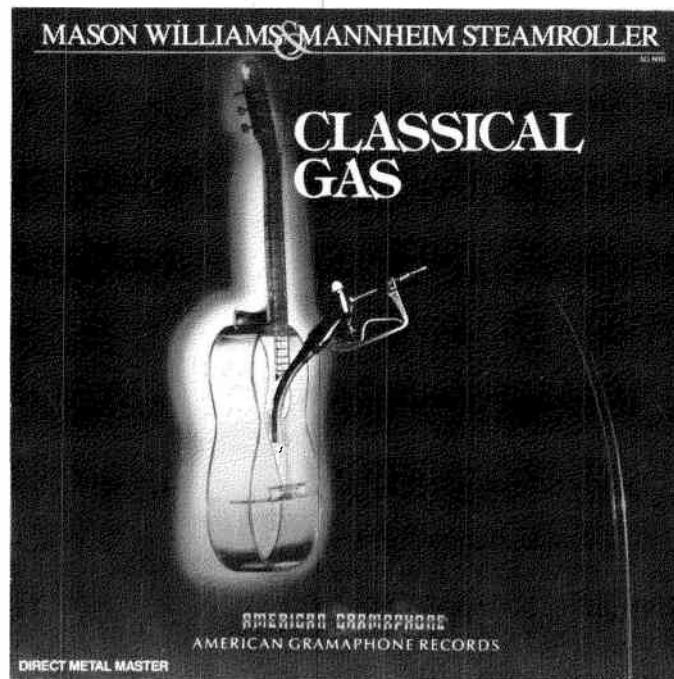
LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
	<b>1</b>	<b>DIRTY DANCING</b>	<b>SOUNDTRACK</b>	<b>RCA 6408-1</b>	<b>Gaining in sales</b>	<b>128.5</b>
<b>2</b>	<b>2</b>	GEORGE MICHAEL	FAITH	Columbia CSK 2850	"Father Figure" huge	111.9
<b>3</b>	<b>3</b>	TIFFANY	TIFFANY	MCA 5-793	Steady this week	88.9
<b>4</b>	<b>4</b>	INXS	KICK	Atlantic 7 81796-1	Solid	66.1
<b>5</b>	<b>5</b>	MICHAEL JACKSON	BAD	Epic 40600	"Mirror" exploding	48.7
<b>8</b>	<b>6</b>	DAVID LEE ROTH	SKYSCRAPER	W Bros WB 9 256 71-1	Significant increases	44.8
<b>10</b>	<b>7</b>	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7 81780-1	Charging	44.1
<b>6</b>	<b>8</b>	GEORGE HARRISON	CLOUD NINE	D.Horse/WB 9 25643-1	New single breaking	38.0
<b>7</b>	<b>9</b>	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	Title cut smokin'	37.9
<b>9</b>	<b>10</b>	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	Steady	33.8
<b>15</b>	<b>11</b>	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	New 45 exploding	31.8
<b>11</b>	<b>12</b>	WHITESNAKE	WHITESNAKE	Geffen 24099	New single starting	31.5
<b>13</b>	<b>13</b>	STING	NOTHING LIKE THE SUN	A&M SP6402	New 45 hot	31.5
<b>12</b>	<b>14</b>	WHITNEY HOUSTON	WHITNEY	Arista 8405	Approaching 6 million	28.6
<b>14</b>	<b>15</b>	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Slipped a bit	23.5
<b>21</b>	<b>16</b>	EXPOSE	EXPOSE	Arista AL 8441	Great week	22.7
<b>16</b>	<b>17</b>	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	New single shipping	22.7
<b>18</b>	<b>18</b>	DOKKEN	BACK FOR THE ATTACK	Elektra 9 60735-1	Solid	22.2
<b>25</b>	<b>19</b>	SALT & PEPA	HOT, COOL & VICIOUS	Next Plateau 1007	Exploding	20.1
<b>19</b>	<b>20</b>	FOREIGNER	INSIDE INFORMATION	Atlantic 7 81808-1	Slipped a bit	20.0
<b>24</b>	<b>21</b>	RICK ASTLEY	WHENEVER YOU NEED	RCA 6822-1-12	Strong increases	18.5
<b>17</b>	<b>22</b>	U2	THE JOSHUA TREE	Island 7-90581-1	Falling now	18.0
<b>28</b>	<b>23</b>	<b>MEGADETH</b>	<b>SO FAR, SO GOOD,</b>	<b>Capitol CT 48148</b>	<b>Mega metal</b>	<b>17.8</b>
<b>26</b>	<b>24</b>	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	A M A awards	17.5
<b>20</b>	<b>25</b>	AEROSMITH	PERMANENT VACATION	Geffen 24162	Falling a little	16.7

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

# CLASSICAL GAS: IT'S BEGINNING TO SELL A LOT LIKE "CHRISTMAS!"

"... the ultimate cross-over disc—pop, jazz, classical and new age ..."  
—Vance Reed  
*Silver Platters*

"I bought the Classical Gas CD for my dad ... it's the perfect musical bridge between the 60's and 80's."  
—Dennis Lorimer  
*Tower Records*



Available on LP (AG800), cassette (AGC800) and CD (AGCD800).

"If the cover doesn't get you, the music certainly will!"  
—Sharron Goff  
*Standard Records*

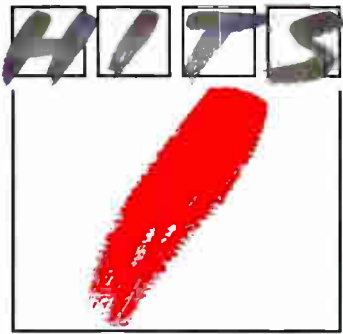
"Every time Classical Gas is played in our store, it guarantees sales, which are phenomenal!"  
—Russ Peterson  
*Compact Discs Unlimited*

Like Mannheim Steamroller's near-Platinum "Christmas" release, which got off to a fast start and then actually increased in annual sales each year, American Gramophone's "Classical Gas" recording is establishing an impressive, and lasting, sales curve.

Twenty years after Mason Williams performed the "original crossover hit" on The Smothers Brothers Show, the new Mannheim Steamroller/Mason Williams version is playing on virtually all radio station formats.

## AMERICAN GRAMMOPHONE®

On February 21, 1988 Mannheim Steamroller's Chip Davis will host VH-1's "New Visions" nationwide.



# TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
23	26	LINDA RONSTADT	CANCIONES DE...	Elektra 60765	Consistent sales	13.1
27	27	GUNS & ROSES	APPETITE FOR ..	Geffen M5624148	Metal	12.5
42	28	GOOD MORNING VIETNAM	SOUNDTRACK	A & M SP 3913	Armstrong 45 leads	12.1
32	29	KEITH SWEAT	MAKE IT LAST	Elektra 60763-1	Crossover smash	11.9
31	30	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Steady	11.3
22	31	MADONNA	YOU CAN DANCE	Sire 9 25535-1 (WB)	Dance mixes	11.2
33	32	STEVIE WONDER	CHARACTERS	Motown 6248ML	Steady sales this week	10.2
30	33	ELTON JOHN	LIVE IN AUSTRALIA	MCA 2-8022	Needs new single	9.7
	34	<b>JAMES TAYLOR</b>	<b>NEVER DIE YOUNG</b>	<b>Columbia FC 40851</b>	<b>Selling everywhere</b>	<b>9.4</b>
34	35	JODY WATLEY	JODY WATLEY	MCA 5898	Steady	9.0
29	36	NEW ORDER	SUBSTANCE	WB/Q West 25621	Fell slightly	8.8
47	37	ANITA BAKER	RAPTURE	Elektra 60444	Won't go away	8.5
35	38	EURHYTHMICS	SAVAGE	RCA 6794-4-12	Needs new 45	8.1
38	39	RICHARD MARX	RICHARD MARX	Manhattan 53049	New 45 breaking	7.9
48	40	GEORGE THOROGOOD	BORN TO BE BAD	EMI/Man B 146973	Hot rock sales	7.8
41	41	GLADYS KNIGHT	ALL OUR LOVE	MCA 42004	Solid sales	6.7
--	42	PHANTOM	ORIGINAL CAST	PolyGram 831273	Hot Broadway opening	6.5
--	43	WHITE LION	PRIDE	Atlantic 81768	Hot rock	6.3
--	44	MIAMI SOUND MACHINE	LET IT LOOSE	Epic 40769	Back on due to 45	5.1
43	45	TAYLOR DAYNE	TELL IT TO MY HEART	Arista AL 8529	New single breaking	4.9
39	46	ROBBIE ROBERTSON	ROBBIE ROBERTSON	Geffen 24160	Falling	4.8
40	47	LESS THAN ZERO	SOUNDTRACK	Def Jam 44042 (Col)	Bangles 45 leads	4.8
36	48	STEVE WINWOOD	CHRONICLES	Is/WB 9 25660-1	Best of	4.7
37	49	REM	DOCUMENT	IRS 42059	Slipping now	4.4
--	50	TERENCE TRENT D'ARBY	INTRODUCING...	Columbia 40964	"Wishing Well" hot	4.3

CALIFORNIA RAISINS (Priority)  
 GREAT WHITE (Capitol)  
 SWING OUT SISTER (PolyGram)

## NEXT UP

SINEAD O'CONNOR (Chrysalis)  
 CHER (Geffen)  
 PEBBLES (MCA)



# All's Peaceful On Walden's Pond

An Exclusive Hits Interview  
By Michelle L. Baer

**N**arada Michael Walden is a soft-spoken, sophisticated musician with a strong desire to make music that's alive and exciting. Recently, he's flooded the charts with numerous hits. Walden does so by taking chances. Look at the list of experiments he's conducted.

Fourteen years ago, he started drumming with John McLaughlin's Mahavishnu Orchestra. Then he began writing songs. Since then, he's played jazz, fusion and rock with a variety of artists, from Jeff Beck and Weather Report to Rick James and Teena Marie.

But recently, Walden's achieving his greatest success as a producer. A career that's given the 35-year-old a new name, great satisfaction and a steady stream of hits. Whitney Houston's "Whitney", has earned him two Grammy nominations — Producer of the Year and Album of the Year. And his work with Starship, George Michael and Aretha Franklin, has added four more nominations to the list.

A summer-like winter day brought the Michigan-born Walden (who now resides in the Bay Area with his wife, Anukampa), to the rooftop of his West Hollywood hotel, where he told Hits about all of the above, and his own album, "Divine Emotion".

**So, Narada, how did you get your name?**

Sri Chinmoy, the Mahavishnu Orchestra's a meditation teacher — and a great inspiration to me — gave me the name Narada when I was 23. It means "supreme musician" and it's the name of my soul.

**Speaking of soul, what are your rock 'n' roll roots?**

I was brought up in Michigan, where we heard all kinds of music—a lot of jazz and pop. But there was also a serious new resurgence going on in Detroit, which was Motown. It was a time of soul-searching, finding new music, new sounds and new ways to have a hit records.

**Was meeting John McLaughlin and joining the Mahavishnu Orchestra your big break?**

Yes! At the time there were so many great drummers who could have taken the spot that it was a dream come true for me.

**When did you start producing and writing for other artists?**

The first thing I wrote was "Cosmic Strut" for the Mahavishnu Orchestra. After that, I produced an album for a great jazz trumpet player, Don Cherry. But Stacy Lattisaw's album, "Let Me Be Your Angel," was my first commercial project. She was only 12 years old at the time and her voice was pure ... beautiful!

**What does it take to produce hit after hit?**

I'm challenged by keeping a string of #1 hits going, keeping that rhythm flowing fast. Also, I've had a chance to work with tremendously talented artists who have great hearts and minds. If I've been lucky as a producer, it means I've been working with the right artists—Whitney Houston, Aretha Franklin, George Michael, Grace Slick—no slouches there!

**You must enjoy working with Whitney.**

Oh, yeah! She's so vibrant. What you see on the stage and TV is Whitney. And in the studio, she's a workhorse. Even though the music sounds great, I keep egging her on. And she just goes for it.

**Who's your favorite person to work with?**

I get the craziest with Clarence Clemons. We hang out together. The big man has seen and done so much. He's been all over the world, touring with Springsteen for 15 years and he tells great stories! If you can imagine Smokey the Bear being a human, that's what he's like.

**Who are you working with in the future?**

I'm working on Clarence's new album now and I'm doing a few songs for the Four Tops. But my main thrust is Lionel Richie. We've written 10 songs together and I've written three songs on my own. When you work with someone on this level, it's a chance to talk to the entire planet. But it has to be real.

**How real?**

For example, one song I've been working on, "Dance In The Light," is a beautiful groove and a chant for freedom, like what Peter Gabriel does in "Biko."

**You've spent a lot of time working on your own album in '87.**

I was very inspired while writing it. I went to Hawaii and in two weeks, I wrote 27 songs. I've been trying to get a hand on what I feel is truly important for the world to feel.

**What do you do to relax?**

One night, Lionel and I went driving on the freeway in his porsche at 110mph. I loved it! I also enjoy playing tennis, working out with weights, meditating and just hanging out.





# MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 <b>GOOD MORNING VIETNAM</b>	8.6m	5424	51.6m	Soundtrack on A&M
2 <b>SERPENT/RAINBOW</b>	5.8m	4090	5.8m	_____
3 <b>MOONSTRUCK</b>	4.6m	4661	25.0m	_____
4 <b>3 MEN AND A BABY</b>	4.1m	2263	125.7m	_____
5 <b>SHE'S HAVING A BABY</b>	3.8m	4138	3.8m	Soundtrack & Dave Wakeling 45 on IRS
6 <b>BROADCAST NEWS</b>	1.8m	2157	36.6m	_____
7 <b>LAST EMPEROR</b>	1.8m	4840	11.8m	Soundtrack on Virgin
8 <b>FOR KEEPS</b>	1.4m	1438	13.6m	_____
9 <b>FATAL ATTRACTION</b>	1.2m	1345	142.2m	GNP Crescendo Records
10 <b>THROW MOMMA</b>	1.0m	1022	53.4m	_____

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



# WAVELENGTH

by *Lenny Beer & Mike Murphy*

**FLASH:** Late word at presstime has **Dave Robbins** moving from KHTR to fill the **WNCI PD** opening..... Lots of talk this week about the attempted purchase of **EZ Communications** by **Noble**. Insiders say the deal was done on Monday, then fell through when the EZ board decided their corporate staff would not be properly taken care of. We also hear that **Dan Vallie** was in for some *serious* buckerininos in stock gains if the deal had been completed. Also, on the pur-

chasing front, there is lots of talk that **Emmis** may purchase several of the **NBC O & O's**..... **Clay Gish** is back, as PD at **WOKI** Knoxville..... **WMMS** Cleveland honcho **Kid Leo** will be roasted in New York for the **T.J. Martell** foundation on April 15th, the night before the big **Al Teller** dinner. **Z100's Scott Shannon** will handle MC duties. Also, look for the announcement of the new **WMMS PD** around the 19th of this month..... Hot air personality **Jim Steal** has re-upped

at **KEGL** Dallas..... **Kent Burkhart** has formed **Degree Communications** to purchase radio properties..... Former **Boise PD Tom Evans** is available at 208-888-7065..... **Connie Lindell** is no longer MD at **KDON** Salinas. She is replaced by **Jon Olson**. New GM at the station is **Tim Roesler**..... **Matt Clenott** is no longer PD at **WGRD** Grand Rapids. **Sean Stevens** is handling interim duties..... **Paul Piro** is the new MD at **KNAN** Monroe..... **WCKZ** Charlotte is staffing up

with the additions of air personalities **Bob Sweeten**, **Pete Richards**, **Kelly Masters** and **Tim Green**..... Sympathies to **Tom Cunningham** of **WPST** Trenton on the passing of his mother last week..... Congrats to **Reprise** local Boston rep **Andrew Govatsos** on the birth of his daughter **Andrea Athena** last week.... **Q105** Tampa is looking for 10-2 at night talent. T&R only to **Randy Kabrich**..... **Power** in Atlanta has new call letters, **WAPW-FM**.

# BLUE MERCEDES

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#1

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NOW A SINGLE RELEASE

PRODUCED BY PHIL HARDING  
AND IAN CURNOW FOR PWL  
EXECUTIVE PRODUCER: PETE WATERMAN

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# MTV BIZ BUZZ

MUSIC TELEVISION

FEBRUARY 15, 1988

VOLUME 1 NO. 2

## WHERE'S THE PARTY?

There are key events in any young life; those moments we remember with passionate fondness. The "first kiss" with Cecilia DiJeffries; that street-corner fight with Jimmy Swackhammer; and Mardi Gras and Spring Break on MTV. Yes, following our January Super Bowl Tailgate event, your Official Party Network is planning February and March flings with all the traditional pre-event hoopla on the channel for the guest bands that participate. This weekend (Feb. 13 and 14), direct from the French Quarter, see host band The Radiators, maybe even riding our own float. (Did somebody remember to book the float?) For weeks prior to Springbreak, we'll be reporting from important College Party spots all across America, all leading up to The Real Thing in Daytona Beach, March 18, 19, and 20, featuring two important T.B.A. concerts and lots of greased flesh. Memorable. We promise.

## "HELLO, THIS IS LONDON CALLING"

The latest hits, according to our Sister Service across the waves: "Barcelona," the operatic duet by Freddie Mercury and Spanish Opera Diva Montserrat Caballe, (*Buena suerte*: Freddie)...Eric B. & Rakim's "Paid in Full," a top hit all over Europe... "Back in the USSR," a new interpretation of the song by Dutch band B-Mania, alternating with Billy Joel's version on MTV Europe screens (*eto ochen nebeknovennof*)...and *cho-quant* French language Euro-hit "Etienne" by Guesch Patti. Soon to reach America. "Backseat Education" by Zodiac Mindwarp...and watch for Blue Zone on RCA Records and Big Pig. (*Vox et praeterea nihil!*)

## GEORGE MICHAEL WORLDWIDE ON MTV

The first global tour presentation and the first global contest will be part of the 1988 MTV George Michael Worldwide Tour Pass. For the first time ever, MTV Australia, MTV Japan, MTV Europe and MTV America will join forces to support the tour with ticket information, local promotions, and ongoing special reports from George's perspective. George Michael Worldwide kicks off in Japan this month.

## "BREAKTHROUGH" VIDEO BREAKS

You no doubt know about our "Hip-Clip of the Week," the early launch of an unknown artist destined (we predict) for hit status. And, lately, you've probably browsed through the "Buzz Bin," songs from the alternative charts we put in heavy rotation, despite the airplay and sales. Well, charts be damned, this is a VIDEO music channel. From now on, we're picking one video to feature, regardless of budget or hit status, just so long as it's an eye-popper. On air, we're calling it "The Breakthrough Video," and the first of the lot to win the designation is "Risky" by Epic artist Ryuichi Sakamoto. The vocals are from Iggy Pop, the images from somebody's nightmare, or maybe from our collective nightmare. See it and you'll see what we mean.

