

WINNERS

FLASHMAKERS

DEBBIE GIBSON Atl
GUNS N' ROSES Gef
BREATHE A&M
ROD STEWART WB

CROSSOVERS

ANITA BAKER Elek
BOBBY BROWN MCA
V WILLIAMS Wing/Poly
CINDERELLA Mercury

EARPICKS

DEBBIE GIBSON Atl
GUNS N' ROSES Gef
ROY ORBISON Virgin
ANITA BAKER Elek

BREAKOUTS

BULLET BOYS WB
PAULA ABDUL Vir
LIVING COLOUR Epic
WATERBOYS Chrys

WILDCARD

WAS NOT WAS Chrys
 See Page 10 For Details

HOT NEW RELEASES

BOBBY BROWN

Ron!
 MCA 53463

OSHAY

Got It Made
 Atlantic 89003

ROMEY'S DAUGHTER

Cry Myself To Sleep..
 Jive/RCA 1176-7J

DINO

247
 Is/B 'Way 7471

GIANT STEPS

Into You
 A&M 1256

AL JARREAU

So Good
 Rep 7-27664

SA-FIRE

Thinking Of You
 Merc 8725027

TRADIE SPENCER

Imagine
 Capitol B44268

LUTHER VANDROSS

She Won't Talk To Me
 Epic 34-08513

VAN HALEN

Feels So Good
 WB 27565

WAS NOT WAS

Walking The Dinosaur
 Chrys VS44331

WILL TO POWER

Fading Away
 Epic 34-68543

YOUNG

Cryin'
 EMI 50167



Eddie Money

It Doesn't
Get Any
Better!

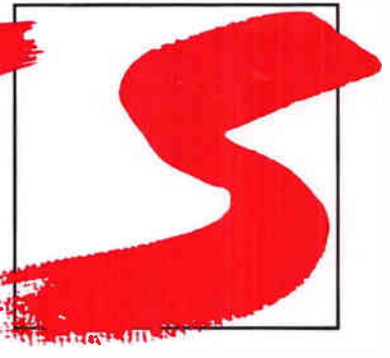
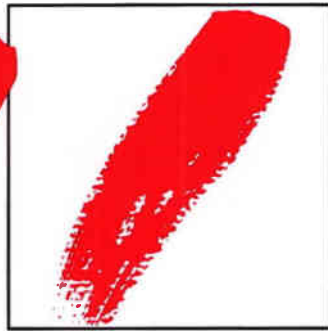
"SO GOOD"

The New Single From

Al Jarmean

Produced by George Duke for George Duke Enterprises, Inc.

From the Album
HEART'S HORIZON



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COLOR WEST
Lithography
EDITORIAL, ADVERTISING AND BUSINESS OFFICES:
15477 Ventura Boulevard, Suite 300, Sherman Oaks, California
91403. Phone: (818) 501-7900. POSTAL INFORMATION: Hits
Magazine is published weekly, with 50 issues published per year,
by Hits, Inc., a California corporation. REPRINTS AND
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address subscription requests to Hits Magazine, 15477 Ventura
Boulevard, Suite 300, Sherman Oaks, CA 91403. Single copy
price: \$5.00. Subscription price: \$200.00 per year. All subscrip-
tions payable in U.S. funds only. Please allow 2 to 4 weeks for new
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SINGLES

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Phil Collins holds onto the number one position, but there's a strong group of contenders (and pretenders) close behind. Watch out for Tone Loc, he's a "Wild Thing".

DIALOGUE

31

Virgin's A&R VP Nancy Jeffries got her start in a band called Insect Trust. Hits' Rob Patterson got his as a gnat.

What does Hits' prestigious Radio Advisory Board do when they're not looking into the future for us? Darned if we know.

48

Why does Johnny Hate Jazz? Inquiring mind Sharon Liveten finds out.

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ALBUMS

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Score three for Geffen Records. #1 with Guns N' Roses "Appetite". #7 with Guns "Lies". And #10 with Edie Brickell. Not Bad!

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Debbie's back.

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Will Debbie visit us soon?.

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Beat's Me 54

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Snappy Nappy



They said it couldn't be done, but Geffen's photogenic promotion wiz Peter Napoliello did it, breaking tough acts like Guns N' Roses and Edie Brickell & New Bohemians at Top 40. The man's got a sparkling future. Just ask him. For a free autographed copy of his exclusive appearance on our Contents Page, send a stamped, self-addressed envelope to Hits.

On The Cover

Eddie Money's making the big bucks once again, with a Top Ten single in "Walk On Water" and another one on the way in "Love In Your Eyes," both from his best-selling "Nothing To Lose" LP.

TOP FIFTY SINGLES

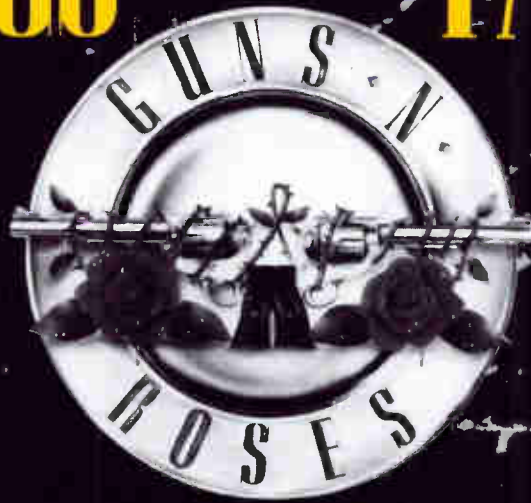
Based on a combination of sales and airplay

It's still **Phil Collins**, holding tightly to the #1 position over the charge of both **Taylor Dayne** and **Def Leppard**. Also in the Top Ten, **Sheriff** is flying high, **Tone Loc** is a sure #1 winner, **White Lion** has their biggest hit to date, and

Paula Abdul is heading "Straight Up" to #1. Hot newcomers include **Debbie Gibson**, **Breathe**, **Guns N' Roses**, **Anita Baker** and more.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	PHIL COLLINS	TWO HEARTS	Atlantic 7-88980	Holding solid
4	2	TAYLOR DAYNE	DON'T RUSH ME	Arista ASI 9722	Giant smash
5	3	DEF LEPPARD	ARMAGEDDON IT	Mercury 870692-7	Exploding
2	4	POISON	EVERY ROSE HAS	Enig/Cap 44203	Lp is number 2
8	5	SHERIFF	WHEN I'M WITH YOU	Capitol B-44302	Going the distance
7	6	KARYN WHITE	THE WAY YOU LOVE	Warner Bros 7-27773	Crossing big
11	7	TONE LOC	WILD THING	DV/IsI 102 DJ	Huge sales
12	8	WHITE LION	WHEN THE CHILDREN	Atlantic 7-89015	Lp exploding
14	9	PAULA ABDUL	STRAIGHT UP	Virgin 7-99256	Selling Lps now
10	10	LENNOX & GREEN	PUT A LITTLE	A&M 1255	From "Scrooged"
15	11	BON JOVI	BORN TO BE MY BABY	Mercury 872165-7	Exploding
3	12	BOBBY BROWN	MY PREROGATIVE	MCA 53383	"Roni" breaking
19	13	STEVE WINWOOD	HOLDING ON	Virgin 7-99261	Significant increases
23	14	SHEENA EASTON	THE LOVER IN ME	MCA 53416	Kicking in
20	15	SAMANTHA FOX	I WANNA HAVE	Jive/RCA 1154	Gaining significantly
16	16	KENNY G	SILHOUETTE	Arista AS-1-9751	Leading huge LP
21	17	TIFFANY	ALL THIS TIME	MCA 53371	Steady growth
18	18	BOYS CLUB	I REMEMBER HOLDING	MCA 53430	Steady
25	19	INFO SOCIETY	WALKING AWAY	Reprise 7-27736	Kicking in
24	20	BOYS	DIAL MY HEART	Motown 53301	Dance
31	21	NEW KIDS ON THE	YOU GOT IT	Columbia 38-08092	Breaking big
9	22	MICHAEL JACKSON	SMOOTH CRIMINAL	Epic 34-08044	Falling
27	23	JOAN JETT	LITTLE LIAR	Blackheart/CBS 08095	Lp hot again
29	24	RICK ASTLEY	SHE WANTS TO DANCE	RCA 8838	Exploding at top 40
6	25	CHICAGO	LOOK AWAY	Reprise 7-27766-A	New 45 breaking

GREETINGS FROM PARADISE.



"PARADISE CITY"

The New Single From The Album of The Decade

APPETITE FOR DESTRUCTION

Join The Stations That Have Already Discovered Paradise

1-1 HITS TOP FIFTY ALBUMS!
5*-2* BB LP!

MOST ADDED!

Status: 143/116

HEADING FOR #1 AGAIN!



GEFFEN RECORDS

Produced by Mike Clink • Mixed by Steve Thompson and Michael Barbiero • Career Affairs: Stravinski Brothers/Alan Niven © 1989 The David Geffen Company

TOP FIFTY SINGLES

Based on a combination of sales and airplay

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
35	26	U2	ANGEL OF HARLEM	Island 7-99254	Breaking
36	27	ERASURE	A LITTLE RESPECT	Reprise 7-27738	Solid gains
38	28	EDIE BRICKELL	WHAT I AM	Geffen 7-27696	Lp top 10
40	29	BOBBY BROWN	RONI	MCA 53463	Third smash
13	30	ANITA BAKER	GIVING YOU THE BEST	Elektra 7-69371	New single starting
17	31	BOY MEETS GIRL	WAITING FOR A	RCA 8691	New 45 shipping
28	32	MAXI PRIEST	WILD WORLD	Virgin 99267	Remake
39	33	WILSON/ZANDER	SURRENDER TO ME	Capitol P-B-44288	From "Tequila Sunrise"
37	34	ART OF NOISE	KISS	Polydor 871-038-7	Hot remake
26	35	GUNS N' ROSES	WELCOME TO THE	Geffen 3094	New single breaking
--	36	DEBBIE GIBSON	LOST IN YOUR EYES	Atlantic 7-88970	Most added at top 40
44	37	MIKE & MECHANICS	THE LIVING YEARS	Atlantic 7-88964	Lots of radio
41	38	DURAN DURAN	ALL SHE WANTS IS	Capitol P-B-44287	Follow up to smash
42	39	ESCAPE CLUB	SHAKE FOR THE SHEIK	Atlantic 7-88983	Gaining
43	40	KYLIE MINOGUE	ITS NO SECRET	Geffen 7-27651	Significant increases
--	41	BREATHE	DON'T TELL ME LIES	A&M AM 1267	Off to the races
49	42	ROD STEWART	MY HEART CAN'T	Warner Bros 7-27729	Running start
47	43	KON KAN	I BEG YOUR PARDON	Atlantic 7-88969	Dance
--	44	GUNS N' ROSES	PARADISE CITY	Geffen 7-27570-A	Hot video & radio
30	45	WILL TO POWER	BABY I LOVE YOUR	Epic 34-08034	Peaked
22	46	BANGLES	IN YOUR ROOM	Col 38-08090	Falling
--	47	ANITA BAKER	JUST BECAUSE	Elektra 7-69327	Second single
34	48	ROBBIE NEVIL	BACK ON HOLIDAY	EMI B-50152	Falling
--	49	VANESSA WILLIAMS	DREAMIN'	Polydor 871078-7	Crossing
--	50	MILLI VANILLI	GIRL YOU KNOW	Arista ASI-9781	European smash

NEXT UP

CHICAGO (Reprise)
EDDIE MONEY (Columbia)
HUEY LEWIS (Chrysalis)

CINDERELLA (Mercury)
ROY ORBISON (Virgin)
TOMMY CONWELL (Columbia)

ROMEO'S DAUGHTER

WHEN YOU PLAY IT SAY IT.



THE NEW SINGLE "I CRY MYSELF TO SLEEP AT NIGHT"

Produced by Robert John "Mutt" Lange.

Written by Tony Mitman, Craig Joiner & Robert John "Mutt" Lange.

On Jive/RCA Cassettes, Records and Compact Discs.



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When

Vanessa

sings a

hit

DREAMIN'

Williams

The FASTEST MOVING Record
in BLACK RADIO!

Vanessa Williams follows-up her two Top 5 singles "Right Stuff" and "He's Got The Look" with a third. "Dreamin'" (871 078-7)

Sales already over 300,000 and exploding!
From the album, "The Right Stuff" (835 694-1/2/4)

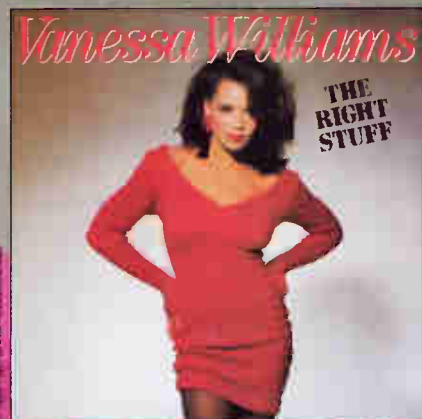
On Wing Compact Discs, Chrome Cassettes and Records

Produced and arranged by Donald Robinson for Sheik Productions, Inc.

Executive Producer: Ed Eckstine

Mixed by Mike Tarsia and Donald Robinson, edits by Nicky (The Knife) Kolliongis

Management: Hervey & Co. Los Angeles, CA



CROSSOVERS WINNER!
DEBUT 49 HITS TOP FIFTY SINGLES!

WXKS	add	KTFM	add	HOT105	14-11	BREAKING AT:
WAVA	add	KS104	add	KMGX	22-18	WPGC
WZOU	add			KQMQ	24-18	PWR96
PRO-FM	add	WGCI	deb 18	KMEL	26-22	KZZP
KKFR	add	Q106	deb 30	KXX106	31-24	KOY
KATD	add	KWOD	deb 31	WNVZ	32-28	WNCI
KITY	add	KKRZ	deb 32	WKQB	33-29	BJ105
		FM102	deb 34	WNOK	38-31	WBCY

HITS

FRONT PAGE



January 16, 1989

Volume 4

Issue 123

\$5.00

Add Fever Greet Hot New Releases

RADIO KICKS IN!!!

MTV Splits From VH-1

New year changes at MTV (see *Lee Masters* story this issue) include splitting sister channel VH-1/Video Hits One from MTV, a move that top guns say will provide parity and renewed executive emphasis and attention for the cable channel for baby boomers.

The video channel's management team now reports directly to MTV President and CEO Tom Freston.

Freston told *Hits*: "Hold on a second while I reach in the garbage. I want to have your magazine in front of me when we talk..... (Ed Note: He really said that.) O.K., VH-1 had a big year last year and it's really poised to become a big business for us. We're putting a lot more resources into the channel. In addition, we're breaking records and making an impact in the music business. This was definitely the time."

Freston added: "I really like you guys. As a matter of fact, I'm sending you my American Express card. Feel free to use as you see fit. Buy anything. It's on me."

Thanks Tom.



Ah yes, Karyn White. Crazy, crazy gal. She records for Warner Bros. Crazy, crazy place. WB is headquartered in Burbank. Burbank is, for the most part, a cesspool. There isn't a cop in Burbank that doesn't think he's Rambo. In Burbank, standing at an overpass of the Ventura Freeway and watching your spit drop onto the windshields of passing vehicles is considered a cultural experience. In Burbank, finding a couple of extra olives in your Taco Bell Burrito Supreme is equal to the harmonic convergence. Ah yes, Karyn White. Quite a talent.

Porn Wars

Welcome to the '90s. The city of Bellingham, WA, has passed an anti-porn law which mandates penalties against distributors of material in which "women are dehumanized and presented as sexual objects, things or commodities." Great idea, but that means those who

carry both music videos and album jackets are subject to the morality of some pretty funky people. So far, the record industry has offered no comment, but a number of organizations, including the American Booksellers Association, are challenging the bill.

Hey, remember last week when we told you about all the Hot New Releases that would be kicking in at radio this week?

Well, they kicked in.

The BIG (we're talking BIG, folks) winners are Atlantic's **Debbie Gibson**, whose "Lost In Your Eyes" was the most added single of the week, followed by the new single from **Guns N' Roses**, "Paradise City," and A&M's very pretty **Breathe**, the third single from their debut album.

Other winners in the radio derby this week include the latest from **Anita Baker** (Elektra), the new one from **Chicago** (Reprise), **Eddie Money**'s "The Love In Your Eyes" (Columbia) and the new **Cinderella**, "Last Mile" (Mercury), which is finding a very warm reception at radio.

Also quite notable is the new single from MCA's **Bobby Brown**, "Roni," which is going on stations quicker than **Steve Meyer** can say, "Hey, let's go for this one."

Good starts were recorded for the new **Roy Orbison** and **REM** projects, another strong week was recorded by **Huey Lewis** (Chrysalis), while it's a strong close for Atlantic's **Mike & The Mechanics**.

FRONT PAGE

PIC OF THE WEEK



Boys Will Be Boys

That's Columbia's VP of Album Promotion **Paul Rapaport** (l) and label Promotion VP **Marc Benesch** going through their weekly ritual of deciding whose turn it is to strap a pair of **Martika's** panties around their face and run upstairs yelling, "Look Mr. Mottola, I'm a brain surgeon!" (Ed Note: Martika fans don't panic — Marc Benesch hasn't actually wrapped her dainty frillies around his face. Thank you, and you can cancel your subscription now.)

Beating For Bush

Republican chic is in. GOP'er **Kevin Kostner** will introduce **George Bush** at the January 19th Inaugural Ball, while the likes of **Joe Cocker**, **Bo Diddley**, **Dr. John**, **Billy Preston** and **Rolling Stone Ron Wood** will entertain at something called the "Celebration for

Young Americans," one of nine inaugural galas planned for the week. Also performing: **Donny and Marie Osmond** and **Pia Zadora**. Can VP elect **Dan Quayle** convince the Rolling Stones to re-group for the occasion? Yecchhh!

Anthony, Leeds, EPA Promo

In the wake of the exit of Epic/Portrait/Associated VP of Promotion **Dan DeNigris**, the label has appointed VP of Pop Promotion **Polly Anthony** and VP of Album Promotion **Harvey Leeds** to helm the promotion force.

According to a statement from E/P/A Senior VP/GM

Dave Glew: "Dan has made important contributions to E/P/A for which we are all grateful."

According to Anthony: "I'm way too busy for your nightmare. Call Harvey."

According to Leeds: "Did Polly pawn you losers off on me?"

WILD CARD

WAS NOT WAS (CHRYSALIS)

The last one was the set-up, this one's the goods. PD's are buzzing about the mass appeal potential of this up-temp, happy, pop/dance/novelty winner. It's a mixture of everything good in hit music, and just might start a new dance craze. 295 in Chicago is the first major to step out. They won't be the last. No matter who owns Chrysalis next week, this one's going!

Grandmas In Oz

Yer Grandma listens to **Ozzy Osbourne** records. If she lives in Houston, she well might. Four grandmothers scored a pair of front row tickets apiece to **Ozzy Osbourne's** concert in local radio station **KLOL's** "Bring Your Grandmother To The Show" promotion. The grand prize winners even got to meet **Ozzy** backstage. "He's such a nice young man," said 75-year-old **Mildred Ravenstein**. "Did he really bite the head off a dove?"



Harvey Leeds & Polly Anthony — They really wish we didn't do this to their pictures.

FRONT PAGE

Masters Masters Globe

MTV has expanded Executive Vice President/General Manager **Lee Masters'** programming and production responsibilities for the network's international affiliates, including MTV Australia, Europe, Japan and International.

According to Masters, who wasn't available for comment at press time: "I'm still responsible for the entire USA, except for Sherman Oaks, California which can only be compared to the inside of my septic tank. Now that I'm head of Interna-

tional, I'll be able to tell you guys to GET LOST in several different languages."



Lee Masters — Where the heck is Johnson?.

Happy Winner



That's Epic's **Joan Jett** giving away a signed guitar as part of a contest thrown by those crazy folks down at **Super 102** in Charleston, WV. Pictured (l-r) **Super 102 PD Bill Shahan**; a very sweet and innocent grand prize winner; **Joan** (we like to call her Joan); and **OM/Morning Zoo** host **Tom Gallagher**. Moments later, the very innocent looking winner turned to **Joan** (we like to call her Joan) and uttered the immortal words: "I don't care much for the guitar, but I sure wouldn't mind checking that photographer's shutter speed." (Ed Asks: Do all girls from Charleston look like that?)

Fun Sport



That's **Columbia Seattle Promo** wiz **Larry Reymann** with **KWHC Anchorage PD/MD Cyndie Maxwell** hanging with two bloody fish carcasses during a recent trip to **Seward, Alaska**. To further their great American sporting experience, the pair then sliced the fish open, yanked out all the slimy guts and intestines, left them in an oozing pile of rotting cess before the flies came to chomp on the festering, smelly, decaying, mold-ridden remains. Thank you for your understanding.

1989 Movies

Hollywood plays it again. And again. Coming soon to a theatre near you this year: "Fletch Lives," "Indiana Jones and the Last Crusade," "Back to the Future II," "Star Trek V," "Ghostbusters II," "Lethal Weapon II," "The Fly II," "Police Academy 6" and "A Nightmare on Elm Street 5." Can't wait for the soundtrack albums, can you?

Don't Worry, Make Money

Bobby McFerrin's chart-topping "Don't Worry, Be Happy" is being made into a book featuring the single's lyrics, twenty new verses and illustrations. **McFerrin** has

written an introduction on how he applied the song's title to his life. All for \$8.95. We're feeling better already just having written this item.

Two Hunks



That's the gorgeous, sexy heartthrob **Steve North** (left) of the **United Stations** interviewing actor **Mel Gibson** (right) for one of their 4567 shows that all sound the same. Moments later, a crowd of screaming women rushed in the room, knocked North down and stripped him down to his **Fruit Of The Looms**. (Ed Note: Not the least bit funny, but it does conjure up some bizarre images of this guy in his undies. Thank you.)

Advertisement

"Certain to be a multi-week number one record... top ten phones...top 15 call-out research...this is an absolute M-O-N-S-T-E-R. It's an add at No. 15."

Tom Jeffries, PD,
WZOU-Boston

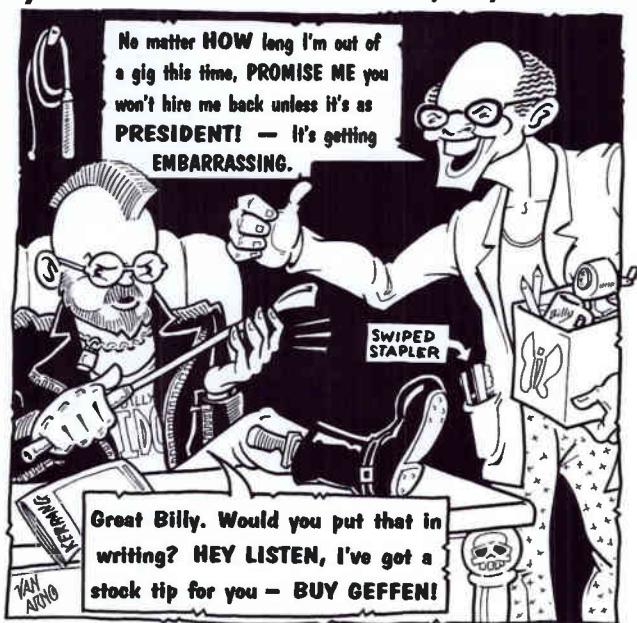
"Eternal Flame"



FRONT PAGE

AIRHEAD

Billy Bass bids farewell for the 4,678,932 time....



Will Bass's exit leave them with the "Fisherman's Blues"? Stay tuned.

UNCONVENTIONAL WISDOM

Danger - Delta Charlie. There's a bogie at angel niner closing quickly on you 70 miles east. I can't put a make on her but she's coming on strong. Wait; it's not a MIG. It's another HITS intro. Lock it up anyway, Delta Charlie. Fire. Good Kill, Delta Charlie. Let's go home.

Chrysalis	Does Geffen have a butterfly net?
Debbie Gibson	No backlash here. Do we have to have her home before midnight?
Air Safety	Does Amtrak cross the Atlantic?
MTV	Read their lips - They break records. Next up, Bullet Boys and Living Colour.
SuperBowl	Maybe we'll get lucky and have a good game before the decade is over.
Hirohito	Still dead. LP due out on Quantum.

ON RECORDS By Lenny Beer

MTV Strikes Again, Twice

NEW ARTISTS FOR A NEW YEAR: Well, it's time for the wheel to spin again. And it's time for us to harp on one of our favorite subjects — **MTV SELLS RECORDS.** Sure it's easy to say that when they pitch in with all formats of radio to help explode a new act like Geffen's **Edie Brickell & The New Bohemians.** And, it's even easy to note their impact on taking an artist like **Bobby Brown** (MCA) to new heights. But, when they step out on their own to support an act that radio has rejected, their importance to the record community is magnified geometrically and their value as a record-breaking entity is solidified. Two such current cases exist and are well worth noting.

BULLET BOYS SHOOT STRAIGHT: In the fall, Warner Bros. released an ambitious new rock project, **Bullet Boys**, produced by hit-maker **Ted Templeman.** It seemed "too rock" for **Album Radio**, which will rarely consider a new rock band. Yet, the programming people at **MTV** felt it was right for their audience, without a single and without any form of radio support. They stuck with the project right through the holiday onslaught of superstars, and the results are now becoming astoundingly apparent. The album surfaces big this week, winning the **Front Page Retail Breakouts** contest and debuting smartly on our national album sales chart at #29. We look for a forthcoming radio assault from the promo team at WB to support the growing

popularity of this band, but that all-important base was established from the support of **MTV.**

LIVING COLOUR LIVES: Then there's the story of **Living Colour** (Epic). They are the ultimate record business enigma, a black rock band. It seems like the format of radio has yet to be established that fits this type of band. They sound like an **Album Radio** natural, yet black artists have always struggled for success there, even when the format was thriving in the 70's and breaking new acts. The album came and went quickly, achieving some attention on the **Post Modern** front, yet not enough to catapult the band to the mass appeal marketplace. Then, well after the project's time had seemingly come and gone, **MTV** again came to the rescue. With an exciting vehicle in the video for "Cult Of Personality," the powers-to-be in videoland chose to make a stand for this powerful new band. And again they hung on through the holidays and came out of the New Year swinging for extra bases. Now this act is also launched, selling records, and beginning to find mass appeal radio acceptance.



Bullet Boys — "Bulleting" up the national charts.

VAN HALEN

"FEELS SO GOOD"

Edited 7" version

Satisfaction Guaranteed

The Next Smash Single

From The Multi-Platinum

NO. 1 ALBUM OU812

Mastered by Decca Canada



FRONT PAGE

Stessel VP At EPA

Larry "Don't Call Me George Jessel" Stessel has been appointed to the newly created position of Vice President, West Coast Operations for Epic / Portrait / CBS Associated labels.

As VP of Operations, Stessel's first official duty will be overseeing a gall bladder job at Cedars Sinai Hospital in Beverly Hills. (Ed Note: Just kidding. Larry hates blood.)

Stessel has been VP of Product Marketing since 1978, and has been with CBS for his entire career.

According to Stessel:

"This isn't me talking. You're making up my quotes, so why should I say anything, if what I'm saying really isn't me saying it." Thanks Lar.



Larry Stessel — He has a beard.

Scenes From Marriage

According to the reputable British tabloid, **The People**, Madonna spent New Year's Eve "trussed like a turkey," after being beaten, gagged and strapped to an armchair, then left alone for nine hours by husband **Sean Penn**. Look folks, we don't believe this crap either, but it makes this rag seem respectable.

Advertisement

"This is the cut that will go all the way...it's already lighting up the phones after just one week in hot test rotation."

Kevin Weatherly, MD, KIIS/FM-Los Angeles

"Eternal Flame"

Platinum Rod



That's Warner Bros. Chairman **Mo Ostin** (l) presenting **Rod Stewart** (c) and his managers **Arnold Stiefel** (second from right) and **Randy Phillips** (r) with Platinum awards for Rod's "Out Of Order" LP. Arnold, who can only replicate the look on his face with the help of an electric cow prod, turned to Ostin and uttered the immortal words: "Thanks Walter, let me be the first to tell you how much younger you look without the beard." (Ed Note: Hating us is the right thing to do.)

Hands On Training



Kenny Loggins (l), shown here with **Smokey Robinson** after being honored by the L.A. chapter of NARAS, is pictured displaying the reason he's always smiling. Said Kenny: "Why the hell do you think I enjoyed 'Hands Across America' so much?" (Ed. Adds: Embarrassing. Very embarrassing.)

Urban Promoted At EMI

Ron Urban, affectionately known in the industry as **Ron Urban**, has been promoted to the post of Senior Vice President / General Manager for EMI Records. Urban will be headquartered in New York.

Urban was congratulated by label execs as well as his son, **Sub Urban**. (Ed Note: Sorry about that one folks.)

Urban joined EMI in August, 1987 as VP of Finance and Administration. Prior to that, Urban spent four years at Arista as VP of Finance and Administration.

In a phone interview, Urban stated: "Hello, this is Ron Urban."



Ron Urban — Doesn't look like Eddie Albert.

Beatle For Sale

And you thought **Albert Goldman** was tacky. **Yoko Ono** has inked a licensing deal for **John Lennon** prints, scarves, stationery, aprons, watches, coffee mugs, greeting cards and neon

sculptures. What, no toenails? Spokesman **Elliot Mintz** insists her goal is to make Lennon souvenirs affordable to the average **Beatle** fan, while avoiding a "Presley-esque circus." O.K.

CROSBY, STILLS, NASH & YOUNG "GOT IT MADE"

(7-88966) (PR 2577) (PRCD 2578)

CROSBY, STILLS, NASH & YOUNG
AMERICAN DREAM



the new single from the album
AMERICAN DREAM⁽⁸¹⁸⁸⁸⁾

ALBUM SALES PLATINUM PLUS!

***16 THIS WEEK ON THE
BILLBOARD ALBUM CHART**

Produced by Niko Bolas and Crosby, Stills, Nash & Young
Assisted by Tim Mulligan
Management: Elliot Roberts/Bill Siddons/Gerry Tolman



On Atlantic Records, Cassettes and Compact Discs

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FRONT PAGE

A Photo



Here is a picture of the folks from MCA Records welcoming new "A&R Consultant" film Director **Penelope Spheeris** to the label. Pictured (l-r): MCA President **Al Teller**; **Penelope Spheeris**; MCA Executive VP/General Manager **Richard Palmese**; Sr VP Business and Legal Affairs **Zach Horowitz** and A&R VP **Kathy Nelson**. Spheeris, who directed such soon-to-be-classics as "The Decline Of Western Civilization Parts I and II" and "Suburbia" was immediately made to feel right at home when the four executives quickly sucked down a couple of bottles of whiskey and proceeded to vomit violently for 15 minutes. (Ed Note: Really dumb, but at least we got the V word in. Thank you.)

45 RIP

Both the **Peaches** and **Camelot** record chains will stop carrying vinyl singles because "cassingles" and CD-3's have become more popular. Cassingle sales jumped 547% in the first six months of '88, while sales of

vinyl 45's dipped more than 12%. Best-selling rap and dance cassingles have sold more than 200,000 copies to the estimated 325 million cassette player owners in the U.S. Have you tried buying a phonograph needle lately?

Advertisement

"Great Phones! Already showing up in call-out research with less than a week of airplay...I'LL EAT THE CD IF IT DOESN'T GO TOP 5."

Jim Ryan, VP/Programming, Q105-Portland

"Eternal Flame"

Geek



Here's a picture of Elektra's nice guy, **Ray Carlton**. How do people like this get good jobs at the major labels?

The Ladder

A rundown of executives on the move.



Martinovich



Diggins



Raumberger



Stanten

Lots of action out there this week. Unfortunately, we don't have a goddamn clue about any of it. (Ed Note: Hey, you're not supposed to say goddamn in a music trade publication. Thank you)..... **Mike Martinovich** is the new Vice President, Marketing, CBS Nashville. He was most recently Vice President, Merchandising, CBS Records..... **Ray Anderson** Entertainment has appointed **Bill Diggins** to the post of Personal Manager. Bill was most recently a Personal Manager with **Ron Weisner** Entertainment. He is happy..... **Gabrielle Raumberger** has been tapped to helm the art department at **Geffen Records**. Previously at **Warner Bros.**, Gabrielle commented: "I was previously at **Warner Bros.**" Joining Gabrielle are: **Kav Deluxe**, **Maria DeGrassi**, **Cindy Ridgeway** and **Sharon Cain**..... At **Capitol**, **Claudia Stanten** is promoted to Manager, A&R. She was previously an A&R Rep for the label..... At **CBS**, **Danny Wynn** is appointed Director

of Business Affairs, East Coast. Before going to work at **CBS**, **Wynn** grabbed a bagel and cream cheese on 49th Street..... At **Atco**, former **Billboard** (we love **Billboard**) fellow **Steve Gett**'s been named to head up a new Artist Development and A&R department. Much to our disbelief, **Gett** is wearing the **SAME SHIRT** (photo below) he wore to our Christmas Party! The funniest part about that is that **WE THOUGHT HE WAS TOLD IT WAS A COSTUME PARTY!!!** Or — **HE WORE IT JUST TO SHOW US** (After months of some pretty dang dry **Billboard** editorial) **THAT HE HAD SOME PERSONALITY AFTER ALL. BAAAAAH!!!!** Will someone please send this dude some duds? Thanks, we needed that..... **Keith Chambers** is appointed Manager of Adult Contemporary Promotion for **Cypress Records**. **Chambers** recently worked in **Seattle** as a forward for the **Supersonics**..... **Michelle Piza** is the new Manager, Graphic Arts for **Elektra**.



Wynn



Gett



Chambers



Piza

LEFT TO MY OWN DEVICES

THE RIGHT PET SHOP BOYS SINGLE.
FLASHMAKER!

Y95	add	KF95	add
KKRZ	add	WRCK	add
KITS	add	KYRK	add
KWOD	add	95XXX	add
HT977	add	CKOI	add
KITY	add	KZOZ	add
WGH-FM	add	OK95	add
KCPX	add	WHOT	add
Q100	add	WJAD	add
KZZU	add	WZKX	add
WPST	add	KROQ	deb 29

FROM THE GOLD ALBUM,
INTROSPECTIVE

Produced by Trevor Horn and Stephen Lipson
Management: Massive Management—Tom Watkins / Rob Holden

THE EMI COMMITMENT



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Y107 add

KXXR 37-31



CRYON²

FROM THE DEBUT ALBUM VIXEN

OVER ~~350,000~~ UNITS SOLD.

425,000

WORLD TOUR CONTINUES!

Produced by David Cole and Rick Neigher

Management: Allen Kovac/Steve Drimmer, Left Bank Management
Project Manager: Lewis Kovac



NEAR TRUTHS

By I. B. Bad, Los Angeles

From the "Did Oliver Stone Write This?" file comes the further adventures of **David Geffen** and **Chrysalis**. We already know that Geffen, who definitely wants to expand his music empire, has purchased roughly 9% of **Chrysalis PLC** stock. Enter former Chrysalis PLC #2 man **Terry Connolly** who currently owns 6% of Chrysalis stock and is reported to be in the Geffen camp. Did Geffen acquire his stock from Connolly, or is that a still-to-come event? Meanwhile, insiders are saying that Chrysalis ruler **Chris Wright** has flown to New York in search of a "White Knight" to help prevent a possible Geffen takeover. Will that knight take the form of cash, or will Wright join forces with another major record company to assure shareholders that a revamped Chrysalis management structure will restore the company back to fine health? And what about Geffen partner **WCI** agreeing not to significantly increase market share through acquisition or merger following the **FTC's** denial of their purchase of **PolyGram** in 1985? Amid all the confusion, one thing is for certain, the Chrysalis we know today, will be drastically different in the

very near future. Stay tuned folks. It's getting hot..... And speaking of action, remember when we told you of major shake-ups at the major labels after the first of the year. Well it's started — i.e.: **Billy Bass'** latest departure from Chrysalis to become Executive VP/GM of **Clarence Avant's Tabu/Sussex** labels..... Meanwhile, **Dan DeNigris** has exited his VP of Promo spot at **E/P/A**, paving way for the dual leadership of **Polly Anthony** and **Harvey Leeds** (see page 10)..... **Ken Baumstein** has exited his marketing post at **EMI**. Odds on favorite for the gig is former **Epic/Uni** marketing man **Robert Smith**..... Highly coveted **CBS Boston Branch Manager Luke Lewis** is headed to **MCA** as VP of Field Marketing..... **Les Garland** is out at **Quantum**, serving the remainder of his contract as a consultant and preparing a **Morton Downey Jr.** album. Look for him to return to the radio fold..... If **Harry Palmer** goes to **Derek Shulman's Atco**, will it be lawsuit city..... Hey folks, these executive changes are only the preliminaries. The main event is still to come..... The recent restructuring of **Prince's** management and law team brings up some interesting side bars. Is this the final straw in the reorganization of former management team **Cavallo, Ruffalo & Fagnoli**? And what about **Prince's** move from attorney **Lee Phillips** and the firm of **Manatt, Phelps, Rothenberg & Phillips** for the firm of **Ziffran, Brittenham & Branca**? Will this be compounded by rumors that **Phillips** associate **Peter Paterno** is in danger of losing client **Guns N' Roses** amid the continuing chaotic climate surrounding management and representation?

Stocking Up?



David Geffen — He won't leave home without it.

MINI MUGS



EGG NOGGINS: The generous folks at **Chrysalis Records** held their annual office Christmas party for the usual gang of freeloading industry types, who stayed until they were kicked out the following morning. From left to right, making sure no one stole any paper plates or plastic forks, are: **East End Management's Tony Dimiatrades**; **Chrysalis Records chairman Chris Wright**, on the way to the tailor to get his jacket sleeves shortened; **Chrysalis Group Exec. VP Joe Kiener**; **Chrysalis Records President Mike Bone**, looking for a lampshade; **Billy Idol**, asking for the key to the men's room; and **Chrysalis Records Senior VP Jeff Aldrich**, attempting to catch the proverbial "buzz."



THE SHADOE KNOWS: How tough it is to generate ink when you're working in a secondary market like Philadelphia, so **Shadoe Stevens** (center) showed up to cast a welcome spotlight on **Eagle 106's** red-hot morning team of **Welch** (left) and **Woody** (right) to mark the **Top 40** powerhouse joining the **American Top 40** line-up. Afterwards, the Philly twosome turned to **Shadoe** and asked the immortal question. "Now, can we get on **Hollywood Squares**. Federated man?"



RUSSELL IN RUSSIA: **A&M** recording artist **Brenda Russell** (center) drops by the offices of her publishers, **Geffen Music**, to tell how she traded used **Levi's 501's** for "lots and lots of rubles" during her recent visit to the U.S. S. R. for the **Songwriter's Summit** in **Moscow**. She also co-wrote a tune with **Albert Hammond** and Soviet composer **Vladimir Matetsky**. Picking up some pointers on exploiting the black market in jeans are **Geffen Music President Ronny Vance** (left) and **Geffen Music Professional Manager Lisa Wells** (right).

LETTERS

We'll Be There

Roy Trakin:

You and a guest are cordially invited to attend a listening party celebrating the completion of Debbie Gibson's new Atlantic album, "Electric Youth." The party will be held on Thursday, January 12, 1989 from 6 to 8 P.M. at Ed Debevic's Restaurant, 134 North La Cienega, Beverly Hills.

R.S. V. P. to Karen at (213) 205-7441.

Best Regards,
Doug Morris
President

Paul Cooper
Sr.VP/GM, WC
Atlantic Records

Roy replies: Hamburgers and malteds with the Debgal herself? Are you kidding? We'll be there...unless our toenails need clipping that night. If we don't make it, have Salidor send us a photo...

To Whom It May Concern:

Please cancel our subscription for KTXY effective immediately. The purchase was unauthorized, and the dues cannot be paid. Thank you for your attention to this matter.

Kathy Tebow
Office Manager
KLIK-KTXY
Jefferson City, MO

T.W.I.M.C replies: This is your lucky day, Kathy. As author of the 10,000th letter we've received at the magazine, you are the proud winner of the Hits home game and a free subscription. The entire package, worth \$201.99, will be sent to you C.O.D., for the one-time-only price of \$200. Hurry, though, Kathy, because this offer is only available until you read this.

Dear Roy,

Thanx for the piece. I thought it was great. Best regards to Dennis and Lenny.

See you soon,
Nigel Grainge
Ensign Records Ltd.
London

Roy replies: No, Nigel, thank you!! Fox thought it was great, too. They've just picked up the option for a six-part mini-series based on the interview, to start filming this spring in Dublin, with Morton Downey playing you.

Dear Hits folks:

Having seen a few copies of your magazine, you seem to have a taste for the irreverent. Would you consider printing this P.J. O'Rourke satire that a few others have deemed too offensive. Thanks for taking the time to open the envelope.

Tim Brough
WAFL
Milford, DE

Hits Mailroom replies: Personally, Tim, we hate that fascist preppie, but thanks for sharing such lurid Yuppie fantasies as vacuuming the house with Melanie Griffith. Is this what passes for humor in Delaware? Quick, close that envelope before it gets out!!

Lenny:

I thought you might like to know that Freddy is working hard to promote Hits across the midwest.

GJ Thompson
Chrysalis Records

New Line Cinema replies: GJ, you are hereby ordered to cease and desist using the "Freddy" character for promoting Hits. We don't want a nice, clean-cut fellow like Freddy to be associated with a despicable, horrific rag like this one.

FAR TRUTHS

By Danny Fields, New York

Robbie Nevil, one of EMI's brightest young stars, stopped off in New York on his way back home to L.A. after a smashing European promo tour, and won the hearts of all Manhattanites with his talent, charm and innocence. He was here to talk about his new LP, "A Place Like This," and its hot single, "Back On Holiday," and to mingle with media and hang out with honchos like **Jack Satter** and **Varnell Johnson**. **Caroline Prutzman** supervised press activities, while **George Sliva**, **Jennifer Grossberndt** and **Rich Tamburro** oversaw the radio-active aspects, which included a few nights at Sound Track studios with A&R chief **Gerry Griffith**, reportedly thrilled at what he heard, and what it bodes for the future.... MCA managed one of the most brilliant coups of the season, pulling off a fabulous end-of-tour party for **Bobby Brown** and the **New Edition**—without Brown, who was felled by the flu in Virginia, and ordered home by the docs, with strict instruction not to stop in New York for the event in his honor. Held at the Columns ballroom, the setting was dominated by huge caricatures of the guests of honor, absent and present, and by such stars as **Diana Ross**, **Will Sexton**, **La La**, **Heavy D & the Boyz**, **Sugar Ray Leonard**, **Brenda K. Starr**, **Chris Williams**, **LL Cool J**, **Nile Rogers**, **Whodini**, and various **Giants** and **Jets**. Representing the MCA family were **Juanita Stephens** (who executed the whole colossal shebang), **Katie Valk**, **Louil Silas Jr.**, **Liz Heller**, **Jheryl Busby**, **A.D. Washington**, **Ron White**, **Michael Halley**, **Jeff Jones**, **Bobby Shaw** and **Rich Cervino**.... 19-year-old **Mica Paris**, the current darling of Britain's tabloid press on account of her incredible beauty and string of top-ten singles, flew into town on a recent

Won All Hearts!



Robbie Nevil—Stopped off in New York.

Monday morning, still a-tingle from the glam dinner she'd had in London the night before with her Island label supremos, **Chris Blackwell** and **Clive Banks**. In the midst of a publicity cyclone, orchestrated by **Cathy Swan** of the Susan Blond org, she lunched at label hq's with **Lou Maglia**, **Bob Catania**, **Janet Kleinbaum**, **Rick Bleiweiss** and manager **Bruce Garfield**, where the subject was the release of her Top Ten UK single, "My One Temptation" and her debut LP, "So Good." So much did Paris love New York, and so eager is she to work with American musicians, that she's moving here for the winter and spring and maybe longer.... **Paul Dean**, lead singer of **Loverboy** these past eight years, is now on his own, with a solo album called "Hard Core," and a thrilling single titled "Sword and Stone," co-written by **Desmond Child**, **Paul Stanley** and **B. Kulick**. He popped into Gotham for four glorious days of press and promotion, and found himself with such a tightly-packed sked that lunch with eminent journalist **Liz Derringer** had to be moved from Le Cirque to Columbia's offices, where everyone had a wonderful time anyhow. He also checked out the rushes of his first video, flown in hot from L.A. where they were shot, with **Jack Rowner** and **Debbie Samuelson**.

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)
TONE LOC	6.57	100	68	40	10	-	10
PAULA ABDUL	6.23	116	67	37	10	7	9
WILSON & ZANDER	5.47	69	3	1	4	3	6
U2	5.31	99	5	2	3	10	8
RICK ASTLEY	5.09	105	3	0	3	-	7
BOBBY BROWN	4.98	30	10	8	7	10	5
EDIE BRICKELL	4.89	67	15	5	7	10	8
GUNS AND ROSES	4.83	11	1	0	10	10	-
SHERIFF	4.81	98	10	60	10	7	10
MIKE & THE MECH	4.72	55	4	1	3	1	-
SHEENA EASTON	4.45	75	22	13	3	4	8
WHITE LION	4.37	83	93	48	10	9	9
KONKAN	4.23	26	11	6	3	-	3
DURAN DURAN	4.18	55	0	0	3	6	6
INFO SOCIETY	4.18	81	19	8	3	6	7
ERASURE	4.15	75	6	2	2	1	6
ESCAPE CLUB	4.01	51	4	1	2	5	5
BON JOVI	3.86	76	73	26	9	10	10
NEW KIDS ON THE BLCK	3.85	75	12	3	5	6	6
ROD STEWART	3.57	38	5	0	3	6	5
BOYS	3.54	49	27	14	3	7	8
KARYN WHITE	3.49	77	82	25	5	7	9
STEVE WINWOOD	3.45	63	58	12	3	7	6
LUTHER VANDROSS	3.38	7	1	0	3	7	3
SAMANTHA FOX	3.28	63	31	15	7	5	9
MILLI VANILLI	3.23	26	1	0	3	-	2
KYLIE MINOGUE	3.12	28	0	0	1	5	2
TIFFANY	3.03	55	31	5	3	9	9
TOMMY CONWELL	2.62	22	0	0	4	2	-

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.

The next hit single from Breathe.

"DON'T TELL ME LIES"

AM 1267

From their international smash gold debut album **ALL THAT JAZZ.**

(SP 5163)



Produced by Bob Sargeant. Remixed by Tom Lord-Alge.
Management: Outlaw • © 1989 A&M Records, Inc. All rights reserved.



FLASHMAKERS

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

The big names dominate radio this week with **Debbie Gibson** edging out **Guns N' Roses** in an out of the box race. **Breathe** scores big with their third single that looks

to be another hit in the making and **Rod Stewart** continues to pick up momentum with solid jumps and major market play. Watch **Was Not Was** — we hear a hit.

DEBBIE GIBSON LOST IN ATLANTIC

*Singles: 36** *Albums: —*

First single from the forthcoming album explodes out of the box with adds at WBLI, PWR106, KIIS, HOT97, Y95, WXKS, KKBQ, WHYT, WCZY, KRBE, Q107, WDFX, Y100, KUBE, KPLZ, WLLOL, KMEL, B94, WEGX, KDWB, X100, KKRZ, PWR99, KKFR, KOY, KZZP, KXYQ, 94Q, KBEQ, PRO-FM, FM102 and millions more! Early moves include Deb 25 Z100, Deb 34 WKRZ and Deb 31 Z103. The video is in rotation now with the album hitting the streets this week.

GUNS N' ROSES PARADISE GEFEN

*Singles: 44** *Albums: 1** *Avg Move: 4.83* *Aggrsv: 11*

What else is there to say except that we smell another #1 smash. Out of the box action at PWR95, Z100, KRBE, Q107, WDFX, Y100, KUBE, KPLZ, B94, KDWB, WMMS, PWR99, KXYQ, KKFR, PRO-FM, KWOD, KWSS, B97, Y108, KS104, WNVZ, KSAQ, WGH-FM, KCPX, K98, WMJQ, WAPI, BJ105, WRVQ, Y107, KKYK and many, many more. Already hot at KXXR 11-8, KBEQ 26-19, WKBQ 21-14, WZPL 27-23, WWSR 39-23, KLUC 40-26 and WLRS 35-25. Big debuts for Z95, KKBQ, Z103, KZOZ, WDBR, Q104, WSPK, WNOK, SLY96, WHTO and WPST.

BREATHE DON'T ASK

*Singles: 41** *Albums: —*

Third single flies out of the box and right onto the airwaves as one of the Most Added records of the week. Immediate believers include WXKS, WAVA, WZOU, WCZY, Q107, KPLZ, B94, WEGX, KDWB, KBEQ, Q105, KWSS, KWOD, KATD, Q102, Y108, KS104, Q106, 92X, KITY, KSAQ, WNCI, KCPX, K98, WBCY, KXX106, BJ105, WGTZ, WRVQ, Y107 and KZOU. Already breaking at KUBE, WLLOL, PWR99, KKRZ, KOY, WTIC, KIVA, WPXR, OK100, KTMT and WBNQ.

ROD STEWART MY HEART WB

*Singles: 42** *Albums: 47* *Avg Move: 3.57* *Aggrsv: 38*

Solid jumps and developing requests are helping to close this one. New this week at KUBE, WEGX, KKRZ, WNVZ, WKSS, WKSE, KZOU, KWES, WLRW, 100KHI, KZ93, WOKI and others. Jumps 14-6 WXKS, 13-10 Q105, 12-9 WLRS, 11-8 K104, 11-10 FM104, 37-28 KRBE, 28-22 WZOU, 38-31 KPLZ, 21-16 PWR99, 18-14 KXYQ, 38-30 KSAQ, 26-14 WBCY, 40-35 WKRZ, 20-16 WKDD, 22-18 WZPL, 22-14 95XIL, 28-20 SLY96 and 36-28 WWSR. Breaking big at B94, PRO-FM, B97, KCPX, FM100, WGTZ, WLAP and WPXR.

KON KAN I BEG ATLANTIC

*Singles: 43** *Albums: —* *Avg Move: 4.23* *Aggrsv: 26*

Huge club play and immediate phone response is helping to close this hot dance hit. New this week at B96, Q107, WAVA, Y100, KZZP, KSAQ, K98, WBCY, WKEE, WWSR, KF95 and others. Big moves at KITS 10-2, KKFR 16-8, KS104 12-6, KITY 12-7, Y106 9-2, KKQV 8-3, KLUC 10-8, KCAQ 8-3, PWR106 34-29, HOT97 32-28, B97 28-23, Y108 21-13, WNVZ 27-18, WKSS 35-28, KXX106 29-21, BJ105 32-22 and KWNZ 36-26. Debuts for KKRZ, KWOD, 92X, KCPX, 98PX and WNOK.

MILLI VANILLI GIRL ARISTA

*Singles: 50** *Albums: —* *Avg Move: 3.23* *Aggrsv: 26*

Developing from big club play and solid action everywhere played. New believers include WXKS, HOT105, KKRZ, WGH-FM, WKSS, WTIC, Y106, B98, KNAN, WCGQ, WHHY, WKEE, WAPE and KF95. Jumps 9-7 KMEL, 30-26 KZZP, 26-19 Y108, 21-11 KITY, 28-23 WNCI, 26-17 WCKZ, 32-26 KXX106, 36-29 WAEB, 28-22 WKSI, 37-32 KKQV, 36-31 WAYS and 29-21 KMGX.

EDDIE MONEY LOVE COLUMBIA

Singles: — *Albums: —* *Avg Move: 2.40* *Aggrsv: 7*

Second single is going right on the air at WCZY, WMMS, 94Q, KWOD, KATD, Q102, WGH-FM, KCPX, WAEB, Q100, WKDD, 95XIL, B98, CKOI, KIXY, KTMT, KWTO, WCGQ, WJAD, WKPE, WKSF, Y97, WIXX, WPRR, WPXR, KQKQ, WBBQ, WERZ, WINK, WOKI, WSKZ and many others. Early moves include 24-20 KXXR, 33-27 WZOU, Deb 32 WZOU, Deb 30 KXYQ, Deb 34 WTIC, Deb 29 WZPL, Deb 18 WQSM, Deb 29 OK100 and Deb 35 WAZY.

CHICAGO YOU'RE REPRISE

Singles: — *Albums: 41*

Third single from the current album scores big with a strong first week of action at radio. Out of the box action includes Y95, WXKS, KKBQ, WZOU, KUBE, B94, WLLOL, WEGX, PWR99, KXYQ, KXXR, PRO-FM, B97, Y108, WNVZ, KISN, WBCY, Y107, KKYK, KZOU, WAEB, Q100, 95XIL, 95XXX, B98, KBFM, KFBQ, KIVA, KTMT, KWTO and KZOZ.

TOMMY CONWELL IF WE COLUMBIA

Singles: — *Albums: —* *Avg Move: 2.62* *Aggrsv: 22*

Spreading with early request action and video play. New this week at WXKS, PRO-FM, OK100, WHOT, WWSR, KAKS and more. Moving at WEGX 29-24, WKDD 27-22, WZPL 30-26, WKRZ 32-28, WQUT 33-23, 95XIL 26-19, KTMT 33-26, OK95 24-17, 100KHI 21-15, WJMX 37-31, WPRR 35-30 and WPFM 29-25. Breaking at WZOU, KXXR, KIXY, WQSM, WIXX, WAZY, WCGQ and WAYS.

PICK 6

distinctly different singles



Was (Not Was)

"Walk The Dinosaur"
"What Up, Dog?"

People magazine called the album a "heavy favorite for Party Platter of the Year." Rolling Stone and Time loved it. So did audiences all over America, who danced and partied with Don and David Was on their recent tour. Your listeners are eager to learn how to walk the dinosaur.

Huey Lewis & The News

"Give Me The Keys"
(And I'll Drive You Crazy)
Small World

Huey Lewis' new video for "Give Me The Keys," which was directed by Jeff Stein, is destined to be an MTV classic. You should look for Huey and the News on the American touring trail in early '89.



The Pursuit Of Happiness

"I'm An Adult Now"
Love Junk

This hard rockin', three man, two woman band from Toronto has an off-center view of adulthood. And America loves it. What does a U.S. tour with Duran Duran and #1 reaction at both the alternative and AOR level equal? You've got it. A hit single for either side of thirtysomething.

Pat Benatar

"Let's Stay Together"
Wide Awake In Dreamland

Las Cruces, New Mexico provided the backdrop for Pat's new video, "Let's Stay Together." Released by popular demand, the song will be a standout—both on radio and on Pat's tour of Australia and Japan this March.



The Waterboys

"Fisherman's Blues"
Fisherman's Blues

Time magazine's Best of '88 survey warns America that the Waterboys are "poised for greatness" and Rolling Stone calls their music "stunning and seductive." Mike Scott and company will begin a long-awaited U.S. tour in March.

Midge Ure

"Dear God"
Answers To Nothing

International superstar Midge Ure is about to show American audiences why he's England's all time top chartmaker. The leader of Ultravox and musical director for the Prince's Trust Concerts introduces his unique vision with "Dear God."



Chrysalis.

6 HITS

FLASHMAKERS

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

MARTIKA MORE COLUMBIA

Singles: — Albums: — Avg Move: 2.13 Aggrsv: 14
 New artist continues to develop with early gains where played and major market support. Adds include KXYQ, WKEE, KEZB and KAKS. Jumps at KDON 15-9, PWR106 31-26, WCZY 40-33, KMEL 24-20, KITY 29-23, KXX106 40-31, KZOZ 37-31, WKPE 25-19, KMGX 30-26, WERZ 37-33 and KYRK 33-29. Debuts for WZOU, WLWL, KKRZ, PRO-FM, FM102 and WGTZ. Solid jumps and major market airplay are leading the way for this new artist.

HOUSE OF LORDS I WANNA RCA

Singles: — Albums: — Avg Move: 2.53 Aggrsv: 11
 Video play is helping to give this hot new act a run. New action this week at KRBE, KKFR, PRO-FM, KCPX, K98, WZPL, 95XXX, KWNZ, WHTO, WLRW, WRCK, JET-FM and others. Jumps 40-36 KXXR, 26-22 WKTI, 35-25 100KHI, 27-18 OK95, 40-36 SLY96, 36-30 KZZU, 38-25 KYRK and 29-25 KAKS. Breaking at KJ103, WKLQ, WPMR, WZKX, WQUT, WDBR, KSND and WBBQ. Beginning to generate male phones.

HUEY LEWIS GIVE CHRYSALIS

Third single from the current album has many programmers talking. This week's believers include WXKS, WZOU, WCZY, KATD, Q102, WGTZ, WZPL, WKDD, KQCR, KWTO, OK95, Q104, SLY96, WAZY, WBWB, WDLX, WJAD, WKLQ, WKSF, WLAP, WLRS, WPMR, WQXA, WSPK, WZOK, Y97, Z106, 100KHI, KQKQ, KSND and WBBQ. Early gains at KKRZ Deb 31, WAEB Deb 38, WHTO Deb 31, WPMR Deb 34, WBNQ Deb 36, WDBR Deb 36, KTMT Deb 37 and WJMX Deb 40. New video is now in rotation on MTV and VH1.

ROY ORBISON YOU GOT IT VIRGIN

Major market action leads the way for this single released in memory of the legend himself. Immediate airplay at B96, WXKS, WZOU, WMMS, KXYQ, PRO-FM, WTIC, K98, KISN, WBCY, WMJQ, B93, Y106, 95XIL, 95XXX, B98, KIVA, KIXY, OK100, OK95, WAYS, WJAD, WKPE, WLRS, WPMR, WZKX, KSND, WBBQ, WINK, WNNK, Z102 and others. Programmers have been mentioning this one for several weeks as well as lots of interest from retail around the country.

SURVIVOR ACROSS SCOTTI BROS.

Spreading with a new video in rotation helping. Adds include WXKS, KXYQ, KXXR, PRO-FM, WBCY, FM100, WZPL, 100KHI, KNAN, OK100, SLY96, WKLQ, WNOK, WLRS, KSND, KF95, FM104, JET-FM and KAKS. Debuting for WQSM, KIVA, WDLX, Z106 and WBNQ. Second single released from their current album.

PET SHOP BOYS LEFT TO EMI

New single scores with out of the box action at Y95, KITS, KKRZ, KWOD, HOT977, KITY, WGH-FM, KCPX, Q100, 95XXX, CKOI, KZOZ, OK95, WHOT, WJAD, WZKX, KZZU, WPST, KF95, WRCK, KYRK and many more. Already breaking big for KROQ in Los Angeles. This act should be on their first tour ever sometime late this year.

BOY MEETS GIRL BRING DOWN RCA

Second single and follow-up to Top 10 smash is spreading with new action this week at WGH-FM, Y107, Q100, KBFM, OK95, WHOT, WJMX, WPMR, WPMR, WQUT, WSPK, WQSM, KSND, KZZU, WBBQ, KYRK and others. Making early moves at WPMR, SLY96, WBNQ, KTMT, K104 and WKQB. The video for "Waiting For A Star To Fall" is still in solid rotation on VH1 with a new one released this week.

FINE Y CANNIBALS SHE DRIVES I.R.S.

Great sounding new single from this hot act is making early gains with lots of talk from programmers around the country. It is already getting lots of club play with a new video soon to be released. Out of the box action includes KEGL, KRBE, KITS, KKFR, KITY, KIXY, WHTO, WPMR, KKQV, WBBQ, Z102, KF95, KQIZ, KYRK and many more. Already breaking at KROQ in Los Angeles. Keep your ears open for this one!

DINO 24/7 B'WAY

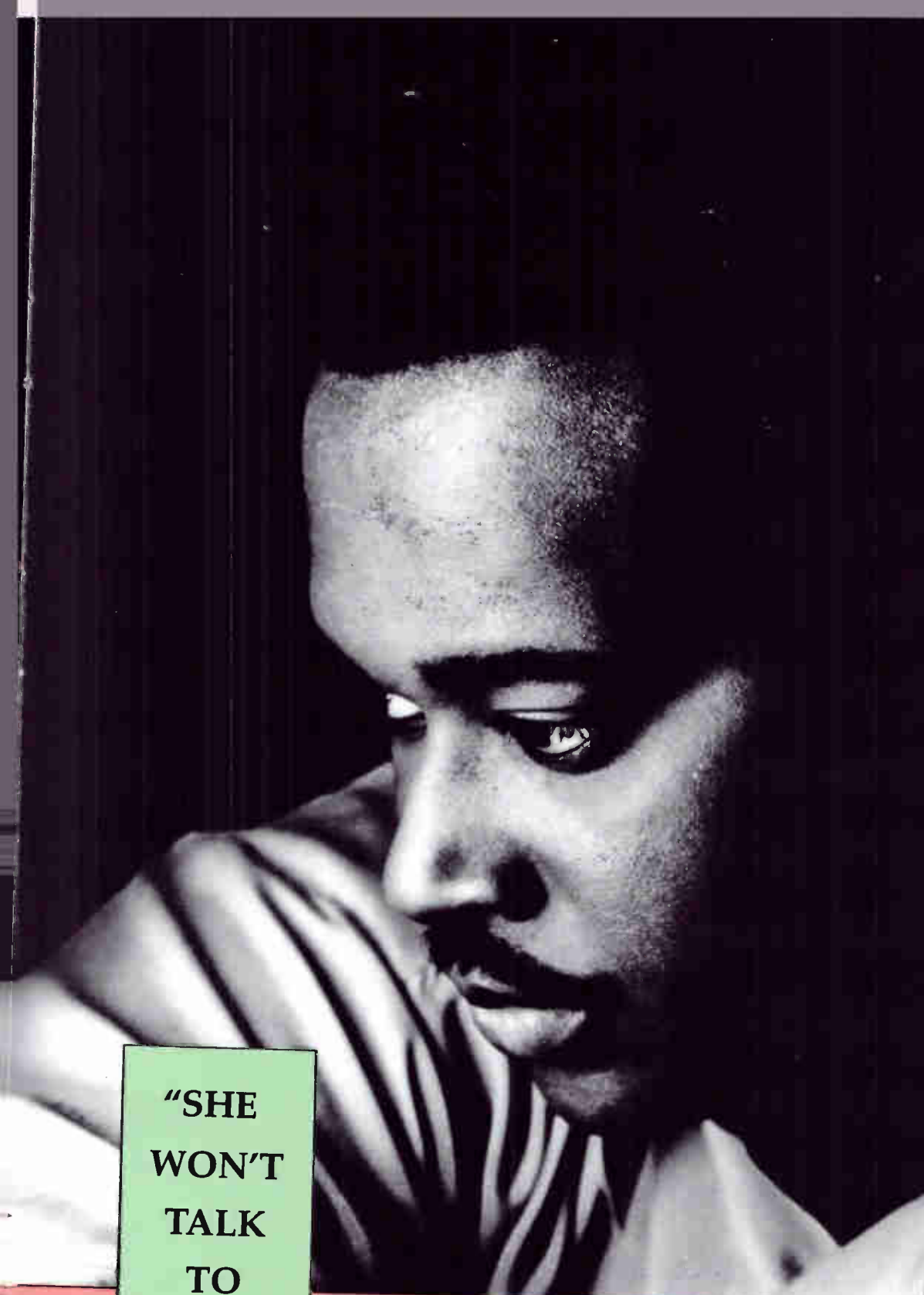
Singles: — Albums: — Avg Move: 6.00 Aggrsv: 2
 This single is ready to make big moves at Top 40. Programmers are talking about it as it begins to make big moves on the West Coast. Early believers include KWSS, KDON and KMGX. Moves: Deb 26 KMEL and Deb 28 HOT97.7. His debut album is soon to be released with two dance club smashes behind it. Video will be aired in the next week. One to watch!

WAS NOT WAS WALKING CHRYSALIS

This week's Wildcard pick sounds like a natural for Top 40. Early believers include Z95, WTIC, KKQV, WAZY, WKLQ, WNOK, KMGX and others. Follow-up to their debut hit "Spy In The House Of Love." Programmers have been testing this one for several weeks and many are calling it a hit in the making. Already generating requests for those playing it.

EVERLY BROS. DON'T CAPITOL

Great team-up with the Beach Boys is making early gains at Top 40 with out of the box adds at K104, KF95, KTMT, WCGQ, Q100, WHTO and KZZU. From the box office smash "Tequila Sunrise" soundtrack. New video is in rotation on VH1.



LUTHER

VANDROSS

"SHE
WON'T
TALK
TO
ME"

34-08513

Top 5 Urban In 4 Short Weeks!!

Crossing To CHR!!

The Platinum Phenomenon Continues...

The Album, "Any Love" OE 44308

When You Play It, Say It!



CROSSEOVERS

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

Anita Baker scores big with the second single from her huge selling album. **Bobby Brown** explodes again; while being officially released this week. **Vanessa Williams** continues to cross from a strong Black/Dance

base, and **Cinderella** has a huge first week with this second single. Watch out for **R.E.M.**, ready to cross at Top 40 from big album sales and a #1 Post Modern base!

BLACK/DANCE

ANITA BAKER JUST ELEKTRA

Singles: 47* Albums: 11 Avg Move: 2.88 Aggrsv: 5

Big album sales lead the way for this second single. New this week at KIIS, KRBE, WCZY, WXKS, HOT105, KMEL, KKRZ, PWR99, KOY, 94Q, PRO-FM, KWOD, KATD, KSAQ, KTFM, WTIC, KITY, KISN, WBCY, WMJQ, KXX106, BJ105, Y107, KZOU, Q100, WAEB, 100KHI, 95XIL, K106, KBFM and KFBQ. Jumps at B96 28-24. WUSL 19-12 and HOT97.7 37-30. Debuts for WGCI Deb 38, KKDA Deb 32, WCKZ Deb 28, 98PXY Deb 29, WVSR Deb 36, KQMQ Deb 26 and KYRK Deb 36.

BOBBY BROWN RONI MCA

Singles: 29* Albums: 5* Avg Move: 4.98 Aggrsv: 30

Even though this third single has not been released to Top 40, it continues to explode with more adds this week at Z100, Y100, KDWB, WNVZ, KSAQ, WKSS, KMPZ, KJ103, WGTZ, WKRZ, WAEB, Y106, KZOU, KC101, KLUC, Q104, WHTO, WKEE, WSPK, Y97, WANS, WDBR, WNNK, WRCK, KRQ and KYRK. Moves 10-1 WGCI, 15-10 X100, 5-3 KMEL. 6-2 Z102. 40-32 97. 33-27 PWR106, 27-23 B96, 30-26 WAVA. 18-14 WHYT. 34-16 KKRZ, 29-21 KOY, 33-20 FM102, 26-20 KWSS, 28-23 KS104. 22-18 KTFM, 34-25 KXX106, 30-24 B93. 36-17 WNOK, 37-29 WVSR. 24-20 KKQV and 19-13 KMGX. Debuts at 27 KIIS, Deb 29 KUBE, Deb 27 WEGX, Deb 38 WLOL, Deb 25 KWOD, Deb 27 Q106, Deb 28 KCPW, Deb 31 WTIC, Deb 26 98PXY, Deb 28 KKYK, Deb 32 WPRR, Deb 38 KNAN, Deb 26 WAPE, Deb 28 KCAQ, Deb 36 WPST and Deb 32 WKQB.

VANESSA WILLIAMS DREAMIN' WING/POLY

Singles: 49* Albums: — Avg Move: 2.29 Aggrsv: 10

This Black/Dance smash is breaking big with new support from WXKS, WAVA, WZOU, KKFR, PRO-FM, KATD, KS104, KTFM, WKSS, KITY, Y107, KZOU, B98, KC101, KDON, KWNZ, OK95, Y97, 100KHI, WQSM, WBBQ, Z102 and KAKS. Moves at WUSL 21-14, KMEL 26-22, WNVZ 32-28, KXX106 31-24, WNOK 38-31, KMGX 22-18, KQMQ 24-18 and WKQB 33-29. Breaking big at WGCI, KKRZ, KWOD, FM102, Q106, KJ103, WHTO, 95XIL, WFLY, KCAQ, KTUX and many more.

LUTHER VANDROSS SHE WON'T EPIC

Singles: — Albums: 37* Avg Move: 3.38 Aggrsv: 7

The second single from the new album continues to cross with big sales and major markets leading the way. New this week at WNOK. Moves 12-8 WUSL, 23-17 WGCI, 27-22 KXX106, 28-24 WCKZ and 38-33 WPFM. Debuts at 30 WTIC, Deb 35 KITY, Deb 31 KMGX and Deb 34 Z102.

Z-LOOKE CAN U READ ORPHEUS/EMI

Singles: — Albums: — Avg Move: 2.06 Aggrsv: 6

This Black /Dance smash is crossing big with new adds at WXKS, HOT97.7 and WNOK. Moves for WGCI 12-5, WUSL 18-9, KITY 34-29, KXX106 34-30 and KMGX 24-20. Breaking at WPGC, KYRK and more.

KARYN WHITE SUPERWOMAN WB

Singles: — Albums: 39* Avg Move: 3.78 Aggrsv: 5

The next single from her new album has already begun to cross with big Black/Dance airplay and album sales leading the way. New adds at KITY and WFLY. Already moving 27-9 WGCI, 10-5 HOT105. 3-2 WUSL, 19-15 WHYT, 20-15 KMEL and 21-16 KTFM. One to watch!

JT TAYLOR/R BELLE FOREVER EPIC

This new duet goes on out of the box at KMEL, KOY, HOT97.7, KITY and KYRK. Already Deb 23 WQSM. From the "Tap" soundtrack.

ALBUM/ROCK

CINDERELLA LAST MILE MERCURY

Singles: — Albums: 26*

Follow-up to the debut hit from "Long Cold Winter" goes on the air out of the box at KRBE, WZOU, PRO-FM, WGH-FM, KSAQ, KZOU, WAEB, Y106, KJ103, K106, KBFM, KFBQ, KIVA, KIXY, KTMT, KWNZ, OK95, Q104, SLY96, WAZY, WBNQ, WDBR, WHTO, WHTO, WJAD, WKPE, WPFM, WSPK, WVSR, WZKX, KTUX and many more. Big album sales continue.

DOKKEN WALK AWAY ELEKTRA

The first single from the new album goes on Top 40 radio this week at KXYQ, 95XIL, KIXY, OK95, WBNQ, FM104, K104 and KYRK. Watch for new video on MTV.

POST MODERN

R.E.M. STAND WB

Singles: — Albums: 16* Avg Move: 3.23 Aggrsv: 7

Label debut is already #1 at PoMo radio and crossing. New believers this week include WZOU, KWOD, FM102, B93, 95XXX, OK95, WJAD, WJMX, WSPK, WLRS, WFLY, Z102, JET-FM, KAKS, KYRK, WKQB and many more. Already moving 15-11 KITS, 38-34 K106, Deb 20 KKFR, Deb 20 OK100, Deb 24 KIVA, Deb 37 WAZY and Deb 37 Z104. Big album sales should help.

CAMOUFLAGE THE GREAT ATLANTIC

Singles: — Albums: — Avg Move: 3.83 Aggrsv: 12

The Post Modern and Dance base continues to spread to Top 40 with new adds at KJ103, 95XXX and WPFM. Moves at KKBQ 15-10, KITS 12-10, K106 3-1, KRBE 30-20, KMEL 29-24, PWR99 18-14, KWNZ 32-22, KKQV 35-28, KBFM 35-29. Debuts for WXKS Deb 26, KXXR Deb 38, KCPX Deb 27, WNOK Deb 27, KZOZ Deb 33 and KNAN Deb 35.

TRACIE SPENCER

IMAGINE

THE NEW SINGLE FROM THE ALBUM "TRACIE SPENCER"



OVER 200,000 UNITS SOLD!

Performing Imagine on THE ARSENI0 HALL show Monday January 16,
Martin Luther King Jr. Day with Branford Marsalis.



REQUESTS

Tone Loc explodes once again on the phones this week with over 1 million single and 12" sales. **Sheriff** is making big gains with phones leading, **White Lion** continues to build with huge video play and requests helping

and **Paula Abdul** scores big with her hit that continues to move "Straight Up" the charts. Watch **Edie Brickell** — big gains!

STONE LOC WILD THING DV/ISL

Rap giant is making huge gains each week with continued requests, giant 12" sales (album is released next week) and big video play. Hot this week at B96, 92X, B93, G105, JET-FM, KBOS, KC101, KEWB, KFBQ, KFQX, KFRX, KFX, KKYK, KSJQ, KWES, KWNZ, KWOD, PWR99, SLY96, WAEB, WDFX, WGTZ, WHHY, WHY, WJAD, WKQB, WKZQ, WLOL, WPGC, WPHR, WPXR, WRCK, WTHT, WYKS, Y107, Z102, Z103 and more.

SHERIFF WHEN I'M CAPITOL

Former Wildcard pick is approaching the top with big phones and single sales leading the way. Pulling requests for Q107, B98, FM100, JET-FM, KBUI, KC101, KEYN, KF95, KKYK, KNIN, KPHR, KSJQ, KWES, KWOD, KYYY, KZZU, WBLI, WDFX, WFX, WGLU, WHHY, WJAD, WKHI, WKSF, WLRS, WPRR, WQCM, WRCK, WTHT, WYKS, WZOK, Y107, Z102 and Z103.

WHITE LION CHILDREN ATLANTIC

Giant phones are the story here. The video remains in heavy rotation which is helping to propel this one to the top. Big this week at 92X, B93, JETFM, KBUI, KEYN, KF95, KFBQ, KFRX, KKYK, KPHR, KWES, KYYY, PWR99, SLY96, WANS, WGLU, WGTC, WHHY, WJAD, WKHI, WKQB, WLOL, WMMS, WOMP, WPHR, WPRR, WPXR, WQCM, WRCK, WTHT, WYKS, WZOK and others.

PAULA ABDUL STRAIGHT UP VIRGIN

Now selling while continuing to generate solid requests everywhere played. This week's mentions come from WHY, 92X, B93, FM100, JET-FM, KBUI, KC101, KEWB, KF95, KFBQ, KFQX, KKYK, KNIN, KSJQ, KWNZ, KWOD, WAEB, WANS, WDFX, WGTZ, WKZQ, WLOL, WPF, WPXR, WRCK, Z102 and many more.

BON JOVI BORN TO BE MERCURY

Second single from the mega-platinum album is taking significant jumps up the chart each week with big sales and phones leading the way. Hot this week at WMMS, G105, KC101, KF95, KFRX, KISR, KNIN, KPHR, KWES, KZZU, WAEB, WBLI, WCIL, WFX, WGTZ, WHHY, WHSL, WIKZ, WKQB, WKSF, WLOL, WOMP, WPF, WYKS, Z103 and many others.

DEF LEPPARD ARMAGEDDON MERCURY

Huge video play, album sales and phones are telling the story. Reports this week come from WMMS, B98, KEWB, KEYN, KF95, KFRX, KISR, KIXY, KWES, KZZU, Q107, WANS, WBLI, WFMI, WGTC, WHSL, WIKZ, WJAD, WKSF, WLRS, WMMS, WOMP, WQCM, WYKS, Z103 and more.

GUNS N' ROSES PARADISE GEFEN

First week out and already a monster on the request lines across the country. Early phones at PWR99, JET-FM, KIXY, KWES, KYYY, KZZU, Q107, SLY96, WCIL, WDFX, WFMI, WFX, WGLU, WIKZ, WKQB, WKZQ, WLRS, WNOE, WPXR, WQCM, WTHT, Z103 and many more. Another potential #1! Great video!

EDIE BRICKELL WHAT I AM GEFEN

Strong dedication from the label is making this hot new artist a Top 40 favorite. The album is exploding and requests are building each week. Hots include PWR99, KF95, KISR, KWNZ, KYYY, WHHY and WHSL.

SAMANTHA FOX I WANNA JIVE/RCA

Solid video exposure is helping to generate requests at Top 40. This weeks reports come from B96, B98, KLE95, WAEB, WHY, WRCK and others.

KARYN WHITE THE WAY WB

Giant crossover is approaching the top of the chart. Generating big requests for KITY, FM102, G105, KEWB, KJKL, KKYK, WHY, WPF and others.

THE BOYS DIAL MOTOWN

Hot young artists have their first hit from their debut album that is generating solid requests everywhere played. This week's reports include WPGC, KBOS, KWNZ, WHY and Z102.

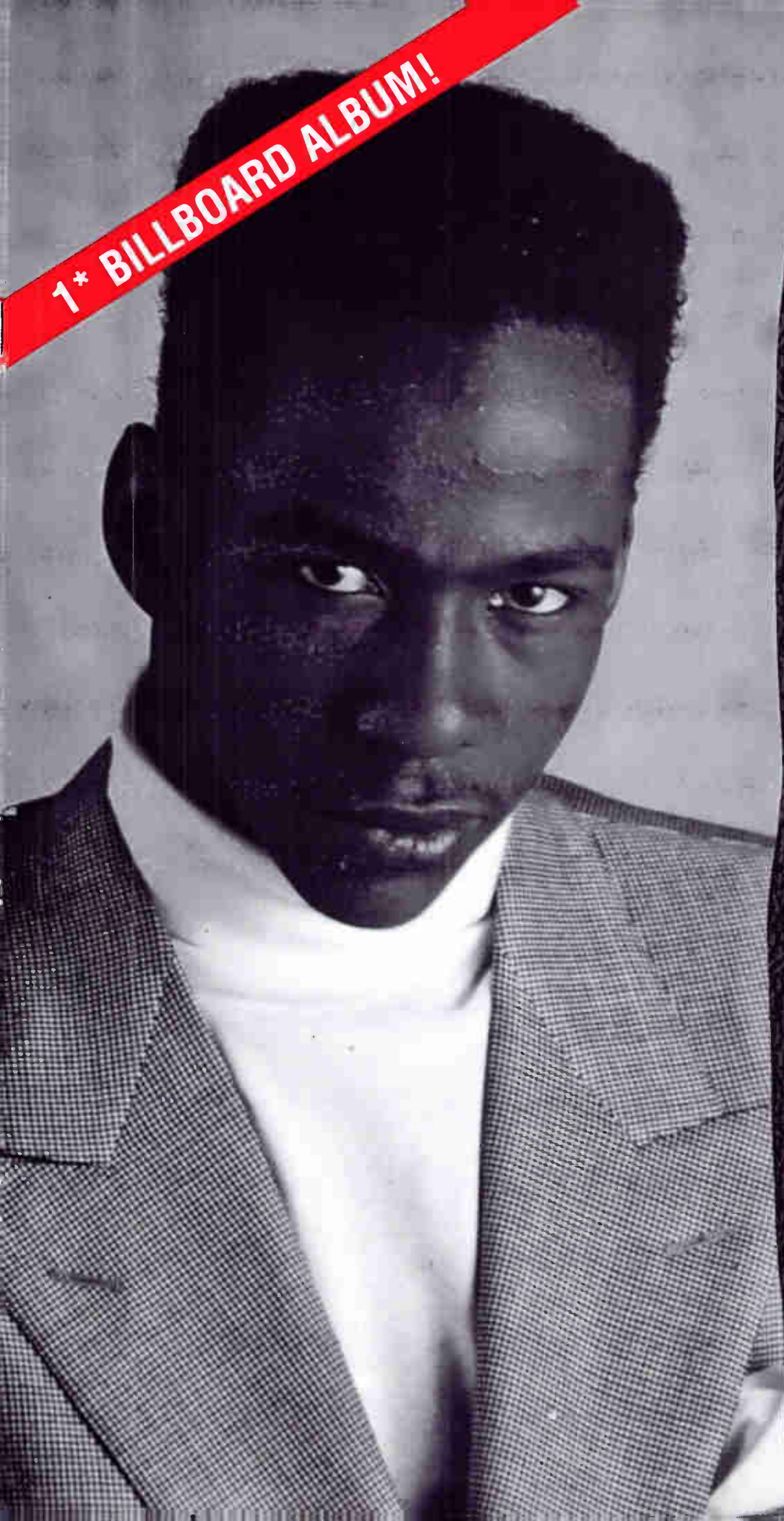
BOBBY BROWN RONI MCA

The label hasn't even officially released this single and it is already closing at radio!! The phones are going nuts for this one at KMEL, FM102, KITY, WPGC, KFQX, KIXY, KF95, KSJQ and others. Going all the way again!

ALSO GAINING REQUEST MOMENTUM

U2	ANGEL	ISLAND	SHEENA EASTON	LOVER	MCA
LENNOX/GREEN	LITTLE	A&M	NEW KIDS	YOU'VE	COLUMBIA
JOAN JETT	LITTLE	CBS AS	WILSON/ZANDER	SURRENDER	CAPITOL

1* BILLBOARD ALBUM!



Bobby Brown

“RONI”

PRODUCED BY L.A. & BABYFACE FOR LA'FACE, INC.
Executive Producer: Louil Silas, Jr.
Management: George L. Smith in Association with Pacific Cal Management

CROSSOVERS WINNER!
EARPICKS WINNER!
40-29 HITS TOP FIFTY SINGLES
APPROACHING 3 MILLION UNITS

.MCA RECORDS



DINO



**OUTNOW!
READY TO
EXPLODE!**

**IMPATIENT
PROGRAMMERS
INCLUDE:**

**KMEL
HOT97.7
KWSS
KROY
KDON
KMGX
KKQV**

**UNREPORTED PLAY:
Y106 - Orlando
KLUC - Las Vegas
KKLQ - San Diego
KRQ - Tucson
KWOD - Sacramento**

24/7

Virgin Talent

Interview By Rob Patterson

With Virgin, you've had the chance to develop a talent roster from scratch. What kind of thinking went into that?

When I was first approached about working for the label, I realized that I had a unique opportunity, something you really don't get the chance to do in this business very often. And that was building a label from the bottom up, creating a whole roster of American artists for the label. Of course, we had the roster of the English company to draw on, but the whole reasoning behind opening the label here in America was to give it a truly American presence—from serious rock 'n' roll to black music. And I felt the whole idea for me was to give the company more American things, to augment the strong British and European nature of the roster over there. It was the chance to also work closely with two really creative guys like Jordan (Harris)—whom I'd worked with at A&M—and Jeff (Ayeroff)—to put together a whole new company and roster. Something like that is so exciting I couldn't pass up the chance.

Certainly the most impressive success has been that of Ziggy Marley and the Melody Makers. How did you take what people saw as a reggae act, and maybe even a novelty act too, and translate it into pop success?

I think the main thing we did was forget about the conventional wisdom regard-

Nancy Jeffries, Virgin Records' Vice President of A&R, is an anomaly among A&R men. First of all, she's a *woman*—a gender that's not exactly swelling the ranks of major label A&R staffs, no less heading them. Secondly, she's a former recording artist, entering the business as a singer with oddball cult rockers Insect Trust (whose line-up also included noted rock critic Robert Palmer). Thirdly, she has that rare eloquence which can describe the appeal of Virgin's New York offices—housed in the building that was once the site of the world-famous Danceteria rock disco—as having “good lay lines.” Whatever the magic, Virgin has proven itself a force in less than two years of U.S. operation, ably marketing superstars like Steve Winwood to the fullest, breaking new talents like Ziggy Marley and the Melody Makers and attracting legends like Keith Richards and the late Roy Orbison. And Jeffries has been at the center of it all.

Nancy Jeffries moved from the artistic to the business side of music after Insect Trust broke up. “What I enjoyed most about being in a band was making records,” she recalls, “so I initially thought I'd like to be a producer.” She landed an administrative assistant's job at RCA, working for its then-head of black music, Tom Draper—“who really gave me my start and encouragement in this business.” She later moved into the company's A&R division, first handling A&R administration, then later becoming an A&R rep. From there she moved to A&M's East Coast A&R staff, until Virgin came calling with “a unique opportunity.”

ing reggae acts—you know, record the album in Jamaica fairly cheap, and market it to the reggae audience. After many years of reggae being the next big thing, I think people in the business started to feel that reggae couldn't be a really big pop success.

But with the Melody Makers, we treated the project like a pop act from

the very start, in that we recorded it here in New York City at one of the best studios in town. Using producers like Chris (Frantz) and Tina (Weymouth) was another way in which we didn't follow the conventional wisdom for reggae. They were very interested in doing the record, and after the meeting with them it was obvious that they could

make a record that was true to what Ziggy and the Melody Makers were all about, yet bring something additional to it that would make it not just a reggae album, but a pop album as well.

Of course, even we were amazed by the word-of-mouth that preceded the album. The advance orders were twice what we expected, and the buzz on the act was immediate, right out of the box. I think word-of-mouth has actually become a very strong factor in breaking certain records—like Tracy Chapman and Guns N' Roses. That, and the strength of in-store play. If you can get that word-of-mouth, and then get retail behind an act, you can really get a record started, and radio then follows suit. That's what happened with Ziggy Marley—the buzz was out there, and it got a lot of in-store play and retail support right from the start. People heard it, they liked it, and they bought it. So for us it was a matter of making the right record, and I think we did, which is why Ziggy Marley and the Melody Makers are doing their second record for us with Chris and Tina producing again.

Signing Keith Richards was certainly a feather in Virgin's cap. How did you land him?

I think the really neat thing about the Keith Richards deal is how Keith and his people went out shopping for the deal. They could have had a big bidding war between a bunch of different labels,



DE GANG'S ALL HERE: Virgin's JORDAN HARRIS, NANCY JEFFRIES and JEFF AYEROFF convince ZIGGY MARLEY (center) to sign to the label by offering him a ride in chairman RICHARD BRANSON's hot-air balloon and a year's supply of condoms.

but that's not what they did. Instead they talked to one label at a time, and if that didn't work out, they went on and talked to the next.

Jeff and Jordan first heard that Keith was looking for a deal and might be interested in talking to Virgin through [rock journalist] Lisa Robinson. I tracked down Keith's manager, Jane Rose, and called her. She said that they were currently talking with a label, but if that didn't work out, they'd like to talk with us. She suggested that I keep in touch, so I just kept calling every week or two, until they finally said: "Let's talk." The funny thing for me is, I was still working down at our temporary offices on University Place at the time, with my office in what was literally a storeroom— one phone, no assistant, answering my own calls, doing my own mailing. And here I was trying to sign Keith Richards! It felt a little strange. When we finally did get down to talking, the deal came together fairly easily. It was a sensible, intelligent deal, so how could we resist? And of course, with an artist like Keith Richards— unlike a new act— our A&R involvement isn't so direct on a day-to-day basis. With Keith, you let him do what he does best. But it was really exciting to watch the album come together, and I think it's a great record, one that we're really proud of.

Any recent signings or records in the pipeline you're especially excited about?

Well...NRBQ.

Anything!

We want to do a real straightforward rock 'n' roll record— that should be what that's all about. We made a deal— they get to do 80% of the record straight-ahead rock 'n' roll, and only 20% cute. They all agreed with that.

I'm also really excited about a sign-

ing in the U.K. whose record I'm looking forward to— Naneh Cherry. She's Don Cherry's daughter, and she was on the cover of *The Face* last month. In the States, Jeff Forman, who works for me in black music, has signed Laylah Hathaway, who's Donny Hathaway's daughter, and sings so *beautifully*. So, after Ziggy Marley, we continue our second generation thing here, though it sort of just happened naturally.

I'm hoping we can break Colin James in the U.S. He's gone platinum in Canada, and sold over 125,000 records there. He's signed to the American company, he's 23 years old and plays guitar better than anybody years older.

We have a lot of really exciting new acts. There's Sam Phillips, who's wonderful. T-Bone Burnett produced her.

She did this wonderful record for Word called "The Turning" that he also produced. She was known as Leslie Phillips, and now she's changed her name to Sam. She's going to be touring soon, and I'm really anxious for people to see her, and see that she's...real. She's a long-term artist, no question, and she's really great. Actually, they're all long-term artists. Jordan, Jeff and I want to continue the philosophy we had at A&M, that when you sign an artist, you stick with them.

Do you have any philosophies on pairing artists with producers, or finding the right material for an act?

I don't think there are formulas for these sorts of things. You run into

problems if you get formulaic. The creative process is better if it stays open. You can hear mistakes when you go by formulas in the music— you can hear the tension when a band and producer don't agree, you can hear the fact that they were trying too hard, you can hear that they weren't having fun. That's the Ayeroff philosophy again— it has to be fun.

Is Virgin on schedule for what you wanted to achieve here in America?

The only schedule we had in our mind was the start-up period, and then the consolidation period. We're at the end of consolidation as I see it. We had the start-up, where we did a lot of fun and flashy things; then came consolidation, where we really broke some records and our home-grown artists. Now we're making second records with people, and that's really exciting. I will start Ziggy's second record this March, and that'll be a real landmark for me.

Roy Orbison's death must have had an emotional impact on all of you.

The record is done and we sent out advances that, unfortunately, arrived the day he died. I feel uncomfortable making any "official" statements about Roy which would look like I'm attaching myself to his legend, because he really was so much bigger than all of us. I would just echo what Jeff said in the official press release we sent out. As members of the music community, Roy Orbison will surely be missed.

Anything you'd like to add to the roster to round it out?

We're working more in the black music area. I think we're doing well, but we started it later than the pop side, so it hasn't fully rounded out yet. We've started with the hard rock business, which we haven't been into that much yet,



though we did have Gary Moore and a few things before. Coming up next year we have a band from Florida called Rxxx Gang, produced by Beau Hill, and a band from Sweden called Alien. So that may be where we could use some more artists and support, though I do feel that the roster has more or less stabilized now. Now, we're a regular record company, signing acts at a similar rate to other labels. At the beginning, when we were doing nothing but signing, it was rather amazing. It was like going to the candy store—oh yes, I'll have one of those, and one of those. And to actually have it work out, and make enough money to build these new offices and do all that—it's been really fun.

Can you explain what it is you look for in an artist?

The ability to move people. Does it mean anything? Does it touch them in any way? That's the basic criteria. It can be anything then; you're not limited to any one kind of music or style. Does it touch people? And that's not just altruistic. If it touches people, they'll buy it. If it doesn't touch them, you'll have a hard time selling it. It's also more fun that way. That's the basic thing. Then they have to be good, and self-sufficient, and know what they're about.

Is there any particular musical style or movement that you see being important in the coming years?

World beat music. I think the kids are really starting to discover it, at least from the way Ziggy has been screaming up the charts, and UB-40 having a big hit. It's important for kids to have, because things like reggae and Brazilian music and world beat are the rhythm of life. They are all about things we may not have in our culture any more. We don't have trees in our life anymore, so how can we invent this? We get this music from places where people lead a more basic and simpler life. So I think it's important, as a trend, and I hope it will work out, because it supplies a certain humanity that we don't have in our Western world anymore.

People say that radio is tighter than ever, and the avenues for breaking new acts are limited, but Virgin has had considerable success in this area.

Sometimes you shouldn't worry about



BURNT TOAST: Virgin execs NANCY JEFFRIES (top right) and PHIL QUARTARARO (top left) raise their glasses to recent signing NRBQ, who have promised to make an album that's only "20% cute."

radio right away—it should come second. Get the retailers to play it, get the press to write about it, get people talking about it... get college radio. You get these things going and commercial radio will follow. And even though radio may be very tight and formatted these days, you still see things break through, like Ziggy. But we still need progressive radio—people who don't care about call-out research, a couple of visionary jocks and programmers who just put something on and say, "Listen to this...."

What's the game plan with a band like Camper Van Beethoven, who have done so well with Post-Modern and alternative radio, to take them to the next level?

I'm not the marketing department, but with a band like Camper, the more exposure we can get them—on radio, doing really good videos with them, supporting them on the road—is the key to breaking them. It's a really traditional approach, because, with a band like Camper, the market is going to come to them. They're one of those bands that you can bank on—and we are banking on them, in fact—that more and more kids are getting interested in their style of music. It's just a matter of keeping them out there until the market comes to them. Mark Williams, in our L.A. office, signed them. When he showed them to Jordan and I, it was at a shopping mall in Orange County—the heart of reactionary



GATHERING MOSS: Virgin's NANCY JEFFRIES (second from right) explains the company's dental plan to (l-r) KEITH RICHARDS' manager JANE ROSE, KEITH and IGGY POP.

America. And here at this club in a shopping mall there were all these kids with their acid clothes and long hair. I was waiting for the cops to break in at any minute. It really reminded me of 20 years ago.

What gives you the greatest joy in your job?

Seeing something real like Ziggy become popular, and being part of it. Watching people react, seeing them be touched.

And the greatest frustration?

Seeing it *not* happen! That happens, too. You think you're really sure it's going to work, and people ignore it. It's sort of like how you felt after election day this year—huh, where are we? It's as simple as that—seeing it happen and not happen.

How do you get away from this 24-hour-a-day, seven-day-a-week business?

I like my husband a lot! That's important. I guess you have to love it, and not get frustrated. Keep doing what you love. As long as you're happy about it, it doesn't matter how hard you work.

How do you stay on the cutting edge?

Well, one thing I'd like to spend more time on is young black music, street music. Jeff Forman has a strong handle on it, but personally I want to spend more time getting to know what it is all about. And I always find that the way to understand a trend is to go see it. If you listen to something in your office, it's not the same thing as going out there and seeing what they wear, how they feel, what they drink, how they walk...that's when you get it. That's something I feel I want to do more of.

Finally, are there any artists out there you wish you could sign to Virgin right now?

That's unfair. In truth, there is one act, but you can't print it. I'm actually pretty satisfied. I'm in a strange place, because I'm content. I like what we've done. I had one of the rarest opportunities these past two years, starting with a clean slate. And then having Ziggy happen, a wonderful experience like that. I'm in hog heaven! It's really great here. Who would you sign?

CINDERELLA

LAST MILE

CROSSOVERS WINNER!
EARPICKS WINNER!
28-26 HITS TOP FIFTY ALBUMS!

KRBE	add	KIXY	add
WZOU	add	KTMT	add
PRO-FM	add	KWNZ	add
WGH-FM	add	OK95	add
KSAQ	add	Q104	add
KJ103	add	SLY96	add
KZOU	add	WAZY	add
WAEB	add	WBNQ	add
Y106	add	WDBR	add
KTUX	add	WHOT	add
WPST	add	WHTO	add
FM104	add	WJAD	add
KYRK	add	WKPE	add
K106	add	WPFR	add
KBFM	add	WSPK	add
KFBQ	add	WVSR	add
KIVA	add	WZKX	add

BON JOVI

BORN TO BE MY BABY"

3 HITS TOP FIFTY ALBUMS!
15-11 HITS TOP FIFTY SINGLES!

MICHELLE SHOCKED

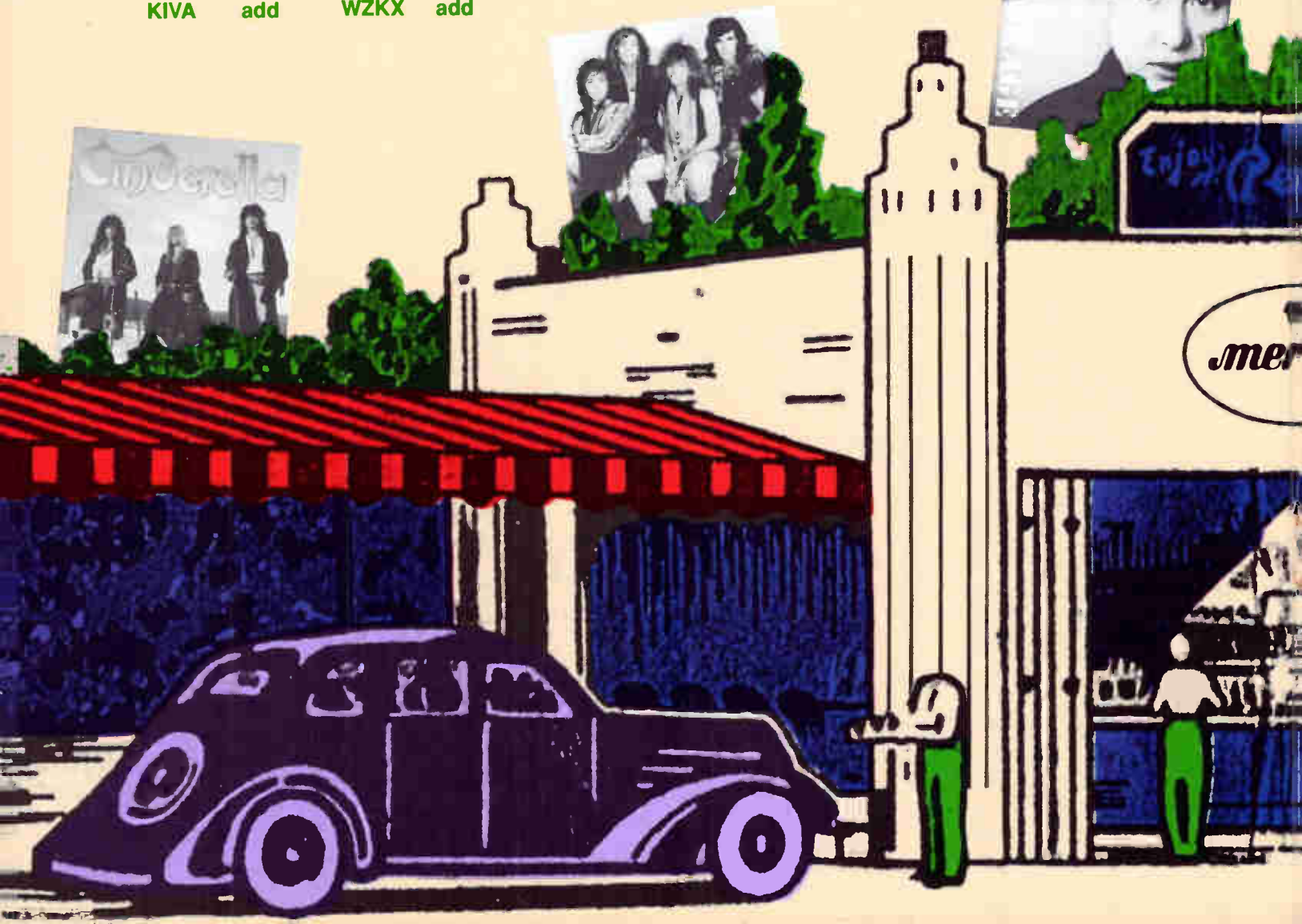
ANCHORAGE

CROSSOVER!

KWNZ deb 39

 JETFM 26-23
 PRO-FM 30-25
 KDON 33-30
 Q100 39-35
 WFLY 40-37

BREAKING AT:
 WZOU KIXY
 Y106 OK100
 WPST Q104
 95XXX WCGO
 K106 WJAD
 KDWZ WZKX



DEF LEPPARD

"ARMAGEDDON II"

6 HITS TOP FIFTY ALBUMS!
5-3 HITS TOP FIFTY SINGLES!

KISS

"LET'S PUT THE X IN SEX"

WFLY	add	WLRS	23-20	BREAKING AT:	
		OK95	30-23	WXKS	FM104
KWNZ	deb 38	KAKS	35-32	PRO-FM	95XXX
KYRK	deb 39	WHTO	40-33	WGH-FM	KNAN
		KXXR	38-34	Q100	WJAD
				K92	WKPE
				KTUX	WZKX

SAFIRE

"THINKING OF YOU"

KMGX add

PWR96 6-4

KTFM 24-19

KEVIN CARTER, MD, KMGX, FRESNO

"Could be the next great make out song. We added without a test!"

HOSH GURELI, MD, KMEL, SF

"Sa-Fire broadens its base with upper demos while still keeping its youthful audience. Great phone action."

DENNIS REESE, MD, HOT105, MIAMI

"Going to be a ballad for this market already testing very well. We moved it from night to full time. It's happening."

SHIRLEY MULDANADO, PD, PWR96, MIAMI

"Sa-Fire has always been a good artist for PWR96 and this ballad has taken her to a new level with our audience. it's a smash."

RICK HAYES, MD, KTFM, SAN ANTONIO

"Put the thing on the radio and let music do the talking! It's blowing out our phones, we put it on a week ago and they haven't stopped calling yet."



the FIXX

“driven out”

from the forthcoming album
“Calm Animals”

**BREAKING BIG!
ONE OF THE MOST ADDED!**

**8 POST MODERN!
BIG SALES!**

COWBOY JUNKIES



POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-L ABEL	COMMENTS
--	1	R.E.M. - WB Stand/Pop Song	Still huge
--	2	WATERBOYS - Chrysalis Fisherman's Blues	Early sales
--	3	JULIAN COPE - Island 5:00 World	Big airplay
--	4	U2 - Island When Love Comes	Slipping
--	5	EDIE BRICKELL - Geffen What I Am/Little	Giant sales
--	6	THEY MIGHT BE GIANTS - Bar None Ana NG	Airplay leads
--	7	SONIC YOUTH - Blast First/Enigma Various	Strong
--	8	COWBOY JUNKIES - RCA Various	Selling now
--	9	TPOH - Chrysalis I'm An Adult	Big airplay
--	10	LIME SPIDERS - Caroline Volatile	Holding
--	11	JACK RUBIES - TVT Be With You	Solid gains
--	12	SCRUFFY THE CAT - Relativity Moons OF Jupiter	Steady
--	13	THAT PETROL EMOTION - Virgin Various	Steady
--	14	OFRA HAZA - Sire/WB Shaday	Early sales
--	15	FRONT 242 - Wax Trax Various	Big week
--	16	LOU REED - Sire/WB Dirty Boulevard	Exploding
--	17	TRAVELING WILBURY\$ - WB Various	Back up
--	18	NEW ORDER - Qwest/WB Fine Tune	Big gains
--	19	NICK CAVE - Enigma Various	Steady
--	20	SHOXSIE & BANSHEES - Geffen Killing Jar	Peaked
--	21	STEVE EARLE - Uni Copperhead	Steady
--	22	FAIRGROUND ATTRACT. - RCA Perfect	Steady
--	23	SKINNY PUPPY - Netwerk Various	Gaining
--	24	ULTRA VIVID SCENE - 4AD/Rough Various	Steady gains
--	25	ALIEN SEX FIEND - Caroline Various	Building

POST TOASTED *By Ben Dover*

Well, here we are beginning the year basically the way we ended the last one (mentally disturbed and longing for our next vacation).... R.E.M. still reigns in PoMoland with big sales and giant airplay. The Waterboys are now selling albums and continuing to generate hot reports everywhere in the county. (This album just went #1 on the British Post Modern charts this week!).... Other hot items on the chart this week include Julian Cope and Sonic Youth, which is exploding at radio and beginning to show up at local retail accounts...

Lou Reed looks like a monster once again as he scores big this week as the Most Added record with early hot reports flying in. Also, be aware of New Order — a new video in heavy rotation and lots of early airplay are helping to give these guys another run. And now.... the stuff that continues to make you ask yourselves "Why am I reading this?" and "Is anyone watching me?"..... Lots of great new product

coming to you guys includes XTC's new Geffen double album that will be out shortly. This album is long-awaited and sounds like it'll be around for awhile at both radio and retail. Call Mark "No, I'm not actually in the band" Kates for details. The Replacements' (are they Gods or what?) first single, "I'll Be You" will be on your desk this week with an amazing (!!!) album soon to follow.... Harry Levy (oh God, here we go with the names again) says to check out both The Church and Crowded House tracks on the Tequila Sunrise soundtrack on Capitol — some stations are already giving us hots for both of 'em... Bruce "No man, I work for a label now" Flohr will be pestering you with the new Fixx single and album which should be on your desks Jan 17.... Jennifer "I guess my name won't be in here anymore - Praise The Lord!" Grossberndt has been promoted to Secondary Top 40 promotion as well as Pop Adult (yawn) at EMI.... Depeche Mode has their full length feature film and live album coming out. The movie, "Depeche Mode 101," was directed by D.A. Pennebaker of legendary "Don't Look Back" fame.... James Lien of WTUL has graduated (with a degree in the field of Egyptian gynecology) and hands over his music responsibilities to Gill Creel who is now available to bug the hell out of..... Polydor is servicing the new album from The Wonder Stuff which will be out on the 23rd of this month. The 12", "Give Me More" is already in the stores.

X.T.C. Or X.T.K.?



Mark Kates — Any relation to Phoebe?

POST MODERN

HOTS

1. WATERBOYS (Chrysalis)
2. R.E.M. (WB)
3. EDIE BRICKELL (Geffen)
4. LOU REED (Sire)
4. DANIELLE DAX (WB)
4. SONIC YOUTH (Blast First/Enigma)

ADDS

1. LOU REED (Sire)
2. MIDGE URE (Chrysalis)
3. NEW ORDER (Qwest/WB)
3. NITZER EBB (Geffen)
4. PALEHEAD (Wax Trax)
5. FIXX (RCA)

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

BOW WOW RECORDS / ANDY HORWITZ / ALBUQUERQUE

- Cowboy Junkies
- Waterboys
- Victims Family
- Duritti Column
- Bollock Bros.

WHFS / DAVID EINSTEIN / AN-NAPOLIS

- Cowboy Junkies
- Ofra Haza
- Feelies
- Oyster Band
- Lou Reed

WHTG / RICH ROBINSON / AS-BURY PARK

- Edie Brickell
- Lou Reed
- Midge Ure
- Waterboys
- R.E.M.

WUOG / BETH HOEPNER / ATHENS

- Sonic Youth
- Waterboys
- Flour
- Fall
- Ultra Vivid Scene

CELLOPHANE SQUARE / STUART DE SPAIN / BELLEVUE

- Living Colour
- Subpop 200
- Spaceman 3
- Sound Garden
- Bad Brains

CELLOPHANE SQUARE / LARRY JAMES / BELLINGHAM

- T. Wilbury's
- Subpop 200
- Stay Awake
- Edie Brickell
- Ministry

NEWBURY COMIX / RICHIE BARSONS / BOSTON

- Sound Garden
- Fugazi
- Ultra Vivid Scene
- Mud Honey
- Subpop 200

STRAWBERRIES / CATHY CARNEY / BOSTON

- Waterboys
- Art of Noise
- Jane's Addiction
- They Might be Giants
- Scruffy the Cat

WBCN / OEDIPUS/CARTER ALAN / BOSTON

- Living Colour
- Edie Brickell
- Sam Kinison

WBNY / GINA GALLI / BUFFALO

- Alien Sex Fiend
- Scrawl
- Waxing Poetics
- Scott Carpenter
- Sound Garden

KCRS / TODD WISE / CEDAR FALLS

- Waxing Poetics
- Scruffy the Cat
- Lou Reed
- Sonic Youth
- Fall

KUNI / DOREA D'AGOSTINO / CEDAR FALLS

- Cowboy Junkies
- Hipno Love Wheel
- American Music Club
- Youngblood comp.
- Stay Awake
- Dog Soldier

WOXY / PHIL MANNING / CIN-CINNATI, OH

- Front 242
- Dead Milkmen
- Siouxsie & the ...
- Royal Crescent Mob
- New Order

MANIFEST / DONNA MAXWELL / COLUMBIA, S.C.

- They Might Be Giants
- Waterboys
- American Music Club
- Bad Religion
- Cowboy Junkies

WXCI / GREG VEGAS / DAN-BURY

- Youngblood comp.
- Go Between
- Trotsky Ice-Pick
- Enya
- Meat Beat Manifesto

WAX TRACKS / JOE BEINE / DENVER

- Michelle Shocked
- Stay Awake
- Sonic Youth
- Bulgarian Voices
- Gipsy Kings

KBLE / RON SORENSON / DES MOINES

- Midge Ure
- Lou Reed
- Bushmaster Quale
- Saints
- Waterboys

WDET / ANNE DELISI / DETROIT

- R.E.M.
- Waterboys
- Danielle Dax
- Pink Floyd
- Was Not Was

WDHA / ANDY DEAN / DOVER, NJ

- R.E.M.
- Hothouse Flowers
- The Pursuit of ...
- Dreams So Real
- Waterboys

LOU'S RECORDS / TOBEE SCHWARTZ / ENCINITAS, CA

- Waterboys
- Mud Honey
- Misfits
- Blood Circus
- Girl Trouble

VINTAGE VINYL / ROB ROTH / FORDS N.J.

- War Zone
- Youth of Today
- Song Retains the ...
- Waterboys
- Jack Ruby's

WTGP / PETER YOUNG / GREENVILLE

- Skinny Puppy
- Lilac Time
- Beatnigs
- Sonic Youth
- Fields of the ...

SELECTER / SUSAN HAYNES / HICKORY, N.C.

- Edie Brickell
- Michelle Shocked
- R.E.M.
- Waterboys
- Saints

RECORD RACK / BRUCE GODWIN / HOUSTON

- R.E.M.
- Tanita Tikaram
- Tom Tom Club
- Schilling
- Sandra

KUCI / GARY DOWNS / IRVINE

- Pussy Galore
- Dead Can Dance
- Front 242
- Ultra Vivid Scene
- Fall

STREETSIDE / KENT KORTE / KANSAS CITY

- Midge Ure
- Front 242
- Julia Fordham
- Lloyd Cole
- Camouflage

HITS / MICHAEL ALLEN / LA

- R.E.M.
- Waterboys
- Gipsy Kings
- A House
- Steve Earle

WEB OF SOUND / BILL TORMAS / LANCASTER, PA

- Mud Honey
- Front 242
- Government Issue
- Christian Death
- Lime Spiders

POST MODERN

LARRY D. JAMES CELOPHANE SQUARE, WA.

So, we're sitting here trying to figure out what special person we could insert in this mindless space to kick the new year off right when all of a sudden James' photo appears. After all, he is one of our better looking reporters. James tells us that he needs this photo back as soon as possible or his mother will find out that he swiped it from the mantle. His fantasy — to wallow in a pool of Alpo with Kylie Minogue.



HOTS:

1. FISHBONE
2. THEY MIGHT BE GIANTS
3. SIOUXSIE AND THE...
4. THAT PETROL EMOTION
5. FRANK TOVEY
6. JULIAN COPE
7. FEELIES
8. BIG DIPPER
9. COCTEAU TWINS
10. MAXI PRIEST

KUNV / BRETT GREENE / LAS VEGAS

Sonic Youth
Fall
Waterboys
Lou Reed
Mutts

WMMR / KAREN BOOTH / MINNEAPOLIS

Skinny Puppy
Front 242
Waterboys
Laibach
Nick Cave

EVERYBODY'S RECORDS / JEFF FARNAND / PORTLAND

Edie Brickell
Jane's Addiction
Julian Cope
Art of Noise
Cocteau Twins

ROCKIT RECORDS / AL SAUGUS, MA

10,000 Maniacs
Tracy Chapman
Jeff Healey
Anita Baker
'Til Tuesday

KROQ / VAN JOHNSON / LOS ANGELES

A House
Midge Ure
Primitives
Danielle Dax
Cowboy Junkies

SECOND COMING / MAGGIE COLLINS / NEW YORK

Misfits
CSN&Y
Bad Brains
Smithereens
Julian Cope

MUSIC CELLAR / MIKE KREUNCH / PRINCETON, N.J.

R.E.M.
Siouxsie & the ...
Michelle Shocked
Edie Brickell
Ofra Haza

WRUC / JOHN MORGAN/RON EUGENIO / SCHENECTADY

Waterboys
Wishniachs
Hot Cookies comp.
Dead Milkmen
Marc Almond

RECORD TRADER / CLIFF DEALIST / LOS ANGELES

King Tee
7A3
Rock City Angel
Dog de Amor
Downey Mildew

WNEW / LORRAINE CARUSO / NEW YORK

Edie Brickell
R.E.M.
Melissa Etheridge
T. Wilbury's
U2

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MINN.

Waterboys
Lilac Time
The Pursuit of ...
Lime Spiders
Screaming Trees

KCMU / MAGGIE MCCABE / SEATTLE

Subpop 200
Willie Dixon
Galaxie 500
Eek-a Mouse
Belcanto

WORT / STEVE GOTCHER / MADISON

Ginger Baker
Psychic T.V.
Pere Ubu
Half Japanese
Laibach

WNYU / LISA SARTORI / NEW YORK

Chris Wayne
Nick Cave
Dead Can Dance
Milli Vanilli
Ministry

KJQN / MIKE SUMMERS / SALT LAKE CITY

Danielle Dax
R.E.M.
The Pursuit of ...
Ofra Haza
Sigue Sigue Sputnik

KTAO / BILL EVANS / TAOS

U2
Tanita Tikaram
Willie Dixon
Waterboys
Enya

WFIT / HELEN URRIOLA / MELBOURNE, FL

Danielle Dax
Front 242
Alien Sex Fiend
R.E.M.
Fall

WDRE / MCNAMARA/BRONX / NEW YORK CITY

New Order
R.E.M.
Kon-Kan
They Might be Giants
Enya

91X / OZ / SAN DIEGO

New Order
Erasure
U2
Tone Loc
Siouxsie & the...

CFNY / CHRIS SHEPPARD / TORONTO

New Order
Waterboys
Michelle Shocked
Hothouse Flowers
Jane's Addiction

EASTSIDE / MIKE DUGAN / MILWAUKEE

Jane's Addiction
Violent Femmes
Nitzer Ebb
Waterboys
Jerry Garcia

TRACKS / DONNA AGRESTO / NORFOLK

Danielle Dax
Grace Pool
Stay Awake
Waterboys
Gipsy Kings

LIVE 105 / STEVE MASTERS / SAN FRANCISCO

R.E.M.
Marc Almond
Julian Cope
New Order
Karel Fialka

VINYL SOLUTION / JILL ENTEEN / TUSCALOOSA

Fishbone
R.E.M.
Edie Brickell
Rapeman
They Might be Giants

LET IT BE / RYAN CAMERON / MINNEAPOLIS

Sonic Youth
Yazz
Ultra Vivid Scene
Black Spot Burn
Marc Almond

SOUND IDEAS / RICH MINCE / PLAINSBORO, N.J.

Cowboy Junkies
Danielle Dax
A House
Lilac Time
Ofra Haza

KCPR / SCOTT CARTER / SAN LUIS OBISPO

Sara McLaughlin
Oyster Band
Alien Sex Fiend
Bongo Bass & Bob
Syd Barrett

WDST / JEANNE ATWOOD / WOODSTOCK

Lou Reed
Duran Duran
Gipsy Kings
Go Betweeners
Lilac Time

THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Just when you thought 1988 was safely behind you, here's the very last round-up of the bygone year with a rundown of about twenty albums, in no particular order, that stand a cut above the rest in a year that was exceptionally prolific for new talent, a sign that the 90's may turn out to be the best decade yet in the short history of rock and roll. The most telling trend last year was the huge number of female vocalists, either fronting bands or as solo artists. At the top of the heap stand two unique and remarkable records from the RCA stable. "The Trinity Session," from the ethereal Canadian country/pop outfit **the Cowboy Junkies** and "The First of a Million Kisses," from the classy UK pop band **Fairground Attraction**, both of which outstrip a strong outing from **Edie Brickell & New Bohemians** while continuing down the path of sophisticated contemporary stylization paved by **Everything But the Girl**, whose "Idlewild" album earlier in the year on SIRE slipped between the proverbial cracks of radio....One of the best out-and-out pop albums of '88 was delivered recently by **til Tuesday**, with "Everything's Different Now" on EPIC, a sure smash, edging out efforts by **Toni Childs** and **Marti Jones** who, along with the much-mentioned **Tracy Chapman** and **Michelle Shocked**, helped cement the groundbreaking and format-breaking work done by **Suzanne Vega** a year earlier....Speaking of breaking formats, the tremendous **Cocoteau Twins** delivered their best album to date in "Blue Bell Knoll" on CAPITOL, full of atmosphere and vision as, to a lesser extent, was the weird and wonderful **Sugarcubes** with their ELEKTRA debut, "Lifes Too Good"....Two bands with girl's names, but no girls, made strong appearances with **Jane's Addiction**'s monster debut, "Nothing's Shocking," and **Jesus and Mary Chain**'s "Darklands," both on WARNERS and both fusing psychedelic and metallic sensibilities to great effect.... Leading the serious hard urban rock vein was **Living Colour**, led by guitarist **Vernon Reid**, with their EPIC debut "Vivid" and a triumphant return from **Was (Not Was)** on CHRYSALIS, "What Up, Dog?"....The biggest mystery of the year, as regular readers already know, was the phenomenal ISLAND debut from English pop/soul band **the Christians**, which sold millions everywhere but the U.S. With the industry embracing the likes of Terence and Tracy so readily, it is strange indeed that this classy album should have been so completely overlooked. Uh oh, we're running out of room. A top twenty list would also include great albums from Aussies **Crowded House**, **the Go-Betweens**, **Hunters & Collectors** and **Midnight Oil**; the Irish inflections of **Hothouse Flowers** and **the Waterboys**; Brit singer/songwriters **Morrissey**, **Graham Parker**, **Robyn Hitchcock** and **Richard Thompson**; Yankee counterparts **John Hiatt** and **Steve Forbert**; college contenders **the Feelies** and **Camper van Beethoven**; the always-brilliant **Van Morrison**, this year with help from **the Chieftains**; and **Leonard Cohen**; country crossover **Steve Earle** and **Lyle Lovett**; Canadian blues lap-top king **Jeff Healey**; African contributions from superstar-to-be **Johnny Clegg** as well as **Kasav'**, **Salif Keita** and the **Bhundu Boys**; reggae popsters **Maxi Priest** and **Shinehead**; and the wonderful all-star compilation of **Disney** classics "Stay Awake".....

NEW ARTIST

★ MARC ALMOND ★



★ THE STARS WE ARE ★

Marc Almond

Title
"Tears Run Rings"

Label
Capitol

First solo project from Soft Cell star Marc Almond is breaking nationally thanks to radio's initial response to the single "Tears Run Rings". Already equipped with a core audience following the massive success of Soft Cell, this project establishes the singer/songwriter as a solo force to be reckoned with. The album, "The Stars We Are", features the late Nico's last recorded performance, "Your Kisses Burn."

Suggested Cuts

"Tears Run Rings" is a radio natural. The audience is out there.

Label Comments:

"It's breaking big in L.A., S.F. and Boston," said Capitol National Alternative Director **Harry Levy** who failed to mention those are the only cities he knows in the U.S. "'Tears Run Rings' becomes a hit where it's played — it sounds great on the radio. Marc has a big audience and it's rapidly growing every day."

Spend an evening discussing a remarkable new artist, join for video preview parties following

ATLANTA: *Club Rio, Jan. 2*

BOSTON: *Campus, Jan. 1*

Manray, Jan. 2

CHICAGO: *Club Exit, Jan. 1*

Medusa's, Jan. 3

CINCINNATI: *Metro Lounge, Jan. 1*

CLEVELAND: *Aquilon, Jan. 1*

DALLAS: *The Video Bar, Jan. 1*

DETROIT: *Nectarine Ballroom, Jan. 1*

FLORIDA: *Park Ave, Jan. 1*

Woody's, Jan. 1

HOUSTON: *Xcess, Jan. 1*

LOS ANGELES: *Revolver, Jan. 1*

MINNEAPOLIS: *First Ave, Jan. 1*

NEW YORK: *Malibu, Jan. 1*

Private Eyes, Jan. 1

The Edge, Jan. 1

Garage, Jan. 1

PHILADELPHIA: *Key West, Jan. 1*

Club Zadar, Jan. 1

SAN FRANCISCO: *DNA Lounge, Jan. 1*

SEATTLE: *Vogue, Jan. 1*

Watertown, Jan. 1

WASHINGTON, D.C.: *9:30 Club, Jan. 1*

TANITA TIKARAM
ancient heart

featuring the songs

"Good Tradition"
"Twist In My Sobriety"
& "Cathedral Song"



The Astonishing Debut Album

Produced by Peter Van Hook and Rod Argent

Representation: Paul Charles, Asgard



R.E.M.

**EARPICKS WINNER!
CROSSOVER!**

**20-16 HITS TOP FIFTY ALBUMS!
1 HITS POST MODERN!**

WZOU	add	WLRS	add
KWOD	add	WSPK	add
FM102	add	WHSL	add
B93	add	WROQ	add
WFLY	add	KZZB	add
Z102	add	WZYP	add
JETFM	add	KWTX	add
KAKS	add	Y94	add
KYRK	add	KKXL	add
WKQB	add	99KG	add
95XXX	add	KPAT	add
OK95	add	KFMW	add
WJAD	add	Z97	add
WJMX	add		

KKFR	deb 20	BREAKING AT:
OK100	deb 20	KXYQ
KIVA	deb 24	KZZU
WSPT	deb 27	WPST
WAZY	deb 37	KIXY
Z104	deb 37	WBNQ
		WFXX
KITS	15-11	KOZE
K106	38-34	KZFN
		KYYY

HOT SALES AT:

- #2 Rose Records/Chicago
- #2 Streetside/St.Louis
- #3 Recor World/N.Y.
- #5 Tower National
- #5 Sound Warehouse/Dallas
- #5 Strawberries/Boston
- #5 Flipside/Chicago
- #5 Tracks/Norfolk
- #7 Pro One-Stop/Pheonix
- #8 Jr's/Chicago
- #9 Lechmere/Boston
- #9 Baker & Taylor/Chicago
- #13 Camelot/Natl

THE NEW SINGLE

STAND

PRODUCED BY SCOTT LITT AND R.E.M.

FROM THE ALBUM GREEN



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EARPICKS

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

Surprise! **Debbie's** back and heading for another success story with her debut single from the forthcoming album, "Electric Youth." **Guns N' Roses** follows behind with their third smash in a row, **Roy Orbison's** single is off to a

strong start with mentions from both retail and radio and **Anita Baker** scores big with the follow-up to her smash. Watch **Fine Young Cannibals** — ready to make big moves.

WINNERS

1	DEBBIE GIBSON	LOST	(Atlantic)	6	REM	STAND	(WB)
2	GUNS N' ROSES	PARADISE	(Geffen)	7	FINE Y CANNIBALS	CRAZY	(IRS/MCA)
3	ROY ORBISON	YOU	(Virgin)	8	CHICAGO	ALONE	(Reprise)
4	ANITA BAKER	JUST	(Elektra)	9	BOBBY BROWN	RONI	(MCA)
5	BREATHE	DON'T	(A&M)	10	CINDERELLA	LAST	(Mercury)

BETH ANN /G105/DURHAM
D Gibson/REM/B Brown/A Baker

COOKER /KFRX/LINCOLN
G N' Roses/E Money/D Gibson/PS Boys

L'ILIA /KQMQ/HONOLULU
A Baker/D Gibson/Taylor & Belle

D AGRESTO/TRACKS/NORFOLK
Rush/D Gibson/K White/T Loc

RICK ALLAN/KPHR/RAPID CITY
Breathe/Survivor/G Steps/A Baker

D ALLEN/WSSX/CHARLESTON
G N' Roses/D Gibson/Chicago

F ALLEN/WVBS/WILMINGTON
Breathe/H Lewis/Chicago/D Gibson

RICK ANDRADE/ZIPS/TUCSON
V Williams/Kon Kan/R Orbison/S Mix-A-Lot

JACK ARMSTRONG/KF95/BOISE
A Baker/D Gibson/Survivor/PS Boys

L AVERY/ROUNDUP/SEATTLE
Metallica/R Orbison/Kon Kan/Squeeze

G BAIN/Q REC & VIDEO/MIAMI
REM/A Baker/G N' Roses/Breathe

D BAKER/WJMX/FLORENCE
A Baker/REM/R Orbison/Breathe

CINDY BARR/SPECS/MIAMI
A Baker/B Wright/V Williams/Enya

M BASHKIN/BAK & TAYLOR/CHIC
FY Cannibals/H Flowers/H Lewis/M & Mech

M- BATCHECK/REC & TAPE/OHIO
FY Cannibals/D Gibson/A Baker/H Flowers

G BAXTER/X100/S FRANCISCO
Roxette/Gibson/R Orbison/FY Cannibals

S BEAN/H HOUSE/DETROIT
B Brown/Breathe/R Orbison

CHUCK BECK/WDFX/DETROIT
REM/G N' Roses/M & Mechanics

J BLAIR/COL RECORDS/BOSTON
R Orbison/FY Cannibals/Vandross

J BRACKEEN/TOWER/WESTWOOD
M Vanilli/Camouflage/Kon Kan/D Gibson

CONNIE BREEZE/KKRZ/PORTLAND
M Vanilli/D Gibson/FY Cannibals

T BRENNER/ARROW DIST/OHIO
M Priest/Erasure/T Conwell/M Shocked

TERRI BROWN/KIYS/BOISE
Primitives/R Orbison/J Cope/A Taylor

L CAMPBELL/B94/PITTSBURGH
D Gibson/G N' Roses/REM/Breathe

B BOOM CANNON/WKSE/BUFFO
Breathe/B Brown/Chicago/H Lewis

KEVIN CARTER/KMGX/FRESNO
J Stewart/Dino/WN Was

RICK CARTER/KWNZ/RENO
K Coleman/N Order

B CATCHER/WANS/GREENVILLE
WN Was/B Brown/D Gibson

J CHRISTENSON/KKQV/W FALLS
FY Cannibals/WN Was/CCCP/S Boys

M CLARK/CML/ST. LOUIS
REM/R Orbison/Breathe/G N' Roses

J COHEN/STRAWBERRIES/BOS
Enya/Rush/R Orbison/FY Cannibals

D COOKSEY/SAM GOODY/LA
A Baker/Breathe/D Gibson/Chicago

P COSENZA/WTHT/PORTLAND
Chicago/D Gibson/M & Mech/H Lewis

D CURTIS/LECHMERE/BOSTON
REM/H Flowers/R Orbison/FY Cannibals

KEVIN DAVENPORT/B93/AUSTIN
REM/Breathe/B Brown/D Gibson

H DAVIDSON/KGGI/RIVERSIDE
R Base/D Gibson/Dino/M Venchura

JEFF DAVIS/103CIR/BECKLEY
H Lewis/Survivor/D Gibson

F DAVIS/ANGOTT/DETROIT
L Reed/S & Pepa/P Abdul/D Duran

J DAWSON/WQPW/VALDOSTA
Enya/M Almond/D Gibson/M Vanilli

EARPICKS

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

ALBIE DEE/WPGC/WASH DC
Taylor & Belle/Guy/Cinderella/G N' Roses

M DINA/TOWER-DWNTWN/NYC
PS Boys/G N' Roses/E Money/Breathe

D DODD/PEACHES/SEATTLE
E Brickell/S the Cat/J Addiction/J Hiatt

S DUNN/METRONOME/ATLANTA
G N' Roses/Waterboys/Dinosaur Jr./REM

SELBY EDWARDS/K98/AUSTIN
B Brown/D Gibson

JAY FINK/CD ONE-STOP/CONN
REM/R Orbison/G N' Roses/FY Cannibals

JOEL FOLGER/KEGL/DALLAS
FY Cannibals/Cinderella

LESLIE FRAM/WABB/MOBILE
D Gibson/R Orbison/M & Mech/G N' Roses

B GALEZA/MOBILE REC/PITTS
D Gibson/R Orbison/Cinderella/Breathe

K GEIDT/TOWER/S OAKS
G N' Roses/REM/H Flowers/FY Cannibals

K GRAHAM/WEST MERCH/AMAR
A Baker/Breathe/H Flowers/REM

H GURELI/KMEL/S FRANCISCO
Dino/FY Cannibals/W To Power/Cynthia

DENE HALLAM/KCPW/KC
D Gibson/E Money/Breathe/Chicago

B HANSON/WMMS/CLEVELAND
G N' Roses/R Orbison/M & Mech/REM

B HARDIN/WLRS/LOUISVILLE
REM/Cinderella/R Orbison/G N' Roses

K HARDT/SAM GOODY/EDISON
D Gibson/G N' Roses/P Benatar

N HARRISON/K106/BEAUMONT
WN Was/D Gibson/FY Cannibals

R HAYES/KTFM/SAN ANTONIO
Sa-Fire/E Brickell

STEVE HELLER/KZFN/MOSCOW
D Gibson/R Orbison/G N' Roses/PS Boys

M HERZER/RECORD BAR/C CHRISTI
Kon Kan/T Loc/N Ebb/B Brown

P HIEGER/KARMA/INDIANAPOLIS
Breathe/Dokken/Eric B

L HUGHES/95XIL/PARKERSBURG
R Orbison/A Baker/B Boys

JOE IANELLO/ATLANTIC/LA
Waterboys/C Junkies/WN Was/R Orbison

RICK JAMES/WZKX/BILOXI
R Orbison/D Gibson/B Brown

E JERDE/TOWER/S OAKS
REM/R Newman/J Hiatt/M & Mechanics

D JOHNSON/KZOU/LITTLE ROCK
Chicago/Bangles/D Gibson/A Baker

P JOHNSON/PRO/TEMPE
REM/FY Cannibals/H Flowers/H Lewis

STRYDER K/KFQX/ABILENE
FY Cannibals/D Gibson/G N' Roses

E KATAJAMAKI/NAVARRE/MPLS
FY Cannibals/Gibson/G N' Roses/R Orbison

W KAUFFMAN/WQCM/HAGARS
A Baker/D Gibson/R Orbison/G N' Roses

DAVE KELLY/94Z/RALEIGH
D Gibson/Breathe/M & Mechanics

K KLUTCH/WAPE/JACKSONVILLE
Breathe/D Gibson/K White/B Brown

S LEPERE/KITY/SAN ANTONIO
Taylor & Belle/Vandross/Easton/Baker

N LEWIS/M PEOPLE/OAKLAND
Poison/REM/R Orbison/R Stewart

C LEWIS/SHOW INDUSTRIES/LA
Chicago/D Gibson/H Flowers/R Orbison

SCOTT LIEF/WERZ/EXETER
A Baker/Chicago/J Stewart/D Gibson

K MACIVER/FACE THE MUSIC/MN
G N' Roses/REM/PO Happiness/H Flowers

S MALDONADO/PWR96/MIAMI
WN Was/Martika

M MANDZIA/BUZZ'S NEST/COL
A Baker/Chicago/Cinderella/R Orbison

PETER MASSE/KTRS/CASPER
Kon Kan/M Vanilli/G N' Roses/D Gibson

CHUCK MCGEE/WOMP/WHEELING
D Gibson/Cinderella/V Williams/E Money

JERRY MCKENNA/WXKS/BOSTON
I City/B Brown/A Baker/FY Cannibals

L METZ/LIEBERMAN/MT. LAUREL
G N' Roses/PS Boys/H Flowers/Cinderella

L MICHAELS/Z107/WHEELING
K White/R Orbison/D Gibson/Breathe

BOB MITCHELL/WPGC/WASH DC
S Easton/S Rick/Guy/Taylor & Belle

V OLVEIRA/SEA-PORT/PORT
P Benatar/A Baker/H Lewis/Breathe

D PAARMAN/KQCR/C RAPIDS
A Baker/D Gibson/Breathe/G N' Roses

L PALAGI/Q107/WASH D.C.
M Vanilli/Kon Kan/G N' Roses/D Gibson

B PASHA/Z99/OKLAHOMA CITY
Kon Kan/L & Money/Chicago/E Money

JIM PAYNE/WRVQ/RICHMOND
Chicago/Time Lords/B Brown/A Baker

J PRIMERANO/TRANSCON/BUFF
A Baker/B Boys/R Orbison

J RAYMOND/KIXY/SAN ANGELO
Survivor/K Carnes/FY Cannibals/K Loggins

K RICHARDS/WPFM/P CITY
R Orbison/A Baker/Cinderella/S Politti

M RIGHT/KKXL/GRAND FORKS
K Loggins/Breathe/D Gibson/B Brown

G ROLLING/KKYK/LITTLE ROCK
A Baker/Chicago/Breathe/D Gibson

J ROSENBERG/THE WIZ/NEW YORK
A Baker/J Healey

DAVE ROY/TRANSWORLD/ALBANY
W Toups/R Orbison/F Attraction/D Gibson

C RUH/KZOZ/SAN LUIS OBISPO
FY Cannibals/Dino/D Gibson

T SBRIGLIA/TRANSCON/BUFF
G N' Roses/R Orbison/REM/D Gibson

J SCHAEFER/WPXR/DAVEN
Chicago/Breathe/G N' Roses/D Gibson



TOMMY CONWELL and the YOUNG RUMBLERS

"If We Never Meet Again"

Taken from the Columbia Lp "Rumble" 44186

FLASHMAKER! 7* R&R ALBUM TRACKS!

WXKS	add	FM104	deb	28	WCGQ	deb	38	KZZU	30-25
PRO-FM	add	KIXY	deb	29	WAYS	deb	39	KXYQ	29-26
KAKS	add	WQSM	deb	30	WZKX	deb	40	WZPL	30-26
OK100	add	WZOU	deb	31	KYRK	deb	40	KTMT	33-26
WHOT	add	WIXX	deb	33				WKRZ	32-28
WVSR	add	WERZ	deb	35	100KHI	21-15		SLY96	31-28
WCIL	add	KXXR	deb	37	WPST	20-16		WPRR	35-30
KCWB	add	WNNK	deb	37	OK95	24-17		WSPK	33-30
WWFX	add	WAZY	deb	38	95XIL	26-19		WJMX	37-31

AVERAGE MOVE	AGGRESSIVES (4 or more)
2.62	22



MARTIKA

"More Than You Know"

Taken from the Columbia Lp "Martika" 44290

FLASHMAKER!

NATIONAL MOST ACTIVE!

KXYQ	add	PRO-FM	deb	31	WKPE	25-19	BREAKING AT:
KEZB	add	FM102	deb	35	KMEL	24-20	WXKS
KAKS	add	WGTZ	deb	35	KITY	29-23	KRBE
WKEE	add	100KHI	deb	36	PWR106	31-26	KWSS
WVSR	add	WLOL	deb	39	KMGX	30-26	KWOD
KPHR	add	KLUC	deb	39	KYRK	33-29	KKFR
KGOT	add	WCGQ	deb	39	KXX106	40-31	KOY
					KZOZ	37-31	WKBQ
					WHTO	34-31	KSAQ
					WCZY	40-33	KTFM
					WERZ	37-33	K98
KROY	deb	HOT977	7-7		WFLY	37-34	BJ105
WZOU	deb	KDON	15-9		KCAQ	38-35	WBCY
KKRZ	deb	HOT97	19-16		WPFM	39-36	



KENNY LOGGINS

"Tell Her"

Taken from the Columbia Lp "Back To Avalon" 40535

FLASHMAKER!

WLOL	add	Z104	deb	35
Q104	add	WPRR	38-35	
KZZO	add	BREAKING AT:		
Y94	add	WSKZ	KKQV	
KKXL	add	KIVA	OK95	
KGOT	add	KIXY		



EARPICKS

S SCHANTZ/WSPK/POUGHKEEPSIE A Baker/D Gibson/B Brown/REM	G SMITH/INTERSTATE GROUP/RI FY Cannibals/R Orbison/REM	D THOMSON/WHOT/YOUNGS Chicago/Breathe/PS Boys/D Gibson
M SCHNEIDER/APPLE TREE/ILL V Femmes/L Reed/REM/M Shocked	D SMITH/NATL REC MART/PITTS A Baker/Cinderella/FY Cannibals/G N' Roses	M TINNES/WKLQ/G RAPIDS G N' Roses/Breathe/REM
S SCHNEIDER/CAP RECORDS/LA A Baker/REM/M & Mechanics/B Brown	L ST JAMES/KKRC/SIOUX FALLS Breathe/R Orbison/E Money/BM Girl	P TIRCKETT/B104/BALTIMORE D Gibson/E Brickell/M & Mech/Kon Kan
SANDY SCOTT/KFBQ/CHEYENNE Cinderella/Chicago/G N' Roses/M Lewis	K STAMM/RADIO DOCS/MILW Poison/Breathe/Cinderella	GLENN TRENT/WKSF/ASHEVILLE H Lewis/Breathe/Chicago/G N' Roses
ROGER SCOTT/KRQ/TUCSON G N' Roses/D Gibson/M & Mech/G Steps	J STEFFEN/WSPT/S POINT K Loggins/T Conwell/REM	R UPTON/KITY/SAN ANTONIO S Rick/K Coleman/G Band
J SHAHINIAN/RECORD EX/CLEVE Breathe/Chicago/Cinderella/D Gibson	GENE STERN/KZ93/PEORIA Bangles/D Gibson/G N' Roses/Chicago	D WARD/SHOW INDUSTRIES/LA D Duran/G N' Roses/W Lion
M SHANNON/KIKX/C SPRINGS G N' Roses/D Gibson/Breathe/H Lewis	N STEWART/WHHY/MONTGOMERY A Baker/G N' Roses/D Gibson/FY Cannibals	K WEATHERLY/KIIS/LA Roxette/FYC/Taylor & Belle/Bangles
LINDA SILVER/K92/ROANOKE Chicago/G N' Roses/E Money/M & Mech	MICHAEL T/WIXX/GREEN BAY E Money/D Gibson/Survivor	T WEBER/KTUX/SHREVEPORT M & Mech/S Sensation/V Williams/Survivor
K SIMMONS/H OF GUITARS/ROCH REM/J Satriani/J Healey/L Colour	JAY TAYLOR/KLUC/LAS VEGAS D Gibson/D Jeff/S Sensation/Roxette	JEFF WEBSTER/WIGY/BATH M Vanilli/B Brown/Squeeze/Basia
D SLANIA/FLIPSIDE/CHICAGO H Flowers/REM/G N' Roses	R TAYLOR/LIEBERMAN/CHICAGO R Orbison/A Baker	GREG WILLIAMS/KCAQ/OXNARD A Baker/FY Cannibals/Dino/R Orbison
S SMITH/HOT97.7/SAN JOSE N Peeples/Dino/Georgio/PS Boys	J THOMPSON/REC BAR/DURHAM REM/D Gibson/R Orbison/G N' Roses	M WRIGHT/WHOT/WILLIAMSPORT BM Girl/D Gibson/Chicago/H Of Lords

Try Us, *You'll Hate Us.* →→→→→



NAME TITLE/POSITION

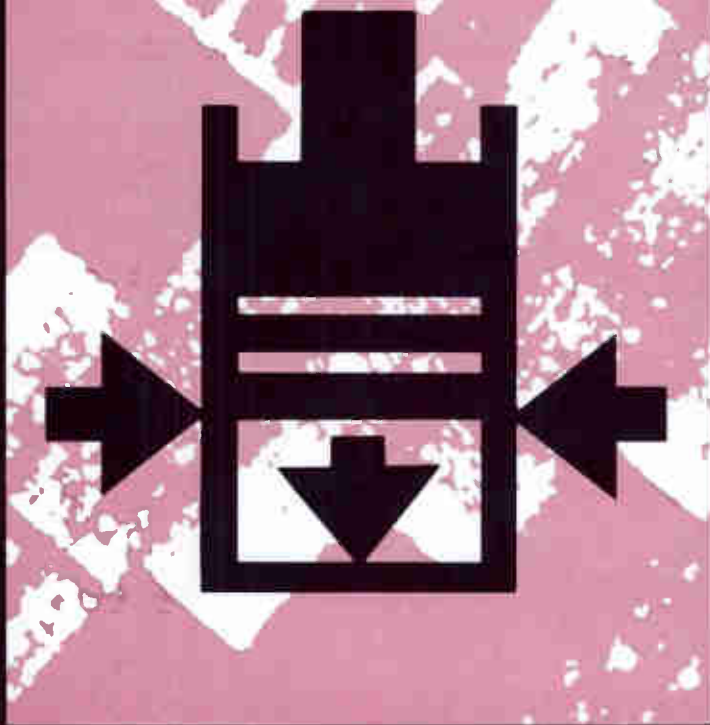
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**The first step:
the Top 10 smash
"Another Lover."**

[AM1226]



**The
giant
step:**



into you

(AM 1256)

the second single from

**GIANT
STEPS,**



from the album

Book of Pride.

(SP 5190)

**Produced by Gardner Colé.
Management: Sandy Robertson.**



the book of pride

**GIANT
STEPS**



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As we bid adieu to this year's Advisory Board, there's a single theme running through Hits Radio Advisory Board's 1989 predictions, it is to get ready for the emergence of Post-Modern music and the comeback of personality radio. Of course, last year, our prestigious board told us Mario Cuomo would be President. For the next twelve months, all



Board Chairman: Mason Dixon, Corporate VP, Edens Broadcasting, Q105, Tampa, FL:

The success of Top 40 radio in 1989 will be determined by a need for the record companies to release more mass appeal hit product than in the past year. We need superstars with super hits or new artists with across the board hits that can be programmed as power gold into the early 90's, rather than short term, limited appeal

smashes like DJ Jazzy Jeff and Tone Loc. Without music that will cross all demos, radio will face a continued fragmentation like that which occurred in '78-'79. For Top 40 to remain in its prime, the pressure, unfortunately, is on the record companies and artists to deliver these key songs.



Keith Nafaty, Program Director, KMEL, San Francisco:

"Variety in Top 40 music will continue to prevail in 1989. Post-Modern music, along with metal, schmaltz, hip-hop, house and rap are all poised for Top 40 success next year. My advice to the major labels is to watch the smaller independent companies very closely. I'm discovering a great many potential superstar acts making hit records on labels like Next Plateau, Profile and Sleeping Bag. My advice to the artists for 1989 is to hook up with LA & Babyface. They are writing and producing today's mass appeal hits and their track record to date is phenomenal."

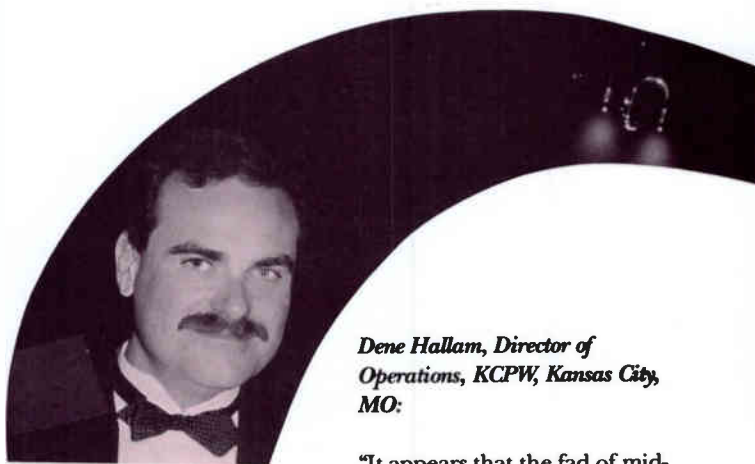
"I hope the top hits in '89 are recorded in '89."

Dene Hallam

Interview By Mike Murphy

six of our seers look to a vibrant, eclectic Top 40, drawing on the best of pop, rock, rap, dance and country music. Except for Kid Leo, who sees hit radio being dominated by Columbia Records, but what did you expect from someone who picked the Cleveland Indians to win the pennant?

Radio Prophets Eye Prophets



Dene Hallam, Director of Operations, KCPW, Kansas City, MO:

"It appears that the fad of mid-'88 will turn into the trend of '89. And that is the success of these technopop bands like Erasure, Information Society and Escape Club. It also appears that those kinds of songs are replacing some of the urban product that has been dominating the charts over the last few years.

"I think the widespread infiltration of hard rock songs and artists into the mainstream charts will also level off. Isn't it time crossover country music, as big as it's selling now, should be coming around the cycle again?"

"I see the listening audience getting immune to 15-minute music blocks. We're going to have to find a different way to sell that concept. If you do 15 in a row, but the third isn't one of their favorites, they're gone. That concept may well become old.

"And finally, I hope the top hits in '89 are recorded in '89."

MOST ADDED

**KEEP
SOME
GREAT
COMPANY!**

"YOU'RE NOT ALONE"

**FLASHMAKER!
EARRACKS WINNER!**

- | | | | |
|--------|-----|-------|--------|
| WXKS | add | KQIZ | add |
| Y95 | add | KQMQ | add |
| KKBQ | add | 95XIL | add |
| B94 | add | 95XXX | add |
| WZOU | add | B98 | add |
| KUBE | add | KBFM | add |
| WLLO | add | KFBQ | add |
| PRO-FM | add | KIVA | add |
| WEGX | add | KTMT | add |
| PWR99 | add | KWTO | add |
| B97 | add | KZOZ | add |
| KXYQ | add | OK100 | add |
| Y108 | add | OK95 | add |
| KXXR | add | Q104 | add |
| WNVZ | add | WAYS | add |
| KISN | add | WAZY | add |
| WBCY | add | WBNQ | add |
| Y107 | add | WCGQ | add |
| KKYK | add | WDBR | add |
| KZOU | add | WHHY | add |
| Q100 | add | WIXX | add |
| WAEB | add | WJAD | add |
| K92 | add | WKEE | add |
| KSND | add | WKPE | add |
| KZZU | add | WLRS | add |
| WBBQ | add | WNOK | add |
| WERZ | add | WPFM | add |
| WOKI | add | WQSM | add |
| WPST | add | WVSR | add |
| WSKZ | add | | |
| Z102 | add | WPXR | deb 24 |
| WRCK | add | WZOK | deb 26 |
| FM104 | add | KOY | deb 29 |
| K104 | add | | |

The New Single

Produced by Ron Nevison

Joining The Hot #1 Smash "Look Away"
And The Top Three Hit "I Don't
Wanna Live Without Your Love"
All Three From The Platinum Album
Chicago 19.



Direction: Howard Kaufman/HK Management

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Kid Leo, VP, Artist Development, Columbia Records:

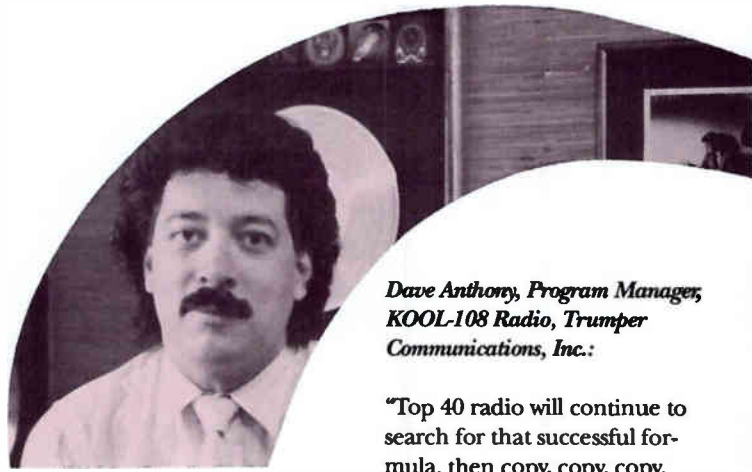
"The future of Top 40 radio in 1989? It'll be playing each and every new release from Columbia Records. This brilliant strategy will relegate all competition to the darkest depths of the 'Back 40' in those green pastures known as ARB dominance.

"As one who will be championing the cause, I'll be putting my mouth where my money is. I guarantee this new methodology will advance the artistic growth of the format as well. We've already witnessed a

retreat from the reliance on dance music and a healthy injection of rock into Top 40's circulatory system.

"In 1989, Top 40 will continue on its 'health kick' with a well-balanced diet of rock and dance, plus pop, urban, rejuvenated soul (The Pasadenas!!) and an influx from the Post-Modern parade. Playlists will expand because of the quality and variety of music.

"P.S. Since you'll be playing a lot, remember to be saying it a lot."



Dave Anthony, Program Manager, KOOL-108 Radio, Trumper Communications, Inc.:

"Top 40 radio will continue to search for that successful formula, then copy, copy, copy. Stations in Kansas City, Louisville and Seattle will continue to sound like stations in New York, Chicago and Los Angeles.

"Marketing' will continue to grow, taking its place alongside 'programming' and 'sales' as one of the crucial elements to success.

"The industry will keep moving in cycles. The next ones due? Album Rock stations will re-discover new music. More Top 40's will re-discover on-air excitement and its importance. Morning shows relying on lots of canned 'funny' features will decline in popularity. More hits will originate from 'Post-Modern' artists as more well-known artists lose their novelty and freshness and become more 'establishment.' (A 'PoMo' artist will likely have the number one song for the year!)

"Other format predictions: 'Wave' formats will evolve into more familiar presentations. Top 40's featuring 'no d.j.'s' will suffer. Oldies will be bigger than ever. Successful country stations will be more mainstream.

"Successful Top 40's will recognize fads but not allow themselves to be pulled out of their game plans by them. 'Mass appeal' will return as the key words in music selection. Programmers as a whole will slowly embrace tighter playlist policies in hopes of attracting the ever-growing audience. (Teens will return as a desirable audience, but not until 1990 at the earliest.) Cheap on-air giveaways will decline as smarter programmers realize that audiences react more to *ideas* than *prizes*.



Don Benson, Benson Communications:

"For 1989, Top 40 will continue to be a very viable format. Successful stations will keep their playlists properly balanced for their target, using the best urban/dance and rock records—and avoiding the stiffs. But it will take more than music alone to win consistently. Good marketing and relatable personalities will remain very important.

"Radio advertising will continue to grow in 1989; however, watch for a soft first quarter. With rising interest rates, a big tax deficit, and a new president, businesses will be cautious with their money. Their focus will be on profits; so, if the economy slips, companies (including radio) will trim their advertising budgets to meet profit goals."

"A 'PoMo' artist will likely have the number one song for the year!"

Dave Anthony

FINALLY. A CONVENTION THAT RADIO'S BRIGHTEST STARS CAN CALL THEIR OWN.

The first Air-Talent/Programming Conference (ATPC '89) will be held March 16-18, 1989 in Atlanta, at the Doubletree Hotel at Concourse. • This TALENTMASTERS Presentation is the first conference ever designed to teach and motivate air staffs. Programmers will also benefit by gaining ideas on more effective ways to train and deal with their staffs. • Every nuance, innovation and secret of success will be shared by expert and celebrated key speakers and panelists from fields of education, comedy, psychology, technology, journalism, broadcast and research. • Three dynamic days and evenings of comprehensive, valuable input, luncheons, cocktail receptions and sessions will take place; as well as, professional get togethers and networking. • **This is just a highlight of the program schedule:** • **ANDREW GOODMAN**, President and General Manager of American Comedy Network, conducts a creative writing workshop on developing better radio humor. • **DR. PERRY BUFFINGTON**, noted psychologist, writer and lecturer, gives expert instruction and techniques for reviving and maintaining creative juices, in the face of boredom. • **BILL McMAHON**, President, Mediavision, presents the Authentic Broadcast Personality™. A remarkable, new program that helps any size station to develop and grow more powerful personalities.

ATPC-'89

Other knowledge-packed sessions include The Art of Teaching, More Effective Show Prep and Personality Research You Can Do. Toys For Talent - this panel features the latest in gadgets and gizmos available to talent for control-room use. You'll also get trade tips from leading magazine editors on achieving timely, precious publicity. • *And a stunning climax - "TALENT MASTERS OF THE AIRWAVES" - the hottest panel of national air-talent ever assembled. Plus more unforgettable fun, stand-up comedians, surprises and events that can only further enrich your career.*

Register Now For This Not-To-Be-Missed Air-Talent/Programming Conference!

Advanced registration fee for the ATPC '89 before February 25 is \$235 per person. Late registration fee is \$265. Group rates are also available. Fee includes all sessions, opening cocktail party, awards luncheon and keynote speaker luncheon. • The Doubletree Hotel is offering a limited number of rooms available before February 25, at a special rate of \$69.95 a night single/double occupancy. • For those flying to Atlanta, Delta Airlines, official airline of ATPC '89, will offer special discount rates, available by calling 1-800-241-6760. Identify yourself with ATPC '89 and refer to file #WO611. • **For hotel registration, or additional information, please contact Lisa Henn at Talentmasters**

(404) 926-7573

Be sure to enter our special air-talent competition.

Send a scoped 2-minute air check of your best air work. Winner will be selected and awarded at the conference. Send entries for **ATPC '89 Air-check Competition**, to the ATPC '89 offices at the address below. Entries must be received by February 25, 1989. Entrants need not be a registrant of the conference to enter.



Just behind the first tee at Oakland Country Club, a championship course in the Detroit suburbs, Huey Lewis is talking to a man who bears a remarkable resemblance. "There's one in every city," the 38-year-old singer says as he prepares for his first drive. "They just walk up to you and it's like looking in a mirror. They're everywhere."

Lewis, of course, has been omnipresent himself since "Sports" hit pay dirt for him and his band, the News, in 1983. On the radio, on MTV, even in the movies ("Back To The Future") and on the cover of GQ, Lewis' handsome mug has been a dependable presence. Many in the industry will tell you it couldn't have happened to a nicer guy, and they're right.

This year, renowned sports fanatic Lewis went looking for a change-up. "Small World," the News' fifth album, is a step to the left; the album is still full of the irresistible pop melodies that have become the group's trademark, but there's new looseness in the playing and a sampling of different styles—reggae, zydeco, funk, jazz—that make it not the sure-fire hit its predecessor, "Fore," was. But, as he told Hits, it was a rewarding challenge, culminating in the Top 5 hit single, "Perfect World." The new single, "Give Me The Keys," has just been released.

"Small World" was a pretty quick follow-up to "Fore!" I thought the plan was to release a live album and take some time off.

I surprised myself this time. What happened was we did something like 186 shows last year and figured that was it. We were fried. We thought we'd go away for awhile. But after a couple of months, we got kinda itchy and said, "Let's get together and write." Before we knew it, we had half the record finished.

Some of the songs on "Small World" are stylistically different for you.

We just thought it would be nice to write these other kinds of songs, just for the hell of it. We've always been kinda musically sacrilegious; I listen to everything from Wilson Pickett to George Jones, reggae, all that stuff. It was a challenge. It's harder to play than the straight stuff we've been doing for so long.

Weren't you afraid of risking your chart success?

I'm sure it won't be as commercially successful as the others; it's not formatted for the marketplace as much. If you

can't stretch out a little after you've sold 15 million records, what are you gonna do? It was an easy decision to make.

Could you have made the same decision when you started "Fore?"

I actually tried to make this record instead of "Fore." I wrote the song "Small World" for "Fore," but it didn't work out. I'm not trying to be too cosmic, but it wasn't what was going on in my mind. Then, in the middle of all this, came "The Power Of Love." It was important to come back with a real commercial kind of record, to show that it and "Sports" weren't flukes. It was a follow-up kind of record.

Isn't it easy to lapse into the same attitude every time you have a big-selling album, though?

N'yah. It wasn't even a real decision. Stylistically, I already had different things on my mind when we were doing "Fore," it was just a matter of doing them. I knew right after we made "Fore" that the next record we'd make was going to be fun and painless. "Fore" was a bloodbath, man, really tough to make. "Sports" was no walk in the park, either.

We cut "Bobo Tempo" on the very last night of the "Fore"

sessions. It was one o'clock in the morning, and we did it in one take. You could almost feel the relief of having that record done. Everyone was just blowing. And I said right then, "Man, this is the way we're gonna make the next record."

Where did the rest of the songs come from?

I've wanted to write like this for a long time. I always enjoyed exploring the sort of gray areas between musical styles. The nice thing was it was real cheap and pretty quick. It cost about \$110,000, which is great for us. "Sports" cost \$240,000, and I think "Fore" was \$140,000. We did it at a local studio and didn't beat it up too much. We worked from noon or 1 p.m. to 9 or 10 p.m. We didn't go 14-16 hours a day. We took weekends off. There was absolutely no pressure.

What did you learn musically working in reggae, zydeco and the other styles?

A lot, especially from working with Stan Getz. He came in and played wonderfully, really used dynamics well. We approached this album using more dynamics and not worrying about where we needed to have a vocal part or a hook.

HITS SQUARE

by Gary Graff



The band really stretched out on "Slammin'."

I've always said, "Guys, we should do an instrumental." Chris [Hayes] came up with the tune, and it worked out really great.

There's also more of a social consciousness on the album.

That's from traveling the world and realizing what our perception of the rest of the world was. You have this attitude like there are huge barriers and— not to sound pretentious— but an artist's job

one hand and a gun in the other. They don't understand how our system works, how America is the best and worst of everything for a buck. Nothing's sacred.

How about Europe?

It's a little different than that. The best and the worst is that people won't do anything for a buck. The two systems are different, but we have to learn to live together. We're all on this planet together. Our message, if there is one, is tolerance and understanding. It sounds corny, but that's really it. This is a chance to show them that

theid. If the idea is true, it lives. That guy who sang "Kansas City," when he said there were some crazy little women there, you believed him.

So many artists, when they go to Europe and other areas, are surprised at the power music has to communicate.

Sure. I am passionate about American music. I would love everyone to know that. That's our culture, sort of the strongest culture we have. That and sports are about it. There are a couple of artists and writers who have been trendsetters,

the year. The second year you win the MVP award. This year, I think I'm hitting better than ever, am in better shape, singing better. Whether I'm the MVP again, that depends on a lot of things. I know I'll be there in the end. I don't know that we're going to win the World Series, but I know we're gonna be there. All you can hope for is that you're going to be grizzled veterans.

This year's show is different for you, too.

We're doing a two-part show, a long deal now. I really wanted to stretch out a bit, let everyone really play. We left a few of the hits at home; of course, we did a lot of (hits), too. I've put together shows that were air-tight before, and this one isn't. It's a good idea to do that. It keeps everyone on their toes.

Are you guys planning anything special for your upcoming 10th anniversary?

We're telling everybody about it, but we're not really doing anything. It's no surprise to us. We formed a band in the old San Francisco tradition—we were friends first, then we were a band. We figured we'd be together forever. There's no reason we won't be together another ten years. It's not that big a deal.

Have you managed to stay in touch with real life in the wake of your success?

It does change things, and some of the ways are not good. I don't have a lot of old friends that I can go out and have a beer with. The other day, my wife and kids were at the beach, but I had to stay at home because we were having our floors done. I was standing at the house by myself, and I realized that I didn't have anyone to call except the guys in the band. You can't go home, and that really is a shame. But I'd do the same thing if I were given the choice all over again.



"Fore' was a bloodbath, man, really tough to make."

is to break down those barriers, not build them up. It's not like I'm an angry young man or anything, but it's pretty obvious it's a small world.

A lot of it was a reaction to the patriotic fervor we've had over the last few years. I come from a sort of '60s background. I hung with a radical fringe at Cornell for the five minutes I was there. A lot of guys who were radicals in the '60s who moved to Europe and gotten into the entertainment world there. We'd sit down while we were touring over there and have long conversations about this stuff. It's interesting the way they perceive Reagan. They see America as a bible in

Americans don't all subscribe to the TV evangelists, that we're smarter than that.

But you knock down the idealism of a "Perfect World."

In any situation, there is no such thing as a perfect world. But we might as well keep on dreaming. What can we do but be optimists about it? We have no choice but to carry on in the face of depressing situations.

You have to call it like you see it, y'know? It has to be true. If it's true, it lives. And it doesn't have to be political; a phony love song is no phonier than a phony song about apar-

but arguably our music is our most important contribution to the rest of the world.

I think it's stupid to become isolationist about it. When we play in Switzerland or Tokyo or somewhere and play an R&B tune and see people react, that's a wonderful thing. That makes the world a little bit smaller, so it's gratifying as well as fun.

How does all this fit with your commercial desires? "Sports" gave you something to live up to.

You know what it's like? It's like you're a ball player, and that first year you win rookie of

RERAP

by Toni Profera, Los Angeles

Wonder what the kids got for **Christmas** this year? Try a **Compact Disc** player. According to retailers across the country, CD sales are skyrocketing. Said **National Record Mart's Doug Smith**: "January sales are way up due to exploding CD sales. Throughout the past year, cassettes sold twice as much as CD's, but now the margin is down to only 10 or 20%."..... And speaking of the folks at National Record Mart, they're ecstatic over the success of their "**No Risk Program**," which spotlights four artists and includes a narrated tape, played in-store three times daily, featuring two cuts from each of the artists. In addition, featured product is sale priced, positioned up front and flyers with bio's of each act are circulated. According to NRM heavies, the program has been very successful, as all the featured acts have jumped into the Top 50. This month's winners are **Bullet Boys**, **Sheriff**, **Paula Abdul** and **Living Colour**..... Surprise! Big rush on **Carpenters** product, particularly at the mall intensive chains, following the recent television movie about **Karen Carpen-**

ter..... **Transworld's Dave Roy** tells us that **Elektra's Gipsy Kings** are breaking. He reports that initial New York and Miami action is now being followed by the other areas the chain services..... Retailers are *really* looking forward to the new project from **Tone Loc** (4th & Broadway/Delicious Vinyl)— they're being bombarded with requests..... Big buzz over the new **Hugh Marsh** project on the independently distributed **Sound Wings** label, which features a blistering version of "Purple Haze" with **Robert Palmer** on lead vocals. The cut's already been added to **Z95**. According to **Flipside's David Slania**: "We're finally going to break a record out of Chicago!"..... **Cheap Trick** made swing through **Minneapolis** last week, hanging with the folks from **Musiciand** and meandering through their warehouse..... **Ron Phillips** is the new Director of Purchasing at **Record Bar**. He was formerly with **Adventure Ad agency**..... **Lisa Voge** is the new Special Orders Buyer for **Turtles** effective at the end of the month..... Brooklyn-based **The Wiz** is looking for an Advertising Director. Interested? Call **Jay Rosenberg** at (718) 326-0653..... **Lenny Leon** has exited his post as Buyer at **Pacific Coast One-Stop**. No replacement has been named..... According to the folks at **Angott One Stop**, the hot rap action of 1989 is **M.C. 900 Foot Jesus w/DJ Zero** from Austin on **Gonga Records**..... Finally, have you heard the new **Lou Reed** project on **Sire**, "New York"? Give this one a listen.

Not There



Carl Weathers — *Not in the column this week.*

BEAT'S ME

by Roy Trakin

A BONO MONO CHRISTMAS: Hottest show in wintry NYC over the holidays was a recreation of **Phil Spector's** famous 1963 Christmas album, which had the misfortune to come out a week after **JFK's** assassination. The hour-long revue featured the Mayor of Palm Springs himself, **Sonny Bono**, in a "Wrecking Crew" sweatshirt mimicking his old mentor's whiny, nasal voice, along with **Darlene Love**, **Ronnie Spector** and, as **Bob B. Soxx**, former **Peech Boy Bernard Fowler**. The back-up band, led by **Jimmy Vivino** (of **Jules Shear's Reckless Sleepers**) and the **Uptown Horns**, recreated the classic **Wall of Sound**, while Love, Spector and company belted out the legendary producer's versions of yuletide perennials like "Frosty the Snowman." The show was produced by the **Bottom Line**, which drew ten straight SRO's over five nights. Even old-line bizzers like **Sid Bernstein** turned out for the concert, which, if we're lucky, will head to the west coast for Xmas '89.

Bono Bono Good



Sonny Bono — *Did not sell Palm Springs t-shirts at the gig.*

WESTERBERG IS GOD: Judging by upcoming cover stories in both **Musician** and **Tower Pulse**, it appears America's best undiscovered rock band, **The Replacements**, are still critical darlings, even as their new Reprise/Sire effort, "Don't Tell A Soul," tries to keep them pop's best-kept secret. Leader **Paul Westerberg's** anthems to the joys and horrors of rock include the first single, "I'll Be You," and "Rock 'n' Roll Ghost," an agonizingly real look into the mirror of pop culture's seductive lies. Feisty as ever, the group has already turned down the **David Letterman** show because it wouldn't have included the whole band.

GIRLS WILL BE GIRLS: The highly-touted **Indigo Girls** have just wrapped their Epic debut with producer **Scott Litt** and vigilant A&R exec **Roger "Can You Get Me Into the Rumor Mill?" Klein** in Atlanta and Hollywood's Ocean Way studios. **R.E.M.'s Michael Stipe** sings on one track and the **Hothouse Flowers** help out on yet another. The Girls will open for R.E.M. on that band's upcoming U.S. jaunt, which includes first-ever arena-size gigs at the Forum in L.A. and N.Y.'s Madison Square Garden. Athens, GA's finest has added ex-**dB Peter Holsapple** as a fifth on-stage member to augment their sound for those basketball/hockey halls.

HEEERE'S JOHNNY (CLEGG, THAT IS): Looks like **Johnny Carson** is replying to the challenges of **Pat Sajak**, **Arsenio Hall** and **Morton Downey, Jr.** with aggressive programming of new rockers. Over the past few months, Carson has had **Johnny Clegg**, **Dwight Yoakam**, **10,000 Maniacs** and unsigned local club act **Preston Smith**. Clegg's tribal dancing routine visibly excited Johnny and led to a return appearance by the South African rocker just a few weeks later. The national exposure has added to the already loud buzz on the project.

(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.)

HOUSE OF LORDS

"I Wanna Be Loved"

FLASHMAKER!

The Adds:

- KRBE add
- PRO-FM add
- KKFR add
- KCPX add
- K98 add
- WZPL add
- WRCK add
- JETFM add
- 95XXX add
- KWNZ add
- WHTO add
- WLRW add

The Debuts:

- WKLQ deb 33
- WPFR deb 35
- G98 deb 35
- WZKX deb 37
- KSND deb 37
- WBBQ deb 38
- WQUT deb 39
- WZYP deb 39
- KJ103 deb 40
- WDBR deb 40
- WFLY deb 40
- WOMP deb 40
- Q101 deb 40
- KWTX deb 40

The Moves:

- KOZE 24-15
- OK95 27-18
- WKTI 26-22
- 100KHI 35-25
- KYRK 38-25
- KAKS 29-25
- KTRS 36-27
- KISR 34-28
- WKFR 40-29
- KZZU 36-30
- KMOK 35-31
- Z97 38-34
- KKXL 40-35
- KXXR 40-36
- SLY96 40-36



BREAKING AT:
KUBE
KXYQ

The Testimony:

ANTHONY MILES, MD - KLUC, LAS VEGAS
"Strong phones at night, all upper demos."
RAY KALUSA, MD - KCPX, SALT LAKE CITY
"Great white Rock n' Roll, good AOR/T40 crossover - along the lines of Whitesnake and Guns N' Roses."
TOM HUTYLER, PD - KUBE, SEATTLE
"If your looking for straight ahead Rock n' Roll, House of Lords will fill the void."

JOHN TRAVIS, MD - OK95, TRI CITIES
"Straight Rock n' Roll that serves all demos. Major phone action that proves its bonafide. No one should hold off on this song. Moves 9 spots this week to #18 with a hot report."
TODD FISHER, PD - WKTI, MILWAUKEE
"It's still early for us, It's Whitesnake part two, I think it's a smash."

BOY MEETS GIRL

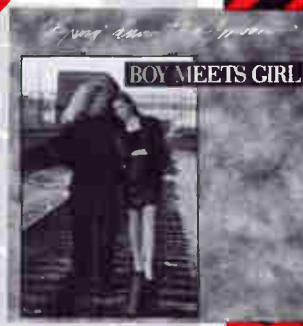
"Bring Down the Moon"

FLASHMAKER!

- WGH-FM add
- Y107 add
- Q100 add
- KSND add
- KZZU add
- WBBQ add
- KYRK add
- KBFM add

- OK95 add
- WHOT add
- WJMX add
- WPFM add
- WPFR add
- WQSM add
- WQUT add
- WSPK add

- K104 deb 30
- WKQB deb 33
- WPRR deb 36
- SLY96 deb 38
- WBNQ deb 38
- KTMT deb 40



SAMANTHA FOX

"I Wanna Have Some Fun"

20-15 HITS TOP FIFTY SINGLES!

- Y95 add
- Y100 add
- Q105 add
- WKTI add
- KS104 add
- WMJQ add

- B94 deb 24
- PWR96 deb 27
- HOT97 1-1
- Z100 3-2
- Z95 9-3

- CKOI 7-3
- PWR95 5-4
- B96 4-4
- WHYT 5-4
- WEGX 6-4
- PWR106 7-6
- KITY 7-6

- FM102 8-8
- WNVZ 10-9
- KUBE 11-10
- KKFR 11-10
- WDFX 25-15
- WCZY 19-15



DEVELOPING VIRGINS

ROY ORBISON

"You Got It"

**EARPICKS WINNER!
FLASHMAKER!**

- # 1 Most Added at Album Radio
- # 1 Most Added at Pop Adult-Breaker
Over 50 Top 40 Adds including:

B96	add	KISN	add	Z104	add	WAYS	add
WXKS	add	WBCY	add	K104	add	WJAD	add
WMMS	add	WMJQ	add	95XIL	add	WKPE	add
WZOU	add	Y106	add	95XXX	add	WLRS	add
PRO-FM	add	KSND	add	B98	add	WPFM	add
KXYQ	add	WBBQ	add	KIVA	add	WZKX	add
WTIC	add	WINK	add	KIXY	add		
B93	add	WNNK	add	OK100	add		
K98	add	Z102	add	OK95	add		

STEVE WINWOOD

"Holdin' On"

38 HITS TOP FIFTY ALBUMS!

19-13 HITS TOP FIFTY SINGLES!

13*-10* R&R !

WKTI	add	WLOL	11-9	WXKS	20-11	92X	18-15
		KXYQ	12-9	94Q	15-11	KPLZ	19-16
PWR99	3-3	WNCI	10-9	WCZY	16-12	KBEQ	20-17
KXX106	9-4	WKSE	15-9	WGH-FM	28-13	Z95	21-18
KEGL	7-6	KCPX	13-9	B96	17-14	KKBQ	30-25
Q102	10-6	WZPL	10-9	Q107	18-14	CKOI	31-25
WKBQ	12-8	WZOU	24-10	KKRZ	23-14		
WMJQ	11-8	WEGX	15-10	PRO-FM	20-14		
KISN	9-8	B94	11-10	WBLI	21-15		

PAULA ABDUL

"Straight Up"

BREAKOUTS WINNER! 15*-8* R&R!

DEBUT 30 HITS TOP FIFTY ALBUMS!

14-9 HITS TOP FIFTY SINGLES!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	LP SALES (1 to 10)	45 SALES (1 to 10)
6.23	116	67	37	10	7	9

HOT105	add	PRO-FM	deb	23	KZZP	1-1	KTFM	6-1
KXYQ	add	Z95	deb	28	PWR99	1-1	KITY	2-1
KCPX	add	WLOL	deb	31	KKFR	1-1	WNOK	23-1
					KWOD	3-1	KLUC	7-1
WXKS	deb	10	KIIS	2-1	KWSS	1-1	KDON	3-1
Y100	deb	22	PWR106	1-1	Y108	1-1		

JULIA FORDHAM

"Happy Ever After"

- 17 Weeks in HEAVY on VH-1
- over 100,000 LP's sold
- WXKS 23-12!

- Added at KISN & CKOI
- Ships to A/C TODAY!
- R&R 5*-2* R&R A/C!

WHEN IN ROME

"Heaven Knows"

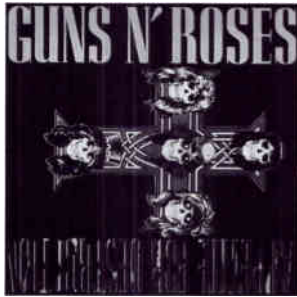
The follow-up to the 1BB
DANCE SMASH "The Promise"
OUT NOW!



TOP TENS

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

WINNERS



MOST #1's

1. GUNS N' ROSES(APP.)
2. BOBBY BROWN
3. POISON
3. TRAVELING WILBURYS
3. DEF LEPPARD

MOST TOP 5's

1. BOBBY BROWN
2. GUNS N' ROSES(APP.)
2. POISON
2. BON JOVI
3. GUN N' ROSES (LIES)

MOST TOP 10's

1. BOBBY BROWN
1. DEF LEPPARD
2. TRAVELING WILBURYS
3. GUN N' ROSES(APP.)
3. POISON

(Winners reflect lists included on these two pages only)

musicland *DICK ODETT*
616 Retail Stores
(Mpls)

MUSICLAND

1. GUNS N' ROSES
2. BOBBY BROWN
3. BON JOVI
4. POISON
5. GUNS N' ROSES (LIES)
6. TRAVELING WILBURYS
7. DEF LEPPARD
8. COCKTAIL
9. ANITA BAKER
10. TRACY CHAPMAN

WHEREHOUSE *CHUCK LEE*
215 Retail Stores
(Los Angeles)

WHEREHOUSE

1. TRAVELING WILBURYS
2. BOBBY BROWN
3. KENNY G
4. POISON
5. DEF LEPPARD
6. GUNS N' ROSES
7. COCKTAIL
8. EDIE BRICKELL
9. GUNS N' ROSES (LIES)
10. ANITA BAKER

Trans World Music Grp. *DAVE ROY*
432 Retail Stores
(Albany)

TRANSWORLD

1. GUNS N' ROSES
2. BON JOVI
3. GUNS N' ROSES (LIES)
4. COCKTAIL
5. POISON
6. DEF LEPPARD
7. U2
8. PINK FLOYD
9. ANITA BAKER
10. BOBBY BROWN

RECORD WORLD *DEAN FINE*
71 Retail Stores
(New York)

RECORD WORLD

1. POISON
2. U2
3. REM
4. EDIE BRICKELL
5. PINK FLOYD
6. GUNS N' ROSES
7. FLEETWOOD MAC
8. TRAVELING WILBURYS
9. GUNS N' ROSES (LIES)
10. BOBBY BROWN

CAMELOT *LEW GARRETT*
214 Retail Stores
(Canton)

CAMELOT

1. BOBBY BROWN
2. POISON
3. GUNS N' ROSES (LIES)
4. GUNS N' ROSES
5. EDIE BRICKELL
6. DEF LEPPARD
7. WHITE LION
8. WINGER
9. PAULA ABDUL
10. BULLET BOYS

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

WESTERN MERCHANDISERS

1. BON JOVI
2. COCKTAIL
3. DEF LEPPARD
4. POISON
5. BOBBY BROWN
6. CINDERELLA
7. JAZZY JEFF
8. DIRTY DANCING
9. RANDY TRAVIS
10. KISS

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

SOUND WAREHOUSE

1. TRAVELING WILBURYS
2. FLEETWOOD MAC
3. ANITA BAKER
4. EDIE BRICKELL
5. REM
6. JOURNEY (GREATEST)
7. KENNY G
8. U2
9. GUNS N' ROSES (LIES)
10. DEF LEPPARD

Record Bar *PAUL FUSSELL*
143 Retail Stores
(Durham)

RECORD BAR

1. GUNS N' ROSES
2. GUNS N' ROSES (LIES)
3. BON JOVI
4. TRAVELING WILBURYS
5. BOBBY BROWN
6. POISON
7. EDIE BRICKELL
8. KENNY G
9. DEF LEPPARD
10. ANITA BAKER

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

WALL TO WALL

1. GUNS N' ROSES (LIES)
2. BON JOVI
3. POISON
4. GUNS N' ROSES
5. DEF LEPPARD
6. BOBBY BROWN
7. PINK FLOYD
8. JOURNEY (GREATEST)
9. TRAVELING WILBURYS
10. COCKTAIL

TOP TENS

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

Sam Goody

KEVIN HARDT
204 Retail Stores
(Edison)

SAM GOODY/EAST

1. GUNS N' ROSES
2. BON JOVI
3. POISON
4. BOBBY BROWN
5. DEF LEPPARD
6. GUNS N' ROSES (LIES)
7. TRAVELING WILBURYS
8. ANITA BAKER
9. COCKTAIL
10. TRACY CHAPMAN

ARM
NATIONAL RECORD MART

DOUG SMITH
95 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. POISON
2. GUNS N' ROSES (LIES)
3. BOBBY BROWN
4. BON JOVI
5. GUNS N' ROSES
6. DEF LEPPARD
7. JOURNEY (GREATEST)
8. KENNY G
9. TRAVELING WILBURYS
10. KISS

SHOW
INDUSTRIES

LORY SHAW
449 1 Stop Acc. 60
Retail Acc. (LA)

SHOW INDUSTRIES

1. BOBBY BROWN
2. EAZE E
3. POISON
4. BOYS
5. EDIE BRICKELL
6. GUY
7. NEW EDITION
8. TRAVELING WILBURYS
9. AL B SURE
10. PAULA ABDUL

Strawberries
RECORDS • TAPES • VHS

JEFF COHEN
70 Retail Stores
(Boston)

STRAWBERRIES

1. EDIE BRICKELL
2. GUNS N' ROSES (LIES)
3. TRAVELING WILBURYS
4. BOBBY BROWN
5. REM
6. U2
7. GUNS N' ROSES
8. POISON
9. BON JOVI
10. DEF LEPPARD

Record Theatre

JIM PRIMERANO
18 Retail Stores
(Buffalo)

RECORD THEATER

1. ANITA BAKER
2. BOBBY BROWN
3. TRAVELING WILBURYS
4. GUNS N' ROSES
5. ROB BASE
6. PINK FLOYD
7. KEITH SWEAT
8. CSN&Y
9. LUTHER VANDROSS
10. GUY

Harmony House
records and tapes

SANDY BEAN
26 Retail Stores
(Detroit)

HARMONY HOUSE

1. COCKTAIL
2. ANITA BAKER
3. BON JOVI
4. U2
5. TRAVELING WILBURYS
6. POISON
7. GUNS N' ROSES
8. BARBRA STREISAND
9. PINK FLOYD
10. DEF LEPPARD

RAINBOW RECORDS

BRIAN BURNS
32 Retail Stores
(San Francisco)

RAINBOW

1. BOBBY BROWN
2. TRAVELING WILBURYS
3. ANITA BAKER
4. U2
5. DEF LEPPARD
6. PINK FLOYD
7. JOURNEY (GREATEST)
8. EDIE BRICKELL
9. TIFFANY
10. COCKTAIL

ROUNDUP
MUSIC
DISTRIBUTORS, INC.

DON JENSEN
96 Rack Accounts
(Seattle)

ROUND UP

1. DEF LEPPARD
2. GUNS N' ROSES
3. COCKTAIL
4. BON JOVI
5. POISON
6. BOBBY BROWN
7. KENNY G
8. U2
9. TRAVELING WILBURYS
10. CINDERELLA

Nobody beats the
WIZ
Home Entertainment Center

JAY ROSENBERG
25 Retail Stores
(New York)

WIZ

1. BOBBY BROWN
2. ANITA BAKER
3. KARYN WHITE
4. ROB BASE
5. GUY
6. TRAVELING WILBURYS
7. LUTHER VANDROSS
8. SLICK RICK
9. NEW EDITION
10. KID N'PLAY

SPECS

CINDY BARR
43 Retail Stores
(Florida)

SPECS

1. GUNS N' ROSES
2. EDIE BRICKELL
3. BON JOVI
4. BOBBY BROWN
5. GUNS N' ROSES (LIES)
6. ANITA BAKER
7. JOURNEY (GREATEST)
8. DEF LEPPARD
9. U2
10. TRAVELING WILBURYS

JR's
MUSIC SHOP

RON SALPIETRO
37 Retail Stores
(Chicago)

JR'S

1. DEF LEPPARD
2. GUNS N' ROSES
3. GUNS N' ROSES (LIES)
4. U2
5. BON JOVI
6. POISON
7. ANITA BAKER
8. REM
9. PINK FLOYD
10. EDIE BRICKELL

record @tape outlet
EVERYDAY LOW PRICE

LYNN BATCHECK
36 Retail Stores
(Columbus)

RECORD & TAPE OUTLET

1. KENNY G
2. BOBBY BROWN
3. GUNS N' ROSES
4. GUNS N' ROSES (LIES)
5. POISON
6. ANITA BAKER
7. TRAVELING WILBURYS
8. JOURNEY (GREATEST)
9. DEF LEPPARD
10. LEVERT

That no one in the U.K. trio Johnny Hates Jazz is named Johnny and none of the members harbor any particular disdain for that style of music, sheds some light on how the group works. The band began after the three members—singer Clark Datchler (yes his dad is the famed producer), drummer/keyboardist Calvin Hayes and guitarist Mike Nocito—had pretty much given up hope of being performers and had established careers in the biz (respectively in publishing, A&R and as head engineer) at the British indie label RAK. But in the kind of success story that once inspired feature films starring Mickey Rooney and Judy Garland, the three found each other, formed Johnny Hates Jazz, signed to Virgin and have already had a humongo hit in “Shattered Dreams.” While in LA recently, Clark and Mike took time away from soaking up the rays to speak with Hits about life, the universe and why no one wants to interview Johnny.

Did your record company experience give you a leg up when you set about getting a major label deal?

Mike Nocito: I'd like to say that it didn't, but I suppose in all honesty, it did. But we thought about it, and decided not to do it the same way everybody else does it. So we hired a little closet of a club for an afternoon and played “Shattered Dreams” acoustic. If you give the record company a tape of your demo, and it has a lot of great production on it, if they don't fall in love with it immediately, they will just like it less and less. They'll listen to it in the car and stuff, and if it's a fully-produced demo the more they hear it, unless they love it all, they'll think, “Well, where can we go from here?” Unless they think it's brilliant, you're out of luck. So, if you give them just the basics, they can think, “Wow, imagine if this had an orchestra or a new drum sound.” It's just resourceful thinking, doing it this way. And it really does work, but you have to have a lot of guts to do it, because you are going to be competing against amazingly-produced demos. But if you think the song is good, it will come across on tape.

Clark Datchler: A lot has been made of our background, but really I have never heard of anyone running out to buy a

record because one of the guys was an A&R man or the other was an engineer. That's not why people buy records.

You guys don't have a manager, why not and is that ever a problem?

MN: In a normal band, somebody can just say, “I'm the bass-player, I don't have to worry.” And if that's the way they want to do it, fine. But I've seen so many bands that are recording, and when the manager comes in, and then leaves, all the band talks is how much they hate him, and how he's ripping them off. So we thought there was no point in that. But it can be a problem. We've had to convince people that we do know what we're talking about, that we're not stupid. It irritates people. The head guy of our record company in England just finds us immensely irritating. Because we're the ones who go in to argue with him. It's difficult for him to say no to us. He sometimes treats us like little school boys. It's a problem, but then again, I think we've done alright.

Your lyrics aren't typical Top 40 fare.

CD: The important thing is that the words sound good and the meter sounds good. People don't analyze records.

Johnny Loves Pop

An exclusive Hits interview with



Johnny Hates Jazz

by Sharon Liveten

But, as I've gotten older, the lyrics have become more important. “Shattered Dreams” is about divorce, “I Don't Want to be a Hero” is about conscientious objectors. There's no real reason why you can't write a good pop song with an intelligent lyric.

to be a Hero” was a love song.

What about the name?

MN: Johnny's my brother-in-law and he hates jazz. My sister will put on a jazz record, and when she's out of the room, he'll take it off. It's an old

“I'm surprised, though, that no one has wanted to interview Johnny. Yet.”

MN: But if you listen to “Shattered Dreams” and you don't know about the words, it's still okay. You can go your entire life without knowing the words, and it's okay. Up until about a week ago, our record company thought “I Don't Want

joke. Long before the band came together, we knew we wanted to use the name for something. Originally we thought it would be a production company. I'm surprised, though, that no one has wanted to interview Johnny. Yet.

BREAKOUTS

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

MTVs' torch over the holidays has resulted in fiery sales for both the **Bullet Boys** and **Living Colour**. **Paula Abdul** is igniting due to a smash 45, as is the 5 year old **Sheriff** Lp. **Waterboys** is developing sales due to its #2

Post Modern position in the marketplace. Finally internationally hot **Gipsy Kings** is now breaking in New York, Miami, S.F, L.A. and beginning to spread due to VH 1 exposure and club play on **Bamboleo**.

WINNERS

1	BULLET BOYS	(WB 1-25782)	45%	6	GIPSY KINGS	(Elektra 60845-1)	23%
2	PAULA ABDUL	(Virgin 90943-1)	43%	7	WINGER	(Atlantic 81867)	19%
3	LIVING COLOUR	(Epic 44099)	33%	8	WHITE LION	(Atlantic 81768)	16%
4	WATERBOYS	(Chrys 41589)	26%	9	RUSH	(Merc 836345)	14%
5	SHERIFF	(Capitol 45025)	25%	10	KARYN WHITE	(WB 256371)	13%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT
DJ Cash Money
Kid N' Play
Paula Abdul
Chicago
Al Jarreau
Kenny G
Jonathan Butler

CAMELOT / LEW GARRETT / CANTON
Living Colour
Shriekback
Tequila Sunrise
Today
Karyn White

FLIPSIDE / DAVID SLANIA / CHICAGO
Rush
Tequila Sunrise
They Might Be Giants
Oliver & Co
New Kids
Hugh Marsh
Jerry Garcia

KARMA / PAUL HIEGER / INDIANAPOLIS
Rush
Lou reed
Violent Femmes
Emmylou Harris

APPLE TREE / MIKE SCHNEIDER / ILLINOIS
Edie Brickell
Living Colour
Bullet Boys
Michelle Shocked

CAVAGES / JOHN GRANDONI / BUFFALO
Rush
Bullet Boys
Joe Satriani
Winger
Paula Abdul

HARMONY HOUSE / SANDY BEAN / DETROIT
Neil Diamond
Sheriff
Waterboys
Joe Satriani
Karyn White
Paula Abdul
Bullet Boys

LECHMERE / DAVE CURTIS / BOSTON
Neil Diamond
Al Jarreau
Paula Abdul
Rush
Roberta Flack
Joe Satriani

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO
White Lion
Roy Orbison
Bullet Boys
Winger
Samantha Fox

CD ONE-STOP / JAY FINK / CONN
Paula Abdul
Winger
Living Colour
Gipsy Kings
Breathe

HARVARD CO-OP / DAVID SIBEL / BOSTON
Cowboy Junkies
Michelle Shocked
Saints
Waterboys

LIEBERMAN / LINDA METZ / MT. LAUREL
Paula Abdul
Art Of Noise
Tiffany (old)
Phantom Of The Opera
Bon Jovi

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO
Rush
White Lion
Paula Abdul
Bullet Boys
Melissa Etheridge

CML ONE-STOP / MIKE CLARK / ST. LOUIS
Living Colour
White Lion
Joe Satriani (old)
Joe Satriani
Tommy Conwell
Slick Rick

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER
They Might Be Giants
Pursuit Of Happiness
Waterboys
Femme Fatale

LIEBERMAN-NATL / DUSTY BOWLING / MPLS
Winger
Kix
Mike & The Mechanics

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS
Paula Abdul
Mike & The Mechanics
Eazy-E
They Might Be Giants
Tommy Cochrane

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN
Rush
Waterboys
Gipsy Kings
Living Colour
REM

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND
Winger
Pursuit Of Happiness
Living Colour
Waterboys
Cowboy Junkies
Bullet Boys
Paula Abdul

METRONOME / SEAN DUNN / ATLANTA
Voice Of The Beehive
Gipsy Kings
Waterboys

BREAKOUTS

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

MUSIC PEOPLE / NANCY LEWIS / OAKLAND
 Living Colour
 Sucka Soundtrack
 Tequila Sunrise
 Clarence Carter
 Sheriff

MUSICLAND / DICK ODETTE / MINNEAPOLIS
 Art Of Noise
 Bullet Boys
 Karyn White
 Tequila Sunrise
 Melissa Etheridge
 Robbie Nevil
 Sheriff

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH
 Bullet Boys
 Sheriff
 Paula Abdul
 Living Colour
 Eazy-E

NAVARRE / ESA KATAJAMAKI / MINNEAPOLIS
 Winger
 Living Colour
 Sheriff
 Bullet Boys
 Paula Abdul
 Sir Mix-A-Lot

PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE
 Guns N' Roses
 Julia Fordham
 Paula Abdul
 Eazy-E
 Joe Satriani
 Cowboy Junkies

PENNY LANE / TONY PROCACINI / KANSAS CITY
 Paula Abdul
 Living Colour
 Waterboys
 Bullet Boys

PRO ONE-STOP / PAUL JOHNSON / TEMPE
 Cowboy Junkies
 Waterboys
 Gipsy Kings
 Poison
 White Lion

Q RECORDS & VIDEO / GERALD BAIN / MIAMI
 Gipsy Kings
 Paula Abdul
 Living Colour
 Waterboys

RADIO DOCTORS / KATHY STAMM / MILWAUKEE
 Winger
 White Lion
 Bullet Boys
 Paula Abdul
 Living Colour
 They Might Be Giants
 Sheriff

RAINBOW / BRIAN BURNS / SAN FRANCISCO
 1969
 House Of Lords
 Fairground Attrac
 Bollock Bros
 Slick Rick

RECORD & TAPE OUTLET / MERCURIO-BATCHECK / OHIO
 Today
 Gerald Alston
 Bullet Boys
 Steve Earle
 Kix

RECORD BAR / MARY HERZER / CORPUS CHRISTI
 Guns N' Roses
 Edie Brickell
 Pink Floyd
 Bobby Brown
 CSN&Y

RECORD BAR / JIM THOMPSON / DURHAM
 White Lion
 Bullet Boys
 New Kids
 Paula Abdul
 Living Colour

RECORD EXCHANGE / JOHN SHAHINIEN / CLEVELAND
 Living Colour
 Neil Diamond
 Bullet Boys
 Paula Abdul
 Edie Brickell
 Sheriff

RECORD WORLD / DEAN FINE / NEW YORK
 Paula Abdul
 Enya
 Bullet Boys
 Winger

ROUNDUP / LAURA AVERY / SEATTLE
 Boys
 Paul Simon
 Samantha Fox
 White Lion

SAM GOODY-EAST / KEVIN HARDT / EDISON
 Sheriff
 When In Rome
 Melissa Etheridge
 Art Of Noise
 Gipsy Kings
 Robbie Nevil
 Bullet Boys

SAM GOODY-WEST / DONNA COOKSEY / LOS ANGELES
 Art Of Noise
 Sheriff
 Sa-Fire
 Roy Orbison
 Tequila Sunrise
 Freddie Jackson
 Bullet Boys

SHOW INDUSTRIES / LORI SHAW / LOS ANGELES
 Vesta Williams
 Buster
 CSN&Y

SPECS / CINDY BARR / MIAMI
 Gipsy Kings
 Gucci Crew
 Ofra Haza
 MC Hammer
 Bananarama

STRAWBERRIES / JEFF COHEN / BOSTON
 Karyn White
 Bullet Boys
 New Kids
 Boys
 Waterboys
 Paula Abdul
 Z-Looke

THE WIZ / JAY ROSENBERG / NEW YORK
 Paula Abdul
 Winger
 When In Rome
 Neil Diamond
 Gipsy Kings

TOWER / KELLE GEIDT / SHERMAN OAKS
 Waterboys
 REM
 Duran Duran
 Gipsy Kings
 Living Colour

TOWER / RON BAILEY / WESTWOOD
 Cowboy Junkies
 Folkways
 Gipsy Kings
 Tiffany
 Sheena Easton
 Pink Floyd

TRACKS / DONNA AGRESTO / NORFOLK
 Bullet Boys
 'Til Tuesday
 Neil Diamond
 Slick Rick
 Karyn White

TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO
 Rush
 Boy Meets Girl
 Karyn White
 Levert
 King Diamond
 Average White Band

TRANSWORLD / DAVE ROY / ALBANY
 Living Colour
 Paula Abdul
 Sheriff
 Art Of Noise
 Bullet Boys
 Joe Satriani
 Gipsy Kings

WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO
 Sheriff
 Duran Duran
 Tone Loc

ZIPS / RICK ANDRADE / TUCSON
 Jane's Addiction
 Waterboys
 Jetboy
 Today
 Bullet Boys

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

Guns N' Roses still holds at #1, while *Poison* edges up to #2. *Edie Brickell* and *The New Bohemians* explode to #10, *REM* is gaining again at #16 and *White Lion* is back big at #20. Great debuts this week for *Winger*, *Bullet*

Boys, *Paula Abdul*, *Sheriff* and *Karyn White*, while *Joan Jett* and the *Bangles* resurface on the national Top 50. Keep an eye on *Living Colour*, it's gaining quickly.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	GUNS N' ROSES	APPETITE FOR ..	Geffen GHS 24148	Paradise breaking	133.0
4	2	POISON	OPEN UP AND SAY	Enig/Cap C 148493	Monster sales	125.4
3	3	BON JOVI	NEW JERSEY	Mercury 836345-1	45 hot	120.4
2	4	COCKTAIL	SOUNDTRACK	Elektra 60806	Steady sales	111.0
6	5	BOBBY BROWN	DON'T BE CRUEL	MCA 42185	Roni starting	109.9
7	6	DEF LEPPARD	HYSTERIA	Mercury 830-675-1	45 smokin'	98.1
5	7	GUNS N' ROSES	LIES	Geffen 24198	Steady rock sales	92.8
9	8	TRAVELING WILBURYS	HANDLE WITH CARE	Warner Bros 1-25796	Solid sales	84.7
8	9	U2	RATTLE AND HUM	Island 7 91003-1	New single breaking	73.6
16	10	EDIE BRICKELL AND...	SHOOTING RUBBER	Geffen 24192	Exploded	72.6
10	11	ANITA BAKER	GIVING YOU	Elektra 60827-1	New single starting	67.9
12	12	JOURNEY	GREATEST HITS	Columbia OC-4493	Hot hits package	64.3
11	13	KENNY G	SILHOUETTE	Arista 8457	Hot single leads	57.4
14	14	TIFFANY	HOLD AN OLD FRIEND	MCA 6267	Solid sales	54.5
17	15	FLEETWOOD MAC	GREATEST HITS	Warner Bros 25801	Hot hits package	51.5
20	16	REM	GREEN	Warner Bros 25195	Gaining since xmas	48.3
13	17	PINK FLOYD	DELICATE SOUND	Columbia 44884	Hot live package	44.1
18	18	BARBRA STREISAND	TILL I LOVED YOU	Columbia OC 40880	New 45 starting	34.9
19	19	GEORGE MICHAEL	FAITH	Columbia OC 40867	Steady sales	34.7
40	20	WHITE LION	PRIDE	Atlantic 81768-1	Contains smash 45	33.1
22	21	C S N & Y	AMERICAN DREAM	Atlantic 81888-1	Steady sales	32.9
30	22	KISS	SMASHES THRASHES	Mercury 836427-1	Single starting	32.1
29	23	RATT	REACH FOR THE SKY	Atlantic 81929-1	Increasing	31.9
24	24	TRACY CHAPMAN	TRACY CHAPMAN	Elektra 60774	Steady	30.5
21	25	DIRTY DANCING	SOUNDTRACK	RCA 6408-1R	Falling	29.9

THE PLANE TRUTH ABOUT

AMERICA'S GREATEST HITS

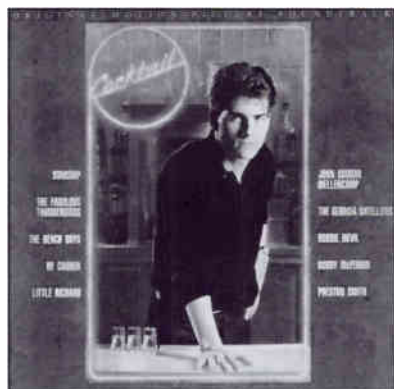


ANITA BAKER
"Just Because"

from the TRIPLE PLATINUM album
GIVING YOU THE BEST THAT I GOT.

MOST ADDED!
CROSSOVERS WINNER!
EARPICKS WINNER!
11 HITS TOP FIFTY ALBUMS!
DEBUT 47 HITS TOP FIFTY SINGLES!
1ST WEEK EXPLOSION!
31*-23* R&R U/C!
41*-27* BB A/C!

PWR106	add	KITY	add
WXKS	add	KSAQ	add
KRBE	add	KTFM	add
WCZY	add	KXX106	add
KMEL	add	BJ105	add
HOT105	add	KISN	add
KKRZ	add	WBCY	add
PRO-FM	add	WMJQ	add
PWR99	add	Y107	add
94Q	add		
KWOD	add	WHYT	24-21
KOY	add	B96	28-24
KATD	add	WPGC	28-25
WTIC	add	HOT977	37-30

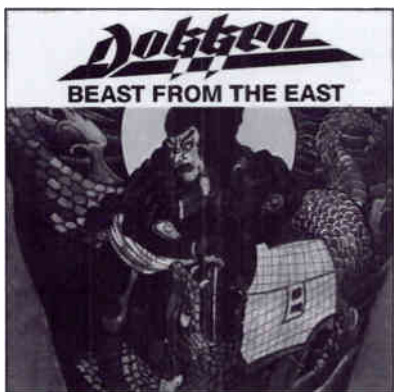


STARSHIP
"Wild Again"

from the QUADRUPLE PLATINUM-PLUS Original
Motion Picture Soundtrack, COCKTAIL.

31* R&R ALBUM ROCK!

95XIL	deb	33	OK95	15-11	KXYQ	30-27	BREAKING AT:	
WBNQ	deb	35	KXXR	21-18	WPFM	32-29	KRBE	BJ105
WQUT	deb	37	KZZU	25-20	100KHI	37-30	WMMS	WBCY
			KZOZ	29-23	KTMT	36-31	KWOD	WZPL
			KWNZ	34-24	WJAD	35-31	KATD	
			WOKI	30-25	WIXX	37-32	WGH-FM	



DOKKEN
"Walk Away"

from the GOLD live album, BEAST FROM THE EAST.

CROSSOVER!
56* R&R ALBUM ROCK!

KXYQ	add	95XIL	add	WHSL	add
FM104	add	KIXY	add	WJAD	add
K104	add	OK95	add	WJMX	add
KYRK	add	WBNQ	add	99KG	add

When you play it, say it!

Music that's right on target
...on Elektra cassettes, compact discs and records.



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
28	26	CINDERELLA	LONG COLD WINTER	Mercury 834612-1	New single breaking	24.9
25	27	INXS	KICK	Atlantic 81796	Slipping	24.1
--	28	WINGER	WINGER	Atlantic 81867-1	Rock sales	23.9
--	29	BULLET BOYS	BULLET BOYS	Warner Bros 25782	Hot on MTV	23.2
--	30	PAULA ABDUL	FOREVER YOUR GIRL	Virgin 90943	Huge single leads	20.6
31	31	TAYLOR DAYNE	TELL IT TO MY HEART	Arista AL 8529	Hot 45 leads	18.9
38	32	THE BOYS	MESSAGE FROM	Motown 42242	Hot single leads	18.5
32	33	JAZZY JEFF	HE'S THE DJ...	Jive/RCA 1091-1J	Steady	17.3
35	34	NEW EDITION	HEARTBREAK	MCA 42207	Urban sales	17.3
--	35	SHERIFF	SHERIFF	Capitol C11E-91216	Contains huge 45	17.2
36	36	NEIL DIAMOND	THE BEST YEARS	Columbia OC 45025	Steady	17.1
42	37	LUTHER VANDROSS	ANY LOVE	Epic OE 44308	New single breaking	16.8
27	38	STEVE WINWOOD	ROLL WITH IT	Virgin 7 90946-1	45 hot	14.9
--	39	KARYN WHITE	KARYN WHITE	Warner Bros 25637-1	Crossover 45 leads	14.7
33	40	METALLICA	AND JUSTICE FOR ALL	Elektra 60812	Metal	14.3
26	41	CHICAGO	19	Reprise 25714	New 45 starting	13.6
--	42	JOAN JETT	UP YOUR ALLEY	B.H./CBS FZ 44146	Back on	13.4
43	43	NEW KIDS ON THE	HANGIN' TOUGH	Col FC 40985	45 breaking	13.3
44	44	KYLIE MINOGUE	KYLIE	Geffen 24195	Second 45 hot	12.8
--	45	BANGLES	EVERYTHINIG	Columbia 44056	Back on	12.4
34	46	VAN HALEN	OU812	Warner Bros 25732	New single shipping	11.6
47	47	ROD STEWART	OUT OF ORDER	W.Bros 1-25684	45 breaking	12.3
48	48	INFO SOCIETY	INFO SOCIETY	T.Boy/Rep 25691	Steady	10.7
39	49	AL B SURE	IN EFFECT MODE	Warner Bros 25662	Urban	9.5
37	50	RANDY TRAVIS	OLD 8 X 10	W. Bros 1-25738	Country	9.1

NEXT UP

LIVING COLOR (Epic)
 BREATHE (A&M)
 SAMANTHA FOX (RCA/Jive)

BASIA (Epic)
 GUY (Motown)
 SHEENA EASTON (MCA)

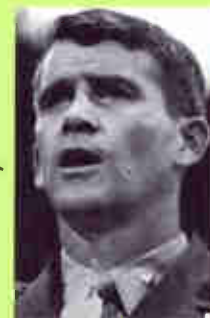
These guys would like to apologize
for their records.



I'm Sorry.



I'm Sorry.



I'm Sorry.

We're proud of ours.

Hothouse
Flowers



“I'm Sorry”



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 RAIN MAN	9.2m	7361	55.3m	Lp on Capitol.
2 TWINS	7.0m	4350	64.7m	Lp on WTG
3 ACCIDENTAL TOURIST	6.1m	7090	6.6m	————
4 WORKING GIRL	5.0m	4719	23.5m	Carly Simon 45 on Arista.
5 NAKED GUN	4.7m	2442	54.2m	————
6 DIRTY ROTTEN SCOUNDRELS	3.5m	2324	27.0m	————
7 TEQUILA SUNRISE	3.0m	2157	32.7m	LP & Wilson/Zander and Everly Bros 45's on Capitol.
8 OLIVER & CO.	2.6m	1754	43.6m	Soundtrack on Disney.
9 SCROOGED	1.5m	882	57.0m	LP & Lennox/Green 45 on A&M.
10 HELLBOUND: HELLRAISER	1.4m	1306	9.5m	————

WAVELENGTH

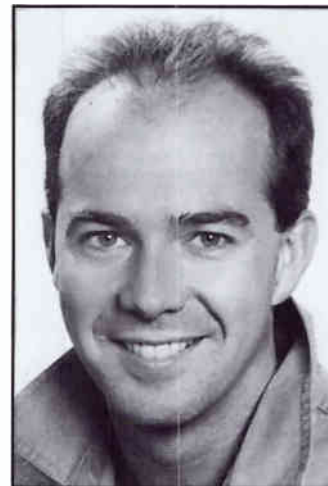
by Lenny Beer & Mike Murphy

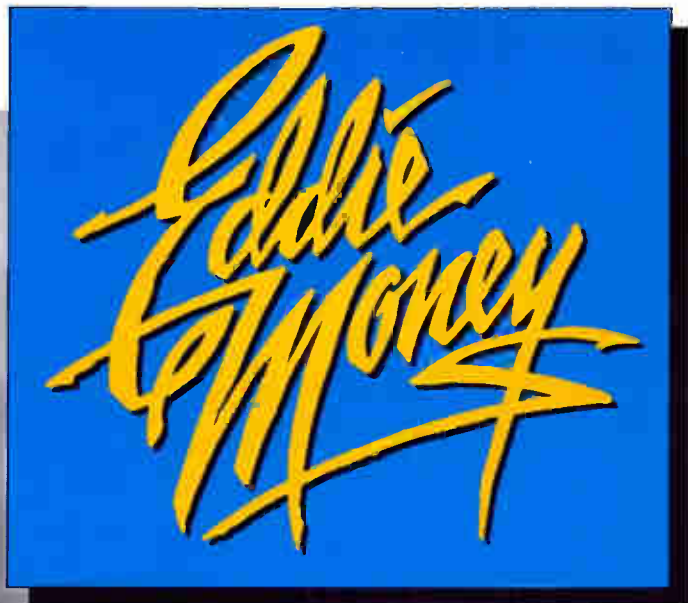
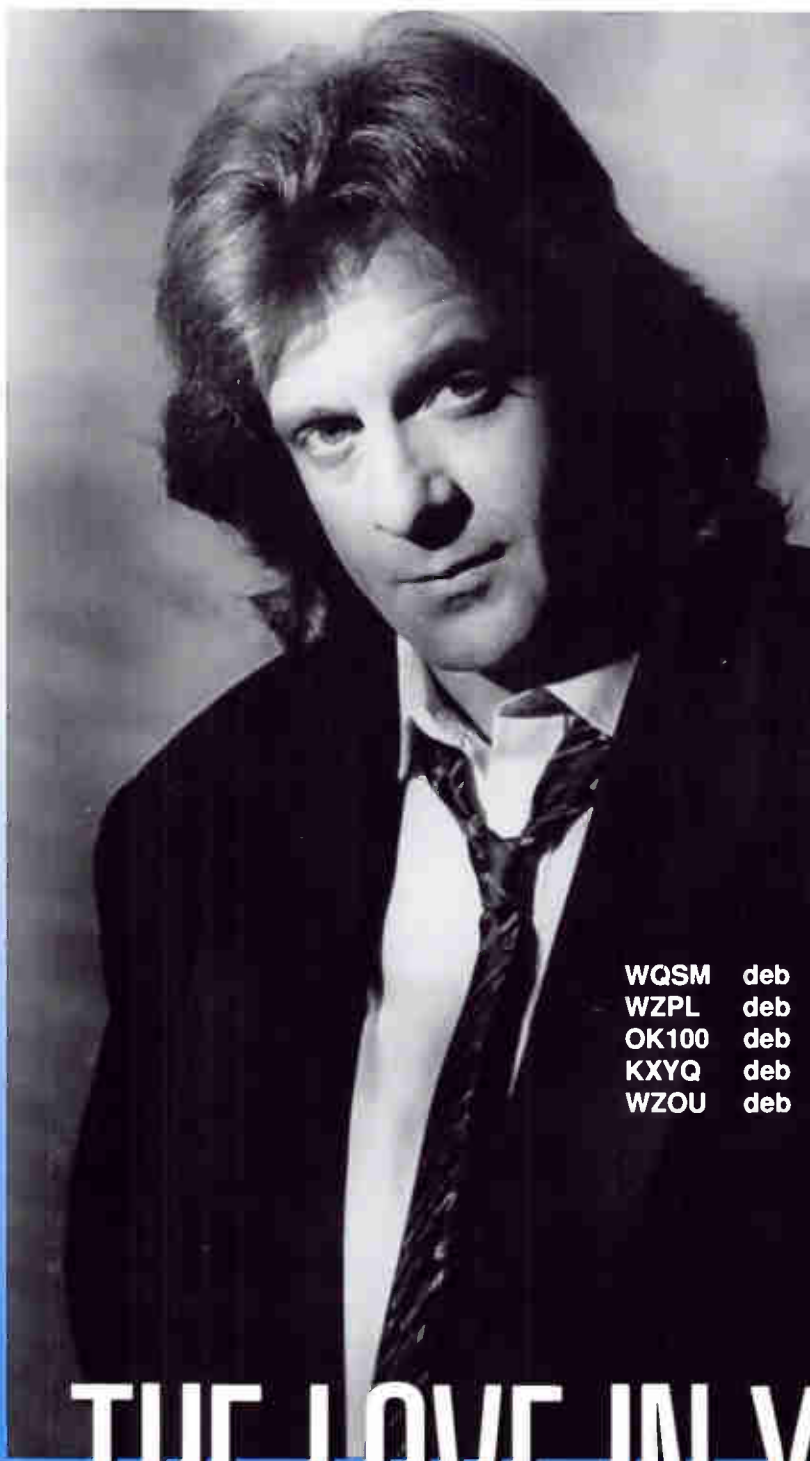
Hottest news of the week has **KKRZ** Portland's **Sean Lynch** making the move to **KROY** Sacramento as **OM**. Lynch will be shuttling between the two stations for the next three weeks, helping out until a replacement is appointed.... Congrats to **Adam Cook**, now official as PD at **KRBE** Houston.... Lots of talk building about **WPLJ** in New York. It seems that a Northwest programmer is a prime candidate, although other names are being bandied about.... **Q106** San Diego has appointed **John Clay** as MD.... **Selby** (nice name) **Edwards** is the new PD at **K98** Austin.... The new PD at **KTFM** San Antonio is **Dr. Drex** (speaking of great names, this one's a major contender!), who has moved up

from afternoons to interim PD, previously.... **Chris Ruh** has been upped from MD to PD at **KZOZ** San Luis Obispo.... Former **KZOZ** PD **Eric Chaney** moves to **KQXR** Bakersfield as PD.... Also in San Luis, **SLY96** PD **Dave Allen** steps downs and **Jonathan Hart** moves to the forefront (nice word, eh?).... Lots of rumors about **94Q** Atlanta and **WBCY** Charlotte being sold to **Emmis**.... **Andy Spinosi** exits **KCPW** Kansas City to join **Hoyle Dempsey's** morning show at **WAPE** Jacksonville.... Good talk about the upcoming **Gary Katz** (of **Steely Dan** fame) produced **Love & Money** project on Mercury.... **WNCI** Columbus has an opening for a morning Zoo "sidekick". **Dave Robbins** is taking calls at 614-

224-9624. Heavy breathing required.... The new PD at **B98** Ft. Smith is **Tom Brown**.... PD **Steve Christian** resigns at **WZZU** Raleigh. **Dan Vallie** hired as consultant.... **Lester St. James** leaves his MD post at **KKRC** Sioux Falls to go to the new **Jerry Clifton** station in Ft. Wayne. No calls announced.... At **Z107** Wheeling, **Larry Michaels** is the new Assistant MD and midday jock.... **Connie Breeze** adds afternoons on air to her MD duties at **KKRZ** Portland.... **Jim Prewitt**, OM/PD at **KZFM** Corpus Christi, needs service. Call at 512-883-3516.... **Craig Jackson** moves in at **KS104** Denver to handle middays.... Columbia's **Burt Baumgartner** is taking the **Niners** and giving 14 points to anyone in radio....

WKSS Hartford, format change anyone?.... **Tracie Spencer** will be performing "Imagine" on **Arsenio Hall**, 1/16.... And, here's **Sean**, ready to hang with the Duke and Jerry Brown in Sacramento.





**FLASHMAKER!
MOST ADDED!**

10*-2* R&R ALBUM TRACKS!

WCZY	add	Q100	add	WSKZ	add
WMMS	add	WAEB	add	Z104	add
Q102	add	KQKQ	add	JETFM	add
94Q	add	KSND	add	KYRK	add
KWOD	add	WBBQ	add	95XIL	add
KATD	add	WERZ	add	B98	add
WGH-FM	add	WINK	add	CKOI	add
KCPX	add	WOKI	add	KIXY	add
WKDD	add	WRQN	add	KTMT	add

WQSM	deb	18	WTIC	deb	34	KZZU	deb	38
WZPL	deb	29	WKQB	deb	34	95XXX	deb	39
OK100	deb	29	WAZY	deb	35	WPFM	deb	39
KXYQ	deb	30	WDBR	deb	38	OK95	deb	40
WZOU	deb	32	WSPK	deb	38	WBNQ	deb	40

KXXR	24-20	BREAKING AT:	
WKBQ	23-20	KEGL	KC101
WZOK	33-27	KJ103	KDWZ
WLRS	32-29	K92	KFBQ
		WRCK	WVSR
		FM104	WZKX
		K104	

THE LOVE IN YOUR EYES

TAKEN FROM THE COLUMBIA LP: "NOTHING TO LOSE"

PRODUCED BY RICHIE ZITO AND EDDIE MONEY
(EDDIE MONEY FOR MONEY MADNESS PRODUCTIONS)

DIRECTION: BILL GRAHAM MANAGEMENT



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THE BARK HEARD 'ROUND THE WORLD.

1988 was the most profitable year in our 87 year history, proving that you can teach an old dog new tricks. We've made changes you can hear—changes that insure a sound future.

It started with a revitalized and reorganized RCA and new energy and new vision from our parent company, BMG. We released "Dirty Dancing" in July of '87, and we had the marketing power to turn it into the biggest selling soundtrack of the decade.

While "Dirty Dancing" was breaking records, we were breaking new artists from a new roster of talent at RCA. In 1988 we brought as many artists their first gold, platinum and multi-platinum, as any other label. Eleven new projects including artists like Rick Astley, Grammy winners Bruce Hornsby & The Range, DJ Jazzy Jeff & The Fresh Prince, K.T. Oslin, Samantha Fox, Kool Moe Dee, Lita Ford, Restless Heart, and Jonathan Butler earned gold, platinum or multi-platinum. In fact, as a label, we've earned 21 gold and 25 platinum or multi-platinum awards since July 1987.

With our artist development stronger than ever, we're looking forward to another record year. Boy Meets Girl, House of Lords, Fairground Attraction, Cowboy Junkies, Circus Of Power and Tom Cochrane are just some of our new artists who are already generating excitement in the media, on the streets, and around the world.

To celebrate the renewed spirit of RCA, we've brought back our long-lost mascot: that floppy-eared mutt, Nipper, listening to his master's voice—a voice that's stronger than ever.

Now, all the world is listening.

