

HITS



WINNERS

- | | | | | |
|----------------------------|----------------------------|------------------------------|-----------------------------|------------------------|
| FLASHMAKERS | CROSSOVERS | EARPICKS | BREAKOUTS | WILDCARD |
| JOHNNY HATES Virgin | WHITE LION Atlantic | P SHOP BOYS Man | MORE DANCING RCA | THE DEELE Solar |
| PET SHOP BOYS Man | MORRIS DAY WB | DONALD FAGEN WB | BILLY OCEAN Jive/Ari | See Page 10 |
| FOREIGNER Atlantic | THE DEELE Solar | MIDNIGHT OIL Columbia | KINGDOM COME Poly | |
| J STEWART Arista | MIDNIGHT OIL Col | JOHNNY HATES Virgin | MORRIS DAY WB | |

HOT NEW RELEASES

- | | | | |
|--|---|---|--|
| BREAKFAST CLUB
<i>Expressway</i>
MCA | GODFATHERS
<i>Birth, School</i>
Epic 34-0778 | SMOKY ROBINSON
<i>Love Don't..</i>
Motown 1925 | VIEW FROM THE HILL
<i>No Conversation</i>
Capitol B-44095 |
| BRENDA K STARR
<i>I Still Believe</i>
MCA | PRETTY POISON
<i>Nighttime</i>
Virgin 99350 | T'PAU
<i>In Your Hand</i>
Virgin 99369 | 3
<i>Talkin'</i>
Geffen 7-27988-A |



EARPICKS WINNER!
CROSSOVERS WINNER!
HITS POST MODERN!
17* R&R AOR TRACKS!

WXKS	add
KPLZ	add
WHSL	add
WAZY	add
KXYQ	add
KSAQ	add
KJ103	add
KIKX	add
KZZU	add
KF95	add
WQUT	add
KQIZ	add
WCGQ	add
KFMY	add
KZFN	add
KTRS	add
WJMX	add
KFBQ	add
KUUB	add
KFQX	add

KROQ	1-1
KITS	15-5

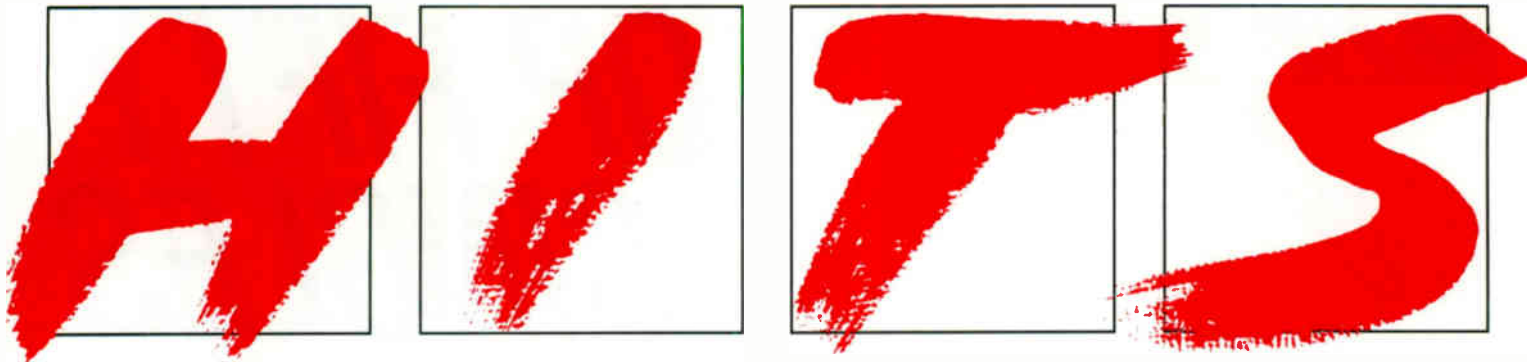
BREAKING AT:
Y95
KRBE



"BEDS ARE BURNING"

Taken from the Columbia Lp: "Diesel and Dust" 40967

Produced by Warner Livesey and Midnight Oil



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SINGLES

4

Michael Jackson scores his fourth straight #1 with "Man In The Mirror," but look out, Billy Ocean is making some serious waves. Meanwhile Terence Trent D'Arby keeps humming along.

DIALOGUE

30

A&M's A&R heavy John McClain takes a hand's-on approach to working with superstar artists like protege Janet Jackson and young Shanice Wilson, as he explains to Hits' Ruth A. Robinson.

Chicago native Shadow P. Stevens finds there's life after New York at New Orleans' B97, where he invites Hits' broadcast bon vivant Mike Murphy to next year's Mardi Gras.

41

SPOTLIGHT

50

Everybody in the tank!! Pull on your bathing suit and thrill to a photo essay on the wet, wild, wacky and wonderful smash of NARM '88, the Hits' "Dunk Your Distributor" booth, with all your favorite aquatic stars.

ALBUMS

62

Dirty Dancing continues to rule but look out for More Dirty Dancing. Also on the horizon are Guns & Roses, Kingdom Come and Terence Trent D'Arby.

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 People love Johnny Hates
 Jazz.

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 Tiffany and White Lion.

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 Sinead returns to #1.

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 Dancing.

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Napoliello Era



Here's one dude who doesn't look like a lady. Geffen's dashing National Director of Top 40 Promotion Peter Napoliello has been groomed by Ed Rosenblatt and Al Coury for this appearance on Hits' way-cool Contents Page, and now his time has come. He's doing the job with Aerosmith, Guns N' Roses and personal project Cher, but the main thing is, Pete, you look simply mahvelous.

On The Cover

The lads from Kingdom Come climb the stairway to Top 40 heaven with their self-titled PolyGram debut and the red-hot "Get It On" single. Hey, when Led Zep started, people said they sounded like Willie Dixon. Lenny "The Voice" Wolf and company are laughing all the way to the top of the charts with their amazin' surprise success.



TOP FIFTY SINGLES

Michael Jackson steals the top slot this week with his fourth #1 in a row. Billy Ocean will be making a play for the title any day now. J.C. Mellencamp is the highest debut on the first page; but look for a show stealer next week from LL Cool J which is sell-

ing up a storm and getting stronger at radio each week. Also noteworthy are impressive showings from Johnny Hates Jazz and Pet Shop Boys.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	MICHAEL JACKSON	MAN IN THE MIRROR	Epic 3407668	Exploding
1	2	RICK ASTLEY	NEVER GONNA GIVE ...	RCA 5347-7	Falling slightly
4	3	RICHARD MARX	ENDLESS SUMMER NIGHT	EMI/Manh 50113	Strong
8	4	BILLY OCEAN	GET OUTTA MY DREAMS	Jive/Arista JS 19678	Exploding
6	5	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7-89129	Third smash
7	6	KEITH SWEAT	I WANT HER	Elektra 7-69431	Former Wildcard
3	7	BELINDA CARLISLE	I GET WEAK	MCA 53242	Falling now
5	8	GEORGE MICHAEL	FATHER FIGURE	Columbia 38-07682	Slipping
11	9	PEBBLES	GIRLFRIEND	MCA 53185	Crossover smash
12	10	JETS	ROCKET 2 U	MCA 53254	Gaining
9	11	DAVID LEE ROTH	JUST LIKE PARADISE	Warner Bros 7-28119	Peaked
16	12	INXS	DEVIL INSIDE	Atlantic 7-89144	Significant growth
15	13	MICHAEL BOLTON	DOCK OF THE BAY	Columbia 38 07680	Hot remake
14	14	DEF LEPPARD	HYSTERIA	PolyGram 870004-7	Hot rock
18	15	TERENCE TRENT D'ARBY	WISHING WELL	Columbia 38-07675	Really kicking in
17	16	JODY WATLEY	SOME KIND OF LOVER	MCA 53235	Hot crossover
19	17	WHITNEY HOUSTON	WHERE DO BROKEN	Arista AS 19674	Breaking big
10	18	PATRICK SWAYZE	SHE'S LIKE THE WIND	RCA 5363-7	3rd 45 from Dirty Dancing
24	19	TIFFANY	SAW HIM STANDING	MCA 53285	Exploding
13	20	CHER	I FOUND SOMEONE	Geffen 7-28191-A	Peaked
25	21	AEROSMITH	ANGEL	Geffen 7-28249	Hot rock
20	22	MARRS	PUMP UP THE VOLUME	4th & Broadway 7452	Peaked
26	23	JC MELLENCAMP	CHECK IT OUT	PolyGram 870126-7	Gaining fast now
21	24	MIAMI SOUND MACHINE	CAN'T STAY AWAY FROM	Epic 34-07641	New single breaking
28	25	RICK SPRINGFIELD	ROCK OF LIFE	RCA 6853-7RAA	Hot comeback

(Based on a combination of sales and airplay)

SPRINGBREAK

ANDEVERYONE'S GOING WILDE!

KRBE KZZU 96FMY WJMX
WROQ WAEB OK95 KTRS
WJAD WDBR KIYS KFBO
KYRK KQIZ KIKX SLY95...

...ARE WILD ABOUT

DANNY WILDE



"TIME RUNS WILD"

From **DANNY WILDE'S** Album "ANY MAN'S HUNGER" Available on Geffen Records,
Cassettes and Compact Discs
Produced by Pat Moran / Management: George Ghiz for Mogul Entertainment Group





TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
31	26	NATALIE COLE	PINK CADILLAC	EMI/Manh P1350117	Hot remake
27	27	O'NEAL & CHERRELLE	NEVER KNEW LOVE ..	Epic/Tabu 254-076	Steady
38	28	LL COOL J	GOING BACK TO CALI	D.Jam/Col 38-07679	Exploding in sales
32	29	SCARLETT & BLACK	YOU DON'T KNOW	Virgin 99405	Significant growth
36	30	BRUCE SPRINGSTEEN	ONE STEP UP	Columbia 30-07726	Significant gains
35	31	ICEHOUSE	ELECTRIC BLUE	Chrysalis V544324	Gaining
43	32	MIAMI SOUND MACHINE	ANYTHING FOR YOU	Epic 34-07759	Strong radio action
37	33	TAYLOR DAYNE	PROVE YOUR LOVE	Arista ASI-9676	Follow up to smash
34	34	LOUIS ARMSTRONG	WHAT A WONDERFUL	A&M 3010	Steady
39	35	BRENDA RUSSELL	PIANO IN THE DARK	A&M 3003	Steady gains
40	36	TOTO	PAMELA	Columbia 38-07715	Significant growth
44	37	DEELE	TWO OCCASIONS	Solar/Capitol 70015	Wildcard
41	38	SO	ARE YOU SURE	EMI/Manh B50109	Getting requests
42	39	MORRIS DAY	FISHNET	Warner Bros 7-28201	Hot crossover
45	40	HENRY LEE SUMMER	I WISH I HAD A GIRL	Epic 25407720	Building each week
46	41	SAMANTHA FOX	NAUGHTY GIRLS	RCA 1089-7	Breaking
--	42	JOHNNY HATES JAZZ	SHATTERED DREAMS	Virgin 90860-1	Sweeping radio
47	43	WHITE LION	WAIT	Atlantic 7-89126	Hot rock
50	44	OMD	DREAMING	A&M 3002	Gaining each week
--	45	PET SHOP BOYS	ALWAYS ON MY MIND	EMI/Manh P-B-50123	Taking off at radio
22	46	PET SHOP BOYS	WHAT HAVE I DONE	EMI/Manh 50107	New single sweeping radio
--	47	JERMAINE STEWART	SAY IT AGAIN	Arista AS1-9636	Gaining each week
--	48	FOREIGNER	I DON'T TO LIVE	Atlantic 7-89101	Hot ballad
--	49	TIMES TWO	STRANGE BUT TRUE	Reprise 27998	Pop
--	50	BRYAN FERRY	KISS & TELL	Reprise 28117	Building each week

MERRY CLAYTON (RCA)
BIG PIG (A&M)

NEXT UP

PAUL CARRACK (Chrysalis)
SUAVE (Capitol)

(Based on a combination of sales and airplay)

DONALD FAGEN *Century's End*

From The Original Motion Picture Soundtrack
Bright Lights, Big City

FLEETWOOD MAC *Family Man*

From The Album
Tango In The Night

FLASHMAKER!

94Q	add
Y108	add
WRNO	add
WIXX	add
WPFM	add
KDVV	add
Q100	add
KKYK	add
WBCY	add
WROQ	add
K92	add
WBBQ	add
WERZ	add
WDBR	add
WCGQ	add
WBNQ	add
KFMW	add
95XXX	add

FLASHMAKER!
EARPICKS WINNER!
WILDCARD 3/14!

KPLZ	add
WRNO	add
KSND	add
KZZU	add
WBBQ	add
KIYS	add
WNYZ	add
KIIK	add
WIGY	add
WCGQ	add
95XIL	add
99WAYS	add
WBNQ	add
WJAD	add
WSPT	add
KFQX	add
Z107	add
KQCR	add
KTRS	add
WPFM	add
KFBQ	add
KWTO	add
KIXY	add
KUUB	add
898	add





Once in a while we'll lose a viewer or two.

It's bound to happen.

Even though our audience loves to watch their music—
the best of video music—
they have other things to attend to.

Like each other.

That's why over 25 million viewers make love, soothe their
infants, and pay their bills with us in their lives.

And they're listening to your music to decide which records to buy.
Even if they're not always watching.

THE OTHER MUSIC TELEVISION  VIDEO HITS ONE™

HITS

FRONT PAGE



Pet Shop Does Willie
...and the adds pour in!

Volume 2 Issue 82

HITS March 21, 1988

NARM 88

TELLER LIKE IT IS

Radio Mourns McFarland

The radio industry mourned the sudden death of Z100 overnight air personality **Spanky McFarland**. He was 26.

McFarland had checked into a New York hospital with pneumonia, and suffered a massive cardiac arrest. He died on Sunday, March 13.

"Spanky was the epitome of the new generation of broadcasters," said Z100 Operations Manager **Steve Kingston**. "He stood for everything good about the radio industry."

"He was the kind of jock that seemed to know what the people wanted instinctively," said Z102 General Manager **Jerry Rogers** for whom McFarland worked before his move to New York. "He was a very special person."



1962 — 1988



Why does Michael Jackson have the dubious honor of being our first featured color picture on a newly refurbished, but still very stupid News Section? Simply because he's celebrating his fourth #1 single in a row, "Man In The Mirror," as well as numerous NARM Best Seller awards. Way to go Michael, you've kicked off the new look in high fashion.

Haywire In Hayward

An estimated 3,000 ram-paging youths converged on the Southland Shopping Mall in Hayward, CA, to hear who won local station KMEL-FM's \$20,000 scavenger hunt — 27-year-old **Verna Kechriotis**. When local police were unable to control

the crowd, the California Highway Patrol was brought in. The winner said the hardest item to find in the search was an 8-track of **Earth, Wind & Fire's** "That's The Way Of The World." Retailers take note...

Aside, of course, from *Hits'* now-legendary "Dunk Your Distributor" booth, the key highlights of NARM '88 were CBS Records' President **Al Teller's** emotional keynote address and Sony President **Norio Ohga's** introduction of his company's brand-new 3" CD portable player.

Among the topics covered in the upbeat, often retrospective speech were:

*Beginning next month, CBS-owned labels will have variable pricing on front-line new CD releases. Current front-line prices will be used for superstar product. According to Teller, a blanket price reduction in CD's at this point in time "would result in lower marketing and advertising support.... and fewer and more conservative artist signings."

*However, CBS's **Paul Smith** announced a sales program which will allow retailers to promote virtually the entire label catalog at mass market prices.

*CBS will be offering the 3" CD single, with up to 20 minutes of music for a list price of \$3.49. Regarding that last development, CBS Records Ruler **Walter Yetnikoff** brought out **Norio Ohga**, President and C.O.O., Sony Corp, who introduced the company's latest hardware — a miniature 3" CD player that can play both

Continued on page 14

FRONT PAGE

Pic Of The Week

Power Of Radio

What's the best part about working in radio? Is it the pay? Is it the fame? Is it hearing the sound of your own voice? **NO WAY!** The best part about working in radio is seeing how incredibly lame people can act when you dangle a dead president in front of their greedy little noses. This bozo shaved an **X** onto his chest and face to help celebrate **Power 92X** Honolulu's new call letters. The man won a **C Note** with a shot at **10 Grand**.



Here We Go Again

Once more, with feeling. **Lionel Richie's** being sued for copyright infringement by

WILD CARD

DONALD FAGEN (WB)

From the label that brought *The Whispers* to Top 40 comes this ballad that is ready to explode. Check out some of the hot moves: 3-1 **KMEL**, 7-5 **WHYT**, 9-7 **FM102**, 20-12 **KWOD** and 19-15 **Z93**. Major market action, immediate phones and huge single and album sales are helping to make this a major Top 40 hit.

songwriter **Gene Thompson**, who previously sued the singer three years ago. Thompson claims Richie's "Deep River Woman" plagiarizes his song, "Somebody's Got To Love Her." He also alleges that Richie's "Sela" infringes on his composition with songwriter **Tracey Singleton**, "You and Me." The two demand a percentage of royalties. Thompson's 1985 suit, claiming that "Stuck On You" copied his own "Somebody's Got To Love Her," is currently awaiting jury trial in the same court. Maybe they should all form a group.....

Two People



That's **Chrysalis** President **Mike Bone** trying his damndest to do a **Billy Idol** impression next to the snarling one himself. The occasion was the **Chrysalis NARM** product presentation video. Said **Idol**, "Pretty good, **Mikey**, but we just can't seem to get that limpness out of your wrist."

Dead Grateful

The **Grateful Dead** swept the 11th annual **BAMMIES** in San Francisco over the weekend, with their best-selling "In The Dark" LP winning Outstanding Album honors and individual awards going to **Jerry Garcia**, **Phil Lesh**, **Mickey Hart** and **Bill Kreutzmann**. What, no **Bob Weir**?

Packed Like Rats

Frank Sinatra, **Dean Martin** and **Sammy Davis, Jr.** are reportedly sharing the same dressing room on their current concert tour, with **Sammy's** jewelry collection getting its own separate quarters. We'd like to be a fly on the cold-cut platter for that.....



I Want Your Tipper

Now it's **George Michael** who's singing the **Tipper**'s praises, thanking the wife of presidential hopeful **Albert Gore** for helping boost the sales of his "Faith" LP past the 10-million mark. Michael said the PMRC con-

troversy made "I Want Your Sex," from the album, a hit single. "Perhaps now she can help sell even more records since her husband won big in the primaries," suggested George, in Perth, Australia on his current world tour.

A Real Drip



That's REM Manager W. Jefferson Holt donning his best wet t-shirt look to introduce his new label Dog Gone Records. The Jeff-Man's holding up the first two releases: Snatches Of Pink and Squalls. Look, you know Jefferson looks stupid, and we know Jefferson looks stupid, but let's humor the guy since he really does have a shred of talent.

Bay Olympics

San Francisco's controversy-plagued bid to host the 1996 Summer Olympics hit another snag when the city's Board of Supervisors voted to seek the Games only if Olympics officials offer concessions to the gay bloc. Among the demands: making lip-syncing to old **Judy Garland** records a medal event.

Ronnie Fumbles

On hand to help dedicate a new 22-cent stamp for the legendary Notre Dame football coach **Knute Rocke** at the University last week, **President Reagan** tried to recite the speech from his famous death-bed scene with **Pat O'Brien**, only to mispronounce the name of his

character, **George Gipp**— as in "Win One For The Gipper"— as "Gippet." The crowd was too busy applauding to notice the gaffe, but school officials were none too pleased then they heard the price of first-class postage goes up to a quarter next month.

HITS
Dunking
Booth
Photos

see page 50

NARM Shots



Lots of action at the 30th Annual NARM Convention. Naturally, Hits wasn't involved in any of it. Pictured (l-r), Photo 1: David Lieberman, Lieberman Enterprises; Johnny Mathis; Sam Lieberman, Lieberman Enterprises. Photo 2: EMI-Manhattan



Ruler Sal Licata; Brian Setzer and Show Industries' Lou Fogelman. Photo 3: NARM honors Cy Leslie (left) and Mickey Granberg (center) for attending all 30 NARM conventions. Outgoing NARM President Russ Solomon is at right.



Photo 4: Barbra Streisand receives the NARM Presidential Award for sustained creative achievement. From left: Russ Solomon, outgoing NARM President; Barbra Streisand; CBS Records Chief Executive Walter Yetnikoff and CBS Records President Al Teller. Photo 5: Sony President and C.O.O. Norio Ohga presents the new 3" CD player at the opening business



session. Photo 6: A&M Records President Gil Friesen presents a \$5 million check to Sargent Shriver and his wife Eunice Kennedy Shriver on behalf of Special Olympics International. The money was raised through sales of A&M's "A Very Special Christmas." Russ Solomon is at right.



FRONT PAGE

Jan Goes To Arista



The photo on the left shows Arista's new National Singles Director, West Coast Jan "aaahxcellent" Telfeld in her new West Coast office reading a tasteless, classless, useless, trade publication — in front of the office's new tasteless, classless, useless wallpaper. The photo on the right shows Jan improving her reading habits with an age-old cure for insomnia, in front of some much-improved wallpaper. New wallpaper with Jan's immediate boss, VP of Pop Promotion Rick "I Don't Look A Thing Like Donnie" Bisceglia, is on order.

ON RECORDS By Lenny Beer

The Doors Are Opening

POST MODERN MUSIC ON TOP 40 RADIO: It has only been about a month since we debuted our section on the new rock 'n' roll. The goal was to give exposure to a quality group of records that could and should make their way onto the Top 40 airwaves and to help facilitate a crossover of sorts from college and alternative radio (as well as from what is being called *alternative retail*) directly to Top 40.

The reasoning is simple. Why take these records to Album Radio, a format currently not interested in exposing new artists and surely not giving enough actual rotation to the ones it happens to like, where momentum can be lost and where the immediacy of the sales activity will certainly be dissipated?

Instead, why not try taking these records while they are hot and trying to break them mass appeal at the Top 40 level? It seemed a strong premise and now it is being born out in the marketplace.

Five great songs from the Post Modern marketplace are now making their move at Top 40. Chrysalis is making the move with **Sinead O'Connor**, whose "Mandinka" appears to be the first big winner of this new strategy. Columbia also is on the verge of success with **Midnight Oil's** "Beds Are Burning", as are Elektra with **Sisters of Mercy's** "This Corrosion," A&M with **Robyn Hitchcock's** "Balloon Man," and WB/Sire's **Underworld** with "Underneath The

gearing up for a run with the Radar" and **Jerry Harrison's** "Rev It Up." Epic is also **Godfathers' "Birth, School, Work, Death."**

KEY MARKETS LEAD THE WAY: Certain markets are also developing as the forerunners in accepting the new rock 'n' roll. We have talked a lot about **KITS** in San Francisco and **WXKS** in Boston as leaders, but they are now being joined by what seems like all of Texas, led by key stations in Houston, Dallas and San Antonio, and including small secondary markets and the latest interested party is **KCPX** in Salt Lake City. We feel that other markets are ready to make their move in the near future (can **WMMS** in Cleveland be far behind?) and we will continue to report on the developments.

This trend is real. In the next six months, we predict that most every label in the business will have crossover success from the Post Modern market to the mass appeal audience. A lot of the music is good. A lot of the songs have hit potential. MTV is increasing rotation on these acts, and the people will find the hits. Stay tuned.



Underworld — Ready to crossover.

Oil Gone

Australian rock 'n' roll group **Midnight Oil's** North American tour, including a recent L.A. show, has been postponed because of a leg injury suffered by singer **Peter Garrett** during a concert in New Zealand. The band's dates are expected to be rescheduled for April. There were rumors that the group's visa was denied by the U. S. government because of the controversial Garrett's outspoken political views.

Carpenters Nailed

Producers of the upcoming TV movie about the late **Karen Carpenter** are going overboard in their quest for authenticity. They insisted on using the same ambulance crew called the day the singer died of anorexia nervosa and her body was found five years ago. Shooting took place at the very house where Karen died, with her parents, who still live there, watching the filming. **Cynthia Gibb** plays Karen in the movie, scheduled to air in May.

Taking Care Of Business

The original four members of **Bachman-Turner Overdrive**— **Randy Bachman, Robby Bachman, Fred Turner** and **Blair Thornton**— have decided to reform and plan to tour together this summer. Another version of the group had been performing live concerts over the last year.

Barbie Ann

The new **California Dream Barbie** doll comes with a flexi-disc of a brand-new **Beach Boys** record, "Living Doll," written especially for Mattel, the manufacturer, by **Brian Wilson** and **Dr. Eugene Landy**. **Mike Love** has thrown the gauntlet to the **Cabbage Patch Kids** for a battle of the bands.



HENRY LEE SUMMER

I WISH I HAD A GIRL



CBS ASSOCIATED

FLASHMAKER!
45-10 HITS TOP FIFTY SINGLES!
BREAKER R&R

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)
2.86	15	2	1	7

WDTX	add	WNNK	add	KIYS	6-4	WLOL	33-28
KUBE	add	WIGY	add	KEGL	12-8	WKDD	34-28
KATD	add	WLAN	add	KDWB	19-13	WKSJ	31-28
Y108	add	WQCM	add	WZPL	18-13	KZOU	33-29
92X	add	WKQB	add	WMMS	22-16	WERZ	34-29
WRCK	add	WFMI	add	Q102	22-18	K98	35-31
KBFM	add	KZZO	add	KJ103	27-19	WFLY	34-31
KWES	add	WOKI	deb 29	WCZY	26-23	WINK	34-31
WDJX	add	WROQ	deb 33	WSKZ	26-23	KTUX	37-32
Y107	add	WNYZ	deb 39	KPLZ	28-24	KIKX	35-32
KCAQ	add	WPST	deb 40	WKZL	29-25	KSND	36-33
				Y106	31-26		



CELLARFUL OF NOISE

SAMANTHA



KDWB	add	KOZE	19-12	BREAKING AT:
KF95	add	KIYS	20-17	KUBE
		95XIL	24-19	KSAQ
KSMB	add	KPLZ	23-20	KCPX
WBWB	add	KSND	26-21	WKDD
KIXY	deb 34	OK95	30-23	WZPL
WXKS	deb 34	KKRC	30-25	KIKX
JET-FM	deb 35	KZFM	30-25	KTUX
WPFM	deb 37	WMMS	30-27	KZZU
KNAN	deb 39			WRQN
KZOZ	deb 39			
WCZY	deb 39			
WLOL	deb 39			

Epis



FRONT PAGE

Monkey See, Monkey Do



Hits Features Editor Roy "Monkey Man" Trakin (center) conducted another of his famous anthropological experiments when DBI/Capitol act The Reivers came to Los Angeles. That's Roy asking lead singer Kim Longacre to maternally pick his head for insects. Pictured (l-r): Cindy Toth, John Croslin, of the Reivers; Roy, Garrett Williams and Kim Longacre of the Reivers.

Teller At NARM

Continued from page 9
the CD single and a regular sized CD.

*After much discussion, CBS will be introducing the cassette counterpart to the 45 single at \$2.49.

Regarding the DAT controversy, Teller called for "a greater sense of understanding..... between hardware and software makers..... to provide the example for development of future generations of audio technology."

On the radio front, Teller leveled a blast at Album Radio, asking, "Is AOR programming to the active music buyer, the involved music buyer, the new music buyer? Is it programming the cutting edge of today's rock music? The answer to these questions is increasingly becoming no."

Teller praised "alternative and college radio for assuming the mantle of leadership and commitment to new artists and new music," calling them "the cutting edge of rock radio today.... and the rock radio mainstream of



Al Teller — "We're marching on to even greater glory." tomorrow."

Finally, Teller urged the audience "to push out the boundaries of your thinking. We must take the hustle, street smarts and sheer raw talent of the people in this industry and focus them outward to explore new horizons, rather than inward in so many great battles of little consequence."

After the well-received remarks, Al politely declined the opportunity to go underwater at the Hits' Dunking Booth, so we gave him a raincheck for next year.

The Ladder

A rundown of executives on the move.



Ganis

Andrea Ganis has been named Vice President of Pop Promotion for Atlantic Records. She has served as the label's Senior Director of National Singles Promotion since November 1986.....



Griffith

Gerry Griffith, Senior Vice President, A&R, EMI-Manhattan, assumes additional responsibilities for artistic direction and development at the label, according to a statement by Sal Licata, CEO for the label..... Mike Greene has been promoted to VP Sales, MCA Distributing. He was formerly Director, Classical Sales..... Andrea Weiss has joined the Global Satellite Network to handle affiliate relations. According to an incredibly professional (Baaaah!) press release, "Andrea says she's really happy to join the Global Satellite Network crew. The professionalism and attention to detail in this company is very impressive" (Editor's Note: Isn't this the biggest bunch of crap you've ever heard?). Upon assuming her new position, Andrea told us, "Aaaaah, help me, I'm losing



Greene

my personality."..... Robert Biniiaz has been appointed Executive Vice President of MCA Concerts. Prior to joining the company, Biniiaz was Vice President, Business Affairs, West Coast for CBS Records..... Mavis Chan has been promoted to the post of National Marketing Manager, MCA Records. Chan, who was formerly National Marketing Coordinator, will report to MCA VP of Marketing Lou Mann (Editor's Note: Say it three times fast — Chan & Mann, Chan & Mann, Chan & Mann — thank you)..... Cypress Records has realigned its promotion department. Tami Shawn has been named Director of National Promotion, with Scott Finck handling Top 40 secondary markets, and Linda Kagel handling Pop Adult, New Age and Jazz responsibilities..... Eva George has been appointed National Coordinator of Artist Development at Arista Records. She most recently grueled and ruled in the promotion department.



Weiss



Biniiaz



Chan



Shawn



Finck

A N N O U N C I N G THE ADVENTURES IRISH SWEEPSTAKES



**ELEKTRA
MOURNS THE PASSING
OF THE IRISH SWEEPSTAKES,
SO WE DECIDED
TO DO OUR OWN!**

The Adventures invite you to take a journey to a "Broken Land"! You and a guest could win one of three one-week trips to Dublin, Ireland. Including: Round trip airfare, Hotel & ground transportation. All runners-up are eligible to win one of over 100 lottery tickets. All you need to do to be eligible is listen to "Broken Land" by the Adventures and answer a simple question about the song lyrics. So don't delay...enter today! Just fill out this coupon and return by April 15th. Winners will be notified by May 6th!

What do The Adventures ask you to do during Stormy Weather?

Return all entries to:
Sue Stillwagon, c/o Elektra Records
75 Rockefeller Plaza, 21st fl.
New York, New York 10019

All WCI employees and their families are not eligible.
All entries must be postmarked by April 15, 1988.

Name _____

Address _____

Company Station _____

Phone _____



ST. POLY

MEN WITH HATS



MOONBEAM

FLASHMAKER!

WEGX add
KITS add
WNCI add
KCPX add

WHSL add
KFMY add
WJAD add
KZFN add

KNAN add
KFBQ add
OK100 add
KHTZ add

BANANARAMA



FLASHMAKER!

PWR106 add
KMEL add

WNINK add
WFFX add
KFMY add
Y97 add

WPXR add
KIXY add
KUUB add

**LOVE IN THE
FIRST DEGREE**

WGH-FM deb 28
WKSS deb 32
KITY deb 33
KZZU deb 38
K98 deb 39
WTLO deb 39

KCPX 28-24
KRBE 40-28
WXKS 33-28
HOT103 36-31

BREAKING AT:
Z94
KPLZ
PRO-FM
FM102
KSAQ
KXX106

LONDON

MIKE POST

13*-11* R&R A/C!

READY TO CROSS!

'S DAY!

**KINGDOM DAN REED
COMING NETWORK**



FLASHMAKER!

PRO-FM add
WBCY add
KTUX add
WAYS add
WPFM add

KNAN add
WIGY add
WTHT add
CKOI add
Q98 add

103CIR add
Q101 add
WKFR add
KYRK add



**CROSSOVER!
BREAKOUTS WINNER!
EARPICKS WINNER!**

22 12 HITS TOP FIFTY ALBUMS!

#6* ALBUM NETWORK POWER CUTS!

KEGL deb 26

WMMS 36-31

**RITUAL
GET IT ON**

KUBE deb 31
KWSS deb 35
WMMS deb 40

KSND 25-20
KKRZ 26-21
KPLZ 30-26
KIYS 36-30
WPST 37-31
KZZU 38-33
KCPX 40-36

BREAKING AT:
Y95
KRBE
Z94
KATD
KWOD
KROY
WGH-FM

WZPL add
WBCY add
KIVA add
WDBR add
K104 add
KOZE add
OK95 add
95XIL add
WSPT add
WJMX add
Z107 add

L.A. LAW

Manufactured and Marketed by
PolyGram Records



NEAR TRUTHS

by I. B. Bad, Los Angeles

There have been a lot of rumors regarding a possible sale of EMI's worldwide record companies to Japanese conglomerate Toshiba — EMI's partner in Japan (sound familiar?). "Not so," said very reliable inside sources, who said that EMI's massive worldwide record companies were not on the block. Among the other companies rumored to be bidding for "The House That Bhaskar Rules" is an aggressive Disney company. Don't get us wrong, just because the EMI deal ain't going down, doesn't mean these companies ain't interested in entering the U.S. record arena.... Inside sources at the Tower on Vine are also saying that a joint distribution with another major (ie: BMG or MCA) is simply fantasy..... **Michael Jackson** doing tremendous business on the road, and with his fourth #1 single, and a sizzling Grammy performance, sales of the album "Bad" are rapidly increasing. The album has been firmly ensconced in the Top 5 since it was released.... There's a new **Crosby, Stills Nash & Young** album on the horizon, but it may not be on Atlantic..... The fate of the much-rumored-about **Quantum Records** is still in limbo, but we understand it will be decided shortly. If this so-far

silent division of **Quantum Media Inc.** does survive, where will it land?..... And speaking of the multi-media parent company QMI, it looks like they have a hit on their hands with the soon-to-be nationally syndicated **Morton Downey Show**, currently seen on WOR in New York.... In this week's management derby, we understand that **Kiss** is looking for new management, as is **The Cult**, who are looking for U.S. direction..... **Steve Perry** is looking for new management, raising some questions whether he'll be on the new **Journey** project. Is that a frown or a smile on the face of **Herbie Herbert**?..... The **Fleetwood Mac** album has reached the 6 million mark worldwide, with the band now boasting eight sold-out nights at U.K.'s Wembley..... Raves galore at last week's **NARM** convention over sneak previews of both the new **Hall & Oates** (Arista) and **Bruce Hornsby & The Range** (RCA)..... And speaking of NARM, a lot more VPs of Promotion seen soaking up what's going down at retail this year.... And finally, maybe they should rent a stadium for next year's NARM opening cocktail party. Can you say "Human Gridlock"?..... From the A&R Derby Continues File: Geffen A&R man **Tom Zutaut** has been known to get hot under the collar, but now he's just hot all over as a number of major labels have expressed major interest. Will he jump? Stay tuned..... **Prince** made the scene at Warner Bros. recently to play his new album.... We hear **Tom Petty** is readying an album *without* The Heartbreakers..... Names in the rumor mill this week include **Jim Cawley**, **Joe McFadden**, **Jim Urie**, **David Steffen**, **Jim Swindel**, **Kenny Hamlin**, **Dave Demers**, **Lou Mann** and **Nick Maria**..... and the beat goes on.

Not There



Johnny Carson — Is not in the column this week.



CONTESTS

Another Hits Dumb Contest.

**WIN USELESS CRAP
AS WE BEGIN YET
ANOTHER VERY
STUPID HITS CONTEST
THIS TIME IT'S THE
NAME THE
NCAA FINAL FOUR
CONTEST!!!!**

WIN GARBAGE

Sure, we're still trying to straighten out the winner of the DUMB GRAMMY CONTEST, but what the hell, we'll kick in with yet another incredibly stupid HITS contest. This one is short and easy (kinda like the sex lives of our readers), and takes very little thought — so it's perfect for you folks. All you have to do is:

— Name The Final Four Teams In The NCAA Tourney

— Name The Champion

— Name The Total # Of Points In The Championship Game

IMPORTANT:

**DEADLINE: WEDNESDAY, MARCH 23, 1988
ONLY ONE ENTRY PER PERSON**

You folks can call us, write us, or fax us your entries, and we'll laugh at them hysterically before throwing them in the trash, and awarding the prize to someone we like — just kidding folks — we may be stupid, but we're honest.



LETTERS TO THE EDITOR

Fooled Another

David:

I just received my first copy of *Hits* via subscription and I must commend you and your staff for putting together one helluva classy publication! As a Promotional Director and consultant for numerous performers, what I've seen in the past is publications aimed toward gratifying their advertisers instead of their readers. Your no-holes-barred attitude and style represents the type of music journalism that should have existed years ago. Basically, *Hits* is an alternative to the mediocre music press we have unfortunately come to know in the past few years.

Keep up the good work!

Regards,

Steve Zuckerman

Entertainment Services
Monmouth Beach, N. J.

Dave's Assistant In Charge of Answering His Letters replies: Thanks, Steve, we couldn't have said it better ourselves, especially the part about no-holes-barred. We certainly bar no 'holes around here, especially our Managing Editor (only kidding, Dave). But dig, guy, you don't think anybody actually reads this rag, do ya? Which means we can ignore the rest of the world and gratify ourselves.

Dear Mr. (or Ms.) *Hits* Captioning Dept.:

I'd like to register a complaint about a caption under the photo of George Harrison's platinum certification celebration in the March 7th issue. I couldn't help but notice that you referred to seven of us as "Promotion Whizzes." Are you guys into body functions or what?

Any journalist worth his (or her) salt should know that "whiz" refers to what you do after a coupla beers. What you probably wanted to do was call

us "Promotion Wizzes." Wiz, of course, refers to wizard which is, in fact, what we are. And if you don't apologize, we are going to turn Ostrow, Leshay and Murphy into newts.

Later,

Ed Nuhfer

Promotion Wiz

Warner Bros. Records

Dave's Assistant in Charge of Photo Captions replies: Is a newt the same as a hermaphrodite, because if it is, you're wasting your time. As our patron saint Ben Bradlee once put it, "We stand behind what we say, but tap twice before you put it away." Thank you.

Dave:

COWABUNGA! How was the gnarley beaner surf tour? I leave in just a few days, so I just had to send these photo gems to you. Let's face it, *Billboard* sure as hell won't print 'em. Maybe you will. Lynn Oakes and I are the official Enigma East team. She, East Coast Promotions, me, East Coast Marketing.

If you're in the cold cruel Apple, or just feel the urge to harass me with trite gossip or news about the fabulous weather you're having, don't hesitate to call.

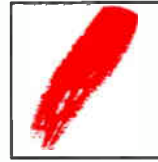
P. S. Make sure Trakin stays off the weed!

Danke,

Juli Kryslur

Enigma Records

Dave's Assistant RoboEditor In Charge of Putting Off People Politely replies: Mr. Adelson has taken your request under consideration. Trakin will be administered a weekly urine test. Thank you for your cooperation. Have a nice day.



FAR TRUTHS

by Danny Fields, New York

The Star



Michael Jackson — a must

Hardly had Grammy hysteria abated when Michael-mania swept the city, in the form of three Garden concerts, tickets to which were far more coveted than a seat at the Music Hall for that awards ceremony. In fact, it was sort of hip *not* to go to the Grammys but instead to watch the show on TV with a remote device handy. But to miss Michael Jackson, that was embarrassing. Hundreds were paid to scalpers for a pair of ducats, but there's no question scalpees got their money's worth. There was no backstage glamor to report on since the Star was out of the building while his band was still playing, but mention should be made of an intimate little party hosted by manager Frank Dileo in his suite at the Helmsley Palace following the Saturday night show. In attendance at the swank soiree were Walter and Cynthia Yetnikoff, Ray and Liz Anderson, Al Teller, Quincy Jones, Jimmy Jam and Terry Lewis, Cyndi Lauper and Dave Wolff, Christie Brinkley without her hubby, and the beloved Clarence Avant, owner of Tabu Records and a co-promoter of Jackson's tour. Also seen in the audience on various nights throughout the run were Madonna, Whitney Houston, Janet Jackson, Full Force, Prince, Brooke Shields, Liza Minnelli and Joan Jett, as well as Epic rajahs Don Grierson, LeBaron Taylor, Dan Beck, Jim Caparro, Eliot Hubbard, Don Eason, LaVerne Perry, Glen Brunman, and Larry Davis....Robert Plant was in town to talk a bit about his exploding new album, "Now and Zen" and dined with managers Bill Curbishley and Anne Weldon, and Atlantic execs Perry Cooper and Bob Kaus. There followed for Plant a week of feverish activities, mostly in the Atlantic offices, highlighted by a photo session for *Details* magazine in Diane

Gilmour's office, where the waifish companion of photographer Michael Tighe turned out to be red-hot actress Amanda Plummer. What a day! After being shot and shot and shot, Plant nipped down the hall for a private meeting with Ahmet Ertegun, who had first signed the singer and his band going on twenty years ago, and then off to the world premier of John Waters' "Hairspray." The one-time singer in the legendary Zeppelin got an A+ from everyone who worked with him over the week....Speaking of Plant's former group, bassist John Paul Jones was in New York at the same time, helping to promote the album "Children" he'd just produced for the Mission U.K., a highly-touted English band fronted by the brilliant Wayne Hussey. Jones joined the group for the encore of their sold-out Ritz show, where stars Will Sexton, the Psychedelic Furs and Iggy Pop, along with PolyGram chieftains Peter Lubin, Bas Hartong, Nancy Sullivan and Rick Hunt, cheered, stomped, and screamed for more. Finally, though this isn't a gossip column, when we asked Jones if he planned to run into Plant while in town, and vice versa, we gathered that there is not a whole lotta love lost between the two.



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)
DEELE	5.42	24	6	4	10		8
WHITNEY HOUSTON	4.7	74	11	0	8	9	7
MIAMI SOUND MACHINE	4.16	34	4	0	9		8
TT D'ARBY	3.94	47	22	7	10	9	8
TAYLOR DAYNE	3.90	38	1	0	8	5	7
NATALIE COLE	3.89	39	0	0	7	3	6
INXS	3.87	54	29	10	7	10	9
AEROSMITH	3.79	31	19	7	10	8	8
TIFFANY	3.73	43	8	2	10	10	9
LL COOL J	3.73	19	10	7	10	4	9
ICEHOUSE	3.55	31	7	2	7	4	5
PEBBLES	3.54	44	42	22	8		9
WHITE LION	3.49	17	2	0	10	8	5
SAMANTHA FOX	3.42	26	3	0	8	-	6
JETS	3.09	34	47	19	8	4	9
TOTO	2.98	22	4	1	6	5	4
SCARLETT & BLACK	2.94	23	4	1	5	-	5
MORRIS DAY	2.89	19	7	4	7	7	8
FOREIGNER	2.88	9	0	0	6	5	6
JODY WATLEY	2.86	34	27	10	8	7	7
HENRY LEE SUMMERS	2.86	15	2	1	7	5	2
SPRINGSTEEN	2.83	19	1	0	6	8	7
JC MELLENCAMP	2.77	16	11	2	6	9	6
BRENDA RUSSELL	2.29	14	1	0	6	2	2
KINGDOM COME	2.14	2	0	0	6	9	2
ALEXANDER O'NEAL	2.08	19	11	3	7	4	6

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.

MY GIRL! SWAVE



FLASHMAKER!

HOT103 add
PWR99 add
PRO-FM add
KDWB add
B97 add
K98 add
Q100 add
KKYK add
KCAQ add
KIK add
KIXS add
K106 add
100KHI add

KFBQ add
WQUT add

KCPW deb 30
KITY deb 32
KMGX deb 33

WKBQ 26-22
B96 26-23
WKSS 32-24
WL0L 32-26
KRBE 38-27
WTIC 36-33

BREAKING AT:
WCZY
WPGC
KUBE
KBEQ
WQUE
KXX106
KCPX
WFLY
KF95





FLASHMAKERS

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

Former Wildcard pick, **Johnny Hates Jazz**, scores big with another week of major market support and early requests. The **Pet Shop Boys** look like they have another hit with the Most Added record of the week. **Foreigner** is making big

gains with their strong ballad and **Jarmaine Stewart** is spreading quickly with his Top 5 UK smash. Watch for **Big Pig** - gaining quickly with major market airplay.

JOHNNY HATES JAZZ SHATTERED VIRGIN

Singles: 42* **Albums:** — **Ave Move:** 2.44 **Aggrsv:** 14
Former Wildcard pick is closing quickly and already generating early phone action. Second week adds include HOT103, KIIS, Y95, WXKS, KRBE, WMMS, WEGX, PRO-FM, B97, KOY, KKRZ, WKSS, WMJQ, WKSE, 98PXY, WGTZ, WRVQ, Y107, KKYK, WKZL, WTLQ, WKDD, K92, KMGX, KQKQ, WNNK, WSKZ, KF95, WNYZ, KIKX and WERZ. Early moves at PWR99 33-29, WL0L 28-23, WKTI 30-26, 92X 33-29 and WROQ 35-31. Strong debuts for KKBQ, KDWB, Q106, B100, KATD, KSAQ, K98, WBCY, WZPL, Q100 and too many more to mention.

PET SHOP BOYS ALWAYS EMIMANHATTAN

Singles: 45* **Albums:** —
Hot remake flies out of the box as Most Added record of the week. Immediate believers include KIIS, B96, Y95, KRBE, Q107, WXKS, KPLZ, WMMS, WEGX, KDWB, WKBQ, PRO-FM, KWSS, FM102, KCPW, KWOD, WQUE, KOY, KATD, Q106, B104, KKRZ, WGH-FM, 92X, KITY, K98, BJ105, 98PXY, Q100, WDJX and WFLY. Earpicks winner.

FOREIGNER DONT ATLANTIC

Singles: 48* **Albums:** 42 **Ave Move:** 2.88 **Aggrsv:** 9
Strong ballad looks like a hit in the making with major market airplay and early requests leading the way. New at Y95, KKBQ, KPLZ, WL0L, WEGX, KDWB, KHTR, KBEQ, KATD, B100, Y108, WGH-FM, WNVZ, WNCI, K98, WAPI, WRVQ, KZOU, WFLY, WROQ, Y106, Q100, KSND, KTUX, KZZU, WNNK, Z104, KIYS and many more. Early moves at KEGL 34-24, 94Q 29-25, WMMS 34-29, WKBQ 32-27, KJ103 40-34 and WERZ 38-34. Debuts for WAVA, PWR99, B94, WRNO, KKRZ, WMJQ, WKDD, 98PXY, WBCY, WZPL and KCPX.

JERMAINE STEWART SAY ARISTA

Singles: 47* **Albums:** —
Top 5 on the UK charts and making big moves with new airplay this week at PWR106, KKBQ, HOT105, KPLZ, Q105, FM102, B100, KBEQ, B104, KKRZ, KITY, WNVZ, K98, BJ105, WDJX, KCAQ, KIKX, KSND, KZZU, WAPE, WNNK, WPST, Z102 and many more. Jumps 32-28 PWR99, 33-26 WKBQ, 34-30 92X. Deb 32 WAVA, Deb 28 Y100, Deb 27 WUSL, Deb 28 KATD, Deb 30 Q106 and Deb 31 WKSS.

LL COOL J CALI DEF JAM COL

Singles: 28* **Albums:** — **Ave Move:** 3.73 **Aggrsv:** 19
Former Wildcard pick is gaining with major market airplay and big phones. New at Y95, WHYT, WNVZ, WFLY, KTUX, WQID and WZKX. Jumps at HOT105 5-3, Y100 10-9, Z93 5-4, KMEL 7-3, KATD 8-4, KWSS 11-9, KZZP 7-6, KIIS 34-17, WAVA 31-24, WPGC 27-23, KWOD 29-18, KOY 27-22, FM102 17-13 and KROY 23-19.

BRENDA RUSSELL PIANO ASM

Singles: 35* **Albums:** — **Ave Move:** 2.28 **Aggrsv:** 14
Strong ballad is beginning to show up in requests as it spreads with new airplay at WEGX, Y107, WKSI, WKZL, KCPX, WKDD, K92, KEZB, Z104, WERZ and more. Jumps 9-8 KMEL, 29-23 KRBE, 20-14 WUSL, 19-13 B100, 34-29 KKRZ, 32-28 92X, 34-30 K98 and 39-35 KJ103. Breaking at WAVA, WXKS, KBEQ, Q106 and KTUX.

TOTO PAMELA COLUMBIA

Singles: 36* **Albums:** — **Ave Move:** 2.96 **Aggrsv:** 21
Closing steadily and generating phones. Picking up new support at Y95, KITY, WZPL, 93Q, WOKI, G105, KSMK, HOT94, KIVA, JET-FM, WKQB, WIKZ, WGRD and others. Jumps at WL0L 12-9, WKTI 8-5, KJ103 14-10, KIYS 15-10, WXKS 31-27, WCZY 34-30, KPLZ 34-29, KDWB 26-19, WMMS 32-28, PRO-FM 32-25 and K98 30-26.

HENRY LEE SUMMER WISH CBS ASSOC

Singles: 40* **Albums:** — **Ave Move:** 2.86 **Aggrsv:** 15
Solid rock cut is making its way through the system with new support from WDTX, KUBE, KATD, Y108, 92X, WDJX, Y107, KCAQ and WNNK. Moving at KEGL 12-8, KIYS 6-4, KPLZ 28-24, WMMS 22-16, KDWB 19-13, WL0L 33-28, Q102 22-18, K98 35-31, KJ103 27-19, WKDD 34-28 and WZPL 18-13. Pulling requests.

SAMANTHA FOX NAUGHTY JIVE/RCA

Singles: 41* **Albums:** — **Ave Move:** 3.48 **Aggrsv:** 26
Spreading and pulling solid phones where played. New at WKBQ, PRO-FM, WTIC, K92, WTHT, KIXS, K106, WYAV, KLUC and others. Jumps 11-9 PWR99, 13-9 KMGX, 31-26 PWR106, 27-22 HOT103, 23-16 WAVA, 22-18 Q107, 29-20 Y100, 26-22 WEGX, 34-26 KWSS, 33-27 KATD, 27-23 Q106, 30-25 B104, 29-15 WGH-FM, 24-16 K98 and 25-21 BJ105. Breaking at Z100, WXKS, KRBE, B94, KZZP, KROY and KWOD.

FLASHMAKER!

KEGL	add	KF95	deb	31
WMMS	add	Y95	deb	39
PRO-FM	add	BREAKING AT:		
KDWB	add	KROQ		
KTUX	add	B96		
WBBQ	add	Z95		
WOKI	add	WXKS		
KFMY	add	WKTI		
SLY96	add	KSAQ		
KAKS	add	KXX106		
Y93	add	KCPX		
PWR105	add	WGTZ		
WZKX	add	WSKZ		
		Z102		



BIG PIG

PRODUCED BY NICK LAUNA
REMIXED BY ROLI MOSIMANN

BREAKAWAY

BRENDA RUSSELL

PRODUCED BY JEFF HULL, BRENDA RUSSELL & ANDRE FISCHER

PIANO IN THE DARK

GIANT POST MODERN
AND READY TO CROSSOVER!

KROQ 36-32

BREAKING AT:
KITS

PRODUCED BY HITCHCOCK, METCALF, WINDSOR

FLASHMAKER!

HITS TOP FIFTY SINGLES!



WEGX	add	WAVA	deb	26	KWOD	27-24
KCPX	add	KBEQ	deb	27	KSND	29-24
WKDD	add	Q106	deb	29	KITY	28-25
Y107	add	WXKS	deb	35	PWR99	30-27
WKSI	add	KTUX	deb	39	92X	32-28
WKZL	add				WNNK	34-28
K92	add	KMEL	9-8		WPST	31-28
KEZB	add	B100	19-13		KKRZ	34-29
WERZ	add	KIYS	17-14		KIKX	34-29
Z104	add	KWSS	18-15		Z102	34-29
WOMP	add	FM102	18-15		WBBQ	32-29
HOT94	add	KMGX	25-21		WTIC	33-30
99WAYS	add	KRBE	29-23		K98	34-30
WQID	add	94Q	26-23		WTLO	35-31

ROBYN HITCHCOCK BALLOON MAN



FLASHMAKERS

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

OMD DREAMING A&M

Singles: 44* Albums: —

Already showing up in requests as it continues to pick up major support. New at KKBQ, WCZY, KUBE, WMMS, KWSS, Q106, WRNO, WKTI, WDJX, WTLQ, WINK, WSKZ, KIYS and others. Jumps 25-20 KROQ, 30-23 WKBQ, 29-23 FM102. Deb 36 KRBE. Deb 30 HOT105, Deb 33 PWR99 and Deb 34 KDWB.

TIMES 2 STRANGE REPRISE

Singles: 49* Albums: —

Hot new act is spreading quickly with new airplay at WKBQ, KBEQ, FM102, KATD, KWOD, WFLY, KMGX, WPST and others. Jumps 40-36 WL0L, 34-26 WKSS, 30-25 KIYS, 39-35 KZZU, Deb 30 Z95, Deb 38 KRBE, Deb 33 KDWB and Deb 35 KITY.

BRYAN FERRY KISS REPRISE

Singles: 50* Albums: —

Making significant gains each week and generating adult phones. Adds at WL0L, KWSS, B100, WKSS, KJ103, KDON, KAKS, WPFM and KZIO. Moves at KITS 4-3, WXKS 35-31, Q106 25-21, KATD 30-26, WBCY 30-25, KZZU 27-22 and KF95 23-19. Debuts for PRO-FM, KWOD, Y108, WROQ, KTUX and WNYZ.

MERRY CLAYTON YES RCA

Singles: — Albums: 1*

Picking up lots of momentum this week with support from WAVA, WPGC, Q105, KITY, KSAQ, WRVQ, Y107, WBCY, KCPX, KRQ, WNNK and others. Jumps at WCZY 31-27, WBBQ 30-23, KZZU Deb 36, Z102 Deb 38 and KF95 Deb 38.

BLUE MERCEDES PROPERTY MCA

Breaking out of the clubs and steadily crossing with new airplay at WKSS, KFMY, Z97, KFQX and KJKC. Jumps 38-34 WL0L, 33-29 KDWB, Deb 37 KRBE, Deb 32 KUBE, Deb 39 WFLY, Deb 35 WNNK and Deb 36 KF95.

DAN REED NETWORK RITUAL POLYGRAM

Hot new act is steadily making its way through the system with new action at PRO-FM, WBCY, KTUX, WLGA, WTHT, WIGY, WAYS, Z97, KNAN, WPFM and KEYJ. Jumps at KPLZ 30-26, KKRZ 26-21, KCPX 40-36, WPST 37-31, KIYS 36-30, KSND 25-20, KZZU 38-33, KUBE Deb 31, WMMS Deb 40 and KWSS Deb 35.

PAUL CARRACK ONE GOOD CHRYSALIS

Singles: — Albums: — Ave Move: 2.00 Aggrsv: 4

Second single and follow up to Top 5 smash is making big gains with new action at KRBE, WCZY, KPLZ, B94, WKTI, WTIC, K98, WAPI, KJ103, WZPL, WKDD, KTUX, WBBQ, Z104 and many more. Early jumps include 38-31 KIYS, Deb 31 PWR99, Deb 35 WMMS, Deb 26 Y108, Deb 40 WGTZ and Deb 37 KZZU.

SUAVE MY GIRL CAPITOL

Singles: — Albums: — Ave Move: 2.26 Aggrsv: 5

Picking up lots of major market support and beginning to pull requests. New at HOT103, PWR99, KDWB, PRO-FM, B97, K98, Q100, KKYK, KCAQ, KIJK, KIXS and 100KHI. Moving 38-27 KRBE, 32-26 WL0L, 26-22 WKBQ and 32-24 WKSS.

BIG PIG BREAKAWAY A&M

Picking up lots of speed this week with new airplay at KEGL, WMMS, KDWB, PRO-FM, KTUX, WBBQ, WOKI, KFMY, SLY96, KAKS, Y93, PWR105 and WZKX. Strong debuts for Y95 and KF95. Hot new act is picking up many mentions.

ROXANNE FUNKY EPIC

Hot rock/dance remake is gaining with new belief from KEGL, KRBE, Y107, KF95, KHTZ and others. Jumps at Y95 25-12, KITY Deb 31. KJ103 Deb 37 and WNNK Deb 36.

BANANARAMA FIRST POLYGRAM

Spreading with new airplay this week at KMEL, WNNK, WFX, KFMY, KIXS, Y97, KTX, WPXR, KIXY and KUUB. Jumps at HOT103 36-31, KRBE 40-28, WXKS 33-28, KCPX 28-24, WGH-FM Deb 28, WKSS Deb 32, KITY Deb 33 and K98 Deb 39.

DONALD FAGEN CENTURY'S WB

Former Wildcard pick scores with out of the box action at KPLZ, WRNO, KSND, KZZU, WBBQ, KIYS, WNYZ, KIJK, WIGY, WCGQ, 95XIL, WAYS, WBNQ, WJAD, WSPT, KFQX, Z107, KQCR, KTRS, WPFM and KFBQ. Multi format hit.

FLEETWOOD MAC FAMILY WB

Out of the box support at 94Q, WRNO, Y108, Q100, KKYK, WBCY, WROQ, K92, WBBQ, WERZ, WDBR, WCGQ, WBNQ, KFMW and 95XXX.

MEN WITHOUT HATS MOON POLYGRAM

First week action at WEGX, KITS, WNCI, KCPX, KFMY, WJAD, KZFN, KNAN, KFBQ, OK100 and many others.

PET SHOP BOYS

ALWAYS ON MY MIND

#1 MOST ADDED!
FLASHMAKERS WINNER!
EARPICKS WINNER!
DEBUT HITS TOP FIFTY SINGLES!

OUT OF THE BOX:

KIIS	add	PRO-FM	add	FM102	add	WGH-FM	add
B96	add	WEGX	add	KATD	add	K98	add
WXKS	add	KDWB	add	KCPW	add	BJ105	add
Y95	add	WKQB	add	KWOD	add	KCPX	add
KRBE	add	B104	add	WQUE	add	WAPE	add
WMMS	add	KKRZ	add	KOY	add	WBBQ	add
Q107	add	KWSS	add	92X	add	WPST	add
KPLZ	add	Q106	add	KITY	add	Z102	add



NATALIE COLE

PINK CADILLAC

31-26 HITS TOP FIFTY SINGLES!

WGH-FM	add	WHYT	deb	25	WOKI	19-14	WKSE	29-26
WNCI	add	Q107	deb	26	B100	25-15	WBBQ	31-26
93Q	add	WUSL	deb	26	Y95	34-16	KDWB	31-27
WDJX	add	KROY	deb	26	KITY	26-21	KKRZ	32-27
WTLQ	add	WSKZ	deb	28	Z95	28-22	92X	31-27
		HOT105	deb	29	KF95	33-22	WCZY	32-28
		FM102	deb	29	PWR99	28-23	Q102	34-28
		KEZB	deb	30	Z93	26-23	KRBE	39-29
		KKBQ	deb	33	KATD	28-23	WXKS	34-29
					B93	29-23	PRO-FM	34-29
					WAPE	29-23	HOT103	39-35
					KIIS	29-26		



ARE YOU SURE

41-38 HITS TOP FIFTY SINGLES!

KEGL	add	WKZL	add	KITS	10-10	WLOL	30-25
KKBQ	add	KCAQ	add	KIYS	19-16	KDWB	28-25
WEGX	add	WERZ	add	KF95	24-21	KZZU	34-27
				WMMS	27-23	WNYZ	32-28





CROSSOVERS

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

White Lion comes on strong this week as one of the Most Requested records in the country and the album continues to explode at retail. Morris Day is closing quickly with hot re-

quests, this week's Wildcard, The Deele, looks like a major hit in the making with giant phones leading the way and Midnight Oil scores big this week with major market support.

BLACK/DANCE

MORRIS DAY FISHNET WB

Singles: 39 Albums: 36* Avg Move: 2.43 Aggrsv: 18*
New support at WDJX, WROQ, KQKQ, KSMK, WLRW, Z97, WYYS and more. Jumps 9-8 Z93, 5-4 KITY, 6-5 KTFM, 35-28 KIIS, 23-16 HOT103, 24-19 PWR106, 24-19 WXKS, 26-19 KWOD, 30-26 KCPW, 31-23 WKSS, 40-35 WFLY and 16-12 Y107. Solid album sales.

THE DEELE TWO SOLAR

Singles: 37 Albums: 40 Avg Move: 6.47 Aggrsv: 25*
Huge phones are the story. This week's Wildcard pick scores with new action at KIIS, B96, B93, WFLY, Y106, KF95, WNYZ and many more. Jumps at WPGC 14-10, WHYT 7-5, KMEL 3-1, FM102 9-7, KMGX 7-4, PWR106 36-30, KKBQ 32-25, KRBE 27-20, PWR99 19-14, Z93 19-15, KWOD 20-12, KWSS 32-25, KATD 18-12, KBEQ 25-20, KZZP 28-24 and KITY 24-14. A major hit in the making.

ERIA FACHIN SAVING CRITIQUE

Breaking in the clubs and spreading at Top 40 with adds at Q106, KWOD, KROY, WAPE, WQCM, KZFN, WKQB and KISR. Jumps 7-6 WXKS, 8-7 KRBE, 26-22 KKBQ and 25-21 FM102.

3 MAN ISLAND JACK CHRYSALIS

Crossing with new support from KROY, BJ105 and HOT103. Jumps 38-34 PWR106, 27-22 FM102, 34-30 KITY and Deb 30 KMEL.

AL B. SURE NITE WB

Hot Black/Dance hit is crossing with early Top 40 action at WPGC, Z93, KMEL, KITY, KMGX, KGGI and more. Picking up lots of mentions.

BRENDA K. STARR BELIEVE MCA

Singles: — Albums: — Avg Move: 3.67 Aggrsv: 2
Early believers include FM102, KROY, KKRZ, KITY, WYYS, KDON and KISR. Jumps at Y100 23-18 and KMEL 30-25. Lots of mentions here.

ALBUM/ROCK

WHITE LION WAIT ATLANTIC

Singles: 43 Albums: 21* Avg Move: 3.17 Aggrsv: 16*
Huge phones and major market airplay lead the way. Adds at WKBQ, KBEQ, WRVQ, WKSJ, WROQ, KSND, WINK, Z102 and many more. Jumps at KEGL 13-6, WTLQ 10-6, WCZY 37-31, WMMS 25-21, KDWB 30-26, KATD 25-19, K98 39-34, Q100 34-26 and WZPL 25-21. Big gains.

THE CURE HOT HOT ELEKTRA

Continuing to cross with adds at WXKS, FM102 and KHTZ. Moves at KRBE 6-4, WFLY 26-22, KSAQ 26-22 and KF95 37-29.

DANNY WILDE TIMES GEFEN

Out of the box action includes KRBE, WROQ, KIKX, KZZU, KIYS, WDBR, KFMY, WJAD, SLY96, KTRS, WJMX, KQIZ, WAAEB, KFBQ and KEYJ.

ALARM PRESENCE I.R.S.

Spreading and generating requests. New at PRO-FM, KJ103, WPST, KZFN, KNAN, Y97, KFBQ, KWTO and KUUB. Jumps at KROQ 14-13, KITS 22-20 and KZZU Deb 40.

KINGDOM COME GET IT ON POLYGRAM

Singles: — Albums: 12 Avg Move: 2.14 Aggrsv: 12*
Explosive album sales are the story. New believers include WZPL, WBCY, KIVA, WDBR, 95XIL, WSPT, Z107 and WJMX. Jumps 36-31 WMMS, Deb 26 KEGL and Deb 40 WFLY.

POST MODERN

MIDNIGHT OIL BEDS COLUMBIA

Approaching the top of the Post Modern chart and crossing with adds at WXKS, KPLZ, KSAQ, KJ103, KIKX, KZZU, KF95, WCGQ, KFMY, KFQX, KZFN, KTRS, WJMX, KQIZ, PWR105 and more.. Hot move at KITS 15-5.

UNDERWORLD RADAR SIRE/WB

Picking up speed with new airplay at KITS, KSND, KZZU, KF95, KFMY and more. Jumps 31-25 KCAQ and Deb 37 KPLZ. Top 10 Post Modern.

JERRY HARRISON REV SIRE/WB

New support this week from WMMS, WOKI, KFMY and WBNQ. Jumps at WKTI 11-9.



B R U C E

SPRINGSTEEN

"One Step Up"

Taken From the Columbia Lp.
"Tunnel of Love" 40959

Produced by Bruce Springsteen,
John Landau, Chuck Plotkin



TOTO

"Pamela"

Taken From the Columbia Lp:
"The Seventh One" 40873

Produced by George Massenburg,
Bill Payne and Toto



L.L. Cool J

"Going Back To Cali"

Taken From the Columbia Lp:
"Less Than Zero" 44042

Produced by Rick Ruben

25 HITS TOP FIFTY ALBUMS!

36-30 HITS TOP FIFTY SINGLES!

22*-13* R&R A/C!
MOST ADDED!

KATD	add	KZZP	add
KEGL	add	WKBQ	add
Q107	add	B104	add
PWR99	add	B97	add
Q102	add		

WMMS	14-8	B94	27-21
WPST	18-13	WBBO	27-22
WERZ	19-16	PRO-FM	28-23
WXKS	22-18	KKRZ	27-24
WKSS	25-18	WRNO	29-26
WMJO	21-18	KZZU	33-28
WEGX	24-20	WBLI	30-27
KIYS	26-20	WROQ	31-28
KPLZ	24-21	WNYZ	33-29

FLASHMAKER!
BREAKOUTS WINNER!

40-36 HITS TOP FIFTY SINGLES!

Y95	add	WOKI	add
KITY	add	JET-FM	add
93Q	add	WWFX	add
WZPL	add	WIKZ	add
G105	add		

WKTJ	8-5	K98	30-26
WLOL	12-9	WXKS	31-27
KJ103	14-10	WMMS	32-28
KIYS	15-10	KPLZ	34-29
WFLY	23-16	KSAQ	32-29
KDWB	26-19	WCZY	34-30
B94	22-19	KZZU	36-30
PRO-FM	32-25	B100	35-32
BJ105	28-25	WBBO	39-32

FLASHMAKER!

38-28 HITS TOP FIFTY SINGLES!
MOST ACTIVE!

Y95	add	KSMB	add
WHYT	add	KWES	add
WNVZ	add	WFLY	add
		KTUX	add

AVERAGE ROTE	AGGRESSIVE (A or more)	TOP 10	TOP 5	REQUESTS (11/8-10)	# SALES (11/8-10)
3.73	19	10	7	10	9

KMGX	1-1	Z102	22-16
KRBE	2-2	KIIS	34-17
HT105	5-3	KWOD	29-18
KMEL	7-3	KROY	23-19
Z93	5-4	K98	25-20
KATD	8-4	Y106	25-21
KZZP	7-6	KOY	27-22
Y100	10-9	WRVQ	26-22
KWSS	11-9	WPGC	27-23
FM102	17-13	KQKQ	27-23
BJ105	20-14	WAVA	31-24
KCAQ	27-16	B93	33-24



JAMES TAYLOR

"Never Die Young"

Taken From the Columbia Lp: "Never Die Young" 40857
Produced by Don Grolnick

31 HITS TOP FIFTY ALBUMS!
37-33 HITS TOP FIFTY SINGLES!
3 R&R A/C!





REQUESTS

Aerosmith continues to dominate the phone lines with Tiffany's third smash running closely behind. White Lion is coming on strong with major market action and solid requests. Terence Trent D'Arby is closing quickly with big phones and

album sales and the new ballad from Miami Sound Machine is making early gains with big request action and strong debuts. Note: Watch for The Deele - generating lots of phones and building quickly.

TIFFANY SAW MCA

Giant requests and jumps lead the way for this third straight smash. Hot reports include B94, 95XXX, B93, KARS, KATD, KC101, KCAQ, KEYJ, KEYN, KLYY, KOKZ, KQCR, KSMK, KSND, KSQ, KTXY, KZOU, Q104, WABB, WAYS, WBNO, WGTZ, WIGY, WJNK, WJAP, WJKC, WLAN, WLOL, WQID, WSPT, WTHT, WTIC, WTLQ, WWSR and Y100.

WHITE LION WAIT ATLANTIC

Huge album sales and requests are the story here as this solid rocker makes its way at Top 40. Mentions this week from KATD, 95XXX, JET-FM, KATD, KBIU, KEYJ, KFMW, KKXL, KOKZ, KRNO, KTRS, KZFN, KZOU, OK100, SLY96, WAEB, WCIL, WDTX, WIGY, WKQB, WLGA, WLRS, WLRW, WPFM, WPST, WPRX, WQCM, WQID, WQUT, WTLQ and many more.

TERENCE TRENT D'ARBY WISHING COLUMBIA

Big album sales continue. Hots include 94Q, KATD, KDON, KEYN, KIK, KIYS, KOKZ, KQCR, KRNO, KSQ, PW92, WANS, WAPE, WFMI, WIGY, WIKZ, WKLQ, WKPE, WLAP, WLOL, WLRW, WMGZ, WQID, WTHT, WTIC and Z103.

MIAMI SOUND MACHINE ANYTHING EPIC

Spreading quickly and already pulling big request action. Early reports come from B100, 95XIL, HOT94, KAKS, KCPX, KEYJ, KOKZ, KQCR, KRQ, KTUX, KWTO, WABB, WJKC, WLRS, WLRW, WNYZ, WPRX, WQCM, WQID, WSSX, WWSR, WZLS, WZYQ, Y108 and more.

LL COOL J CALI DEF JAM/COL

Former Wildcard is spreading with big requests leading the way. Lighting up the phones this week for KMEL, B93, BJ105, K106, KATD, KCAQ, KDON, KFQX, KLUC, KRBE, KRQ, KSMK, KX106, KZOU, WANS, WJKC, WPGC, WSSX, Y100, Z103 and many others.

SAMANTHA FOX NAUGHTY JIVE/RCA

Breaking big in the clubs and generating lots of phones. Hot mentions at WEGX, B93, BJ105, HOT94, HOT97.7, KLUC, KMEL, KTXY, KX106, WAPE, WCGQ, WKQB, WNOK, WPRX, WQCM, WSSX and WZYQ.

BILLY OCEAN DREAMS ARISTA

Approaching the top of the charts with a video in heavy rotation. Big phone action for B104, KAKS, KBIU, KF95, KFRX, KJQ, KTRS, KZIO, WCZY, WGTZ, WJAP, WLGA, WPFM, WTHT, WTIC, WTLQ, Z103 and others.

WHITNEY HOUSTON HEARTS ARISTA

Continuing to generate lots of requests everywhere. Big request action this week at 94Q, HOT94, KKXL, KNAN, PWR92, WJMX, WKSS, WNOK, WPST, WUSL, WWSR, WZLS, WZYQ and Y108.

NATALIE COLE PINK EMI/MANHATTAN

Making significant gains each week and generating lots of phone action. This week's hots include B93, HOT94, KAKS, KC101, KEYJ, KF95, KWTO, KZOU, Q104, WNOK, WPFM, WQID, WYAV and WZLS.

THE DEELE TWO SOLAR

This weeks Wildcard and giant crossover is an instant phone record. Big request action for KMEL, B93, B95, BJ105, HOT97.7, KLUC, KRQ, KSMK, KSQ, KTUX, KXX106, WAPE and WPGC. Strong album sales.

ICEHOUSE ELECTRIC CHRYSALIS

Beginning to pull solid requests with the help of video play. Big at B100, JET-FM, KATD, KIYS, KSND, KSQ, KZFN, WLRW, WPFM, Y93 and many more.

HENRY LEE SUMMER WISH CBS AS

Making significant gains with requests building each week. Hots this week include WJMX, KEYJ, KTRS, Q104, WLRS, WPFM, WQUT and Y93.

ALSO GAINING REQUEST MOMENTUM:

ROXANNE	FUNKY	EPIC
MORRIS DAY	FISHNET	WB
WHITESNAKE	GIVE ME	GEFFEN
TOTO	PAMELA	COLUMBIA
JOHNNY HATES	SHATTERED	VIRGIN



HITS

s In Control

An exclusive Hits interview
with John McClain,
Executive VP/General Manager,
Urban Music, A&M Records,
by Ruth A. Robinson



While working at Soul Magazine as a high school student, young John McClain wrote himself a note on the back of a concert program stating one day he would be famous in music.

He discussed those dreams with fellow classmates, the Jackson brothers, before beginning a career in music as a guitarist/composer, gaining a solid reputation as a session player for artists like Diana Ross, Gladys Knight, Jermaine Jackson and Shalamar.

After a stint as musical director for the Sylvers, McClain made the transition to A&R by joining A&M in 1983, where he has demonstrated a truly hands-on approach to his projects. He worked closely with A&M's staff to develop each of Janet Jackson's five Top Ten singles and videos. By creatively employing the red-hot production team of Jimmy Jam and Terry Lewis, he garnered a #1 single for the Human League and brought label founder Herb Alpert into the urban marketplace. Last year, he was appointed to the dual position of Senior VP of A&R and Executive VP/General Manager, Urban Music. The stylish McClain relaxed in his office on the A&M lot, with the guitar Jesse Johnson gave him in easy reach, and talked about his present day goals.

Where do you see A&M positioned right now in the overall structure of the industry?

We are the biggest independent record company in the world right now and we've had some of the biggest albums in the entire history of the music business—"Frampton Comes Alive," Supertramp's "Breakfast In America," Carole King's "Tapestry," Styx, the Police's "Synchronicity," Janet Jackson's "Control" and of course, there is Herb [Alpert], who at one time had three albums in the Top Ten.

"The Black Music division has become an important fixture at A&M."



*Left to right,
John McClain shares booty
with Terry Lewis,
Janet Jackson,
Jimmy Jam.*

What are your areas of responsibility here?

I sign acts, I'm involved in career development, I write some of our video concepts. I have a say-so in the image of the acts—the clothing and their visuals. On occasion, I go in and work on a mix—basically, I do whatever is necessary to make the project happen. I meet with all the different department heads so we can formulate a game plan for each act.

How do the departments here work with each other?

Sometimes I think we all run each other's departments. Charlie Minor can come in with something he likes for a record and then I'll tell him something I think would work for promotion and then Bob Reitman might have an A&R idea or I might have an idea on marketing. Basically, our territories are pretty much

outlined but none of us are offended if someone has a suggestion about someone else's area. We have a great team here. We have some of the greatest people in sales. Minor has just been incredible in his commitment to black music—what he accomplished with Janet Jackson was amazing. Bob Reitman has pretty much done everything that could be done for Shanice Wilson. The money he spent on launching her as a new act was significant. We're basically at a point where we are really starting to mesh and the Black Music division has become an important fixture at A&M.

A&M was primarily built on rock 'n' roll. They'd had some success with Brothers Johnson, LTD and Billy Preston, but there was not a consistency as far as sound.

Have the Brothers Johnson returned to the label?

Yes. I think they had to separate for a bit, because when you're talking sibling rivalry, that's something almost all families have to find out about. They split up, with George going to Qwest, Louis to Capitol. They did OK, but it wasn't as great as the Brothers Johnson together. So they decided to get back and try to make their careers happen.

What about signing Barry White?

There were a lot of people who thought Barry White could make an impact in today's market. Jesus Garber felt it. I got a call from Clarence Avant and he's like the E.F. Hutton of the music business. We all listen. I met with Barry and I felt a certain commitment there to make something happen. Barry had left the scene because he had become an entrepreneur and drifted away from the creative. He wanted to come back.

Anytime I can reach out and help someone who is a legend by giving them another shot, I'm happy to do it.

You seem to relate to artists exceptionally well.

I have a sensitivity for what they are doing because I know how hard it is to actually go in and make a record, the pressure and everything. Then when you turn in an album that's really good and the record company doesn't get behind it, it's hard for an artist to get his adrenalin going for the next project if he doesn't feel everything was done for him on the last project. Another thing I've learned here the last four years is that the artist should have the right to be wrong as well as the right to be right.

How long did you work on Shanice Wilson before you actually released a record?

It was a little over three years, but there was a lot that transpired during that time. First there was a bidding war over her between A&M, MCA and CBS. Since I was the first one on the scene, I had the relationship, so I was able to get her to come here. Then once she was here, she got new management, the people behind Ready for the World and New Edition. The direction of the record that I saw for her was not in sync with what they wanted, so I was off the project and Richard Rudolph came in and they made a kid's record. The only problem is that Shanice isn't really a kid act. She just happens to be 14-years-old, but her vocal

ability just doesn't gel with that. After the record was made, she had grown up. I mean it's an unusual set of problems. This skinny little ten-year-old suddenly becomes a teenager. You keep going back in the studio because her talent is growing so fast, the record was never really finished because every week she was getting better. She hasn't reached the point where she's leveled off yet. She is growing vocally in major leaps every month. We're just now learning how to deal with her talent. The new record on her will really be the Shanice Wilson record because we have found out that she can do any style of music from jazz to be-bop to blues to whatever. Now, for the next one, we'll keep to just one vein, perhaps in the Anita Baker style, because that is

they can go just about anywhere. Personally, they like jazz and classical and all types of music, so together they should be able to cover the gamut.

There really aren't too many innovators out there.

Well, no there's not. Basically there are just twelve notes and nothing really new you can do with them, they're just being recycled. I don't think we've had anything really innovative happen since the '60s.

What about all the electronics?

From a technological standpoint, a lot of great things have happened. Still, for example, the Janet Jackson record was done on a Harrison console,

music is all about. It has to be accessible and the melody has to linger. There are performers who are technically proficient, but there are others who inspire because they are instantly recognizable. That's the beauty of having your own style.

What's your personal style for success?

I don't think any of my success would be on the level it has been if it weren't for people here like David Steffen and Billy Gerber in sales, who've had to live with me saying some things that just made no sense whatsoever, like "Why can't we ship four million records?" They've

just taken their pencils and bitten down real hard instead of biting my head off. They've been real patient with me, taken their time. I came here as a studio musician and songwriter, so it's taken me time to understand. Over the last two years, Charlie Minor has just been brilliant, Bob Reitman has been so supportive and Milt Olun, our legal affairs guy, has figured out how to make sense out of some of the things I want to do, like giving the artist this, that and eight cans of Campbell Soup. The glory spots are the A&R guys, we're like the quarterbacks. But none of it is possible without the team. The longer I'm in the business, the more I am impressed with Gil Friesen. He's really rolled the dice with me. Sometimes we all gamble, but I like to win.

"All the technological advances in the world can't hide a bad song."

what will show her talent.

What are the plans for Janet Jackson's follow-up to "Control"?

Keep in mind that Janet is the Queen on the chessboard. Her talent is such that she can take something that would be boring when somebody else did it, but looks fabulous when she does it. When her record was made, it was so innovative, but, because the record was so big and generated so many imitators, we have to look for something new. Knowing Jimmy and Terry as well as I do, I know there is a depth there because their musical tools are so unique and so vast,

which is far from state-of-the-art. We didn't have all the latest high-tech gear, a new console or solid-state logic. It was done in Jimmy and Terry's studio in Minneapolis and it still boils down to 'Can you write a good song?' All the technological advances in the world can't hide a bad song.

A lot of bad songs still get released.

Well, unfortunately, right now production techniques are just on a very high level. So all these bad songs are brilliant from a technological standpoint, soundwise, but from a melodic standpoint, they're not good. That's what





**DEBUT 35 BB DANCE SINGLES!
HUGE IN THE CLUBS
AND READY TO CROSS NOW!**

KMGX	add		HOT103	19-12
KMEL	deb	27	PWR96	20-17
Z102	deb	39	PWR99	34-30
			PWR106	39-35

**BREAKING AT:
KTUX
KITY
I94
KHTZ**

NOEL

**“LIKE A
CHILD”**



British Music

Made In America

T'Pau



"China In Your Hand"

The New Single From T'Pau

Virgin

© 1988 Virgin Records America, Inc.

T'Pau may be British,

but their success began in America.

The group's first single,

"Heart and Soul," was embraced

by U.S. programmers,

who took the song into the Top 5.

Following that success,

"Heart and Soul" became an international

smash, propelling the band's debut LP

to Triple Platinum in the U.K.,

Gold in Canada, Germany, Norway,

Holland, Switzerland and Sweden.

"China In Your Hand"

is T'Pau's new single.

The song was No. 1 for 5 weeks

on the British charts, the biggest single

of the year, reaching the

Top 10 in 10 countries, the

Top 5 in 8, and No. 1 in 3.

This week, Virgin Records releases

"China In Your Hand" in the United States.

A British band and an international smash

have come home to America.

"SHATTERED DREAMS"
JOHNNY HATES JAZZ

FROM THE LP *TURN BACK THE CLOCK*.

PRODUCED BY CALVIN HAYES AND MIKE NOCITO.



FLASHMAKERS WINNER!
EARPICKS WINNER!
WILDCARD 3/7!

KIIS	add
HOT103	add
WXKS	add
Y95	add
KRBE	add
WMMS	add
PRO-FM	add
WEGX	add

KKRZ	add
B97	add
KOY	add
WKSE	add
WKSS	add
98PXY	add
WGTZ	add
WKDD	add

WMJQ	add
WRVQ	add
Y107	add
KKYK	add
WKZL	add
WTLQ	add
K92	add
KIKX	add

Q106	deb	28	Z104	deb	36
WBCY	deb	28	KZOU	deb	37
B100	deb	29	WINK	deb	37
WZPL	deb	29	K98	deb	38
KDWB	deb	30	Y106	deb	38
KATD	deb	31	WPST	deb	39
KKBQ	deb	35	KSAQ	deb	40
KCAQ	deb	35	KIYS	deb	40
Q100	deb	36			

WLOL	28-23	WOKI	30-27
WKTl	30-26	PWR99	33-29
94Q	30-27	92X	33-29

"YOU DON'T KNOW"
SCARLETT & BLACK

FROM THE LP *SCARLETT & BLACK*.

PRODUCED BY DAIZE WASHBOURNE-PHIL HARDING/PAUL FOX/SKIP DRINKWATER, A PETE WATERMAN PRODUCTION.



HITS TOP FIFTY SINGLES!

KWOD	add
HOT105	add
KPLZ	deb 35
WCZY	deb 37
PWR106	deb 39
WLOL	2-1
KIYS	9-6
KITS	8

WKDD	12-9	WNCI	24-21
KZZU	17-14	WZPL	30-25
KF95	19-15	WKSJ	30-25
WBBQ	18-15	WERZ	30-25
KIKX	21-17	WINK	30-25
WKTl	26-18	KRBE	32-26
KZOU	25-18	KJ103	32-26
PWR99	23-19	WNNK	30-26
KKRZ	30-19	WTIC	35-28
B100	31-21		

BREAKING AT:

WXKS
KEGL
WMMS
Z94
KUBE
WLOL
94Q
PRO-FM
KITS
KATD
KCPW

"NIGHTTIME"
PRETTY POISON

FROM THE LP *CATCH ME I'M FALLING*.

PRODUCED BY KAE WILLIAMS JR, KURT SHORE, ANDRE CYMONE, FRED ZARR AND EUMIR DEODATO.



**EXPLODING NEXT WEEK
AT YOUR STATION!**



EARPICKS

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

It's a close race this week with the **Pet Shop Boys** barely edging out the new **Donald Fagen** single from the "Bright Lights Big City" soundtrack. Other contenders picking up mentions this week are **Midnight Oil**, **Johnny Hates Jazz**, **The**

Deele and **Paul Carrack**. Look out for **Kingdom Come**—continuing to explode at retail and **Sinead O'Connor** crossing from a #1 *Post Modern* base.

WINNERS

1	PET SHOP BOYS	ALWAYS	(EMI/Man)	6	PAUL CARRACK	ONE	(Chrysalis)
2	DONALD FAGEN	CENTURY'S	(Warner Bros)	7	KINGDOM COME	GET IT ON	(PolyGram)
3	MIDNIGHT OIL	BEDS	(Columbia)	8	DANNY WILDE	TIMES	(Geffen)
4	JOHNNY HATES JAZZ	SHATTERED	(Virgin)	9	SINEAD O'CONNOR	MANDINKA	(Chrysalis)
5	THE DEELE	TWO	(Solar)	10	FOREIGNER	LIVE	(Atlantic)

J ABRAMSON/TOWER-SUN/LA
MSM/D Fagen/Times 2/J Stewart

D AGRESTO/TRACKS/NORFOLK
K Come/J Hates Jazz/K Sweat/S O'Connor

J ALEXANDER/KKAZ/CHEYENNE
R Hitchcock/Underworld/R Plant

R ALEXANDER/WIKZ/CHAMBERS
PS Boys/Foreigner/J Stewart/W Lion

RICK ANDRADE/ZIPS/TUCSON
J Hates Jazz/Icehouse/Blue M/EW & Fire

C ANDREWS/WZYP/HUNTSVILLE
D Fagen/PS Boys/L Ford

D ANTHONY/TALENTMASTERS/ATL
PS Boys/D Fagen/Deele

RICH ANTON/WDTX/DETROIT
So/W Lion

H APPLEBAUM/KEMP MILL/MD
L Lovett/M Day/DaKrash/R Plant

ED AUGUST/WNNK/HARRISBURG
B Club/P Poison/Foreigner/D Fagen

JOHN AUSTIN/WPXR/DAVENPORT
Noel/Bananarama/Agnetha/M Martin

AGENT AVA/KLOS/LA
M Oil/D Fagen/K Come/S O'Connor

WILLY B/HOT105/MIAMI
Deele/Noel/Covergirls/BK Starr

CARY BAKER/IRS/LA
Godfathers/R Hitchcock/S Watusis

C BARNES/SOUND OF/PHILI
S Mills/P Poison/T Billy

M BASHKIN/BAKER & TAYLOR/CHI
D Fagen/B Mercedes/D Wilde/Blvd

S BEAN/HARMONY HOUSE/DETROIT
M Day/B Ferry/MS Machine/PS Boys

BOB BECK/KYYY/BISMARCK
PS Boys/D Fagen/B Pig/D Wilde

C BERTIN/REC OUTLET/ROYAL OAK
F Mac/D Fagen/PS Boys/M Oil

R BLACKWELL/WBCY/CHARLOTTE
J Mitchell/F Mac/Foreigner/G Michael

K BLAKE/WYAV/MYRTLE BEACH
10,000 Maniacs/Foreigner/F Mac/Deele

FRANKIE BLUE/Z100/NY
S Fox/Agnetha/MS Machine

PATRICIA BOCK/KIIS-FM/LA
D Fagen/PS Boys/Deele

T BRENNER/ARROW DIST/SOLON
Church/M Oil/R Plant/Godfathers

C BUCHANAN/KKRZ/PORTLAND
PS Boys/D Fagen/M Day

L CAMPBELL/B94/PITTSBURGH
D Fagen/Bananarama/J Stewart

TOM CASEY/WKSS/HARTFORD
J Hates Jazz/PS Boys/VF The Hill

B CATCHER/WKZL/WINS-SAL
J Hates Jazz/J Stewart/Bananarama/Carrack

MICKEY CAULTER/WQID/BILOXI
Times 2/Prince/Deele

MARC CHASE/Y107/NASHVILLE
Roxanne/M Clayton/P Carrack

S CHICK/WGFM/SCHENECTADY
PS Boys/D Wilde/D Fagen/3M Island

J COHEN/STRAWBERRIES/BOS
D Fagen/T Heads/Deele

T CUNNINGHAM/WPST/TRENTON
Breathe/PS Boys

JIM DANN/KC101/NEW HAVEN
D Fagen/B Poindexter/Deele

KEVIN DAVENPORT/B93/AUSTIN
Deele/P Carrack/Roxanne/B Club

F DAVIS/ANGOTT/DETROIT
LL Cool J/B Pig/S Of Mercy/Cookie Crew

JEFF DAVIS/KLYV/DUBUQUE
OMD/J Stewart/Times 2

B DAVIS/RECORD BAR/C CHRISTI
E Fachin/3M Island/N Cole/PS Boys

ALBIE DEE/WPGC/WASH DC
Nu Shooz/LA DT/P Poison/AB Sure

UNDERWORLD

The Debut Single

Underneath The Radar

From The Album

Underneath The Radar

CROSSOVER!

CKOI **add**
KITS **add**
KSNB **add**
KXYQ add
KPHR add
KZZU add
KF95 add
KFMY add

WPFM deb 33
KPLZ deb 37
OK99 deb 39

KCAQ 31-25
KOZE 32-25

BREAKING AT:
KROQ
KCPX



JERRY HARRISON: CASUAL GODS

The New Single

Rev It Up

From The Album

Jerry Harrison: Casual Gods



CROSSOVER!

WMBB
WOKI add
KFMY add
WBNQ add

WKTI 11-9
K104 32-28

BREAKING AT:
KEGL
WKTI
KITS
WTLQ
95XIL
KZFN
KTMT





EARPICKS

P DEMILLE/95XIL/PARKERSBURG
J Hates Jazz/Flesh For Lulu/Alarm/M Oil

R DENNIS/SHOW INDUSTRIES/LA
B Ocean/Pebbles/PS Boys/D Fagen

D DODD/PEACHES/SEATTLE
N Lowe/S The Cat/TT D'Arby/R Hitchcock

BN DOUGLAS/Z103/TALLAHASSEE
M Oil/J Hates Jazz/W Lion/PS Boys

ANDY DURAZO/KROQ/LA
T Heads/H Of Freaks

SKIP ELIOT/WJAD/BAINBRIDGE
Agnetha/PS Boys/M Oil/B Poindexter

STEVE ELLIS/HOT103/NY
H Hewitt/J Hates Jazz/Covergirls

F FIELDS/REC RACK/CHARLOTTE
Foreigner/B Poindexter/M Oil

LESLIE FRAM/WABB/MOBILE
E Fachin/P Carrack/OMD

J GRANDONI/CAVAGES/BUFFALO
OMD/Eurythmics/L Lobos/Sting

K HARDT/SAM GOODY/EDISON
DR Network/B Ocean/K Come/Three

N HARRISON/K106/BEAUMONT
D Fagen/OMD/Deele

RICK HAYES/KTFM/SAN ANTONIO
K Moe Dee/J Hates Jazz

J HEIKKALA/RAINBOW/SF
OMD/Pebbles/PS Boys/J Hates Jazz

STEVE HELLER/KZFN/MOSCOW
D Fagen/PS Boys/T' Pau/Alarm

TODD HENSLEY/KFQX/ABILENE
PS Boys/D Fagen/B Pig

K HOPKINS/KZZU/SPOKANE
D Fagen/ABC/PS Boys

D HOUGHTON/UNIVERSAL/PHILI
5th Angel/D Zappa/Woodentops/L Ford

DAVE HUNTER/KFBQ/CHEYENNE
M Day/J Stewart/Times 2

JOE IANELLO/ATLANTIC/NY
R Hitchcock/E*P*E*P*O/Underworld

JOHN IVEY/KIHK/DAVENPORT
D Fagen/PS Boys/B Poindexter

R JACKSON/CRAZY EDDIES/NY
PS Boys/Foreigner/J Hates Jazz

JAY JARVIS/WGTZ/DAYTON
Suave/F Mac/B Pig/Deele

DON JENSEN/ROUNDUP/SEATTLE
L Lisa/MSM/Eurythmics/Bananarama

W KAUFFMAN/WQCM/HAGERS
D Fagen/Deele/K Come/P Carrack

KIDD KELLY/KSMK/FLAGSTAFF
B Club/B Pig/Flesh For Lulu/Underworld

S KLEIN/HARMONY H/GROSS POINT
M Oil/P Carrack/R Plant

J LANE/RECORD BAR/KENNER, LA
PS Boys/P Carrack/Foreigner/D Wilde

SCOTT LIEF/WIGY/BATH
M Martin/PS Boys/W Red

C LINCOLN/WARNER BROS/LA
D & Cryin'/Megadeth/W Seeds/M Oil

M LOCICERO/TOMMY BOY/NY
Underworld/G Diary/INXS/M Oil

MIKE LOWE/WUSL/PHILLY
J Carne/Force MD's/WCWC/AB Sure

J LUCKETT/SLASH RECORDS/LA
S O'Connor/C Nouveau/10K Maniacs

D MACIVER/FACE THE MUSIC/ROCH
ABC/D Wilde/PS Boys/F Mac

DAVID MARTIN/KZIO/DULUTH
Suave/B Club/D Fagen/J Priest

STEVE MASTERS/KITS/SF
S Of Mercy/M Oil

DAN MCCOLLY/KIYS/BOISE
D Fagen/Bldv/D Wilde

JERRY MCKENNA/WXKS/BOSTON
Prince/D Fagen/Underworld/K Minogue

MAX MILLER/KXMG/PUEBLO
J Hates Jazz/Heart/M Oil/T Terry

LARRY MORGAN/FM102/SACTO
PS Boys/AB Sure/D Fagen/T Bone

LISA MRAZ/TOWER/WESTWOOD
S O'Connor/PS Boys/Pebbles/Noel

N MRVOS/CD WAREHOUSE/H BC
N Lowe/Godfathers/S O'Connor/W Seeds

C MURRAY/WLAN/LANCASTER
Carrack/B Poindexter/Roxanne/Wax UK

KEITH NAFTALY/KMEL/SF
AB Sure/Nu Shooz/Stevie B

JIMMY NELSON/POWERCUTS/LA
K Come/Aerosmith/HL Summer

M NEWMAN/HOT97.7/SAN JOSE
PS Boys/AB Sure/J Stewart

JOHN O'DEA/B98/FT SMITH
PS Boys/D Fagen/D Wilde/Noel

E O'DONNELL/LIEB/MT. LAUREL
Foreigner/Icehouse/HL Summer

GYNNY O'HARA/KIHK/DAVENPORT
D Fagen/PS Boys/J Hates Jazz

D OHRT/CD ONE-STOP/CONN
S Of Mercy/M Oil/Balaam/Church

JON OLSON/KDON/SALINAS
S Fox/Times 2/N Cole/PS Boys

V OLVERA/SEA-PORT/PORTLAND
D Fagen/F Mac/ABC/D Wilde

S PATTON/HARMONY H/DETROIT
G White/Tiffany/W Houston

M POTTER/WQUT/JOHNSON CITY
K Come/Suave/DR Network/OMD

J PREWITT/KXX106/BIRMINGHAM
D Fagen/PS Boys/B Poindexter/Underworld

J PRIMERANO/REC THEATER/BUFF
D Fagen/M Oil

JIM REITZ/WRCK/UTICA
Deele/J Hates Jazz/Suave/3M Island

LITA FORD

Kiss Me Deadly

"DEFINITELY AN ACTIVE RECORD. IT WILL LIGHT UP THE PHONES! IF YOU NEED A GOOD ROCK RECORD, THIS IS IT!"
SCOTT ROBINS-MD-WBNO-BLOOMINGTON

WZYP	add	KF95	add	KIXY	add	BREAKING AT:	KPLZ
WTLO	add	KTRS	add	KIXY	add	KEGL	KSAQ
KTUX	add	KWTO	add	KIYS	28-23	KRBE	KZZU

"PHENOMENAL! TOP 5 PHONES IMMEDIATELY WITH SALES KICKING IN AFTER TWO WEEKS OF PLAY!" JAY BOULEY-PD-WSPT-STEVENS POINT



DREAMLAND
RECORDS

MERRY CLAYTON

Yes

FLASHMAKER!

WAVA	add	KTMT	add	BREAKING AT:	WBLI	
WPGC	add	WFFX	add			KPLZ
Q105	add	WPFM	add			KUBE
KCPX	add	KNIN	add			Z93
KITY	add	KOKZ	add			KKRZ
KSAQ	add	WIGY	add			B100
WRVQ	add	KZZU	deb 36			WNVZ
Y107	add	Z102	deb 38			
WBCY	add	KF95	deb 38			
KRQ	add					
WNNK	add	WBBQ	30-23			
		WCZY	31-27			



SAMANTHA FOX

Naughty Girls

FLASHMAKER!

46-41 HITS TOP FIFTY SINGLES!

MOST ACTIVE!				PWR99	11-9	Y100	29-20
KSMB	add	Q104	add	KMGX	13-9	BJ105	25-21
WBAM	add	K106	add	KITY	16-13	HOT103	27-22
99KG	add	KUUB	add	WGH-FM	29-15	WEGX	26-22
WTHT	add	KBFM	add	WAVA	23-16	Q106	27-23
K92	add	Z100	deb 25	K98	24-16	B104	30-25
KLUC	add	B94	deb 26	K107	22-18	PWR106	31-26
KDON	add	KZZP	deb 23			KWSS	34-26



PRO-FM add
WBQO add
WTIC add

RICK SPRINGFIELD

Rock of Life

25 HITS TOP FIFTY SINGLES!

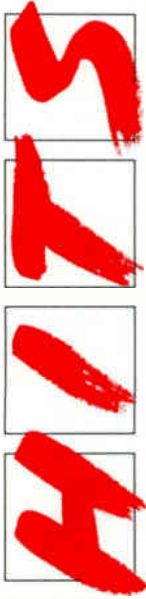
KEGL	7-4	Y107	20-14	WPST	19-15	WTLO	25-20
WSKZ	10-6	KCPX	17-14	WKSE	20-16	WLOL	24-21
KUBE	9-7	WCZY	20-15	WROQ	19-16	KHTR	27-24
KF95	18-8	KDWB	18-15	WDTX	22-17	WAPE	27-24
WINK	13-9	WKSJ	18-15	WRNO	20-17	Z102	29-25
KZZU	13-10	WRQN	22-15	WKZL	20-17	G105	31-27
				WOKI	21-18	WGTZ	35-31





EARPICKS

R RICHARDSON/SW WHOLE/HOUS Dale/K Sweat/Morrissey/PS Boys	M SHORE/BIG TIME/HOLLYWOOD N Lowe/M Lemon Drops/Wire/T Bone	R TAYLOR/LIEBERMAN/CHICAGO Adventures/J Hates Jazz/Agneha
S ROBBINS/WBNQ/BLOOMINGTON K Come/M Oil/Alarm	K SIMMONS/H OF GUITARS/ROCH N Lowe/T Heads/J Harrison/P Carrack	MORGAN THOMAS/KIYS/KILEEN R Palmer/Agneha/Suave
KEVIN ROBINSON/KOY/PHOENIX Foreigner/J Stewart/PS Boys	STU SMOKE/KQIZ/AMARILLO K Come/B Pig/P Carrack	B THOMAS/WFMI/LEXINGTON D Fagen/Foreigner/W Lion/B Club
K ROMERO/KSAQ/SAN ANTONIO Carrack/Eurythmics/R Palmer/S O'Connor	J SONDERMAN/KHTR/ST LOUIS D Fagen/PS Boys/P Carrack	C THOMAS/WPHR/CLEV DR Network/M Day/Suave/M Oil
SHARRON SANCHEZ/ROCKLINE/LA D Fagen/B Ferry/Roxanne	D ST JAMES/KKXX/BAKERSFIELD PS Boys/B Poindexter/M Oil/S O'Connor	M TOCKER/HARVARD CO-OP/BOS N Lowe/D Wilde/M Oil/Church
B SAY/MOBY DISC/LOS ANGELES Connels/PS Boys/OMD/H Of Freaks	K STAMM/RADIO DOCTORS/MILW J Harrison/S O'Connor/Foreigner/Kiss	KEVIN WEATHERLY/KMEL/SF S O'Connor/M Oil/J Stewart
T SBRIGLIA/TRANSCONTINENT/BUFF D Fagen/F Mac/D Wilde/ABC	J STARR/WKRZ/WILKES-BARRE OMD/J Stewart/K Come	S WILLIAMS/KARMA/INDIANAPOLIS K Come/B Springsteen/J Cocker/N Lowe
KAREN SCOTT/PWR106/LA J Stewart/EU/Deele	BRUCE STEVENS/WBBQ/AUGUSTA PS Boys/D Fagen/P Carrack	KAREN WONG/WLOL/MPLS Underworld/Bananarama/T Out Loud
BARBARA SELTZER/ATCO/NY B Pig/D Fagen/ABC/Deele	G STEWART/RHINO RECORDS/LA E But The Girl/K McColl/N Lowe/R Sweet	P WURDOCK/HARMONY H/R OAK D Fagen/D Wilde/P Carrack/J Hates Jazz
J SHAHINIAN/REC EXCHANGE/CLEV F Mac/B Poindexter/D Wilde/B Pig	RICK SWANN/WVSR/CHARLESTON M Martin/L Branigan/K Come/DR Network	S WYROSTOK/PWR99/ATLANTA Times 2/T'Pau/Underworld/P Poison
VICKI SHARP/KRNQ/DES MOINES Deele/Blvd/B Hayes/Fit	T TASKER/HARMONY H/DETROIT M Oil/J Hates Jazz/R Hitchcock/S O'Connor	K ZARDA/TOWER/SHERMAN OAKS Church/Z Mindwarp/K Come/J Satriani



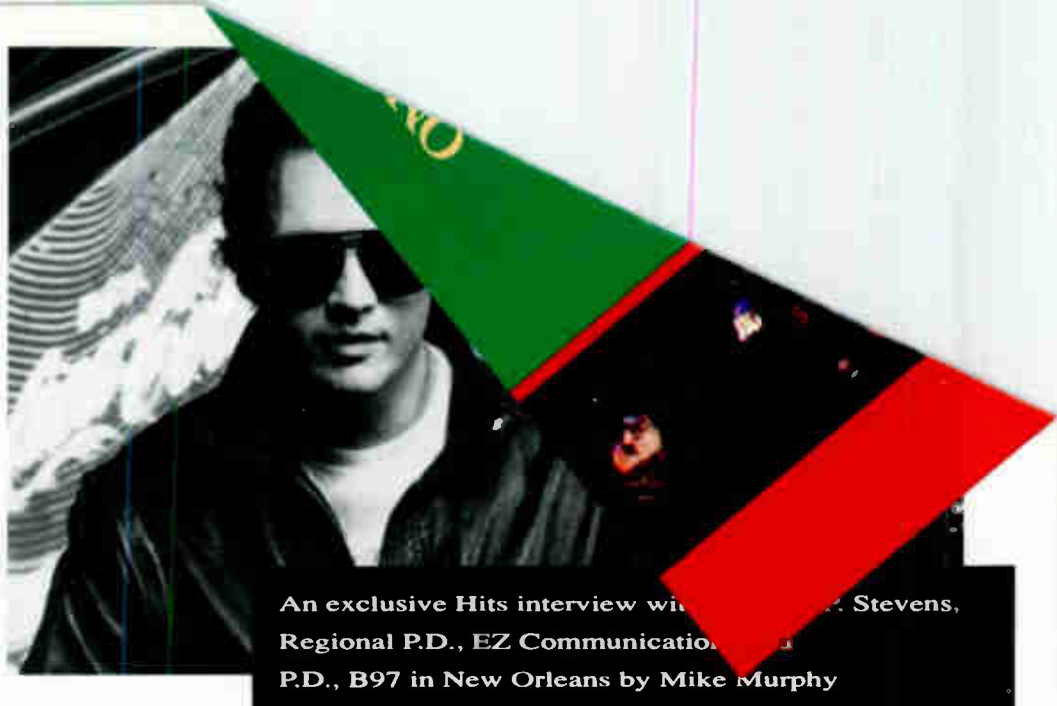
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Standing In The Shadows



An exclusive Hits interview with **Chris Stevens**, Regional P.D., EZ Communication, P.D., B97 in New Orleans by Mike Murphy

This Chicago native started out at a high school radio station and WIRL in Peoria, where he went to college at Bradley University. Stevens took his first full-time job at KKJO in St. Joseph, MO, then segued to KBEQ in Kansas City and stations in Indianapolis, San Diego, Sacramento, Philadelphia, Chicago and Z-100 in New York for three years before taking his current post at B97 in New Orleans 14 months ago.

How did you get your first radio job?

By making an absolute nuisance of myself to anyone who was in the business. I was the typical kid who hangs around the radio station. I would do anything—answer the phones, rip the wire copy, sweep the floors. Just bug the crap out of the disc jockeys. When I was a kid, I would hang out at WLS and WCFL. I would pound on the glass and put up absurd notes on the window until the jocks came out to say hello to me. I got on the air at my high school station because I was in the program. We had a four-year course in radio. The second I saw my first control room and touched the knobs, I knew I was hooked. Then, I just worked at a bunch of different stations part-time while I was in high school and college. After two years in college, I came to the realization that there was nothing there that I wanted to learn. So I left.

When did you hang out at WLS and WCFL?

From the mid to late-'60s until I left for school in 1971. That was the era when Lujack was back and forth at WLS and WCFL a couple of times. It was when Fred Winston, John Landecker, Chuck

Knapp and Bill Bailey were there. That was my prime radio groupie period. Hanging out with J. J. Jeffrey, who is now a big-time owner with the Fuller-Jeffrey Group. Previous to that, when I was about 9 or 10, I discovered you could go to WLS and watch the d. j.'s work, which I used to do regularly during the summer. My stepfather was in the record business. He owned a chain of retail stores throughout the midwest. I was really into it at an early age. One of his stores was a few blocks from WLS, so I would ride into the city with him and just go to WLS and spend the day. That was the era of Dick Biondi, Art Roberts, Ron Britton and Clark Weber. I was fortunate to grow up around some really magical radio and excellent personalities.

How did that rub off on you?

I can attribute a great deal of what I did to early things I heard from the guys on WLS and WCFL. Maybe a composite of the things I liked from Chuck Buell, Kris Eric Stevens and Lujack. I lived close enough to the WLS transmitter that my little radio almost glowed in the dark. That sucker was so powerful, you could get it on waterpiks.

What was your New York ex-

perience like?

It was very bizarre, intensely satisfying and extremely frustrating. Everything to the extreme. Three and a half years with Scott Shannon is the greatest Ph. D in programming anybody could ever have. Plus, I was on the air, so I got to have my jollies doing that. When you turn on the mike, you're talking to several million people. That was pretty strange.

It really is a different place in so many respects, but then when it

"[New Orleans] used to be a pretty sleepy little radio market, but that's not true anymore."

comes down to the bottom line, it's still just a radio station. It's just you and a few cart machines, the microphone and a control board, playing the hits. What makes it so different from a programming standpoint is that it's so huge, it's almost impossible to cover on a street-level promotional basis.

What do you listen to at home?

I'm a midwestern kid, so I love what most people consider midwestern music....John Cougar Mellencamp is probably my favorite artist and writer. But then, I just listened to Rod Stewart, Joni Mitchell and the new Sting album. I listen to Windham Hill stuff to relax when I'm rocking one of my babies to sleep at night.

How is New Orleans?

It's a separate country unto it-

self. You can't put any of the southern tags on it because they don't really ring true. Yes, it is the deep South, but it's New Orleans, with its own language, mannerisms and customs. It's a very strange place, but wonderful. It's way too hot for humans in the summer. It's very relaxed compared to New York. You have the advantage of lots of things to do here, but without the negative baggage of N. Y. C. I like it a great deal. From a work aspect, it's a lot of fun because we have a good

challenging market here. There are good programmers coming in and the owners are starting to get more serious about competing. It used to be a pretty sleepy little radio market, but that's not true anymore.

What do you want to be doing five years from now?

I've got a bit of an entrepreneurial streak in me and I would like to be in the consulting end of the business. I want to assemble the ultimate killer radio programming and strategizing team to solve different sets of problems. I find I enjoy that a great deal since taking the regional position here and getting the chance to deal with a few other stations and markets. It keeps you on your toes. Things never get dull. The constant new challenges keep me motivated.

ON MAY 17, 1986
30 IRISH BANDS
STORMED THEIR WAY
THROUGH A
14-HOUR CONCERT
CALLED "SELF-AID."
THROUGH THEIR MUSIC
THEY HELPED CREATE
JOBS FOR THE JOBLESS.



FOR IRELAND

FEATURING

**U2 • IN TUA NUA • ELVIS COSTELLO
AND THE ATTRACTIONS
THE POGUES • THE CHIEFTAINS
CHRIS REA • CHRIS DE BURGH
CLANNAD • CACTUS WORLD NEWS
THE BOOMTOWN RATS
THE FOUNTAINHEAD
VAN MORRISON • PAUL BRADY
CHRISTY MOORE/PAUL DORAN**

**THEY MADE IT WORK...
LIVE FOR IRELAND.
ALL ALBUM ROYALTIES
WILL BE DONATED
TO THE SELF-AID TRUST.**

ALBUM EXECUTIVE PRODUCER: AVRIL MACRORY
ALBUM CO-ORDINATOR: TONY BOLAND

MCA RECORDS



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POST MODERN

LW-TW-ARTIST-LABEL

- 2 1 SINEAD O'CONNOR - Chrysalis
Mandinka
- 1 2 ROBYN HITCHCOCK - A&M
Balloon Man
- 3 3 MIDNIGHT OIL - Columbia
Beds Are Burning
- 4 4 POGUES - Island
Grace/Sailing
- 5 5 SISTERS OF MERCY - Elektra
This Corrosion
- 7 6 CHURCH - Arista
Under the Milky Way
- 6 7 JERRY HARRISON - Sire/WB
Rev It Up
- 8 8 GODFATHERS - Epic
Birth, School...
- 9 9 HOUSE OF FREAKS - Rhino
40 Years
- 12 10 UNDERWORLD - Sire/WB
Underneath the Radar
- 13 11 T. BONE BURNETT - Columbia
Killer Moon
- 14 12 SALVATION SOUNDTRACK - Giant
Various
- 10 13 THEY MIGHT BE GIANTS - Bar None
Don't Let Start
- 19 14 SHE'S HAVING A BABY - I.R.S.
Various
- 15 15 FLESH FOR LULU - Capitol
Postcards.Siamese
- 16 16 WILD SEEDS - Passport
I'm Sorry
- 23 17 WOODENTOPS - Columbia
Wheels Turning
- 25 18 DRIVIN' N' CRYIN' - Island
Powerhouse/Whisper
- 21 19 JANE SIBERRY - Reprise
Ingred
- 18 20 RYUICHI SAKAMOTO - Epic
Risky
- 22 21 BIG PIG - A&M
Breakaway
- 24 22 CLOSE LOBSTERS - Enigma
Foxheads
- 20 23 E!*E!*O - Frontier
Hey Cedlie
- 24 THE FALL - Bg Time/RCA
Victoria
- 25 ZODIAC MINDWARP - Vertigo/Polygram
Prime Mover

(Based on a combination of airplay and sales.)

POST TOASTED *By Darryl Lecht*

FIRST OFF: If you're noticing a lack of major movement in the Top Ten of our **Post Modern** chart, the explanation can be found at the cash register. Sales have kicked in for the product, making for a very tight chart. We told you big sales were on the way, now hang on.

MOVING RIGHT ALONG: Congratulations to Elektra's **Markie "Don't Call Me Markie" Cohen** on his boost to National Director of Alternative Promotion. He is very happy.....

The long awaited **Soul Asylum** project on **Twintone/A&M**, "Hang Time" hits May 3..... **Reprise** is shipping the debut LP by **The Wild Swans** as you read this..... **FLASH:** Increasing numbers of Alternative Promo geniuses turning to therapy as friends begin deserting them after discovering they're spawning Top 40 hits — stay tuned..... **The Connells** have a new single shipping on **TVT** called "Scotty's Lament." Meanwhile **TVT** topper **Steve Gottlieb** currently

Big Night



Gene Loves Jezebel — *Nice lipstick.*

considering suicide after a number of people at the **NARM** convention said he looked like **Hits** VP/Managing Ed./Valet **Parker David Adelson**..... Kudos to **Gene Loves Jezebel** for their biggest night of their current tour. Over 6300 cute people jammed L.A.'s Universal Amphitheatre to catch them and opener **Flesh For Lulu**..... And speaking of the sizzling **Flesh** (*We kinda like the way that sounds*), friends of Capitol A&R man **Tim Devine** have asked that we refrain from praising him. They're afraid his head might not fit in the new **Porsche**..... Look for that soon-to-be-major **Rhino** to release **Nancy Sinatra's** "These Boots" on April 4..... **Boston's** favorite sons **The Bags** are currently grueling it out on the road in support of their **Restless** project..... **Jeff Platt** will be handling all non-metal projects for the successful **Metal Blade** Records, which is looking to crack the **Post Modern** arena..... **Jody Denberg** of **KLBJ** in Austin was voted **Best Air Personality** for the third year in a row by the **Austin Chronicle**..... And **KABL's** **Mark Miller** continuing to make an impact with his "That Local Thang" show in Minneapolis. And we all know what Minneapolis' local thang has given us..... Yes, it appears the rumors about the demise of **Husker Du** are true..... ? **Records'** hot act **Dramarama** will be hitting the road in support of **The Screaming Blue Messiahs** for their Eastern and Canadian leg. If they can draw there as well as they do in L.A., Manager **Steve Rennie** can finally buy his own golf course.



POST MODERN



JETSON WOXY CINCINNATI, OH

FLASH: Jetson, PD of a small but heavy Post Modern station, WOXY, has officially won the highly publicized Ric Ocasek look-a-like contest. Nice coiffure, dude! Besides providing the city with some relief for their ears, he spends his time posing with rock stars and attempting to sell his station wagon. Hmm, very special. Future plans include moving his dog Astro and the gang to Orbit City—we're talking major market radio!

HOTS:

1. MORRISSEY
2. DEPECHE MODE
3. SINEAD O'CONNOR
4. MIGHTY LEMON DROPS
5. LOVE & ROCKETS
6. MIDNIGHT OIL
7. CURE
8. INXS
9. ROBYN HITCHCOCK
10. POGUES

(Hot reports from the nation's leading radio and retail outlets)

WAPS / BILL GRUBER / AK- RON, OH

She's Having A Baby
Salvation
Big Pig
Jane Siberry
Xymox

WCDB / JOSH ROSENTHAL / AL- BANY

Big Dipper
Robyn Hitchcock
Pontiac Brothers
Great Plains
Godfathers

WHFS / DAVID EINSTEIN / AN- NAPOLIS

Talking Heads
Midnight Oil
Jerry Harrison
Depeche Mode
Sisters of Mercy

WHTG / RICH ROBINSON / AS- BURY PARK

Morrissey
Sinead O'Connor
Depeche Mode
She's Having A Baby
Godfathers

WUOG / MARGAUX TENEBBAUM / ATHENS

Salvation
Balaam & The Angel
Zodiac Mind Warp
Big Pig
Echo and the Bunnymen

TURTLES / AUDREY SCHWARTZ / ATLANTA

Robyn Hitchcock
Godfathers
House of Freaks
So
Underworld

WRAS / VALERIE PITTMAN / AT- LANTA

Drivin & Cryin
She's Having A Baby
Sisters of Mercy
Robyn Hitchcock
Midnight Oil

KLBJ / JODY DENBERG / AUSTIN

Robyn Hitchcock
Midnight Oil
Wild Seeds
Nick Lowe
Church

NEWBURY ST. / SCOTT BEAUCHEMIN / BOSTON

Woodentops
Church
Sugarcubes
Big Dipper
Mission of Burma

WBCN / OEDIPUS/CARTER ALAN / BOSTON

Sinead O'Connor
Godfathers
Jerry Harrison
Big Pig
Robyn Hitchcock

WFNX / BRUCE MCDONALD / BOSTON

Depeche Mode
Treat Her Right
Woodentops
Talking Heads
Morrissey

KUCB / JOHN WHITE / BOULDER

Reivers
Mighty Lemon Drops
Pop Will Eat Itself
Jazz Butcher
Midnight Oil

WBNY / ADAM LANGLEY / BUF- FALO

Pop Will Eat Itself
Robyn Hitchcock
Sisters of Mercy
firehose

KCRS / TODD WISE / CEDAR FALLS

firehose
Robyn Hitchcock
T Bone Burnett
Belfires

KUNI / DOREA D'AGOSTINO / CEDAR FALLS

Green
Blue Hippos
House of Freaks
Wire
Nick Lowe

WUSC / SEANA BARUTH / COLUMBIA, SC

Splacats
Original Sins
Blue Hippos
Wild Seeds
Pajama Slave Dancers

DISCUS RECORDS / BOB MACK- IMMIE / CORVALIS, OREGON

Underworld
Surf Punks
Big Pig
Tonio K.
Love & Rockets

WXCI / KANDACE WILKINS / DANBURY

Church
Pogues
Midnight Oil
Mighty Lemon Drops
Sugarcubes

HARMONY HOUSE / VINCE DELEON / DETROIT

Woodentops
Pogues
Tiny Lights
She's Having A Baby
Ryuichi Sakamoto

WNUR / JASON COHEN / EVANSTON

Ding Dong The Witch
The Fall(Rough Trade)
Spacemen 3
Hog Butcher for the...
Damned

SELECTER / SUSAN HAYNES / HICKORY, NC

Sinead O'Connor
Pressure Boys
Midnight Oil
Sisters of Mercy
Pogues

BLEEKER BOB'S / PAUL RUT- NER / HOLLYWOOD

Morrissey
Depeche Mode
Sisters of Mercy
Jesus & Mary Chain
Erasure

WHMI / JEFF WELLING / HOWELL, MI

Midnight Oil
She's Having A Baby
Church
Underworld
Godfathers
Robyn Hitchcock

KUCI / GEORGE SPILLMAN / IR- VINE

Church
Damned
Sonic Youth
The Fall

WKSJ / JOE KAROVICS / KENT, OH

Woodentops
Wild Ones
Pop Will Eat Itself
Robyn Hitchcock
SWA

WUTK / SHAW WILSON / KNOX- VILLE

Woodentops
Pontiac Brothers
Godfathers
firehose
Midnight Oil

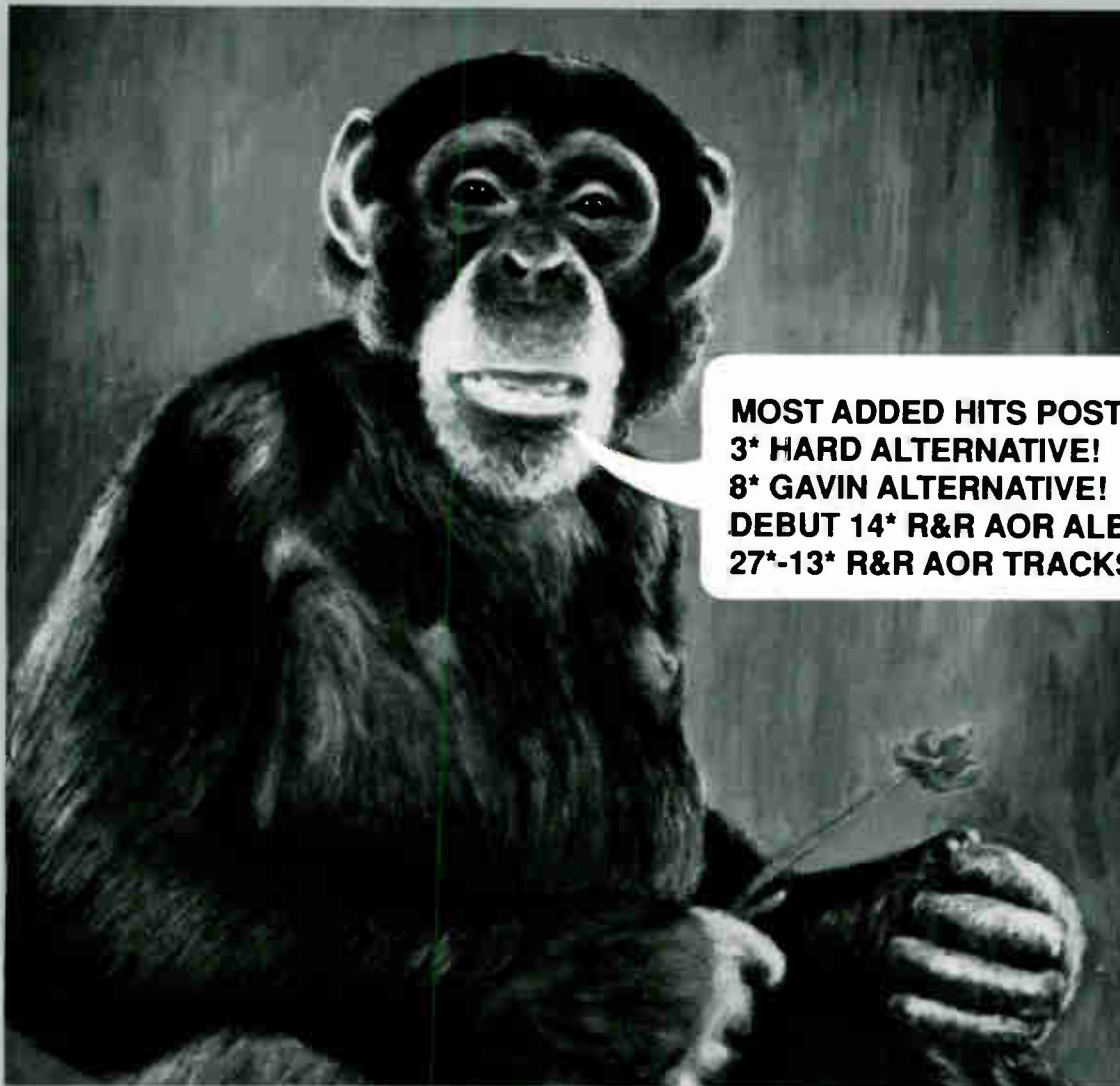
KMPC / JJ JACKSON / LOS AN- GELES

John Brannen
David Lee Roth
INXS
Jerry Harrison

KROQ / ANDY DURAZO / LOS ANGELES

Midnight Oil
Depeche Mode
Morrissey
Stranglers
House of Freaks

TALKING HEADS



**MOST ADDED HITS POST MODERN!
3* HARD ALTERNATIVE!
8* GAVIN ALTERNATIVE!
DEBUT 14* R&R AOR ALBUMS!
27*-13* R&R AOR TRACKS!**

“(Nothing But) FLOWERS”

THE NEW SINGLE

FROM THE ALBUM *NAKED*

PRODUCED BY STEVE LILLYWHITE AND TALKING HEADS



MANAGEMENT: GARY KURFIRST

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POST MODERN

WFIT / HELEN URRIOLA / MELBOURNE, FL

Salvation
Midnight Oil
Talking Heads
Church
The Hood
Stranglers

KABL / MARK MILLER / MINNEAPOLIS

Terence Trent D'Arby
Blue Hippos
Midnight Oil
T Bone Burnett
TVBC

WMMR / JANE SANGSTER / MINNEAPOLIS

Blue Hippos
Breaking Circus
Mission of Burma
House of Freaks
Pogues

KFMH / SCOTT PETERSON / MISCATINE, IA

Sisters of Mercy
Morrissey
Salvation
Sonic Youth
Pajama Slave Dancers

WRVU / JOHN KOSKI / NASHVILLE

Sisters of Mercy
Drivin & Cryin
Midnight Oil
Robyn Hitchcock
Pogues

WTUL / JAMES LIEN / NEW ORLEANS

Robyn Hitchcock
Jazz Butcher
Cashmere Jungle Lord
Carnival Season
firehose

VENUS RECORDS / BOBBY COOK / NEW YORK

Clash
Feed Time
Zodiac Mind Warp
Wire
Mission of Burma

VINYL MANIA / DOUG FRASER / NEW YORK

Jimmy Galvin
Mark Place
Bomb The Base
Crazy House
Climie Fisher

WNJU / LEIGH LUSTBERG / NEW YORK

Beloved
Sugarcubes
Wedding Present
Tackhead

CFNY / IVAR HAMILTON / ONTARIO

Talking Heads
She's Having A Baby
Pogues
Jerry Harrison
Images in Vogue

WOXY / JETSON / CONCORD, NH

Morrissey
Depeche Mode
Sinead O'Connor
Mighty Lemon Drops
Love & Rockets

MOBY DISC / DAVID RODGERS / PASADENA

Woodentops
Everything But The Girl
Primitives
Luxuria
Zodiac Mind Warp

WMDK / MIKE THOMAS / PETERBOROUGH

Talking Heads
Robert Palmer
Robyn Hitchcock
Close Lobsters
Pogues

ZIA RECORDS / GERALD COLLIER / PHOENIX

Thin White Rope
Church
Zodiac Mind Warp
Triffids
Robyn Hitchcock

WVCW / STEVEN WITTE / RICHMOND, VA

Wire
Mighty Lemon Drops
Wall of Voodoo
Blue Aeroplanes
Gwar

SMOKEY'S / SMOKEY KOELSCH / SALT LAKE CITY

New Order
Jerry Harrison
Ryuichi Sakamoto
Godfathers
They Might Be Giants

9IX / OZ / SAN DIEGO

Gene Loves Jezebel
Cure
Morrissey
Depeche Mode
Love & Rockets

LIVE 105 / STEVE MASTERS / SAN FRANCISCO

Hurricanes
Morrissey
Mighty Lemon Drops
Depeche Mode
They Might Be Giants

RECKLESS RECORDS / IVAN PENFOLD / SAN FRANCISCO

All About Eve
Everything But The Girl
Act
Sgt. Pepper Knew...

KSJS / SUZIE RACHO / SAN JOSE

Robyn Hitchcock
Sonic Youth
Woodentops
Midnight Oil
Godfathers

KCPR / BRUCE FLOHR / SAN LUIS OBISPO

Woodentops
Ryuichi Sakamoto
Breaking Circus
EIEIO

KCMU / FAITH HENSCHEL / SEATTLE

Wire
Robyn Hitchcock
Pogues
The Fall
Pato Banton

TIME TRAVELLERS / JEANNE LEGAULT / SEATTLE

Wire
Bambi Slam
White Glove Test
Click Click
Holy Sisters of Dada

LIBERTY SOUND / GREG STOCKTON / SPRINGFIELD, MO

Sinead O'Connor
Screaming Blue
10,000 Maniacs
Robyn Hitchcock

THE ALTERNATIVE RECORD STORE / PETE BARLAS / TAMPA

Mission of Burma
Erasure
Sisters of Mercy
Beat Dis

VINYL SOLUTION / JILL ENTEEN / TUSCALOOSA

Surf Punks
Fetchin Bones
Carnival Season
Midnight Oil
Wire

2ND TIME AROUND / TERRI MOTT / WICHITA, KS

The Fall
Pontiac Brothers
Playhouse
Creepers
Big Star

WDST / JEANNE ATWOOD / WOODSTOCK

Talking Heads
Jerry Harrison
Mighty Lemon Drops
Woodentops
Pat McLaughlin
Robyn Hitchcock



HOTS

1. ROBYN HITCHCOCK (A&M)
2. MIDNIGHT OIL (Columbia)
3. WOODENTOPS (Columbia)
4. SISTERS OF MERCY (Elektra)
4. POGUES (Island)
4. MORRISSEY (Sire/WB)



ADDS

1. TALKING HEADS (Sire/WB)
2. MORRISSEY (Sire/WB)
2. MIGHTY LEMON DROPS (Sire/Reprise)
3. WIRE (Restless)
4. NICK LOWE (Columbia)
5. LIVE FOR IRELAND (MCA)



DEACON BLUE

“DIGNITY”

From The Album

RAINTOWN

Columbia



Produced By Jon Kelly / Management: Peter Felstead For Second Vision Management

MOST MODERN!

CROSSOVER!
BREAKOUTS WINNER!

THE ALARM



PRESENCE OF LOVE

TOP-40 FEELS THE PRESENCE OF THIS
BREAKTHROUGH SINGLE! NOW PLAYING ON:

PRO-FM add	KNAN	add	WXKS	KROQ	WRNO	KFMY	WBWB
KJ103 add	Y97	add	Z94	WFLY	KZOU	KZZU	SLY96
WPST add	KFBQ	add	KITS	JET-FM	KSAQ	95XXX	KFMW
CHED add	KWTO	add	KCPX	K104	KIYS	95XIL	
KZFN add	KUUB	add	KPLZ	99GFM	KXYQ	WOMP	

MORE THAN JUST A SOUNDTRACK...

FEATURING NEW MUSIC FROM

BRYAN FERRY
DAVE WAKELING
KATE BUSH
X*T*C



OVER
125,000 SOLD
in just 3
weeks!





THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Midnight Oil's current tour behind their new COLUMBIA album "Diesel and Dust" has been postponed after lead singer and one-time political candidate in the land of Oz, Peter Garrett, injured his leg on stage in New Zealand. The first single, "Beds are Burning," is already taking off and the band hopes to re-schedule for April. The delay caused cancellation of their Palladium show in L.A. with the hot young local band **House of Freaks**, whose own RHINO album "Monkey on a Chain Gang" is a huge college favorite.....**E!*E!*O** are also getting some radio respect with their latest FRONTIER release "That Love Thang" as the label has also released a new Thin **White Rope** album called "In the Spanish Cave", full of tasty guitar-driven uplifting rock in a similar ballpark as the **Meat Puppets** that should finally get this Sacramento four-piece some serious reaction.....**The Nils** are holding steady with their self-titled PROFILE release, produced by **Chris Spedding**, and featuring the strong college cut "River of Sadness". The band are out on tour with another rising rock band, the **Godfathers**, playing Boston on the 17th, New York the 18th and Chicago the 26th, plus many points in between.....**NEW IN BLUE**: **Cyd Charisse** is starring in the new **Blue Mercedes** video for their MCA hit "I Wanna be Your Property" and ATLANTIC releases a first album by the promising Canadian rock band **Blue Rodeo** called "Outskirts".....**WORKS IN PROGRESS**: **Tears for Fears** and **Simple Minds** have both been recording new albums that should rattle the charts around early summer.....**Minneapolis band Soul Asylum** have finished their latest for TWIN TONE/A&M, produced by **Lenny Kaye**..... College faves **Camper van Beethoven** are still in the studio recording their major label debut for VIRGIN, after numerous fine independent efforts. This one, untitled at present, is being produced by **Dennis Herring (Timbuk 3)**, who is also set to produce promising Phoenix band **Caterwaul** for their P.M.R.C. debut later this year.....L.A.'s glam-rockers **Jetboy**, dropped late last year by ELEKTRA with an album already in the can, are searching for a new label to pick it up.....A&M are having great success with the debut album by funky rhythmic gospel sensations **Big Pig** called "Bonk" and on a kind of similar note, but not really, listen for a cappella group **Take 6** with a self-titled debut out on WARNERS containing some delightful standards and originals ranging from spiritual to doo-wop. It's a breath of fresh air - speaking of which, Austin, Texas plays host this week to the South by Southwest Music Conference, with literally hundreds of young bands playing the clubs in front of visiting industry attendees and, of course, there'll be panels. Bands include local favorites the **True Believers**, **Joe Ely** and **Evan John** and the **H-Bombs** who were so impressive last year at L.A.'s Country Scene festival.....**NEW RELEASES**: Latest **Jesse Johnson** album coming soon on A&M**James Reyne's** American debut on CAPITOL features the first single "Fall of Rome" which sounds like a big hit.....Also out are **Close Lobsters** with "Foxheads Stalk this Land" on ENIGMA....And **Beat Happening's** "Jamboree" comes via ROUGH TRADE, as does a compilation by early industrial post-punk band the **Fall** called "Palace of Swords Reversed".....



Morrissey

Title
"Viva Hate"

Label
Sire/Reprise

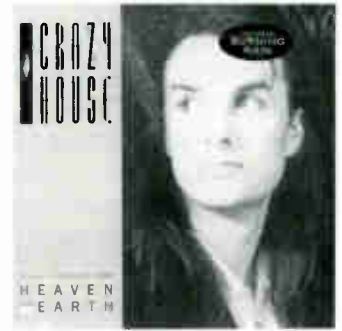
Cult hero Morrissey releases his first project since breaking with the now legendary Smiths who were on the threshold of stardom. With a velvet smooth voice combined with very danceable rhythms, many expect this artist to break wide open. Already a huge alternative audience base, Top 40 programmers will be surprised at this artist's recognizability. If the buzz proves right, a new superstar is on the horizon. Album hits your desk as you read this.

Suggested Cuts

"Suedehead" is the cut first released as a 12" to radio. Huge reaction — ready to cross.

Label Comments:

"If this record crosses a little, it'll go gold," said WB new music wizard **Steve Tipp**, who cites the sales figures of past Smiths projects as well as the amazing buzz over the 12". "He's very poised to cross, and with the album now shipping, we're ready to go," Tipp continued. "You want sales? Wait till you see Morrissey hit the streets!"



Crazy House

Title
"Still Looking For Heaven On Earth"

Label
Chrysalis

Debut LP from this U.K. duo of David Luckhurst (vocals, guitars, effects) and Peter Parsons (keyboards). With a pair of indie LP projects behind them, "Crazy House" displays a musical maturity that's evidenced on such cuts as "Burning Rain" and "Feel The Fire." A stellar group of backing musicians including guitar wizard Bill Nelson lend their talent to this hot new project.

Suggested Cuts

"Burning Rain" looks like a major league Alternative and Top 40 winner.

Label Comments:

"This band is a unique situation," said Chrysalis Senior Director of National Album Promotion **Kevin "Sinead" Sutter**. "They're not all the way left field, and they're not all the way mainstream." Sutter and his team are chasing this one at the Alternative club and radio level, and hope to establish a sizable base. Already making steady headway at radio, Sutter is enthusiastic. "Programmers who have played it, have had success with it," he said.



Echo & the Bunnymen leader Ian McCulloch speaks with the sing-song Liverpudlian accent we've come to associate with the Beatles. The ten-year-old band is a long-time college radio favorite now beginning to get serious Top 40 attention with their current "Bedbugs and Ballyhoo" single, a Post-Modern candidate for crossover success. Last summer, the Bunnymen cut a version of the Doors' "People Are Strange" for "The Lost Boys" soundtrack and toured with New Order and Gene Loves Jezebel, a triple-bill which packed arenas across the country, including the Forum in L. A. They are currently on their own, headlining U. S. jaunt.

GET BUGS OUT THE BUNNYMEN



Who would you most like to drink with?

Oliver Reed. He was on this British chat-show recently, completely wasted. He's brilliant. The other guests were trying to shut 'em up. One of them asked why he got drunk and he said, "Because my friends where I come from want me to." What an answer! And they were all going, "Tsk, tsk, tsk...."

I like to drink. That's why I still have a sense of humor.

Your last album was perhaps your most commercial. It seems you've come a long way from your first, "Crocodiles." The songs sound more upfront, less obscure.

I describe some of the lyrics on this one as "Crocodilean." There always were songs; we just cluttered them up with shit!! I think this one is as weird as you can get with rock 'n' roll. We don't need to pretend we're avant-garde anymore. The underlying thing is still weird. To me, "Bedbugs and Ballyhoo" is weird, but this is a conscious attempt at a more pop record. We played it a lot straighter. I'll confess to that and I'm not ashamed to admit it. I'm quite proud, in fact. But it wasn't a career move; it had nothing to do with that. "Crocodiles" was a career move; it was everything after that which was an anti-career move.

You gave the label something to work with this time.

If we gave them an instrumental record with me farting on it, they would have made up their minds this was the one. But people are liking this record. I don't know why. But I'm glad they do. All our albums are part of the same thing to me, anyway. There's just less of that do-it-yourself, esoteric meaningfulness this time around. The only reason to experiment like that is to prove how smart you are and I feel less elitist these days. It's a lot harder to come up with a tune than it is a bunch of shit nobody can hum.

Are you looking for the kind of success achieved by U2

"I like to drink. That's why I still have a sense of humor."

or Simple Minds?

I don't think I can communicate like they do because I think I'm smarter. I can complete crosswords. Not all of them, but some. There's just a lot of delusion going on.

Smartness is about getting through life, intelligence is about reading books and dropping names.

Echo was one of the first of the so-called neo-psychedelic bands. Did you ever do acid?

It was all danish blue cheese. You stick it in a piece of cigarette paper, dip it in urine and smoke it. Acid?

Never even seen the stuff. After all the LSD Julian Cope has taken, he still can't write a good psychedelic lyric.

How was the tour with New Order and Gene Loves Jezebel last summer?

New Order and us wanted to tour together and we figured we needed some hairdressers to come along as well. It was called the Rinse, Razors and Rock 'n' Roll Tour. Rinse for the hairdressers, razors for the manic depressives and rock 'n' roll for us.

You recorded a very faithful version of "People Are

Strange" for "The Lost Boys" soundtrack and "Bedbugs and Ballyhoo" sounds a lot like the Doors, too. Were they a big influence?

What I like about the Doors is Jim Morrison became a posthumous cliché when Julian Cope first wore leather. I'll come on with leather socks, but that's about it. Morrison had great skin; he was handsome. You can't really stretch out too much on a Doors song. You don't want to make them sound like Frank Sinatra. I'm glad the movie's funny, because the more tongue-in-cheek stuff in the world, the better.

THE SMITHEREENS



ONLY

FROM THE FORTHCOMING LP
"GREEN THOUGHTS",
PRODUCED BY DON DIXON

A

**#1 MOST ADDED POST MODERN
#1 MOST ADDED AOR**

MEMORY

NOT SINCE U2 HAS ANY OTHER ACT BEEN #1 MOST ADDED AT ALTERNATIVE & AOR SIMULTANEOUSLY

HAPPENED AT:

WBCN	WMDK	WKSJ	KUCI	KUNI	KRXQ	KLBJ
WMMR	KAZY	WHMI	KUSF	WLLZ	91X	WOUR
WDVE	KTYD	KABL	WCDB	WRIF	WHTG	WFNX
WHJY	WKLS	WTUL	WDET	KYYS	KRCR	WXXP
DC101	KZEW	KBCO	WXRT	WQFM	KOME	WRUF
WNEW	KLOL	WWWV	WLVQ	KQRS	KSJO	
WUSC	WNOR	KCPR	WAPS	KRPN	KXRX	
WOXY	KISS	KFMH	KDKB	WHTG	WHSF	



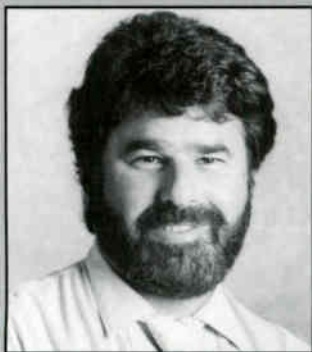


RERAP

by Toni Profera

WE MAKE A SPLASH — O.K. folks, **NARM** is over, and while there were a lot of newsworthy developments (covered elsewhere in this rag), we're going to stick with tradition and give you the junk we feel is most important, namely **THE HITS DUNKING BOOTH**. You folks helped raise over \$1000 for the **NARM Scholarship Fund** by dunking such skedded label superstars as **John Burns, Jim Cawley, Dave Demers, Kenny Hamlin, Lou Mann, Nick Maria, Joe McFadden, David Steffen, Charlie Springer, Jim Swindel** and **Jim Urie**. We even had a few guest dunkees — **Jay Rosenberg** from **The Wiz**, **Steve Lerner** of **Record World** and **CBS** branch ruler **Rich Kudolla**. Facing cold water (we're talking frigid, folks) and a hostile group of **NARM**-ites ready to make them suck water, these label heros took the hot seat and..... well, let's just say the surf was up. We can't list everyone who took their best shots, but we figured we'd give you a rundown on a few of the would-be **Dwight Goodens**: **Record World's Roy Imber, Dean Fine, Phyllis Purpero** and **Steve Ler-**

Not There



Harold Sulman — Was scheduled, but weaseled out of being dunked. Don't sleep too deeply Harold.

ner who proved as competent a dunker as he was a dunkee. There was **Musicland's Gary Ross, Dick Odette, Larry Gaines, Paula Connerney**, and of course, **Arnie Bernstein**. **Western Merchandisers' Steve Marmaduke** had a lot of scores to settle, as he took to the line for a number of label dunkees. **Transworld's Dave Roy, Rainbow's Jason Gilman, Record Bar's Paul Fussell, Harmony House's Jerry Adams, National Record Mart's George Balicky**, and **Navarre's Esa Katajamaki** also made the scene. Enough boldface for ya? Sorry, we can't stop here. Also helping their distributors take the plunge were: **Tower's Steve Smith, Stan Goman, Bob Delanoy** and **Joel Abramson; Show Industries' Elaine Perliss; Lechmere's Dave Curtis; Record & Tape Outlet's Lynn Batcheck** and **Mark Mercurio; Music People's Nancy Lewis**, and **Lieberman's Dusty Bowling**. We were also thrilled to see **Cashbox's Spence Berland** hanging out and taking it all in..... All wasn't roses in the land of dunking however, as some of our neighbors — particularly **Jazziz Magazine**, were a bit chapped at our unconventional, often loud and always crowded little corner of chaos. We'd like to apologize to these people — but unfortunately we can't since we feel absolutely no remorse for having an incredibly great time..... We'd also like to thank the gracious folks at **NARM** particularly **Ray Gianchetti** and **Stan Silverman** who reluctantly agreed to let us attempt this nonsense, noting, "If you can get these people, then I'll agree, but I've been doing this 20 years and....."



"BEAT'S ME"

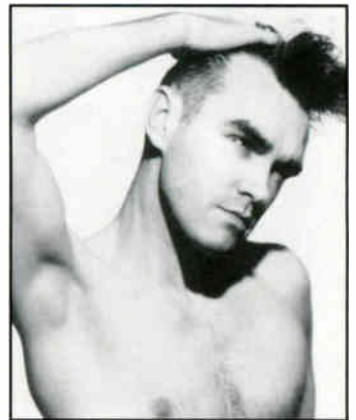
by Roy Trakin

NO, BUT IF YOU HUM A FEW BARS...: Perhaps the most animatedly discussed issue on the agenda at last week's **NARM** pow-wow among retailers and record company execs alike— right behind how **Capitol's Joe McFadden** looked in a bathing suit— was the lack of back-announcing at radio. Store owners were rife with stories of playing "Name That Tune" with frustrated customers trying to sing (and buy) what they heard on the air, but weren't able to identify.

COME BACK JIMMY DEAN, JIMMY DEAN: **James Dean** lives! That's the late actor, not the pork sausage salesman. In-

defatigable archivist **Alan Betrock** has delved into his extensive collection of '50s exploitation rags to come up with "The Best of James Dean In The Scandal Magazines 1955-58," featuring such tabloid scorchers of the day as "Did James Dean Really Die?" and "James Dean's Black Madonna," the last detailing his bizarre relationship with "black magic practitioner" and west coast TV personality **Vampira**, kinda the forerunner of **Elvira**. Available by mail from **Shake Books**, 449 12th St., Brooklyn, N. Y. 11215. Just as hilariously maudlin is **Morrissey's** video for "Suedehead," the first

Dean For A Day



Morrissey— Nice chest hair.

single from his solo bow, "Viva Hate." The clip is an *homage* in which the ex-**Smith** goes to **Dean's** Fairmount, IN, birthplace and puts himself in his shoes, riding a tractor, playing bongos among a herd of cows (!) and paying his respects at the legend's gravesite. The kicker is a shot of **Morrissey** uncannily resembling the object of his sweet-natured but eerie idolatry.

TORTILLAS FROM TONIO K.: Veteran **El Lay** songwriter **Steven Krikorian** is better-known as **Tonio K.**, the *nom de plume* under which he's released a series of critically-huzzahed elpees, the latest of which is "Notes From The Lost Civilization" on **A&M**, the first time in a long while this well-traveled performer has been with the same label for more than one album. In his set at **L. A.'s Roxy** last week, **Tonio** paid tribute to that persistence by tossing out autographed flour tortillas and dedicating the affecting "Children's Crusade" to **A&M** exec **Bob Reitman**, "who made me listen to it over and over and over until I got it."

BY ROYAL ORDER: It's a long way from grimy **Manchester** to a command performance for **Duke Andy** and **Duchess Fergie of York**, but **New Order** made the trip with aplomb during their 20-minute set at the **L. A. Stock Exchange**. While a jewel-dripping black-tie crowd of royalty groupies gathered outside, I found myself ushered through the metal-detector (what was this, a **Run-D. M. C.** show?) with the visibly uptight band. "This one's for our mums and dads," admitted soft-spoken lead singer **Bernard Sumner**. Oh, c'mon, you guys do stuff like this all the time, right? "Not quite," muttered bassist **Peter Hook**. For **Her Majesty's** awestruck subjects, the **Royal Family** transcends politics and, yes, even rock 'n' roll.

(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**.)

BRENDA K STARR

I STILL BELIEVE



CROSSOVER!

KKRZ	add		
FM102	add		
KROY	add	Y100	23-18
KITY	add	KMEL	30-25
KDON	add		
KISR	add	BREAKING AT:	
WYYS	add	PWR106	

BREAKFAST CLUB

EXPRESSWAY TO YOUR HEART

HOT NEW RELEASE!



FROM THE HIGHLY ACCLAIMED
DEBUT ALBUM "BREAKFAST CLUB"

BLVD.

NEVER GIVE UP

THE DEBUT RELEASE FROM THE SELF TITLED ALBUM!

EARLY BELIEVERS! KIYS add WJAD add

PRODUCED BY PIERRE BAZ' BAZINET FOR ROCK HEADQUARTERS
MANAGEMENT: CLIFF JONES FOR ROCK HEADQUARTERS

ON YOUR DESK NOW!

MCA RECORDS

THERE
WAS A TIME
WHEN
HE WOULD
NEVER HAVE
HAD A
CHANCE



TODAY, 6 OUT OF 10
LEUKEMIA VICTIMS CAN
LOOK FORWARD TO
LEADING FULL AND
NORMAL LIVES. THE T.J.
MARTELL FOUNDATION'S
LIFESAVING RESEARCH
INTO LEUKEMIA
CELLS HAS ALSO
OPENED THE GATEWAY
FOR THE SUCCESSFUL
TREATMENT OF MANY
OTHER FORMS OF
CANCER IN PATIENTS OF
ALL AGES. IN ADDITION,
EXPERTISE GAINED
FROM BLOOD-RELATED
DISEASES LIKE LEUKEMIA
IS NOW BEING APPLIED
IN THE BATTLE AGAINST
AIDS. INCREASED
RESEARCH IS VITAL FOR
CONTINUING OUR RATE
OF PROGRESS.

WITH
YOUR
HELP,
THE
NEXT DECADE
WILL
HOLD THE ANSWER.



THIS YEAR, YOU ARE
INVITED TO JOIN US IN
HONORING CBS RECORDS
DIVISION PRESIDENT,
AL TELLER, AT THE 1988
HUMANITARIAN AWARD
DINNER ON SATURDAY,
APRIL 16, AT THE
NEW YORK HILTON.

THE T.J. MARTELL FOUNDATION FOR LEUKEMIA, CANCER AND AIDS RESEARCH

TOP TENS



ROBERT RICHARDSON: S.W. WHOLESALERS

The handsome gent in the picture is currently the sales manager for this hot one stop based in Houston. It's a position he has risen to after beginning as a delivery boy 8 years ago. The operation services 200 independent stores, and also aides in filling in for some of the major chains. At the moment anticipation is running high for Big Pig, Kirk Whallum, Kingdom Come, UDO, local heavy metal band, Kings X and Joni Mitchell. Richard hails from Washington D.C., so his allegiance goes to both the Washington Redskins as well as the Houston Rockets. Seems, he'd rather play the games himself, as in his spare time he can be found shooting some hoops or batting a tennis or racket ball around the court.

S.W. WHOLESALE
ROBERT RICHARDSON
200 Accounts (Houston)

1. BETTY WRIGHT
2. TT D'ARBY
3. KEITH SWEAT
4. MICHAEL JACKSON
5. HEAVY D
6. TOO SHORT
7. KOOL MOE DEE
8. MANTRONICS
9. GEORGE MICHAEL
10. MORE DIRTY DANCING

musicland
DICK ODETT
616 Retail Stores
(Mpls)

MUSICLAND

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. MICHAEL JACKSON
4. GEORGE MICHAEL
5. TIFFANY
6. GUNS AND ROSES
7. WHITNEY HOUSTON
8. GOODMORNING VIETNAM
9. AC/DC
10. INXS

TOWER RECORDS | VIDEO
STAN GOMAN
46 Retail Stores
(Sacramento)

TOWER NATIONAL

1. GEORGE MICHAEL
2. ROBERT PLANT
3. INXS
4. STING
5. DIRTY DANCING
6. MICHAEL JACKSON
7. IN TO THE WOODS
8. TT D'ARBY
9. U2
10. GOODMORNING VIETNAM

Lieberman Enterprises
DUSTY BOWLING
2400 Fracked
Accounts (MPLS)

LIEBERMAN NATIONAL

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. TIFFANY
4. GEORGE MICHAEL
5. DEBBIE GIBSON
6. MICHAEL JACKSON
7. RANDY TRAVIS
8. CALIFORNIA RAISINS
9. GEORGE STRAIT
10. BILLY OCEAN

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

WESTERN MERCHANDISERS

1. DIRTY DANCING
2. GEORGE STRAIT
3. TIFFANY
4. GEORGE MICHAEL
5. DEF LEPPARD
6. MICHAEL JACKSON
7. RANDY TRAVIS
8. DEBBIE GIBSON
9. INXS
10. WHITESNAKE

SOUND WAREHOUSE
TRACY DONIHOO
102 Retail Stores
(Dallas)

SOUND WAREHOUSE

1. DIRTY DANCING
2. ROBERT PLANT
3. MICHAEL JACKSON
4. GEORGE MICHAEL
5. TT D'ARBY
6. MORE DIRTY DANCING
7. GOODMORNING VIETNAM
8. GEORGE STRAIT
9. KEITH SWEAT
10. KINGDOM COME

Record Bar
The latest findings in music and video
PAUL FUSSELL
136 Retail Stores
(Durham)

RECORD BAR

1. DIRTY DANCING
2. ROBERT PLANT
3. MORE DIRTY DANCING
4. GEORGE MICHAEL
5. AC/DC
6. GUNS AND ROSES
7. KINGDOM COME
8. TT D'ARBY
9. INXS
10. MICHAEL JACKSON

CAMELOT
LEW GARRETT
200 Retail Stores
(Canton)

CAMELOT

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. WHITE LION
4. GEORGE MICHAEL
5. GUNS AND ROSES
6. KINGDOM COME
7. DEF LEPPARD
8. KEITH SWEAT
9. TIFFANY
10. SALT & PEPA

SHOW INDUSTRIES
LORI SHAW
449 Accounts (Los Angeles)

SHOW INDUSTRIES

1. DIRTY DANCING
2. KEITH SWEAT
3. GEORGE MICHAEL
4. SALT & PEPA
5. MICHAEL JACKSON
6. JC MELLENCAMP
7. U2
8. ROBERT PLANT
9. MORRIS DAY
10. INXS

WALL TO WALL SOUND & VIDEO
BRIAN MCEVOY
93 Retail Stores
(Philadelphia)

WALL TO WALL

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. KINGDOM COME
4. ROBERT PLANT
5. GEORGE MICHAEL
6. INXS
7. DEBBIE GIBSON
8. GUNS AND ROSES
9. WHITE LION
10. DEF LEPPARD

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



TOP TENS

Sam Goody KEVIN HARDT
193 Retail Stores
(Edison)

SAM GOODY/EAST

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. MICHAEL JACKSON
4. GEORGE MICHAEL
5. TIFFANY
6. DEBBIE GIBSON
7. INXS
8. WHITNEY HOUSTON
9. TT D'ARBY
10. GOODMORNING VIETNAM

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

INTERSTATE GROUP

1. DIRTY DANCING
2. TIFFANY
3. GEORGE MICHAEL
4. JC MELLENCAMP
5. MICHAEL JACKSON
6. DEBBIE GIBSON
7. DAVID LEE ROTH
8. BELINDA CARLISLE
9. AEROSMITH
10. STING

NATIONAL Record Mart DOUG SMITH
80 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. GEORGE MICHAEL
4. ROBERT PLANT
5. MICHAEL JACKSON
6. TIFFANY
7. KINGDOM COME
8. INXS
9. AC/DC
10. DEF LEPPARD

Record Theatre JIM PRIMERANO
17 Retail Stores
(Buffalo)

RECORD THEATER

1. TT D'ARBY
2. MICHAEL JACKSON
3. DIRTY DANCING
4. GEORGE MICHAEL
5. ROBERT PLANT
6. KINGDOM COME
7. DAVID LEE ROTH
8. WHITE LION
9. INXS
10. TIFFANY

TURTLES KAREN LONG
92 Retail Stores
(Atlanta)

TURTLES

1. MORE DIRTY DANCING
2. DIRTY DANCING
3. GEORGE MICHAEL
4. KINGDOM COME
5. ROBERT PLANT
6. TT D'ARBY
7. MORRIS DAY
8. MICHAEL JACKSON
9. INXS
10. GOODMORNING VIETNAM

BAKER & TAYLOR VIDEO MIKE BASHKIN
650 Accounts
(Chicago)

BAKER & TAYLOR ONE-STOP

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. BEATLES CD VOL 1
4. BEATLES CD VOL 2
5. SALT & PEPA
6. WHITE LION
7. GOODMORNING VIETNAM
8. ROBERT PLANT
9. U2
10. GEORGE MICHAEL

Harmony House records and tapes SANDY BEAN
22 Retail Stores
(Detroit)

HARMONY HOUSE

1. DIRTY DANCING
2. KINGDOM COME
3. ROBERT PLANT
4. TT D'ARBY
5. MORE DIRTY DANCING
6. MICHAEL JACKSON
7. INXS
8. GEORGE MICHAEL
9. GOODMORNING VIETNAM
10. DAVID LEE ROTH

KEMP MILL RECORDS HOWARD APPLEBAUM
29 Retail Stores
(Wash D.C.)

KEMP MILL

1. MICHAEL JACKSON
2. DIRTY DANCING
3. DAVID LEE ROTH
4. TIFFANY
5. GEORGE MICHAEL
6. INXS
7. STING
8. JC MELLENCAMP
9. GOODMORNING VIETNAM
10. RICK ASTLEY

HOUSE OF GUITARS KIM SIMMONS
1 Retail Store
(Rochester)

HOUSE OF GUITARS

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

BUZZARD'S NEST RECORDS and TAPES MIKE MANDZIA
9 Retail Stores
(Columbus)

BUZZARDS NEST

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

Peaches DEBBIE DODD
2 Retail Stores
(Seattle)

PEACHES

1. U2
2. DIRTY DANCING
3. TT D'ARBY
4. ROBERT PLANT
5. GEORGE MICHAEL
6. STING
7. MORE DIRTY DANCING
8. SPRINGSTEEN
9. INXS
10. JAMES TAYLOR

NORTHERN LIGHTS MUSIC ALAN FREED
3 Retail Stores (St Paul/Mpls)

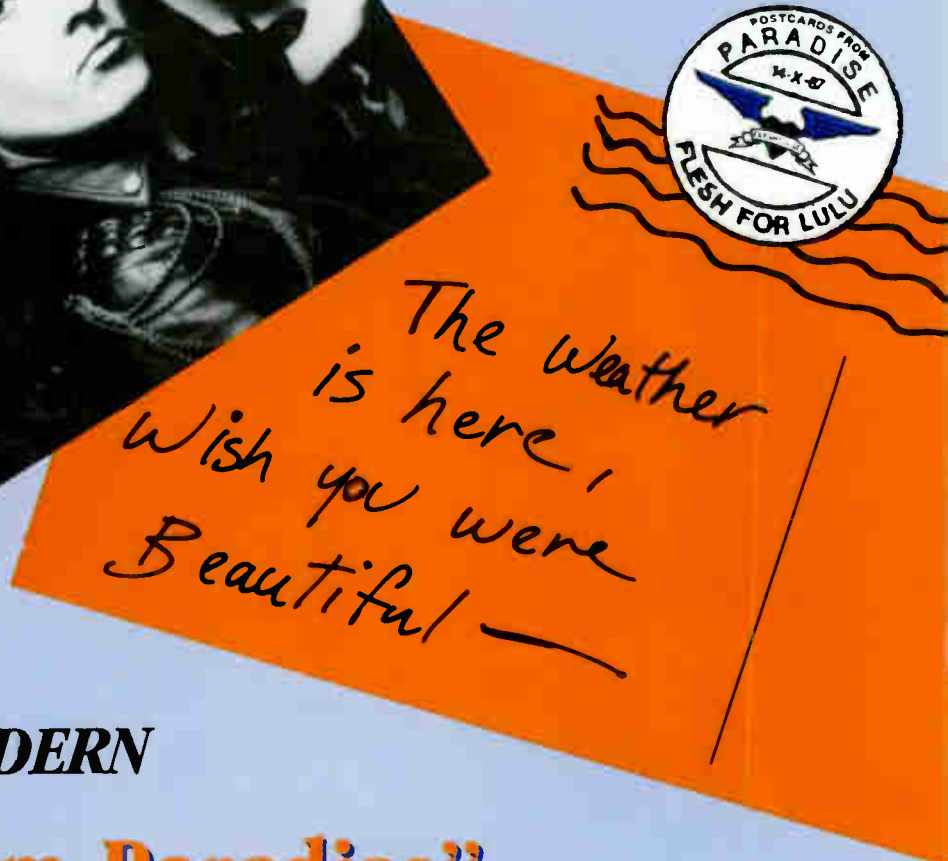
NORTHERN LIGHTS MUSIC

1. MORRIS DAY
2. KEITH SWEAT
3. CHURCH
4. MIDNIGHT OIL
5. MIGHTY LEMONDROPS
6. KINGDOM COME
7. KOOL MOE DEE
8. BOOGIE BOYS
9. BIZMARKIE
10. WOODENTOPS

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



flesh FOR Lulu



15 HITS POST MODERN

“Postcards From Paradise”

OVER 100,000 UNITS AND GROWING!

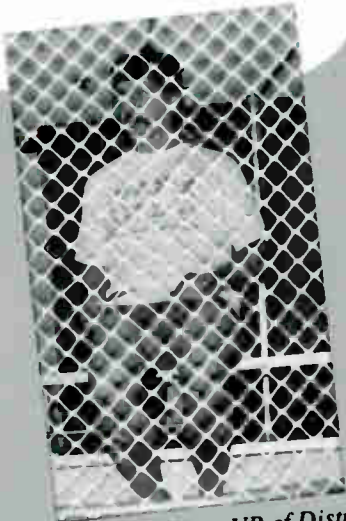
EARLY MAJOR MARKET ACTION:

- KROQ 13-12
- WXKS 26-24
- PRO-FM ON



Hits Dunking Booth

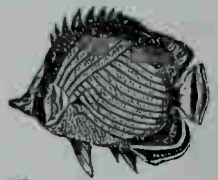
Sure, we got the booths next to us a bit chapped — but what the hell — NARM-ites showed true spirit, and turned out in huge numbers to dunk their distributors and a few guest retail superstars at the HITS Dunking Booth. We want to thank everyone who turned out to help us raise over \$1000 for the NARM Scholarship Fund — especially all the label executives who rescheduled meetings, and gave up serious business to take part in the craziness. THANKS FOLKS!



MCA Executive VP of Distribution John Burns was the first to take the Hot Seat, and discover just how cold the water was. He carried a beeper, awaiting word on his wife who was expecting a child any moment.



Epic VP of Sales Dave Demers gave the crowd incentive to dunk him.



Musicland's Gary Ross shows he doesn't get that suntan by just lying about. Here he's showing fine form against one of the label heavies.



Elektra VP of Sales Kenny Hamlin went in (and in, and in) with his socks on. They stayed up the whole time.



Western Merchandisers Steve Marmaduke took to the line against a number of label heavies. We later found out he was just trying to scam a free shirt.



The Wiz's Jay Rosenberg was among the guest dunkees. Here he poses with HITS Senior Editor Toni Profera in a dry moment.

HITS March 21, 1988

Follies — NARM '88



Promo heavies got into the action as well as demonstrated by Columbia **Marc Benesch** (above) and A&M's **Charlie Minor** (below).



Perched behind the protective screen, A&M Sr. VP of Sales **David Steffen** taunted his persecutors.



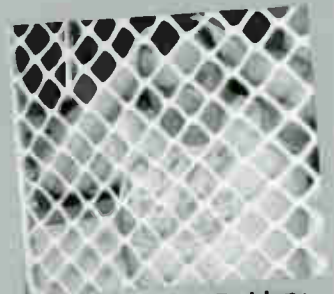
PolyGram Sales Supremo **Jim Urle**: "This water's freezing!"



MCA's **Lou Mann**: "I can't believe I let you weasels talk me into this."



Atlantic's **Nick Maria** takes a puff before the cigarette was quickly extinguished.



Capitol's **Joe McFadden**: "Is my hair O.K.?"



A special thanks to the dunkees whose mere presence over exposed the photographers film: (l-r) Arista's **Jim Cawley**; WB's **Charlie Springer** and Virgin's big draw, **Jim Swindel**.





BREAKOUTS

More, and more, and more **Dirty Dancing!!** That's the consensus coast to coast. To both **RCA** and retailers' delight, this hot new release is flying out the door right behind the first **Dirty Dancing** which is #1 at most of the national accounts. **Kingdom**

Come continues its assault at the mega account level, scoring many top 10 reports already. **Billy Ocean, Morris Day** and **The Beatles CD** packages registered impressive reports as well this week.

WINNERS

1	MORE DIRTY DANCING	(RCA 6965)	40%	6	BEATLES CD'S	(Cap 7900442/7900432)	17%
2	BILLY OCEAN	(Arista 8495)	38%	7	TOTO	(Columbia 40873)	15%
3	KINGDOM COME	(PolyGram 83536-1)	33%	8	TERENCE T. D'ARBY	(Columbia 40964)	14%
4	MORRIS DAY	(Warner Brothers 728201)	20%	9	SINEAD O'CONNOR	(Chrysalis BFV 41612)	13%
5	ROBERT PLANT	(Atlantic 7-99373)	19%	10	SHE'S HAVING A BABY	(IRS 53238)	12%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT
 Billy Ocean
 More Dirty Dancing
 Church
 Christians

CAVAGES / JOHN GRANDONI / BUFFALO
 Terence Trent D'Arby
 More Dirty Dancing
 Billy Ocean
 She's Having A Baby

HARVARD CO-OP / MICHAEL TOCKER / BOSTON
 Treat Her Right
 Church
 Nick Lowe
 Big Pig
 Live For Ireland

LIEBERMAN / ROB TAYLOR / CHICAGO
 Beatles CD's
 Billy Ocean
 Kingdom Come
 More Dirty Dancing

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO
 Henry Lee Summer
 Robert Plant
 Billy Ocean
 Morris Day
 Toto

CD ONE-STOP / DARRYL OHRT / CONN
 Talking Heads
 More Dirty Dancing
 Sinead O'Connor
 Guns & Roses

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER
 John Branen
 Jerry Harrison
 Joe Satriani
 LA Guns

LIEBERMAN / ED O'DONNELL / MT. LAUREL
 Billy Ocean
 MARRS
 White Lion
 Beatles CD's
 3

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO
 Nick Lowe
 Salt & Pepa
 Good Morning Vietnam
 Kingdom Come
 Terence Trent D'Arby
 Mighty Lemon Drops

CD WAREHOUSE / NICK MRVOS / HUNTINGTON BEACH
 OMD
 Robert Plant
 Kingdom Come
 More Dirty Dancing

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND
 Morris Day
 Henry Lee Summer
 Prophet
 She's Having A Baby
 Kingdom Come
 Robyn Hitchcock

LIEBERMAN-NATL / DUSTY BOWLING / MPLS
 Salt & Pepa
 Natalie Cole
 Morris Day

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS
 Mike Oldfield
 Slave Raider
 Midnight Oil
 Brenda Russell

FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN
 Aerosmith
 Lita Ford
 Robyn Hitchcock
 Sinead O'Connor
 White Lion
 Terence Trent D'Arby

KARMA / STEVE WILLIAMS / INDIANAPOLIS
 Zodiac Mindwarp
 Toto
 She's Having A Baby
 DaKrash
 Dan Reed Network

MOBY DISC / BOB SAY / LOS ANGELES
 Beatles CD's
 House Of Freaks
 Kingdom Come
 OMD
 Church

CAMELOT / LEW GARRETT / CANTON
 Boogie Boys
 Billy Ocean
 More Dirty Dancing

HARMONY HOUSE / SANDY BEAN / DETROIT
 Kingdom Come
 More Dirty Dancing
 Icehouse
 Deele

KEMP MILL / HOWARD AP-PLEBAUM / BELTSVILLE
 Guns & Roses
 AC-DC
 Church
 Megadeth
 Billy Ocean
 Robert Plant

MUSICLAND / DICK ODETTE / MINNEAPOLIS
 OMD
 Midnight Oil
 Kingdom Come



BREAKOUTS

**PEACHES MUSIC & VIDEO /
DEBBIE DODD / SEATTLE**

Woodentop
Morris Day
Nancy Griffith
Billy Ocean
Dan Reed Network

**RADIO DOCTORS / KATHY
STAMM / MILWAUKEE**

Robert Plant
Terence Trent D'Arby
Sinead O'Connor
Lita Ford

**RAINBOW / JIMMY HEIKKALA /
SAN FRANCISCO**

Kool Moe Dee
Flesh For Lulu
So
MC Hammer

**RECORD BAR / BUDDY DAVIS /
CORPUS CHRISTI**

Robert Plant
Pebbles
Kingdom Come
More Dirty Dancing
Joe Satriani
Pogues

**RECORD BAR / PAUL FUSSELL /
DURHAM**

More Dirty Dancing
Kingdom Come
Billy Ocean

**RECORD EXCHANGE / JOHN
SHAHINIAN / CLEVELAND**

Kingdom Come
More Dirty Dancing
Billy Ocean
Sinead O'Connor
Johnny Hates Jazz
Midnight Oil
Joe Satriani

**ROUNDUP / DON JENSEN /
SEATTLE**

More Dirty Dancing
Mason Williams
MARRS
Toto
Billy Ocean

**SAM GOODY-EAST / KEVIN
HARDT / EDISON**

More Dirty Dancing
Kingdom Come
Billy Ocean
Morris Day

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

David Foster
3
Biz Markie
Dan Hill
Joe Cocker
Wax UK

**SHOW INDUSTRIES / LORY
SHAW / LOS ANGELES**

Into The Woods
Kingdom Come
More Dirty Dancing
Billy Ocean
OMD

**SOUND OF / CY BARNES /
PHILADELPHIA**

School Daze
WC Wrecking Crew
Billy Ocean
Action Jackson

**SOUND WAREHOUSE / TRACY
DONIHOO / DALLAS**

Robert Plant
Terence Trent D'Arby
More Dirty Dancing
Joe Satriani
10,000 Maniacs

**SOUTHWEST WHOLESALE /
ROBERT RICHARDSON /
HOUSTON**

Beatles CD's
Skwares
Mantronix
Johnny B Goode

SPECS / CINDY BARR / MIAMI

James Taylor
Jody Watley
White Lion
MC Kool Rock
Jazzy Jeff
Beatles CD's

**STRAWBERRIES / JEFF COHEN /
BOSTON**

Morris Day
More Dirty Dancing
So
Pebbles
Guns & Roses
Pogues
Big Pig

**STREETSIDE / GREG MAR-
SHALL / ST. LOUIS**

Rick Astley
Debbie Gibson
She's Having A Baby
Henry Lee Summer
Def Leppard

**TOWER / KIM ZARDA / SHER-
MAN OAKS**

Rick Astley
Tiffany
Joe Cocker
She's Having A Baby
Last Emperor

**TOWER NATL. / STAN GOMAN /
SACRAMENTO**

More Dirty Dancing
Kingdom Come
OMD
Billy Ocean
Robert Plant
Morris Day

**TOWER/UPTOWN / STEVE
HARMON / NYC**

Beatles CD's
Biz Markie
Mike Oldfield
Godfathers
Toto

**TRACKS / DONNA AGRESTO /
NORFOLK**

Lyle Lovett
Morris Day
Jerry Harrison
Deele
Michael Bolton
Keith Sweat
Kingdom Come

**TRANSCONTINENT/RECORD
THEATER / JIM PRIMERANO /
BUFFALO**

Sinead O'Connor
Gamelon
Beatles CD's
Morris Day
Sisters Of Mercy

**TURTLES / BRUCE BECKWITH /
ATLANTA**

More Dirty Dancing
Kingdom Come
Billy Ocean
Biz Markie
Stacey Lattisaw

**UNIVERSAL ONE-STOP /
DEBBO HOUGHTON /
PHILADELPHIA**

Nick Lowe
Toto
Henry Lee Summer
Elisa Fiorillo
Roxanne

**WESTERN MERCHANDISERS /
KEN GRAHAM / AMARILLO**

More Dirty Dancing
Billy Ocean
Kingdom Come
Sir Mix A Lot
Toto
U2

ZIPS / RICK ANDRADE / TUCSON

Pat McLaughlin
Scarlet & Black
Biz Markie
3
Nick Lowe
5th Angel

HITS
Magazine
Your #1
Information
Source



TOP FIFTY ALBUMS

More *Dirty Dancing* is blowing out at the mass merchandising level this week while *Kingdom Come* is dominating as the hottest new record at retail. *Dancing* jumps from #27 to #7 while *Kingdom Come* bows in at #12 from #22. Also noteworthy, *Guns*

& *Roses* finally breaks into the top ten and Terence Trent D'Arby jumps from #20 to #15 and looks unstoppable. The highest debuting record on page two is *Billy Ocean* which chimes in at 35 with a hot single leading the way.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Holding the fort	151.2
2	2	GEORGE MICHAEL	FAITH	Columbia CSK 2850	Solid	94.1
5	3	MICHAEL JACKSON	BAD	Epic 40600	On tour now	67.9
3	4	TIFFANY	TIFFANY	MCA 5-793	New 45 hot	67.0
4	5	INXS	KICK	Atlantic 7 81796-1	Steady	63.6
9	6	ROBERT PLANT	NOW AND ZEN	Atlantic 90863	Smokin'	54.8
27	7	MORE DIRTY DANCING	SOUNDTRACK	RCA 6965	Flying out the door	45.7
7	8	DAVID LEE ROTH	SKYSCRAPER	W Bros WB 9 256 71-1	Steady	41.6
6	9	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7 81780-1	Slipped a bit	38.2
13	10	GUNS & ROSES	APPETITE FOR ..	Geffen M5624148	Cracks the top 10	34.9
8	11	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	Slipping	33.8
22	12	KINGDOM COME	KINGDOM COME	PolyGram 83536-1	Metal wonder	31.8
11	13	AC/DC	BLOW UP YOUR VIDEO	Atlantic 7 81828-1	Metal	30.0
10	14	GOOD MORNING VIETNAM	SOUNDTRACK	A&M SP 3913	Armstrong 45 leads	29.5
20	15	TERENCE TRENT D'ARBY	INTRODUCING THE...	Columbia 40964	Heading for the top	29.2
16	16	KEITH SWEAT	MAKE IT LAST	Elektra 60763-1	Crossover smash	27.5
12	17	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	On tour	26.4
18	18	WHITNEY HOUSTON	WHITNEY	Arista 8405	New single hot	25.9
15	19	STING	NOTHING LIKE THE SUN	A&M SP6402	Falling	25.4
14	20	RICK ASTLEY	WHENEVER YOU NEED	RCA 6822-1-12	Falling	24.6
23	21	WHITE LION	PRIDE	Atlantic 81768	Breaking big now	23.9
26	22	U2	THE JOSHUA TREE	Island 7-90581-1	Grammy winners	23.9
17	23	AEROSMITH	PERMANENT VACATION	Geffen 24162	Slipped this week	23.4
19	24	SALT & PEPA	HOT, COOL & VICIOUS	Next Plateau 1007	Down this week	23.2
25	25	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	On tour now	21.5

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



THEY LAUGHED. THEY PARTIED.
THEY LOVED
THE "NOVELTY" BUSTER.
BUT WAIT—IT'S HIS
SERIOUS SIDE EVERYONE'S
FLIPPING OVER.

**BUSTER
POINDEXTER**
AND HIS BANSHEES OF BLUE

**OH ME
OH MY**
(I'M A FOOL FOR YOU BABY)

JUST START PLAYING THIS
RECORD, AND YOU'LL HAVE
THE LAST LAUGH AS HE
CHANGES FROM "PARTY
ANIMAL" TO "CHARTBUSTER."

KRBE add

BREAKING AT:

Y95

**K104 WJAD
95XIL WJMX**





TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
24	26	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	Slipping	18.9
30	27	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	Up again this week	18.9
31	28	RICHARD MARX	RICHARD MARX	EMI/Manh 53049	New 45 hot	17.4
21	29	GEORGE HARRISON	CLOUD NINE	D.Horse/WB 9 25643-1	Falling now	17.3
28	30	WHITESNAKE	WHITESNAKE	Geffen 24099	Peaking	16.8
29	31	JAMES TAYLOR	NEVER DIE YOUNG	Columbia FC 40851	Falling	14.3
32	32	JODY WATLEY	JODY WATLEY	MCA 5898	Steady sales	14.1
42	33	GEORGE STRAIT	IF YOU AIN'T LOVIN'	MCA 42114	Taking off	13.3
35	34	SINEAD O'CONNOR	THE LION AND THE	Chrysalis BFV41612	Mass appeal now	12.7
--	35	BILLY OCEAN	TEAR DOWN THESE	Jive/Arista JL-8495	Multi format	11.2
46	36	MORRIS DAY	DAYDREAMING	Reprise 25651-1	Hot urban	9.9
34	37	PHANTOM OF THE OPERA	ORIGINAL CAST	PolyGram 831273	Sliding now	9.5
37	38	MIAMI SOUND MACHINE	LET IT LOOSE	Epic 40769	Hot 45 leads	8.9
33	39	EXPOSE	EXPOSE	Arista AL 8441	Nice run	8.9
40	40	DEELE	EYES OF A STRANGER	Solar #B70015 (Cap)	Hot crossover	8.2
36	41	LINDA RONSTADT	CANCIONES DE...	Elektra 60765	May have peaked	7.9
38	42	FOREIGNER	INSIDE INFORMATION	Atlantic 7 81808-1	Slipping	7.4
43	43	GREAT WHITE	ONCE BITTEN	Capitol ST 12565	Steady	7.3
39	44	GEORGE THOROGOOD	BORN TO BE BAD	EMI/Man B 146973	Rock sales	6.6
45	45	CHER	CHER	Geffen 24164	Comeback	6.5
47	46	MEGADETH	SO FAR, SO GOOD,	Capitol CT 48148	Metal	6.4
49	47	PEBBLES	PEBBLES	MCA 42094	Crossover	5.9
44	48	GLADYS KNIGHT	ALL OUR LOVE	MCA 42004	Falling some	5.1
48	49	LA GUNS	LA GUNS	Vertigo 834144-1	Metal	4.7
--	50	K.T. OSLIN	80'S LADIES	RCA 5924-2-R	Hot Grammy performance	4.4

LITA FORD (RCA)
 JOE SATRIANI (Relativity)
 INTO THE WOODS (RCA)

NEXT UP

MICHAEL BOLTON (Columbia)
 MICHAEL COOPER (Reprise)
 TOTO (Columbia)

ON APRIL 15, YOU CAN HELP TURN THE TIDE.



Join an all-star crew of radio and music stars
aboard the super-yacht *Princess* for the *First Annual
Radio Roast* to support The T. J. Martell Foundation
for Leukemia, Cancer and Aids Research.

A Hot Time Is Guaranteed For All!!!



The Honoree:
KID LEO of WMMS,
Cleveland
The Host:
SCOTT SHANNON
of Z100, New York
Friday, April 15
(The night before
The Martell Dinner)
Cocktails: 7 P.M.
Dinner: 8 P.M.
(Dress Informal)

Tickets:
\$100 per person
Make your
tax deductible check
payable to:
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DENNIS LAVINTHAL
Hits Magazine
818-501-7900
JOHN SCOTT
Music Awareness
818-883-7625

MOVIE SCORES



TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 GOOD MORNING VIETNAM	4.4m	2767	91.0m	Soundtrack & Louis Armstrong 45 on A&M
2 VICE VERSA	4.0m	3307	4.0m	—————
3 MASQUERADE	3.5m	3398	3.5m	—————
4 OFF LIMITS	2.8m	2047	2.8m	—————
5 MOONSTRUCK	2.7m	2301	49.3m	—————
6 FRANTIC	2.6m	2469	12.2m	Soundtrack on Elektra
7 THREE MEN AND A BABY	2.5m	1893	147.5m	—————
8 MOVING	2.4m	1732	7.5m	—————
9 SHOOT TO KILL	2.0m	1956	24.2m	—————
10 SWITCHING CHANNELS	1.9m	2003	5.8m	—————

WAVELENGTH



by Lenny Beer & Mike Murphy

Big news from Beantown has afternoon jock **Tom Jeffries** landing the PD job at **Z94**..... **KWSS** San Jose has upped Research Director **Rich Anhorn** to MD. In addition, afternoon drive man **Barry Beck** has assumed the Asst. PD role..... Major rumors flying out of Tennessee have **KWLN** Memphis leaning from Album Rock to Top 40. Meanwhile in Nashville lots of talk of changes at Pop Adult **WLAC**. Stay tuned..... And yes that is **Waylon Richards** booming

over the air at **KFI** Los Angeles. Waylon's still in the market for a programming gig and can be reached at (619) 758-0183. Heavy breathing calls are encouraged..... **Hollywood Harrison** has segued from **KQID**, Alexandria, LA to the PD slot at **KNAN** in Monroe, LA..... There are a couple of changes at **WTNZ** in Knoxville as PD **Tom Miller** is upped to General Manager, with **Jeff Freeman** now handling programming chores..... **Fred Hendrickson** has taken over GM duties at

KOKZ in Waterloo, IA..... There's a new crew at **WYYS** in Columbia, SC as **Joey Mahon** takes over as PD with **G. Michal** (*yes, it's Michal*) **Keating** assuming the MD spot..... **WGLF** in Tallahassee goes from Top 40 to Album Rock as you're reading this..... Former **WPHR** Cleveland morning man **Kurt Monday** moves to **WZZU** in Raleigh..... **KKAZ** Cheyenne has a new morning team of **Scott Bird** and **Tom Kelly**..... **Tawnya Chase** is flying from weekends at The

Eagle in Dallas to Middays at **KAKS** Amarillo..... Former **OK100** MD **Steve Wilkins** has landed part-time at **98PXY** in Rochester. He's still looking for a fulltime gig. He can be reached at (607) 257-2970..... And finally, **Spanky McFarland** was always a welcome visitor to the **HITS** office — he was always ready and willing to take part in some kind of fun. All of us here are deeply saddened by his death, and we offer the most sincere condolences to his family.

GODFATHERS

BIRTH



SCHOOL

WORK



DEATH

**SUNNY JOE WHITE,
PD, WXKS, BOSTON, MASS.—**

"If you're looking for new music, look no further. 'Birth, School, Work, Death' is the type of post-modern rock you have been waiting for. Destined to become 1988's First Rock 'n' Roll Anthem!! It makes my station sound fresh!"



TOP 10 POST MODERN AND READY TO CROSS!

Epic

MTV BIZ BUZZ

MUSIC TELEVISION®

MARCH 21, 1988

VOLUME 1 NO. 3

THE GREAT WHITE WAY

We all know there's no way to guarantee success of a new act. Or is there? Examine these examples of now-popular groups getting airplay on MTV™: Whitesnake (Geffen), White Lion (Atlantic), Great White (Capitol). Notice a pattern here? Any day now we're expecting to hear from groups with names like "The Great White Hope" or "Whitey and the Whiteheads" or "White Christmas" or "Little White Lies" or "White Elephant" or "Tuna On White."

CONGRATS HALL OF FAMERS

MTV would like to take time out from promoting ourselves to express our heartfelt congratulations to all the new inductees into the Rock 'n' Roll Hall of Fame. Congratulations to all! You finally have the recognition you deserve. And MTV was very honored to be asked to participate in this historic event by producing video segments for the ceremony. Thank you Hall of Fame for that privilege, and thanks to all the inductees who've made life in this business such a blast.

COMING SOON TO A MALL NEAR YOU!

MTV's Museum of UnNatural History™ is on the road! Making good use of our country's wealth of shopping malls, this travelling show of rock 'n' roll regalia kicked off its six-month tour in Atlanta. From there to Miami, where Floridians flocked to see the "dynamic interplay between music, fashion, style, and technology." Now on to Houston, Phoenix, San Diego, Portland, Seattle and many more. We'll be working with you music biz folks to book celebrity guests to appear along the tour, both established and breaking artists. And since most malls have record stores, expect the increased traffic to beef up retail sales of the artists featured in MTV's Museum. See you at the mall!

NEW AWARD FOR RECORD RETAILERS

Receiving awards is always fun, but everyone knows "Tis better to give than receive." This month at NARM, an award is going to Music Plus. It's our first annual "MTV Music Merchandisers Award." What is the MTV MMA? The award honors outstanding achievement by retailers in supporting MTV's efforts to help you sell records. You help us help you and you win!

Music Plus stood out as the sole record retailer for tickets to the 1987 MTV Video Music Awards. They included MTV in all of their local marketing efforts. They put VMA displays in 50 locations. And they co-sponsored a contest sending a winner to the VMA show. According to Music Plus, "Being the retailer for the VMA's contributed tremendously to the increased traffic that made 1987 our biggest year ever."

