

H

I

T

S

TOURS DE FORCE

See Page 11

WINNERS

FLASHMAKERS

BELINDA CARLISLE (MCA)

RICHARD MARX (MANHAT)
DAVID LEE ROTH (WB)
STING (A&M)

CROSSOVERS

DEF LEPPARD (POLY)

GLADYS KNIGHT (MCA)
TERENCE D'ARBY (COL)
KEITH SWEAT (ELEKTRA)

EARPICKS

MICHAEL BOLTON (COL)

RICHARD MARX (MANHAT)
DEF LEPPARD (POLY)
KEITH SWEAT (ELEKTRA)

BREAKOUTS

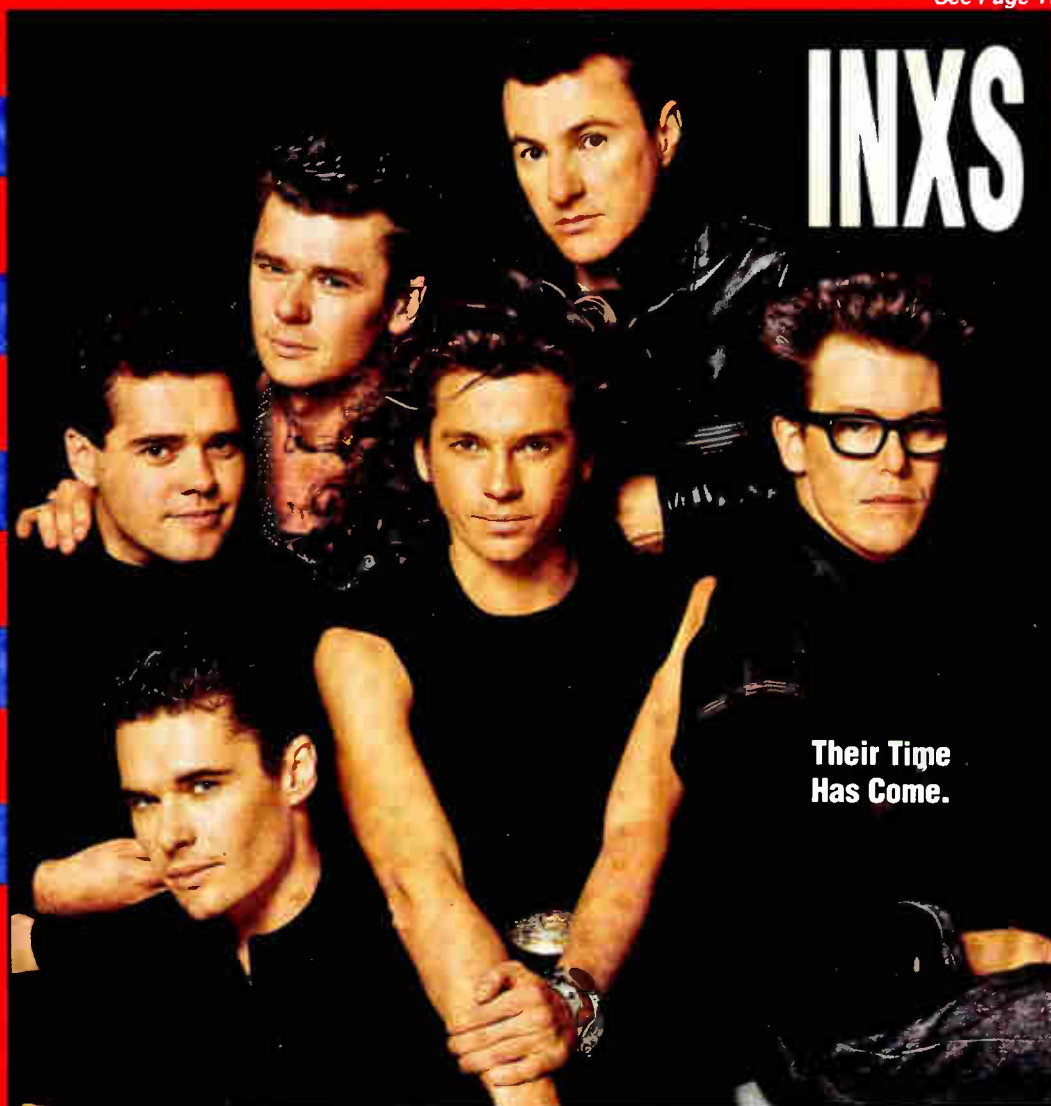
RICK ASTLEY (RCA)

TAYLOR DAYNE (ARISTA)
EURYTHMICS (RCA)
KEITH SWEAT (ELEKTRA)

WILDCARD

KEITH SWEAT (ELEKTRA)

Giant crossover smash is heading straight for the top. See Page 10 for details.



HOT NEW RELEASES

AEROSMITH "ANGEL" Geffen 7-28249
COMMUNARDS "GOODBYE" MCA 53224
DA KRASH "WASN'T I" Capitol 44107
DEBBIE GIBSON "BLUE" Atlantic 789129
KANE GANG "LOOK" Capitol 4415

ALEXANDER O'NEAL "NEVER" Tabu 254-076
SPAGNA "CALL" Epic 34-07706
SUPERTRAMP "FREE" A&M 2996
STEVIE WONDER "KNOW" Motown 1919MF
GERRY WOO "LONG" PolyGram 887126-7



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WILDCARD!

KEITH SWEAT

**EARPICKS WINNER!
CROSSOVERS WINNER!
BREAKOUTS WINNER!
DEBUT 49 HITS TOP FIFTY
SINGLES!
5-4 R&R U/C!**

WCZY	add	WNNK	add
WEGX	add	WPST	add
KZZP	add	WNYZ	add
Q106	add	WRCK	add
KWSS	add	WFMI	add
PWR99	add	WZKX	add
KATD	add	WKLO	add
KROY	add	KIXY	add
WDJX	add	WJAD	add
WBCY	add	K106	add
Y106	add	KFOX	add
WBBQ	add	PWR105	add

AVERAGE MOVE	REQUESTS (1 to 10)	MS SALES (1 to 10)
5.23	7	8

"I WANT HER"

*from the debut album,
Make It Last Forever.*

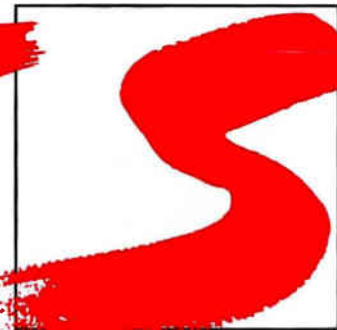
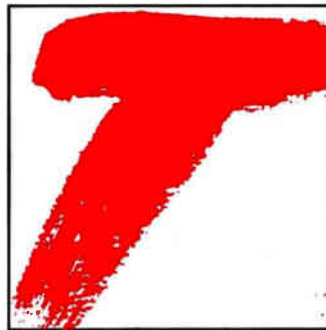
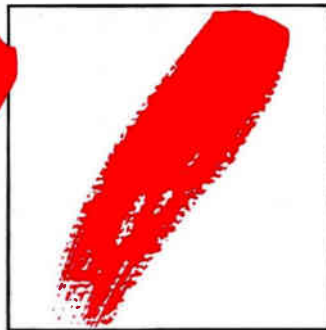
- The single is already a Top 5 R&B track in R&B and Billboard
- Over 150,000 LPs sold
- **CROSSING OVER NOW—**
Billboard Pop Albums 133*
Billboard Pop Singles D-77*

*Produced by Keith Sweat
Executive Producer: Vincent Cross*



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CASSETTES, COMPACT DISCS
AND RECORDS.**

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He who laughs last laughs best. EMI-Manhattan rookie of the year Richard Marx, ineligible for a Best New Artist Grammy nomination on a technicality, takes out his revenge with this weeks' Most Added record, "Endless Summer Nights." Sure, it's a curious choice to release in the middle of January, but not even the wrong season can stop this Marx-man, who should garner his share of awards anyway.



4

SINGLES

Michael Jackson hits three in a row and he tops the chart once again. Teen superstar Tiffany and new rock hotshots INXS are close behind. As for George Michael, he has one just leaving and one coming on strong.



34

DIALOGUE

Chrysalis Chairman Chris Wright prefers to remain behind the scenes, but Hits' Paul Iorio draws out the veteran record guy long enough to find out it's the artists on his label who really turn him on.

43

Music Director Jack Silver has helped implement the "Big City" sound at L. A.'s ratings heavyweight KIIS. Hits' young turk Jon Leshay is all ears.



44

SPOTLIGHT

The soundtrack for "Less Than Zero" has proven considerably more than the sum of its parts. Correspondent Gerrie Lim takes the record over the book and the movie.



54

ALBUMS

George and Tiffany, Tiffany and George, bounce-bounce-bounce around with George Michael back on top by just a bit this week.

FLASHMAKERS 24 CROSSOVERS 28 REQUESTS 32

Carlisle, Marx, Roth and Sting. Def Leppard & Gladys Knight lead. George Michael is hot again.

EARPICKS 38 BREAKOUTS 52

Michael Bolton is hot. Rick Astley has crossed the Atlantic.

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LETTERS 21 MOVIE SCORES 57 WAVELENGTH 57
BEAT'S ME 46 TOP TENS 49 RERAP 46



TOP FIFTY SINGLES

Michael Jackson is back on top where he belongs. "The Way You Make Me Feel" is the third consecutive #1 hit from the "Bad" album. Not "Bad" for a start, and lots more hits are on the way lead by "Man In The Mirror", the next release. Also,

note the incredible 40 to 18 jump on the M/A/R/R/S single, "Pump Up The Volume". It's selling like crazy and could go one if it closes at radio!

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	MICHAEL JACKSON	THE WAY YOU MAKE	Epic 34-07645	Third number one
4	2	TIFFANY	COULD'VE BEEN	MCA 53231	Huge single sales
5	3	INXS	NEED YOU TONIGHT	Atlantic 7-89188	Solid
6	4	BANGLES	HAZY SHADE OF WINTER	Columbia 38-07630	Soundtrack hit
1	5	GEORGE HARRISON	GOT MY MIND SET	WB/D. Horse 7 28178	New single due
3	6	WHITNEY HOUSTON	SO EMOTIONAL	Arista AS 1-9642	Slipping now
10	7	EXPOSE	SEASON'S CHANGE	Arista 9640	Biggest one yet
9	8	ELTON JOHN	CANDLE IN THE WIND	MCA 53196	Turning Lp around
11	9	ROGER	I WANT TO BE YOUR ..	Reprise 7-28229	Crossover smash
8	10	TAYLOR DAYNE	TELL IT TO MY HEART	Arista 9612	Lp getting hot now
7	11	GEORGE MICHAEL	FAITH	Columbia 38-07623	New 45 breaking
15	12	PRINCE	I COULD NEVER TAKE	WB/Paisley Pk 7-28288	Selling now
17	13	ERIC CARMEN	HUNGRY EYES	RCA 5315-7-R	2nd 45 from Dirty Dancing
23	14	SALT 'N' PEPA	PUSH IT	Next Plateau/50063	Dance smash
20	15	PET SHOP BOYS	WHAT HAVE I DONE	EMI/MANH 50107	Selling singles now
18	16	HEART	THERE'S THE GIRL	Capitol 44089	Strong increases
19	17	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia 38-07663	Title cut
40	18	MARRS	PUMP UP THE VOLUME	4th & Broadway 7452	Dance smash
21	19	NATALIE COLE	I LIVE FOR YOUR LOVE	EMI/Manhattan 50094	Adult winner
22	20	PAUL CARRACK	DON'T SHED A TEAR	Chrysalis 43164	Veteran vocalist
29	21	FOREIGNER	SAY YOU WILL	Atlantic 7-89169	Breaking
24	22	MEN WITHOUT HATS	POP GOES THE WORLD	PolyGram 888 859-7	Gaining
25	23	NEW ORDER	TRUE FAITH	Qwest/WB 7-28271	Breakthrough record
30	24	FLEETWOOD MAC	EVERYWHERE	Warner Bros 7-28143	Breaking quickly
27	25	STRYPER	HONESTLY	Enigma 75009	Hot rock

(Based on a combination of sales and airplay)

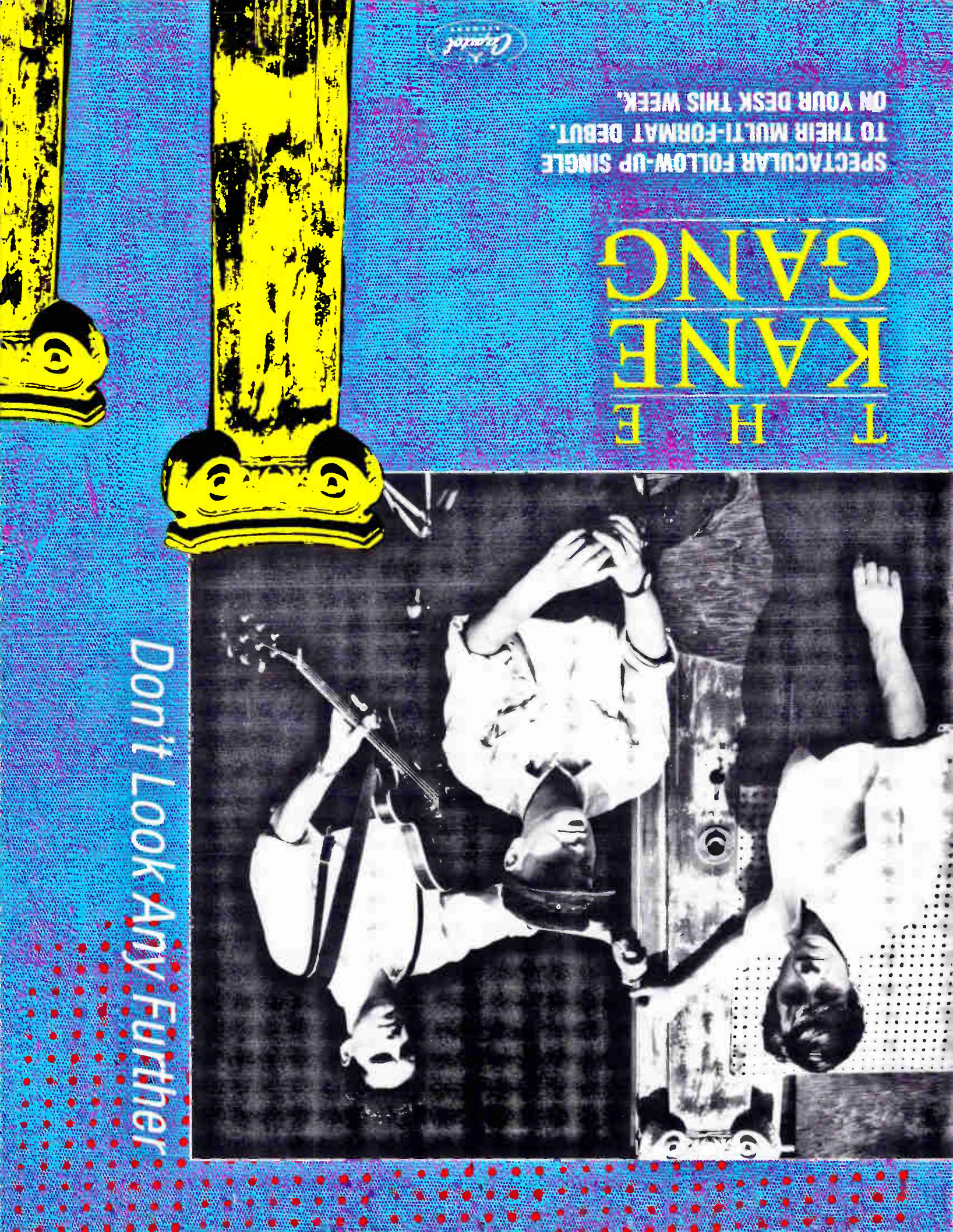


SPECTACULAR FOLLOW-UP SINGLE
TO THEIR MULTI-FORMAT DEBUT.
ON YOUR DESK THIS WEEK.

T H E K A N E G A N G



Don't Look Any Further





TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
26	26	ICEHOUSE	CRAZY	Chrysalis 43156	Steady
12	27	DEBBIE GIBSON	SHAKE YOUR LOVE	Atlantic 7-89187	New single shipping
13	28	WHITESNAKE	IS THIS LOVE	Geffen 7-28233	Peaking
35	29	RICK ASTLEY	NEVER GONNA GIVE ...	RCA 5347-7	European smash
33	30	CHER	I FOUND SOMEONE	Geffen 7-28191-A	Comeback
37	31	PATRICK SWAYZE	SHE'S LIKE THE WIND	RCA 5363-7	3rd 45 from Dirty Dancing
14	32	STEVE WINWOOD	VALERIE	Island/WB 7-28231	Over
36	33	MIAMI SOUND MACHINE	CAN'T STAY AWAY FROM	Epic 34-07641	Hot request record
16	34	JC MELLENCAMP	CHERRY BOMB	PolyGram 888 934-7	Falling
44	35	GEORGE MICHAEL	FATHER FIGURE	Columbia 38-07682	Third smash
28	36	LAURA BRANIGAN	POWER OF LOVE	Atlantic 7-89191	Peaked
43	37	COVER GIRLS	BECAUSE OF YOU	Sutra SF 819	Hot urban
41	38	SQUEEZE	853-5937	A&M 2994	Big airplay
47	39	BELINDA CARLISLE	I GET WEAK	MCA 53242	Follow up smash
46	40	GLADYS KNIGHT	LOVE OVERBOARD	MCA 53210	#1 black
42	41	BILLY IDOL	HOT IN THE CITY	Chrysalis 43203	Steady
48	42	BUSTER POINDEXTER	HOT HOT HOT	RCA 5357-7-R	Gaining
50	43	BOY GEORGE	LIVE MY LIFE	Virgin 7-99390	Crossing urban
31	44	AEROSMITH	DUDE LOOKS LIKE A ..	Geffen 7-28240	Peaked
--	45	DAVID LEE ROTH	JUST LIKE PARADISE	Warner Bros 7-28119	Sweeping radio
49	46	YES	RHYTHM OF LOVE	Atco 7-99419	Hot rock
--	47	DAN HILL	NEVER THOUGHT	Columbia 38-07618	Hot adult record
--	48	STING	BE STILL BY BEATING	A&M AM-2992	Follow up to smash
--	49	KEITH SWEAT	I WANT HER	Elektra 7-69431	Wildcard
--	50	EURHYTHMICS	I NEED A MAN	RCA 5361-7	Hot rock

MICHAEL BOLTON (Columbia)
RICHARD MARX (EMI/Manhattan)

NEXT UP

DEF LEPPARD (PolyGram)
JETS (MCA)

(Based on a combination of sales and airplay)

ATTENTION!

Smash European Artist!

SPAGNA

(Pronounced Spania)

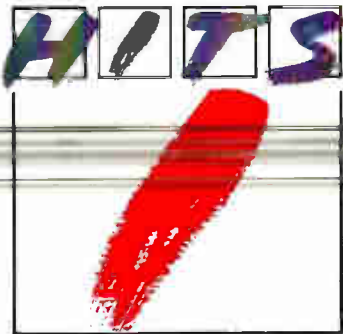


*The Next
Hot Import!*

*Her new Single
"Call Me"
from the
forthcoming LP
Dedicated to
The Moon*

*Coming off the million seller
Easy Lady which topped the charts
in France • Italy • Spain •
Switzerland • Germany*

Epic



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I.Q. Check

First MCA (Do they own us?) flashed it in the year-end issue, now those knuckleheads from Capitol and their hot act Great White feel the need to exhibit their individual I.Q.'s in yet another prime example that this really is the "new" Capitol. The occasion is a party celebrating Great White hitting the gold mark. Everyone in the shot covered one eye so they wouldn't be disturbed by the flash bulb (think about it).



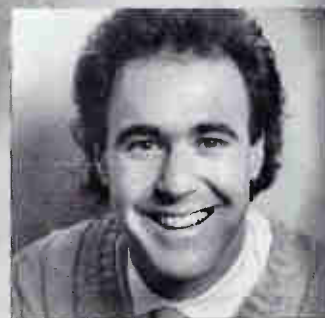
Pic Of The Week

Bisceglia, Coakley, New Arista Veeps

Arista Records has tapped *Hits* favorite whipping boy Rick "Don't Call Me Donnie Jr." Bisceglia as Vice President, Pop Promotion, and Sean "Don't Call Me Anything, You Top 40 Bozos" Coakley as Vice President, Album Promotion.



Rick Bisceglia — *His nostrils flare when he talks about Mary Tyler Moore.*



Sean Coakley — *Has sexual fantasies about Dr. Ruth Westheimer.*

WILD CARD

**KEITH SWEAT
(ELEKTRA)**

The early jumps reflect the sensational single and album sellthrough on this scorching hot new artist. Z100 23-16, PWR95 11-10, HOT103 13-6, KMEL 25-16, KMGX 28-21, KIIS Deb 21, and adds including WEGX, WCZY, PWR99.7, WBCY, WBBQ, KWSS, KATD, Q106 and KZZP. New VP Brad Hunt has his first runaway. Go for it!

Both men report to Arista Senior Vice President Marketing and Promotion Don "I Can't Walk By A Mirror Without Stopping" Ienner.

Bisceglia recently held the post of Senior Director, National Pop Promotion. He's been with the label since 1981. Coakley has been with Arista since 1983, most recently serving as Senior

Director Album Promotion.

Bisceglia told *Hits*, "It's an honor to work for such a great team, and under the leadership of such a dynamic person as Mr. Ienner — did I say that O.K., Donnie?"

Coakley told *Hits*, "It's an honor to work for such a great team, and under the leadership of such a dynamic person as Mr. Ienner — did I say that O.K., Donnie?"

FRONT PAGE

C o v e r S t o r y

Superstars Hit The Road

It's time to kiss up to your favorite record company connection as some big guns are rolling out for a surprisingly hot winter of touring.

The big news last week was, of course, the announcement that **Bruce Springsteen** would be hitting the road — and that's always cause for pandemonium.

It's called "Bruce Springsteen & The E Street Band — The Tunnel Of Love Express Tour," and despite the lack of details, anticipation is running expectedly high. "Cities and venues are still being worked out," said Columbia Vice President of Marketing, East Coast **Jack Rovner**. "All the details should be announced in the next couple of weeks."

According to Springsteen's management, the venues will be indoor arenas "similar to the beginning of the *Born In*

The U.S.A. tour," and will span "20 to 25 cities" with the dates still pending.

Meanwhile, **Michael Jackson** continues his record breaking world tour with a recently announced U.S. leg.

Jackson, incidentally, has just spawned his third #1 single off the "Bad" album with "The Way You Make Me Feel."

Dates have already been slated for Kansas City (Feb 23-24); New York City (March 3-6, with the opening night to benefit the United Negro College Fund); and St. Louis (March 12-13).

The Jackson camp expects more dates and venues to be announced shortly.

"We're ecstatic over the success of the tour in Japan, Australia and the U.K.," said Jackson's Manager **Frank Dileo**. "We're really looking forward to touring the states."

Another biggie hitting that

lonesome highway is A&M's **Sting**, who starts a monster tour Jan 20 at the Sundome in Tampa, Fla. and ends 45 shows later at the Coliseum in Portland. Among the cities on the itinerary: Atlanta, Nashville, Philadelphia, Boston, New York, Los Angeles, Cleveland, Chicago, Detroit and on and on and on.

The Sting-man will spend April 21 through June 30 touring Europe.

However, the big anticipation is already growing for a tour that hasn't even been officially announced yet. It's expected that sometime this summer, **George Michael** will come stateside for his first appearance here as a solo artist. "We're putting it together now, and we'll make an announcement when it's all in place," said Michael's co-manager **Michael Lippman**, who said he was shying away from stadium



Frank Dileo — *Back in the good 'ol U.S. of A.*

dates, "to really give the people a chance to see the show, and see George as a live performer."

"We could do stadiums," Lippman concluded. "But he's only 24-years-old. There's plenty of time."

As for other major tours on the horizon, look for biggies from **Whitesnake**, **AC/DC** and **Scorpions** to really bang things a round a bit.

Arista's Championship Season



Those crazy, crazy folks at Arista celebrated their best year ever at their 1987 convention in Maui. Pictured in **Photo 1**: Arista President **Clive Davis** apologizes to the troops, explaining that all facilities in Weehawken, New Jersey were booked, subsequently the convention was forced to be held in Maui. **Photo 2**: Sr. Vice President Marketing and Promotion **Don Jenner** takes a



special opportunity to prove to the staff, once and for all, that he does have a neck. **Photo 3**: Sr. Vice President **Roy "I Shave Twice A Week Now" Lott**; President **Clive Davis**, and **Ol' What's His Name** hold a plaque presented to the label topper for nine Top 10 singles in 1987.

Mystery Beak of The Week



Gosh, we really fooled you guys last week, with our Mystery Beak. Star Manager **Bill Siddons** called to say it was definitely **Larry Solters**. That was the same answer given by **Connie Hillman** and **Carol Sidlow**. **Andy Preston** of **KPOI** in Honolulu was convinced it was **Mick Fleetwood**, while **Innerview's Steve Taylor** knew it was **Frank Zappa**. Wrong guys. Last week's Beak was none other than Columbia's **Marc Benesch** (left). We did have some winners though and when we finally end this nonsense we'll draw one and award the poor sap with a lifetime subscription to *Hits*. As for this week — can you name the prominent honker on the right? Call the **BEAK HOTLINE** — (818)501-7900 and maybe you'll be a winner (loser?) of the subscription.

Grammy Time

As you read this, the Grammy nominations will have already been announced. Of course, we went to press a day earlier, so we'll be sucking down our margaritas come nom time. Don't fear, *Hits* (Your #1 Source For Grammy Madness) will have a rundown of all the action next week.

Hum a Few Bars

Yugoslav folk singer **Vera Nonin** was sentenced to 60 days in jail for refusing a patron's request to sing a song praising the late President and founder of communist Yugoslavia, aptly titled, "Comrade Tito, We Pledge To You That We Will Not Swerve From Your Path."

This Week On Top Of The Pops

U.S.

Belinda Carlisle
Gloria Estefan
Gene Loves
Jezebel
Salt 'n' Pepa
B Poindexter



Fridays On CBS-TV

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

U.K.

Depeche Mode
Jellybean &
Elisa Fiorillo
New Order
Sisters Of
Mercy

HOT TOPICS

C.D. Pricing

Last week's initial installment raised the issue of how CD pricing will affect the configuration's continued growth. Many retailers are insisting the labels must adjust their CD prices so that the format can reach beyond the affluent buyer to the mass consumer. Last week, **CEMA** and **WEA** both declared their intention to reduce the list price on selected catalog and front-line product. Predictably, retailers were ecstatic, and, according to sales executives, the best is yet to come. But don't hold your breath for the cost of new superstar product on CD to be competitive with either album or cassette in the near future.

Doug Smith, National Record Mart: "We really have to applaud **WEA** for being the first to really go in there and drop prices on premium titles. The other labels will have to follow suit now. You can't sell **Led Zepelin** for \$12.98 and, say, the **Beat Farmers** for \$16.98, can you?"

Lew Garrett, Vice President, Purchasing, Camelot: "We, along with other retailers, have virtually 'hit the wall' on CD pricing, so we are extremely pleased at the step of reducing prices. In some cases, we are able to show a difference of five dollars for something on sale, compared to before."

Henry Droz, President, WEA Distribution: "Just a year ago, every CD in our catalog was priced at \$15.98. As supplies increased, more plants came on line and more

CD players were sold, we began to build an abundance. We must continue to make the CD attractive to the consumer. We came to the realization that not everything should be at \$15.98. We are now applying the concept of variable pricing to CD's, just as we do for albums and cassettes. The individual labels will determine the price of front-line CD product. Some will be at \$15.98, some at \$14.98, some at \$13.98 and some at \$12.98."

Paul Smith, Sr. VP/GM, Marketing, CBS Records: "We have three-tier pricing, with a low-end, mid-line and front-line. I do not see reducing prices on front-line, CD superstar product in the near future. I do see a move toward making catalog items more affordable. We expect, by midyear, to have 40% of our entire catalog available at the lower price, 40% at the mid-price and only 20% at the high end. Of course, those will be mostly our best-sellers, but once they've had their first run, they'll quickly be moved to the more moderate price range. There will be brand-new releases coming out in all three price categories, but that is up to the individual labels. We have been in the forefront of the price move on CD's. At last year's NARM, we were the first to come out with budget pricing. But the CD costs more to manufacture. The packaging alone is a major difference. I doubt that the CD will ever be comparable in price to the album and cassette."

ICE STORMS IN THE SOUTH. SNOW IN MALIBU.
WARSHIPS IN THE PERSIAN GULF. AIRPLANES
CRASHING. HITS MAGAZINE IS STILL PUBLISHING.

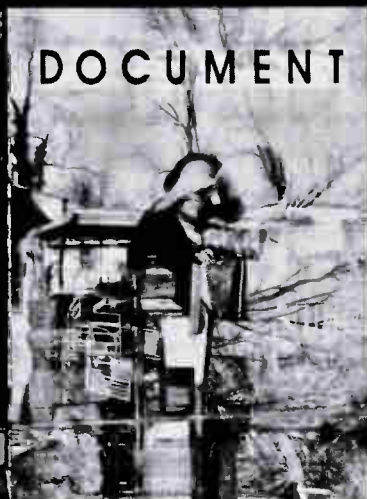
ITS THE END OF THE WORLD AS WE KNOW IT (AND I FEEL FINE)

THE NEW **R.E.M.** SINGLE
FROM THE **PLATINUM** L.P., DOCUMENT

R.E.M. NO.

5

DOCUMENT



CROSSOVER!

24 HITS TOP FIFTY ALBUMS!

WMMS add
KATD add
WRNO add
WGH-FM add
KIYS add
KZOU add
Z104 add
WKQB add
KFBQ add

WNYZ add
WRCK add
KKXL add
WSPT add
WKLQ add
WPFM add
KKXX add
KTMT add
KOZE add

KITS 25-11
KKRC 36-28

BREAKING AT:
KCPX
KZZU

PRODUCED BY SCOTT LITT AND R.E.M.



I.R.S.

IRS-42059



ON RECORDS By Lenny Bear

Ten Of Note

This column is usually reserved for analysis and speculation on the super hits; however this week is a good time to ponder a group of interesting albums in intermediate stages. Some are new and developing, while others have done well and are fighting to extend their shelf lives. All are at important crossroads.

Geffen's **Guns 'N' Roses** leads the way with a sales pattern that had been hovering just outside the Top 50 sellers during the Xmas season and now has stepped up into the big time. Heavy metal with a dirty edge is their thing, and even without a hit single in sight the sales keep pouring in. They will be a band to reckon with in '88.... **White Lion** (Atlantic) is another coming from heavy metal country, however their sound is more mass and single success could be near. We sense that the next month will tell the tale.... Also from the hard side is **Anthrax** (Megaforce/Island). They are becoming well-known at retail, although their overall image persona is not yet developed. They are, however, selling lots of records.

Five acts that have sold well in the past months, slowed, and are again becoming active in the marketplace are.... **Alexander O'Neal** (Epic), who will be heading for platinum status behind an exciting new single release—a duet with **Cherrelle**. This multi-format winner will rocket this project back to current status.... **Great White** (Capitol) is another on the

verge of platinum status. Their new single is gaining ground and, with the impetus of its video partner, should do the trick.... **New Order** (Qwest/WB) has had their most successful album to date and its first hit single. One more cut (“Blue Monday”) could send this one into orbit.... **Depeche Mode** (Sire/WB) is another band that has been selling, and is about to resurge. Its current single is following a pattern similar to New Order and its elpee is gaining again.... **Swing Out Sister** (PolyGram) had instant success with a Top Five single and strong debut album sales. Now with a second cut gaining at radio and video, the album is moving again.

Finally, two great new acts are worth noting.... **Love & Rockets** (RCA) has been a college radio winner and has been selling well since release. Now, as the label takes its run at Album and Top 40 radio, developments should be watched closely.... And international star **Terence Trent D'Arby** (Columbia) has quietly been selling albums and gaining critical approval since his release in the states. Now his 2nd single is gaining at Top 40 and Black radio and the album is gaining again.



Alexander O'Neal — Ready for platinum status.

We Goofed (Again)



*In Hits' now legendary year-end gala issue (you know, the one at the bottom of your bird cage), we're afraid that some of the label profiles suffered because there weren't enough amphetamines to go around the office. And so it was that we said that **Kathy Kenyon** (Island VP of Artist Development) (left) guided Island's slew of successful indie labels (4th & Broadway, etc.), when it was indeed **Cathy Jacobson** (center) who deserves the accolades. Hits has since discovered that both Jacobson and Kenyon are posers, and the real force at the Island distributed labels is the legendary **Tipper** “The Way I Walk Has Nothing To Do With A Brick” **Gore** (right — We're Talking Far Right).*

NARAS Nixes Marx

EMI-Manhattan's **Richard Marx** will not be eligible for a Best New Artist Grammy nomination despite the fact his first single had the highest number of radio adds ever for a debut because of the same technicality that knocked out **Whitney Houston**. Because Marx recorded a number for the film soundtrack, “Nothing In Common” as an unsigned demo singer two years ago, NARAS has declared him ineligible for the category of “Best New Artist.”

Will He Luge, Too?

Bryan Adams hits the road again this month with a show in Anchorage, Alaska, before beginning a series of ten sold-out dates in Japan, including five nights at Budokan. The rocker then returns to his native Canada to play an exclusive show for the Olympic athletes and trainers in Calgary on February 20.

We Hate This



*You know, some of you have accused us of taking a sexist slant in some of our copy, and we're going out of our way to make sure none of that stuff happens in this rag in '88. That's why we really deplore this picture of 100KHI, Ocean City Maryland PD Hitman **McKay**, who is obviously your standard pig-headed male. This kind of thing makes us sick.*

YOU WILL KNOW

THE
NEW
SINGLE
FROM
STEVIE'S
PLATINUM +
ALBUM

7" 1919MF

BACKED
WITH
SPECIAL
INTERVIEW

FOR
RADIO
ONLY

3" PR-222MD

MINI-CD
AVAILABLE
FOR
SELECTED

RADIO
PROMOTIONS

SEE
YOUR
MOTOWN
REPRESENTATIVE

CROSSOVER!

22-19 HITS TOP FIFTY ALBUMS!

CHARACTERS

ALSO

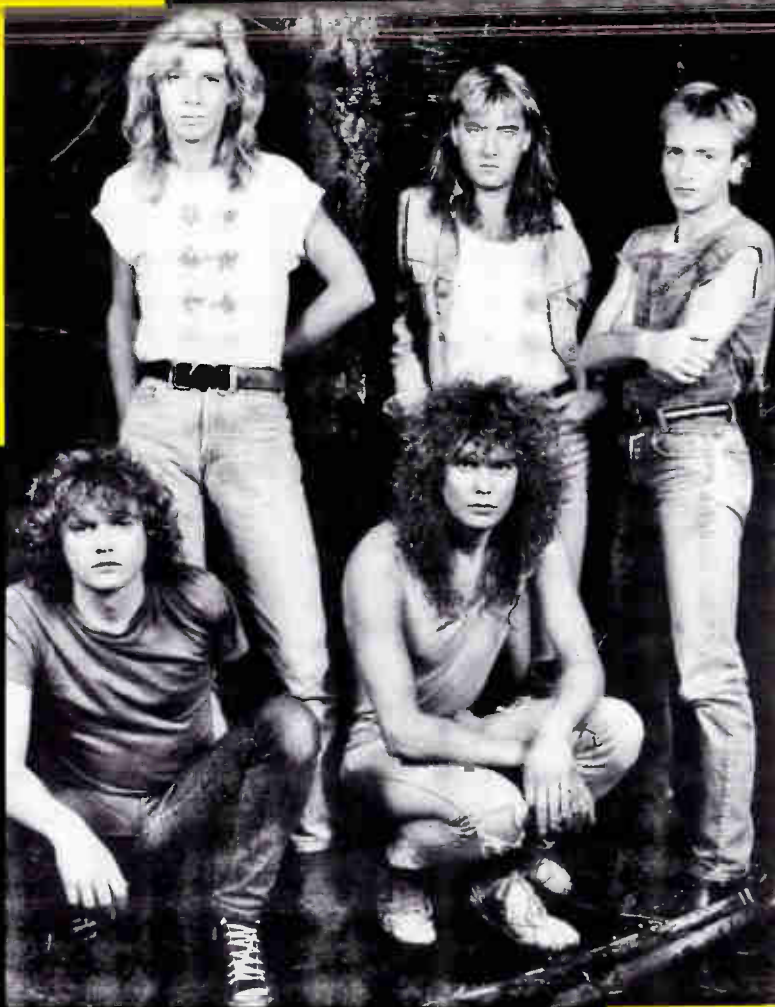
FEATURES

"SKELETONS"



© 1988 Motown Record Corporation

DEF LEPPARD



HYSTERIA

CROSSOVERS WINNER!
EARPICKS WINNER!

8 HITS TOP FIFTY ALBUMS!
9* R&R AOR Tracks!
Most Added!

HOT SALES AT:

- #3 National Record Mart/Pittsburgh
- #3 Target/Natl
- #3 Western Merchandisers/Natl
- #4 Record Bar/Natl
- #5 Interstate Group/Balt
- #5 Record & Tape Outlet/Columbus
- #5 Camelot/Natl
- #6 Wall To Wall/Philadelphia
- #7 Sam Goody/West
- #7 Transworld/Albany
- #9 Musciand/Natl
- #13 Benel/NYC
- #13 Lieberman/Natl

KRBE	add	WAPI	add	KZZU	add	95XXX	add
WMMS	add	KCPX	add	WBBQ	add	WPFM	add
99DTX	add	KJ103	add	WPST	add	95XIL	add
HT105	add	Q100	add	WSKZ	add	KDON	add
PRO-FM	add	WKDD	add	WXLK	add	OK100	add
WKTJ	add	WGFM	add	WNYZ	add	WAEB	add
WLOL	add	WKSI	add	KKXL	add	OK95	add
KXYQ	add	WTLQ	add	WSPT	add	Q104	add
WGH-FM	add	KIKX	add	WDBR	add	WAYS	add
WZPL	add	KIYS	add	Q101	add	WPXR	add
KSAQ	add	KTUX	add	KTMT	add	B98	add

GERRY WOO

#1 Most Requested URBANI
WJLB DETROIT
WZAK CLEVELAND

ON YOUR DESK NOW!

HOW LONG

MEN WITHOUT HATS



22 HITS TOP FIFTY SINGLES!

31*-28* R&R CHR!

POP GOES THE WORLD

KCMQ	add		KDWB	6-4	WAVA	26-20	HOT103	34-29
HT105	add		B100	15-8	KKRZ	24-21	PRO-FM	34-31
FM102	add		KUBE	12-9	Y108	30-23	92X	35-32
KWOD	add		WTLQ	16-11	WBBQ	27-23		
WNVZ	add		WNNK	21-11	B104	29-24		
WDJX	add		Q107	18-15	WNCI	33-25		
			KZZP	18-15	FM100	32-25		
			Q100	24-16	KIIS	30-26		
B97	deb	25	KSAQ	27-18	Z94	31-26		
WEGX	deb	29	Z95	22-19	PWR106	34-29		

AVERAGE MOVE	AGRESSIVES (4 or more)	REQUESTS (1 to 10)	45 SALES (1 to 10)
2.78	25	8	9

SWING OUT SISTER



FLASHMAKER!

16*-11* R&R A/C!

TWILIGHT WORLD

WKTI	add	KQCR	add	KMEL	deb	29	BREAKING AT:	
WROQ	add	Z97	add	KMGX	deb	35	KRBE	WNVZ
WBLI	add	WKEE	add	KSAQ	deb	38	KPLZ	KXX106
KIKX	add	K98	add	WNNK	deb	39	PRO-FM	WTLQ
KZOU	add	KOID	add	WPST	deb	40	94Q	Y106
WJMX	add	99KG	add	KIYS		29-21	Q106	WBBQ
		KYYA	add	KKRZ		29-26	KATD	WERZ
				HOT103		32-28	B100	WNYZ
				WCZY		36-32	KROY	WRCK
				WFLY		38-32		

CURIOSITY KILLED THE CAT



ORDINARY DAY

BREAKING ON THE WEST COAST!

KITS add
KZOZ add



FRONT PAGE

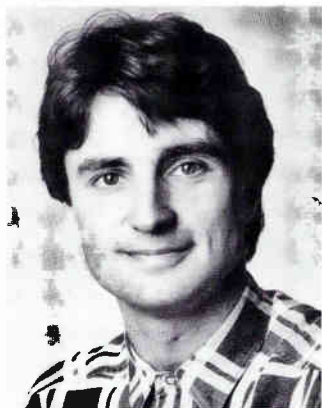
Ralbovsky New A&M Veep

Ending months of speculation, **Steve Ralbovsky** has officially joined A&M Records as Senior Vice President of A&R.

Ralbovsky was previously an A&R Director at Columbia Records, and had also A&R'ed at EMI America.

The new VP will be based in Los Angeles, and will also keep an office in New York.

Ralbovsky remains true to the official "Geek A&R Dress Code" by keeping the top button on his collar fastened.



Steve Ralbovsky — *Unbutton that sucker, will ya?*

Jim's A Rave



Over 2000 screaming, crazed fans wreaked havoc at New York's Sam Goody during a recent in-store appearance by WWPR morning man **Jim Kerr** (left). Fans lined up for hours to meet Kerr, and security guards were forced to turn people away after the crowd became unruly. Seated next to Jim, is some unknown named **Patrick Swayze**, who tried to pawn off some autographed copies of the "Dirty Dancing" soundtrack.

DAT's A Fact

On the heels of GRP's announcement that it would release six titles on DAT, Kenwood has announced it will begin shipments of a

Enigma's Jem

After a sterling year that saw the meteoric rise of such acts as **Poison** and **Stryper**, Enigma Records has taken it another step up the ladder (we just love that kind of talk) by signing a letter of intent with Jem Records, Inc. to purchase Jem's record distribution and record label businesses, including Passport Records.

The agreement caps off Enigma's emergence as the premier independent label. "We've basically become the masters of our own destiny," said the label's **Wesley Hein** (who co-founded Enigma with his brother William), referring to the purchase of the labels and distribution wing. "Everyone here is thrilled with the events."

Hein concluded, "Now get the hell off my line — I think *Billboard's* trying to call."

DAT player for automobiles in February. Suggested retail for these puppies is \$2000, so we'll be sticking with our 8-tracks for awhile.

The Ladder

A rundown of executives on the move.



Maria



Davis



Washington



White

Nick Maria is the new Vice President of Sales for Atlantic Records. He had been the label's National Sales Manager for the past seven years. Maria has been with Atlantic for 13 years..... **Dan Davis** has been named Vice President, Distributed Labels for C.E.M.A. He will be responsible for overseeing all activities related to the company's distributed labels. Davis has been with Capitol for 23 years..... MCA has restructured its Black Music Department as **Louil Silas** is promoted to the post of Senior Vice President, A&R/Artist Development, Black Music. **A.D. Washington** assumes the post of Director, National Promotion, relocating to Los Angeles from Dallas. In addition, **Ron White** is named National Field Promotion Director. He will continue to be based in Washington D.C..... Publicity veteran **Bob Jones** has joined MJJ Productions as VP of Communications. Jones spent the past 17 years at Motown Records where he ruled the

Publicity department. His office will be temporarily located at Frank Dileo Management in Encino..... **Andy Darrow**, who has personally set the hairstyle trend of the 90's (see photo), has been appointed Manager of A&R East Coast for MCA Records. Andy pasted the tail of a Bulgarian pig on his forehead to achieve that look..... **Lenny Sims** has been appointed to the post of Professional Manager at Almo-Irving Music. He's been with the company for three years..... **Denis Venturino** has been promoted to the post of Manager of Financial Analysis for Arista..... **Arista** has also announced the formation of an Alternative Marketing Department to work closely with college radio and alternative and special rock retail, press and media outlets. According to the label, an initial field staff of seven will be hired in major markets across the country..... *(Editor's Note: If you think this was boring to read, you should try writing it — thank you.)*



Jones



Darrow



Sims



Venturino



great white

Save Your Love

CROSSOVER!

KPLZ	add	B98	add	BREAKING AT:
KSAQ	add	SLY96	add	99DTX
Q100	add	KFRX	add	KDWB
WFLY	add			KWK
WGFM	add	WGH-FM	deb 36	WRNO
WTLO	add			KCPX
KAKS	add	WERZ	37-30	KZZU
KUUB	add	KIXY	32-25	
KTHT	add	OK95	32-26	
		KTMT	39-30	

View from the hill

#1 POP/ADULT SMASH!
CROSSING BIG!

WTLQ	add	WHSL	add	BREAKING AT:
K104	add	KZZU	add	FM102
95XIL	add	WWFX	add	KKRZ
WHSL	add	KZFN	add	WBBQ
KIXY	add	KGOT	add	WPST
		KZZB	deb 36	
		KTRS	38-31	

No Conversation



da k rash

IS A SMASH!

Wasn't I Good To Ya

CROSSOVER!	KMGX	add
KMEL	KKFR	add
	B95	add
	WCGQ	add

martha davis

EARPICKS WINNER!

PRESENTING A VERY SPECIAL RECORD!

Tell It To The Moon



NEAR TRUTHS

by I. B. Bad L.A.

A&M topper **Gil Friesen** back in the states recovering from a vicious cut to the leg sustained after falling from a boat off the coast of Nairobi. After being brought to shore, Gil was temporarily sewn up by an Italian dentist who used nothing more than a bottle of whiskey for anesthesia (poured down the throat and directly on the wound). A full recovery is expected..... Lookout folks, because the long rumored **Tony Dimitriadis/Elliott Roberts** split looks like it's finally going down with Tony retaining **Yes, Stevie Nicks** and **Tom Petty**, while Elliott keeps **The Cars, Bob Dylan, Neil Young, newcomer Tracy Chapman** and of course **Jeff Kramer**..... **Mario Fontana**, the independent promoter whose Bama Promotions filed an anti-trust suit against the major labels, died of a heart attack last Saturday. His attorney told *Hits* the suit remains unchanged..... Despite rumors to the contrary, **Enigma** is not exciting its distribution deal with **Capitol**. We expect an extension and expansion of the deal anyday now..... We understand the team of **Jam & Lewis** will not be producing the next **Janet Jackson** project. Meanwhile, we con-

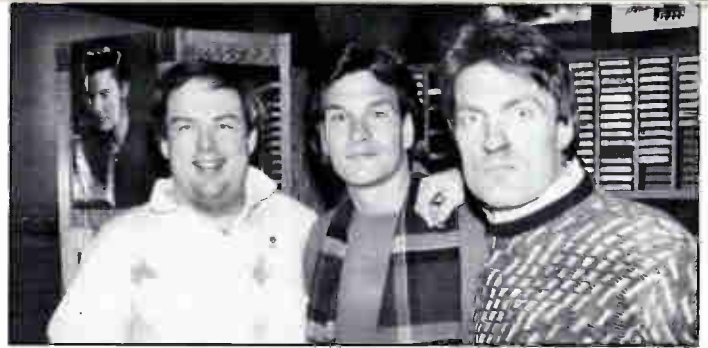
In Stitches



Gil Friesen — Whiskey is not just a drink.

tinue to hear rumors involving Jackson mentor **John McClain**. Are they true, or did someone just slap them together?..... Is radio finally going to be deregulated in the U.K.? Would such an event affect us stateside?..... **Charlie D'Atri** and **Steve Brack** have departed **Chrysalis**..... From the "Only Their Travel Agent Knows For Sure" file comes three heavy months of East/West travelin' for music biz heavies as such events as the **American Music Awards, NARM, the Grammys, the Rock & Roll Hall Of Fame** and **Gavin's 30th Anniversary** lay before us. Happy (vapor) trails..... From the "Don't Get Too Close, You'll Get A Sunburn" file is news that **MCA Promo** whizzes **Billy Brill** and **Frank Turner** will soon be sporting VP stripes. Congrats to Sr VP **Steve "The Torch" Meyer**, for building a first-class team..... **Eric B. & Rakim** who sold a whopping 700,000 units from a street buzz, has joined the **Uni/MCA** family..... And speaking of Uni, **David Simone** and **Bill Bennett** were in New York last week interviewing possible Promotion and A&R heads. Were you one of them?..... **RCA Pop Promo** VP **Butch Waugh** in San Francisco to catch **Buster Poindexter**, zooms back to the Big Apple for a hot meeting with top brass. Is there a new Promotion head in Nipper's future?..... Expect new hot second quarter Poly Product from **Robert Cray, Scorpions** and **Cinderella**. These folks just keep on rolling.... And major rumblings over the future of **QMI**? Stay tuned..... Names in the rumor mill this week: **Dick Williams, Jack Satter, Tracy Buie** and **Ziggy Marley**..... and the beat goes on.

MUG SHOTS



ZOO DANCING GETS DIRTY: Just call these three of the strongest jaws in the western world. "Dirty Dancing" and now pop singing star **Patrick Swayze** (middle) takes his life into his hands to visit Z-100's fabulous New York Morning Zoo to flog his new single, "She's Like The Wind," from the hot RCA soundtrack, for animal trainers **Ross Brittain** (left) and a scary-looking **Scott Shannon** (right). Seems like Shannon just caught a whiff of what the words to Swayze's song really mean.



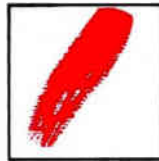
REMEMBER HOWARD THE DUCK?: Synthesizer whiz and prolific soundtrack composer **Thomas Dolby** tries to forget with one of those long-term, exclusive recording contracts, this one courtesy the nice people at **EMI-Manhattan**, who obviously know talent when they hear it. Among those promising to help Thomas overcome his phobia to feathered bi-ped quacks are (left to right): **Bruce Lundvall**, President of the label, who made the announcement; **Mark Kargol**, West Coast Promotion Director, EMI-Manhattan; Dolby; **Andy Ferguson**, Dolby's manager and President of **Cracks 90 LTD**; and **Jack Satter**, Vice President, Promotion, EMI-Manhattan.



MY KIDS'LL NEVER BELIEVE THIS: Critique Records President **Carl Strube** (right) counts his lucky stars at having a rare photo opportunity with two veritable rock 'n' roll legends, the one and only, self-proclaimed Quasar of Rock 'n' Roll, **Rev. Little Richard** (middle) and artist/guitarist for the currently-*on hiatus* "World's Greatest Rock 'n' Roll Band," **Ronnie Wood** (left). The occasion was a benefit concert sponsored by the Aids Action Committee and Boston radio stations **WBCN** and **WXKS**.



LETTERS TO THE EDITOR



FAR TRUTHS

by Danny Fields, New York

Wolfman Dave

Dear Editor:

In your last issue of 1987, you made reference to my disappointment over the so-called collapse of the Michigan Wolverines—referring to them as “Wussies.” Your bad taste (a result, no doubt, of a bearded publisher) continues to astound me. If anyone in your organization had a team to root for, I doubt it would be higher than grade school level.

One more comment like that and you will have Bo Schembechler showing up at your office. Worse yet, how would you like John Fagot parking on your doorstep?

Regards,
David M. Berman
President
Capitol Records

Publisher (w/beard) replies: He already is, Dave, and will you send someone to pick him up? He's been parking cars in our garage for the last three weeks. We apologize to Bo, and hope he recovers from his recent bypass operation, but as for your Wolverines, they deserve the "W" word, guy. And that's not for Wins.

Lenny:

Not since I was twelve has *The Daily News* (“New York’s Picture Newspaper”) been an everyday purchase. Leave it to the Knicks’ Mark Jackson to elevate my reading habits.

Take care,
Jack Isquith
Epic Records

Lenny replies: Yeah, we like Mark, too, but when are they gonna get someone who can nail a jumper at 20 feet? And get rid of Mr. Bill? Or Kenny “Brick” Walker? Until then, we'll stick with Pete Vecsey in the Post. He's a real Hits man!!

To All You Assholes at Hits:

I’ve discovered the next Beatles. You can smell it in the air—a new band called Breakwind. They’re a gas! Found them in a small club in Nashville—Windbreakers—a real toilet. A year ago, they weren’t shit—couldn’t get a sniff. They hired a new drummer—now they really blow it out.

Just cut one in the studio—in fact they just cut two—cover versions of “Ooo Poo Pa Doo” and “Ring of Fire.” We really smell a hit. Preparation H is sponsoring the national tour. Keep an eye and ear out for them, although your nose will be the first to know.

Odiferously yours,
Wade Conklin III
Sound Seventy Corp.
Nashville, TN

Assholes reply: Is this an example of our readership's collective mentality? Is this the kind of daydreaming we're inspiring out there among our anal minions? Puts us in mind of that old punch-line, "Bowels no move; teepee full of shit...."

Dear Dave:

Thanks for the coverage on video promotion. I do think, however, that the most quotable quote in the article can be attributed to myself and bears repeating — “promotion is promotion.” Brilliant editing. Is Roy Trakin still on vacation?

Yours,
Steve Backer
Director, Video Promotion
Epic Records

Dave replies: We kinda thought that quote captured the true Backer verbal prowess. Besides, you should've seen what we didn't run. Hey Stevie, we're the only trade brave enough to run your mug, so don't bitch. As for Roy — you'd fare as well if you were proclaimed a landmark by the National Society of Pharmacists.

A Hot Attraction



Patrick Swayze, artiste.

Even in the depths of the paralyzing cold wave of the early new year, fans by the thousands lined up in the streets around Sam Goody’s to get a glimpse of and autograph from **Patrick Swayze**. The star of “*Dirty Dancing*” is, of course, also the artiste who sings the third single from the very spectacular soundtrack (“*She’s Like The Wind*”), and the in-store was co-hosted by **RCA** and **WWPR**, who sent over their own star-power in the form of dj **Jim Kerr**. In the store, it was pandemonium, on the verge of being out of control when security managed to shut the doors at 2pm. All the local tv outlets were there for the riot, and some nationals as well. In a more serene vein, there were cocktails and hor d’oeuvres in the executive dining room at **RCA** from sixish on, attended by **BMG/RCA** execs **Bob Buziak**, **Rudi Gassner**, **Heinz Henn**, **Butch Waugh**, **Mike Omansky**, **Dave Wheeler**, **Alan Grunblatt**, and **Bob Feiden**, naturally, the album being his baby, as it were. From **Vestron Video** there were **Austin Furst**, **Jon Feisinger**, **Bill Quigley** and **Mitchell Cannold**, and it was a chuckle to see otherwise, cool types losing it in the presence of the hot attraction..... **Joan Jett** played the **Ritz** on New Year’s Eve, causing such mayhem in the packed house when she peeked through the curtains of her dressing room window overlooking the crowd, that the poor opening act, a comedian we’re told, had to leave the stage in something less than triumph. The star went on at 11:15, did a 20-second countdown to youknowwhat, and then as if by magic, was on **NEW-FM** for three songs in the opening minutes of ’88. **Steve Leeds** from **MTV** was there, and from **Epic** his brother **Harvey**, plus **Robert Smith**, **Paul Brandes** and **Lisa Markowitz**. Besides

her beloved classics, **Jett** performed lots of stuff from her (as yet untitled) new album, due out in March. And at 2am, the night far from over, the amazing **Jerry Lee Lewis** took to the stage, and rocked til the break of day..... **A&M** is extremely excited about the powerful and trendsetting **Soul Asylum**, who played at **CBGB’s** just before going into the studio to work on their first major label album with **Lenny Kaye** and **Ed Stasium** at the controls. The **Minneapolis** quartet already has a fervid following in **New York**, but this was their first appearance here since affiliating with **A&M**, and tout le monde was on hand, including the company’s **Michael Leon**, **Rick Stone**, and **Chuck Bliziotis**, and manager **Dave Ayres**. What a great band this one is..... Metal detectors all over town went into a frenzy as **PolyGram’s Zodiac Mindwarp** played the **Cat Club**. Performing all their great hits, including “*Back Seat Education*,” and “*Let’s Break The Law*,” the English sensations played for an audience that included members of the **Cult**, **Iggy Pop**, and **PolyGram** colossi **Dick Asher**, **David Leach**, **Ted Green**, **Harry Anger**, **Jim Urie**, **Bob Jamieson**, **Dick Wingate**, **Bas Hartong**, **Pam Haslam**, and new VP **Patti Drosins**. **Poly** keeps pouring it on.



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)
GEORGE MICHAEL	5.39	47	0	0	10	10	-
KEITH SWEAT	5.23	8	5	2	7	5	6
RICK ASTLEY	4.97	45	4	1	9	3	7
PATRICK SWAYZE	4.82	50	0	0	10	9	6
MARRS	4.56	29	13	4	10	-	9
PET SHOP BOYS	4.52	61	9	0	7	3	8
JODY WATLEY	4.42	7	0	0	6	7	3
CHER	4.08	30	7	2	6	2	7
FOREIGNER	3.97	52	12	1	6	8	8
GLADYS KNIGHT	3.75	16	2	1	4	6	6
PEBBLES	3.67	4	3	1	7	3	4
BELINDA CARLISLE	3.65	19	0	0	8	8	-
ROGER	3.54	51	45	21	9	8	9
COMMUNARDS	3.50	3	0	0	7	-	-
MIAMI SOUND MACHINE	3.39	32	6	0	5	3	6
FLEETWOOD MAC	3.36	32	9	4	3	8	6
ERIC CARMEN	3.34	36	39	10	8	10	9
MADONNA	3.14	20	8	0	5	9	-
DAVID LEE ROTH	3.11	20	0	0	8	-	-
NATALIE COLE	3.07	31	14	4	5	3	8
PAUL CARRACK	2.87	34	19	5	3	3	7
BOY GEORGE	2.81	14	0	0	6	1	3
DAN HILL	2.79	11	1	0	6	1	2
MEN W/O HATS	2.78	25	4	1	8	-	9
SALT & PEPA	2.77	19	24	16	10	7	8
STING	2.72	9	0	0	3	9	-
SQUEEZE	2.65	16	1	0	5	5	3
YES	2.62	10	0	0	3	7	3
SPRINGSTEEN	2.56	25	14	3	3	9	8
COVER GIRLS	2.42	11	7	1	5	3	7
POISON	2.33	2	0	0	9	7	-
BUSTER POINDEXTER	2.29	6	1	0	6	3	6
PRINCE	2.28	30	33	3	3	2	8
GREAT WHITE	2.25	2	0	0	8	5	-
EURYTHMICS	2.19	8	2	1	5	7	7
STRYPER	2.04	18	12	5	9	4	8

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.

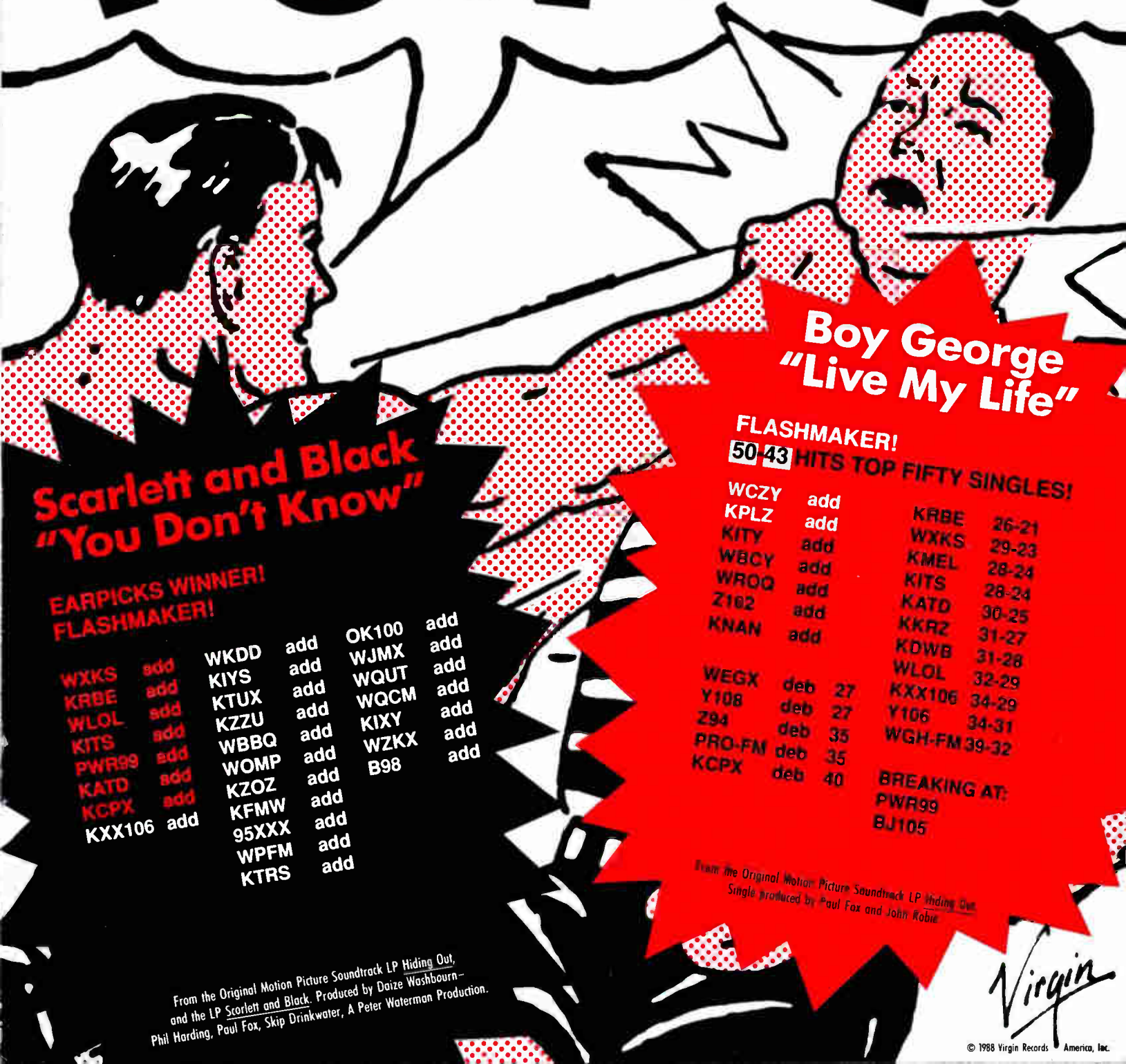
Requests: Based on hot phone mentions from our reporters, listed on a 1-10 scale, 10 being strongest.

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.

WATCH IT, PAL! THESE HITS PACK A

PUNCH!



**Scarlett and Black
"You Don't Know"**

**EARPICKS WINNER!
FLASHMAKER!**

WXKS	add	WKDD	add	OK100	add
KRBE	add	KIYS	add	WJMX	add
WLOL	add	KTUX	add	WQUT	add
KITS	add	KZZU	add	WQCM	add
PWR99	add	WBBO	add	KIXY	add
KATD	add	WOMP	add	WZKX	add
KCPX	add	KZOZ	add	B98	add
KXX106	add	KFMW	add		
		95XXX	add		
		WPFM	add		
		KTRS	add		

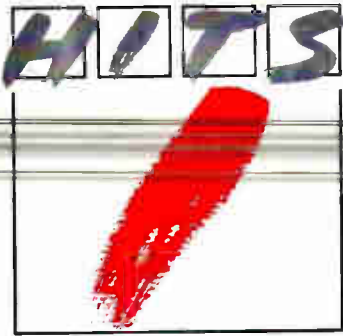
**Boy George
"Live My Life"**

**FLASHMAKER!
50-43 HITS TOP FIFTY SINGLES!**

WCZY	add	KRBE	26-21	
KPLZ	add	WXKS	29-23	
KITY	add	KMEL	28-24	
WBCY	add	KITS	28-24	
WROQ	add	KATD	30-25	
Z102	add	KKRZ	31-27	
KNAN	add	KDWB	31-28	
		WLOL	32-29	
WEGX	deb	27	KXX106	34-29
Y108	deb	27	Y106	34-31
Z94	deb	35	WGH-FM	39-32
PRO-FM	deb	35		
KCPX	deb	40		
			BREAKING AT:	
			PWR99	
			BJ105	

*From the Original Motion Picture Soundtrack LP Hiding Out,
and the LP Scarlett and Black. Produced by Daize Washbourn-
Phil Harding, Paul Fox, Skip Drinkwater, A Peter Waterman Production.*

Virgin



FLASHMAKERS

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

Beginning this week, we have added Album and Singles chart numbers to this section. Records listed after the

four Front Cover winners will henceforth be in numerical Singles Chart order.

BELINDA CARLISLE WEAK MCA

CHARTS - Singles: 39* Albums: 20 Avg Move: 3.65 Aggrsv: 19

She's off and running with her second straight smash that is closing quickly and showing lots of early phone reaction everywhere. Second week action includes KIIS, Y95, WHYT, Q107, Z94, WCZY, WAVA, KUBE, KMEL, PWR99, PRO-FM, B100, Q102, Q106, B104, KXYQ, Y108, WKSS, 92X, WNVZ, WZPL, WAPI, WKSE, WMJQ, FM100, WGTZ, WRVQ, Y107, WGFM, WKZL, WROQ and many, many more. Early jumps include 27-23 B94, 36-28 WGH-FM, 38-32 Q100, 39-29 WBBQ, 39-30 KIKX, 30-23 KIYS, Deb 25 99DTX, Deb 29 KKBQ, Deb 33 KRBE, Deb 31 HOT105, Deb 24 WEGX, Deb 28 Z93, Deb 35 WMMS and Deb 29 B97.

RICHARD MARX END EMIMANHATTAN

CHARTS - Singles: 55* Albums: 40

Hot new star is back with the third cut from his debut platinum plus album. Going right on the air this week at Z95, B96, Y95, WXKS, KRBE, Q107, 99DTX, WCZY, KUBE, B94, WMMS, KDWB, PWR99, PRO-FM, Q105, B97, KATD, B100, KKRZ, 99DTX, KCPX, KXX106, KXYQ, KZOU, WBCY, WERZ, WGH-FM, Y95, Y106, WZPL and too many more to mention. Here goes three in a row.

DAVID LEE ROTH PARADISE WB

CHARTS - Singles: 45* Albums: — Avg Move: 3.11 Aggrsv: 20

One of the hottest and most requested videos in the country is helping this hot cut close quickly at Top 40. Second week action includes Z95, Z94, HT105, KUBE, B97, WKTI, WKSS, 98PXY, WRVQ, WKZL, WKDD, Q100, KCAQ, WNNK, WXLK, WRCK and many others. Early jumps at WMMS 40-36, WGH-FM 38-29, WKRZ 38-32, KCPX 32-27, Y106 38-34, KIYS 38-32, KZZU 25-19 and WERZ 40-35. Debuts for WBLI, WCZY, KPLZ, B94, WEGX, Z93, KDWB, WRNO, KATD, WNCI, KSAQ and WAPI.

STING STILL A&M

CHARTS - Singles: 48* Albums: 13 Avg Move: 2.72 Aggrsv: 9

Second single from his hot new album is making significant gains with adds this week including WBLI, KIIS, Y95, WXKS, KMEL, KHTR, KWK, PRO-FM, FM102, B100, WRNO, KOY, WNCI, 98PXY, Y107, WGFM, WTLQ, WKDD, Q100, KCAQ, KQKQ, KZOU and others. Jumps 37-26 WCZY, 38-32 WMMS, 26-22 KITS, 38-31 KCPX, 34-27 KIYS, 39-34 WERZ, Deb 33 KPLZ, Deb 28 WEGX, Deb 28 94Q, Deb 33 KATD, Deb 34 KKRZ, Deb 34 KSAQ and Deb 29 WAPI. Upper demo appeal here.

MARRS PUMP UP 4TH & BWA

CHARTS - Singles: 18* Albums: — Avg Move: 4.56 Aggrsv: 29

Gaining momentum each week and now pulling big requests nationally. Closing quickly with adds at PRO-FM, Q106, 92X, WDJX, Y107, KRQ, WNNK, WXLK, WNYZ, WBBQ and others. Jumps 30-7 Y95, 7-6 KKBQ, 12-6 Z93, 11-8 PWR99, 21-10 KATD, 19-5 WTIC, 10-9 BJ105, 9-8 Y106, 13-9 WAPE, 11-7 Z102, 26-16 WGCI, 26-20 Z95, 23-17 KKDA, 18-14 WAVA, 18-14 WHYT, 24-20 WUSL, 16-11 KITY, 19-15 WKSS, 18-11 KXX106, 37-29 WGTZ, 19-11 WRVQ, 37-31 WTLQ, 17-12 WBCY and 16-12 WFLY. Huge in the clubs and moves 40-18 on our national singles chart.

MADONNA SPOTLIGHT SIRE/WB

CHARTS - Singles: — Albums: 16 Avg Move: 3.14 Aggrsv: 20

Album cut continues to pick up support and generate solid requests. New reported airplay this week at Q102, KSND, WSKZ, Y93, WLAN, WGLF, WOMP, SLY96, WAYS, WKLQ, PWR92 and KZZO. Hot jumps: 12-10 HOT103, 10-9 PWR99, 9-7 KROY, 13-10 KITY, 15-10 WAPE, 12-10 KQKQ, 33-18 Y95, 31-22 WCZY, 30-25 WXKS, 35-27 WNCI, 25-20 Y108, 24-20 92X, 29-23 WMJQ, 25-20 WKSE, 26-14 WDJX, 40-28 WKDD, 38-28 WTLQ, 34-27 Q100, 27-22 KCPX, 30-14 Z102 and 31-25 KCAQ. Strong album sales.

BUSTER POINDEXTER HOT HOT RCA

CHARTS - Singles: 42* Albums: — Avg Move: 2.29 Aggrsv: 6

Picking up momentum each week and continuing to pull solid request action where played. Spreading with new airplay at KIIS, WKSS, WKDD, WOKI, KKRC, WKLQ, WNOK, KIIK and WSSX. Jumps 11-7 HOT103, 28-20 WMMS, 30-23 KITY, 32-26 WGH-FM, 36-26 WFLY and 33-29 WRCK. Debuts 34 at KDWB in Minneapolis. Great video in major rotation nationally is forcing this one through the system.

BOY GEORGE LIVE VIRGIN

CHARTS - Singles: 43* Albums: — Avg Move: 2.81 Aggrsv: 14

Former Wildcard pick is closing quickly and generating solid request action. This week's believers include KIIS, KKDA, WCZY, KPLZ, KITY, WBCY, WROQ, Z102, PWR105, WZLD, KWTO, KNAN and WTHT. Moving 25-19 B96, 38-32 WGCI, 29-23 WXKS, 26-21 KRBE, 28-24 KMEL, 28-24 KITS, 30-25 KATD, 31-27 KKRZ, 39-32 WGH-FM, 34-29 KXX106 and 40-33 WRCK. Strong debuts for Z94, WEGX, PRO-FM, Y108, WGFM, KCPX and KTUX. Now also happening at Black/Dance radio.

Depeche Mode



“NEVER LET ME DOWN AGAIN”

From the album **MUSIC FOR THE MASSES**
Produced by Depeche Mode and David Bascombe

FLASHMAKER!

49 HITS TOP FIFTY ALBUMS!

WMMS	PWR99	WBBQ	OK95	KSMB	94TYX	OK95
KATD	KCPX	WJAD	WZKX	WBWB	KQMQ	WZYP
KKBQ	KXX106	I-94	KXYQ	WAZY	KTMT	KYNO
Y95	WKDD	WAYS	KITY	KPHR	KZFN	KDON
WXKS	WFLY	KPHR	KSAQ	KFBQ	KZOZ	PWR105
KRBE	KIYS	KF95	KSND	KOZE	SLY96	
Z93	KZOU	WCGQ	KZZU	KZZB	Y97	



MUTE
RECORDS



FLASHMAKERS

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

YES RHYTHM OF ATCO

CHARTS - Singles: 46* Albums: 30 Avg Move: 2.62 Aggrsv: 10

Steadily closing and beginning to show up in requests this week. Adds include KXX106, Q100, WOKI, Q101, Z97, KKRQ and KWNZ. Hot moves at WMMS 29-25, WKTI 25-19, KSAQ 40-30, KJ103 40-30, WKDD 37-33, WERZ 35-28, KZZU 34-28, KIYS 22-17, KQKQ 28-24, 99DTX Deb 22, KCPX Deb 39, WPST Deb 38 and WNYZ Deb 39. 12" sounds great.

EURYTHMICS I NEED RCA

CHARTS - Singles: 50* Albums: 38* Avg Move: 2.19 Aggrsv: 8

Hot album sales and video play are the story here and are helping this debut single make its way through the system. This week's adds include KRBE, KTRS, WHHY and WZKX. Moving at KITS 10-8, WKDD 36-31, KJ103 39-35, KIYS 21-14, KZZU 37-32, WERZ 36-31, Z102 34-30 and Z104 37-33. Debuting for KPLZ, KSAQ and KZOU.

SWING OUT SISTER TWILIGHT POLYGRAM

CHARTS - Singles: 51 Albums: —

Second single from the debut album is spreading with adds this week at WKTI, WROQ, KIKX, KZOU, WJMX, KQCR and Z97. Jumping at HOT103 32-28, WCZY 36-32, WFLY 38-32, KIYS 29-21, KMEL Deb 29, KSAQ Deb 38, KMGX Deb 35, WNNK Deb 39 and WPST Deb 40. New video in rotation.

MICHAEL BOLTON DOCK COLUMBIA

CHARTS - Singles: 59* Albums: —

Last week's Wildcard pick scores big in its first full week out at radio. Out of the box adds include WMMS, KDWB, KCPW, B104, KXYQ, WGH-FM, KITY, KSAQ, KCPX, Y107, WBCY, KSND, KTUX, KZOU, KZZU, WOKI, WRCK, KIKX, KIYS and many, many more. Early moves include 40-35 WBBQ and Deb 29 Q105. Earpicks winner and ready to make big moves.

DEPECHE MODE NEVER SIRE/WB

CHARTS - Singles: 61* Albums: 49*

Strong dedication from promotion team looks to be paying off as this single picks up lots of speed this week including new airplay at WMMS, KATD, KXX106, WKDD, WFLY, KIYS, KZOU, WBBQ, PWR105, WJAD, I-94, WAYS, KPHR, KF95, WCGQ, OK95 and WZKX. Jumps at KKBQ 34-30. Hot video.

ELISA FIORILLO FORGET CHRYSALIS

CHARTS - Singles: 66* Albums: —

Hot young star of "Who Found Who" fame is gaining momentum this week with her debut solo effort. Spreading quickly with new action at KRBE, WLLO, KWK, WKTI, 92X, WKSS, KXX106, KCPX, WFLY, KMGX, WNNK, WPST, KIYS, 100KHI, WDBR, KLYV, KJQ, KF95 and WKFX. Earpicks winner. What a babe!

THE JETS ROCKET MCA

CHARTS - Singles: 67* Albums: — Avg Move: 4.50 Aggrsv: 3

Radio favorites are off and running with another hit in the making. This one looks like it's going to fly with out of the box action at PWR106, B96, Z94, WAVA, Z93, PRO-FM, FM102, KROY, KWOD, KKRZ, WNCI, KITY, WTIC, KXX106, KJ103, Q100, Y106, KCPX, KCAQ, KMGX, WBBQ, KIKX and many, many more. Jumps 29-25 KMEL, Deb 33 KKDA and Deb 34 Z102.

SCARLETT & BLACK KNOW VIRGIN

CHARTS - Singles: 87* Albums: —

Many programmers have been mentioning this debut single to be their pick to click, and by the looks of its first week action, they may be right. Out of the box support comes from WXKS, KRBE, PWR99, WLLO, KITS, KATD, KXX106, KCPX, WKDD, KTUX, KZZU, WBBQ, KIYS, WOMP, KZOZ, KFMW, 95XXX, WPFM, KTRS, OK100, WJMX, WQCM, KIXY and WZKX. Earpicks winner.

GARS COMES UP ELEKTRA

CHARTS - Singles: 91* Albums: — Avg Move: 3.20 Aggrsv: 2

Continuing to make its way through the system with new airplay at KITS, Y108, Z104, WNYZ, KKAZ, WCGQ and WZYQ. Moving at WKTI 29-25, WRNO Deb 30 and WKDD Deb 35. New video in rotation.

BIG TROUBLE WHEN EPIC

CHARTS - Singles: 95 Albums: —

Second single from thier current album picks up new airplay at WMMS, KSAQ, KPHR, 95XIL and KIXY. Jumps 36-28 KIYS. Girls, girls, girls!

GENE LOVES JEZEBEL MOTION GEFLEN

CHARTS - Singles: 98 Albums: —

Big video play leads the way and is helping to build this cut at Top 40. New believers include WXKS, KATD, WFLY, KFQX, KTRS and WSSX. Early jumps at KRBE 40-36 and KKBQ Deb 35.

MICHAEL BOLTON

MOST ADDED!

WMMS add
KDWB add
B104 add
KCPW add
KXYQ add
WGH-FM add
KITY add
KSAQ add
KCPX add
Y107 add
WBCY add

Q105 deb 29

WBBQ 40-35



*(Sittin' On)
The Dock
Of The Bay*

AN EXPLOSIVE WEEK AT RADIO!

FLASHMAKER! EARPICKS WINNER! WILDCARD 1/11/88! 22* R&R AOR TRACKS!

THE NEW SINGLE FEATURING JOURNEY'S NEIL SCHON AND JONATHAN CAIN. FROM "THE HUNGER" —

THE ALBUM THAT INCLUDES THE TOP-20 HIT, "THAT'S WHAT LOVE IS ALL ABOUT."

ON COLUMBIA RECORDS, CASSETTES AND COMPACT DISCS.

Columbia Records—Radio's Best Friend!

SEE MICHAEL BOLTON LIVE ON DAVID LETTERMAN FRIDAY 1/22!

Produced by Jonathan Cain for Cain Street Productions. Produced by Keith Diamond, Direction: Louis Leven for Contemporary Communications Corp. "Columbia" are trademarks of CBS Inc. ©1988 CBS Records Inc.





CROSSEOVERS

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

Def Leppard scores big this week with their third single, which looks to be the biggest yet. Former Wildcard pick, **Gladys Knight** is closing quickly and heading toward the top of the charts,

Terence Trent D'Arby continues to make big gains and this week's Wildcard, **Keith Sweat** looks like he has a major hit in the making.

BLACK/DANCE

GLADYS KNIGHT OVERBOARD MCA

Average Move: 3.75 Aggressives: 16

Former Wildcard pick is closing quickly. New at WEGX, PRO-FM, B97, WBCY, WFLY, WKSI, WTLQ, KSND, WNYZ and more. Jumps 36-30 PWR106, 30-26 HOT103, 23-18 WHYT, 27-23 WPGC, 19-15 KMEL, 24-20 Q106 and 28-24 KKRZ, 36-27 WTIC and 32-19 KXX106.

TERENCE T. D'ARBY WISHING COLUMBIA

Picking up speed and spreading with new airplay at KPLZ, PRO-FM, KSND, WERZ, KKXL, WNOK, Z97 and WSSX. Jumps 35-31 WKSS, Deb 29 WXKS and Deb 32 KCPX.

KEITH SWEAT I WANT ELEKTRA

Average Move: 5.23 Aggressives: 8

This week's Wildcard pick is heading toward a #1 position on the Black/Dance charts. Crossing with early action at WCZY, WEGX, PWR99, KZZP, KATD, KWSS, Q106, KROY, WBCY, WDJX, Y106, WBBQ, WNNK, WPST, WNYZ, WRCK and others. Moving at HOT103 13-6, PWR95 11-10, WGCI 5-3, KKDA 12-9, WUSL 7-5, Z100 23-16, PWR106 38-34, KMEL 25-16 and KMGX 28-21. Debuts for KIIS, KITV and Z102.

COVER GIRLS BECAUSE SUTRA

Average Move: 2.42 Aggressives: 11

Breaking big from dance club play. New action at Y95, HOT105, FM102, 92X, KXX106, B93, 98PXY, WNNK, WOMP and 95XXX. Moving 12-10 KROY, 15-10 WFLY, 34-28 KRBE, 32-28 KKRZ, 33-23 WTIC, 19-12 KITV, 30-23 Y106 and 39-33 WDJX.

ALEXANDER O'NEAL NEVER KNEW TABU

Hot duet with Cherelle is making early gains at Top 40. New at KMEL, PWR99.7, WFLY, Z102, KJ103, KTUX, 98PXY, WRCK, WGCI, WNYZ, KKDA, WTIC, KWSS, KMGX, KZZP, I-94, KZOZ, WWHT, Y97, KF95, KQCR, KNAN and KKRD. A hit in the making.

STEVIE WONDER YOU MOTOWN

New airplay at KITV, KXX106, WKSI, Y106, KQKQ, KZOU, WNNK, KFMY, WDBR, KBIU, KNAN and KKRD. Jumps at WCZY 38-34 and KKDA Deb 30.

PEBBLES GIRLFRIEND MCA

Average Move: 3.67 Aggressives: 4

Crossing with adds at B96, WPGC, KOY, KWSS, KXX106, Z102, KLUC and others. Jumps at WGCI 10-6, KMEL 12-9, KCAQ 29-24, PWR106 Deb 40, PWR99 Deb 29 and KZZP Deb 26.

DAKRASH WASN'T CAPITOL

Great sounding dance record is making early moves at Top 40 and getting ready to cross. Early support comes from WGCI, KKDA, KMEL, KMGX, WWHT and KBOS.

PEABO BRYSON WITHOUT ELEKTRA

Average Move: 2.78 Aggressives: 3

Duet with Regina Belle is beginning to make noise at Top 40 and is quickly climbing the Black/Dance charts. Early action includes KITV, KO93, KBIU and others. Jumps 37-25 WGCI, 35-31 WCZY and Deb 26 WUSL.

ALBUM/ROCK

DEF LEPPARD HYSTERIA POLYGRAM

Third cut from their multi platinum album looks to be the biggest yet. Out of the box at KRBE, 99DTX, HT105, WL0L, WMMS, PRO-FM, WKTI, KXYQ, WGH-FM, KSAQ, WZPL, WAPI, KJ103, WKDD, WGFM, WKSI, Q100, WTLQ, KCPX, KIKX, KTUX and many more.

R.E.M. WORLD I.R.S.

Second single from the platinum plus album picks up new action at WMMS, WRNO, KATD, WGH-FM, KZOU, Z104, WNYZ, WRCK, KIYS, KKXL and more. Moving 25-11 KITS in San Francisco.

GREAT WHITE SAVE CAPITOL

Average Move: 2.25 Aggressives: 2

New at KPLZ, KSAQ, Q100, WFLY, WGFM, WTLQ, KFRX, WFXX, SLY96, WDBR, KJQ, KNAN and WTHT. Jumps 37-30 WERZ.

LOVE & ROCKETS TALE BIGTIME/RCA

Average Move: 3.00 Aggressives: 0

Big video play and strong album sales are the story here. New believers include KSND, KZZU, KKRC and KNAN. Jumps 12-9 KITS.

POP/ADULT

CARLY SIMON ALL I WANT JIVE/RCA

Average Move: 6.00 Aggressives: 2

Album sales are going platinum. Out of the box adds include Z94, PRO-FM, WGH-FM, KCPX, WFLY, KIKX, KTUX, WNYZ, WRCK, KFRX, WJAD, WFXX, KWTO, KPHR, WJMX, KTRS, KF95 and many more. Moves at KIMN 21-16 and KIYS 27-20.

DAN HILL NEVER COLUMBIA

Average Move: 2.79 Aggressives: 11

Crossing with new action at KKBQ, Z94, B94, KDWB, KKRZ, KZOU, WERZ and others. Jumps 11-6 KIMN, 27-23 94Q, 34-27 WKDD, 31-25 KCPX and 39-34 WKSI.

ARISTA



Get ready to be rocked like never before! "Rock You Again (Again & Again):" the first Top 40 single from Whodini's gold plus album, **Open Sesame**. Going for adds Monday, January 18th.

"ALL I WANT IS YOU," the new single from **Coming Around Again**.

Named "One Of The Ten" on Billboard's special has been nominated for an ACE Award on coming... Her debut Arista album, **Coming Around Again**, is now platinum! The new single, now powering up the AC Top 3 and heading to break at Top 40.



- WGH-FM
- KCPX
- PRO-FM
- Z-94
- WXKS

CROSSOVER!

(INCLUDING)

ONE OF THIS WEEK'S MOST ADDED.

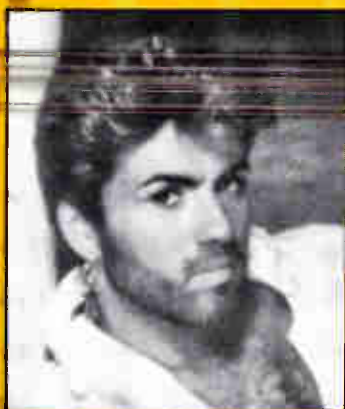
All I Want Is You

TOP 40!

Carly Simon

ALL THAT'S MISSING IS CARLY ON TOP 40!

SOUND
GREAT
 with
 GREAT
SOUNDS
 •
**COLUMBIA
 RECORDS**



George Michael

Father Figure

Taken from the Columbia Lp: "Faith" 40867
 Written, arranged and produced by George Michael

**BREAKER CHR!
 MOST ADDED TWO WEEKS IN A ROW!
 HEADED TO TRIPLE PLATINUM!**

**EARPICKS WINNER!
 44-35 HITS TOP FIFTY SINGLES!
 1 HITS TOP FIFTY ALBUMS!**

**MOST ADDED: TOP 40
 POP/ADULT
 BLACK/URBAN**

HOT103	add	KWSS	add	KWK	21-14	WAVA	30-23
WGCI	add	FM102	add	KIIS	20-16	PWR99	26-23
Y95	add	B100	add	94Q	28-18	WBLI	28-24
WHYT	add	Y108	add	KCPX	23-19	WTIC	34-24
Q107	add	92X	add	WKSS	30-20	BJ105	27-24
WMMS	add	WNVZ	add	KXYQ	29-21	KRBE	37-25
PWR96	add	WKSE	add	Q106	27-22	KHTR	28-25
WPGC	add			KITY	34-22	WGH-FM	37-27
Y100	add			B96	29-23	WBBQ	38-28
Q102	add						
WEGX	add						
KZZP	add						

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)
5.39	47	10	10



Wendy and Lisa

Honeymoon Express

Taken from the Columbia Lp: "Wendy and Lisa"
 Produced by Bobby Z and Wendy and Lisa

HOT CD MIX ON YOUR DESK!



Terence Trent D'Arby

Wishing Well

Taken from the Columbia Lp:

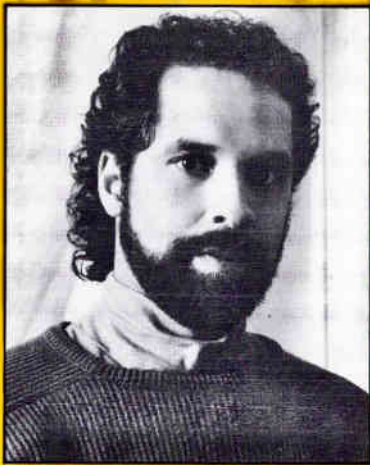
"Introducing the Hardline according to Terence Trent D'Arby" 40964

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

Appearing on "SATURDAY NIGHT LIVE" on NBC, February 13

CROSSOVERS WINNER!
BREAKOUTS WINNER!
#10 HIT VIDEO USA REQUESTS!
93-79 BB LPs

KPLZ	add	WHSI	add	WXKS	deb	29	Q106	28-25
PRO-FM	add	WKSJ	add	KCPX	deb	32	WKSS	35-31
KSND	add	KYRK	add	WRCK	deb	35	WPST	40-37
WERZ	add	JET-FM	add	KIKX	deb	38		
KKXL	add	KZIO	add					
WNOK	add	KYNO	add					
WSSX	add							
Z97	add							



Dan Hill

Never Thought (That I Could Love)

Taken from the Columbia Lp: "Dan Hill" 40456

Produced by Hank Medress and John Capek for SBK Record Productions, Inc.

CROSSOVER!
DEBUT 47 HITS TOP FIFTY SINGLES!

KKBQ	add	WERZ	add	WMJQ	deb	27	KIMN	11-6	WKDD	34-27
B94	add	WJAD	add	KSAQ	deb	36	KIYS	20-16	KSND	34-29
Z94	add	I-94	add	KZZU	deb	39	WBBQ	22-17	WKSJ	39-34
KDWB	add	KFMW	add	KRBE	deb	40	94Q	27-23	WRCK	38-34
KKRZ	add	KKAZ	add	WNNK	deb	40	KCPX	31-25		
KIKX	add	WTHT	add							
KZOU	add									

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
2.79	11	1	0	6	1	2



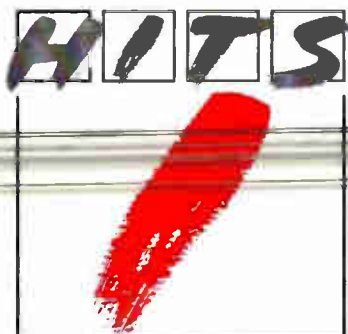
Earth, Wind & Fire

Thinking of You

Taken from the Columbia Lp: "Touch the World" 40596

Produced by Maurice White for Kalimba Productions

MULTI FORMAT EXPLOSION!



REQUESTS

Salt 'n' Pepa lead the way once again as the most requested record of the week. Next up are **M/A/R/R/S**-continuing to break big from club play, **George Michael** which is already blowing out the phone lines everywhere and **Rick Astley** whose debut single continues to

pick up major market support and pull solid requests nationally. Watch for **David Lee Roth**, **Poison** and **Dan Hill**-all building quickly.

SALT & PEPA PUSH IT NEXT PLATEAU

Quickly approaching the top of the charts and still dominating the phone lines everywhere! Huge requests continue at 92X, B97, FM102, K106, KBIU, KBOS, KCAQ, KF95, KIIK, KJJC, KKXL, KKXX, KLUC, KOY, KRNQ, KZOU, Q106, SLY96, WABB, WANS, WAVA, WBCY, WCIL, WKLQ, WKSS, WLGA, WNOK, WPGC, WRCK, WSRZ, WSSX, WWHT, WZKX, WZLD, Y100, Z96 and many more.

M/A/R/R/S PUMP UP 4th & B'Way/IsI

Hot club play and major market action lead the way and are helping to push this one toward the top. Pulling big phones this week at HOT103, 94TYX, FM102, K106, KATD, KBIU, KCAQ, KIXY, KMEL, KYYY, KZOU, Q106, WABB, WANS, WBAM, WBCY, WCGQ, WIKZ, WKLQ, WKSS, WPGC, WPST, WPXR, WQCM, WRCK, WWHT, Z102, Z96 and others.

GEORGE MICHAEL FATHER COLUMBIA

Already another monster on the lines in only its second week out. Many stations are already claiming it to be the most requested record of the week. Hots include B97, I-94, KATD, KCAQ, KDON, KFQX, KIIK, KLUC, KNAN, KNIN, KPLZ, KWTO, KYYY, KZOU, SLY96, WAYS, WBBQ, WCGQ, WCIR, WGGZ, WKSS, WLOL, WPXR, WRCK, WWSR and WXLK.

RICK ASTLEY NEVER RCA

Closing quickly and beginning to sell albums and singles. Hot this week at KMEL, 92X, I-94, K106, KFMW, KFMV, KIIK, KLUC, KQCR, KRNQ, KZOU, KZZO, OK100, WANS, WKSS, WOMP, WPGC, WRCK, WTHT, WWHT, WZLD, Y108, Y97t and Z102. New video in rotation.

PATRICK SWAYZE WIND RCA

Hot ballad is pulling giant requests and album sales remain strong. Big phones reported at WLOL, 92X, KFMV, KJJC, KJQ, KNAN, KQCR, KWTO, KZZO, KZZU, WABB, WBAM, WCGQ, WCIR, WHHY, WIKZ, WKFX, WKLQ, WKSS, WQUT, WRCK, WWSR, WZLD, Y94 and more.

PET SHOP BOYS DESERVE EMI/MANH

Taking solid jumps up the charts and approaching Top 10 nationally. Pulling solid request action this week at KMEL, K106, KFMV, KNIN, KZZU, Q101, WDBR, WJAD, WKSS, WKZL, WPST, WQCM, WQUT, WSPT and WWHT.

BELINDA CARLISLE WEAK MCA

Second single from her current album looks to be following in the footsteps of her Top 3 smash. Already generating big phones at KATD, I-94, KC101, KFMW, KKAZ, KKRQ, KLUC, WBBQ, WPST, WPXR, WQCM, WQUT, WRCK, Y94 and Y97.

DAVID LEE ROTH PARADISE WB

One of the hottest videos in the country and closing quickly at Top 40. Early request action reported at KZOU, KIIK, KKXX, KQCR, KWTO, KZZU, WJMX, WKFX, WQCM, Y94 and others.

POISON ROCK 'N ROLL DJ/COL

Album cut from the "Less Than Zero" soundtrack is making gains each week and pulling phones where played and tested. Hots include B94, KJQ, KKRQ, KLUC, WAEB, WFMI, WKLQ, WPXR and Y97.

FOREIGNER SAY ATLANTIC

Big album sales and video play lead the way. Quickly climbing the charts and now pulling solid requests for 94TYX, KKXX, SLY96, WABB, WGRD, WKZL, WZLD and more.

CHER SOMEONE GEFEN

Continuing to pick up major market airplay each week and pulling requests this week at B97, KNIN, KTRS, WAYS, WCIR, WDBR and WXLK.

DAN HILL NEVER COLUMBIA

Former #1 Pop/Adult smash is gaining each week at Top 40 with big requests leading the way. Big mentions include KJQ, KKRQ, KWTO, WFX, WWSR and WXLK.

ALSO GAINING REQUEST MOMENTUM:

BOY GEORGE	LIVE	VIRGIN
SQUEEZE	853-5937	A&M
MADONNA	SPOTLIGHT	SIRE/WB
BUSTER POINDEXTER	HOT	RCA
COVER GIRLS	BECAUSE	SUTRA

DAVID LEE ROTH "JUST LIKE PARADISE"

THE FIRST SINGLE

EARPICKS WINNER!
FLASHMAKERS WINNER!

DEBUT **45** HITS TOP FIFTY SINGLES!

Z95 add
Z94 add
KUBE add
HOT105 add
WKTI add
B97 add

WRNO deb 26
Y107 deb 26
WBLI deb 27
B94 deb 28
WEGX deb 30
WAPE deb 30
KATD deb 31
KPLZ deb 32
WNCJ deb 33
Z93 deb 34
WZPL deb 34
B1105 deb 34
KDWB deb 35
WCZY deb 36

KGPX 32-27
WGH-FM 38-29
Y106 38-34
WMMS 40-36
WLGL 39-36

BREAKING AT:
WXKS
KRBE
KHTR
KVIK
PRO-FM
Q105
KXYO

FROM THE NEW ALBUM **SKYSCRAPER**
PRODUCED BY DAVID LEE ROTH
CO-PRODUCED BY STEVE VAI

AVERAGE MOVE	ADRESSES (1 to 10)	REQUESTS (1 to 10)
3.11	20	5

Management: Pete Angelus, Diamond Dave Enterprises



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The Wright Stuff

An Exclusive Hits Interview

With Chrysalis Chairman Chris Wright

by Paul Iorio

Chrysalis Records was formed by Chris Wright and Terry Ellis in 1968 as a British record label, licensed in the U.S. by Warner-Reprise. In 1972, following its success with Jethro Tull, Ten Years After, and Procul Harum, Chrysalis established a U.S. company, which was distributed by the newly-formed WEA network until 1976. It then hooked up with various U.S. independents and remained with them until striking a stateside deal with CBS nearly five years ago.

By the mid-eighties, however, growing pains had taken their toll; a protracted rift between Wright and Ellis resulted in Ellis' departure from the firm in 1985, and soon after, the Chrysalis Group became a public company. Last summer, on the eve of its twentieth birthday, Wright made the most dramatic change of all— a fundamental restructuring of the label's top executive posts and the appointment of a new President, Mike Bone.

Wright knew that Chrysalis' cutting edge needed sharpening. He knew that a more fluid managerial structure had to be put in place so that decisions could be made and implemented faster. So, after bringing in Bone, he created a new post for A&R VP Jeff Aldrich, making him senior VP of Chrysalis Records International. In addition, he formed an international board headed by Doug D'Arcy, President of Chrysalis Int'l, that includes Bone, Aldrich, and three other top label executives.

With the new regime in place, Wright has high hopes for the artists on his roster, which includes Huey Lewis, Billy Idol, Pat Benatar, Jethro Tull, Icehouse, The Waterboys, World Party and others.

Why did you decide to restructure the company's executive staff?

We'd been thinking for some time that maybe a change in the management in America would be the right procedure for us. It was a matter of identifying somebody whom we felt would be exactly the right person to bring into the company, and we identified Mike Bone as that person. And when we ascertained that we could make that work for him, that really prompted the timing. As you're aware, finding people that can be Presidents of record companies can be quite difficult and Chrysalis is like a family-type company. Companies like us — meaning, say, A&M and Virgin — evolve over a period of time. Most of the people in America have been with us for many years.

And when you're bringing in someone to the level of President, you've got to be sure that it's the right person, who's able to project what Chrysalis is about inside that particular marketplace. Mike Bone was that person.

What type of changes in the direction of the U. S. company do you see this new team bringing about?

We think we'll have a more fluid approach to making management decisions. We want the company to be much more oriented on a rock 'n' roll base again. Not to say we won't be working the whole spectrum of different kinds of music — even getting involved in black music. But I feel we've always been a rock 'n' roll company. We might have been drifting away from that over the last two or three



years. So I expect we'll loosen up some of the procedures so that we can make decisions faster and get back to a family atmosphere with a rock 'n' roll feel to both the way that we do business and build our artist roster.

Does your recent establishment of subsidiaries in Germany, Holland, and Sweden represent a move toward the phasing out of licensees?

No, we're not attempting to phase out licensees worldwide. We set up this operation in Sweden about a year and a quarter ago, working in conjunction with our licensee there and using as a basis the publishing company which we already have there along with Music Scandinavia. And we did it to give us more penetration into the marketplace and more control over our marketing and we found that it was exceptionally successful. So when our deals came up in Germany and Holland this summer, we already had a mind to do this and we worked out something with Ariola in both places, which meant that we could continue in business with them but have a greater control over the marketing of our records. It's really a matter of building up our operations there gradually and not setting up a tremendous overhead. It involves finding enough domestic product in each territory to make the operation pay for itself. We're really going to develop it brick by brick.

So MCA, for example, is still going to distribute Chrysalis in Canada?

There's no plan to change that at this point. It's also a function of one's volume in a marketplace as well. I mean, we do particularly well in Germany, and the volume there certainly made it make sense. Holland's always been quite an advanced, breakout market with its own peculiarities and we wanted to have more control there. Australia is somewhere we're very successful. But it's not

"We want the company to be much more oriented on a rock 'n' roll base again."



Chris Wright with Huey Lewis (l) and members of Go West

necessarily the case that we're going to set up our own company there. We may feel we're doing well enough without it.

Are there going to be A&R functions in the European subsidiaries?

Only small ones to start off with, only in a very skeleton sense. If we started a company [in Australia] we may well have a major A&R person there. We already have a lot of Australian artists on the label.

Tell us about the Chrysalis-distributed Ensign operation.

Ensign is a division of Chrysalis which is run by Nigel Grange, and it's now a wholly-owned subsidiary of Chrysalis. It's just like an extra A&R talent source. Nigel Grange is a particularly good A&R man and Ensign has two of the most exciting acts in the world in The Waterboys and World Party, together with other exciting artists. But I mention those specifically because I think that the new al-

bums by both of those groups will be particularly eagerly-awaited worldwide. For my own personal musical taste, I find it hard to think of anybody's albums I'm more looking forward to than the Waterboys and World Party.

What are the top priorities right now on the roster?

Well, everything's a priority if you think you can achieve something with it. Of course, our major artists are Huey Lewis and Billy Idol, and it's probably the biggest priority to protect the careers of your major artists. We don't have any new product from Huey Lewis right now but when we do then that'll be a priority. A major priority for us into the new year is going to be Jethro Tull. They've been on the label since 1968; the day we started they were the first group we ever signed to Chrysalis. And both of us are celebrating our twentieth anniversary in 1988. It's a priority because it happens to

be the best record Ian Anderson has made in an awful long time. And he happens to be an exceptional artist who has perhaps over the last five or ten years been making records that are lyrically and musically off on a tangent, a bit too obscure for what the mainstream of the market's interested in. But Ian Anderson writes what he wants to write. He's come out with an album that we think is right for the marketplace. Motivating people to work on an Ian Anderson or Jethro Tull album over the last few years may have been a little difficult. Motivating people to work on this one hasn't been difficult, because people sense that it's a great piece of music. So that's a priority, but of course we do have the newer artists as well. I have to mention Jellybean and the spin-offs from Jellybean, which would be Elisa Fiorillo and Steven Dante, who were the singers on the first two Jellybean singles. The new Elisa Fiorillo album I think is quite stunning. We

The Wright Stuff

An Exclusive Hits Interview With Chrysalis Chairman Chris Wright

Continued

have an Icehouse record, which looks like the record we've been waiting for from them for a long, long time.

When you and Terry Ellis formed Chrysalis back in '68, what were your aims then, and how do you view them now?

I don't think the aims have really changed at all. The thing that really gets you excited is music: good and innovative music from exciting artists. We got sort of side-tracked when Terry and I weren't getting on for a few years, when everybody got more hung-up in the politics than in the music. That's bad for a company. I'd say that the five years of in-fighting set us back ten years. That's all in the past now and we've got to make up twice as quickly for the time that we lost.

The only thing that gets you excited in this business is the music. You can't get excited about organizational structures or business plans or things like that. You get excited when someone comes in and plays you a piece of music and you think, "Wow, that's great!"

What was the most surprising artist development story in your entire twenty years at Chrysalis?

That's an interesting question. You know, I say to people that you don't get too many good surprises where something that you don't expect to be successful is successful; you tend to get more of the other, where something that you think should be successful isn't.

On the whole, I think we've seen them all coming. I have

to say the effect of the Woodstock film on the career of Ten Years After was probably most surprising. That just took the group from one level to a totally different one in the space of about two or three weeks. And we really weren't ready for that, that's for sure. Most of the rest have been slow builds.

Huey Lewis was a building

never giving up. Sometimes we should give up on artists but we just don't. Maybe it's a failing. You know, this is the fourth Icehouse album. We won't give up.

Somebody at another company recently told me that the problem with '80s record companies is that they don't allow the time for new acts to

where. That's really the problem.

Do you still think that touring is a major way to break open artists?

Absolutely. As important as ever — but for the right artist. It depends if the act is good. If they're a rock act and they're good on-stage, it certainly has an impact. If they're essentially a studio act and can't really deliver on stage, then that's a different story. But for the right act, the impact is not diminished at all. The only thing is the cost factor has really gone up. When I first brought Ten Years After over to America in 1968, they were here for nine weeks, played support, and went home without it costing anybody any money. Nowadays you can't do that.

Do you still retain the idealism that first spurred you to form Chrysalis?

I think it was all idealism in those days. You made a lot of mistakes, but you were always doing well enough in those days to pay for any mistakes you made. Now, you've got to be a bit more careful because mistakes are slightly more expensive. You've got to temper your idealism a little bit but then you still have to have your idealism, otherwise you might as well be selling baked beans.....The exciting thing is working with great artists and great music. Then it becomes a labor of love and everything else goes out the window. What really gets you up in the morning and working until ten or eleven or whenever are the ones that stand out.

"The only thing that gets you excited in this business is the music. You can't get excited about organizational structures or business plans..."

process. When I first heard "Sports," I thought it was a great album but I couldn't pick the single. I thought we had a great record with no single. We ended up with a total of six singles off the album, and the first one was "Heart and Soul". The reason I couldn't pick the single is because they were all singles. You sometimes get that, where it's a great record but there isn't a stand-out track and that's what makes it a great record.

Your company's loyalty to its roster, as evidenced by your commitment to Jethro Tull, is remarkable.

I think we're known for

experiment and fail.

The problem with the '80s really is that the acts are costing so much money that you're dead scared after the first album. In the old days you could sell 75,000 copies of a first album and you weren't in the hole. You felt you had achieved something. You sell 75,000 copies of a first album now and you're in trouble. You're better off to sell none, then you can drop the act. If you sell 75,000, you're carrying a huge unrecouped position forward but you feel obligated to make a second album because you know you're getting some-

We showed you in '87 with **"SHOW ME"**
 ...and now
"BECAUSE OF YOU" we're exploding in '88

The COVERGIRLS

CROSSOVER!
53-57 HITS TOP FIFTY SINGLES!



Y95 add
 HOT105 add
 FM102 add
 92X add
 98PXY add
 B93 add
 KXX106 add
 WNNK add

WGFM deb 33
 WNYZ deb 38

PWR106 2
 KMGX 7
 WXKS 10
 KROY 12-10
 WFLY 15-10

KITY 19-12
 Z102 21-12
 PWR99 17-14
 KATD 23-20
 BJ105 28-22
 WTIC 33-23
 Y106 30-23
 KRBE 34-28
 KKRZ 32-28
 Z93 32-29
 WRCK 35-30
 KCAQ 34-30
 WDJX 39-33

BREAKING AT:
 PWR95
 Z100
 WBLI
 B96
 WXKS
 KROY
 WHYT
 Z94
 Y100
 WUSL
 KZZP
 Q106

See them perform on Top Of The Pops Jan. 15th on CBS





EARPICKS

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

Last week's Wildcard pick, **Michael Bolton**, comes flying out of the box and looks to be a hit in the making. Next up are **Richard Marx** with his third straight success, **Def Leppard** which many programmers are mentioning to be their pick to click and **Keith**

Sweat—a giant crossover coming from a Top 3 Black/Dance base and with hot album sales nationally. **David Lee Roth**, **The Jets** and **Belinda Carlisle** continue to pick up mentions.

WINNERS

1	MICHAEL BOLTON	SITTIN' ON	(Columbia)	6	JETS	ROCKET	(MCA)
2	RICHARD MARX	ENDLESS	(Manh/EMI)	7	BELINDA CARLISLE	I GET WEAK	(MCA)
3	DEF LEPPARD	HYSTERIA	(PolyGram)	8	GEORGE MICHAEL	FATHER	(Columbia)
4	KEITH SWEAT	I WANT HER	(Elektra)	9	SCARLETT & BLACK	KNOW	(Virgin)
5	DAVID LEE ROTH	PLEASURE	(WB)	10	MARTHA DAVIS	TELL IT	(Capitol)

J ABRAMSON/TOWER-SUN/LA
DL Roth/G Michael/M Bolton/K Sweat

JON ALLEN/KZOU/LITTLE ROCK
M Bolton/Tiffany

RICK ANDRADE/ZIPS/TUCSON
Covergirls/B Poindexter/PS Boys/G Knight

RICK ANDREWS/WNYZ/UTICA
D Leppard/K Sweat/R Marx/Cars

D ANTHONY/TALENTMSTRS/ATL
M Bolton/K Sweat/C Simon

RICH ANTON/99DTX/DETROIT
D Leppard/Cars/B Carlisle/G White

R ARMIJO/REC BAR/C CHRISTI
B Carlisle/L Branigan/Roger/N Cole

ED AUGUST/WNNK/HARRISB
Jets/INXS/E Fiorillo/K Sweat

AGENT AVA/KLOS/LA
MSM/Wawanee/Communards/PS Boys

CARY BAKER/IRS/LA
R Robertson/L & Rockets/B Poindexter

FRED BAKER JR/KISR/FT SMITH
M Bolton/C Simon

ROBIN BANKS/JET-FM/ERIE
M Bolton/R Marx

CLARENCE BARNES/Z94/BOSTON
K Sweat/Communards

M BASHKIN/BAKER & TAYLOR/CHI
DL Roth/B Carlisle/B Trouble/D Leppard

MARTY BERGER/WINK/FT MYERS
D Leppard/R Marx/T Shaw/J Butler

JAY BRADY/WERZ/EXETER
D Hill/TT D'Arby/C Simon/R Marx

T BRENNER/ARROW/SOLON, OH
D Mode/Alarm/Squeeze/U2

B BRENT/WALL TO WALL/CINN
B Carlisle/G Michael/G Knight/DL Roth

L CAMPBELL/B94/PITTSBURGH
M Bolton/R Marx/Jets

JONI CANDEY/ROUNDUP/SEATTLE
W & Lisa/Foreigner/R Marx/M Davis

B BOOM CANNON/WKSE/BUFFALO
R Marx/J Butler/M Bolton/D Hill

TOM CASEY/WKSS/HARTFORD
Jets/E Fiorillo/A O'Neal/K Sweat

G CASSINGHAM/METRONOME/ATL
G Michael/DL Roth/REM/JC Mellencamp

B CATCHER/WKZL/W-SALEM
DL Roth/G Knight/B George/B Carlisle

MARC CHASE/Y 107/NASH
M Bolton/R Marx/B Carlisle

M CLARK/CML ONE-STOP/ST. LOUIS
R Marx/T Shaw/D Leppard/M Davis

J COHEN/STRAWBERRIES/BOSTON
DL Roth/Broadcasters/S Of Mercy/Communards

TOM CUNNINGHAM/WSPT/TRENTON
Communards/S & Black/REM/D Leppard

DAVE CURTIS/LECHMERE/WOBURN
J Brannen/W & Lisa/Midnight Oil/M Davis

HARLEY DAVIDSON/KROY/SACTO
M Bolton/Jets/K Sweat/A O'Neal

LEO DAVIS/Q104/GADSEN
M Bolton/G Knight/D Leppard/B Trouble

JEFF DAVIS/WPFM/PANAMA CITY
M Bolton/REM/D Leppard

JOHNNY DEE/WKZQ/MYRTLE BEACH
B Carlisle/GL Jezebel/D Leppard/REM

PAUL DEMILLE/95XIL/PARKERSBURG
M Bolton/B Carlisle/DL Roth/C Simon

MIKE DINA/TOWER/DOWNTOWN/NYC
CK The Cat/D Leppard/M Post/G Michael

DEBBIE DODD/PEACHES/SEATTLE
TT D'Arby/Reivers/H Of Freaks/Replacmnts

MIKE DORN/CML/ST LOUIS
DL Roth/REM/R Marx/D Leppard

D DUNAWAY/94TYX/JACKSON
Cher/Squeeze/DL Roth/R Astley

GARY DUNES/93Q/SYRACUSE
D Leppard/M Bolton/A O'Neal/Cars

**OUT OF
THIS WORLD!**

BREAKOUTS WINNER!
15-15 HITS TOP FIFTY ALBUMS!

EARLY BELIEVERS!

WMJQ	add	WKQB	deb	32
WGFM	add	Z102	deb	38
KZZU	add			
I-94	add			
KLUC	add			
WWHT	add			
		HOT 103		22-16

"Out of the Blue"
(7-89129) (DMD 1140)

by
Debbie Gibson

the follow-up to her TOP 5 SMASHES
"Only In My Dreams" and "Shake Your Love"

from the Gold album
OUT OF THE BLUE

(81780)
Produced by Zarr/Gibson
Executive Producer: Douglas Breitbart, Broadbeard Productions, Inc.



On Atlantic Records, Cassettes and Compact Discs
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SKIP ELIOT/WJAD/BAINBRIDGE
M Bolton/DL Roth/K Sweat/D Leppard

V ELLIOTT/V VENDORS/KALA
DL Roth/REM/G Michael/Sting

STEVE ELLIS/HOT103/NY
PS Boys/J Watley/A O'Neal/Nocera

GARRY FINLEY/KARMA/INDI
Aerosmith/Yes/EW & Fire/Bruce

L FLEECE/LIEBERMAN/CLEV
George H/P Carrack/Bruce/G Michael

KELLY GIEDT/TOWER/SH OAKS
INXS/Smiths/Eurythmics/DL Roth

J GIOVINGO/B97/NEW ORLEANS
R Marx/J Watley/Jets/G Knight

K GRAHAM/WES MERCH/AMA
B Trouble/W & Lisa/M Davis/E Fiorillo

N HARRISON/K106/BEAUMONT
S Out/M Bolton/Communards/Jets

R HAYES/KTFM/SAN ANTONIO
Hassiheem/M Bolton

TODD HENSLEY/KFQX/ABILENE
Jets/R Marx/M Bolton

D HOUGHTON/UNIVERSAL/PHILI
INXS/T Dayne/E John/Bangles

CLARK INGRAM/KRQ/TUCSON
MARRS/K Sweat/Pebbles/R Astley

M JACKSON/WHYT/DETROIT
D Gibson/Bardeaux/K Sweat/Communards

RICK JAMES/WZKX/BILOXI
M Bolton/D Mode/VF The Hill/J Butler

KELLY JAY/KEYJ/ABILENE
R Marx/M Place/D Leppard

PAUL JOHNSON/PRO/TEMPE
G Harrison/Cure/CK The Cat/M Davis

JAY BEAU JONES/WEGX/PHILI
K Sweat/Yes/B Poindexter

MARK KATES/GEFFEN/LA
M Of Burma/Nills/Godfathers/L Nun

B KAY/KNIN/WICHITA FALLS
M Bolton/D Hill/K Sweat

KRIS LANNIN/VISION MGMT/LA
D Gibson/Tiffany/E Fiorillo/Motorhead

D LEMASTER/OK95/TRI CITIES
G White/D Leppard/B Trouble

L LEON/PACIFIC COAST/CHATS
CK The Cat/M Davis/D Leppard/R Marx

S LEPERE/KITY/SAN ANTONIO
Jets/Pebbles/D Deb

N LEWIS/MUSIC PEOPLE/OAK
Eurythmics/Bruce/JCM/S Out Sister

J LIBBY/HARMONY HOUSE/DET
T Shaw/W & Lisa/D Leppard

TIM LOVING/KJ103/OK CITY
K Sweat/MARRS/B George/S & Black

JACK LUNDY/Y94/FARGO
R Marx/M Bolton/D Leppard

D MACIVER/FCE THE MSC/ROCH
Godfathers/G Thorogood/Midnight Oil

M MANDZIA/BUZZ'S /COL
B Ferry/M Bolton/D Leppard

M MASKA/S GOODY-EST/EDI
E Fiorillo/M Davis/M Bolton

M MCCORMICK/WGRD/GR RPDS
D Leppard/G Michael/L & Rockets

J MCKEIGHAN/WLRW/CHMPGN
R Astley/Bananarama

KATHY MEANS/WCZY/DETROIT
J Butler/K Sweat/R Astley

M MERCURIO/REC & TPE/OHIO
R Marx/W & Lisa/M Bolton/Sting

JILL MEYER/WDJX/LOUISVILLE
K Sweat/B Trouble/B George

TOM MITCHELL/98PXY/ROCH
A O'Neal/R Marx/Def L/GL Jezebel

L MRAZ/TOWER-WSTWD/LA
REM/M Davis/R Marx

KEITH NAFTALY/KMEL/SF
J Butler/Communards/J Watley

ED O'DONNELL/LIEB/MT. LAURL
M w'o Hats/Squeeze/PS Boys/Cher

C O'DOUGLAS/KKXL/GR FORKS
Whitesn/TT D'Arby/G White/K Sweat

DARRYL OHRT/CD/BETHEL
Communards/B Poindexter/M w'o Hats

D PAARMAN/KQCR/C RAPIDS
B Trouble/M Bolton/S & Black/R Marx

D PEARMAN/KEYN/WITCHITA
R Marx/D Leppard/M Bolton/MARRS

JODY PINKHURST/RTI/OMAHA
J Watley/T Dayne/P Swayze/R Astley

JIM PREWITT/KXX106/BIRM
E Fiorillo/Jets/K Sweat/Pebbles

BARBARA PRIETO/WGCI/CHI
T Terry/A O'Neal/Deele

J PRIMERANO/REC THEAT/BUFF
M Bolton/Jets/W & Lisa

JIM REITZ/WRCK/UTICA
R Marx/K Sweat/A O'Neal/REM

R RICHARDSON/SW WHOLE/HOUS
Cruzados/B White/M Bolton/Co B

S ROBBINS/WBNQ/BLOOMING
TT D'Arby/DL Roth/Belinda C/Rick A

T S BRIGLIA/TRANS/BUFF
DL Roth/B Carlisle/R Astley/REM

M SCHNEIDER/APPLE TREE/ILL
DL Roth/G Thorogood/Radiators/INXS

LORI SCOTT/KWTX/WACO
S Out Sister/R Astley/Alarm/Wawane

KAREN SCOTT/PWR106/LA
K Sweat/B Club/Jets

BARBARA SELTZER/ATCO/NY
S & Black/CK The Cat/D Leppard/Jets

V SHARP/KRNQ/DES MOINES
Big Pig/DeCushe/Jets/S & Black

BLACK

EVERYTHING'S COMING UP ROSES AM2995



In the past 12 months, an artist has emerged who has captivated Europe. International gold and platinum albums, pandemonium at personal appearances, and almost unprecedented press enthusiasm have greeted BLACK at every turn. "Everything's Coming Up Roses" is BLACK's new single.

From the album "Wonderful Life"
Produced by Dave Dix.



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HITS

EARPICKS

S SHERRY/WAEB/ALLEN
Jets/Covergirls/Wawa/K Sweat

M SHISHIDO/PWR92/HONOL
DL Roth/G Michael/Stevie W

M SHORE/BIG TIME/HLYWD
S O'Conner/DL Roth/Godfathers

D SILVA/SLY96/S L OBISPO
M Bolton/DL Roth/Madon/S & Pepa

K SIMMONS/H OF GUITRS/ROCH
P Carrack/Pretenders/R Robertson

CAT SIMON/KEZB/EL PASO
G Michael/B Carlisle/Jets/R Astley

GEORGE SMITH/INTRST GRP/RI
M Davis/D Leppard/R Marx

D SMITH/NATL REC MART/PITT
B Trouble/D Leppard/M Bolton

STU SMOKE/KQIZ/AMARILLO
M Bolton/S & Black/Sting

R C SNYDER/KTMT/MEDFORD
D Leppard/M Bolton/R Marx/G White

J SPEAR/TOWER/DWNTWN/NYC
J Satrianni/CL Berryhill/B Ferry/Yes

L ST JAMES/KKRC/SIOUX FALLS
L & Rockets/R Marx/J Taylor/DL Roth

D ST JAMES/KKXX/BAKERSFIELD
B George/D Leppard/Jets/R Marx

K STAMM/RADIO DOCTORS/MILW
B Carlisle/R Marx/S Wonder/G Michael

R STEELY/CENTRAL SOUTH/NASH
R Marx/G Michael/B Carlisle/G Harrison

M S CLIFFORD/Q100/ALLENTOWN
Jets/G Knight/M Bolton/DL Roth

BRUCE STEVENS/WBBQ/AUGUSTA
D Mode/R Marx/Jets/D Leppard

D SWANSON/S GOODY-WST/LA
DL Roth/M Davis/CK The Cat

JAY TAYLOR/KLUC/LAS VEGAS
J Watley/Communards/M Bolton/Prince

R TAYLOR/LIEBERMAN/CHI
M Bolton/R Springfield/Jets/G Harrison

S TAYLOR/WQUT/JOHNSON CITY
M Bolton/D Leppard/R Marx/S & Black

B THOMAS/WFMI/LEXINGTON
K Sweat/R Astley/D Leppard

CAR THOMAS/WXLK/ROANOKE
MARRS/Dokken/M Bolton/K Sweat

RUTH TOLSON/WBLI/NY
R Marx/R Astley/G Michael/S Wonder

JOHN TRAVIS/OK95/TRI CITIES
DL Roth/Cars/Dokken/G White

T WAITEKUS/WCIL/CARBOND
Belinda/G Michael/L & Rockets/M Bolton

M WEST/WTIC-FM/HARTFORD
D Gibson/R Marx/Jets/A O'Neal

STEVE WILKINS/OK100/ITHICA
B Poindexter/Covergirls/B Carlisle/Sting

GREG WILLIAMS/KCAQ/OXNARD
Jets/DL Roth/J Butler/B Carlisle

KAREN WONG/WLOL/MPLS
S & Black/Communards

S WYROSTOCK/PWR997/ATL
K Sweat/Pebbles/S & Black/A O'Neal

D YASNER/95XXX/BURLINGTON
K Sweat/S & Black/M Bolton/D Leppard

C ZETYE/TOWER/SH OAKS
REM/G Knight/Wawance/B Poindexter

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Mining Silver at KIIS

This Chicago native first got interested in broadcasting hanging around Windy City stations WLS and WCFL, before getting involved in college radio at Bradley University in Peoria. Silver then went on to a stint at KSHE in St. Louis, where he began as a d. j., then rose to Music Director and Program Director. After transferring to KMEL in S. F. as P. D., then M. D., then Assistant P. D. to current colleague Steve Rivers, Jack worked for awhile at KFRC. He returned to Chicago to join a television production company, when he was summoned to L. A.'s red-hot KIIS-FM as Music Director last year—and helped hone the station's influential "Big City" sound.

How do you view KIIS' position in Los Angeles and where do you see music headed in this market?

I think that many people around the country regard the Los Angeles market as a battleground solely between KIIS and Power-

that have the potential to cross over to Top 40 in this market. And that's because we are very limited in the album radio area. KLOS is really the only rock station in the market and they can only expose so much new music to their listeners. I think we will continue to see a concentration on the "Big

"One of our motives is to capture what I refer to as the 'Big City' sound...."

106. There is definitely more to it than that. Sure, Power is a strong station and deserves credit, but the competition doesn't just stop there. I happen to think KOST is also competition for us, as well as being one of the best-programmed adult stations in the country. Also, KROQ is a well-defined station. It's a combination of formats that make up a market and we all are working with and against each other to make the market as strong as possible.

There are two points I'd like to make about where music is headed in this market. First, I don't think many people around the country realize how heavy an ethnic market L. A. really is. For this reason, I think the dance music sensation will continue to be a prominent formatting tool in the market. The way KIIS remains such a tough, solid station is by being very careful in selecting this type of music and not just playing everything that sounds danceable. One of our motives is to capture what I refer to as the "Big City" sound, which is now being heard more and more—records like Rick Astley or even the Whispers—those songs that have mass appeal to a wide demographic. We try to stay away from those "smaller," sounding records that the black and power stations seems to succeed with. That's where the largest difference is—KIIS selects hit songs that will appeal to most demographics across the board. Right now, it is very hard to break some rock acts

City" sound and less of an emphasis on rock acts that may even be crossing over in other parts of the country.

What is it like working with Rick Dees and (P. D.) Steve Rivers?

What can you say about Rick Dees other than the fact he's one of the greatest air personalities in the country? I am very involved in

takes a P. D. who knows formats, clocks, winning promotions and talent management to succeed at this level.

How do you interact with the record labels in this market?

Actually, it's very simple. As a Music Director, I obviously have to deal with each label directly. I guess you could say that I am, as well as most other M. D.'s across the country, a mediator between them and my P. D. I've worked in quite a few markets and dealing with local guys is very different in each one. The one major difference about dealing with them in L. A. is that I feel now that I'm here in a city that means so much to the music industry, the station and I are being watched through a microscope. These promotion guys are a lot more in touch with what we are doing, what we are playing and what they think we should be playing.

Because they know the station and market so well, there isn't a whole lot of bull going on. It's easier for me to say yes and no. It's almost as if their job is to be professionally frustrated and my job is to frustrate them. But it works out. They know what Steve is about, they know what I am about and they definitely know what KIIS stands for, so I guess it works!

Do you have any kind of per-

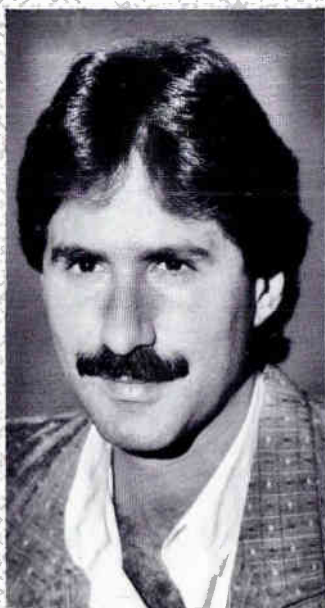
"I don't think many people around the country realize how heavy an ethnic market L. A. really is."

the production of his show, so I am fortunate enough to work with him quite a bit. His shows involve so much preparation, but he has the ability to make it sound new and fresh each morning. One of his strongest points is the way he deals with his listeners, intimately, yet informally. It's not "shock radio"—there's a magic that appears between the audience and Rick and a connection that seems to last. And, nobody talks up a ramp and hits a post better than Rick Dees.

As for Steve Rivers, we worked together up in S. F. and I was his Assistant P. D. at the time. So we are very familiar with each other and how each of us works within the station. The thing that separates Steve from other P. D.'s is he is not a glorified Music Director. It

sonal life outside the station?

I feel it is a necessity to find the time to do other things besides music. I mean I'm here at 6:00 AM to work with Rick and don't usually get out before 6:00 PM or later, so I feel I'm living radio most of the time as it is. Without doing things that are totally separate from music, it really becomes monotonous and you lose sensitivity to music. My position is to deal with it in the freshest way possible. It is very important for me to find the time to go hiking in Topanga Canyon or to take off to a Lakers game. I'm very into sports, so I'm thankful that L. A. has as many events as it does. It's very important for me to find outlets to relieve the stress and tension that may develop during the week.



*An exclusive
Hits interview
with KIIS
Music Director
Jack Silver
by Jon Leshay*

ZERO TO PLATINUM

**A
Soundtrack**

Success

Story

by Gerrie Lim

Joan Jett & The Blackhearts), and three pop acts (Roy Orbison, Glen Danzing and the Power & Fury Orchestra, and the Bangles). No matter. After seeing a few rough cuts of the film, Rubin proceeded to program music to Harley Peyton's script recalling Bret Easton Ellis' tale of rich L.A. kids lost in a glitzy netherworld of drugs and sex. The diverse nature of the album reflects the prevailing mood, part raunch and part cool, with the inimitable big-beat Rick Rubin/Def Jam sound.

"The album sounds like what I would've wanted the movie to be like if I was making the movie," Rubin said. "I was excited at the opportunity of a Slayer being on an album with an Aerosmith, and I got to make a record with Roy Orbison — now that's a big deal." The biggest deal, in fact, was the free rein he had in personally choosing the artists and songs he wanted. Elliot Lurie, Vice-President of Music at Twentieth Century Fox, recalled numerous meetings after Avnet had chosen Rubin in which the apprehension of using someone who'd never supervised a film soundtrack before was finally offset by enthusiasm for his track record as a producer of hits.

"Quite frankly, we all huddled on it, we

"The album sounds like what I would've wanted the movie to be like if I was making [it],' [Rick] Rubin said."

On Hollywood's terms, it's a quirky outcome. "Less Than Zero," Twentieth Century Fox's \$8-million film of the controversial but celebrated novel, bombed at the box office yet the Def Jam/Columbia soundtrack album is proving remarkably successful. Currently moving into the Top 30, its lead-off single, the Bangles' hypnotic rendition of Simon & Garfunkel's "Hazy Shade of Winter," is already a Top 10 hit poised for the big peak. No fluke, but rather a payoff for sheer foresight, apparently, since the filmmakers placed faith in one man: Rick Rubin, the album's executive producer and the reknowned man behind the board for such luminaries as LL Cool J, Run-D.M.C., the Cult, and The Beastie Boys.

"In spite of the movie, the album's doing really, really well and I'm real happy about that," enthused Rubin while in Los Angeles recently for the video shoot of the newest single, the third off the album, LL Cool J's "Going Back To Cali," a jazzy rap number co-written by Rubin and due for release Jan. 25. Rubin was brought into the project by Jon Avnet, who co-produced the film with Jordan Kerner. "I like his music," said Avnet, "and I thought it had the right kind of edge for it. His ideas and my ideas had a lot

of convergence. There was not a fear of good ol' rock & roll and doing stuff both in the music and in the film that was all over the place."

The album is a sonic smorgasbord perhaps too bizarre for mainstream tastes, juxtaposing four black acts (Public Enemy, The Black Flames, Oran "Juice" Jones and Alyson Williams and LL Cool J), four hard-rock acts (Aerosmith, Poison, Slayer and



evaluated the situation, and there were certain reservations we had," Lurie commented. "And all of us decided that, on balance, this would be a great thing to do. It was an interesting concept because on the one hand I believed very much in Rick's talent as a producer but, on the other hand, he had never really done this kind of thing before."

How much musical input did the studio have? "Not that much, to tell you the truth," Lurie conceded. "We felt that if we gave too much advice to Rick, we would be undermining the very reason we hired him. The only area we did get involved in was marketing the film and using the music to build an awareness of the film. When he initially proposed the acts he wanted to use, we targeted certain ones that we thought were more important to us than others, based on the broadness of their appeal. For instance, we felt that the Bangles were especially important because, of all the groups, they seemed the best base for Top 40 radio and very high acceptability at MTV."

"Rick really had complete creative control," noted Peter Fletcher, West Coast Marketing Director for Columbia Records. Rubin's *modus operandi* was to deliver 11 new songs to comprise the album, given a

six-week deadline. He eventually finished it in just under five weeks, producing most of the songs and spreading the others between his Def Jam colleagues Russell Simmons, Vincent Bell and Hank Shocklee.

"Jon Avnet and Marek Kanievski [the film's director] called me and we met to discuss it," Rubin explained about the project's initiation. "They were talking about the music for their film, not so much the type of music they wanted but the type of feeling they wanted to achieve. I told them what I thought it should sound like and they were excited by it. I tried to give the music a real accessible, aggressive teenage feeling, because the movie was supposed to be aggressive and teenage. The idea was to make the characters more accessible through the music they were listening to."

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artists," noted Peter Fletcher. "It's a very interesting mix—you've got a number of artists with strong Top 40 potential, you've got four great black artists and then you've got Roy Orbison and bands like Slayer. But this record gives us more opportunity than ever. A lot of the times, a soundtrack will have like ten pop tunes and the only place you can go with that is Top 40 radio, so you live and die by Top 40. In this case, we've got the entire spectrum. Every market segment is covered. It's a really fun record to market because you can really pull out all the stops."

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"I'll tell ya something," he added conspiratorially. "Five years from now when you talk about 'In-A-Gadda-Da-Vida,' it'll be: 'Oh, you mean that Slayer song!' That's how I feel. I really do."



RERAP

by Toni Profera

After a lengthy refueling, Rerap returns with renewed vigor to commence the year in retail land. As usual we implore your participation in this column, it's here for you. If you have an opinion, or want to rag about something or on someone, or better yet rave about your latest musical find, pick up the old horn and ask for Rerap!..... For starters, **Steve Harmon** at **Tower** in New York City (uptown) is livid about the lack of in-store appearances coming through their doors in the Big Apple. As a matter of fact other retailers have echoed Steve's sentiment recently. **Michael Pulgini** (Harmony House Detroit, Corporate offices) told us that they haven't had an appearance of an artist in-store since **Ozzy Osbourne** - in the summer! These retailers are more than willing to promote the cookies out of these events and make it a point to sell some records in the process. Call them - Steve Harmon, Tower N.Y.C. (212) 799 - 2500 and Mike Pulgini, Harmony House Det. (313) - 524-2800..... Coldsnap - Due to extremely frigid and snowy storms, whole sections of the Midwest and the South

Nice Pic



Mitch Gaylord & Martha Quinn — Obviously didn't see this photo before it went out.

had business come to a virtual standstill this past week. In Atlanta, ten stores we contacted were closed one day last week, and some stores in Indianapolis reported that they hadn't sold an item in three days due to the cold..... **City 1 Stop** has released its first catalogue of budget compact discs wholesaling below ten bucks. It will be distributed free to all City accounts.....**U2's Bono** was spotted buying himself a brand new shiny CD player at **Sound Warehouse** in Atlanta while on tour there recently..... **Rainbow Records** opened their 27th store in the university town of Davis in the Bay Area on Dec 3..... **Faith Raphael**, former Director of Marketing and Media for **Aerosmith Mgt** joins **Strawberries** in the same capacity..... Taking time off their current tour, **Peter Holsapple** and **Will Rigby** of the dB's dropped by the corporate offices of **Show Industries** recently in L.A. In the course of signing their **John Hancock's**, they chatted amicably with the members of the **City 1 Stop** sales desk and **Show Industries** buying dept..... **Kenny Aronoff**, drummer for **J.C. Mellen-camp** was in **Karma Records** (South Side) in Indianapolis this past week promoting his new video on drumming.....**RCA Records** will release a series of rare **Elvis Presley** re-issues in '88 starting in Jan. with "Essential Elvis - The Movies". Ten previously unreleased tracks are included in the 23 song, digitally re-mastered collection featuring music from the King's first three movies. "Love Me Tender", "Jailhouse Rock", and "Loving You". The CD will include four bonus tracks.



"BEAT'S ME"

by Roy Trakin

GONE FISHIN': Before I get in over my head, I have a confession. When the two 120-pound marlins from last week's "Pic of the Week" were being hauled in from their resting place somewhere in the Sea of Cortez— after a 45-minute struggle no less— your intrepid *Beat's Me* columnist was confronting the porcelain God at the back of the boat, praying to the "Dux Mare" painting of **Jesus** guiding the hands of a Mexican sailor. Those beauties were actually reeled in by **Champion Entertainment's** intrepid seaman **Jeb Brien**, with kibitzing assistance from his father-in-law, movie director **Paul Mazursky** ("Down and Out In Beverly Hills"). I looked up just in time to see said marlins konked on the head and dragged on board. Of course, ya can't eat them; the best you can do is hondle with the guys back on the dock to stuff and mount 'em for your office. Yeah, they take Visa and Mastercard. **Ernest Hemingway** I guess I'm not, but if I had a bad day, those poor marlins had a worse one. **BUSTER BUSTIN' OUT**: For those, like me, who remember him from the **New York Doll** days, **David Johansen's** current incarnation as martini-sipping lounge lizard **Buster Poindexter** is a mixed blessing. On the one hand, the per-

Breaking Buster



Poindexter Patters His Way To The Top

sona provides a wonderful forum for **David's** great show biz patter— his star-studded L. A. bow at the **Roxy** last week (with the likes of **Herbie Hancock**, **Michelle Phillips** and what seemed like all of **RCA** looking on) included great bits about **Debra Winger** as cabaret star **Libby Holman** and a hoary old joke involving **Robert Goulet** that went over like a charm. But the whole thing smacks of a gimmick/novelty that doesn't quite take full advantage of **David's** talents as a rock 'n' roll songwriter. Don't get me wrong. I'm glad to see **Buster** get the success and the label support he deserves. It's just a little sad he had to turn into a latter-day **Al Jolson** crossed with **Joel Grey** to get it. That said, here's hoping "Hot. Hot. Hot" is a hit, hit, hit.....

MONOCHROME DREAMS: While **Ted Turner** goes around colorizing film catalogs left and right, creative directors of commercials and rock videos have turned back to black & white with renewed fervor. Latest example of the trend is the stunning **Cinemax** cable special, "**Roy Orbison & Friends: A Black & White Night**" (for which sport fisherman **Jeb Brien** served as technical director). Shot in shimmering b & w at L. A.'s **Coconut Grove** last fall, **Orbison's** pallid complexion is overexposed to the point where he looks ghostly, sepulchral, like something out of **Guy Van Peellaert's** mythical "Rock Dreams," with superstars like **Bruce Springsteen**, **Elvis Costello**, **Tom Waits**, **Jackson Browne**, **Bonnie Raitt** and **T-Bone Burnett** hovering about like so many angel acolytes in rock & roll heaven. **Virgin** is releasing the home video version simultaneously, so if ya don't have cable, this one's a worthy addition to yer vid library.

(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.)

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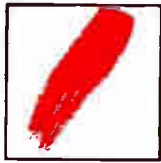
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In the end, twenty songs played in the film and eleven of them made up the soundtrack album. The Bangles played over the opening credits and Roy Orbison over the closing credits, and Rubin returned to New York after much frantic bicoastal commuting. "It was a fuckin' killer job," he laughed. "I hope I don't ever have to do this again. But it was a good opportunity to work with a lot of big-name artists of my choice and put them on a Def Jam soundtrack. It was exciting in that respect.

"I'll tell ya something," he added conspiratorially. "Five years from now when you talk about 'In-A-Gadda-Da-Vida,' it'll be: 'Oh, you mean that Slayer song!' That's how I feel. I really do."



RERAP

by Toni Profera

After a lengthy refueling, Rerap returns with renewed vigor to commence the year in retail land. As usual we implore your participation in this column, it's here for you. If you have an opinion, or want to rag about something or on someone, or better yet rave about your latest musical find, pick up the old horn and ask for Rerap!..... For starters, **Steve Harmon** at **Tower** in New York City (uptown) is livid about the lack of in-store appearances coming through their doors in the Big Apple. As a matter of fact other retailers have echoed Steve's sentiment recently. **Michael Pulgini** (Harmony House Detroit, Corporate offices) told us that they haven't had an appearance of an artist in-store since **Ozzy Osbourne** - in the summer! These retailers are more than willing to promote the cookies out of these events and make it a point to sell some records in the process. Call them - Steve Harmon, Tower N.Y.C. (212) 799 - 2500 and Mike Pulgini, Harmony House Det. (313) - 524-2800..... Coldsnap - Due to extremely frigid and snowy storms, whole sections of the Midwest and the South

had business come to a virtual standstill this past week. In Atlanta, ten stores we contacted were closed one day last week, and some stores in Indianapolis reported that they hadn't sold an item in three days due to the cold..... **City 1 Stop** has released its first catalogue of budget compact discs wholesaling below ten bucks. It will be distributed free to all City accounts.....**U2's Bono** was spotted buying himself a brand new shiny CD player at **Sound Warehouse** in Atlanta while on tour there recently..... **Rainbow Records** opened their 27th store in the university town of Davis in the Bay Area on Dec 3..... **Faith Raphael**, former Director of Marketing and Media for **Aerosmith Mgt** joins **Strawberries** in the same capacity..... Taking time off their current tour, **Peter Dinklage** and **Will Rigby** of the dB's dropped by the corporate offices of **Show Industries** recently in LA. In the course of signing their **John Hancock's**, they chatted amicably with the members of the **City 1 Stop** sales desk and **Show Industries** buying dept..... **Kenny Aronoff**, drummer for **J.C. Mellenkamp** was in **Karma Records** (South Side) in Indianapolis this past week promoting his new video on drumming.....**RCA Records** will release a series of rare **Elvis Presley** re-issues in '88 starting in Jan. with "Essential Elvis - The Movies". Ten previously unreleased tracks are included in the 23 song, digitally re-mastered collection featuring music from the King's first three movies. "Love Me Tender", "Jailhouse Rock", and "Loving You". The CD will include four bonus tracks.

Nice Pic



Mitch Gaylord & Martha Quinn — Obviously didn't see this photo before it went out.

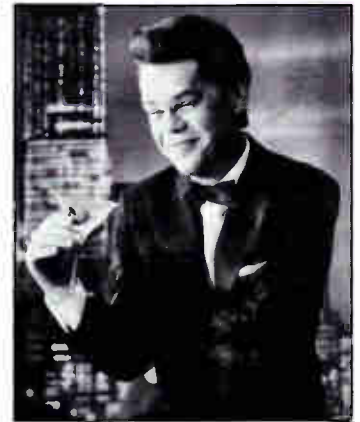


"BEAT'S ME"

by Roy Trakin

GONE FISHIN': Before I get in over my head, I have a confession. When the two 120-pound marlins from last week's "Pic of the Week" were being hauled in from their resting place somewhere in the Sea of Cortez— after a 45-minute struggle no less— your intrepid *Beat's Me* columnist was confronting the porcelain God at the back of the boat, praying to the "Dux Mare" painting of **Jesus** guiding the hands of a Mexican sailor. Those beauties were actually reeled in by **Champion Entertainment's** intrepid seaman **Jeb Brien**, with kibitzing assistance from his father-in-law, movie director **Paul Mazursky** ("Down and Out In Beverly Hills"). I looked up just in time to see said marlins konked on the head and dragged on board. Of course, ya can't eat them; the best you can do is hondle with the guys back on the dock to stuff and mount 'em for your office. Yeah, they take Visa and Mastercard. **Ernest Hemingway** I guess I'm not, but if I had a bad day, those poor marlins had a worse one. **BUSTER BUSTIN' OUT**: For those, like me, who remember him from the **New York Doll** days, **David Johansen's** current incarnation as martini-sipping lounge lizard **Buster Poindexter** is a mixed blessing. On the one hand, the persona provides a wonderful forum for David's great show biz patter— his star-studded L. A. bow at the **Roxy** last week (with the likes of **Herbie Hancock**, **Michelle Phillips** and what seemed like all of **RCA** looking on) included great bits about **Debra Winger** as cabaret star **Libby Holman** and a hoary old joke involving **Robert Goulet** that went over like a charm. But the whole thing smacks of a gimmick/novelty that doesn't quite take full advantage of David's talents as a rock 'n' roll songwriter. Don't get me wrong. I'm glad to see Buster get the success and the label support he deserves. It's just a little sad he had to turn into a latter-day **Al Jolson** crossed with **Joel Grey** to get it. That said, here's hoping "Hot, Hot, Hot" is a hit, hit, hit.....

Breaking Buster



Poindexter Patters His Way To The Top

MONOCHROME DREAMS: While **Ted Turner** goes around colorizing film catalogs left and right, creative directors of commercials and rock videos have turned back to black & white with renewed fervor. Latest example of the trend is the stunning **Cinemax** cable special, "**Roy Orbison & Friends: A Black & White Night**" (for which sport fisherman **Jeb Brien** served as technical director). Shot in shimmering b & w at L. A.'s **Coconut Grove** last fall, **Orbison's** pallid complexion is overexposed to the point where he looks ghostly, sepulchral, like something out of **Guy Van Peellaert's** mythical "Rock Dreams," with superstars like **Bruce Springsteen**, **Elvis Costello**, **Tom Waits**, **Jackson Browne**, **Bonnie Raitt** and **T-Bone Burnett** hovering about like so many angel acolytes in rock & roll heaven. **Virgin** is releasing the home video version simultaneously, so if ya don't have cable, this one's a worthy addition to yer vid library.

(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.)

Century Plaza Hotel

Los Angeles

March 11-14



PRODUCT PRESENTATIONS BY

- CEMA
- CBS RECORDS INC.
- COLUMBIA • EPIC/PORTRAIT/CBS ASSOCIATED
- CBS MASTERWORKS • CHRYSALIS
- MCA and MOTOWN
- POLYGRAM
- RCA • A&M • ARISTA DISTRIBUTION
- WARNER/ELEKTRA/ATLANTIC CORPORATION



30th Annual Convention

FABULOUS OPENING NIGHT

- Dinner and Show
- "Meet the Artists"
- Cocktail Reception
- Take home
- a Polaroid shot with
- past-present-future
- recording artists
- especially there
- to meet "YOU"



Dick Clark



The Jets

Dick Clark presents a Retrospective "Thirty Years of Music: Thirty Years of NARM"

Listen and Dance to THE JETS courtesy of MCA Records

1987 BEST SELLER AWARDS BANQUET

SCHOLARSHIP FOUNDATION DINNER

Featuring performances by
Arista recording artists
Kenny G and Barry Manilow



Kenny G



**Barry
Manilow**

DYNAMITE BUSINESS SESSIONS

SPECIAL EVENTS

SEMINARS

EXHIBIT AREA

**A SPECIAL PROGRAM for
SPOUSES, FRIENDS, COMPANIONS**

SEND ME INFORMATION!

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone () _____

I am a Member not a Member

I am a Retailer Wholesaler

Indie Label Other _____

PLEASE SPECIFY

Return Coupon to:
National Association of Recording Merchandisers
3 Eve Drive, Suite 307 Marlton, NJ 08053 (609) 596-2221

GLADYS KNIGHT AND THE PIPS

LOVE OVERBOARD



CROSSOVERS WINNER!
46-40 HITS TOP FIFTY SINGLES!
42 HITS TOP FIFTY ALBUMS!

AVERAGE MOVE	AGGRESSIVES (4 or more)
3.75	16

- | | |
|------------|------------|
| PRO-FM add | Q101 add |
| WEGX add | KWTO add |
| B97 add | WJMX add |
| WBCY add | WCGQ add |
| WFLY add | KLUC add |
| WKSJ add | OK95 add |
| WTLQ add | KWNZ add |
| KSND add | K106 add |
| WNYZ add | 103CIR add |
| KFRX add | PWR105 add |

- | | |
|-------------|--|
| Z97 add | |
| KWTX add | |
| KROY deb 23 | |
| KITY deb 29 | |
| B100 deb 33 | |
| KRBE deb 34 | |

- | | |
|--------------|--|
| KMEL 19-15 | |
| WHYT 23-18 | |
| KXX106 32-19 | |
| Q106 24-20 | |
| WPGC 27-23 | |
| KKRZ 28-24 | |
| Z102 31-25 | |
| WBBQ 30-25 | |

- | | |
|--------------|--|
| HOT103 30-26 | |
| Z93 30-27 | |
| WTIC 36-27 | |
| PWR106 36-30 | |
| WDJX 38-32 | |
| Y106 39-35 | |

FLASHMAKER!
EARPICKS WINNER!

- | | |
|------------|------------|
| WAVA add | Z94 add |
| PWR106 add | PRO-FM add |
| B96 add | Z93 add |
| | FM102 add |

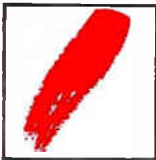
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|----------|
| KKRZ add |
| KROY add |
| KWOD add |
| WNCI add |
| WTIC add |
| KCPX add |



ROCKET 2 U



- | | | |
|------------|-----------|-------------|
| KITY add | KNIN add | I-94 add |
| KJ103 add | WPXR add | KZOZ add |
| KXX106 add | KFRX add | WAYS add |
| Q100 add | WGLF add | Y97 add |
| Y106 add | WJAD add | B98 add |
| KCAQ add | WFXX add | KKDA deb 33 |
| KIKX add | KFMY add | Z102 deb 34 |
| KMGX add | SLY96 add | |
| WBBQ add | WSPT add | KMEL 29-25 |
| KF95 add | | WPGC 29-26 |



TOP TENS



PAULA CONNERNEY: SAM GOODY

This smiling young lady is the VP of Stores, Western Division based in Los Angeles and overseeing the 197 outlets covering 14 states West of the Mississippi. Paula is in charge of Sam Goody (mall stores), Sam Goody Music & Video (free-standing) and Musicland (mostly malls). Although Paula likes skiing, traveling, and sports (she is a major fan of the Chicago Bears-oops-and the Boston Celtics-yuck), she is basically a workaholic looking for business action 24 hours a day. Paula is currently touting the strong West Coast action on White Lion, Keith Sweat, Cover Girls, Bourgeois Tagg and Meli'sa Morgan.

SAM GOODY/WEST

DEBBIE SWANSON
197 Retail Stores (Los Angeles)

1. GEORGE MICHAEL
2. TIFFANY
3. DIRTY DANCING
4. INXS
5. WHITESNAKE
6. WHITNEY HOUSTON
7. DEF LEPPARD
8. STING
9. DEBBIE GIBSON
10. MADONNA

musicland DICK ODETT
593 Retail Stores
(Mpls)

MUSICLAND

1. GEORGE MICHAEL
2. DIRTY DANCING
3. TIFFANY
4. INXS
5. WHITNEY HOUSTON
6. STING
7. DEBBIE GIBSON
8. WHITESNAKE
9. DEF LEPPARD
10. MICHAEL JACKSON

Lieberman Enterprises DUSTY BOWLING
2400 Racked
Accounts (MPLS)

LIEBERMAN NATIONAL

1. TIFFANY
2. GEORGE MICHAEL
3. DOKKEN
4. MICHAEL JACKSON
5. WHITESNAKE
6. DIRTY DANCING
7. WHITNEY HOUSTON
8. FOREIGNER
9. AEROSMITH
10. RANDY TRAVIS

WHEREHOUSE CHUCK LEE
203 Retail Stores
(Los Angeles)

WHEREHOUSE

1. GEORGE MICHAEL
2. INXS
3. TIFFANY
4. LINDA RONSTADT
5. MICHAEL JACKSON
6. U2
7. WHITESNAKE
8. DIRTY DANCING
9. GEORGE HARRISON
10. STING



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

WESTERN MERCHANDISERS

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

SOUND WAREHOUSE TRACY DONIHOO
102 Retail Stores
(Dallas)

SOUND WAREHOUSE

1. INXS
2. DIRTY DANCING
3. GEORGE MICHAEL
4. LINDA RONSTADT
5. TIFFANY
6. GEORGE HARRISON
7. STING
8. U2
9. MICHAEL JACKSON
10. STEVE WINWOOD

TOWER RECORDS/VIDEO STAN GOMAN
43 Retail Stores
(Sacramento)

TOWER NATIONAL

1. STING
2. GEORGE MICHAEL
3. INXS
4. GEORGE HARRISON
5. MADONNA
6. LINDA RONSTADT
7. SPRINGSTEEN
8. DIRTY DANCING
9. U2
10. SPECIAL OLYMPIC XMAS

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

RECORD BAR

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. DEF LEPPARD
5. WHITESNAKE
6. INXS
7. MICHAEL JACKSON
8. GEORGE HARRISON
9. SALT & PEPA
10. DOKKEN

RECORD WORLD DEAN FINE
70 Retail Stores
(New York)

RECORD WORLD

1. TIFFANY
2. GEORGE MICHAEL
3. DIRTY DANCING
4. GEORGE HARRISON
5. INXS
6. MICHAEL JACKSON
7. MADONNA
8. JC MELLENCAMP
9. WHITNEY HOUSTON
10. STEVE WINWOOD

Trans World Music Corp DAVE ROY
302 Retail Stores
(Albany)

TRANSWORLD

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

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

TOP TENS



CAMELOT

LEW GARRETT
200 Retail Stores
(Canton)

CAMELOT

1. TIFFANY
2. INXS
3. DIRTY DANCING
4. DEBBIE GIBSON
5. DEF LEPPARD
6. WHITESNAKE
7. GEORGE MICHAEL
8. AEROSMITH
9. WHITNEY HOUSTON
10. EXPOSE



DOUG SMITH
80 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

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



BRIAN MCEVOY
93 Retail Stores
(Philadelphia)

WALL TO WALL

1. TIFFANY
2. INXS
3. DIRTY DANCING
4. GEORGE MICHAEL
5. PINK FLOYD
6. DEF LEPPARD
7. WHITESNAKE
8. DEBBIE GIBSON
9. AEROSMITH
10. GEORGE HARRISON



LORI SHAW
449 Accounts (Los Angeles)

SHOW INDUSTRIES

1. KEITH SWEAT
2. LINDA RONSTADT
3. SALT & PEPA
4. TOO SHORT
5. TIFFANY
6. JODY WATLEY
7. ROGER
8. GEORGE MICHAEL
9. COVER GIRLS
10. DEBBIE GIBSON



KAREN LONG
84 Retail Stores
(Atlanta)

TURTLES

1. GEORGE MICHAEL
2. TIFFANY
3. INXS
4. DIRTY DANCING
5. PINK FLOYD
6. MICHAEL JACKSON
7. JC MELLENCAMP
8. U2
9. WHITESNAKE
10. SPRINGSTEEN



DON JENSEN
96 Rack Accounts
(Seattle)

ROUND UP

1. TIFFANY
2. DIRTY DANCING
3. GEORGE MICHAEL
4. WHITESNAKE
5. WHITNEY HOUSTON
6. FLEETWOOD MAC
7. DEF LEPPARD
8. HEART
9. MADONNA
10. JC MELLENCAMP



RON SALPIETRO
37 Stores
(Schaumburg)

JR'S

1. TIFFANY
2. DIRTY DANCING
3. INXS
4. GEORGE MICHAEL
5. DEF LEPPARD
6. MADONNA
7. DEBBIE GIBSON
8. GEORGE HARRISON
9. SPECIAL OLYMPIC XMAS
10. SPRINGSTEEN



ROBIN STEELEY
1500 Accounts
(Nashville)

SOUND SHOP

1. TIFFANY
2. GEORGE MICHAEL
3. DIRTY DANCING
4. DEF LEPPARD
5. WHITESNAKE
6. MICHAEL JACKSON
7. STEVIE WONDER
8. GEORGE HARRISON
9. INXS
10. DOKKEN



MIKE CLARK
500 Accounts (St. Louis)

CML ONE-STOP

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



CINDY BARR
36 Retail Stores
(Florida)

SPECS

1. INXS
2. DIRTY DANCING
3. GEORGE MICHAEL
4. TIFFANY
5. DEBBIE GIBSON
6. MADONNA
7. DEF LEPPARD
8. U2
9. STING
10. PINK FLOYD



JOHN GRANDONI
18 Retail Stores
(Buffalo)

CAVAGES

1. TIFFANY
2. INXS
3. DIRTY DANCING
4. GEORGE HARRISON
5. WHITESNAKE
6. GEORGE MICHAEL
7. MICHAEL JACKSON
8. WHITNEY HOUSTON
9. REM
10. JC MELLENCAMP



MIKE BASHKIN
200 Accounts
(Chicago)

BAKER & TAYLOR ONE-STOP

1. JC MELLENCAMP
2. DIRTY DANCING
3. INXS
4. TIFFANY
5. GEORGE MICHAEL
6. EXPOSE
7. AEROSMITH
8. GEORGE HARRISON
9. MADONNA
10. DEBBIE GIBSON

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



MARRS

pump

up

the

FLASHMAKER!

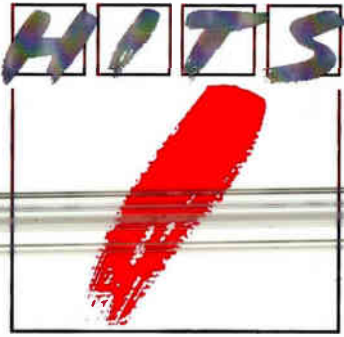
40-18 HITS TOP FIFTY SINGLES!

Q106	add	HOT103	1-1-1	Y95	30-7	KATD	21-10	B96	18-15
92X	add	KMEL	2-2	Z102	11-7	KXX106	18-11	KCAQ	23-15
PRO-FM	add	KITS	4-4	PWR99	11-8	KZZP	15-12	Z95	26-20
		WTIC	19-5	Y106	9-8	WAVA	18-14		
Q107	deb 29	KKBQ	7-6	BJ105	10-9	WHYT	18-14		
Z94	deb 31	Z93	12-6	WAPE	13-9	KMGX	20-14		

**Also playing at
KIIS & Q105**

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)
4.56	29	13	4	10

volume



BREAKOUTS

Rick Astley's European smash has crossed the Atlantic in style and is now delivering album sales, enough so even to top Taylor Dayne, Eurythmics, Keith Sweat and more to take this week's

honors. We are closely watching Atlantic hard rocking White Lion, which is building a solid album pattern from video play and is on the verge of crossing mass appeal.

WINNERS

1	RICK ASTLEY	(RCA 6822-1-12)	40%	6	LOVE & ROCKETS	(Big Time/RCA 6058-1-B)	18%
2	TAYLOR DAYNE	(Arista AL8529)	28%	7	FOREIGNER	(Atlantic 7 81808-1)	17%
3	EURYTHMICS	(RCA 6794-1-12)	26%	8	BUSTER POINDEXTER	(RCA 6633-1-12)	16%
4	KEITH SWEAT	(Elektra 60763-1)	24%	9	DEBBIE GIBSON	(Atlantic 7 81780-1)	14%
5	WHITE LION	(Atlantic 7 81768-1)	20%	10	TERENCE T. D'ARBY	(Columbia 40964)	12%

APPLE TREE / MIKE SCHNEIDER / ILLINOIS

Dirty Dancing
New Order
Eurythmics
Tiffany

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO

Bryan Ferry
White Lion
Savatage
Eurythmics
Calif Raisins

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO

Taylor Dayne
White Lion
Guns & Roses
Roger
Anthrax

BENEL DISTRIBUTORS / ANGELO GONZALEZ / NEW YORK

Taylor Dayne
Earth Wind & Fire
Gladys Knight
Swing Out Sister
Phantom Of The Opera

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS

Buster Poindexter
Keith Sweat
Michael Cooper
Walter Beasley

CAMELOT / LEW GARRETT / CANTON

Michael Cooper
New Order
Keith Sweat
Taylor Dayne
Rick Astley

CAVAGES / JOHN GRANDONI / BUFFALO

Carly Simon
Elton John
Eurythmics
Stryper
Cure

CD ONE-STOP / DARRYL OHRT / BETHEL

Communards
Debbie Gibson
George Michael

CENTRAL SOUTH / ROBIN STEELY / NASHVILLE

Salt & Pepa
Kashif
Gladys Knight
Foreigner
Georgio
Debbie Gibson

CML ONE-STOP / MIKE CLARK / ST. LOUIS

Joe Cocker
Kinks
Robbie Robertson
Less Than Zero
Guns & Roses

FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN

Savatage
Buster Poindexter
Flesh For Lulu

FLIPSIDE / DAVID SLANIA / CHICAGO

Natalie Cole
Joe Cocker
White Lion
Pebbles
10,000 Maniacs
Sinead O'Conner

HARMONY HOUSE / SANDY BEAN / DETROIT

Foreigner
Pretty Poison
Eurythmics
Less Than Zero
Buster Poindexter
Love & Rockets

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER

Warlock
Aretha Franklin
Rick Astley
Love & Rockets

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND

Sinead O'Conner
S Blue Messiahs
Black
Flesh For Lulu
Buster Poindexter
Rick Astley
Housemartins

KARMA / GARRY FINLEY / INDIANAPOLIS

Lou Rawls
Michael Cooper
Ronnie Laws
Terence Trent D'Arby
Madhouse

LECHMERE / DAVE CURTIS / WOBURN

Paul McCartney
Roger
Phantom Of The Opera
Rick Astley
Michael Bolton

LIEBERMAN / LESLIE FLEECE / CLEVELAND

Calif Raisins
Roger
Foreigner
George Harrison
Eurythmics

LIEBERMAN / ED O'DONNELL / MT. LAUREL

Rick Astley
Linda Ronstadt
Stevie Wonder
Eurythmics
Foreigner

LIEBERMAN-NATL / DUSTY BOWLING / MPLS

White Lion
Rick Astley
Taylor Dayne
Debbie Gibson



BREAKOUTS

**METRONOME / GUY CASSIN-
GHAM / ATLANTA**

Rievers
Chalice
Dumtruck
Eurythmics
Rick Astley

**MOBY DISC / BOB SAY / LOS
ANGELES**

firehose
MSG
White Lion
Flesh For Lulu

**MUSICLAND / DICK ODETTE /
MINNEAPOLIS**

Taylor Dayne
Terence Trent D'Arby
White Lion
Cher
Linda Ronstadt
Rick Astley
Keith Sweat

**NATIONAL RECORD MART /
DOUG SMITH / PITTSBURGH**

Taylor Dayne
Keith Sweat
Rick Astley
Love & Rockets
White Lion

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

Eurythmics
Foreigner
Buster Poindexter
Salt & Pepa
Belinda Carlisle
Rick Astley
Less Than Zero

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

Eurythmics
Taylor Dayne
Foreigner
Erasure
Dolly Parton

**PRO ONE-STOP / PAUL
JOHNSON / TEMPE**

KT Oslin
Keith Sweat
White Lion
Barry Manilow
Exodus
Great White

**RADIO DOCTORS / KATHY
STAMM / MILWAUKEE**

Taylor Dayne
Keith Sweat
New Order
Guns & Roses
Eurythmics

**RAINBOW / JIMMY HEIKKALA /
SAN FRANCISCO**

Swing Out Sister
Debbie Gibson
Buster Poindexter
Keith Sweat
Rick Astley

**RECORD & TAPE OUTLET /
MARC MERCURIO / OHIO**

INXS
Keith Sweat
Love & Rockets
Depeche Mode

**RECORD BAR / ROBERTA AR-
MIJO / CORPUS CHRISTI**

Jethro Tull
Europe
Icehouse
Linda Ronstadt

**RECORD WORLD / DEAN FINE /
NEW YORK**

Taylor Dayne
Gladys Knight
Rick Astley
Bryan Ferry

**ROUNDUP / DON JENSEN /
SEATTLE**

Barry Manilow
Stevie Wonder
Roger
Eurythmics
Elton John
Foreigner

**RTI ONE-STOP / JODY
PINKHURST / OMAHA**

Trick Or Treat
Linda Ronstadt
Keith Sweat
White Lion
Rick Astley

**SAM GOODY-EAST / MIKE
MASKA / EDISON**

Swing Out Sister
Buster Poindexter
Less Than Zero
Debbie Gibson
Love & Rockets

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

Taylor Dayne
Salt & Pepa
Eurythmics
Terence Trent D'Arby
Men Without Hats
Keith Sweat
Pebbles

**SOUND WAREHOUSE / TRACY
DONIHOO / DALLAS**

Icehouse
Love & Rockets
Anthrax
Miki Howard
Basia

**SOUTHWEST WHOLESALE /
ROBERT RICHARDSON /
HOUSTON**

Just Ice
Bobby Bland
Betty Wright
MC Shan

SPECS / CINDY BARR / MIAMI

Natalie Cole
Stryper
Icehouse

**STRAWBERRIES / JEFF COHEN /
BOSTON**

Keith Sweat
Taylor Dayne
Roger
Terence Trent D'Arby
Les Miserables
Def Leppard

**TOWER / KELLY GIEDT / SHER-
MAN OAKS**

Taylor Dayne
Cher
REM
Love & Rockets
Ry Cooder

**TOWER/DOWNTOWN / JESSICA
SPEAR / NYC**

Love & Rockets
Sinead O'Conner
Big Time Syndrome
Joe Satrianni

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

Sinead O'Conner
Eurythmics
Pretenders
Foreigner
Linda Ronstadt

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

Gamelon
Gerald Albright
Terence Trent D'Arby
Gladys Knight
Less Than Zero

**TURTLES / KAREN LONG / AT-
LANTA**

Robbie Robertson
Stryper
Love & Rockets
Kiss
Alarm
Rick Astley
Lou Rawls

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

Taylor Dayne
George Michael
INXS
Debbie Gibson
Less Than Zero

**VINYL VENDORS / VALERIE EL-
LIOTT / KALAMAZOO**

Taylor Dayne
Foreigner
Keith Sweat
Debbie Gibson

**WALL TO WALL/LISTENING
BOOTH / BEN BRENT / CIN-
NAMINSON**

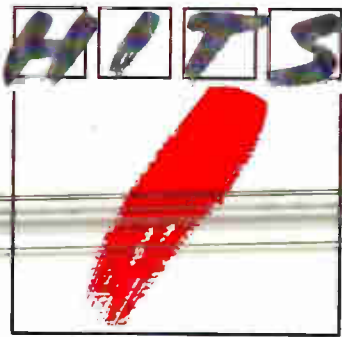
WASP
Island Story
Buster Poindexter
Hiding Out
Warlock

**WESTERN MERCHANDISERS /
KEN GRAHAM / AMARILLO**

Rick Astley
Terence Trent D'Arby
Meli'sa Morgan

ZIPS / RICK ANDRADE / TUCSON

TKA
MC Shan
10,000 Maniacs
Michael Cooper
Rick Astley



TOP FIFTY ALBUMS

Sales are down in a big way this week mostly due to paralyzing weather conditions in the South and Midwest, however **George Michael** manages to edge **Tiffany** out of the number one spot by a hair. **Debbie Gibson** forges on and breaks the top fifteen, and

with a new single hitting radio, the sky's the limit on this one. **Linda Ronstadt's** effort is hot in the West and Southwest and **Guns 'n' Roses** is beginning to take the metal market by the horns as it moves up to #34.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
2	1	GEORGE MICHAEL	FAITH	Columbia CSK 2850	Giant 45 leads	99.6
1	2	TIFFANY	TIFFANY	MCA 5-793	Monster sales	99.0
3	3	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Multiple singles	79.4
7	4	INXS	KICK	Atlantic 7 81796-1	Strong increases	64.3
4	5	MICHAEL JACKSON	BAD	Epic 40600	Slipping a bit	55.3
5	6	WHITESNAKE	WHITESNAKE	Geffen 24099	Won't go away	55.1
14	7	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	Solid sales	51.4
8	8	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	Title cut breaking	47.1
9	9	GEORGE HARRISON	CLOUD NINE	D.Horse/WB 9 25643-1	Hot 45 leads	47.0
6	10	WHITNEY HOUSTON	WHITNEY	Arista 8405	Steady	40.6
10	11	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	Steady sales	35.9
11	12	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Slipping now	34.4
13	13	STING	NOTHING LIKE THE SUN	A&M SP6402	New 45 breaking	32.7
20	14	DOKKEN	BACK FOR THE ATTACK	Elektra 9 60735-1	Back up	32.3
19	15	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7 81780-1	New shipping	31.5
12	16	MADONNA	YOU CAN DANCE	Sire 9 25535-1 (WB)	Dance mixes	29.0
16	17	AEROSMITH	PERMANENT VACATION	Geffen 24162	Down slightly	27.5
15	18	U2	THE JOSHUA TREE	Island 7-90581-1	Steady	25.6
22	19	STEVIE WONDER	CHARACTERS	Motown 6248ML	New 45 starting	22.9
17	20	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	New 45 exploding	22.4
21	21	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Steady	20.1
27	22	EXPOSE	EXPOSE	Arista AL 8441	Exploding again	20.1
24	23	FOREIGNER	INSIDE INFORMATION	Atlantic 7 81808-1	Hot single leads	18.9
23	24	REM	DOCUMENT	IRS 42059	New 45 out	18.6
26	25	STEVE WINWOOD	CHRONICLES	Is/WB 9 25660-1	Best of	15.8

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

ALEXANDER O'NEAL

FEATURING **CHERBELLE**

PRODUCED BY JIMMY JAM AND TERRY LEWIS!

**NEVER
KNEW
LOVE
LIKE
THIS**

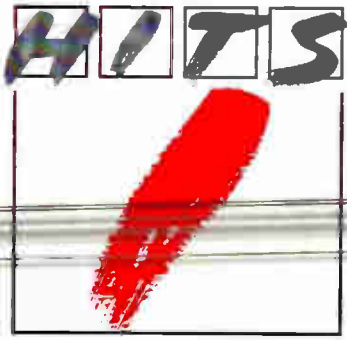
CROSSOVER!

KMEL add
KZZP add
PWR99 add
KWSS add

WHYT deb 25

WTIC add
98PXY add
KJ103 add
KMGX add
KTUX add
WFLY add
WNYZ add
WRCK add
Z102 add
I-94 add
KZOZ add
WWHT add
Y97 add
KF95 add
KQCR add
KNAN add
KKRD add
WBWB add
WKFR add
KYYA add
KYRK add





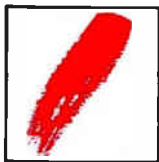
TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
28	26	LINDA RONSTADT	CANCIONES DE...	Elektra 60765	Standards	15.3
35	27	ROGER	UNLIMITED	Reprise 9 25496-1	Crossover smash leads	15.2
25	28	BILLY IDOL	VITAL IDOL	Chrysalis 41620	New 45 breaking	14.1
30	29	KENNY G	DUOTONES	Arista 8427	Needs new 45	12.0
33	30	YES	BIG GENERATOR	Atco 7 905221	45 hot	11.7
31	31	LESS THAN ZERO	SOUNDTRACK	Def Jam 44042 (Col)	Bangles 45 leads	13.2
29	32	HEART	BAD ANIMALS	Capitol 12546	Slipped this week	10.4
41	33	SALT 'N' PEPA	HOT, COOL & VICIOUS	Next Plateau 1007	Hot 45 leads	9.9
49	34	GUNS 'N' ROSES	APPETITE FOR ..	Geffen M5624148	Metal	9.7
45	35	ELTON JOHN	LIVE IN AUSTRALIA	MCA 2-8022	Hot single leads	9.6
40	36	JODY WATLEY	JODY WATLEY	MCA 5898	Hot resurgence	9.3
38	37	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	Country winner	9.1
50	38	EURHYTHMICS	SAVAGE	RCA 6794-4-12	45 leads	8.4
39	39	ANITA BAKER	RAPTURE	Elektra 60444	Steady sales	8.0
34	40	RICHARD MARX	RICHARD MARX	Manhattan 53049	New 45 due	7.1
42	41	CALIFORNIA RAISINS	CALIFORNIA RAISINS	Priority 4XL 9706	Huge at racks	7.0
43	42	GLADYS KNIGHT	ALL OUR LOVE	MCA 42004	45 leads	6.9
47	43	ROBBIE ROBERTSON	ROBBIE ROBERTSON	Geffen 24160	Gained this week	6.9
44	44	KISS	CRAZY NIGHTS	PolyGram 832-626-1	Video Play	6.8
32	45	LA BAMBA	SOUNDTRACK	Slash/WB 25605	Falling	6.5
46	46	MOTLEY CRUE	GIRLS, GIRLS, GIRLS	Elektra 60725	Steady	6.5
--	47	NEW ORDER	SUBSTANCE	WB/Q West 25621	Resurging	6.4
--	48	JETHRO TULL	CREST OF A KNAVE	Chrysalis 41590	Back on	6.1
--	49	DEPECHE MODE	MUSIC FOR THE MASSES	WB/Sire 25614	Building again	6.1
--	50	EUROPE	FINAL COUNTDOWN	Epic 40241	Gaining again	6.0

EARTH, WIND & FIRE (Columbia)
 SWING OUT SISTER (PolyGram)
 GEORGE STRAIT (MCA)

NEXT UP

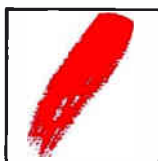
GREAT WHITE (Capitol)
 KEITH SWEAT (Elektra)
 WHITE LION (Atlantic)



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 3 MEN AND A BABY	8.1m	4492	94.7m	_____
2 BROADCAST NEWS	4.3m	6317	22.4m	_____
3 RAW	3.9m	2643	39.1m	_____
4 THROW MOMMA	3.7m	2293	42.7m	_____
5 PLANES, TRAINS	2.7m	1693	42.8m	Soundtrack on MCA
6 BATTERIES NOT INCLUDED	2.8m	2105	23.1m	Soundtrack on MCA
7 WALL STREET	2.8m	2853	26.6m	Soundtrack on MCA
8 OVERBOARD	2.6m	2334	16.9m	_____
9 FATAL ATTRACTION	2.6m	2071	133.0m	Soundtrack on GNP/Crescendo.
10 EMPIRE OF THE SUN	1.8m	2709	14.6m	Soundtrack on WB.

Film Information Courtesy of *THE HOLLYWOOD REPORTER*



WAVELENGTH

by Lenny Beer & Mike Murphy

Biggest news of the week has **Brad Hanson** moving from MD duties at **WRQN** Toledo to be a Programming Assistant for **Kid Leo** at **WMMS** Cleveland.... Hot morning team (John) **Walton &** (Steve) **Johnson** have jumped from **WQUE** New Orleans to **KTKS** Dallas and now have signed up with **HOT103** in New York.... Lots of people think that with **Al Brady Law's** emergence at **KKBQ** Houston, **Randy Brown** as the new PD can't be far behind.... **Pat McMahon** takes

over MD duties at **WNCI** Columbus. **Tom Kelly** will retain Assistant PD duties and continue his morning shift.... **Trish Merelo** has been upped from MD to Assistant PD at **WPST** in Trenton.... New 7 to midnight jock at **KTUX** Shreveport is **Kid Landon** from **Magic 95** in Lawton, Oklahoma.... New MD at **WTHT** in Portland, ME is **John Marshall** from **WZON** in Bangor.... **KITE** Corpus Christi has changed calls to **KJKC** (PWR105) and is looking for new air

talent. T&R's to **Jonathan Keyes** at American Bank Plaza #1620, 711 N. Carancahua, 78475.... For the next three Mondays, **KITS** in San Francisco will program "24 hour Modern Rock Marathons," non-stop, with the express purpose of breaking new music.... Afternoon drive personality needed at **KCAQ** Oxnard. T&R's to **Rooster Rhodes**.... Rumors out of Kansas City say that **KXXR** will be headed Top 40 under **Brian Burns**.... **KHYT** in Tucson changes for-

mat to Classic Rock.... **Phlash Phelps** joins **100KHI** in Ocean City to handle 7 to midnight duties and **Mike Anderson** joins to handle overnights.... New address and # at **KKXX** Bakersfield is 3223 Sillect, 93308, 805-326-1011.... Happy B-day to **KSAQ** San Antonio MD **Kathie Romero**, 1/16, and to **Nick Hartman** 7-midnight jock, 1/20.... Congrats to **Steve Wilkins** of **OK100** Ithaca on the birth of his son **David Michael**, 1/5.

ERIC CARMEN

HUNGRY EYES



17-13 HITS TOP FIFTY SINGLES!

6*-4* R&R A/C!
13*-10* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)
3.34	36	39	10	8	10

PATRICK SWAYZE

SHE'S LIKE THE WIND



37-31 HITS TOP FIFTY SINGLES!

3 HITS TOP FIFTY ALBUMS!
21*-13* R&R A/C!
34*-25* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)
4.82	50	10	9

RICK ASTLEY

NEVER GONNA GIVE YOU UP



BREAKOUTS WINNER!
35-29 HITS TOP FIFTY SINGLES!

39*-29* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	45 SALES (1 to 10)
4.97	45	9	7

LOVE AND ROCKETTS

NO NEW TALE TO TELL

KSND add KNAN add KITS 12-9
KZZU add KKRC add

CROSSOVER!
BREAKOUTS WINNER!
20* R&R AOR TRACKS!

JONATHAN BUTLER

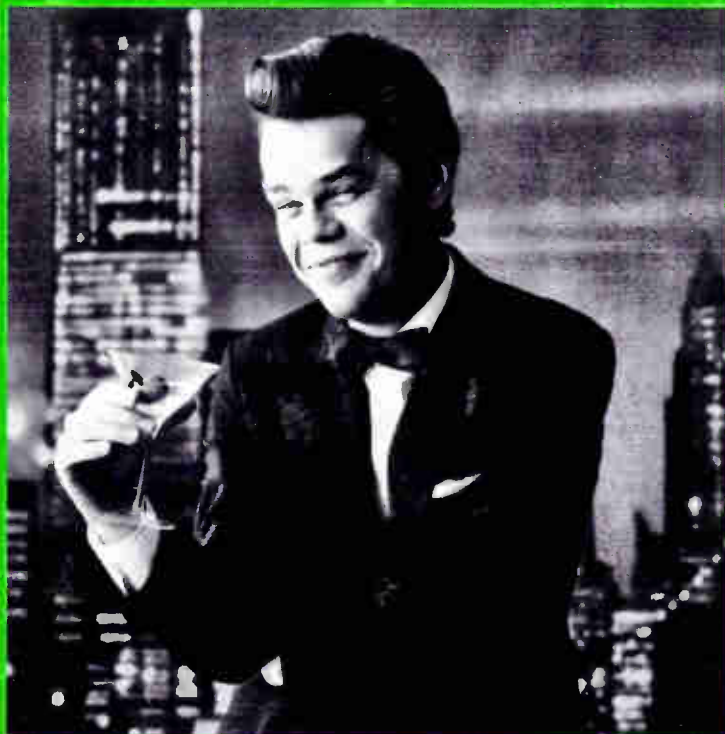
TAKE GOOD CARE OF ME

KSAQ add KF95 add WGCI deb 38
WFLY add WJAD add



BUSTER POINDEXTER

HOT HOT HOT



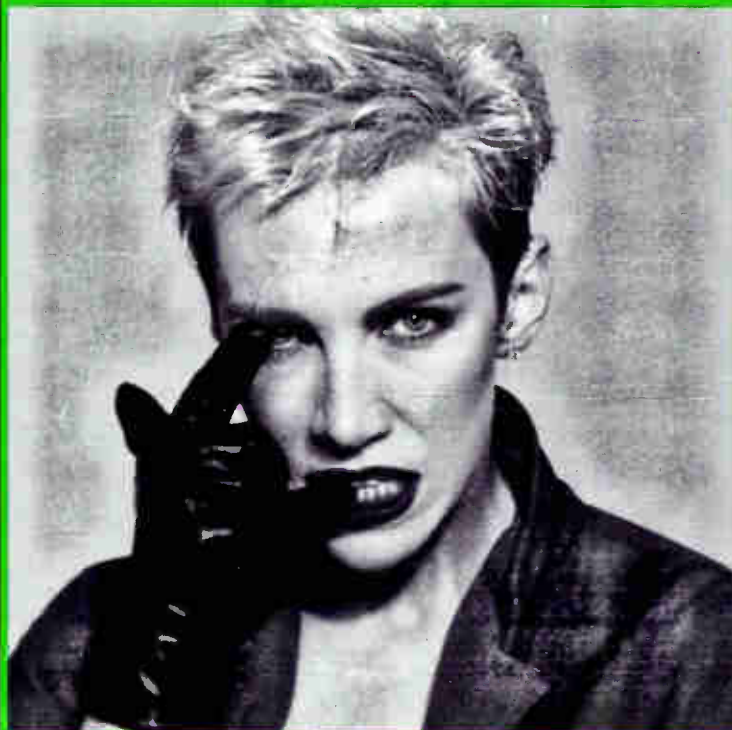
FLASHMAKER!
BREAKOUTS WINNER!

48-42 HITS TOP FIFTY SINGLES!

KIIS	add	HOT103	11-7	BREAKING AT:
WKSS	add	WMMS	28-20	WXKS
WKDD	add	KITY	30-23	KRBE
WOKI	add	WGH-FM	32-26	KITS
WSSX	add	WFLY	36-26	WTIC
KIHK	add	WPST	31-28	KXX106
WNOK	add	WRCK	33-29	WKDD
KKRC	add	PWR106	39-36	Y107
WKLQ	add			WKSI
KOZE	add			WTLQ
				KIKX
KDWB	deb	34		KMGX
				KTUX
				KZZU
				WNNK
				Z102
				WNYZ

EURHYTHMICS

I NEED A MAN



FLASHMAKER!
BREAKOUTS WINNER!

50-38 HITS TOP FIFTY ALBUMS!
DEBUT 50 HITS TOP FIFTY SINGLES!

KRBE	add	KITS	10-8	BREAKING AT:	
KTRS	add	KIYS	21-14	WMMS	
WHYH	add	WXKS	25-22	KITS	
WZKX	add	KCPX	29-26	KXYQ	
WOMP	add	Z102	34-30	WGH-FM	
		WPST	33-30	WKSS	
KPLZ	deb	35	WKDD	36-31	KITY
KSAQ	deb	37	WERZ	36-31	KXX106
KZOU	deb	38	WBBQ	34-31	Q100
			KZZU	37-32	WFLY
			Z104	37-33	WKSI
			KJ103	39-35	KIKX
					KSND
					KTUX
					WNNK
					WOKI
					WSKZ
					WNYZ

AVERAGE MOVE	AGGRESSIVES (4 or more)	Lp SALES (1 to 10)	45 SALES (1 to 10)
2.19	8	7	7



PAINT THE TOWN

Red

WITH
THE COMMUNARDS



THE NEW ALBUM
FEATURING THE FIRST SINGLE

"NEVER CAN SAY GOODBYE"



PRODUCED BY STEPHEN HAGUE
MANAGEMENT: LORNA GRADDON

MCA RECORDS

1988 MCA RECORDS, INC.