



THE FAT BOYS

WINNERS

FLASHMAKERS

HUEY LEWIS Chrys
TRACY CHAPMAN Elektra
KENNY LOGGINS Columbia
GUNS N' ROSES Geffen

CROSSOVERS

FOREIGNER Atlantic
NEW EDITION MCA
INFO SOCIETY T-Boy/Rep
VANESSA WILLIAMS Poly

EARPICKS

HUEY LEWIS Chrys
RICK ASTLEY RCA
FOREIGNER Atlantic
PRINCE P Pk/WB

BREAKOUTS

R PALMER EMI/Man
STRYPER Enigma
PAT BENATAR Chrys
PUBLIC ENEMY Def Jam

WILDCARD

CROWDED H Capitol
See Page 10

HOT NEW RELEASES

BARDEUX
Bleeding Heart
Enigma/Syn. 75021

PETER CETERA
One Good Woman
WB 7-27824

ERASURE
Chains of Love
Sire/Rep 27844

MICHAEL JACKSON
Another Part Of Me
Epic 07962A

MIDNIGHT OIL
Dead Heart
Columbia 387964

BOZ SCAGGS
Cool Running
Columbia 387981

BELINDA CARLISLE
I Feel Free
MCA 53337

CHRIS DEBURGH
Love Is My Decision
A&M 1220

BRUCE HORNSBY
Look Out Any Window
RCA 8678-7R

10,000 MANIACS
What's The Matter Here
Elektra 69388

POISON
Fallen Angel
Capitol B44191

GLASS TIGER
Far Away From Here
EMI/Man 50144

T H E

DEAD

MIDNIGHT OIL

HEART

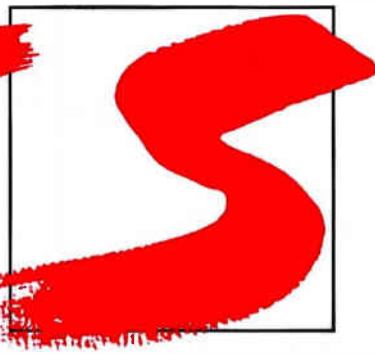
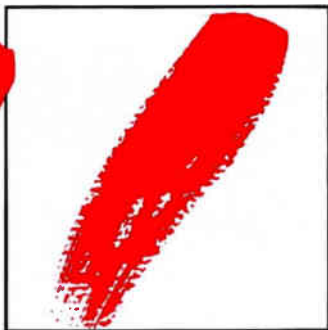
Taken from the Columbia Lp:

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SINGLES

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Cheap Trick holds at #1, but we can't see their reign lasting much longer as Def Leppard and a host of hot contenders move closer and closer to the top. And don't forget, there's a "Monkey" looming on the horizon.

DIALOGUE

Why is Arista's new VP/GM, Don Jenner, smiling? **Hits'** Jim Feldman gets the man to stop grinning long enough to find out.

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Bill Cahill, P. D. at APE in Jacksonville, talks to our own man most likely to be caged, Danny Ostrow.

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SPOTLIGHT

You don't have to be married to one another to work at Record Bar, but it helps. **Hits'** Carolyne Zinko discovers marital bliss (though not for herself) at the North Carolina retail giant.

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It's still Def Leppard topping Dirty Dancing and Van Halen as their single leaps to #2 nationally. Steve Winwood is also moving in quickly. Can he go all the way? Only time will tell.

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Huey Lewis is back.

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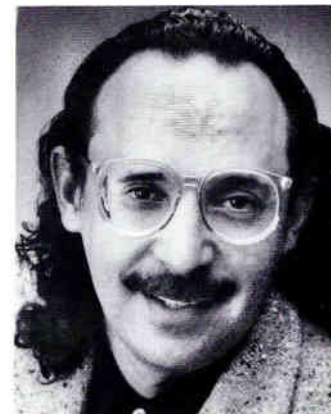
Movie Scores

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Wavelength

66

Ron Rolls



Ron Weisner has managed some of the biggest acts in the business, but he gets his turn center-stage on the Hits' Contents Page for his work with Steve Winwood, whose career has never been hotter, thanks to the hit single and LP, "Roll With It." Managers are often more comfortable behind the scenes, but this week, Ron, your cover is blown as a star is re-born.

On The Cover

They're big and getting bigger. If they were any larger, these rotund rappers wouldn't fit on our cover. America's favorite overeaters, The Fat Boys, are at it again, with their second hot remake in a row, "The Twist," with, of course, Chubby Checker, from their brand-new TPA/Poly album, "Coming Back Hard Again." Urp!!

TOP FIFTY SINGLES

Based on a combination of sales and airplay

It's still *Cheap Trick* at #1, but *Def Leppard* is gaining quickly. Also surging toward the top are *Steve Winwood*, *Richard Marx*, *Breathe*, *Terence Trent D'Arby*, the

Contours and *Eric Carmen*. Newcomers this week include *Huey Lewis*, *Guns & Roses*, *Kenny Loggins*, *Moody Blues* and *Hall & Oates*.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	CHEAP TRICK	THE FLAME	Epic 34-07745	Won't quit
4	2	DEF LEPPARD	POUR SOME SUGAR	PolyGram 870298-7	Lp number 1
3	3	PEBBLES	MERCEDES BOY	MCA 7674-15279-7	Huge week
8	4	STEVE WINWOOD	ROLL WITH IT	Virgin 7-99326	Hot single sales
5	5	INXS	NEW SENSATION	Atlantic 7-89080	Solid
11	6	RICHARD MARX	HOLD ON TO	EMI/Manh 04063	Smash
7	7	AL B. SURE	NITE AND DAY	Warner Bros 28192	Wildcard
12	8	BREATHE	HANDS TO HEAVEN	A&M AM2991	Smokin'
2	9	MICHAEL JACKSON	DIRTY DIANA	Epic 34-07739	5 in a row
13	10	T T D'ARBY	SIGN YOUR NAME	Columbia 38-073911	Breaking big
23	11	CONTOURS	DO YOU LOVE ME	Motown Y 448F	More Dirty Dancing
19	12	ERIC CARMEN	MAKE ME LOSE CONTROL	Arista 9686	Big week
6	13	DEBBIE GIBSON	FOOLISH BEAT	Atlantic 789109	Peaked
16	14	DJ JAZZY JEFF	PARENTS JUST DON'T	Jive/RCA 1099-7-JAA	Rap smash
17	15	JOHNNY KEMP	JUST GOT PAID	Columbia 38-07744	Wildcard
9	16	POISON	NOTHIN' BUT A	Enig/Cap P-B-44145	New 45 shipping
25	17	MIAMI SOUND MACHINE	1 2 3	Epic 34-07921	Gaining quickly
18	18	SADE	PARADISE	Epic 34-07904	Steady
22	19	JANE WIEDLIN	RUSH HOUR	EMI/Manh P-B50118	Selling now
20	20	ROD STEWART	LOST IN YOU	Warner Bros 7-27927	Leading hot LP
26	21	CHICAGO	I DON'T WANT TO	Reprise 27855	Lp breaking at retail
27	22	BILLY OCEAN	THE COLOUR OF LOVE	Jive/Arista JS1-9707	Selling 45s now
10	23	JETS	MAKE IT REAL	MCA 53311	Peaked
28	24	ELTON JOHN	I DON'T WANNA	MCA 53345	Hot comeback
15	25	RICK ASTLEY	TOGETHER FOREVER	RCA 8319-7R	New single starting

"Sweet Child O' Mine"

6 HITS TOP 50 ALBUMS!



FLASHBACKS WINNER!

WILDCARD 6/13!

DEBUT 43 HITS TOP 50 SINGLES!

DEBUT 40* R&R TOP 40!

No. 2 MOST ACTIVE!

PWR 99 add @ 39

Y100 add

KITY add

KTFM add

Q105 add

WKQB add

B94 deb 25

KEGL 5-4h

Y95 34-23h

KKBQ 34-24

Y97 19-7h

WMMS 34-22

KATD 11-6h

KWSS 27-19h

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
4.46	22	4	2	10	10	7

TOO MANY INCREDIBLE MOVES TO MENTION!

**ON EXTENDED NATIONAL AEROSMITH TOUR
BEGINNING IN JULY**

GUNS N' ROSES album **"APPETITE FOR DESTRUCTION"**
available on Geffen Records, Cassettes and Compact Discs



TOP FIFTY SINGLES

Based on a combination of sales and airplay

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
14	26	BRUCE HORNSBY	THE VALLEY ROAD	RCA 7645-7-R	New single shipping
32	27	FAT BOYS	THE TWIST	T.Pan/Poly 887-571-J	With Chubby Checker
34	28	CLIMIE FISHER	LOVE CHANGES	Capitol PB-44137	Beginning to sell
31	29	KYLIE MINOGUE	I SHOULD BE	Geffen 7-27922	Building each week
42	30	GEORGE MICHAEL	MONKEY	Columbia 38-07941	Exploding
36	31	AEROSMITH	RAG DOLL	Geffen 7-27915	Selling through
37	32	WHITNEY HOUSTON	LOVE WILL SAVE	Arista 9720	Early sales
21	33	BRENDA K STARR	I STILL BELIEVE	MCA 53288	Peaked
45	34	TRACY CHAPMAN	FAST CAR	Elektra 7-69412	Going the distance
38	35	ROBERT PALMER	SIMPLY IRRESISTIBLE	EMI/Manh PB-50133	Hot video
44	36	VAN HALEN	WHEN ITS LOVE	Warner Bros 7-27827	Exploding at top 40
39	37	COREY HART	IN YOUR SOUL	EMI/Manh PB-50134	Steady
41	38	TAYLOR DAYNE	I'LL ALWAYS LOVE	Arista 9700	Follow up to smash
--	39	HUEY LEWIS	PERFECT WORLD	Chrysalis VS443265	Sweeping radio
43	40	REO SPEEDWAGON	HERE WITH ME	Epic 34-07901	Gaining
40	41	ZIGGY MARLEY	TOMORROW PEOPLE	Virgin 7-99347	New 45 soon
46	42	PAT BENATAR	ALL FIRED UP	Chrysalis VS 443268	She's back
--	43	GUNS & ROSES	SWEET CHILD O' MINE	Geffen 7-27963	Metal maniacs
24	44	LITA FORD	KISS ME DEADLY	RCA 6866-712	Former Wildcard
50	45	NEW EDITION	IF IT ISN'T LOVE	MCA 53264	First 45 off new LP
--	46	KENNY LOGGINS	NOBODY'S FOOL	Columbia 38-07971	Caddy Shack 2
29	47	MIDNIGHT OIL	BEDS ARE BURNING	Columbia 38-07433	Dead Heart coming
--	48	MOODY BLUES	I KNOW YOU'RE OUT	PolyGram 887600-1	Three formats
--	49	HALL & OATES	MISSED OPPORTUNITY	Arista 9727	Gaining quickly
30	50	GEORGE MICHAEL	ONE MORE TRY	Columbia 38-7773	New 45 exploding

NEXT UP

CYNDI LAUPER (Portrait)
JOHNNY HATES JAZZ (Virgin)

RICK ASTLEY (RCA)
FOREIGNER (Atlantic)

"chains of love"

BRASSIERE

*the new single
from the album the innocents
produced by stephen hague*



ANOTHER PART OF ME



MICHAEL JACKSON

The new single
from the album Bad

Produced by Quincy Jones

Co-produced by Michael Jackson



HITS

FRONT PAGE

THE FOUNTAINHEAD
Post Modern
Contenders
Read Trash



July 11, 1988

Volume 2

Issue 98

\$5.00

Music Industry City Of Hope Honors Joe Smith

HOPE FOR JOE

Midwest Conclave Keeps Growing

Every year, for the past 13 years, programmers from the midwest and around the country quietly flock to Minneapolis for a meeting of the minds, so to speak.

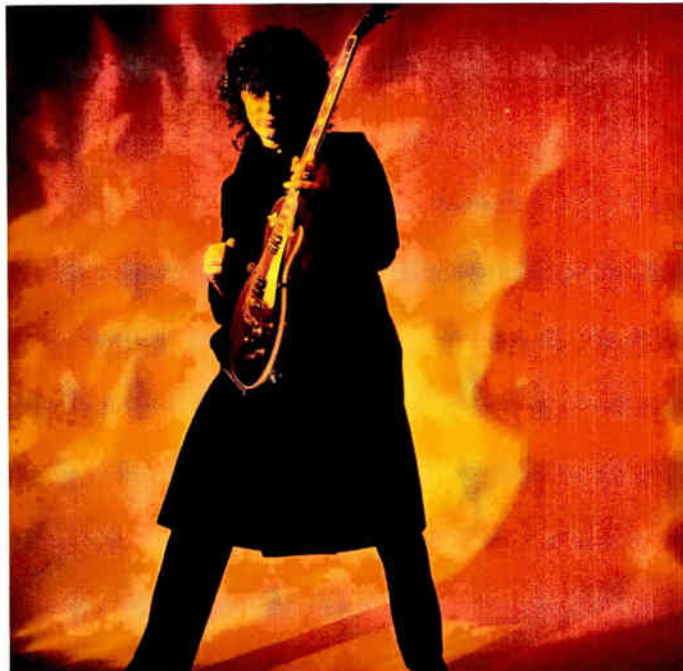
There are no formal panels, awards or major ceremonies — just meetings, discussions and time to get together and schmooze. It's called the **Upper Midwest Communications Conclave** and it takes place July 7-10 in Minneapolis.

In its 13 years of existence, more and more programmers have found the Conclave an important gathering. Subsequently, so have the labels.

"Each year, as the Conclave becomes better known, the label representation goes up," said **Tom Kay**, Executive Director of the Conclave, who expects this year's attendance to set an all-time record.

"Originally, we basically attracted people from the Midwest," said Kay. "But as we grew, more and more programmers from all over the country began attending."

Conclave fever continues.



The brilliant Jimmy Page emerges on Geffen Records with his first solo album that's getting Top Ten and Breakout Reports from retailers nationwide. Generations of guitar players have been copying this man's licks for years, and the new "Outrider" project provides them with even more food for thought.

Expose Exposed

Chart-topping dance band **Expose** is suing its Miami-based management, Pantera Productions, for \$1,000,000 in punitive damages for charges ranging from breach of contract to fraud. Seems producer and manager **Lewis Martinee** originally conceived the band as a sort of female **Menudo**, with power

to replace the individual members. Lead singer **Jeanette Jurado**, who initiated the suit, is the only one of the trio still under contract to the company. (Ed Note: We can't we all live in peace, love & harmony? Yo bozo, pass that joint over here.)

Look, we all know that the Music Industry City Of Hope dinner raises tons of incredibly useful cash to be used for capital projects at the City Of Hope National Pilot Medical Center.

And we all know that every year all facets of the music industry dig down deep to give millions to this very, very worthy cause (though no one ever brings that up when they're taking shots at the biz — but that's another story).

And we all know that these types of dinners can sometimes be a bit slow and a bit boring, but you go because it's such an important cause.

Well forget about that this year.

"Hey it might be boring, but I promise you it won't be slow," joked Capitol In-

continued on page 14



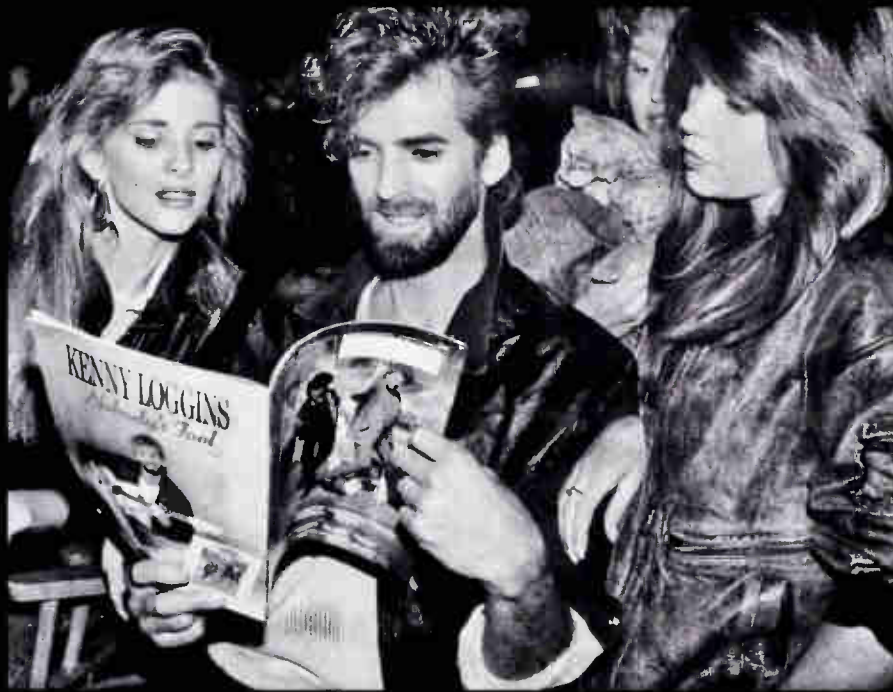
Joe Smith — Was he ever this young?

Photo: The Larry Solters Archives



FRONT PAGE

PIC OF THE WEEK



Hair's Kenny

We're not running this picture because it features a great artist (with a hot new single, "Nobody's Fool") who is reading our rag. We're not running this photo because it features beautiful women. No, we're not running this photo because we didn't have anything else to fill this spot. We're running this photo because we're wondering what the heck that little devil, Kenny Loggins, has done to give his hair that special kinkiness. Is he hanging with Richard Marx? Call us Ken — we've gotta know.

William Holden Rises

Faraci Promoted At Atlantic

Longtime actor and now dead person **William Holden** has risen from the grave for the very special promotion of **Vince Faraci** to the post of Senior Vice President of Promotion/Marketing.



Vince Faraci — He's promoted.

The announcement was made by Atlantic President **Doug Morris** and Sr. VP/GM **Mark Schulman**.

In his new position, Faraci, who has been with the label since 1969, will work closely with the label's promotion,

sales and marketing departments.

Holden will go back to being dead.

Faraci was appointed Sr. VP of Promotion in 1981 after holding numerous promotion positions.



William Holden — He's dead.

Another Photo



That's PolyGram President & CEO **Dick Asher** (r) presenting **Andrew Lloyd Webber** with a gold record for "Phantom Of The Opera". Andrew, with both hands firmly planted on the top of the plaque, is smiling, because both of Dick's hands aren't. (Ed Note: This is sick, rude, disgusting, and an insult to everything this fine industry is built on — we're so ashamed)

WILD CARD

CROWDED HOUSE (CAPITOL)

It's song time again. This 1st single from their brilliant new album feels like a standard. Listen to it twice and the hook stays with you forever. And as happens with this kind of record, the big markets know about it first. It's already on 18 of our majors including adds this week at Q105, B97, KXYQ and Z94. When John Fagot phones you on this one, take the call!

FRONT PAGE

Connie Francis Makes The Scene

Ostin Sr VP At WB

Connie Francis, the reclusive star of yesterday, is thrilled that Michael Ostin has been promoted to Sr. VP of A&R for Warner Bros.



Michael Ostin — He's ruling at WB.

The announcement was made by label President Lenny Waronker with Ms. Francis' blessings.

Ostin joined the WB A&R staff in 1977 and was promoted to Vice President, A&R for the label in 1983.

Said Waronker: "Michael's unique ability to understand the creative process and his proven administrative skills have made him an indispensable part of the company."



Connie Francis — She's not.

Hanging With Johnny



Here they are, the West Coast heavies from Columbia, hanging with the magnificent Johnny Mathis at his magnificent home in the magnificent hills of Los Angeles. If we took these people's collective bank accounts, there's a good chance we could buy Kuwait. Pictured (back row, l-r): Columbia's Ron Oberman, Greg Phifer, Eddie Pugh, Johnny Mathis, Tom Gibson, Bob Willcox. (Back row, l-r): Columbia's George Chaltas, Rich Kudolla, Jay Landers, Craig Applequist and Bob Garland.

Freddie's Steamed

Singer Freddie Jackson attacked superstar George Michael and Michael Bolton for doing so well on the black charts. In an interview with the *Los Angeles Times*, Jackson claimed he lived soul "by growing up in Harlem eating collard greens and fried

chicken." He added, "The brothers must not be doing something right if they can come in and take over." It is not confirmed if Freddie later criticized Frankie Valli for sounding like a woman, but never shaving his armpits — think about it.

Actors Weasel Into Exclusive Party



Atlantic Chairman Ahmet Ertegun recently hosted an exclusive party in honor of Robert Plant at the Ivy Restaurant in Los Angeles. While a number of heavies attended, we decided to run the following pictures of these weasley actors looking cool at one of those music parties. Pictured (photo 1, l-r): James



Woods (he's not a weasel) and his fiancée Sarah Owens; James Farentino; and Robert Plant. (Photo 2, l-r) Creme de la creme of actor weasels Jason Bateman; Justine Bateman and Leif Garrett (gag, gag, puke, puke — thank you).



FRONT PAGE

Industry Mourns Kaghan

Radio programming veteran **Bob Kaghan** died Sunday July 3 of a heart attack while hiking with his wife of three months, Alex, in the Shenandoah Mountains. Kaghan was most recently PD of Classic Rock outlet WCXR in Washington, D.C. Previously, Kaghan had been serving as National PD based at WCXR for the Metroplex

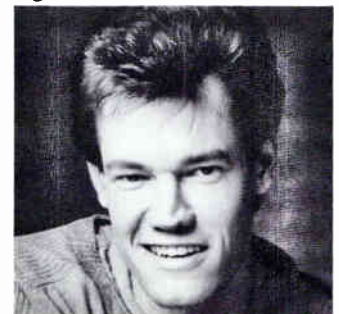
chain. When the station was sold, he chose to stay on to program. Before that, Kaghan was PD at WBMW, also in Washington. He first gained prominence as PD at WBCY in Charlotte. Current GM Bill Sherrard called Kaghan's passing, "A major loss. He was a man that everyone loved. He was a great person and a pleasure to work with."

ON RECORDS By Lenny Bear

What's Amazing

After having spent seventeen years in this business, one would think the thrill would be gone. But watching the behavior of the marketplace is still amazing.... It's amazing that after nearly a year release, the **Def Leppard** album (PolyGram), sporting its fourth single, surged to #1.... It's amazing that the **Dirty Dancing** albums (RCA), not just one but two, continue to sell and sell. Spurred on by video release, cable release, and most recently by a twenty year old single.... It's amazing that **Geffen's Guns 'N' Roses** sold nearly two million copies before a single was released.... It's especially amazing that **Tracy Chapman's** debut album (Elektra) has climbed straight into the Top Ten in an almost picture perfect growth pattern. Again before major rotation at Top 40 radio.... It's amazing that the **Miami Sound Machine's** album (Epic) would not sell through its first two hit singles, kicked in during the third, and now won't stop.... It's amazing that after some twenty years of recording, **Steve Winwood** (Virgin) is now bigger (and some think better) than ever before.... It's amazing that **Cheap Trick** (Epic) has a number one single.... It's amazing that teenager **Debbie Gibson** (Atlantic) has scored four straight Top Five singles (which she wrote, produced and arranged) from her debut album.... It's amazing that **Michael Jackson** (Epic) has scored five straight #1 hits from his "Bad" elpee (with

more coming?), yet many in the media still refer to it as a disappointment.... It's amazing that Elektra's newcomer, **Keith Sweat**, sold over one and a half million albums based on one hit 45.... It's amazing that Columbia's **Midnight Oil** and Virgin's **Ziggy Marley** are now both well over the 600,000 album sales level, yet are considered unsuccessful by many in radio.... It's amazing that **Kingdom Come** (PolyGram) came out of nowhere, sold one million albums almost instantly, and almost just as quickly have disappeared from the Top Fifty Albums Chart.... It's amazing that **Randy Travis** (WB) is the best-selling, best-kept secret in the entire music business.... It's amazing that **Richard Marx** was rejected by most every A&R department in the business, then signed with newly created Manhattan Records and has scored four straight Top Five hits.... And finally, the most amazing story of all is **Tiffany** (MCA). The malls, the #1 singles, the #1 album, the parental brouhaha, just everything about her is amazing.



Randy Travis — Amazing, well-kept secret!!!!

Milking The Rag



How do the folks at **KFQX** in Abilene get their cows in the mood for love? According to official **KFQX** cowkeeper **Todd Hensley**: "We couldn't figure out what to do with that rag until we started dumping them in the cow pasture. The damn thing doesn't do squat for the station staff, but it sure makes the cow horny." (Editor's Note: Any resemblance between this cow and **Morton Downey Jr.** is purely incidental)

Battered Ritchie

Lionel Richie's wife, **Brenda**, was arrested last week after a noisy brawl that started when she found her superstar husband with another woman. The 35-year-old spouse was booked for corporal injury to a spouse, resisting arrest, trespassing, vandalism, battery and kicking Richie in the nuts, then released on \$5,000 bail. As for Lionel, his falsetto climbed three pitches.

Looking Good

It takes bucks to look good. After a nationally-syndicated TV appearance plugging her album and tour, **Belinda Carlisle** billed the program \$500 for hair and make-up though one station official commented "it still looked like she'd just crawled out of bed." **Hits** has learned that the same station official took a tape of the show home, put it in his VCR, turned out the lights and put "Bolero" on the stereo. Think about it.

PETER CETERA



HOT OFF TWO NO. 1 SINGLES FROM HIS DEBUT SOLO ALBUM, PETER CETERA CONTINUES WITH

“ONE GOOD WOMAN”



Management - Arthur Spivak DeMann Entertainment © 1988 Warner Bros. Records Inc.

THE FIRST SINGLE FROM THE NEW ALBUM ONE MORE STORY

PRODUCED BY PATRICK LEONARD AND PETER CETERA

FRONT PAGE

Acting Stupid At KIIS



What do the folks from Chrysalis do when they visit a radio station? Easy, they act like four-year-olds. Here the Chrysalis folks invade Los Angeles' KIIS-FM in support of Pat Benatar's "All Fired Up" project. Pictured (l-r): Chrysalis Natl. Director of Promotion Ken Lane; Chrysalis W.C. Dir. of Promotion Jerry Blair; KIIS MD Jack Silver; KIIS Asst. PD Gwen Roberts; Steve Rivers, KIIS PD; Pat Bach, KIIS Asst. MD; Marc Driscoll, KIIS Production Director. Kneeling is Billy The Sword Swallower doing his best Jerry Blair imitation. Think about it.

continued from page 9

Joe Smith

dustries Ruler Joe Smith, who takes the spotlight as this year's honoree on July 14 at the Century Plaza Hotel in Los Angeles. The special guest moderator for the evening is Don Rickles.

"I had determined that when I finally succumbed and served as an honoree, the evening should not be long and boring," Smith continued. "Hopefully my main man, Donald J. Rickles, will eliminate the boring aspect of the City Of Hope dinner, and my own semi-quick wit and delivery will get everyone home for the 11 o'clock news. Supporting the City Of Hope while not getting abused is the purpose."

We tried to reach some of Joe's closest friends and business associates, but for some strange reason, they wouldn't have anything to do with this story.

Best Friends



That's EMI-Manhattan's Corey Hart with WXRK, New York bad boy Howard Stern. Said Corey: "Howard, you're a talentless, insulting, good-for-nothing bozo, but I'm going to look like I'm enjoying myself even if it means putting up with your pompous crap." (Editor's Note: Of course Corey didn't say this, but don't you kinda wish he did? Thank you).

The Ladder

A rundown of executives on the move.



Libow



Black



Cohen



Warner

At Atlantic, Judy Libow has been promoted to the newly created post of Vice President of Product Development/Promotion. Judy has been with Atlantic for the past 13 years, most recently serving as Vice President of National Promotion. Besides being a great record executive, Judy is a goddess..... Atlantic has also promoted Bill Black to the post of National Sales Manager. He is not a goddess..... At CBS, David Cohen is appointed Vice President, Business Affairs, West Coast. He has served as Director, Administration, West Coast Operations for the label since 1981..... At Capitol, John Warner has been appointed Director, Artist and Product Development. Warner comes to Capitol from Epic Records.... At EMI-Manhattan, Rusty Garner, National Director, Video/Club Promotion, relocates from Los Angeles and will now be based in New York City. In addition, Howard Holben, National Coordinator Video/Club Promotion, relocates to New York, reporting to Garner..... Karen Rae has been ap-

pointed International Manager, EMI Music Publishing, U.S.A..... Gubers/Peters/Barris has appointed Michael Dilbeck to the post of Sr. VP, Music. Dilbeck was most recently at CBS Records..... (Editor's Note: I'm going to be honest with you guys. I burned the top of my mouth while eating a tamale I bought from a street vendor in Mexico last weekend, and it hurts like hell; I face the prospect of another summer shot to hell because of the upcoming 120 page Anniversary Issue; My Editor-in-Chief, who gets sexual stimulation from holding a roll of Ben Franklins, calls me on the weekend to talk about the magazine; and I work in an office full of headbangers whose only desire in life is to be backstage at a Megadeth show. SO IF THIS ISSUE SUCKS, GIMME A BREAK. YOU THINK IT'S EASY TRYING TO SPEW OUT THIS CRAP WEEK AFTER WEEK? YOU TRY WORKING IN THIS CESSPOOL AND SEE HOW LONG YOU LAST — thank you, I needed that.)



Garner



Holben



Rae



Dilbeck



**FLASHMAKER!
EARPICKS WINNER!
WILDCARD 7/4!**

NEW KIDS ON THE BLOCK

FM102 add
Y103 add
KSAQ add
B93 add
KCPX add
KIKX add
KAKS add
KOIZ add
WHSL add
WJAD add
KIXY add
WANS add
WCIL add
KBFM add
KHTZ add
103CIR add

HOT97 deb 33
WFLY deb 37

WCKZ 8-4
KMGX 9-4
WPGC 11-8
KKFR 19-14
KZZP 25-19
KMEL 25-20
PWR99 28-22
KROY 32-24
PWR96 29-26

BREAKING AT:
WXKS
KRBE
WZOU
PRO-FM
KOY
KITY
WGH-FM

"Please Don't Go Girl"

Taken from the Columbia Lo
"Hangin' Tough" 45099



CROWDED HOUSE

BETTER BE HOME SOON

FLASHMAKER!
EARPICKS WINNER!
WILDCARD!

FOR THREE STRAIGHT WEEKS "BETTER BE HOME SOON"
HAS BEEN MOST ADDED AT ALL THREE FORMATS:
TOP 40, ALBUM ROCK & POP ADULT.

MTV WORLD PREMIERED THE HOT NEW VIDEO
AND IMMEDIATELY PUT IT IN EXCLUSIVE
HEAVY ROTATION!

LIKE EVERY CROWDED HOUSE RECORD "BETTER BE HOME SOON"
REQUIRES CAREFUL LISTENING!

A 4 FORMAT SMASH!

FREDDIE JACKSON

NICE 'N' SLOW

CROSSOVER!

SOME RECORDS MAKE HISTORY.
MOST ADDED 1st WEEK RECORD IN HISTORY!
THERE'S NO NEED TO WAIT FOR FREDDIE
TO PROVE HIMSELF AT BLACK RADIO!

"NICE N' SLOW" WILL BE HIS 6th #1 IN A ROW!

WHY WAIT ON THIS SUMMERTIME SMASH!



CLIMIE FISHER

LOVE CHANGES EVERYTHING

AGGRESSIVES (4 or more)	TOP 10	TOP 5
20	11	4

QUESTION:

WHAT DO YOU CALL A RECORD THAT GOES
■ ■ HITS TOP 50 SINGLES WITH A 56%
INCREASE IN AIRPLAY IN MMR, GOES TOP 20
POP ADULT AND GOES INTO HEAVY ROTATION
AT MTV?

CLOSED NOW!

ANSWER:

A HIT RECORD!

■ ■ HITS TOP 50 SINGLES!

TRACIE SPENCER

SYMPTOMS OF TRUE LOVE

28 BB DANCE SINGLES!
TOP 10 URBAN!

THIS AMAZING NEW ARTIST HAS
SOLD OVER 200,000 ALBUMS!

ACTION:

FM102 deb 33

KMGX 12-9

HOT97 23-20

KWOD 29-25

PWR106 40-36

BREAKING AT:

HOT103 WUSL

WGCI KITV

KKDA WCKZ

PRO-FM

TESTING ON:

KIIS

Q106

KMEL

WXKS

S-EXPRESS

THEME FROM S-EXPRESS

ALREADY SOLD OVER 70,000 12" COPIES!
2 BB DANCE SINGLES!
8*-6 BB DANCE SALES!

THIS #1 DANCE RECORD IS SELLING
IN YOUR MARKET!

HOT SALES:

13-1 TWR/BOSTON

1 OAK LAWN/DALLAS

2 ODYSSEY ONE-STOP/N. ORLEANS

3 STRAWBERRIES CHAIN

4 RECORD RACK/HOUSTON

5 SOUTH TEXAS WHOLESALERS/ S. ANTONIO

NEAR TRUTHS

By I. B. Bad, Los Angeles

Look for some action from the new **John Brodey** headed **Polydor** Promotion staff, which has actively started to recruit new team members — Just as a refresher we figured we'd remind you that the current **PolyGram** is being split into two companies, **Polydor** in the West and **Mercury** in the East — O.K. back to our story: If **Brodey** and crew start raiding existing Promo teams (subsequently weakening them), we can expect another domino effect among the major labels' Promotion corps. Who will go where? Stay tuned to this one folks, the fun's just beginning..... Among the first product on tap for the "new" **Polydor** are two projects from **MiKa Records** headed by **Michael Lippman** and **Rob Kahane**. Look for releases in late August..... And the question of the week seems to be: If **Derek Shulman** heads to the **Atco** throne, as has been widely rumored, will he be reunited with **John Betancourt** for a repeat of the **Cinderella**, **Bon Jovi** miracles?..... Hey, what's the holdup in the **Jheryl Busby** to **Motown** negotiations with **MCA**? Are major (we're talking *major*) elephant dollars at stake?..... And major

rumblings as a chart-topping act is having squabbles with his or her management company. Expect a *total* falling out in the next few months and watch how many managers line up to get a hold of this act..... When will we see the first product from the yet-unnamed CBS label run by **Jerry Greenberg**? We'll see..... Huge PR campaign aimed at the financial community on behalf of **Westwood One** geared toward helping the fortunes of the once soaring stock which has recently fallen on hard times..... A number of very promising multi-platinum **UK** bands that caused a lot of mouth watering at the domestic labels seem to have fallen short of expectations due to lack of time to build their base. Without the proper time to build a story with the teens, **Top 40** has once again proved an "impatient" format and moved on to product with a story to tell..... Much to the disappointment of spectators, two mega-music biz attorneys have allegedly smoked the peace pipe over dinner at L.A.'s **Ivy Restaurant**. Is this a lasting truce? We'll see..... **Cree Summer Franks** who takes **Lisa Bonet**'s place on NBC's "A Different World" is heading into the studio with Producer **David Kahane**..... **Jody Watley** is back in the studio with **Andre Cymone** behind the board. Expect product in the Fall..... **Janet Jackson** has gone into the studio *without* **Jimmy Jam** and **Terry Lewis**. Given the success of the "Control" album, insiders are wondering why this reunion didn't go down..... Names in the Rumor Mill this week include: **Mel Delatte**, **Doc McGhee**, **Dan Beck**, **Marty Diamond** and **Nancy Jeffries**.... and the beat goes on.

New Label



Rob Kahane — *The Lippman/Kahane team stays busy.*

MINI MUGS



GURGLE GURGLE GURGLE: A bunch of Houston radio heavies wash up to shore after a **Jimmy Page** listening party thrown underwater for the ex-**Led Zep** legend's first solo effort, "Stairway To Your Swimming Pool," on **Geffen Records**. Trying to stay dry are the following landlubbers, (l-r): **John Cook**, M.D., **KKBQ**; **Frank Childs**, Music Research, **KKBQ**; Unidentified sea animal; **Murray Nagel**, Reg. Mktg. Dir., **WB**; and (coming up for air) **Billy Cox**, Local Promotions, **Geffen**, and star of "Sea Hunt."



BASIA IN BIZARRO SHOCK!: Only seconds after this backstage photo opportunity took place at **Epic Records** recording artist **Basia**'s concert in **San Diego**, five marshals busted down the door and had to forcibly remove this bootleg foursome from the premises at **Humphries on the Bay**, charging them with impersonating the following humans in a parallel universe (l-r): **Sally Wall**; **Gary Wall**, PD, Q-106; **Basia**; **Joe Bravo**, Promotion Mgr., **E/PIA**, **SD/Phoenix**.



MOONLIGHTING: What's **Hits** features editor **Roy Trakin** doing interviewing **Gene Simmons** of **Kiss** for **MTV** at the **Hollywood** premiere of **Penelope Spheeris'** documentary, "The Decline of Western Civilization, Part II: The Metal Years," celebrating the release of the soundtrack on **Capitol Records**? You think he makes enough bucks doing **Mini-Mugs** photo captions for this rag? The star of the "Ladder" section is about to ask the veteran rocker to "show us your tongue, Gene."

LETTERS

Lost and Found

Dear Hits:

So there I was, catching my breath after a difficult climb up the north by northwest face of Mt. Everest. My sherpa-bearer Tenzig, cranky over the lack of sherpas for him to bear, turns to me and says, "Hey!" Being as Tenza's command of English begins and ends with "Hey!," I thought nothing of it. Two seconds later however, I turn and what do I see? A pile of milk cartons with my picture on them! Further to the left I see, tacked to a British flag, a "Missing" poster bearing my mug. Instantly a hundred thoughts crowded my brain... "What a bad picture"... "Trash? On Mt. Everest?"... "Why?"... were just a few examples. To my great relief, I found this whole campaign to be the result of three misplaced messages at that Koran of the music biz, *Hits*.

I deeply appreciate your concern, though the scholarship in my name was, even if a bit misdirected, a kind gesture going way beyond what any "missing" person could ever expect. To relieve your worries, I'm well and truly back at the below address doing my bit every day to make Public Enemy and Slayer part of our pop culture landscape. Next time you're in New York, drop by and I'll show you my new collection of international color picture postcards.

Best Regards,
Charlie D'Atri
Def Jam Recordings
N.Y., N.Y.

Hits replies: Say it ain't so, Charlie. You've ruined our milk carton campaign, laid waste to your memorial scholarship fund and completely shattered our favorite running gag in the "Letters" section. We know reports of your demise have been exaggerated, but could

you just stay incognito a few more months? The Hits Federal Witness Protection Program will set you up with a new identity in another city. We'll even give you Jimmy Hoffa's shoes, but stay under wraps guy, or we'll have to eat two million milk cartons.

Dear Hits:

I like your ludicrous trade magazine, but I especially enjoyed the lampooning of my brother, Roy Trakin, in your June 13 issue. I don't worry about my brother being able to take it; after all, he can dish it out quite liberally.

But I do object to one of your banal Merv Griffin jokes in the caption of the beautiful picture of my bro' and pregnant sister-in-law. My esteemed sister-in-law would never put a child through that. In fact, its name will be so original as to be definitive! So much for the cutting edge!

Also, after consulting my local astrologer, I predict the child will be 8 lbs., 12 ounces, born on July 29 at 3:00 in the afternoon. And it will be a boy! You can send me a year's subscription to my home address for my free gift. (Roy sends them to my parents' house for distribution).

Sincerely,
Janet Trakin
N.Y.C.

Merv replies: Oooh, Janet! What's wrong with naming the baby Merv? It's actually short for Mervyn, which was what the cossacks called my great-grandfather when he worked at the bakery in Kiev back in the old country. It's still a better name than Zsa Zsa no matter how you spell it. Now, show us your lining. Oooh! Thank you.

FAR TRUTHS

By Danny Fields, New York

This was the week of Cyndi Lauper in New York, no question about it. Her domination of metro-area consciousness began on the night of her birthday, when the widely adored star was tricked by her Manager/fiance **Dave Wolff** into accompanying him to a "quiet dinner" at La Torre di Pida, on quaint Eighth Avenue, near the Hit Factory, where her "Kindred Spirit" LP is in the works. Entering the darkened restaurant, the couple was greeted with shrieks and screams of "Surprise!! Happy Birthday!!" from her family, friends, and fave record execs—whereupon the shocked singer of song burst into tears. The CBS entity was represented by **Walter Yetnikoff**, **Tommy Mottola**, **David Glew**, **Steve Backer** and **Jim Caparro**, among others, most of whom would have rated the birthday-cake-shmearing episode involving Walter, Tommy and **Elliot Hoffman** a highlight of the event. The next day, Cyndi's single "Hole In My Heart" was added to airwaves all over the country, and then came her belated graduation from Richmond Hill High School, in quaint Queens, which made every TV newscast in town and many more elsewhere in the world.... Late June is, of course, the season for surprise parties, and another big one was thrown by EMI-Manhattan Records for **Richard Marx** following his triumph at the Beacon Theater. Honoring the platinum-plus sensation at Memphis on over-extended Columbus Avenue were EMI power-hitters **Sal Licata**, **Gerry Griffith** and **Jack Satter**, and the star-studded fete was also graced by the presence of such fans of Marx as **Gene Simmons** and **Paul Stanley** of **Kiss**, **Billy Joel**, **Earl Slick**, **Cynthia Rhodes**, **China Kantner**, and **Allison Smith** and **Ari Meyer** of the "Kate and

The Graduate



Cyndi Lauper—Tears of Joy

Allie" cast...**Graham Parker** returned to New York with a back-by-popular-demand show at the Ritz, held on the very same night when the grand old room was scheduled to hold a closed-circuit telecast of the **Tyson-Spinks** fight. Although a ticket for the Parker concert entitled one to leave when the show was over, the RCA people graciously included fight tickets with the Parker tickets that they supplied to friends in radio, press and retail. This is thoughtfulness with a capital "T"—and naturally few enjoyed the evening more than **Bob Buziak**, **Rick Dobbis**, **Jim McKeon**, **Butch Waugh**, **Dave Wheeler** and **Dennis Fine**, who were joined at their "ringside" table by **Graham Parker** for the Main Event, brief though it was...Everything, including the drinks, were purple at the listening party PolyGram hosted for the new **Deep Purple** album, "Nobody's Perfect." A giant archway of purple balloons stopped traffic on booming First Avenue in front of the Atomic Cafe, while inside **Dick Asher**, **Bob Jamieson**, **Harry Anger**, **Harry Palmer**, **David Leach**, **Drew Murray**, **Jim Lewis** and **Pam Haslam** joined the band members and managers **Donn Bernstein** and **Bruce Payne** in launching the LP.

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	5.42	66	1	0	9	10	3
STEVIE B	5.09	5	3	2	7	-	4
GUNS AND ROSES	4.46	22	4	2	10	10	7
WHITNEY HOUSTON	4.33	57	1	0	6	4	6
CONTOURS	4.23	52	33	19	10	10	6
TRACY CHAPMAN	4.21	32	10	6	8	10	6
CHICAGO	4.08	48	17	4	8	7	7
FAT BOYS	4.06	40	5	2	10	7	8
ROBERT PALMER	3.82	3	0	0	5	5	2
SALT & PEPA	3.67	2	0	0	7	1	-
KEITH SWEAT	3.62	3	0	0	3	8	2
ELTON JOHN	3.53	47	2	0	4	7	7
MIAMI SOUND MACHINE	3.50	52	15	1	5	9	6
NEW EDITION	3.43	12	3	1	5	7	3
VAN HALEN	3.40	32	1	0	7	10	5
TT D'ARBY	3.33	41	33	11	8	9	9
BREATHE	3.33	43	56	23	8	1	9
INFO SOCIETY	3.31	6	1	0	6	-	-
RICHARD MARX	3.17	38	76	41	8	7	8
REO SPEEDWAGON	3.06	20	0	0	4	6	1
ERIC CARMEN	2.97	33	35	11	8	1	9
JOHNNY KEMP	2.89	38	27	15	8	5	9
AEROSMITH	2.64	16	5	1	9	6	7
PAT BENATAR	2.57	15	0	0	2	6	3
WILL-TO-POWER	2.55	8	7	3	4	-	5
JANE WIEDLIN	2.51	22	22	7	1	1	9
CLIMIE FISHER	2.36	20	11	4	2	2	6
NEW KIDS ON THE BLCK	2.35	9	3	2	7	-	-
RUN DMC	2.30	4	0	0	7	9	3
TAYLOR DAYNE	2.27	15	0	0	2	1	3
VANESSA WILLIAMS	2.14	2	1	1	3	2	5

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

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

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

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

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

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



BRUCE HORNSBY & THE RANGE

"look out any window"

The new single from the platinum album
"Scenes From The Southside."
6686-I-R



FLASHMAKERS

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

Huey Lewis is back with a debut single from his forthcoming album "Small World" that flies out of the box as the Most Added record of the week. **Tracy Chapman** is closing quickly with giant phones, sales and video play

helping, **Kenny Loggins** has another strong week at radio with the theme to "Caddyshack II" and **Guns N' Roses** is smoking up the phones and selling like crazy everywhere in the country.

HUEY LEWIS PERFECT CHRYSALIS

Singles: 37 Albums: —*
 Surprise, surprise! Huey is back with the first single and hit in the making from his forthcoming album, "Small World." The Most Added record of the week picks up immediate airplay from KIIS, WBLI, B96, KEGL, Y95, WAVA, WCZY, WHYT, WZOU, Q107, HOT105, KUBE, PWR99, B94, KMEL, WLLOL, WEGX, WMMS, KHTR, KDWB, WKBQ, KKRZ, KXYQ, KBEQ, KWSS, KWOD, KCPW, KROY, Q102, KATD, Q106 and way too many more to mention. The new video is already in heavy rotation and should help to bring this one to the top.

TRACY CHAPMAN FAST CAR ELEKTRA

Singles: 34 Albums: 9* Avg Move: 4.21 Aggrsv: 32*
 Closing quickly with the help of continued giant album sales, huge requests and heavy video play. Making significant gains once again with new support from Z100, KEGL, Q107, WAVA, Y100, KMEL, WLLOL, BJ105, 98PXY, FM100, WAEB, WKZL, Y106, WTLQ, WSKZ and many more. Hot moves include KRBE 15-9, WTIC 15-8, K98 24-6, WBCY 12-5, WBBQ 9-5, WERZ 5-1, KIYS 6-5, Y95 20-15, WZOU 22-18, WMMS 33-28, Q102 33-20, KATD 30-19, Q105 23-17, FM102 30-25, B100 28-24, B93 35-30, WMJQ 19-15 and KCPX 40-25.

KENNY LOGGINS FOOL COLUMBIA

Singles: 46 Albums: —*
 Theme song from "Caddyshack II" is closing quickly with new action at Y95, WZOU, WCZY, KUBE, B94, KHTR, KKRZ, B100, WGH-FM, WNVZ, WROQ, KJ103, WGTZ, WRVQ, Y107, WAEB, WSKI, WKZL, WTLQ, WZPL, KQKQ, KRQ, KTUX, WBBQ, WNNK, WPST, WSKZ, WERZ and many, many more. Early jumps include 29-25 WNCI, 31-26 KIYS, Deb 32 KEGL, Deb 38 WMMS, Deb 39 WLLOL, Deb 30 KXYQ, Deb 29 WRNO, Deb 34 KWOD, Deb 39 KSAQ, Deb 29 WMJQ, Deb 38 KCPX, Deb 29 K92, Deb 36 KSND, Deb 37 Z104, Deb 40 KIKX and Deb 40 KZZU.

GUNS N' ROSES SWEET GEFFEN

Singles: 43 Albums: 6 Avg Move: 4.46 Aggrsv: 22*
 The phones continue to explode for this hot rocker as it makes its way at Top 40 radio with huge gains each week. New believers include Y100, PWR99, WKBQ, Q105, KITY, KTFM, K98, 95XIL, WLGA, Z107 and WCGQ. Moving at KEGL 5-4, B97 19-10, KATD 11-6, WBCY 10-2, Y95 34-23, HOT105 23-19, WMMS 34-22, KWSS 27-19, WRNO 28-24, KSAQ 36-32, WROQ 28-23, WAPI 30-26, KZOU 34-28, WTLQ 37-32 and WOKI 29-16. Strong debuts for B94, WGFM, WFLY, Z102, WPST and WINK.

REO SPEEDWAGON HERE WITH EPIC

Singles: 40 Albums: 44 Avg Move: 3.06 Aggrsv: 20*
 Generating solid phones and steadily closing with new action this week at WDTX, B94, WLLOL, K98, WKAZ and WZKX. Jumps 23-19 KEGL, 18-14 Y95, 37-32 WMMS, 28-23 WKBQ, 25-21 KHTR, 36-26 B100, 28-21 Y108, 29-24 KJ103, 24-19 WKDD, 25-21 KCPX and 27-19 KIYS. Breaking at WCZY, KDWB, WROQ, WDJX, WSKI and KZOU.

MOODY BLUES SOMEWHERE POLYGRAM

Singles: 48 Albums: 36*
 Solid album sales and video play are helping to close this debut single from "Sur La Mer." Adds include WBLI, WKZL, KF95, 100KHI, WLRs, WGGZ, KYA, JET-FM and KEYJ. Jumps 9-7 WKDD, 24-20 WZOU, 25-21 WEGX, 32-27 WBBQ and 32-28 KSND. Debating for Y95, KATD, KKYK, WOKI and WPST.

HALL & OATES MISSED ARISTA

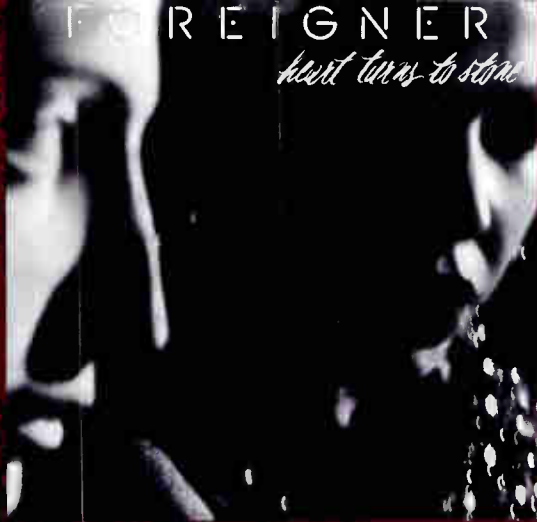
Singles: 49 Albums: — Avg Move: 2.06 Aggrsv: 10*
 Second single from the current album is spreading quickly with the help of big video exposure and early phone action. New airplay includes B96, WZOU, KHTR, FM102, B100, WNVZ, WKSS, WMJQ, FM100, WGTZ, Y107, KZOU, WBBQ, WINK and KF95. Hot early moves at WCZY 40-34, 93Q 39-34, KCPX 38-34, WERZ 39-31 and KIYS 37-30. Breaking at WEGX, B94, KKRZ, B93, WFLY, WAEB, Q100, WSKZ and KSND.

CYNDI LAUPER HEART EPIC

Debut single from her forthcoming album, "Kindred Spirit" and theme song to her motion picture debut, "Vibes," scores with new airplay at Y100, KKRZ, KJ103, Y107, WAEB, WGFM, KIKX, WINK, WSKZ, WRCK, WTH, WKSF, KFRX, KFBQ, KFMY, WLGA, Y93, KNOE, JET-FM, KQIZ, KIXY, KWTX and KEYJ. Breaking big at WCZY, HOT105, WEGX, WLLOL, B97, KSAQ, WDJX, KKYK, KCPX, Q100, WOKI, KCAQ, KTUX and KF95. Early phones reported.

JOHNNY HATES JAZZ HERO VIRGIN

Second single is spreading quickly with the help of a new video in solid rotation. This week's believers include KEGL, WCZY, WLLOL, Y108, KSAQ, B93, WGTZ, WINK, WNNK, WNYZ, WRCK, WKSF, KIKK, KAKS, KCMQ, WBWB, KFMY, KTX, WKEE, WBAM and KLUC. Jumps at PWR99 27-20, WKBQ 31-26, WZOU Deb 35, KKRZ Deb 27, B100 Deb 34, Y106 Deb 30, WAEB Deb 38, KJ103 Deb 40 and Z102 Deb 38.



Foreigner

heart turns to stone

**CROSSOVERS WINNER!
EARPICKS WINNER!
ONE OF THE MOST ADDED!**

KEGL	add	KSND	add	95XIL	add
Y95	add	KZZU	add	95XXX	add
WMMS	add	WINK	add	OK100	add
WDTX	add	Z102	add	KSMB	add
Y108	add	KF95	add	WIGY	add
KATD	add	KIYS	add	WJAD	add
WRNO	add	WNYZ	add	WLRS	add
KSAQ	add	KAKS	add	WFXX	add
KCPX	add	WJMX	add	WAZY	add
KJ103	add	KNIN	add	KQCR	add
WKDD	add	WPHR	add	WZKX	add
WROQ	add	KCMQ	add	Y93	add
WGFM	add	WDBR	add	WHSL	add
WTLQ	add	WPRR	add	WYKS	add
KIKX	add			KPHR	add

PLUS 11 MORE!

White Lion

tell me

CROSSOVER!

KATD	add	KCPX	31-26
KIKX	add	WTLQ	40-34
KSMB	add	KZZU	40-36
KQIZ	add		
OK100	add	BREAKING AT:	
WKEE	add	Y95	
WKAZ	add	WMMS	
WCYR	add	WDTX	
WZYP	add	KPLZ	
KBFM	add	KXYQ	
KDWZ	add	WRNO	
WPFM	add	WGH-FM	
KZOZ	add	KSAQ	
		Q100	
WKDD	27-20	WFLY	
KKYK	30-24	KQKQ	
		KTUX	

NEW FROM ATLANTIC!

Blue Rodeo try

Jenny Morris your gonna get hurt

Y Kant Tori Read the big picture

FLASHMAKERS

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

RICK ASTLEY IT WOULD RCA

Third straight hit from this hot new artist comes flying out of the box and onto the airwaves at **KIIS, B96, WCZY, WAVA, KUBE, PWR99, WEGX, WKBQ, KKFR, Q105, WTIC, KITY, WNVZ, WKSS, KXX106, BJ105, 98PXY, KCPX, Q100, WAEB, WFLY, WGFM, Y106, K92, KQKQ, KZZU, WPST, Z102, KF95, WNYZ, WRCK** and many, many more. One of the Most Added records of the week and Earpicks Winner.

PAULA ABDUL KNOCKED VIRGIN

Singles: — Albums: — Avg Move: 2.16 Aggrsv: 7
Ex-Laker cheerleader and choreographer for Janet Jackson and many others is scoring big with her first single. New this week at **WBCY, KSND, 102QQ, WANS, Y97 and WCGQ**. Jumps 5-4 **KMEL, 18-8 KWOD, 22-10 KXX106., 17-12 FM102, 17-13 HOT97, 35-31 92X, 39-30 KCAQ** and 15-11 **KMGX**. Breaking at **PWR106, KKFR, BJ105, KCPX** and **Z102**.

CROWDED HOUSE BETTER BE CAPITOL

This week's Wildcard pick is making its way through the system with a new album now out in the streets. The video is one of the hottest out there and adult requests are beginning to show up everywhere. New action this week at **WZOU, KXYQ, Q105, B97, KOKZ, KFRX, KBIU, OK95 and KQCR**. Jumps at **WL0L 38-34, KIYS 28-20, WERZ 36-29, KATD Deb 34, WGH-FM Deb 24, Q100 Deb 40, KSND Deb 40 and KF95 Deb 40**. Great song will pull this one through.

SCRITTI POLITTI BOOM! WB

Steadily making gains while huge club play and solid requests lead the way. New this week at **KATD, KF95, WBWB, KSMB, 95XXX, KWTO and KQMQ**. Hot moves at **KROQ 9-8, KITS 8-7, FM102 10-3, KWOD 9-5, KKRZ 28-23, KCAQ 31-26, KMGX 26-21 and KKFR Deb 29**.

NEW KIDS... PLEASE COLUMBIA

Singles: — Albums: — Avg Move: 2.35 Aggrsv: 9
Former Wildcard pick is making big gains and generating tons of requests everywhere played. Hot new action this week includes **FM102, Y108, KSAQ, B93, KCPX, KIKX, KAKS, WHSL, WJAD, WANS, KQIZ, KIXY and WCIL**. Hot moves: 11-8 **WPGC, 8-4 WCKZ, 9-4 KMGX, 28-22 PWR99, 25-20 KMEL, 25-19 KZZP, 19-14 KKFR** and 32-24 **KROY**. Label is hot with new acts. A teen anthem in the making.

STRYPER ALWAYS ENIGMA

*Singles: — Albums: 43**
Steadily making its way through the system with explosive album sales and requests leading the way. Adds at **Y95, KSAQ, WROQ, KZOU, KZZU, WDBR, KFQX and JET-FM**. From the album, "In God We Trust" which debuts on the Top Fifty Albums Chart this week.

TIMES 2 CECILIA RCA

Simon and Garfunkel dance remake is developing and beginning to show up in requests. New this week at **WOKI, WYYS, WJMX and KISR**. Early moves include 34-28 **WGTZ, 32-26 KF95, Deb 28 KXYQ** and Deb 29 **WDJX**.

ICEHOUSE OBSESSION CHRYSALIS

Singles: — Albums: — Avg Move: 2.00 Aggrsv: 3
New video is helping to build this third single from their current album. Adds this week include **95XXX and KQCR**. Early gains include **KSND 40-32, KIYS 18-14, WZOU Deb 32 and KJ103 Deb 39**.

RUN DMC MARY MARY PROFILE

Singles: — Albums: 14 Avg Move: 2.30 Aggrsv: 4
Monkees remake is gaining with new support coming from **KROY, Z102, KIXY** and others. Jumps 34-29 **FM102, 34-28 KMGX, Deb 36 KRBE** and Deb 34 **B93**. Hot video play leads the way and strong album sales continue.

AMY GRANT LEAD ME ON A&M

Programmers continue to mention this cut as a pick to click. Picking up momentum this week with new airplay at **KEGL, WCZY, KSAQ, WBCY, WFLY, WPST, KAKS, 102QQ, WZKX, KISR** and **KIXY**.

PRINCE GLAM SLAM P PARK/WB

Second single from "Lovesexy" scores with out of the box action at **KKFR, HOT97, KITY, WGH-FM, KSAQ, KXX106, WCKZ, 98PXY, Y107, WFLY, WTLQ, KIKX, KMGX, KZZU, KOKZ, KFRX, WDBR, WHSL, KFBQ, KFQX, WJMX, WJAD, WAZY, WZKX, WCGQ, KWTX and KEYJ**. Hot video already in rotation.

CHER SKIN DEEP GEFLEN

Multi-media superstar's third single from her current album picks up out of the box support from **Y108, Y107, Q100, Y106, KTUX, KF95, WNYZ, KNIN, KAKS, WZYQ, WYKS, WJMX, WJAD, OK95, WAZY, WNOK, KNOE and KEYJ**. Great new sound.

BASIA TIME EPIC

Picking up momentum this week at Top 40 with new airplay coming from **KWSS, KIYS, KF95, WBBQ, WJMX and KQMQ**. Jumps 30-27 at **KUBE** in Seattle and is breaking at **B100, KSND** and **KZZU**. Video is in solid rotation on both MTV and VH1.

Columbia Records



GEORGE MICHAEL "Monkey"

Taken from the Columbia Lp: "Faith" 40867

FLASHMAKER!
42-30 HITS TOP FIFTY SINGLES!
4 HITS TOP FIFTY ALBUMS!
38*-24* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)
5.42	66	9	10

KWOD add **KITY** deb 19 **KCPX** 14-10 **WLOL** 29-21
KROY add **WBCY** deb 23 **KXYQ** 20-11 **KDWB** 27-22
WNVZ add **KMEL** deb 27 **Y108** 14-11 **KKRZ** 30-22
WKSE add **B104** deb 27 **WHYT** 17-12 **B97** 30-23
B94 deb 28 **WPGC** 18-15 **WNCI** 30-24
Z100 deb 29 **KZZP** 19-15 **WEGX** 30-25
KEGL deb 29 **HOT103** 28-16 **KATD** 35-28
Z95 deb 30 **WAVA** 23-18 **92X** 33-28
KRBE deb 30 **Q107** 26-19 **PWR99** 38-29
Y95 36-20 **WCZY** 39-30

PLUS 26 MORE!



KENNY LOGGINS "Nobody's Fool"

Taken from the Original Motion Picture Soundtrack of the Warner Bros. Film "Caddyshack II"
 Also on the forthcoming Kenny Loggins' album "Back to Avalon" 40530

FLASHMAKERS WINNER!
DEBUT HITS TOP FIFTY SINGLES!
BREAKER!

Y95 add **KXYQ** deb 30 **BREAKING AT:**
WCZY add **KEGL** deb 32 **KRBE**
B94 add **KWOD** deb 34 **KPLZ**
WZOU add **WNCI** 29-25 **WKTl**
KUBE add **KIYS** 31-26 **KDWB**
KHTR add **Y108**
KKRZ add **KATD**
B100 add
WGH-FM add
WNVZ add
WZPL add

PLUS 50 MORE!



JOHNNY KEMP "Just Got Paid"

Taken from the Columbia Lp: "Secrets of Flying" 40770

17-15 HITS TOP FIFTY SINGLES!
WILDCARD 5/30!
26*-21* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
2.89	38	27	15	8	9

WKSS add **WPGC** 1-1 **WEGX** 15-9
KXX106 add **KMEL** 1-1 **Y108** 11-9
93Q add **HOT103** 3-2 **KIIS** 18-15
Y107 add **WHYT** 3-2 **Z95** 19-16
WKRZ add **B96** 6-5 **KKRZ** 19-16
KZOU add **WXKS** 5-5 **FM102** 19-16
WSKZ add **KRBE** 5-5 **KWOD** 27-17
B94 deb 27 **KTFM** 8-6 **Q107** 21-18
Y100 deb 29 **KITY** 12-8 **KZZP** 26-21
KDWB deb 29 **PWR106** 13-9 **92X** 25-22
KUBE deb 32
KWSS deb 35

BOB DYLAN "Silvio"

Taken from the Columbia Lp: "Down in the Groove" 40957

TOP 5 ALBUM TRACK!
READY TO CROSS!

"SOUNDS GREAT ON THE AIR. INSTANT ADULT MALE PHONES!"
CLAY GISH - P.D. - WOKI, KNOXVILLE



CROSSOVERS

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

Foreigner explodes out of the box with the 3rd single from their current album. **New Edition** is selling tons of albums and pulling hot requests, **Information Society** is a multi-format hit that is already showing gains at Top

40 and **Vanessa Williams** picks up speed this week with her debut single. Watch **Midnight Oil** - this second single is ready to take off with the help of huge PoMo success, video play and a solid Lp sales base.

BLACK/DANCE

NEW EDITION LOVE MCA

*Singles: 45** *Albums: 39** *Avg Move: 3.43* *Aggrsv: 12*
Big album sales and requests are the story here. New airplay at KKRZ, KCPW, KSAQ, WDJX, WNNK, WRCK, WDBR, 100KHI, WYYS, WFFX, WBAM, KSMB and others. Gaining with WPGC 15-11, KMEL 26-17, KKFR 29-25, HOT97 24-19, KXX106 33-22, WCKZ 28-20, Z102 39-28 and KMGX 24-19. Breaking at KIIS, HOT105, KWOD, KROY, FM102 and KKYK.

INFORMATION SOCIETY MIND T BOY/REP

Singles: — *Albums: —* *Avg Move: 3.31* *Aggrsv: 6*
Hot crossover is making big gains with major market action and solid phone action. New believers include PWR106, KRBE, PWR99, KZZP, KWSS, KCPX, KFQX, KLUC and KSMB. Jumps 12-6 KITS, 25-16 KROQ, 29-20 FM102, 19-15 HOT97.7, 18-14 Y106, Deb 34 KMGX and Deb 34 KTUX.

VANESSA WILLIAMS RIGHT WING/POLY

Singles: — *Albums: —* *Avg Move: 2.14* *Aggrsv: 2*
Currently topping the Black/Dance charts and picking up speed at Top 40. New this week at PWR106, KITY, KXX106, Y106, KTUX, WNNK, KLUC and others. Moving at HOT103 36-29 and FM102 24-17.

FREDDIE JACKSON NICE CAPITOL

Breaking big at Black/Dance radio and spreading at Top 40 with new support from WCZY, KKFR, FM102, WGF, KCAQ, KF95, KAKS, WJAD, B95, WZKX, WCGQ and others. Strong debuts at WHYT and WPGC.

WILL-TO-POWER RAIN EPIC

Singles: — *Albums: —* *Avg Move: 2.55* *Aggrsv: 8*
Breaking big in the clubs and crossing with major market play and requests leading. New at KWOD, WAPE, KBIU, WYYS and Y97. Jumps 9-6 Y100, 6-5 HOT105, 12-10 PWR99, 8-6 KMEL, 5-4 HOT97, 14-10 Y106., 18-12 PWR106, 23-11 FM102, 29-25 KWSS, 25-16 BJ105, 18-14 KCAQ and 31-27 KMGX.

DENISE LOPEZ SAYIN' A&M

Big West Coast action is helping to spread this dance cut. New believers include WZOU, WTIC, WAEB, Z102, KFQX, WYYS, WGRD, Y97 and KQMQ. Jumps at HOT103 6-5, KMEL 7-5, KMGX 11-8, Z100 16-12, WFLY 29-22 and KCAQ 28-23. Breaking big at KIIS, PWR99 and KTUX.

KEITH SWEAT MAKE IT ELEKTRA

Singles: — *Albums: 23* *Avg Move: 3.62* *Aggrsv: 3*
Hot new single is breaking with major market support and early phone action. Adds at FM102, KITY, WBCY, B95 and others. Jumps 28-23 WPGC, 28-14 WUSL and 18-14 WCKZ.

SALT & PEPA/EU SHAKE NEXT PLAT

Singles: — *Albums: —* *Avg Move: 3.67* *Aggrsv: 2*
Two hot acts join up on this hot single that is beginning to make big gains at Top 40. New action this week at HOT103, KRBE, KATD, KTFM, B95 and others. Breaking at KXX106, WPGC and WCKZ.

SYSTEM AMERICA ATCO

Theme from "Coming To America" is developing with new airplay at WHYT, KTFM, WNNK, WKAZ and more. Breaking at B96, WGCI, KKDA, KRBE, WXKS and B93.

BOBBY BROWN CRUEL MCA

Singles: — *Albums: —* *Avg Move: 4.33* *Aggrsv: 4*
Currently Top 5 on the Black/Dance charts and making early gains at Top 40 with adds at KRBE, WHYT, FM102, HOT97.7, Q100, Z102, KMGX, WJAD, WNOK and WANS. Jumps 20-9 KXX106, 10-6 WCKZ and 26-19 WPGC.

DINO SUMMER ISLAND

Big club play and requests lead the way. New this week at KKFR, KWSS, WAEB, KCAQ, KTUX, WANS and KIXY. Moving at PWR96 16-11, FM102 Deb 32 and BJ105 Deb 33.

COVER GIRLS INSIDE SUTRA

Singles: — *Albums: —* *Avg Move: 2.43* *Aggrsv: 2*
Major market play and phone action are helping this one. New this week at KRBE, HOT105, KMEL, WFLY, KMGX, KFQX and others. Jumps at HOT103 37-28 and HOT97.7 27-22.

ALBUM/ROCK

FOREIGNER HEART ATLANTIC

Third single released to Top 40 is taking off with out of the box action at KEGL, Y95, WDTX, WMMS, KATD, WRNO, Y108, KSAQ, WROQ, KJ103, WKDD, WGF, WTLQ, KCPX, KIKX, KSND, KZZU, WINK, Z102, KF95, WNYZ, KIYS and many more. Earpicks Winner and one the Most Added records of the week.

WHITE LION TELL ATLANTIC

Singles: — *Albums: 30*
Big phones are the story. New action this week at KATD, KIKX, WKEE, WKAZ, OK100, KSMB, KQIZ and more. Jumps 27-20 WKDD, 30-24 KKYK, 40-34 WTLQ, 31-26 KCPX and 40-36 KZZU.

JOAN JETT HATE CBS ASSOC.

Giant video play and requests are helping to propel this rocker through the Top 40 system. New at WGF, KF95, WTHT, KFRX, WQSM, WZYQ, WQCM, WIKZ, KISR and Q101. Jumps at Z104 28-19, KSND 33-27, WAVA Deb 30 and KJ103 Deb 37.

KINGS OF THE SUN BLACK RCA

Developing with new airplay at WAEB, WJMX, KKXL, KIXY, KISR and Q101. Breaking at Y95 and KF95.

POST MODERN

STEALIN' HORSES TURNAROUND ARISTA

Continuing to make solid gains at Top 40 with a video in heavy rotation and requests where played. New this week at 95XIL, Z107, KQIZ, KWTX and more. Jumps at KIYS 33-27.



Bobby Brown

DON'T BE CRUEL

The Top-5
Urban Smash
Crossing CHR
in a Big Way

The Title Track
From the
MCA Album

Produced by L.A.
& Babyface for
La'Face, Inc.

Executive Producer:
Louil Stiles, Jr.
Management:
George L. Smith
in association with
Pacific Cal Management

MCA RECORDS

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REQUESTS

Former Wildcard pick, **The Contours**, is a monster on the request lines and quickly making its way up to the top of the charts. **Guns 'N' Roses** is one of the hottest videos in the country and is spreading at Top 40 with the

help of giant requests, **The Fat Boys** continue their hot streak on the phones and **Steve Winwood's** debut single is making huge gains with solid phones and video play helping.

CONTOURS DO YOU RCA

Former Wildcard pick is heading for a top notch on the charts. Huge video play and requests are helping. Big phones for B94, 98PXY, B104, B97, JETFM, KEYN, KFBQ, KHTR, KKR, KNIN, KRNG, KWTX, OK100, Q102, WANS, WBCY, WBWB, WCGQ, WCIL, WDTX, WGTZ, WHSL, WHYT, WIKZ, WKAZ, WKLQ, WLOL, WPHR, WRCK, WSRZ, WTHT, WZKX, WZYQ, Z103, Z96 and many more.

GUNS 'N' ROSES SWEET GEFEN

Giant sales, video play and requests remain the story here. Hot phones reported at B97, B94, JET-FM, KBIU, KEYN, KFQX, KIXY, KKXL, KNOE, KOKZ, KSAQ, KTX, KWTO, KXYQ, KZOU, OK100, Q101, WBCY, WCIL, WDTX, WFMI, WGGX, WHSL, WJAD, WJMX, WKEE, WKLQ, WKS, WRCK, WTLQ and Z103.

FAT BOYS TWIST TPA/POLY

Hot remake continues to generate big requests and is now selling tons of albums and singles. This week's hots include WPGC, 95XXX, 98PXY, B94, B97, FM104, JETFM, K98, KBIU, KC101, KEYN, KFBQ, KFQX, KIVA, KLUC, KNAN, KNIN, KOKZ, KRNG, Q101, WBAM, WCIL, WIKZ, WKLQ, WLAN, WLOL, WTHT, WTIC, WTLQ and Z96.

STEVE WINWOOD ROLL VIRGIN

Quickly making its way up the charts with blow-out album sales everywhere. Huge requests for B104, FM100, KBIU, KCMQ, KFBQ, KLIK, KNIN, KNOE, KQCR, KSAQ, KYYY, OK100, Q101, WBCY, WCZY, WDTX, WEGX, WERZ, WGGX, WGRD, WJAD, WKAZ, WROQ, WTHT, WYYS, WZKX and many, many more.

TRACY CHAPMAN FAST CAR ELEKTRA

Quickly becoming a Top 40 favorite with big requests and sales leading the way. Giant action at FM102, 102QQ, 95XXX, KBIU, KFBQ, KYYY, OK100, Q102, WBAM, WBCY, WDBK, WEGX, WERZ, WFX, WLAP, WNOK, WQCM, WQSM, WTIC and others. We told you so...

AEROSMITH RAGDOLL GEFEN

Video is in heavy rotation and is helping to puch this hit to the top of the charts. Continued hot request action for WMMS, 98PXY, FM104, JETFM, KFQX, KIXY, KNAN, KSAQ, WANS, WBLI, WFX, WGGX, WHSL, WLRS, WLRW and WTLQ.

TERENCE T. D'ARBY SIGN COLUMBIA

Second smash in a row is a giant on the phone lines and is one of the hottest videos in the country. Reports this week come from B97, FM102, KCMQ, KIVA, KLUC, WBLI, WEGX, WERZ, WPGC, WTIC, Z94 and many, many others. Solid album sales.

JOHNNY KEMP PAID COLUMBIA

Big crossover is making big gains each week with the help of solid phone action everywhere played. Lighting up the lines for WEGX, KBIU, KEYN, KSAQ, OK100, WBAM, WHYT, WLRW, WQCM, WTHT and WYYS. Now selling.

GEORGE MICHAEL MONKEY COLUMBIA

Fifth straight smash is going all the way and is already a giant on the request lines across the country. Hots include KMEL, FM102, WPGC, KITY, K98, KC101, KKR, KNIN, KYA, WJAD, WKAZ, WLAN, WLRS and WQCM.

WHITNEY HOUSTON LOVE ARISTA

Showing up in requests throughout the country with early reports coming from KMEL, KAKS, KBIU, KIVA, KNIN, WDBK, WHSL, WLAP, WNOK and others. Produced by Jellybean.

VAN HALEN WHEN IT'S WB

Second single looks to be a hit in the making with early phones and tons of major market support. Reports come from WMMS, KKR, KWTO, Q101, WCGQ, WDBK, WKS, WNOK and WTLQ.

ROBERT PALMER SIMPLY EMI/MANH

Quickly becoming one of the hottest videos in the country while generating tons of phones at Top 40. Early hots include WEGX, KATD, KEYN, KLIK, KKR, KWTX, WCGQ, WLRW and WNOK.

JOAN JETT HATE CBS ASSOC.

Requests lead the way for this crossover. Making significant gains each week while generating big phones for WMMS, 95XXX, KAKS, WFX, WIKZ, WQCM, WQSM, WTHT and many others.

ALSO GAINING REQUEST MOMENTUM

NEW KIDS
REO
NEW EDITION

PLEASE
HERE
IF THIS

COLUMBIA
EPIC
MCA

ELTON JOHN
WHITE LION
RUN DMC

I DON'T
TELL
MARY

MCA
ATLANTIC
PROFILE



**RICK
ASTLEY**

**TOO
STRONG
TO
RESIST.**

Rick Astley. A man with a strong strong new single. And a platinum plus debut album that's already delivered two #1 smash hits—and is still going strong.

“IT WOULD TAKE A STRONG STRONG MAN”

FROM THE PLATINUM ALBUM

“WHENEVER YOU NEED SOMEBODY” (6822-1-R)

ALSO FEATURING “NEVER GONNA GIVE YOU UP”
AND “TOGETHER FOREVER”

PRODUCED BY STOCK-AITKEN-WATERMAN



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EARPICKS WINNER!
FLASHMAKER!
HITS TOP FIFTY ALBUMS!
ONE OF THE MOST ADDED!

KIIS	add	B96	add	WEGX	add
Q105	add	WCZY	add	KCPX	add
WAVA	add	KUBE	add	WKBO	add

KITY	add	98PX	add
PWR99	add	WAEB	add
WNVZ	add	Q100	add
WTIC	add	WGFM	add
WKSS	add	Z102	add
KXX106	add	K92	add
BJ105	add	WFLY	add
Y106	add	WRCK	add
KKFR	add	PLUS 30 MORE!	

ARISTA'S MUSIC DON

*An exclusive Hits interview with
Don Ienner
Executive VP and G.M., Arista Records*



Recently named Executive VP and G. M., Don Ienner has been at Arista Records since 1983. Clive Davis' announcement put an end to speculation Ienner was headed for greener pastures, since rising at Arista from VP of Promotion to Sr. VP of Marketing and Promotion. "When you're happy, when you really have a home and feel you've contributed to the growth of a company, it gives you a certain feeling about seeing it all the way through," he says. "I think now, after five years of hard work, we're about to see the dream become reality, and why not be there to build on it?" He points with pride to Arista's revitalization over the last few years via its concentration in the R&B, pop, Adult and dance fields, and predicts similar success in the rock and Post-Modern arenas.

Naturally, Don takes great pleasure in having helped to develop a new artist like Whitney Houston into a true superstar, but he gets even a bigger kick out of seeing veteran artists such as the Grateful Dead, Carly Simon and Aretha Franklin rise again to their potential. Previewing new records from Patti Smith and the Four Tops, Ienner is oblivious to ringing telephones and people walking into his office. He reacts enthusiastically to first-rate instrumental riffs and Tops vocalist Levi Stubb's patented exclamations with visible glee. In other words, he's as passionate about music today as he was when he first started out, and as the following conversation with Hits suggests, passion encompasses all aspects of the music, including artists, the label staff and the business.

How will your responsibilities change in your new position?

I feel my responsibilities haven't really changed. I've always felt responsible for the entire company. I've never felt departmentalized because Clive never allowed me to be departmentalized. He always wanted my overview, and he always let me go as far as I could. I think my new position just made that fact official.

What do you consider your greatest contribution in your five years at Arista?

Setting a strategy and setting a goal—to give the artists and the records the best shot possible, and to do our utmost to make each artist as big a star as possible. And it's made much easier because the team spirit and the camaraderie at Arista are absolutely at an all-time high. We probably have never had quite this type of situation; each department head is fully capable of running his or her show, and

everyone is totally in sync with the company's philosophy of maximizing the impact of each individual project. No album, or single for that matter, leaves the building before we're certain we've done everything possible to set it up for success.

What current project are you most excited about?

I'm really thrilled with the development of the Church—I can't stress that enough. We've already sold over 300,000 copies of "Starfish"; we've had the #1 alternative and Album Radio tracks, and I believe we'll have a hit single with "Under The Milky Way." So far, we've more than sextupled the biggest sales figure of any previous Church album in the U. S.—and the group just started its first big, headlining tour of the States. We couldn't be more pleased by the support we're getting from radio and retail on this project.

How do you account for the

HITS July 11, 1988



THE GREATEST LOVE OF ALL: Is that between a hit artist, in this case, Whitney Houston, and her personal promotion Veep, the man with the winning smile, Arista's Don Lenner.

Church's impressive step up?

First, I believe this is the best album they've ever made. And also, the approach that Arista has taken on this project shows our ability to focus. We have the luxury of not having five new albums to release a week. So we've been able to spend the time and energy to concentrate on all areas—marketing, promotion, video, sales and publicity—to bring the Church to new heights. And I believe radio has been willing to open up on this and expand its horizons.

Is the Church project a way for Arista to prove it's more than just a great black label?

Arista's never been just a black label. Just look back at its early years, when the artist roster included Patti Smith, the Grateful Dead, Graham Parker, the Kinks and Lou Reed. Remember, too, that Clive Davis also made the first Stiff Records deal in the U. S. But, starting about five years ago,

as our roster slanted away from rock, we decided to fully concentrate on the artists we had. And thus, we've become the #1 Adult Pop label, and the #1 crossover label—and, on the black end, of course we're doing exceptionally well. Indeed, it is largely due to our black artists that Arista has become a big player again.

Still, you can't overlook what's been happening in recent years with the Grateful Dead, the Alan Parsons Project, the Thompson Twins, Kenny G.—how do you account for a Jewish sax player from Seattle selling two-and-a-half-million albums? And now it's time for a *major* thrust in the rock area: The Church is breaking, we raised the Dead, we have a new band, Stealin Horses, whose music will freak you out and another band, Dreams So Real, a distinctive post-R.E.M.-style group. Then we have a 22-year-old guitarist named Jeff Healey, who will knock all the other guitar players around on their butts. Plus, we just released a new Daryl Hall & John Oates album. So we're rolling, but not just for the sake of

“Each department head is fully capable of running his or her show, and everyone is totally in sync with the company's philosophy of maximizing the impact of each individual project.”

increasing Arista's rock profile; every new signing is predicated in quality. And, oh yeah, there's Patti Smith. We waited nine years for her, but let me tell you, it was absolutely worth it.

How can any album live up to nine years of anticipation?

If it takes Patti another nine years to make an album like “Dream of Life,” no problem. *That's* how good it is. It's absolutely brilliant; there's no other way to describe it. It's simply one of the most soulful, heartfelt, lyrically and musically invigorating records of a lifetime. It just could be the album of the year.... and not just critically. The interna-

tional response to the news of its forthcoming release suggests the possibility of it selling literally millions of copies. And while I can't say that we'll have four #1 singles off the album, I do know that when it gets on the radio, the people will respond. The passion will come across.

What's happening with Aretha Franklin? There have been rumors she's thinking of leaving the label.

I think Aretha would like to see what her market value is, as any artist would when he or she is riding three major albums, as Aretha has had on Arista. But right now, Clive is gathering songs, they're getting ready to cut some of them and make a new album. That's a fact.

What's next for Whitney Houston?

You mean after she's broken every conceivable record in the last three years? The fact is that Clive and Whitney both know she needs to stretch and you will see on the next album, she *will* stretch.

How do you account for the huge crossover success of Expose?

[Producer] Louis Martineau and Expose gave us a great album. And I believe we marketed it very well. We had a long-range plan. We knew what the sequence of singles was going to be and we knew that we were going to release four of them. We knew the last one would be “Seasons Change,” the ballad, in order to be

able to blow this album wide open. And look at what happened—Expose has become the first group to score four Top Ten hits from a debut album. “Seasons Change” went to #1, and the LP has sold more than 2,000,000 copies in America. So why limit an artist to dance music? Look at the success of Gloria Estefan, who is being marketed similarly to Expose. She just hit #1 with a ballad, “Anything For You.”

We were also lucky with Expose, in that the group proved to be a great live act out on the road with Lisa Lisa. And another thing that was borne out on the road was that Expose is *not* just a faceless recording entity—this is a viable group. Wherever Expose played, we saw banners reading, “We Love You Jeanette,” “We Love You Ann,” “We Love You Gioia.” These women have distinct, appealing personalities that add to their credibility. This fits in with Arista’s philosophy in this area. We *don’t* sign dance-oriented artists with only 12” releases in mind. We look for artists in whatever category who have the potential to go all the way. Taylor Dayne is a perfect example. She’s a singer’s singer. The album’s already gold, and she’s about to blow wide open with her new single, the R&B ballad, “I’ll Always Love You.” It will be a #1 record and make Taylor a major star. And talk about personality!!

How do you assess Post-Modern alternative radio as a route to breaking artists?

College and alternative radio has played a very important role in developing artists such as the Church, Midnight Oil, 10,000 Maniacs, Sinead O’Connor, etc. And look at the Cure. They sold out Madison Square Garden and the Forum without a hit single. That shows you the power of Post-Modern radio. We decided to get into that arena heavily, so we recently put together a college/alternative marketing team. You know, the avant-garde of today becomes the mainstream



IENNER EXPOSED: Donnie flashes those pearly whites at one of the fringe benefits of his job—getting to hang out backstage with the gals in Expose...

of tomorrow. I just hope Album and Top 40 radio will respond to the demands the people are creating. Thank God for college radio these last two or three years. Haven’t you heard “Stairway To Heaven” and “Layla” one too many times?

How would you describe your own personal tastes in music?

It runs the gamut. I love great songs, I love singers who sing with passion. I have to believe what they’re singing about. I love good hooks. I love great guitar riffs. I love jazz. I don’t love classical music so much. I do like good country records. And I *love* R&B with all my heart and soul. And I love pop records. I’m a music freak. I’ve been involved

with it all my life, because I had to be to keep up with my brother, Jimmy. Music is my passion, my hobby, my job.

How has your brother Jimmy most influenced you in your career?

Jimmy gave me my wings. He showed me that there was something in the world called the music business, and that people made music, people marketed music, people sold music. I would never have known that without him. But probably his most valuable lesson—of many—was years ago, soon after he got me a job in the Capitol Records mailroom. We were sitting at the dining room table and he said, “A lot of people in the record business won’t say



COME HEAR UNCLE DON’S BAND: VP/GM Ienner (he’s the one grinning ear to ear third from the right) makes like a Deadhead with fellow Arista cronies and Jerry Garcia himself. What a long strange trip it’s been...

the three words I want to hear from you—“I don’t know!” And I’ve lived by that philosophy ever since. I say, “I don’t know, but I’ll find out.”

Are there any particular artists on other labels with whom you’d like to work?

I’m very disappointed that we didn’t conclude a deal with R.E.M., because I love them. I think they have a tremendous amount of integrity and a tremendous amount of talent. And my lifelong dream has been to work with Steve Winwood.

What industry problem would you most like to correct?

I’m very concerned about the matter of back-announcing. I hope that all radio formats will see the benefit of back-announcing, with respect to the fact that people *do* want to know what songs are being played. I don’t believe that to back-announce or to front-announce stops the pacing of a radio station. And the most important thing is just to let the people know who the artists are when you want fast responses from request lines and record sales. On Top 40, it becomes virtually impossible to break new artists like Midnight Oil, Meet Danny Wilson, or the Church if you don’t say who these artists are.

And I’m also very concerned about the effects of call-out research on radio. Used correctly, it certainly can maximize a station’s performance, but the problem is that 500 people can interpret call-out data 500 different ways, and what happens almost inevitably is the sterilization and depersonalization of music. It leads to the safest possible choices to avoid offending anyone. I don’t think it’s any coincidence that the height of call-out research, 1978 through 1983, was the doldrums of the record industry. If radio continues the way it’s going, I’m afraid we could see another period of bland, formula, unadventurous music.

SHE'S ON THE LEFT

(AM 1227)

**J E F F R E Y
O S B O R N E**

Produced by Jeffrey Osborne for Jay-Oz
and David "Hawk" Wollinski

From the album One Love - One Dream (SP 5205)

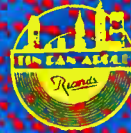


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FAT BOYS THE TWIST

32-27 HITS TOP FIFTY SINGLES!
DEBUT 38 HITS TOP FIFTY ALBUMS!
BREAKOUTS WINNER!
31*-27* R&R!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
4.06	40	10	7	8



NATIONAL

MOODY BLUES

**I KNOW YOU'RE OUT THERE
 SOMEWHERE**

FLASHMAKER!
36 HITS TOP FIFTY ALBUMS!
DEBUT 48 HITS TOP FIFTY SINGLES!
MOST ACTIVE!
3* R&R ALBUM TRACKS!
17*-13* R&R A/C!

WBLI	add	WKDD	9-7
KF95	add	WZOU	24-20
JET-FM	add	KXYQ	23-20
WLRS	add	WERZ	23-20
100KHI	add	WEGX	25-21
WGGZ	add	Q100	25-22
KYYA	add	WROQ	27-24
		WNNK	28-25
Y95	deb 28	Q107	30-27
KATD	deb 35	WMMS	30-27
		WBBQ	32-27
		WAEB	31-28
		KSND	32-28
		WINK	33-30



BREAKING AT:
 WKKS WDTX WRTI WGH-FM
 KEGL KPLZ B100 KCPX
 KRBE PRO-FM WRNO



PolyGram Records

JOANNA DEAN

KISS THIS

READY TO BURN UP YOUR PHONES!

BREAKING AT:
WGH-FM
WPRR
KAKS



HOTTEST!

POUR SOME SUGAR ON ME

1-1 HITS TOP FIFTY ALBUMS!
4-2 HITS TOP FIFTY SINGLES!
4*-3* R&R!

RE

LEPPARD

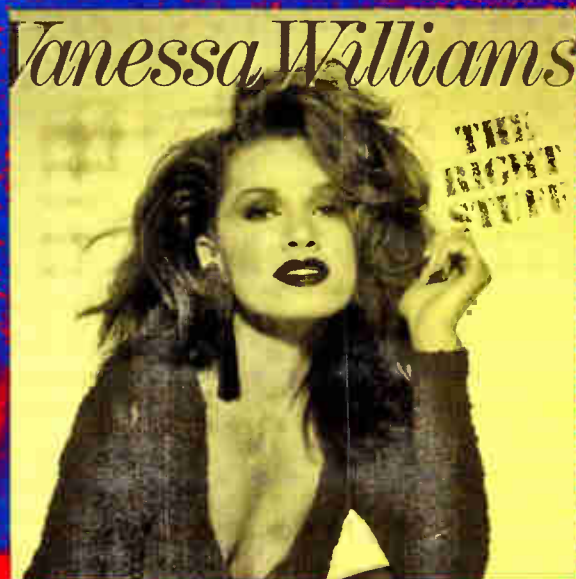
VANESSA WILLIAMS

THE RIGHT STUFF

CROSSOVERS WINNER!
6*-2* BB DANCE SALES!
15*-10* BB DANCE SINGLES!
5* R&R U/C!

PWR106	add	KKFR	deb	28
KITY	add			
KXX106	add	WUSL	4-3	
Y106	add	FM102	24-17	
KTUX	add	KMGX	21-18	
WNNK	add	WPGC	27-24	
KLUC	add	HOT103	36-29	

BREAKING AT:
WGCI
KKDA
KMEL
PRO-FM
HOT97
KTFM
WCKZ
KCAQ



WIRE A BELL IS A CUP UNTIL IT IS STRUCK

LP, CASSETTE, CD - 73314



FEATURING:
KIDNEY BINGOS
SILK SKIN PAWS
THE FINEST DROPS

14-11 HITS POST MODERN!

"Speaking personally, there are few records I've heard in the last decade that have impressed me as deeply as the new WIRE Lp. Speaking professionally, A Bell Is A Cup Until It Is Struck, with some airplay, could outsell half the nation's major label priorities."

-Lin Brehmer, Program Director, WXRT; Chicago

"Putting 'Kidney Bingos' into POWER ROTATION is the best thing I've done in a long time."

-Rick Carroll, Program Director, KROQ; Los Angeles



DEVO

DISCO DANCER V-75511 12", CASSETTE MAXI-SINGLE & 3" CD



**HOT REMIX
BY IVAN IVAN!!**

25 HITS POST MODERN!

FROM THE LP "TOTAL DEVO"

LP, CASSETTE, CD - 73303

POST MODERN

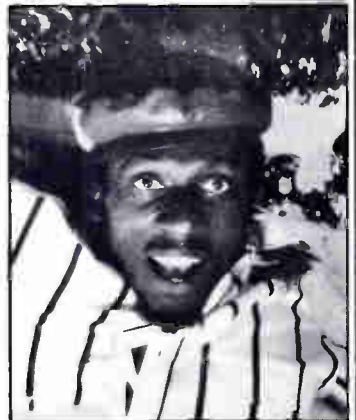
(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	TRACY CHAPMAN - Elektra Fast Car/Revolution	Giant sales
4	2	SUGARCUBES - Elektra Motorcrash	Now touring
3	3	SMITHEREENS - Enigma/Capitol House	New 12"
2	4	ZIGGY MARLEY - Virgin Tomorrow People/Hell	Slipping
5	5	CAMPER VAN BEETHOVEN - Virgin Turquoise/Fatima	Solid
7	6	MIDNIGHT OIL - Columbia Dead Heart	Lotsa Hots
8	7	JESUS & MARY CHAIN - WB Sidewalking	Big airplay
9	8	GRAHAM PARKER - RCA Get Started	National Tou
12	9	ERASURE - Sire/Reprise Chains	Early sales
6	10	THOMAS DOLBY - EMI/Manhattan Hot sauce	Peaked
14	11	WIRE - Enigma/Mute A Bell Is...	Big sales
11	12	SOUL ASYLUM - Twin Tone/A&M Sometime	Steady
10	13	PETER MURPHY - B Banquet/RCA Blind	Dropping
15	14	THE CHURCH - Arista Reptile	Sales lead
13	15	THE RAVE-UPS - Epic Sue & Sonny	New single
19	16	THE SUN & THE MOON - Geffen Peace	Solid air
16	17	10,000 MANIACS - Elektra Whats The Matter	New 45 out
--	18	SHRIEKBACK - Island Go Bang	Breaking big
20	19	PATTI SMITH - Arista Power	Lp out soon
22	20	SHONA LAING - TVT Soviet Snow	Steady
--	21	IGGY POP - A&M Cold Metal	Most Added
--	22	RAILWAY CHILDREN - Virgin Pleasure	Big airplay
18	23	TALKING HEADS - Sire/WB Mr. Jones/Blind	Dropping
--	24	RANKING ROGER - I.R.S. So Excited	Hot tour
--	25	DEVO - Enigma Disco	Comeback

POST TOASTED *By Darryl Lecht*

No major mind blowing stories this week so let's make all you pomo geeks out there happy by catching up on all the menial donkeydoo that we've been intentionally neglecting the last several weeks (*Just kidding folks, we live for this crap*)....On the radio end of things: **Hans Driesden** replaces **Suzie Racho** as MD at **KSJS** in San Jose....**Valerie Pittman** is no longer MD at **WRAS** in Atlanta — she is replaced by **Kim Saade**..... New summer personnel at **WKSR** in Kent, OH. includes **Dave Welte** as MD with **Greg Head** (nice name!) assuming PD responsibilities....**Mike Marrone** is leaving his MD post at **WHTG** to work for *The Hard Report* as **Rich Robinson**, current PD, also takes on Mike's former gig.... **Ivar Hamilton** and the rest of the guys at **CFNY** are sponsoring and promoting a giant show featuring hot acts **Mighty Lemon Drops**, **Timbuk 3**, **Underworld**, **Chalk Circle**, **Parachute Club** and too many more to mention. Major scenesters scheduled to attend include **Howie Klein**, **Jill Maxick** (O.K. Are you happy your name is finally in this column?!) and **John Souchak**..... **John Sigler** of **RCA** has **Peter Murphy** joining the **The Church** for the remainder of their current national tour.... Look for a hot new release on **Rykodisc** — "You Can't Do That On Stage Anymore" featuring a retrospective of **Frank Zappa's** massive career and never-before released live music.... Congratulations to **Linda Kirishjian** and staff on a great promotion job with **Jimmy Cliff** - the man has sold out *every* performance on his current US tour..... Congrats to **Let It Be** in Mpls. on a successful **Patti Smith** listening party. The album hits the street any day.... **Jill** "My name is never in the column" **Maxick** of **Chrysalis** has **The Bible** doing an acoustic tour for radio and retail across the country.... The folks at **Caroline Records** have a new **Swans** EP titled, "Love Will Tear Us Apart" which includes the cover version of **The Joy Division** classic..... Former **Husker Du** drummer, **Grant Hart**, has just emerged from the studio with three new solo songs that **SST** will be releasing..... Look for two releases from the new **Genius Records** label by **Spacemen 3** and **The Clay Idols**..... *Finally, our sincere condolences to the family and friends of Hillel Slovak, guitarist of the Red Hot Chili Peppers, who died last Tuesday at his home in Los Angeles. He was 25. An innovative guitarist and energetic performer, Hillel will be sorely missed.*

He's Hot



Jimmy Cliff — Souled out on the road.

POST MODERN

HOTS

1. TRACY CHAPMAN (Elektra)
1. SUGARCUBES (Elektra)
2. CAMPER VAN BEETHOVEN (Virgin)
3. SHRIEKBACK (Island)
3. MIDNIGHT OIL (Columbia)
3. ERASURE (Sire/Reprise)

ADDS

1. IGGY POP (A&M)
2. MARTI JONES (A&M)
3. THREE O' CLOCK (Paisley Park/Reprise)
3. VERLAINES (Homestead)
4. INFORMATION SOCIETY (Tommy Boy/Reprise)
5. THE BIBLE (Ensign/Chrysalis)

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

WXXP / DEB BRADY /

Erasure
Patti Smith
Midnight Oil
Shona Laing
Ziggy Marley

**WAPS / BILL GRUBER / AK-
RON.OH**

Sugarcubes
Zarkons
Dr. & The Medics
Book Of Love
Volcanoes

**WCDB / KEVIN BYRNE / AL-
BANY**

Sugarcubes
Leopards
Wild Flowers
Magnolias
Dirty Face

**BOW WOW RECORDS / ANDY
HORWITZ / ALBUQUERQUE**

Sade
Jesus & Mary Chain
Sugarcubes
10,000 Maniacs
Pere Ubu

WUOG / LARRY LUMB / ATHENS

Monica's Interval
Felt
Bong Water
Ophelias
Shiva Burlesque

**TURTLES / AUDREY SCHWARTZ
/ ATLANTA**

Wire
Tim Lee
The Rave-Ups
Michelle Malone
Aswad

**WRAS / VALERIE PITTMAN / AT-
LANTA**

Sugarcubes
Everything But...
Uncle Green
Thomas Dolby
Erasure

**WATERLOO RECORDS / TOM
DONOHUE / AUSTIN**

Afrika Bambaata
Heavenly Bodies
Pere Ubu
Verlaines
Fast And Bulbous

**PLAY IT AGAIN / JOE HANNA /
BETHLEHEM, PA**

K.D. Lang
Lyle Lovitt
Tracy Chapman
Wild Flowers
The Rave-Ups

**NEWBURY COMIX / SCOTT
BEAUCHEMIN / BOSTON**

Nasty Rox
Camper Van Beethoven
Tack Head
The Swans
A.P.B.

**NU MUSIC / SCOTT ANDERSON /
BRIDGEPORT**

Robert Palmer
Iggy Pop
Sonic Youth
Lemonheads
D.R.I.

**CAVAGES / MARCIA MACRO /
BUFFALO**

Tracy Chapman
Midnight Oil
Peter Murphy
Bob Marley
Ziggy Marley

WBNY / GINA GALLI / BUFFALO

Defunct
Railway Children
Tater Totts
The Sun & The Moon
Patti Smith

**KCRS / TODD WISE / CEDAR
FALLS**

Camper Van Beethoven
Sugarcubes
Magnolias
Divine Horsemen
Biff Bang Pow
Wild Flowers

**KUNI / DOREA D'AGOSTINO /
CEDAR FALLS**

Ophelias
Shaking Family
Glass Eye
Band Of Susans
Mekons

**WOXY / JETSON / CINCINNATI,
OH**

Sugarcubes
Shriekback
Paul Kelly
Ambitious Lovers
Primitives

**MANIFEST / DONNA MAXWELL
/ COLUMBIA, S.C.**

The Swans
Social Distortion
Midnight Oil
Camper Van Beethoven
Spot 1019

**WDHA / MIKE BOYLE /
DOVER, NJ**

Steve Winwood
Bob Dylan
Smithereens
Tracy Chapman
Midnight Oil

**LOU'S RECORDS / TOBEE
SCHWARTZ / ENCINITAS, CA**

Dave Kusworth
Andy McCoy
Johnny Thunders &...
La Muert
Blood Circus

**RECORD EXCHANGE / BILL
BUCKHOLTZ / EVANSTON**

Robert Palmer
Wire
Tracy Chapman
Erasure
Sugarcubes

**EVERETT MUSIC / STEVE CUR-
RIER / EVERETT, MA**

The 3 O'clock
Sunshyne
Rhythm Corps
K.D. Lang
Shriekback

**VINTAGE VINYL / ROB ROTH /
FORDS N.J.**

Iggy Pop
D.R.I.
Nuclear Assault
Living Colour
Youth Of Today

**SELECTER / SUSAN HAYNES /
HICKORY, N.C.**

Timbuk 3
Thomas Dolby
Ziggy Marley
Frank Zappa
Midnight Oil

**WHMI / JEFF WELLING /
HOWELL, MI**

Devo
Sugarcubes
Camper Van Beethoven
Erasure
The Sun & The Moon

**VINYL VENDORS / VALERIE EL-
LIOT / KALAMAZOO, MI**

Nuclear Assault
Camper Van Beethoven
Graham Parker
Melissa Etheridge
Peter Murphy

**WKSJ / JOE KAROVICS /
KENT, OH**

Joe Strummer
Jesus & Mary Chain
Shriekback
The Swans
Erasure

**KMPC / JJ JACKSON / LOS AN-
GELES**

Bob Dylan
Georgia Satellites
Robert Palmer
Melissa Etheridge
Tracy Chapman

**KROQ / RICK CARROLL / LOS
ANGELES**

Sugarcubes
Erasure
Joe Strummer
Devo
Pop Will Eat Itself

Legal Weapon
SKB (Skateboard)

PRODUCED BY JEFF EYRICH
CO-PRODUCED BY DAVE JERDEN
MANAGEMENT: ED DeJOY



ON TOUR
THIS SUMMER

HEAR TODAY, HERE TOMORROW

then
JERICO



Then Jerico
The Motive (Living
Without You)

VIDEO DIRECTED BY ANDY MORAHAN
PRODUCED, ENGINEERED AND MIXED
BY THE LEGENDARY OWEN DAVIES LTD
(ASSISTED BY SHAW)

MANAGEMENT: JOHN LENARD,
JLP CONCERTS



MCA
RECORDS

COMMITTED TO THE DEVELOPMENT OF OUR NEW ARTISTS

POST MODERN



RANDY HOPE NORTHERN LIGHTS, MINN. MN

This guy actually admits to being raised on a dairy farm in Blooming Prairie, MN. Maybe that's why when he's not selling bitchin Po-Mo releases, he can be found churning butter while watching quality T.V. like "Car 54 Where Are You" and "Dragnet." But ya know what? This guy can't be all that bad - he tell us that Neil Young, Elvis Costello and Jack Webb are the most important people of the 20th Century!

HOTS:

1. PAUL KELLY
2. IGGY POP
3. TRACY CHAPMAN
4. COLLIN NEWMAN
5. STETSASONIC
6. GRAHAM PARKER
7. RAVE-UPS
8. MEKONS
9. WILD FLOWERS
10. MARTY WILSON PIPER

WJUL / CHRIS THOMPSON / LOWELL, MA

Bong Water
A Scanner Darkly
Pixies
Algebra Suicide
Ophelias

WORT / STEVE GOTCHER / MADISON

Monks Of Doom
Run DMC
K.D. Lang
Sugarcubes
Big Jack Johnson

INNER LIGHT / CATHY MAESK / MANCHESTER, N.H.

Graham Parker
Tracy Chapman
Guns N' Roses
Midnight Oil
Erasure

WFIT / HELEN URRIOLA / MEL- BOURNE, FL

Wire
The Sun & The Moon
Biff Bang Pow
Sugarcubes
Marty Wilson Piper

EASTSIDE / MIKE DUGAN / MILWAUKEE

Book Of Love
Iggy Pop
Mighty Lemon Drops
Dead Or Alive
Tracy Chapman

RADIO DOCS / KATHY STAMM / MILWAUKEE

Morrissey
Shriekback
The Sun & The Moon
10,000 Maniacs
Tracy Chapman

NORTHERN LIGHTS / RANDY HOPE / MINNEAPOLIS

Paul Kelly
Iggy Pop
Tracy Chapman
Colin Newman
Stetsasonic

WMMR / KAREN BOOTH / MIN- NEAPOLIS

Sugarcubes
Geardaddies
Railway Children
Short Dogs Grow
Thomas Dolby

KFMH / SCOTT PETERSON / MUSCATINE, IA

Camper Van Beethoven
Wire
Erasure
Collin Newman
Tater Totts

CATS / CRAIG BURMAUGH / NASHVILLE

Ziggy Marley
The 3 O'clock
The Church
Stump
Stealin' Horses

WTUL / JAMES LIEN / NEW OR- LEANS

Sugarcubes
Bong Water
Pixies
Walter W. Washington
Shriekback

SECOND COMING / MAGGIE COLLINS / NEW YORK

Misfits
Byrds
Lydia Lunch
Mekons
Dough Boys

WNEW / LORRAINE CARUSO / NEW YORK

Crowded House
Midnight Oil
Bob Dylan
Robert Palmer
Georgia Satellites

KRCK / PAUL KRIEGER / OMAHA, NE

Sugarcubes
Young Fresh Fellows
The Sun & The Moon
Jesus & Mary Chain
Graham Parker

SOUND IDEAS / CARL JUNGMAN / PLAINSBORO, N.J.

Tracy Chapman
Shriekback
Camper Van Beethoven
Morrissey
Toni Childs
Sinead O'Connor

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MINN.

Wire
The Swans
Run Westy Run
Shriekback
The Sun & The Moon

91X / OZ / SAN DIEGO

Ranking Roger
UB40
Camper Van Beethoven
The Rave-Ups
Tracy Chapman

LIVE 105 / STEVE MASTERS / SAN FRANCISCO

Tracy Chapman
Terence Trent D'Arby
Thomas Dolby
The Church
Crowded House

TOWER RECORDS / ALLAN WILSON / SAN FRANCISCO

Tracy Chapman
Graham Parker
Shriekback
Iggy Pop
Midnight Oil

KSJS / SUZIE RACHO / SAN JOSE

Camper Van Beethoven
Wire
Young Fresh Fellows
Run Westy Run
Tater Totts

KCPR / SCOTT CARTER / SAN LUIS OBISPO

John Hegley
Heavenly Bodies
Ophelias
Biff Bang Pow
Colin Newman

ROCKIT RECORDS / AL QUINT / SAUGUS, MA

Youth Of Today
Ramones
Sugarcubes
10,000 Maniacs
Tracy Chapman

KCMU / FAITH HENSCHEL / SEATTLE

Colin Newman
Sugarcubes
Chemistry Set
Sly & Robbie
Run DMC

LIBERTY SOUND / GREG STOCKTON / SPRINGFIELD, MO

Tracy Chapman
Bob Dylan
Sade
Graham Parker
Ziggy Marley

MUSIC VISION / PARIS SHELTON / ST. LOUIS

Tracy Chapman
Ziggy Marley
Stealin' Horses
Wet, Wet, Wet
Dan Reed Network
Iggy Pop

THE ALTERNATIVE RECORD STORE / PETE BARLAS / TAMPA

Psycho Tribe
King Diamond
Eric B. & Rakim
Public Enemy
A.R. Kane

CFNY / IVAR HAMILTON / TORONTO

Tracy Chapman
Steve Winwood
Sugarcubes
Information Society
Patti Smith

WRRO / GROVER / YOUNGSTOWN

Ricky Barnes & ...
Jacks
Tim Lee
Jesus & Mary Chain

THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

For prime contenders in the second half of '88, look no further than Irish pop comers **Hothouse Flowers**. POLYGRAM has pushed the September U.S. release date of their first single, "Don't Go," up by a month and the album, "People," should follow shortly after. The buzz is huge on these guys, aided by a solid seal of approval from **U2**, on whose MOTHER label their first single was released last year. The band seems like an odds-on favorite to deliver the goods over here.....Other POLYGRAM imports from the U.K. coming soon include the infectious **Voices of the Beehive**, with their "I Walk the Earth" single and the darker **All About Eve**, with "In the Clouds".....**The Pixies** and **Throwing Muses** made strong impressions on their West Coast stops last month with menacing off-kilter rhythms and both bands have albums that are pushing the outside of the pop envelope, gaining loyal followings despite a discouraging lack of even Post-Modern airplay..... **Zodiac Mindwarp** also passed through L.A., pushing their POLYGRAM release, "High Priest of Love".....**FLOWER POWER: Morrissey** is apparently under investigation in the U.K. for threatening to kill British P.M. **Maggie Thatcher**, when comments made by the ex-Smith in a London music paper saying that Maggie should die an ugly death and that he would be prepared to do the deed surfaced in Parliament.....**Velvet Elvis**, touring behind their rousing debut album for ENIGMA, opened dates for **Ranking Roger** on the West Coast recently. Roger's album, "Radical Departure," is finally out on I.R.S. featuring the single "So Excited".....This year's New Music Seminar is coming up soon, an event which is without doubt the greatest single showcase of new, up-and-coming, modern, Post-Modern and avant-garde bands in the country. Many labels will be taking advantage of the mega-exposure, including I.R.S., who will feature many of their acts—including **Timbuk 3**, **Peter Dinklage** and **the Balancing Act**—at the venerable CBGB's on Monday, July 18th. Make your plans now. Ranking Roger was originally tabbed for the show, but has re-scheduled the second half of his U.S. tour to fit in a series of English dates with **Mick Jones' Big Audio Dynamite**.....Other bands, like **the Abecedarians**, with their CAROLINE album selling steadily, and COLUMBIA's **Parthenon Huxley** will also be performing during the Seminar week, as will **Living Color**, **Social Distortion** and **Marti Jones**, whose show will include appearances by many of the artists on her new A&M album "Used Guitars," such as **Marshall Crenshaw**, **Mitch Easter** and, of course, producer pal **Don Dixon**.....RHINO RECORDS will be showcasing their artists **House of Freaks** and **Cindy Lee Berryhill** at the Knitting Factory on Sunday July 17th.....U.K. reggae masters **Aswad** will also be making live appearances on both coasts in July as will New Yorkers **the Del-Lords**, who are slated for a two-night stand at the Roxy.....NEW RELEASES: CAPITOL are set to put out **Lloyd Cole & the Commotions**'s latest "From the Hip" album, their first for the label, third in all.....And new blood from SLASH comes in the form of the **Misfits**' death-rock, **Rick Rubin**- produced "Danzing," available next month, and the already-released "Sometime Soon" by **the Wild Flowers**, who are set to tour with the **Mighty Lemon Drops** as well as open some selected **Sugarcubes** dates on that band's re-scheduled tour in August.

NEW ARTISTS



Vanessa Williams

Title
"The Right Stuff"

Label
Wing

Former Miss America, former magazine cover girl and future chart climber Vanessa Williams makes her recording debut with this rollicking dance smash which is already making major inroads at the Urban and club level. The crossover process shifts into high gear with airplay at KMEL, Z93, FM102, PRO-FM, WPGC and a slew of others. Don't let the pretty cover fool you, Vanessa Williams definitely has "The Right Stuff."

Suggested Cuts

"The Right Stuff" is the type of record that Top 40's been eating up all year long. This one's definitely about to catch fire.

Label Comments:

"Laker season is over, what the hell do you bozos want," said Wing Executive Vice President **Ed Eckstine** obviously excited over the success of his newest star. "Vanessa is being taken seriously as an artist. The credibility is there and the response has been great." According to the label exec, the huge Black and Urban base is setting the ideal stage for a crossover smash.



Paula Abdul

Title
"Knocked Out"

Label
Virgin

Award winning choreographer — she's responsible for videos from Janet Jackson and ZZ Top among others — steps out from behind the scenes to take charge with this smash in-the-making. Already flying at WXKS, KMEL and KWSS, this one's about to fly nationwide as it picks up adds at PWR106, Y106, and Z102 among others. Besides choreography and singing, Paula is also a former Laker girl, and deserves an add for that alone.

Suggested Cuts

"Knocked Out" is a knock out. This one's a reaction getter — give it a spin, you'll see results.

Label Comments:

"This one is smokin'," said Virgin Promotion and Marketing giant **Phil Quartararo** who noted that the West is leading the way. "The bay area is closed on this one — it's already #5 at KMEL and it's exploding down the coast." Quartararo cited great success in the dance clubs, but said this one is the quintessential Top 40 Record. "Paula is the goods," he shouted. "Now get the hell out of my face, I don't have time to cater to your three readers."

MONSTERS OF ROCK

An exclusive Hits interview
with Van Halen's Sammy Hagar
and Eddie Van Halen
by Iain Blair

It was entirely appropriate that Van Halen chose the Universal City King Kong soundstage to announce their upcoming "Monsters of Rock" tour. After all, this first annual touring superstar rock festival, which will also showcase such heavy hitters as Scorpions, Metallica, Dokken and Kingdom Come, will play some 30 giant stadium gigs over the summer months, making it the biggest multi-star rock concert series in history. Conservative guesses are that the nine-hour show will attract over two million hungry hard-rock fans.

Small wonder that the VH gang are in good spirits these days. Their long-awaited follow-up album to 1986's multi-platinum smash "5150," "OU812," has followed its predecessor to the top of the charts, coinciding neatly with the rock 'n' roll tour of 1988.

Sporting bigger grins than a pair of Cheshire cats, Sammy Hagar and Eddie Van Halen give Hits a taste of what fans everywhere can expect from the tour, the album and the '88 model Van Halen.

Whose idea was "Monsters of Rock"?

Sammy Hagar: It started off when we decided we wanted to do a bunch of outdoor festivals this

year, because we had such a blast doing the "5150" tour. Then we said, the album's gonna be ready for summer, so it made a whole lotta sense to get out there again. Then the idea just grew, and we

began thinking, why don't we see who else is available and get some other bands involved, and it just suddenly materialized into "Monsters of Rock."

How did you decide which other acts to pick?

Eddie Van Halen: Put it this way, we weren't exactly gonna go on the road with George Michael or Swing Out Sister. It was partly who wanted to do it, and who was available, and it's a once-in-a-lifetime chance to get everyone together to go out and kick some ass.

SH: That's how Kingdom Come got on the bill. They'd already been offered a lot of tours, but they really wanted to do this,

own headlining show every night, which is why the concerts will last about nine hours! We've also designed a whole new stage rig and sound system which we're carting around with us, so it's gonna be the most expensive, longest touring show in history. Of course, there also has to be a limit to how long each act plays, even for us. That's why we didn't invite Bruce Springsteen or The Grateful Dead or we'd be doing three-day shows. As it is, we'll be lucky if we break even on this tour.

SH: It's probably gonna run close to \$1 million a week to mount it. In a way, I don't wanna know. Just as long as the accountants and managers don't come to us at the end and say, "You guys owe \$4 million each!"

"WE'LL BE LUCKY IF WE BREAK EVEN ON THIS TOUR."

and we also thought it'd great to have a new band in the show.

There's been a lot of criticism of their Led Zep clone sound.

SH: Yeah, and I agree. When we heard "Get It On," we really thought it was Led Zeppelin and that it was a great song. We've never seen 'em, so we don't know about live, but I think they've got the potential to be a good band if they can take it in a different direction on the next record. What the fuck. We'll put 'em in front of two million people, and by God it's gonna make 'em or break 'em.

How did you work out top billing?

EVH: Each band will play their

It's been a couple of years since you toured. Is it still sex and drugs and rock 'n' roll?

EVH: (Laughs) Hey, my only vice is booze and I'm working on it.

SH: The music's where it's at for us. As for the drugs, I can only speak for myself, but I'd never walk onstage stoned or drunk because I'd feel like I was cheating the fans. Truth is, it's hard enough doing this shit straight.

Are you pleased with the new album?

EVH: I think "5150" was a classic album, but this is so much better, man. It's happening.

SH: I can honestly say I had some fears before we started, of





"WE'LL KEEP DOING IT AS LONG AS WE ENJOY IT."

living up to "5150," but I think we've topped it. Now if only we'd agreed on an album title sooner instead of waiting until the last possible moment as usual.

EVH: Yeah, we had eight or nine different titles and just couldn't decide, man. "OU812" was just the latest, and I don't know why [manager] Ed Leffler put that one in the press release—probably because he thought that's what we decided on. The truth is, I really wanted to call it "Rock 'n' Roll," which says it all. But hey, who gives a fuck what it's called? I don't care.

Was there alot of pressure to top "5150"?

EVH: I personally don't think so. There's obviously always pressure, but everyday life's pressure. I never looked at it as trying to top "5150," but as for doing something different, it's like Alex says about kids, when you have 'em, what are you gonna do?—say one is *better* than the others? No, they're just *different*.

SH: We certainly didn't try to just repeat the success of "5150," although it's in the same general direction. So there's a couple of places where we just stepped out and did some real goofy, off-the-wall stuff like that old Little Feat song, "Apolitical Blues." We just set up two room mikes and pretty much did it live in twenty minutes

one night.

EVH: Yeah, people probably think we spend years and years making an album....

SH: We do....

EVH: Yeah, but some things come together real fast, like that track "Cabo Wabo," which is just about being shit-faced. I got that idea one day and we recorded it the next.

Do you ever pay much attention to the critics?

EVH: Fuck the critics. It doesn't bother me whether they love it or hate it. They don't buy it anyway.

Have you talked to David Lee Roth recently?

EVH: Nope, but that's cool. The whole thing was blown way out of proportion anyway by the media. It's like, he's got his own band and he's happy doin' what he's doin' and we're happy doin' our own thing, and that's that.

SH: Hey, I'm glad his album's doing well. I just saw his "Paradise" video for the first time and loved it. I wish him well.

Sammy, do you miss your solo career now that you're a full-fledged member of Van Halen?

SH: No, I really don't. I mean, I had a great solo career, but I had no qualms in joining these guys.

And this is more fun, anyhow. It's the ideal band for me.

What other bands do you listen to?

SH: All kinds. I've been a bit out of touch recently because of working on the album, but normally I buy a lotta records and then listen to 'em all at once. And either they do it for me or they don't. I get everything, from Guns 'N' Roses to U2 and Robbie Robertson. I'm pretty varied in my tastes.

EVH: I'm the complete opposite in that I don't really listen to anyone.

SH: He's serious.

EVH: I think the last tape I bought was back in 1980 by a band called Brand X. I didn't even know Phil Collins was in it. Actually, I didn't even buy it. My brother did, and he didn't like it, so he gave it to me. Honestly, the only time I guess I hear other stuff is when my wife is watching MTV and I wander in. That's it.

Which other guitarists do you admire?

EVH: I like a lotta other guys, but I'm not that in touch with current guitarists. I still love Clapton, Beck, Page, fuck I dunno.

Which other groups do you see as rivals?

SH: I just think we're such a unique band, honestly. And it's not like I'm saying we're better than Mötley Crüe or Whitesnake or the other bands on the "Monsters" tour. We're just different.

EVH: The thing is, music isn't a competition. I mean, you can judge record sales and stuff, but if we're happy doin' what we're doin', then that's all that matters. Because that's what you have to live with every day, man.

Do you guys ever argue?

EVH: Speaking for Alex and me, I don't think we've argued

about a goddamned thing, and that goes for everyone. There's never any tension, and that's the truth.

SH: Unlike some groups, we actually *like* each other and hang out together.

EVH: Yeah, Sammy lives a door-and-a-half away from me, and every morning he opens his window and yells "Yo Ed!" Getting along is real important, because otherwise it just becomes a job.

Do you ever get hassled by fans?

SH: No, everyone's real cool on the streets. They shout and wave, that's it.

EVH: I think it's because we're all more into our music than being "stars." I mean, my wife's real high-profile, but I never wanted to get stuck in that Madonna/Sean Penn thing where you can't even go to the bathroom without photographers following you. Fuck, I just wanna be left alone most of the time.

What do you guys spend your money on?

SH: My main vice is cars, man. I've got twelve right now, including four Ferraris. Matter of fact, I'm embarrassed to be seen in 'em, but I just love the machinery.

EVH: Me too. I love fast cars and motorcycles. I just bought a brand new Harley, a Hurricane. That's my main love right now. I like danger and it's kinda like rock 'n' roll—seeing how close you can get to the edge without falling off. That's the trick. Thank God I never have, but that's what gives our music the edge.

Looking ahead, do you ever see a day when you might stop touring and call it quits?

EVH: I see us going on for another ten, twenty years. Why not? This may sound corny, but my father was a musician and it was his life until the day he died. I see the same thing for me. We'll keep doing it as long as we enjoy it.

EARPICKS

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

The long awaited **Huey Lewis** single comes on strong with millions of mentions from both retail and radio - another hit in the making. **Rick Astley's** third single is off and running and looks to have lots of immediate action,

Foreigner gets lots of attention for single #3 and **Prince's** follow-up to "Alphabet Street" is also scoring big. Watch the new single from **Brian Wilson** and the debut cut from **Information Society**.

WINNERS

1 HUEY LEWIS	PERFECT	(Chrys)	6 INFO SOCIETY	MIND	(T-Boy/Rep)
2 RICK ASTLEY	STRANGE	(RCA)	7 CHER	SKIN	(Geffen)
3 FOREIGNER	HEART	(Atlantic)	8 CROWDED HOUSE	SOON	(Capitol)
4 PRINCE	GLAM	(P Pk/WB)	9 BOB DYLAN	SILVIO	(Columbia)
5 BRIAN WILSON	LOVE	(Sire/Rep)	10 NEW KIDS..	PLEASE	(Columbia)

J ABRAMSON/TOWER-SUN/LA
C House/B Wilson/Weird Al

RICK ANDRADE/ZIPS/TUCSON
P Abdul/W Houston/Fat Boys/C Hart

RICK ANDREWS/WNYZ/UTICA
H Lewis/JH Jazz/G & Roses/R Astley

D ANTHONY/TLNTMASTERS/ATL
K Sweat/G Parker/K Of The Sun/B Dylan

RICH ANTON/WDTX/DETROIT
H Lewis/K Loggins

S ARIAS/MUSIC EX/SAN ANTONIO
B Of Love/J Wiedlin/P Benatar/S Horses

JACK ARMSTRONG/KF95/BOISE
Foreigner/F Jackson/H Lewis

ED AUGUST/WNNK/HARRISBURG
F Jackson/Cher/Dino/Prince

WILLIE B/HOT105/MIAMI
I Society/Covergirls/G & Roses/Stryper

C BARNES/SOUND OF/PHILI
TT D'Arby/R James/TT Tone/Run DMC

M BASHKIN/BAK & TAYLOR/CHIC
S & Pepa/H Lewis/K Loggins/C Lauper

GENE BAXTER/KZZP/PHOENIX
J Jeff/Run DMC/Info Society/S & Pepa

S BEAN/H HOUSE/DETROIT
R Palmer/V Halen/C Hart

BUZZ BENNETT/Y95/DALLAS
B Dylan/K Of The Sun/C House/A Grant

MARTY BERGER/WINK/FT MYERS
Cher/H Lewis/R Astley/Foreigner

R BLACKWELL/WBCY/CHARLOTTE
H Lewis/Prince/P Abdul/K Sweat

FRANKIE BLUE/Z100/NY
G & Roses/T Chapman

D BOGUCKI/G AMERICAN/MINN
G Parker/M Oil/F T-Birds/B Ferry

CHERYL BROZ/KRBE/HOUSTON
Sugarcubes/I Society/J Dean/Foreigner

C BUCHANAN/KKRZ/PORTLAND
H Lewis/Cher/R Astley

B CAHILL/WAPE/JACKSONVILLE
H Lewis/D Leppard

L CAMPBELL/B94/PITTSBURGH
H Lewis/R Astley/W Lion

D CARTER/HASTINGS/S ANTONIO
Z Marley/S Horses/E John/H & Oates

TOM CASEY/WKSS/HARTFORD
R Astley/H Lewis/N Edition

D CASTLEMAN/PLAS FAN/PHILI
Sugarcubes/P Kelly/S Winwood/I Pop

BILL CATCHER/WJMX/FLORENCE
JH Jazz/A Grant/H Lewis/D Lee Roth

R CHIELDS/SAM GOODY/HOUSTON
M Oil/C Trick/BK Starr/Breeze

R CHRISTIAN/WMJQ/BUFFALO
R Astley/H Lewis/C Lauper/H & Oates

M CLARK/CML/ST. LOUIS
F T-Birds/B Wilson/H Lewis/B Dylan

J COHEN/STRAWBERRIES/BOS
S Garrett/M Jones/H Lewis/M Etheridge

COOKER /KFRX/LINCOLN
New Kids../C House/G Parker/Foreigner

CATHY CRUISE/WNVZ/NORFOLK
R Astley/H Lewis/Foreigner/F Jackson

T CUNNINGHAM/WPST/TRENTON
H Lewis/B Wilson

JIM DANN/KC101/NEW HAVEN
R Astley/NK On The Block/Senitta

F DAVIS/ANGOTT/DETROIT
G Michael/EPMD/Eric B/Poison

J DAVIS/WPFM/PANAMA CITY
C House/H Lewis/B Dylan/F T-Birds

ALBIE DEE/WPGC/WASH DC
C Cut/J Simms/Covergirls/S Politti

R DENNIS/SHOW INDUSTRIES/LA
T Childs/M Jones/B Dylan/F T-Birds

M DINA/TOWER-DOWNTOWN/NYC
W Houston/G Michael/JH Jazz/C Lauper

THE NEW SINGLE
From the album *Lovesexy*



**FLASHMAKER!
EARPICKS WINNER!**

KITY add
WGH-FM add
KKFR add
HOT97 add
KSAQ add
KXX106 add
98PXY add
WCKZ add
Y107 add
WFLY add
WTLQ add
KIKX add
KMGX add
KZZU add
KOKZ add
KFRX add
WDBR add
WHSL add
KFBQ add
WJMX add
WJAD add
WAZY add
WZKX add
WCGQ add
KFQX add
KWTX add
KEYJ add



PERSONAL MANAGEMENT CAVALLO, RUFFALO & FARGNOLI © 1988 PAISLEY PARK RECORDS



FLASHMAKER!

**34*-19* BB DANCE SINGLES!
DEBUT 41* BB DANCE SALES!**

KATD add
KF95 add
WBWB add
95XXX add
KSMB add
KWTO add
KQMQ add

BREAKING AT:

PWR106
HOT103
WXKS
KRBE
Y108
KROY
HOT97
WTIC
KITY
WGFM
Y106
WTLQ
KIKX
KSND
KTUX
WNYZ
WRCK

KKFR deb 29
FM102 10-3
KWOD 9-5
KITS 8-7
KROQ 9-8
KMEL 18-15
KDWB 22-19
KMGX 26-21
KKRZ 28-23
KCAQ 31-26
WLOL 30-27
KXX106 31-28
WNNK 35-32

BOOM!

**THERE SHE WAS
SCRITTI POLITTI
FEATURING ROGER
ON VOICE BOX**

THE NEW SINGLE FROM THE ALBUM
P R O V I S I O N

PRODUCED BY GREEN GARTSIDE AND DAVID GAMSON
MANAGEMENT: PARTISAN MANAGEMENT LTD. © 1988 JOUISSANCE (UK) LTD.



EARPICKS

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

D DODD/PEACHES/SEATTLE
Camper Van/YF Fellows/V Morrison/I Pop

SKIP ELIOT/WJAD/BAINBRIDGE
B Wilson/R Astley/H Lewis/G Parker

V ELLIOTT/VINYL VENDORS/KALA
K Loggins/H Lewis/C Lauper/G Michael

JOHN ELLIS/K98/AUSTIN
Prince/H Lewis/J Dean/N Edition

J ENTEEN/VINYL SOL/TUSCA
Pixies/CV Beethoven/R Corps/L Colour

G ESMINO/SEA PORT/PORTLAND
R Palmer/P Benatar/REO/Bros

M FARNAN/SAM GOODY/PHILLY
Cher/P Benatar/R Palmer/Stryper

JOEL FOLGER/KEGL/DALLAS
W Lion/J Hates Jazz

BOB FORSTER/WOMP/WHEELING
H Lewis/C House/G & Roses/New Kids..

LESLIE FRAM/WABB/MOBILE
H Lewis/R Astley/B Wilson

ERIN FRASER/KFMY/PROVO
R Astley/H Lewis

P FUSSELL/RECORD BAR/DURHAM
G Allman

B GALEZA/MOBILE RECS/PITTS
C Lauper/J Jett/W Lion/W To Power

J GIOVINGO/B97/NEW ORLEANS
H Lewis/J Jett/Covergirls/W Lion

K HARDT/SAM GOODY/EDISON
V Williams/H Lewis/Cher

NEIL HARRISON/K106/BEAUMONT
H Lewis/K Of The Sun/C House/R Astley

EDDIE HASKELL/K92/ROANOKE
H Lewis/New Kids../V Halen/K Loggins

TODD HENSLEY/KFQX/ABILENE
H Lewis/Prince/Foreigner

R HERCEG/POSITIVELY/MPLS
M Jones/I Pop/S Politti/Info Society

D HOUGHTON/UNIVERSAL/PHILI
D Lopez/G Howard/Sugarcubes/H Dean

JAMIE HYATT/KSND/EUGENE
H Lewis/B Wilson/S Horses

C JOHNSON/KZOU/LITTLE ROCK
NK On The Block/C House

JAY BEAU JONES/WEGX/PHILLY
R Astley/Cher/H Lewis

E KATAJAMAKI/NAVARRE/MPLS
Prince/V Williams

M KATES/GEFFEN RECORDS/LA
3 O'Clock/P Kelly/Young MC/I Pop

R KAYE/SLASH RECORDS/LA
M Legion/Pixies/Mr T Exper/C Lauper

KEVIN KENNEY/KBEQ/KC
H Lewis/D Lopez

K KLUTCH/WAPE/JACKSONVILLE
G & Roses/J Hates Jazz/W Lion/P Abdul

D LEMASTER/OK95/TRI CITIES
H Lewis/Foreigner/B Wilson/S Garrett

S LEPERE/KITY/SAN ANTONIO
Prince/V Williams/S & Pepa

N LEWIS/MUSIC PEOPLE/OAKLAND
P Smith/G Sats/TT D'Arby/S Winwood

D MACIVER/FACE THE MUSIC/MN
N Edition/R Palmer/P Benatar/W Houston

M MACRO/CAVAGES/BUFFALO
G Michael/R Parker/C Lauper

M MANDZIA/BUZZARD'S NEST/COL
R Astley/H Lewis/B Dylan/Cher

STELLA MARS/WZOU/BOSTON
H Lewis/W Lion

STEVE MASTERS/KITS/SF
Wire/P Smith

J MCCARTNEY/WMMS/CLEVE
H Lewis/Foreigner/Cinderella

P MCMAHON/WNCI/COLUMBUS
H Lewis/B Wilson/C Hart

M MERCURIO/REC & TAPE/OHIO
B Wilson/Cher/Prince

L METZ/LIEBERMAN/MT. LAUREL
P Benatar/P Smith/Cinderella/Weird Al

AY MIESKE/TAPE TOWN/TUCK
R Plant/J Page/B Scaggs/N Young

LORI MILLER/RECORD SHOP/MPLS
Prince/C Hart/S Politti/R Corps

ROB MINTER/HASTINGS/AUSTIN
J Kemp/S Horses/Z Marley/K Of The Sun

BOB MITCHELL/WPGC/WASH DC
K Sweat/C Cut

LARRY MORGAN/FM102/SACTO
Prince/NK On The Block/F Jackson

C MURRAY/WLAN/LANCASTER
V Williams/H & Oates/Prince/J Jett

B NORDSTROM/MUSICLAND/MPLS
R Astley/H Lewis/V Williams

GYNNY O'HARA/KIHK/DAVENPORT
R Astley/C House

V OLVERA/SEA-PORT/PORTLAND
P Benatar/H Lewis/Prince/B Dylan

D PAARMAN/KQCR/C RAPIDS
Foreigner/H Lewis/R Astley/J Jett

PAM PACE/K106/BEAUMONT
H Lewis/Prince/R Astley

R PAUL/NORWALK RECORD/ANA
B Wilson/R Astley/Cher/H Lewis

JIM PAYNE/WRVQ/RICHMOND
H Lewis/S Politti/R Astley/Times 2

MARK POTTER/KJ103/OK CITY
K Loggins/C Lauper/Icehouse/Foreigner

J PRIMERANO/TRANSCON/BUFF
R Palmer/E John/N Edition

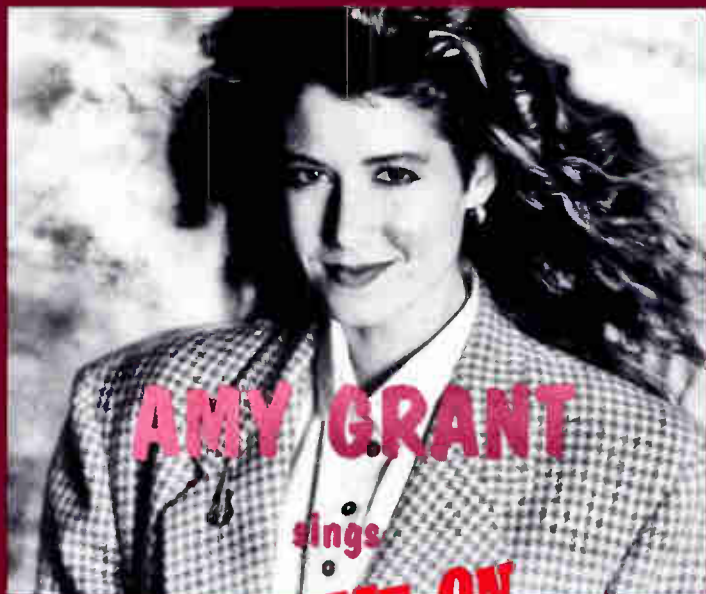
PAUL PYRO/KNAN/MONROE
R Astley/H Lewis/V Williams/Run DMC

JJ RICE/OK100/ITHACA
Info Society/B Of Love/R Astley/Prince

K RICHARDS/KAKS/AMARILLO
J Dean/Prince/Foreigner/F Jackson

S ROBBINS/WBNQ/BLOOMINGTON
H Lewis/B Wilson/Foreigner

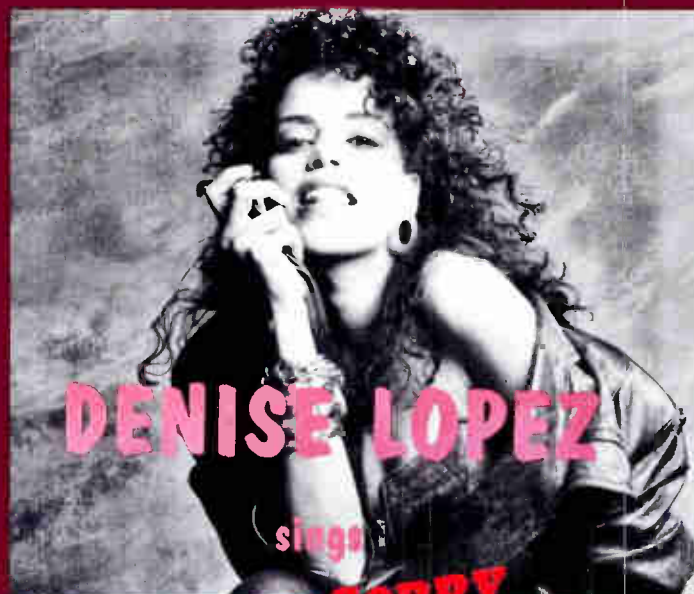
S RODRIGUEZ/HASTINGS/EL PASO
Stryper/W Lion/V Halen/Poison



AMY GRANT

sings

LEAD ME ON



DENISE LOPEZ

sings

**SAYIN SORRY
DON'T
MAKE IT RIGHT**



**FLASHMAKER!
RADIO SAYS SMASH!**

WCZY	add
KSAQ	add
WBCY	add
WFLY	add
WPST	add
KAKS	add
WZKY	add
KISR	add
KIXY	add
102QQ	add

KIYS deb 40

BREAKING AT:
KCPX
KZZU

**CROSSOVER!!!
2*-1* BB DANCE SALES!**

WZOU	add
WTIC	add
WAEB	add
Z102	add
WGRD	add
Y97	add
KQMQ	add
KFQX	add
WYYS	add

KIIS	deb	35
PWR99	deb	40
KTUX	deb	40

HOT97	3-3
HOT103	6-5
KMEL	7-5
KMGX	11-8
Z100	16-12
PWR106	23-20
B96	25-22
WFLY	29-22
KWSS	26-23
KCAQ	28-23

BREAKING AT:

WXKS	KBEQ	KKFR	B93
KRBE	Q106	KATD	WCKZ
PWR96	KWOD	HOT97	WGFM
KMEL	FM102	KITY	KEZB
PRO-FM	KCPW	KTFM	

AM RECORDS

EARPICKS

GREG ROLLING/KKYK/LITTLE ROCK
C House/H Lewis

B ROSSER/MIDDLE EARTH/DOWNEY
R Children/CV Beethoven/S Asylum

D ROY/TRANSWORLD/ALBANY
C House/P Smith/R Palmer/Bible

T SBRIGLIA/TRANSCON/BUFF
Cher/B Dylan/H Lewis/B Wilson

M SCHAEFER/Y97/S BARBARA
H Lewis/System/W To Power/I Society

BARBARA SELTZER/ATCO/NYC
A Crashed/M Carlo/Fender Bender

J SHAHINIAN/RECORD EX/CLEVE
Run DMC/C Lauper/C House/J Jett

VICKI SHARP/KRNQ/DES MOINES
R Astley/Hue & Cry/H Lewis/Foreigner

L SIMON/KCPX/SALT LAKE CITY
I Society/H Lewis/Stryper/New Kids..

D SMITH/NATL REC MART/PITTS
Cher/H Lewis/Prince/B Wilson

STU SMOKE/KQIZ/AMARILLO
B Ferry/Prince/H Lewis/Foreigner

JOE SONDERMAN/KHTR/ST LOUIS
R Astley/Foreigner/H Lewis/B Wilson

G SPICE/KTXY/JEFFERSON CITY
J Hates Jazz/W Lion

RICK STEELE/KDWZ/DES MOINES
I Society/A Grant/New Kids../B McFerrin

R STEELY/CENTRAL SOUTH/NASH
R Astley/Cher/B Dylan/H Lewis

J STEFFEN/WSPT/SS POINT
H Lewis/J Hates Jazz/C House/B Dylan

BRUCE STEVENS/WBBQ/AUGUSTA
H Lewis/R Astley/Foreigner/K Loggins

JAY TAYLOR/KLUC/LAS VEGAS
I Society/B Brown/G & Roses/Flesh For Lulu

R TAYLOR/LIEBERMAN/CHICAGO
P Benatar/Fat Boys/R Corps/G & Roses

B THOMAS/WFMI/LEXINGTON
Times 2/F T-Birds/K Sweat

C THOMAS/WPHR/CLEVELAND
J Hates Jazz/Cher/B Dylan/P Abdul

T THOMPSON/KXX106/BIRMING
R Astley/V Williams/K Sweat/Info Society

LISA TONACCI/B93/AUSTIN
H & Oates/Run DMC/JH Jazz/K Loggins

RICK UPTON/KITY/SAN ANTONIO
S & Pepa/V Williams/K Sweat

JV ANTWERP/WGRD/G RAPIDS
W Lion/B Wilson/H Lewis/Foreigner

LEO VELA/KSAQ/SAN ANTONIO
H Lewis/A Grant/NK On The Block

T WAITEKUS/WCIL/CARBONDALE
Deele/S & Pepa

J WARD/WAEB/ALLENTOWN
H Lewis/R Astley/G & Roses

TERRI WEBER/KTUX/SHREVEPORT
H Lewis/R Astley/I Society/New Kids..

S WILLIAMS/KARMA/INDIAN
R James/L Ends/C Fisher/Contours

GREG WILLIAMS/KCAQ/OXNARD
K Sweat/Info Society

GREG WILLIAMS/KKRD/WICHITA
H Lewis/G & Roses/D Lopez/B The Bass

D YASNER/95XXX/BURLINGTON
H Lewis/Info Society/T Nelson/N Edition

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FLASHMAKER!

WOKI	add	B96	27-24
WJMX	add	KF95	32-26
KISR	add	WGTZ	34-28
WYYS	add	KOZE	35-31
WSPK	add	KQCR	37-33
Q104	add		
WBWB	add		
		BREAKING AT:	
		Y95	
KXYQ	deb 28	KPLZ	
WDJX	deb 29	KATD	
WLRW	deb 22	KXX106	
KXYQ	deb 28	WTLQ	
WLRS	deb 35	KSND	
KNAN	deb 37	KTUX	
KIXY	deb 39	KZZU	
KTRS	deb 39	WNNK	
KFBQ	deb 40	WPST	



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what's on your mind? (pure energy)



CROSSOVERS WINNER!
EARPICKS WINNER!
4*-1* BB DANCE SINGLES!
TOP 10 BB DANCE SALES!

16*-8* BB DANCE SINGLES!
 24*-15* BB DANCE SALES!
 33* R&R U/C!

INSTANT PHONE GETTER!

WCKZ	deb 26
KITY	deb 35
KRBE	deb 38
Q104	deb 35

KOZE	30-22
KMGX	27-22
KF95	35-27
KUBE	31-28
WKQB	29-25
WQCM	38-34

BREAKING AT:

WXKS
KKDA
KMEL
KPLZ
WUSL
KKFH
WKSS
WGFM
WPST
WRCK

PWR106	add	KITS	12-6
KRBE	add	Y106	18-14
KZZP	add	HOT97	19-15
PWR99	add	KROQ	25-16
KWSS	add	FM102	29-20
KCPX	add		
KLUC	add	BREAKING AT:	
KSMB	add	HOT103	
KFQX	add	PWR96	
		KMEL	
		KXYQ	
KMGX	deb 34	KITY	
KTUX	deb 34	KXX106	

K.I.S.S.I.N.G.



siedah garrett



RERAP

by Toni Profera, Los Angeles

Forget Atlantic City, when the folks from **Central South Music Sales** throw a convention, they do it at Treasure Island in Georgetown, Grand Cayman Island — we're talking tropical paradise folks. The confab runs September 11-16. A call to (615) 833-5960..... Big hoe-down thrown by **Capitol** in Dallas on behalf of their shining new crop of country artists. As newcomers **Dana McVicar** and **Dean Dillon** hit the stage (with such heavies as **Randy Scruggs** backing), retail giants from **Sound Warehouse**, **Tower**, **Strawberries**, and **Record Bar** (including country bumpkins **Paul Fussell** and **Vicky Layne**), stomped their feet. Capitol aces glad they flew down for the event included **Dennis White**, **Joe Mansfield**, **Joe McFadden** and **Gerrie McDowell**. Yahoo!..... And speaking of Record Bar heavies, **Jim Thompson** sat a whopping three feet away from **Elton John** as he performed several tunes for about 300 radio and retail rulers at Atlanta's Sound Scope Studios. Raves from all for Elton and his talented partner **Bernie Taupin** who also made the

scene..... Lots of stars unofficially meandering around retail-land checking out the action — **Robert Plant** cruised by **Tower Sunset** in El Lay and bought a slew of 45's. "This is a great day for my jukebox," he told employees who kept calling him **David Coverdale** for some reason. We also hear **Tracy Chapman** cruised by **Zane Music** in Cambridge to check out how well she's doing on the charts. One week earlier **Aerosmith's Joe Perry** did the same. "He's looking young and healthy," remarked one employee..... *And speaking of health, have I told you folks that my four-year-old son Zak had the sniffles last week. You know, I could go on for hours about this one insignificant little occurrence, so if you want to hear more about Zak, just give me a call at the office — we'll talk.....* Big Happy Birthday wishes to **Kathy Zaccaria** of **Record Theatre** in Rochester, New York (she's 23), and **Kerry McCurdy** from Hastings' Valley View Mall location (Kerry's 105)..... And a big congratulations to **Kemp Mill's Lynn Kricun Paulette** on the birth of her son, **Joshua Samuel**. Dashing Joshua was born April 17..... Rave reviews for the **Monsters Of Rock** tour from **Scott Gadan** of **Strawberries** in Schenectady who noted **Van Halen's** encore of **Stevie Wonder's** "Superstition" was incredible..... **Marc Lochner** of **Hastings** in Houston seen schmoozing backstage with members of **Underworld** at a recent gig. Meanwhile **Bill DePew** of **B&D Records** in Pittsburgh made the scene backstage with **Pink Floyd** at the band's Memorial Day gig at Three Rivers Stadium.

Not There



Mike Tyson — It only took one minute and 31 seconds to write this column.

BEAT'S ME

by Roy Trakin

DEMOCRATIC RAP: If **Run D.M.C.** were at all dispirited by the less-than-SRO Greek Theater or the lack of Top 40 airplay for the Top 10 "Tougher Than Leather" LP, their wildly diverse and enthused audience didn't seem affected in the least. The 10-year-old clean-scrubbed suburban kid next to me with the "Licensed To Ill" t-shirt sang the words to every song, waving his arms in the air just like **Run & Darryl & Jason** told him to. As always, the **Hollis, Queens** crew remain remarkably generous to the competition, touring with red-hot hip-hoppers **EPMD**, **Public Enemy** and **D. J. Jazzy Jeff** and the **Fresh Prince** as opening acts. Certainly more generous than their old pal **Mike Tyson** was to **Michael Spinks** that same night.

Looking for Ink



Prince — Dressed for press.

BEASTIES BACK: The homeboys even went so far as to invite the **Beastie Boys** themselves into **Run's House** to play "Full Clout," a new song from the album the guys are currently working on here in town, this time without producer **Rick Rubin**. The lads are in a dispute with **Def Jam** over back royalties, which are reportedly being held up because of several plagiarism suits being filed for the use of sampled musical bites, including one by the composer of the "Mr. Ed" theme. In fact, the disagreement is so serious, the rap rascals are said to be entertaining offers from other labels, as is, ironically enough, **Def Jam** itself.

HE'D RATHER BE PLAYING: **Gary Lucas** toils away in the bowels of **CBS** in N.Y. as chief copywriter and all-around creative genius. He's the one who created the slogan, "the only band that matters" for **The Clash**. His latest project is a promotional double-album he produced especially for **Post-Modern** radio, "The Clink Chronicles," which weaves a hilarious "Lolita"-like narrative in the fashion of **Firesign Theater** through the introduction of various developing **CBS** acts. Ask him for it. But, if you really want to get **Gary** going, mention his guitar-playing. The classically-trained musician has contributed to albums by **Captain Beefheart** and **Woodentops**, while producing lauded alto saxist **Tim Berne**. Luke called to say he played a sell-out gig at the **Knitting Factory** in N.Y., with another performance scheduled during the upcoming **New Music Seminar**. Go see **Gary** so he can leave **CBS** and do what he really wants to do — wail away on the electric.

HERE, THERE & EVERYWHERE: **MTV** has picked hosts for its new review show, and the winners are scribes **Gene Santoro** and **Deborah Frost**. Still, insiders are questioning whether the network will let the two really speak their minds.....**Prince** fired his long-time PR firm, **Howard Bloom**, and begged **WB's** crack publicity department "to get him press like **Madonna** gets." Which means he has to dress like **Sandra Bernhard** and **Jennifer Grey** and hang out with 'em, too.

(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.)



angry

after all these years

An exclusive Hits interview with **Graham Parker** by Paul Iorio

Graham Parker had the extraordinary bad luck of being a bitter young man more than a year before Johnny Rotten made it fashionable and two years before Elvis Costello made it popular. Because he came first, Parker spent the mid-'70s playing incendiary pub-rock to complacent hippies who hadn't yet discovered the virtues of pop compactness and ferocity. Worst of all, people would forget that Parker came first and would peg him as derivative of his imitators.

Though his first album, "Howlin' Wind," remains a rock landmark, Parker wouldn't get his commercial break until 1979's "Squeezing Out Sparks," which rode into the U.S. Top 40 on the crest of the new wave. His '80's output—"The Up Escalator," "Another Grey Area," "The Real McCaw" and "Steady Nerves"—was impressive, but pales in comparison to his new al-

bum, "The Mona Lisa's Sister" (RCA), which rekindles the flame of his best work. The LP reunites him with the Rumor's Brinsley Schwarz and Andrew Bodnar, with new additions Terry Williams on drums and James Hallawell on keyboards, and its first single, "Get Started. Start A Fire," bodes well for a Parker comeback in '88.

"All the best stuff in life comes out of not being comfortable and sitting around like a potato."

Is this the album you always wanted to make?

I wanted to make a record that would sound more like my demos, just me on guitar with overdubs. My demos usually sound more exciting than the finished product. That approach was what I was trying to do with this record. It was recorded with drums, acoustic guitar and vocals, and then everything else was put on top with the help of Brinsley Schwarz, who co-produced it. In that respect, it's the record I've been wanting to do for about three years now.

What's your own favorite album that you've done?

My usual thought is that "Howlin' Wind," "Squeezing Out Sparks" and this one are best. This one's the new one and time will tell whether I still think that. I believe I've done a good job, although I'm now ready to get on with the next one because it's been so damned long.

What were you doing before you started playing music?

Various jobs, gas-station attendant being just one of them. I was cleaning out houses and cleaning windows and by '73 and '74, I was writing songs every day. And I was trying to sing better and I had never really done that. I mean, some people are really happening at the age of seventeen; I was totally naive and was still learning the difference between C and C-sharp at the age of twenty-five. It had been a long process to get good enough to do it.

I'd find myself sitting when I should have been doing a job, running something through my head. It was then that I started to become this machine obsessed by getting this stuff down and getting it out. Even now it's not a process of "Bang, it's there." It's more like searching really hard for it and then sometimes it flies out and sometimes it doesn't. I'd rather sit around and watch TV. This is not an easy way to make a living. But it's privileged. All the best stuff in life comes out of not being comfortable and sitting around like a potato.

Why didn't "Howlin' Wind" do better commercially?

I think "Howlin' Wind" was before its time. If I had appeared on the scene after a few people had broken the ground for me, I would have been much better off — though it's nice to have been one of the first out-of-the-box to have done a whole new thing, which they might have called new wave or punk or whatever.

Does it bother you to constantly be compared to Elvis Costello?

It bothers me when writers who should know better mention casually how I'm like Elvis Costello or Joe Jackson, because they know that the public has heard of those people more than me. It's like, c'mon man, tell 'em the truth; you can elaborate a little bit and say that Graham Parker made two LPs before Elvis Costello even had a record deal. I've been written off quite a few times and that's not the thing to do with me. I'm still here doing it.

What do you think of Costello as an artist?

I like his more obscure records like "Trust" and I think he's potentially one of the best songwriters in the world. No doubt about it. I really haven't liked his new stuff much, but maybe it's because it reminds me of the worst in myself, which is too many damned words. I can't follow it and I haven't got the time to sit and listen to what he's trying to tell me. But I still think he's one of the greatest. I'm really into R.E.M. I feel that "Lifes Rich Pageant" was the record, one of the best ever made. I really love some of the songs, like (singing) "Cuyahoga" — ohh, that gets to me. I liked the Smithereens' first record and I'm really into Terence Trent D'Arby and Robert Cray.

How did "The Mona Lisa's Sister" become the central image of the new album?

It's because I've got this painting my wife's father did that was in our loft when I was writing all this stuff. It was a painting of a nun with a rolled-up cigarette, and she's wearing a pair of evil-looking dark sunglasses. I thought, this is a great painting. I said, "Ah, the Mona Lisa's sister....there she is." There's no more significance to it than that, though listening to the song I sometimes think there is. But that's more for other people to imagine. I knew it just had to be the album title.

This Albany, N.Y., native got his start as manager of WVCR, the radio outlet at his alma mater, Siena College. He worked his way up to Operations Manager at WTRY and WPYX in Albany before joining Oklahoma City's KJ103 in the same position from 1985-'87. He is presently P.D. at WAPE in Jacksonville.

Jacked Up In Jacksonville

An exclusive Hits interview
with Bill Cahill
P.D., WAPE, Jacksonville
by Danny Ostrow



"It didn't seem like anyone had enough faith to go into an 18-34 format."

How does it affect your programming being the only true Top 40 in the market?

There was no Top 40 here for almost three years before the APE signed back on again. For that time, no one in this market had the courage or whatever to be a Top 40. They either wanted to be Adult Pop, Country or Album Rock. It didn't seem like anyone had enough faith to go into an 18-34 format. All the FM's decided to be 25-54. So when APE went back on, all the FM's readjusted their demo targets. For instance, we had the black audience until the black FM came on and now they're super serving that audience. Since the market is 25% black, that's pretty much the way our music has gone, too. We reflect that breakdown in the market.

In order to compete effectively against the FM's going for lower demos, we do stuff like big money giveaways, big contests and tying in with civic

"Stations that are afraid to play music on the cutting edge become more Adult Pop than Top 40."

functions. Whether it's a big 4th of July fireworks display or a Florida/Georgia game we're there with the 20,000 people partying, making it a city-wide event. We also support local politics, stuff like that.

Compared to the markets you've worked in the past, what is unique about Jacksonville?

Jacksonville's a little more blue-collar, with a heavier military and black population, as compared to other markets I've been in, so we promote differently. In the Tampa/Orlando market, for instance, although it's larger than Jacksonville, they managed to sell

out two Billy Joel shows while we couldn't even sell out one! But we can sell out a big black show or a heavy metal show easily.

Does Post-Modern music have a shot in Jacksonville?

You have to determine where to play it. I mostly play material like that at night. Stations that are afraid to play music on the cutting edge become more Adult Pop than Top 40. If it's a mass appeal record, we'll definitely play it. That's the main thing. We still play the Cure and R.E.M. at night.

What inspired you to get into radio?

In Albany, I got to listen to WABC and I heard what Rick Sklar was doing there. I got to hear Jack Armstrong at WKBW in Buffalo around '71 or so. I had never heard a night screamer before. We didn't have anything like him in Al-

bany. I also got to hear WLS, obviously. You know Albany was a great market for picking up all the east coast AM Top 40's. Comparing those stations to the local outlets, I realized there were a lot of ways to make a radio station sound exciting and big.

What kind of music do you listen to at home?

I have a very extensive oldies collection at home and I like anything from the rock era. That's what Casey Kasem termed '55 to the present. I also like listening to the Satellite Music Network's oldies station because they never play any hits.

The CONTINUES...

The Hits
second anniversary issue
is coming!





All In The Family

Spotlight on North Carolina's Record Bar

by Carolyne Zinko

Many companies take pride in calling themselves a "family affair." Record Bar, the North Carolina-based retail record chain, really is. The Vice President is married to the Vice President of Human Resources. The Vice President of Marketing is married to the Vice President of Information Planning. Having close-knit employees is one thing. But when the ties that bind are marital, it's quite another.

Barrie and Arlene Bergman (President and VP of Human Resources, respectively) and Steve and Jackie Bennett (VP's of Marketing and Information Planning) are two husband-wife teams working virtually side-by-side in upper management at one of the largest retail record chains in the U. S. Founded by Bergman's father in Durham, NC, in 1960, Record Bar has grown from a single store to a 140-store mall chain whose sales profits reached upwards of \$115 million in 1987.

The Bergmans and the Bennetts say if anything, their unique working relationships have been a help, not a hindrance.

"We treat each other the same as we always have," Barrie says. "Arlene's my best friend. We like to be with each other a lot."

For Steve Bennett, the shared business acts as a deepening of the marital bond. "We do see each other a lot. Our offices are only about fifty feet apart. Invariably, we talk about work a lot at home and it's a positive thing because you know what the other person's going through," he says.

That's not to say there are certain limits to relating, according to Barrie. "We learned a long time ago there are implicit rules to the game. You can drive each other crazy. If Arlene came home and gave me a bunch of detailed crap about human resources, it would drive me nuts."

Arlene believes the key to their "exceptionally challenging" work relationship is mutual respect. "In a situation like ours, his word is final. We don't always agree, but I support his decisions," she explains.

Steve Bennett admits there are some days when he'd rather not talk about work at home. "We have corners marked out where we go to hide," he jokes.

His wife, Jackie, agrees with his sentiments. "It's all too easy to carry it through to after hours and have too much conversation on work. Occasionally there's been a problem, like when I feel strongly about something," she concedes. "Then I get mad at him like anyone else I work with."

Contrary to circumstances, Record Bar doesn't have special employment opportunities for husbands and wives. They may work for Record Bar, but company policy prevents them from holding positions that report to one another. The Bergmans are the only exception. Blount Swain, V.P., Finance, jests that he feels a little left out of the scene, "I'm probably the only one that's not married to someone in the company." For both married couples, the path to husband and wife was part of Record Bar's trek toward success.

The Bergmans began working at the first Record Bar in Durham, NC, in 1960. After his junior year at Duke University, Barrie dropped out of school

and married Arlene. Together, they opened the second Record Bar in Chapel Hill in 1963. By capitalizing on the advent of shopping malls, Barrie changed the direction of Record Bar's growth. Profits from the first day of business exceeded the Bergmans' expectations and convinced them to pursue expansion into shopping malls. Shopping malls were easy to open, but initially expensive to rent, Barrie says. "The built-in traffic was the advantage I spotted right away," he explains. According to Arlene, they both wanted the company to grow, but had no idea the dimensions their company would take. "As kids, I don't think we dreamed it would happen," she says.

Ask Barrie what philosophy he uses to rule his 140-fief kingdom, and he'll tell you it's one word: music. "People who work here should care deeply about music. If they don't, they're in the wrong business," he says. Next in importance is his dedication to customer orientation: "I don't believe there's anything more important than talking to the customers," he says.

For that reason, Bergman makes sure that every Record Bar outlet is stocked with "customer response cards" all addressed to himself. After customers fill them out, the cards are shipped off to his office. He claims to read each one.

Sometimes he even uses the suggestions. Sometimes the cards' purpose backfires. Says Arlene, "Sometimes people just want to know how they can go out with the clerks that waited on them."

Barrie insists his work philosophy remains unchanged from the day he formed it, his first day with the company. "I decided from day one, it was going to be a good place to work," he says. "At Record Bar, everybody is required to get along with everyone else. None of that political shit flies here."

The lack of "political shit" is one of the reasons Jackie finds working at Record Bar attractive.

"Very few personal conflicts evolve," she says. "Everyone wants everyone else to succeed. That takes away conflicts that can occur between groups." Another attraction? Husband Steve, whom she met on the job about five years ago, when she was an inventory controller and he was a buyer. The two jobs acted as a check and balance system for one another. Back then, their relationship was more adversarial. "We exchanged words plenty," recalls Jackie. Longevity with

“For both married couples, the path to husband and wife was part of Record Bar’s trek toward success.”



Barrie (President and CEO) and Arlene Bergman (VP of Human Resources).



Steve (VP of Marketing) and Jackie Bennett (VP of Information Planning).



Blount Swain (VP of Finances)

the company and a restructuring of upper management paved the way for promotions to their current positions.

Over the years, the privately-owned company has faced more than its share of adversity. First, the growing mall outlet kingdom acquired new territories in the mid-70s—a video wholesale business, a line of gourmet food stores and a pizza chain. Barrie says branching out from the record business was not a good idea. “I was fooling around at the time. I was not running the company, even though I know it’s a cop-out to say that. Those were stupid things to do. Those weren’t our business,” Barrie confesses. Cash flow constraints forced the sale of the California and Rocky Mountain Record Bar outlets to a competitor, Musicland. Finally, the video, food store and pizza businesses were eliminated so efforts could be concentrated on improving organization and profit in the mall outlets.

Today, Record Bar locations are undergoing transformations that management hopes will show customers how up-to-date and capable the company is in providing knowledgeable service and product availability. Mall stores, each averaging 2,000-2,500 square feet, have been recently remodeled with neon, mirror and lots of color for splash that will draw mall shoppers inside the store. The in-house ad staff works to develop customer giveaways and has won awards for retail merchandising.

Record Bar recently moved to point-of-sale systems (computerized wands scan barcodes on product for prices) instead of traditional cash registers. As V.P., Information Planning, Jackie Bennett helped set up the computerized system. She says it’s a boon to the re-ordering process because it is more accurate and efficient than manual counting and re-ordering. Re-ordering is now done on the basis of what is sold instead of the personal tastes of the buyer, she adds.

From a centralized distribution center in Durham, Record Bar obtains product for its own warehouse. Individual outlets order through the main office to get their records, tapes and CD’s from the company warehouse. According to Jackie, the pendulum-like swings of under and overstock caused by the time delay inherent in manual ordering have been eliminated.

Barrie’s kingdom has been quietly fortifying itself for the past few years. But recent changes in

stock ownership have raised questions about whose hands the empire will fall into—public or private? Last April, the 40% share in the company owned by Barrie’s sister and brother-in-law, was sold to the New York investment firm General Atlantic for \$8 million. At the time, Barrie was quoted as saying that the timing and amount to be put up for sale would depend on the public market and the company’s growth. “I like action and expansion,” says Barrie. “But the market is too volatile right now.”

Record Bar’s latest venture into expansion is “Tracks,” a line of free-standing stores to average 5-7,000 square feet that will carry the same products, with the addition of videos. Twenty are scheduled to open during the next ten to fifteen years.

For a man who’s been quoted as saying he enjoys risk, it’s ironic that Barrie won’t go any larger with the Tracks stores. “We’re not trying to be like Tower.....I think I would get a stomach ache,” he says. It’s also ironic that the stores carry a different name. Barrie says he doesn’t want the stores associated with Record Bar if they should fail.

V. P., Finance Blount Swain offers another reason. “In our part of the country, the mall is the venue for shopping. Malls go up where there are no high population concentrations. Free-standers do better in metropolitan areas with a high traffic count,” he believes.

The addition of the Tracks stores is expected to bring an extra \$15-20 million a year into Record Bar’s coffers, which should make its rulers happy indeed. But, according to Barrie, money is not the driving force behind Record Bar’s success. “I’m not in it for the money,” he says, “though I do enjoy the toys money brings.” Throughout any changes, it’s the caring, family atmosphere that seems to make Record Bar a success story. Sentiments echo from Steve and Jackie Bennett to Blount Swain: “There’s no back-stabbing, no fighting, and there is freedom to make your own day-to-day decisions.”

Arelene sums it up by saying they encourage employees to share their ideas. “We want them to participate. The folks in our stores are our greatest resource, the key to what makes the company work.”

And makes Record Bar a real family affair.

THE GEORGIA SATELLITES

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The music never stops.



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BREAKING AT:
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TOP TENS

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



DAVE CASTLEMAN: PLASTIC FANTASTIC

This week's geek thinks we're a Want Ad sheet, and since we're willing to do anything, here comes his pitch. Aggressive and growing twelve year old retail gain is looking to continue its long established tradition of artist in-store appearances, and therefore invites label reps to contact him at 215 896-ROCK to bring acts by for the upcoming grand opening festivities of their new 6000 ft. headquarters in Ardmore, Pa. (especially Tracy Chapman). That should do it, Dave, now enjoy your second decade with the firm.

PLASTIC FANTASTIC
DAVID CASTLEMAN
1 Retail Store (Philadelphia)

1. TRACY CHAPMAN
2. MIDNIGHT OIL
3. STEVE WINWOOD
4. SUGARCUBES
5. ZIGGY MARLEY
6. SMITHEREENS
7. JIMMY PAGE
8. CHURCH
9. PATTI SMITH
10. CAMPER V. BEET.

musicland DICK ODETTTE
616 Retail Stores (Mpls)

MUSICLAND

1. DEF LEPPARD
2. DIRTY DANCING
3. GUNS AND ROSES
4. STEVE WINWOOD
5. MORE DIRTY DANCING
6. VAN HALEN
7. GEORGE MICHAEL
8. STRYPER
9. JAZZY JEFF
10. TRACY CHAPMAN

Trans World Music Corp. DAVE ROY
354 Retail Stores (Albany)

TRANSWORLD

1. DEF LEPPARD
2. GUNS AND ROSES
3. DIRTY DANCING
4. VAN HALEN
5. STEVE WINWOOD
6. BRUCE HORNSBY
7. POISON
8. GEORGE MICHAEL
9. SADE
10. TT D'ARBY

Lieberman Enterprises DUSTY BOWLING
2400 Racked Accounts (MPLS)

- LIEBERMAN NATIONAL**
1. DIRTY DANCING
 2. MORE DIRTY DANCING
 3. VAN HALEN
 4. DEF LEPPARD
 5. STEVE WINWOOD
 6. HANK WILLIAMS JR
 7. POISON
 8. GEORGE MICHAEL
 9. CHICAGO
 10. BRUCE HORNSBY

WOM KEN GRAHAM
2023 Rack, Retail & 1-Stop Accts (Amarillo)

WESTERN MERCHANDISERS

1. DEF LEPPARD
2. DIRTY DANCING
3. MORE DIRTY DANCING
4. VAN HALEN
5. GUNS AND ROSES
6. POISON
7. DEBBIE GIBSON
8. GEORGE MICHAEL
9. RUN DMC
10. SCORPIONS

SOUND WAREHOUSE TRACY DONIHOO
102 Retail Stores (Dallas)

SOUND WAREHOUSE

1. STEVE WINWOOD
2. TRACY CHAPMAN
3. VAN HALEN
4. SADE
5. DAVID SANBORN
6. DIRTY DANCING
7. GUNS AND ROSES
8. DEF LEPPARD
9. JIMMY PAGE
10. AL B SURE

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

- RECORD BAR**
1. DEF LEPPARD
 2. GUNS AND ROSES
 3. VAN HALEN
 4. STEVE WINWOOD
 5. JAZZY JEFF
 6. DIRTY DANCING
 7. KEITH SWEAT
 8. POISON
 9. TRACY CHAPMAN
 10. HANK WILLIAMS JR

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

TOWER NATIONAL

1. STEVE WINWOOD
2. SADE
3. TRACY CHAPMAN
4. VAN HALEN
5. GEORGE MICHAEL
6. JIMMY PAGE
7. BRUCE HORNSBY
8. DIRTY DANCING
9. PRINCE
10. TT D'ARBY

TURTLE'S LISA VOGUE
92 Retail Stores (Atlanta)

TURTLES

1. KEITH SWEAT
2. SADE
3. STEVE WINWOOD
4. TRACY CHAPMAN
5. DEF LEPPARD
6. VAN HALEN
7. HANK WILLIAMS JR
8. AL B SURE
9. TT D'ARBY
10. GEORGE MICHAEL

RECORD WORLD DEAN FINE
70 Retail Stores (New York)

- RECORD WORLD**
1. DEF LEPPARD
 2. TRACY CHAPMAN
 3. DIRTY DANCING
 4. MORE DIRTY DANCING
 5. GEORGE MICHAEL
 6. CHEAP TRICK
 7. JAZZY JEFF
 8. DEBBIE GIBSON
 9. GUNS AND ROSES
 10. JIMMY PAGE

TOP TENS

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



LORI SHAW
449 Accounts (Los Angeles)

SHOW INDUSTRIES

1. EPMD
2. TRACY CHAPMAN
3. JAZZY JEFF
4. GUNS AND ROSES
5. STEVE WINWOOD
6. SADE
7. NEW WORLD ARMY
8. GEORGE MICHAEL
9. DIRTY DANCING
10. RUN DMC



KEVIN HARDT
204 Retail Stores (Edison)

SAM GOODY/EAST

1. DIRTY DANCING
2. DEF LEPPARD
3. STEVE WINWOOD
4. MORE DIRTY DANCING
5. GUNS AND ROSES
6. DEBBIE GIBSON
7. GEORGE MICHAEL
8. TRACY CHAPMAN
9. MIAMI SOUND MACHINE
10. SADE



JIM PRIMERANO
17 Retail Stores (Buffalo)

RECORD THEATER

1. VAN HALEN
2. SADE
3. PUBLIC ENEMY
4. RICK JAMES
5. STEVE WINWOOD
6. GEORGE MICHAEL
7. DIRTY DANCING
8. JIMMY PAGE
9. NEW EDITION
10. BRUCE HORNSBY



DARRYL OHRT
3000 Accounts (Connecticut)

CD ONE STOP

1. STEVE WINWOOD
2. ROBERT PALMER
3. JIMMY PAGE
4. PAT BENATAR
5. STRYPER
6. TRACY CHAPMAN
7. ELTON JOHN
8. CINDERELLA
9. TT D'ARBY
10. BRUCE HORNSBY



JAY ROSENBERG
24 Retail Stores (New York)

WIZ

1. SADE
2. GEORGE MICHAEL
3. AL B SURE
4. NEW EDITION
5. TEDDY PENDERGRASS
6. DIRTY DANCING
7. MIAMI SOUND MACHINE
8. STEVE WINWOOD
9. TRACY CHAPMAN
10. MORE DIRTY DANCING



HOWARD APPLEBAUM
29 Retail Stores (Wash D.C.)

KEMP MILL

1. STEVE WINWOOD
2. TRACY CHAPMAN
3. SADE
4. DIRTY DANCING
5. GEORGE MICHAEL
6. JIMMY PAGE
7. TT D'ARBY
8. JIMMY BUFFETT
9. BRUCE HORNSBY
10. ZIGGY MARLEY



DON JENSEN
96 Rack Accounts (Seattle)

ROUND UP

1. DEF LEPPARD
2. DIRTY DANCING
3. GUNS AND ROSES
4. SCORPIONS
5. VAN HALEN
6. POISON
7. GEORGE MICHAEL
8. MORE DIRTY DANCING
9. ROBERT PLANT
10. DEBBIE GIBSON



ARROW DISTRIBUTING CO.
30400 BRUCE INDUSTRIAL PARKWAY
SOLOON, OHIO 44139

TONY BRENNER
500 Accounts (Cleveland)

ARROW DISTRIBUTERS

1. VAN HALEN
2. POISON
3. GEORGE MICHAEL
4. DEF LEPPARD
5. DIRTY DANCING
6. MICHAEL JACKSON
7. GUNS AND ROSES
8. MORE DIRTY DANCING
9. TT D'ARBY
10. SCORPIONS



LYNN BATCHECK
36 Retail Stores (Columbus)

RECORD & TAPE OUTLET

1. DEF LEPPARD
2. STEVE WINWOOD
3. VAN HALEN
4. GUNS AND ROSES
5. DAVID SANBORN
6. NEW EDITION
7. POISON
8. SADE
9. JAZZY JEFF
10. GEORGE MICHAEL



MIKE BASHKIN
650 Accounts (Chicago)

BAKER & TAYLOR ONE-STOP

1. DEF LEPPARD
2. STRYPER
3. CINDERELLA
4. JONATHAN BRANDMEIR
5. ROBERT PALMER
6. KING DIAMOND
7. STEVE WINWOOD
8. TRACY CHAPMAN
9. DIRTY DANCING
10. GUNS AND ROSES



CINDY BARR
36 Retail Stores (Florida)

SPECS

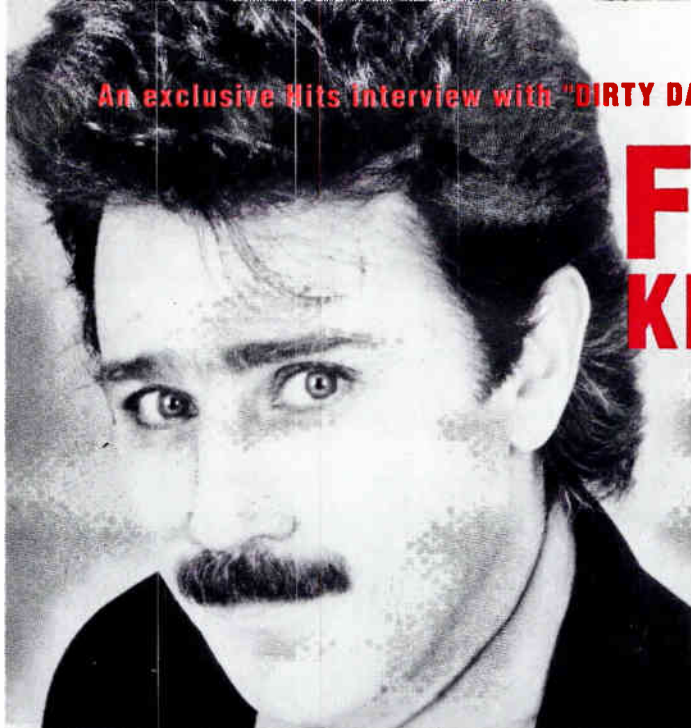
1. DIRTY DANCING
2. DEF LEPPARD
3. STEVE WINWOOD
4. GUNS AND ROSES
5. MORE DIRTY DANCING
6. SADE
7. VAN HALEN
8. GEORGE MICHAEL
9. TRACY CHAPMAN
10. JIMMY BUFFETT



GUY CASSINGHAM
1 Retail Store (Atlanta)

METRONOME

1. TRACY CHAPMAN
2. SADE
3. STEVE WINWOOD
4. EVERYTHING BUT THE G
5. TT D'ARBY
6. TONI CHILDS
7. GEORGIA SATELITE
8. GEORGE MICHAEL
9. SINEAD O'CONNOR
10. SCRITTI POLITTI



FRANKE'S KNOCKOUT PUNCH

You could say Franke Previte is having the time of his life. His two co-written hit singles, "The Time of My Life" and "Hungry Eyes," from the surprise hit film, "Dirty Dancing," have catapulted him to the top of the pop music world, earning #1 status, a Golden Globe and an Oscar in the process. Once the leader of Franke and the Knockouts, the New Jersey-born Previte is busily writing tunes now for Bon Jovi, Patrick Swayze, Luther Vandross and Jeffrey Osborne.

Franke and the Knockouts had a Top 10 song with "Sweetheart" in 1981, but after three albums, the band broke up and Franke started writing songs. When his friend and former President of Millenium Records, Jimmy Ienner, called about "Dirty Dancing," Franke was ready. He, John DeNicola and Don Markowitz submitted "The Time of My Life" for the film's last dance—a "dirty mambo" requested by choreographer Kenny Ortega. "They went, 'Holy cow, that's it. That's what these people just did—they had the time of their lives,'" Franke explains, still stunned by the song's success. "It sounds like genius, but it was really luck."

What did Jimmy Ienner tell you he needed for the movie?

He told me he wanted a song that started slow and ended up being fast and had a mambo beat. He gave me about a five-minute brief of the movie. All I knew was that it was about a young girl who fell in love with this older guy who was her dance instructor, and it was her first affair. Jimmy mentioned three or four records that really didn't correlate to me at the time—like a Blues Brothers track and a Miami Sound Machine cut. Kenny (Ortega) said he wanted congas and timbales, a really latin thing. So we had all this percussion going on through the song that didn't really make it to the final record. The demo that we cut was much more latin than it ended up being.

They made it work for the movie. It's different than mine, but, you know, I love Bill Medley, so it sounds great. To hear that voice on one of my songs was really an honor.

I've read that you wrote the lyrics while driving to the studio in your car.

I was doing another session when I came up with the melody one morning getting ready to go to the studio. I got in the car and I popped the cassette in and I was singing the melody while driving on the Garden State Parkway. When I sing a melody, phonetically sometimes words come out of my mouth, sort of like scatting. I just went, "I had the time of my life." There was an envelope from the bank on the passenger seat and I scribbled

down, "I had the time of my life," on it. That's where I came up with the title.

How did "Hungry Eyes" come about?

We were asked to come in and look at another segment of the movie. In the scene, Jennifer Grey was staring at Patrick Swayze—you could tell she was in love with this guy, in awe of him. And "Hungry Eyes" happened. It was a different process because we actually had seen the scene. John gave me the track and I did the melody and the lyrics—same as "The Time of My Life."

They told me to go get some time at the Power Station, that I was going to produce it and sing it. What happened was Eric Carmen was very close with Bob Buziak at RCA—he had worked with Eric over at Arista. He felt that the song was a hit and Eric could be a

From there, I turned into a hippie with long hair doing acid rock in bands like the Oxford Watchband and Bull Angus. Bull Angus was on Mercury. We did two albums and toured with Rod Stewart, Deep Purple and Fleetwood Mac. I think our albums sold mainly to our parents. The Oxford Watchband was produced by Shadow Morton and John Lindy, who did Vanilla Fudge.

What ever happened to Franke and the Knockouts?

We did two albums on Millenium, then the distribution deal with RCA ran out. So we signed with MCA. The third record had a lot of great songs on it, but radio wasn't ready for Franke and The Knockouts to do anything but blue-eyed soul. They decided to go after an Album Rock base instead of Top 40 and radio just said, "No thanks."

"There was an envelope from the bank on the passenger seat and I scribbled down, 'I had the time of my life,' on it."

big star with another hit. So he got the call. I'm thankful for the way things turned out—two big hits and now I'll be able to get the rest of my kids heard. That's what I call my songs. They're like these little seeds that come from out of your soul. They're a little shell and they turn into songs, so I call them kids.

What did you do before Franke and the Knockouts?

I listened to a lot of R&B growing up—Sam & Dave, Otis Redding, James Brown. Then I got into the Rascals.

Any advice for aspiring young songwriters?

Try to get the right players to interpret your song and get a decent little recording of it. You're dealing with some super-quality competition that can go into 24-track studios and really blow you away. A lot of times people will get fooled because a song sounds better than somebody else's song, even though the song might not be as good. I can make off a 12-track sound pretty much like a record, which I did. That helped get me the "Dirty Dancing" gig.

BREAKOUTS

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

Big action continues in the stores this week as EMI/Manhattan's **Robert Palmer**, Enigma's **Stryper**, Chrysalis' **Pat Benatar** and Def Jam's **Public Enemy** all hit the streets running. Also beginning to stir up some ac-

tion are new metal band, **King Diamond** on MCA's RoadRacer label. Also, **Jimmy Page** continues to score well with his solo effort on Geffen.

WINNERS

1	ROBERT PALMER	(EMI/Man EI-48057)	59%	6	NEW EDITION	(MCA 42207)	29%
2	STRYPER	(Enigma 73317)	56%	7	ELTON JOHN	(MCA 6240)	24%
3	PAT BENATAR	(Chrys OV 41628)	49%	8	KING DIAMOND	(RoadRacer RR9550)	23%
4	PUBLIC ENEMY	(Def Jam 44303)	34%	9	JIMMY BUFFETT	(MCA 42093)	22%
5	JIMMY PAGE	(Geffen 24188)	32%	10	FAT BOYS	(Tin Pan 835809-1)	20%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT
Big Daddy Kane
A1 B Sure
EPMD
Ziggy Marley
Stryper
Public Enemy
Cher

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO
Robert Palmer
Stryper
Pat Benatar
King Diamond
Iggy Pop

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS
Stryper
Robert Palmer
New Edition
Bobby Brown
David Sanborn

CAMELOT / LEW GARRETT / CANTON
Steve Winwood
Jimmy Page
Chicago
Stryper
David Sanborn
Robert Palmer
Fat Boys

CAVAGES / JOHN GRANDONI / BUFFALO
Pat Benatar
Stryper
Robert Palmer
Chicago
Elton John

CENTRAL SOUTH / ROBIN STEELY / NASHVILLE
Stryper
Robert Palmer
Corey Hart
New Edition
Jimmy Page

CD WHEREHOUSE / NICK MRVOS / HB
Steve Winwood
Van Halen
David Sanborn
Scritti Politti
Spyro Gyra

CML ONE-STOP / MIKE CLARK / ST. LOUIS
Stryper
Deep Purple
Robert Palmer
Fat Boys
Pat Benatar
Graham Parker

FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN
Iggy Pop
Stryper
David Sanborn
Robert Palmer
Pat Benatar
Fat Boys
Dead Or Alive

FLIPSIDE / DAVID SLANIA / CHICAGO
Robert Palmer
Pat Benatar
Stryper
King Diamond
Public Enemy
Jimmy Buffett
Toni Childs

HARMONY HOUSE / SANDY BEAN / DETROIT
Stryper
Pat Benatar
Robert Palmer
David Sanborn
Corey Hart

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND
Iggy Pop
Ranking Roger
King Diamond
Pat Benatar
Stryper
Robert Palmer
Death Angel

KARMA / STEVE WILLIAMS / INDIANAPOLIS
Deep Purple
Elton John
Loose Ends
Najee
New Edition
Jimmy Page
David Sanborn

KEMP MILL / HOWARD AP- PLEBAUM / WASH DC
Jimmy Page
Jimmy Buffett
New Edition
David Sanborn
Elton John
Pat Benatar
Robert Palmer

LIEBERMAN / LINDA METZ / MT. LAUREL
Little River Band
Tyka Nelson
Stone Fury
Georgia Sats
Hank Williams Jr

LIEBERMAN-NATL / DUSTY BOWLING / MPLS
Jimmy Page
Marti Jones
10,000 Maniacs

MUSICLAND / DICK ODETTE / MINNEAPOLIS
Robert Palmer
Stryper
Pat Benatar
Corey Hart
David Sanborn
Fat Boys
Georgia Sats

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH
Pat Benatar
Stryper
Robert Palmer
Public Enemy
Iggy Pop

NAVARRRE / ESA KATAJAMAKI / MINNEAPOLIS
Stryper
Robert Palmer
Pat Benatar
King Diamond
New Edition

NORWALK RECORD DIST / RAY PAUL / ANAHEIM
Elton John
Sugarcubes
Big Daddy Kane
EPMD
Public Enemy

BREAKOUTS

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

<p>PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE Jimmy Buffett Jimmy Page Scritti Politti Elton John</p>	<p>SAM GOODY-EAST / KEVIN HARDT / EDISON Robert Palmer Pat Benatar Stryper Deep Purple Public Enemy Brenda K Starr Toni Childs</p>	<p>STRAWBERRIES / JEFF COHEN / BOSTON Stryper Robert Palmer Public Enemy King Diamond Deep Purple Iggy Pop</p>	<p>UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA Jimmy Page Public Enemy Doug E Fresh Tracy Chapman Richard Marx Robert Palmer Iggy Pop</p>
<p>PLASTIC FANTASTIC / DAVID CASTLEMAN / PHILA Steve Winwood Sugarcubes Jimmy Page</p>	<p>SAM GOODY-WEST / DEBBIE SWANSON / LA Robert Palmer Pat Benatar Stryper Elton John Jimmy Page</p>	<p>STREETSIDE / GREG MAR- SHALL / ST. LOUIS Steve Winwood New Edition Jimmy Page Bobby Brown Big Daddy Kane Elton John Loose Ends</p>	<p>VINYL VENDORS / VALERIE EL- LIOTT / KALAMAZOO Stryper Robert Palmer New Edition Hank Williams Jr Chicago King Diamond David Sanborn</p>
<p>RADIO DOCTORS / KATHY STAMM / MILWAUKEE Robert Palmer Stryper Pat Benatar King Diamond Public Enemy</p>	<p>SEA-PORT ONE-STOP / VICKI OLIVERA / PORTLAND Pat Benatar Iggy Pop Public Enemy Stryper Robert Palmer Scritti Politti</p>	<p>TOWER/NATL. / STAN GOMAN / SACRAMENTO Steve Winwood Jimmy Page Elton John David Sanborn Chicago Jimmy Buffett</p>	<p>ZIPS / RICK ANDRADE / TUCSON Doug E Fresh Jimmy Buffett New Edition Paula Abdul Toni Childs EPMD</p>
<p>RECORD & TAPE OUTLET / MARC MERCURIO / OHIO Loose Ends Hank Williams Jr Troop Jimmy Buffett Elton John</p>	<p>SHOW INDUSTRIES / LORY SHAW / LOS ANGELES Chuck Brown Toni Childs Fat Boys Scritti Politti REO Voivod Nea Peoples</p>	<p>TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO Doc Severenson Rick James Pat Benatar New Edition Fat Boys</p>	
<p>RECORD BAR / PAUL FUSSELL / DURHAM Loose Ends Georgia Sats Najee Pat Benatar Robert Palmer Public Enemy Stryper</p>	<p>SOUND OF / CY BARNES / PHILADELPHIA Public Enemy Tamara Bros Johnson Rick James</p>	<p>TRANSWORLD / DAVE ROY / ALBANY Robert Palmer EPMD Bobby Brown Stryper Pat Benatar Hank Williams Jr Big Daddy Kane</p>	
<p>RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND Stryper Pat Benatar Public Enemy Sugarcubes Georgia Sats Wet Wet Wet Robert Palmer</p>	<p>SOUND WAREHOUSE / TRACY DONIHOO / DALLAS Steve Winwood David Sanborn Jimmy Page Jimmy Buffett Elton John Chicago</p>	<p>TURTLES / LISA VOGEL / AT- LANTA Steve Winwood Hank Williams Jr Fat Boys Jimmy Page Jimmy Buffett Bobby Brown Najee</p>	
<p>RECORD WORLD / DEAN FINE / NEW YORK Pat Benatar Bros Amy Grant King Diamond New Edition</p>	<p>SPECS / CINDY BARR / MIAMI Pat Benatar Information Society Breathe Scritti Politti</p>		
<p>RECORD WORLD/R. FLD / RAY ZAGORSKI / NYC Deep Purple Pat Benatar Chicago Stryper Robert Palmer New Edition Dave Grusin</p>			

HITS
Magazine
Your #1
Information
Source

TOP FIFTY ALBUMS

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

There were lots of frozen lists this week due to the holiday, but still enough reports for the stands to shine through. **Steve Winwood** continued to explode, now at #7, **Tracy Chapman** just won't stop, **DJ Jazzy Jeff** is get-

ting hotter and hotter and **Jimmy Page** jumps to #19 in only its second week. Newcomers include the **Fat Boys**, **Hank Williams Jr.**, **Stryper**, **Jimmy Buffett** and **Public Enemy**.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	Like a Sherman tank	115.1
2	2	DIRTY DANCING	SOUNDTRACK	RCA 6408-1R	Smokin'	109.7
3	3	VAN HALEN	OU812	Warner Bros 25732	New 45 breaking big	87.4
4	4	GEORGE MICHAEL	FAITH	Columbia OC 40867	Monkey exploding	78.4
5	5	MORE DIRTY DANCING	SOUNDTRACK	RCA 6965-1R	Do You Love Me	77.9
6	6	GUNS & ROSES	APPETITE FOR ..	Geffen GHS 24148	New 45 smokin'	72.3
16	7	STEVE WINWOOD	ROLL WITH IT	Virgin 7 90946-1	Exploding	71.2
8	8	POISON	OPEN UP AND SAY	Enig/Cap C 148493	New 45 shipping	61.1
10	9	TRACY CHAPMAN	TRACY CHAPMAN	Elektra 60774	Going the distance	60.3
7	10	SADE	STRONGER THAN	Epic OE 44210	Hot single leads	55.5
9	11	BRUCE HORNSBY	SCENES FROM THE	RCA 7647-Z-RDJ	New 45 shipping	48.9
12	12	MIAMI SOUND MACHINE	LET IT LOOSE	Epic OE-40769	Solid sales	40.4
17	13	JAZZY JEFF	HE'S THE DJ...	Jive/RCA 1091-1J	45 hot	39.2
11	14	RUN DMC	TOUGHER THAN	Profile 1265	New 45 starting	38.4
15	15	TERENCE T.D'ARBY	INTRODUCING THE...	Columbia FC 40964	"Sign" getting stronger	37.8
13	16	ROBERT PLANT	NOW AND ZEN	Atlantic 90863	Steady	36.4
19	17	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 81780	Up and down	33.6
18	18	CHEAP TRICK	LAP OF LUXURY	Epic 40922	45 huge	31.4
30	19	JIMMY PAGE	OUTRIDER	Geffen 24188	Hot solo effort	30.4
20	20	MICHAEL JACKSON	BAD	Epic OE-40600	Steady sales	30.0
21	21	SCORPIONS	SAVAGE AMUSEMENT	PolyGram 832963	New single soon	29.7
22	22	INXS	KICK	Atlantic 81796	Steady sales	28.7
23	23	KEITH SWEAT	MAKE IT LAST	Elektra 60763	Consistent	26.0
25	24	AL B SURE	IN EFFECT MODE	W Bros WB 25662	Hot single leads	25.5
26	25	PEBBLES	PEBBLES	MCA 42094	Mercedes cut hot	25.5

ENIGMA



FLASHMAKER!
BREAKOUTS WINNER!
DEBUT 43 HITS TOP FIFTY ALBUMS!

STRYPER

Always There For You

ALREADY ON AT:

KSAQ	KTMT	KZFN	KBEM	KNAN	KOCR
WFOQ	Y95	WYCR	OK95	KIXY	KKXL
WDBR	KZZO	WFXX	BJ105	WCIL	WAZY
JET-FM	WZYP	WBCY	KFOX	Z103	99KG
KZOU	KZZB	WLRS	KAKS	KYYY	KKRC
	WNYZ		Q104		KFBQ

HOT SALES AT:

- #1 RTI One-Stop/Omaha
- #1 REC & TAPE One-Stop/Midwest
- #1 ABBEY ROAD One-Stop/West Coast-South-Midwest
- #2 BAKER & TAYLOR One-Stop/Chicago
- #4 SOUTHWEST WHOLESALE/Houston
- #5 STRAWBERRIES/Boston
- #5 CD One-Stop/Conn.
- #6 NAT'L RECORD MART/Pitts.
- #8 MUSICLAND/Minn.
- #11 NAVARRE/Minn.
- #11 SCOTT'S One-Stop/Midwest
- #13 SAM GOODY EAST/Edison
- #24 WESTERN MERCH./Amarillo
- #25 FACE THE MUSIC/Rochester MN
- #36 EZ One-Stop/New England

THE FIRST SINGLE FROM THE NEW LP "IN GOD WE TRUST"

The third smash single
"Bleeding Heart"
from the
Lp "Bold As Love."

Rerecorded for radio!!



ENIGMA

Synthicide

TOP FIFTY ALBUMS

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

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
14	26	WEIRD AL	EVEN WORSE	EPA/Scotti FZ 44149	Peaking	24.7
27	27	MIDNIGHT OIL	DIESEL AND DUST	Columbia BFC 40967	Solid sales	23.5
28	28	ROD STEWART	OUT OF ORDER	Warner Bros 1-25684	Hot single leads	22.1
31	29	LITA FORD	LITA	RCA 6397-1R	Rock sales	21.7
29	30	WHITE LION	PRIDE	Atlantic 81768	New single breaking	20.8
34	31	ZIGGY MARLEY	CONSCIOUS PARTY	Virgin 790878-1	Up this week	19.8
32	32	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568	Solid sales	19.3
37	33	ELTON JOHN	REG STRIKES BACK	MCA 6240	Hot single leads	19.2
35	34	RICHARD MARX	RICHARD MARX	EMI/Manh 53049	Hot single leads	19.2
49	35	CHICAGO	19	Reprise 25714	Hot single leads	17.9
36	36	MOODY BLUES	SUR LA MER	PolyGram 835756	Comeback	17.7
38	37	RICK ASTLEY	WHENEVER YOU	RCA 6822-1R	New single shipping	16.1
--	38	FAT BOYS	COMING BACK HARD	Tin Pan 835-809-1	The Twist leads	15.5
45	39	NEW EDITION	HEARTBREAK	MCA 42207	Hot single leads	13.3
--	40	HANK WILLIAMS JR.	WILD STREAK	WB 1-25725	Great initial sales	12.4
41	41	AEROSMITH	PERMANENT V	Geffen GHS 24162	Ragdoll hot	12.2
33	42	10,000 MANIACS	IN MY TRIBE	Elektra 60738	Falling	12.1
--	43	STRYPER	IN GOD WE TRUST	Enigma 73317	Hot rock sales	10.9
42	44	REO SPEEDWAGON	THE HITS	Epic 44202	Hot single leads	10.6
--	45	JIMMY BUFFETT	HOT WATER	MCA 42093	Early picture promising	10.6
43	46	JUDAS PRIEST	RAM IT DOWN	Columbia C44244	Peaking	10.2
--	47	THE JETS	MAGIC	MCA 42085	Again	9.9
--	48	PUBLIC ENEMY	IT TAKES A NATION	Def Jam 44303	Rap wizards	9.7
--	49	JULIO IGLESIAS	NON-STOP	Col 40995	Back on	9.6
50	50	2 LIVE CREW	MOVE SOMETHING	Luke Skywalker 102	Rap monsters	9.6

NEXT UP

EPMD (Fresh)
 PAT BENATAR (Chrysalis)
 DAVID SANBORN (Reprise)

ROBERT PALMER (EMI/Manh)
 NAJEE (EMI/Manh)
 BOBBY BROWN (MCA)

KNOCKED OUT



PAULA ABDUL

**I DON'T WANT
TO BE A HERO**



**JOHNNY HATES JAZZ
ROLL WITH IT**



**STEVE WINWOOD
WHEN I LOOK**



**INTO YOUR EYES
PRETTY POISON
LABOUR OF LOVE**



HUE & CRY



FIVE GREAT RECORDS

Virgin



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 COMING TO AMERICA	21.4m	10,370	28.4m	Soundtrack & System 45 on Atco.
2 ROGER RABBIT	14.5m	12,591	37.2m	_____
3 BIG	6.6m	4636	53.0m	_____
4 BULL DURHAM	5.3m	4098	21.9m	Soundtrack & Joe Cocker 45 on Capitol.
5 CROCODILE DUNDEE II	5.3m	2524	87.4m	_____
6 GREAT OUTDOORS	4.6m	3290	23.5m	_____
7 RED HEAT	4.3m	2319	24.6m	_____
8 BIG BUSINESS	4.1m	3312	27.1m	_____
9 WILLOW	2.5m	2089	43.6m	Soundtrack on Virgin.
10 THE PRESIDIO	2.0m	1692	16.2m	_____

WAVELENGTH

by Lenny Beer & Mike Murphy

Be aware of the hot action at the movie boxoffice this week, as this could very well effect your programming decisions, or at the very least the information given to your audience. Eddie Murphy's "Coming To America" is the big story, pulling in over 28 million in its first week out. (However, our personal faves are Tom Hanks in "Big" and the baseball/love story "Bull Durham" — which features an interesting soundtrack that includes "Only A Memory" by the Smithereens and a great new Joe Cocker ballad.).... At KZZU in Spokane, PD Randy Robbins has exited with Jim Arnold handling interim duties.... At KDWB in Minneapolis, PD Brian Philips tabs Ed Lambert as the new MD.... At WQUE in New Orleans, the

PD/morning man search continues. Interviewees have included Jim Prewitt of KXX106 Birmingham, Barry Richards of KBOS Fresno, Chris Schebel of WDJX Louisville and an unnamed candidate from D.C. The decision will follow shortly, as will Jay Stevens' exit.... At WKBQ St. Louis, morning man Steve Cochran exits. Look for him to surface quickly in Minneapolis.... At KSMB Lafayette, Bobby Novsad has been named MD.... Check out the new Crowded House album on Capitol for some great listening (very Beatlesque).... PD Charlie O'Douglas exits KFMW in Waterloo, the job is now open.... The WRQN Toledo PD position has been filled by afternoon jock T.J.

Walker.... Kemosabe Joe has made a quick exit from KHTZ Reno, and is headed for Z93.7 Ocala/Gainesville as PD.... Speculation continues about Top 40 competition for B94 Pittsburgh. With former K98 Austin GM Chris Wegman heading to the Steel City to work for old boss Bill Oppenheimer at WXXP, could Waylon Richards be far behind?.... Lots of changes and rumors floating around regarding KMPC-FM in LA. We've even heard talk of a format change to country. Stay tuned.... Blowin' In The Wind: Kevin Weatherly, Larry Morgan and Gene Baxter.... And finally, the joy of the July 4th weekend was severely dampened by the shocking news of the passing of radio veteran

Bob Kaghan. Kaghan was one of the most liked people in our business. His untimely death at the age of 34 serves as a reality check for all of us, and teaches us to make the most of the time we have. Rest in peace.



COMING TO AMERICA

ORIGINAL SOUNDTRACK ALBUM

(90958)

FROM THE PARAMOUNT MOTION PICTURE

STARRING

EDDIE MURPHY

Featuring the songs

"COMING TO AMERICA"

by

THE SYSTEM

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**CUMULATIVE GROSS
FOR FIRST SIX DAYS
OVER 28 MILLION DOLLARS!!!
BIGGEST SIX DAY OPNING
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... EVER!**

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Johathan Phillip Maffett; Michael Rodgers & Lloyd Tolbert; Stock,
Aitken, Waterman; Gerald Levert & Marc Gordon; Dr. Dre, D.J. Yella
& Eric (Eazy E) Wright; Nile Rodgers; Mic Murphy, David Frank &
Jeff Lorber; Arif Mardin & Robbie Buchanan



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RISON



THE NEW SINGLE

Fallen Angel

FROM THE SOON-TO-BE DOUBLE PLATINUM ALBUM

OPEN UP AND SAY...AHH!

PRODUCED BY TOM WERMAN FOR JULIA'S MUSIC, INC.

ENGINEERED BY DUANE BARON

MANAGEMENT: FRONTLINE

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