

January 23, 1989

Volume 3

Issue 124

\$5.00

HITS



ROY ORBISON
1936 - 1988

WINNERS

FLASHMAKERS

GUNS N' ROSES Gef
ANITA BAKER Elek
CHICAGO Reprise
EDDIE MONEY Col

CROSSOVERS

BOBBY BROWN MCA
CINDERELLA Merc
V WILLIAMS Wing/Poly
L VANDROSS Epic

EARPICKS

WAS NOT WAS Chrys
BOBBY BROWN MCA
VIXEN EMI
REM WB

BREAKOUTS

RUSH Merc
RICK ASTLEY RCA
LOU REED Sire/WB
ENYA Geffen

WILDCARD

BANGLES Col
See Page 10 For Details

HOT NEW RELEASES

.38 SPECIAL
Second Chance
A&M 1273

BANGLES
Eternal Flame
Col 38-68533

JULIAN COPE
5 O'Clock World
Island 7-99241

KENNY G/SMOKEY
We Saved The..
Arista 19785

LOVE AND MONEY
Big Splash
Merc 870596-7

BETTE MIDLER
Wind Beneath My Wings
Atlantic 7-88972

IVAN NEVILLE
Falling Out Of Love
Poly 871484-7

NEW EDITION
Can You Stand..
MCA 53464

CARLY SIMON
Let The River Run
Arista 19793

JUDSON SPENCE
Love Dies In Slow Motion
Atlantic 7-88957

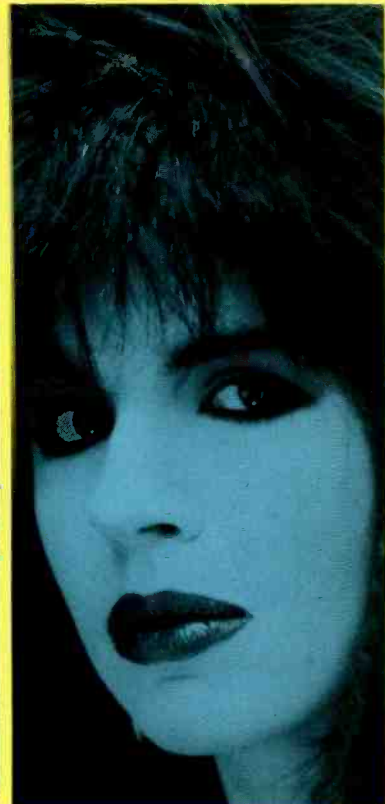
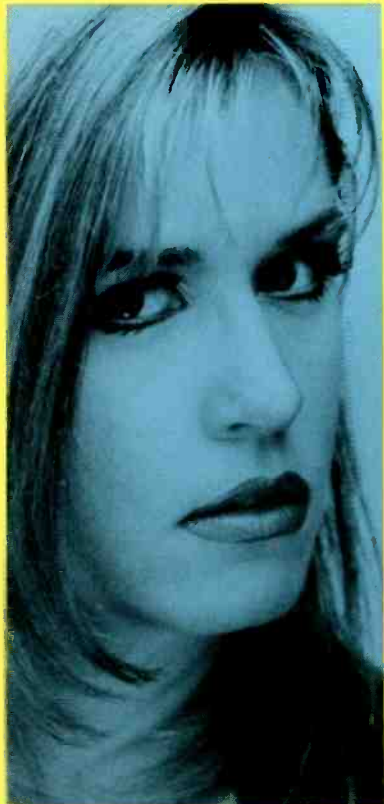
SWEET SENSATION
Sincerely Yours
Atco 7-99246

MICKEY THOMAS
Sing
Col 38-68558

T WILBURYS
End Of The Line
WB 27637

B A N G L E S

THE FOLLOW-UP TO THE TOP 5 SMASH "IN YOUR ROOM"



B A N G L E S

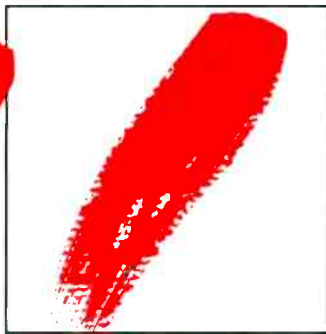
Eternal Flame

TAKEN FROM THE COLUMBIA LP: "EVERYTHING" 44056 PRODUCED BY DAVITT SIGERSON



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SINGLES

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Taylor Dayne makes it all the way with her fourth straight smash from her debut album. Congrats to everyone at Arista for perseverance and a fine marketing and promotion effort.

DIALOGUE

31

Q-Prime's Cliff Burnstein & Peter Mensch make vast sums of money managing acts like Def Leppard and Metallica. *Hits'* Features Editor Roy Trakin does not.

M.D. Al Tavera is a major reason PWR106 succeeds in the L.A. radio market. Danny Ostrow is a major reason *Hits* is the magazine it is. Draw your own conclusions.

Why Taylor Dayne? *Hits'* Iain Blair was lucky enough to find out.

ALBUMS

62

Bobby Brown blasts to #1 nationally with his debut solo effort after a successful career with New Edition. Why did he leave the band? Well, it was his prerogative.

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Guns N' Roses, again.

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Was Not Was wins.

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Beat's Me 50

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Right On



While the rumors of Wall Street takeovers and corporate changes continue at Chrysalis, Promo VP Daniel Glass continues to keep his head down and his nose to the grindstone, moving straight ahead garnering key airplay for his label's artists. His current target is Was Not Was, a group whose time has come. Our hats are off to you, Glass-man, no matter who you report to next week!

On The Cover

No one will ever sing like Roy Orbison. His new Virgin album, "Mystery Girl," serves as a fitting memorial to the late Hall of Famer's classic operatic voice and lonely passion for life. He will be missed.

TOP FIFTY SINGLES

Based on a combination of sales and airplay

*Taylor Dayne's fourth Top Ten single is her biggest, topping this week's list of hot singles. New entries in the Top Ten this week are **Bon Jovi**, with their second straight from the new album, and **Steve Winwood**, with the third*

*hit from his Grammy nominated album. Watch out for **Rick Astley**, his latest is flying to the top as are the newbies from **Bobby Brown**, **Debbie Gibson**, **Breathe** and **Chicago**.*

LAST THIS WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	TAYLOR DAYNE	DON'T RUSH ME	Arista ASI 9722	Giant smash
1	2	PHIL COLLINS	TWO HEARTS	Atlantic 7-88980	Still strong
3	3	DEF LEPPARD	ARMAGEDDON IT	Mercury 870692-7	Exploding
5	4	SHERIFF	WHEN I'M WITH YOU	Capitol B-44302	Going the distance
7	5	TONE LOC	WILD THING	DV/IsI 102 DJ	Mondo sales
9	6	PAULA ABDUL	STRAIGHT UP	Virgin 7-99256	Lp exploding now
8	7	WHITE LION	WHEN THE CHILDREN	Atlantic 7-89015	Solid gains
6	8	KARYN WHITE	THE WAY YOU LOVE	Warner Bros 7-27773	Peaking
11	9	BON JOVI	BORN TO BE MY BABY	Mecury 872165-7	Exploding
13	10	STEVE WINWOOD	HOLDING ON	Virgin 7-99261	Significant increases
14	11	SHEENA EASTON	THE LOVER IN ME	MCA 53416	Kicking in
4	12	POISON	EVERY ROSE HAS	Enig/Cap 44203	New single coming
12	13	BOBBY BROWN	MY PREROGATIVE	MCA 53383	"Roni" exploding
15	14	SAMANTHA FOX	I WANNA HAVE	Jive/RCA 1154	Gaining significantly
17	15	TIFFANY	ALL THIS TIME	MCA 53371	Steady growth
19	16	INFO SOCIETY	WALKING AWAY	Reprise 7-27736	Kicking in
24	17	RICK ASTLEY	SHE WANTS TO DANCE	RCA 8838	Hot seller
20	18	BOYS	DIAL MY HEART	Motown 53301	Dance
21	19	NEW KIDS ON THE	YOU GOT IT	Columbia 38-08092	Breaking big
10	20	LENNOX & GREEN	PUT A LITTLE	A&M 1255	From "Scrooged"
26	21	U2	ANGEL OF HARLEM	Island 7-99254	Breaking
27	22	ERASURE	A LITTLE RESPECT	Reprise 7-27738	Solid gains
23	23	JOAN JETT	LITTLE LIAR	Blackheart/CBS 08095	Lp selling again
28	24	EDIE BRICKELL	WHAT I AM	Geffen 7-27696	Lp top 10
29	25	BOBBY BROWN	RONI	MCA 53463	Third smash

From sound,
harmony

From harmony,
flow

Enya

FLASHMAKER!
BREAKOUTS WINNER!
DEBUT 19 HITS POST MODERN!

KISN	1-1h	Y95	add @18
CKOI	add	KCPX	15-13
KKFR	deb 30	KZZU	19-13
KKBQ	deb 35	KXXR	32-24
WXKS	28-23	KITS	22-16
KYRK	deb 39	KZFN	14-9h
WMJQ	add	KOZE	27-22
KTUX	add	KF95	15-9h
WBBQ	add	KIXY	20-17
SLY96	add	KSND	39-35
		95XXX	38-36

And many more...

"Orinoco Flow (Sail Away)"

*Nouveaux Video On **VH1***

No. 1 Best-Selling Single At Tower In Boston

No. 1 Charting Single In England

And Throughout Europe

From The Debut Album Watermark

Go With It



TOP FIFTY SINGLES

Based on a combination of sales and airplay

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
33	26	WILSON/ZANDER	SURRENDER TO ME	Capitol P-B-44288	From "Tequila Sunrise"
18	27	BOYS CLUB	I REMEMBER HOLDING	MCA 53430	Falling
22	28	MICHAEL JACKSON	SMOOTH CRIMINAL	Epic 34-08044	Falling
36	29	DEBBIE GIBSON	LOST IN YOUR EYES	Atlantic 7-88970	Sweeping radio
16	30	KENNY G	SILHOUETTE	Arista AS-1-9751	New single shipping
44	31	GUNS N' ROSES	PARADISE CITY	Geffen 7-27570-A	Hot video & radio
42	32	ROD STEWART	MY HEART CAN'T	Warner Bros 7-27729	Great moves at top 40
37	33	MIKE & MECHANICS	THE LIVING YEARS	Atlantic 7-88964	Lots of radio
34	34	ART OF NOISE	KISS	Polydor 871-038-7	Remake
38	35	DURAN DURAN	ALL SHE WANTS IS	Capitol P-B-44287	Kicking in
39	36	ESCAPE CLUB	SHAKE FOR THE SHEIK	Atlantic 7-88983	Gaining
43	37	KON KAN	I BEG YOUR PARDON	Atlantic 7-88969	Dance
41	38	BREATHE	DON'T TELL ME LIES	A&M AM 1267	Gaining fast
40	39	KYLIE MINOGUE	ITS NO SECRET	Geffen 7-27651	Steady
47	40	ANITA BAKER	JUST BECAUSE	Elektra 7-69327	Second single
--	41	CHICAGO	YOU'RE NOT ALONE	Reprise 7-027757-A	Sweeping top 40
50	42	MILLI VANILLI	GIRL YOU KNOW	Arista ASI-9781	European smash
49	43	VANESSA WILLIAMS	DREAMIN'	Polydor 871078-7	Crossing
30	44	ANITA BAKER	GIVING YOU THE BEST	Elektra 7-69371	New single breaking
25	45	CHICAGO	LOOK AWAY	Reprise 7-27766-A	New 45 breaking
32	46	MAXI PRIEST	WILD WORLD	Virgin 99267	Remake
--	47	EDDIE MONEY	THE LOVE IN YOUR	Columbia 38-68532	Great week at top 40
31	48	BOY MEETS GIRL	WAITING FOR A	RCA 8691	New 45 breaking
--	49	HUEY LEWIS	GIVE ME THE KEYS	Chrysalis VS4-43335	Significant gains
35	50	GUNS N' ROSES	WELCOME TO THE	Geffen 3094	New single exploding

NEXT UP

WAS NOT WAS (Chrysalis)
 VIXEN (EMI)
 CINDERELLA (Mercury)

LUTHER VANDROSS (Epic)
 ROY ORBISON (Virgin)
 MARTIKA (Columbia)



NEW EDITION

"CAN YOU STAND THE RAIN"

A TOP BLACK URBAN HIT, NOW CROSSING POP, FROM THE PLATINUM PLUS ALBUM

PRODUCED BY: JIMMY JAM AND TERRY LEWIS FOR FLYTE TIME PRODUCTIONS
MANAGEMENT: JULIE RIFKIN FOR GUARDIAN PRODUCTIONS



.MCA RECORDS



THE MESSAGE OF THE MUSIC TRAVELS ON.

"END OF THE LINE"



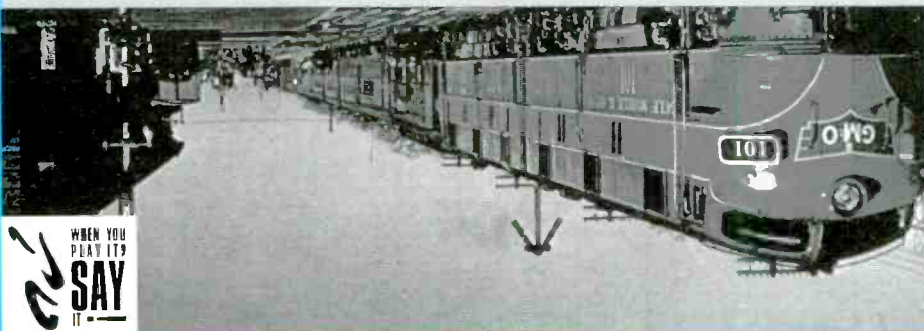
The New Single from

TRAVELING WILBURYS

83 HITS TOP FIFTY ALBUMS!

Produced by Otis and Nelson Wilbury

© 1988 Ganga Distributors B.V.



WHEN YOU
PLAY IT'S
SAY
IT

WILBURY
RECORDS

HITS

FRONT PAGE

living
colour:
EXPLODING



January 23, 1989 Volume 4 Issue 124

\$5.00

Shannon, Bennet Head To Los Angeles

LA RADIO WARS!!!

Retail Buyouts

The corporate feeding frenzy on the nation's music software and video chains continues as **Shamrock Holdings** has officially purchased the **Sound Warehouse** chain, while **Live Entertainment** has closed the deal for the New England-based **Strawberries** chain.

Shamrock, which recently purchased **Show Industries/City One Stop**, paid approximately \$132,500,000 for the 121-outlet, Dallas-based Sound Warehouse. An additional 10 outlets are planned for opening by the end of the year. The **Roy E. Disney**-run Shamrock now moves into a new position as one of the biggest music retailers.

Meanwhile, **Live Entertainment Inc.** has entered into a letter of intent to acquire the **Beckzack Corporation**, parent company of the 79-outlet **Strawberries** chain. Prior to the agreement, Strawberries was owned by industry veteran **Morris Levy**.

Live is already a major player in the retail and rack-jobber realms by virtue of their subsidiary, **Lieberman**

continued on page 16



*Look at these guys — WB's red-hot **Bullet Boys**. They've paid their dues and put in their mileage on hard rock's hot & heavy highway. They've played dives from coast to coast, gaining new fans and steadily building their audience and throughout it all, they've never ingested a single mind-altering substance, took the smallest sip of alcohol, uttered a single profanity, and never ever slept with young, scantily-clad metal mamas who threw themselves at their feet while seductively writhing on the ground. Yes folks, the **Bullet Boys** are a kinder, gentler rockin' combo, ready for the **George Bush** 90's. God bless them and God bless you suckers for reading this caption until the end.*

Cher Covered

Cher had the most magazine covers in 1988, according to *Ad Age*. The Oscar-winning ex-wife of **Sonny Bono** was featured on more than 25 of 'em last year. Runners-up included **Sarah Ferguson**, **George Bush**, **Oprah Winfrey**, **Princess Di** and **Alfred E. Neumann**.

The temperature in Los Angeles soared last week amid the announcements that two of Top 40's superstars will be hitting the market come Spring.

First, **Z100**, New York OM **Scott Shannon** informed **Malrite Communications** that he would not be renewing his contract with the top rated Top 40. *Hits* has learned that he will assume the helm of new **Westwood One** LA outlet **KIQQ**. Shannon and Malrite are currently negotiating an early release from his current contract, that should have him finishing his New York duties next week, and on the air in LA by middle to late March.

Meanwhile, at presstime it was learned that **Evergreen Communications** has purchased Los Angeles classical outlet **KFAC** for a reported price of \$55 million.

Pending legal negotiations to work out details of a format switch from classical — stringent FCC guidelines apply to such a move — **Y95** Dallas ruler **Buzz Bennett** will move to LA and helm a "current music" format that is still to be determined.

In addition, *Hits* has learned that the deal also involves LA's all-jazz **KKGO** making the switch to classical.

The timing of both the

continued page 14

FRONT PAGE

PIC OF THE WEEK



Power Trip

The legendary Little "Don't Call Me Dick" Richard and Philip Bailey stop by L.A.'s Power 106 in support of their WTG single, "Twins." Pictured (l-r): Phil Sansone, KPWR; Little Richard; Susan Munao, Bailey's Manager and Roger Smith, WTG. Moments later Richard turned to Jay and uttered the immortal words: "Thanks for inviting us here Scott. It's an honor to be part of your Morning Zoo." (Ed Note: God, it's starting already.)

Mr. Smith Goes To EMI

Robert Smith, affectionately known by ALL (we're talking lots of them) of his former workmates as Robert Smith, has been appointed VP of Marketing at EMI Records.

We'd list all of Smith's former employers, but this magazine's only 68 pages.

However, we will tell you that Smith was previously VP Marketing at Uni, as well as Director of Marketing at Epic Records.

Smith will be reporting to Sr VP/GM Ron Urban, overseeing the newly-merged Marketing, Artist Development and Video concerns.

According to Smith: "Where'd you say I was working this week?"



Robert Smith — His hairdresser has cataracts.

Debbie's Back - So's Steve



We knew it wouldn't be long after Debbie Gibson released her new single that we'd receive yet another photo of the Deb-girl with Hot 97.7 MD Steve Ellis (l). This time Steve was so kind as to let PD Joel Salkowitz (r) in the photo. Moments later Steve turned to Debbie and uttered the immortal words: "Since you've turned 18, would you mind throwing on a leather jumpsuit, high-heeled black boots and metal studs — throw me to the ground, stick your heel on my neck and tell me I've been a very bad boy." (Ed Note: Look, we know this is stupid, but how many Steve Ellis/Debbie Gibson photos can we caption in a decade?)

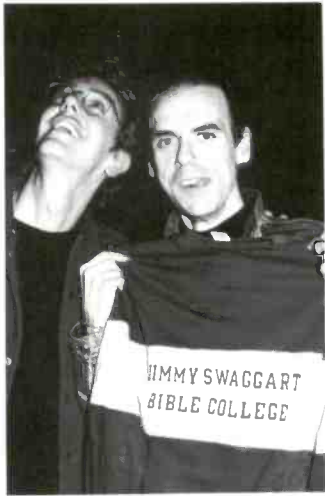
WILD CARD

BANGLES (COLUMBIA)

Programmers around the country are yelling about the phone calls generated by this sexy ballad. It is already a pre-release add at B96 Chicago, KKQB Houston, Z94 Boston and KXYQ Portland. Further, it seems to those of us in Los Angeles that KIIS-FM is always playing this song. Tommy should be smiling as Benesch and Co. explode this one this week.

FRONT PAGE

Two People Ode's Back



A&M's **John Hiatt** (r) wonders how long he has to tolerate obligatory Hollywood photo opportunities as actor **Judge Reinhold** acts incredibly cute during Hiatt's recent L.A. appearance at the Wiltern Theatre. Moments later Judge turned to Hiatt and uttered the immortal words: "Do you think I can get a free room at one of your hotels?" (Ed Note: What's really sad is that it took us a long time to think of that incredibly stupid line.)

That's right folks, **Lou Adler's Ode Records**, which produced such monsters as **Carole King**, **Cheech & Chong** and **Spirit** in the late 60's, early 70's. Ode will once again be distributed through A&M Records, with the first release—"Victim" from **Cool'R**— hitting the streets Jan. 31.

From all of us at *Hits* Lou, welcome back to the industry, babes. Maybe we can do lunch. Even better, maybe we can do a Laker game or three. Why don't we plan on it—your seats of course. Heck we don't even care if Daryl or Deborah make the scene. Come on babes, what's a coupla courtsides among industry mates. Ciao for now, dude.

The Elvies

ABC is scheduling a new all-rock awards show, with the statues named after **Elvis Presley**. Negotiations are underway with the long-dead superstar to have him host the program.

Hanging With Samantha



"Bend just a little lower Samantha, so everyone can appreciate what a great voice you have," yelled the photographer during a recent party thrown in the singer's honor in New York. To which the former *Page 3* girl responded: "I like mosquitos." (Ed Note: We're not sure what the hell that means, but it sure fills space. Thank you.) Pictured (Seated, l-r): **Bob Anderson**, NY Branch Manager, BMG Distribution; **BJ Loebermann**, J&R Music World; **Sammy** (We like to call her Sammy); **Phyllis Purpero**, Record World. Standing (l-r): **Kevin Hardt**; **Sam Goody**; **Bob Morelli**, BMG Distribution and **Frank Lampel**, BMG Distribution.

For The Record

Last week's story on the promotion of **Ron Urban** to EMI Sr VP/General Manager incorrectly identified his son as **Sub Urban**. According to

the angry record exec: "If you jerks would check your facts for once, you'd know his name is **Rural!**"

Two Photos Of People On A Boat



When **Arista Records** holds their annual convention, they don't rent out meeting room A at the Travelodge on West 55th Street—they fly to the Caribbean and hang out on the *Sea Goddess*. Special highlight of the trip was the **Don Ienner** look-alike con-



test which was won hands down by special guest **Bert Convy**. Pictured (Photo 1): The Arista crowd stands on a boat and poses for a picture. Photo 2: Arista Ruler **Clive Davis** prepares the troops for 1989.



FRONT PAGE

This Plant Has Limbs



Here's a picture of Atlantic execs congratulating Robert Plant on the Gold certification of his first home video "Mumbo Jumbo." Pictured (l-r): W.C. Sr. Director of Artist Relations/TV Tony Mandich; VP of Product Development/Promotion Judy Libow; Bob (Ed Note: We like to call him Bob); and Atlantic Sr. VP/GM Mark Schulman. Moments later Libow turned to Plant and uttered the immortal words: "I know you're happy Bob (Ed Note: She likes to call him Bob), but could you please get your right hand off my butt." To which Bob (Ed Note: We like to call him Bob) responded. "Gladly Jude (Ed Note: He likes to call her Jude), but only if you tell Tony that this isn't a hernia exam." (Ed Note: Have pity on us folks, it's the flu season. Thank you.)

AIRHEAD

J.T. visits Promo wiz The Great Fago for enlightenment...



No wonder J.T.'s a little testy these days. Stay tuned.

ON RECORDS By Lenny Bee

New Year, New Hits

OFF TO A GOOD START: Last week, we detailed the fast breaking action on WB's **Bullet Boys** and Epic's **Living Colour**. Both continue strong this week, with Living Colour making enough gains to chart on our Top Fifty Albums list at #42. However, these two are not the only early winners of 1989.

SEVEN MAKING THEIR MARK: Mercury's **Rush** is back, and (sorry, I can't help it) people are *rushing* to the stores to pick up this latest entry in the hard rock sweepstakes. It debuts strongly this week at #25 **Rick Astley** (RCA) has another smash single, which is leading his latest album. The elpee hit the stores this week and debuts nationally at #30, proving conclusively that this 1988 breakthrough artist will be a major factor in '89.... Atlantic's **Winger** is another hard rock winner, and another that owes a major proportion of its success to the programming folks at **MTV**. It is two cuts deep in videoland, and its latest lead cut, "17," seems to be the powerhouse.... Then there's Virgin's **Paula Abdul**, whose first two singles met with some radio acceptance but made little marketplace impact. Now her third single, "Straight Up," is heading (uh-oh, here we go again, sorry) *straight* for the top and pulling the album along with it.... The **Jheryl Busby** hit machine seems to have made a quick transition to the MCA-distributed Motown with **The Boys**, a Jackson

Five-like outfit that has a strong crossover hit, which is pulling their debut album up the chart.... And speaking of kid groups, Columbia's **New Kids On The Block** have their second straight Top 40 winner and a companion album that is growing every week.... Then there's WB's **Karyn White**. Ms. White's first single is already in the national Top Ten, and her second is giant on the R&B charts and just waiting its turn to cross. Album sales are also gaining now and should explode along with the second hit single.

AND FIVE MORE ON THE VERGE: Geffen's **Enya** is poised to cross the Atlantic as her single is proving itself in test markets and her album is a **Front Cover Breakouts** Winner in its first week in the streets.... Elektra's unique **Gipsy Kings** are really selling albums and gaining fans.... RCA's **Cowboy Junkies** are an immediate critical and Post Modern favorite that are making early sales inroads.... Chrysalis' **Was (Not Was)** appears on the verge of having the super hit single that will explode their stunning new album.



Rick Astley — No sophomore jinx here.

LISTEN UP RADIO,
IVAN NEVILLE'S ABOUT TO BREAK YOUR HEART!

I V A N
N E V I L L E



F A L L I N G O U T O F L O V E

WRITTEN BY IVAN NEVILLE
PRODUCED BY DANNY KORTCHMAR
DIRECTION: BILL GRAHAM MANAGEMENT

FROM THE POLYDOR ALBUM
"IF MY ANCESTORS COULD SEE ME NOW" (834 896-1/2/4)

Catch musical host Ivan Neville on
"MTV Goes to Mardi Gras" ... Sun., Feb. 5!

WHEN YOU PLAY IT, SAY IT.



FRONT PAGE

Honoring Willie



The legendary Willie Dixon recently received Chicago's City Medal of Merit, the highest award the city can give. Pictured at the ceremonies (l-r): Scott Cameron and Nancy Myers, Willie's management; Willie Dixon and Steve Schoen, Chicago Sales for Capitol, which recently released his "Hidden Charms" project on Bug. Moments later, Schoen turned to Dixon and uttered the immortal words: "Do you think you could introduce me to your sister, Donna?" (Ed Note: Ugggh! We apologize to Willie and Willie's family for including him in this rag. Thank you.)

A Before Shot Out Of Space



Here's a picture of James Brown and Narada Michael Walden shortly before Brown began his long-term engagement at a maximum security venue in the South. The pair were working on a duet Brown did with Aretha Franklin for her upcoming Arista LP. Moments later, Rev. Al Sharpton burst into the room and hid under a mixing board from three stoned eskimos who thought he was a great humpback whale.

Former Who and Kinks producer Shel Talmy is working with an unnamed group that wants to put on a concert in outer space. The show would feature the band playing in an L.A. area theater while the lead singer performed in a space capsule orbiting Earth. Candidates for the job: John Denver or The Cowsills.

continued from page 9

Radio Wars

Westwood One and Evergreen acquisitions ensures that Shannon and KIQQ will hit the air first, a move that insiders say will give the outlet a decided advantage in what would be a fierce Top 40 battle should the new KFAC head that direction. Certainly current Top 40 leaders KPWR and KIIS-FM have more than a vested interest in such developments.

Boys Will Be Boys

The Poison lads were busy over the holidays. Lead singer Brett Michaels dislocated his shoulder skiing, then went to the Virgin Islands with "Fallen Angel" video star Suzie Hatten, where he knocked out a man in a bar who tried to hit on her. Meanwhile, back in Philadelphia, guitarist Bobby Dall suffered broken knuckles in a neighborhood pub brawl. Next: Michaels and Dall will take on Mike Tyson this summer at Casesar's Palace. The band is currently working on a new album in the recording studio built into the group's tour bus.

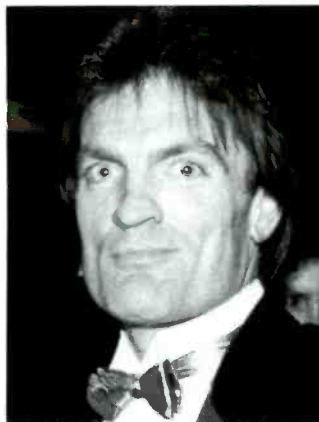
A Photo



That's VH-1's Kathryn Kinley (l) hanging with Carole King during the recent "Salute To The American Songwriter" show which was broadcast on the channel this month. Moments later Kinley turned to King and asked the immortal question: "Carole, if I put a high powered vibrating egg down my dress and jumped around the stage clucking like a chicken, do you think people would really take notice?" (Ed Note: After 124 straight issues, it's come to vibrating egg jokes! The end is in sight.)

Paul Isn't Dead

Stateside fans are paying up to \$250 apiece for black market copies of Paul McCartney's new LP of classic rock covers, available only in the Soviet Union. "You haven't lived until you hear Paul sing 'Long Tall Sally' in Russian," said one fan. Trouble is, the album's in English.

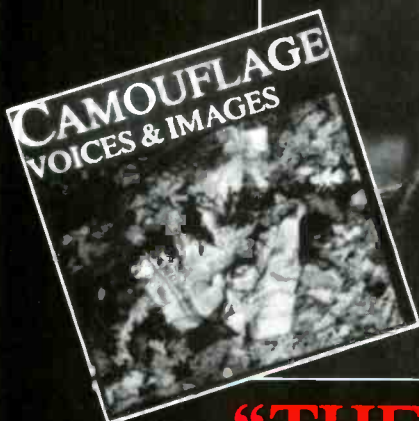


Scott Shannon — Trish and Kathleen are LA bound.



Buzz Bennett — Cool shades for El Lay.

CAMOUFLAGE



"THE GREAT COMMANDMENT"

(7-89031) (0-86530) (PR 2415)

"This record pulls big phones backed with super retail. It's a bonafide smash! Don't let this one slip by you".

NEIL HARRISON - K106 - BEAUMONT

CROSSOVER!

KWSS add
KWOD add
OK95 add
Q104 add
SLY96 add
WZKX add
KSJQ add

KJ103 deb 40
WCGQ deb 40

K106 1-1
KKBQ 10-8
KITS 10-8
KRBE 20-11
KWNZ 22-18

KKQV 28-19
KMEL 24-21
KISN 26-22
X100 28-25
KBFM 29-26
KITY 32-27
KNAN 35-29
KZOZ 33-29

BUZZ BIN MTV!

BREAKING AT:
WXKS WKSS
WHYT KTUX
FM102 KYRK
KKFR OK100
KXXR WHOT
KCPX WNOK
KSAQ WPFM

from the album
VOICES & IMAGES

(81886)

Produced by Camouflage. Co-produced by Axel Henninger
Remixed by John Luongo

THOU SHALT PLAY!!

When you play it, say it!



On Atlantic Records, Cassettes and Compact Discs

© 1988 Atlantic Recording Corp. A Warner Communications Co.



FRONT PAGE

We Needed This



Here's a picture of the Global Satellite Network's **George Taylor Morris** MC-ing the recent Recording Artists Against Drunk Driving news conference. Look, we know this photo holds no interest to anyone but George, but we really needed a single column photo to fill this space, so we tossed it in. Thank you for your understanding.

continued from page 9

Retail Buyouts

Enterprises. According to Live Chairman and CEO **Jose Menendez:** "This acquisition, combined with the operations of our subsidiary Lieberman Enterprises, adds greatly to Live's already significant presence in audio, video and computer software, as both a retailer and a rack-jobber."

No official purchase price for the company was revealed.

Insiders say that the retail buying frenzy is not going to subside in the near future. Stay tuned folks, the action's still heating up. Said one industry observer: "The big guns are ready to play hardball. Things are getting very heated."

The Ladder

A rundown of executives on the move.



Millman



Baca



Grossberndt



Gladstone

If we didn't write this column for a week, would anyone really notice? We didn't think so..... At Elektra, **Lisa Millman** is promoted to the post of Director, Press & Media Relations. She will commence having relations with the media immediately At EMI, **Chris Baca** is named West Coast Director of Album Promotion. Chris, who was recently Regional Promotion Manager for the label, is a nice guy who doesn't deserve the torture of appearing in this rag..... **Jennifer Grossberndt** has been named Associate Director, National Adult Pop and Secondary Promotion at EMI. Before coming to work at the label, Jennifer did something else **Terry Gladstone** has been appointed A&R Manager at WTG Records. Gladstone has been in radio in the Los Angeles area for the past 11 years..... Hey, check out this guy's photo—he must be pretty artsy. We're talking about **Jonas Livingston**, who sent the bitchingly cosmic picture below to announce his appointment as Creative Director at Geffen Records. Prior to coming to Geffen,

Livingston was still very artsy..... **Karen Colamussi** is promoted to the position of Director of Merchandising for Atlantic Records **Robbie Snow** is the new Assistant Product Manager for RCA Records based in Los Angeles. He was previously at Passport Records..... **Cathryn Swan** is the new Director of Publicity for Susan Blond Inc. in New York. She was previously at Rogers & Cowan..... **Hits** Features Editor **Roy Trakin** is promoted to nothing this week, but that's only at one of the publications he works for..... (Ed Note: It was the same fantasy over and over again — *Debbie Gibson & Tom Jones, Tom Jones & Debbie Gibson. I couldn't sleep, afraid I'd be haunted by that same nightmare. Finally, after chowing down on 245 mgs. of my favorite tranquilizer, I dozed off, only to be awakened by the visualization of Tiffany rolling around in a vat of hot oil with David Crosby. AAAAAAH. I'm losing my mind. Help me, help me, help meeeeeeee..... Thanks folks, I needed that.*)



Livingston



Colamussi




Snow





Swan


UNCONVENTIONAL WISDOM

Yo, homeboy, check it out. This rag be talkin' dis thinkin' they def and dope and stupid fresh. So me and my posse took the load to wak they crib. They may be chillin' wit some serious betties but they still be strokin they jammies cause when you ain't in the mix you ain't wit it.

Scott Shannon  Rick and Jay may love L.A. but things will get hot with Scott.

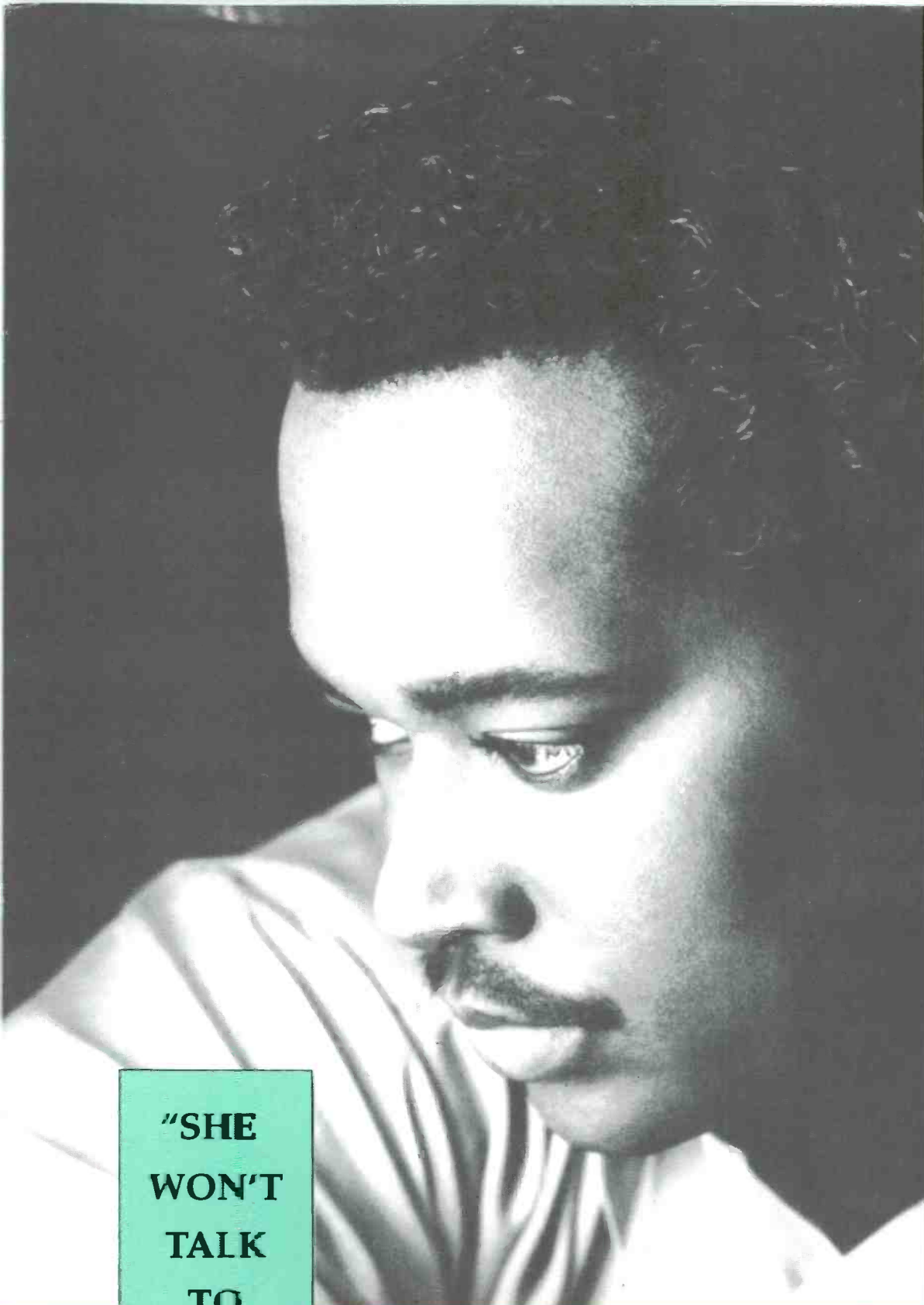
Grammy's  How about a "Pop, Rock, Metal, Vocal, Sung By a Chinese Eunuch On a Thursday", category?

Tracy Chapman  Leave some room for the broom. Smart money's on the sweep.

Executive Shuffling  Lots of action so far but it's only the preliminaries. Stay tuned.

Prince  The purple one sees red so entourage gets the pink slip.

Late Night Talk Shows  At least we don't have to suck down a valium before bed.



LUTHER

VANDROSS

"SHE
WON'T
TALK
TO
ME"

34-08513

EARPICKS WINNER!
CROSSOVERS WINNER!
37-32 HITS TOP FIFTY ALBUMS!
HOT FIRST WEEK! 10*-5*-4* R&R U/C!

39 ADDS INCLUDING:

WXKS	add	KDWB	add	KSAQ	add	WHYT	12-10
WCZY	add	KWSS	add	KTFM	add	KXX106	22-19
KUBE	add	KWOD	add	HOT97	deb 34	KMEL	27-24
KKFZ	add	FM102	add	WNOK	deb 38	WTIC	30-27
Q105	add	KROY	add	WFLY	deb 40	Z102	34-28



NEAR TRUTHS

By I. B. Bad, Los Angeles

Hottest rumor on the street obviously revolves around the fate of Arista Executive VP/GM Don Ienner. Is he the next President of Columbia Records? Maybe. One thing's for sure, Donnie's not talking. Stay tuned on this one folks. There's action ahead..... And what's going on at Chrysalis, you ask? Try a monster meeting of all the company's VPs in New York where Chrysalis Ruler Terry Ellis is making a deal for a new partnership. Inside line has that partner being either CBS or BMG. Meanwhile, insiders are saying that David Geffen may be backing off from his hostile takeover attempt of the company. Does this have anything to do with the serious prospect of him reviving the Asylum label?..... Look for Hank Caldwell to segue from Solar to the Sr VP of Black Music post at Epic..... And speaking of Solar, the much rumored about distribution deal is still not sealed, though the Motown team is already working the Capitol distributed product. Major fly in the ointment appears to be a conflict between Motown Ruler Jheryl Busby and Solar Ruler Dick Griffey over lines of authority..... As we predicted awhile ago, Def

Jam has slapped the Beastie Boys with a Breach Of Contract suit..... A lot of people taking swipes at NARAS following the exclusion of such acts as Guns N' Roses, Edie Brickell, Bon Jovi, and Def Leppard while frowning on the entire Producer Of The Year category..... Congratulations to Westwood One czar Norm Pattiz on snagging Scott Shannon for his LA Top 40. Now about those Laker courtsides, Normie..... Does a West Coast label President's future seem a bit cloudy in the midst of difference with one of his new superiors?..... What were Jan Timmer, Dick Asher, Bob Jamieson and David Fine doing in Los Angeles last week?..... Martin Kirkup beafs out Champion Entertainment to represent Joe Jackson..... The derby to sign Peter Gabriel for management appears to be won by Ed Bicknell who already boasts Mark Knopfler and Dire Straits..... Toughest ticket in New York last week was the Rock & Roll Hall Of Fame dinner. A lot of people who wanted in were shut out..... And speaking of the Hall Of Fame, does anyone really think it's going to be in Cleveland?..... Louls Levin and his client Michael Bolton have joined Arma Andon at SBK Management..... And agent Rob Prinz and his client Terence Trent D'Arby have jumped from William Morris to CAA..... Two guys seen strutting down Manhattan's Sixth Avenue, calling themselves the "Six Million Dollar Men."..... Names in the Rumor Mill this week include: TVT Records, Tom Whalley, John Beug, LA Program Directors and Mary Beth Kelley..... And the beat goes on.

Sony? Baloney?



Donnie Ienner — Hair today, gone tomorrow?

MINI MUGS



MONEY CHANGES EVERYTHING: These yo-yo's at WNCI in Columbus, OH, are so lame they attended a local Eddie Money/Vixen concert and came away with backstage pictures with, well, you be the judge. From left to right after they were kicked out of the Vixen dressing room for lewd behavior are **Pat McMahon, M.D.**, WNCI; **Dan Bowen**, WNCI Promotions Director; **Eddie** (not Vixen in drag); **Sandy Thompson**, CBS Records Local Promotion; and **Andy Clark**, WNCI MIDDAY D.J.



PASS THE DOVE BAR, TOMMY: After twenty years of platinum albums at CBS Associated Records, PMRC's favorite son **Ozzy Osbourne** (center) graduates to chomping the heads off label executives at a party held in honor of his latest best-selling LP, "No Rest For The Wicked." Label honchos (l-r) **Tony Martell**, VP/GM, CBS Associated Labels; **Tommy Mottola**, President, CBS Records Division; **Mel Ilberman**, Sr. VP/Exec. Assistant to President; and **Dave Glew**, Sr. VP/GM, Epic/Portrait/CBS Associated Labels line up to check out whether the Ozman's bite is worse than his bark.



HE LOVES PHILADELPHIA, TOO: The cross-country **Randy Newman** caravan continues its attempt to visit every radio station in North America, pressing the flesh for the singer/songwriter's brilliant Reprise Record elpee, "Land of Dreams" at **WMMR** in Philadelphia. On hand for the 1,234,567th photo opportunity on the journey were the following group of early risers, (l-r): **WMMR's Steve Lushbaugh** and **John DeBella**; **Randy**; **WMMR's Pat Godwin**, **Roger Wiles** and (seated) **Mark "The Shark."** Moments later, "The Shark" told Randy, "I used to love your covers in Mad Magazine".

LETTERS

The Big Sleazy

Dear *Hits*:

The pondscum gumbo turned out to be a bit gritty, but the blackened poop jambalaya was marvelous. Thanks for the tip, and *do* drop by sometime. We'll do lunch.

I worship you Lenny....and I'm naming my firstborn after you.

By the way, who the hell is Roy?

Yours,

Randi Guess

"A Female Jock With a Yen For Media Sludge"

KNAN/Magic 106
Monroe, LA

Hits replies: Paul Prudhomme ain't got nothin' on us, hunh, Randi? Just promise you won't saddle your child with a tag like Beer, but do keep that media sludge coming. We're starved for correspondence as well as cayenne peppers here at the Cajun Letters section. Satisfaction ga-run-teeed.

To Whom It May Concern:

Mr. Chamberlain does not wish to renew his subscription to *Hits*.

Felix Chamberlain
WB Records
Burbank, CA

Circulation Manager replies: Actually, dude, you've been receiving Wilt Chamberlain's copy by mistake, but thanks for alerting us to the error. Don't ask us how we could possibly mistake a 7'2" black man for a white A&R geek from Burbank named Felix. but these things do happen.

Happy Holidays From Mute!.

We hope that Santa (or Bud-dah) brought you whatever you wanted, and that you've absolved yourself from guilt for eating too much! Enclosed is an advance cassette of the forthcoming release from He

Said, better known to most of you as Graham Lewis of Wire. We're very excited about this project (due for release on January 18) and we're curious to know what you think. There's no pressure, no hype, but I will be calling with a pop quiz in about two weeks.

Cheers,

David Bassin
Mute Corporation
Culver City, CA

Editors reply: Will the quiz be multiple choice or true and false, open book or from memory? And how much will it count toward our final grade? And if we don't pass, will we still be able to get into college?

Hi Lover:

Since I haven't heard from you, you'll be hearing from me.

Your Vegas Valentine

Lover replies: Don't look at me. This missive, complete with lipstick smears and a glittering heart, must be for Doug Brown, our Creative Director, who augments his paltry income at Caesar's Palace's Sports Book.

Dear *Hits*:

Can I come over and watch the Super Bowl at your place next week? Since the election, I haven't had much to do and now George won't even let me come to the Inauguration. He's forcing me to stay home and clean the Green Room.

Beseechingly yours,

Dan Quayle
VP
Washington, DC

Hits replies: Sorry, Dan, but you're no Ickey Woods. For that matter, you ain't even Boomer Esiason. Let alone John Mad-den.

FAR TRUTHS

By Danny Fields, New York

A thousand flashes of light greeted the arrival of **Debbie Gibson** and her fur-bedecked family at the Hard Rock Cafe last week for Atlantic's lavish festivity in honor of the release of "Electric Youth," the 18-year-old star's second album, spearheaded by the single, "Lost In Your Eyes." Film crews from all over the world and dozens of paparazzi fell into a form of feeding frenzy fending for footage and frames of the glowing artiste, while the Atlantic hierarchy beamed with pride, and that elite bunch included **Armet Ertegun** (who danced brilliantly with the guest of honor to her own music), **Mark Schulman** (who made a gracious speech to get things under way), **Doug Morris**, **Vince Faraci**, **Perry Cooper**, **Lou Sicurezza**, **Judy Libow**, **Andrea Ganis**, **Sheldon Vogel**, **Mel Lewinter**, **Diane Gilmour**, and so many others. The evening, which began at 6:30 and maintained its dizzying energy level for at least four hours, ended with star, family, friends, press and industryites caught in the throes of dancing madness.... RCA's elite echelons took a trip of unparalleled glamor recently, as **Bob Buziak**, **Rick Dobbis**, **Dennis Fine**, **Dave Wheeler**, **Butch Waugh**, **Jim McKeon**, **Paula Batson**, **Fia Lewerke**, **Randy Miller**, **Alan Grunblatt**, **Daryl Booth**, **Jeannie Mattiussi** and **Dan Hoffman** flew off to London where they a) attended **Rick Astley's** sold-out concert debut at Wembley; b) partied afterwards at a townhouse in Kensington Highgate, where **George Michael**, **Elton John**, **Paul Young** and **Boy Meets Girl** came to honor Rick; c) went back to Wembley to see **Lita Ford** open for **Bon Jovi**; d) partied after that at the estate of **Sharon Osbourne**, Lita's manager, in a vast heated tent; e) went to a reception for the **Fixx** at Brown's; f) met with

Glowing!



Debbie Gibson—Focus of a feeding frenzy.

Graham Parker and manager **Ernest Chapman** to discuss Graham's new live acoustic album; g) attended a lunch hosted by **Heinz Henn** for the purpose of mixing with international execs from all over the world; h) toured the offices of **Jive** and **Beggars Banquet**; i) traveled around London in a tourbus complete with payphone, which was in constant transatlantic use; and j) got really adventurous and took the underground at rush hour, losing three of their number (temporarily) before arriving home safe and sound.... That very toast of Broadway, **Peter Allen**, hosted a pre-opening night gala at the Algonquin Oak Room of a four-week stint by Columbia recording artiste **Harry Connick, Jr.**, the "stride" pianist who is a student of **Ellis Marsalis**, and is said to be one of the great practitioners of his art on earth. **Tony Bennett** and **Julie Wilson** were there, not to mention label stars like **Bob Sherwood**, **Mickey Eichner**, **Ruben Rodriguez**, **Bunny Friedus**, **Mary Ellen Cataneo**, **Danny Yarbrough**, **George Butler**, **Jack Rovner**, **Kid Leo**, **Sandra DaCosta** and **Sara Melendez**, who dined on a sit-down feast of mozzarella salad, roast beef, and cheesecake. **Harry Connick, Sr.**, the District Attorney of New Orleans, flew in to see his son take NYC by storm.

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)
DEBBIE GIBSON	6.24	102	0	0	9	-	3
GUNS AND ROSES	5.40	72	3	1	10	10	2
MIKE & THE MECH	5.12	95	6	3	6	5	3
EDIE BRICKELL	4.63	85	26	7	8	10	8
U2	4.54	93	17	3	3	9	9
WILSON & ZANDER	4.53	84	7	2	7	2	7
SHEENA EASTON	4.42	98	32	11	6	2	9
PAULA ABDUL	4.36	106	12	58	10	8	10
ERASURE	4.16	83	9	3	3	4	7
RICK ASTLEY	4.14	100	18	2	3	8	8
DURAN DURAN	4.00	67	1	0	4	5	7
BOBBY BROWN	3.91	41	14	7	7	10	5
ROD STEWART	3.87	57	7	3	3	6	6
NEW KIDS ON THE BLCK	3.80	82	22	3	5	6	6
STONE ISLAND	3.74	78	93	55	10	-	10
INFO SOCIETY	3.47	81	39	12	3	5	7
ROXETTE	3.40	2	0	0	7	-	-
MILLI VANILLI	3.35	39	3	1	2	-	6
ESCAPE CLUB	3.31	50	8	2	4	5	6
BOYS	3.29	50	35	16	7	7	9
SAMANTHA FOX	3.12	59	42	15	7	4	10
FINE YOUNG CANNIBALS	2.87	4	0	0	6	-	-
BON JOVI	2.80	52	10	42	9	10	10
ANITA BAKER	2.77	32	1	0	2	10	2
CHICAGO	2.77	23	0	0	2	6	-
LUTHER VANDROSS	2.67	4	2	1	2	7	3
ENYA	2.67	6	2	1	7	2	-
KONKAN	2.58	23	12	8	5	-	5
TIFFANY	2.53	46	49	10	3	9	9
KARYN WHITE	2.50	63	23	53	7	7	9
TOMMY CONWELL	2.38	19	2	0	3	2	2
KARYN WHITE/SUPER	2.33	3	7	6	5	7	3
STEVE WINWOOD	2.29	44	94	28	2	7	7

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.

HITS & **R** *reprise*

present

THE THIRD ANNUAL DUMB GRAMMY[®] CONTEST

■ ■ ■ WIN COLOR TV's, VCR's, CD PLAYERS ■ ■ ■
& OF COURSE, ABUSE



*"Finally, A Sensitive, Caring,
Dumb Grammy[®] Contest!!!"*



*Reprise Promotion VP Rich Fitzgerald
— He's got a fast car.*



That's right folks, despite the fact you didn't think we'd be in business come Grammy time 1989, **HITS** and **REPRISE** — the Grammy force of the 90's, are embarrassed to present the incredibly stupid, but amazingly successful **Dumb Grammy[®] Contest**. We're awarding incredibly discounted, low budget first (*Color TV's*), second (*VCR's*) and third (*CD Players*) prizes in three categories: "RADIO", "RETAIL" and "OTHER VERMIN".

All you low life, single brain celled readers have to do to scam the free goods is guess the winners in the following categories:

**RECORD OF THE YEAR
ALBUM OF THE YEAR
SONG OF THE YEAR
BEST NEW ARTIST
POP VOCAL MALE
POP VOCAL FEMALE
POP VOCAL GROUP
ROCK VOCAL MALE
ROCK VOCAL FEMALE
R&B VOCAL GROUP
PRODUCER OF THE YEAR**



Rules of the game are simple:

—Deadline is the day before the Grammys.
—One entry per person. You can call us or write, if you're not to cheap to hock up the big 25 for postage.

As always, good luck and God bless you.

FLASHMAKERS

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

Guns N' Roses scores with their third straight hit, **Anita Baker** is back with her second in a row, **Chicago** hits for the third straight time and **Eddie Money** goes for back to back Top Teners. That's the easy stuff, for longshots

take **Enya**, **Sa-fire**, **Roxette** and **Tommy Page** and give the points. (Ed. note: just a little Super Bowl type filler. Thank you.)

GUNS AND ROSES PARADISE GEFLEN

Singles: 31* **Albums:** 2 **Avg Move:** 5.40 **Aggrsvv:** 72
This record and this band are so hot it's ridiculous. And the video's even hotter. Adds include Y95, WAVA, WEGX, KZZP, KOY, Q105, B104, 92X, KTFM, WNCI, WKDD, 95XIL, K106, WBAM and WBNQ. Hot moves include WDFX 16-8, KXXR 8-2, WKBQ 14-6, Z100 29-23, KKBBQ 33-26, KRBE 38-31, Y100 25-20, WMMS 28-23, KBEQ 19-12, KS104 30-20, BJ105 33-23, Y106 24-14, WSPK 36-23, WJMX 28-17, WAYS 37-27, WWSR 23-13, Z103 29-19, Z102 39-35, JETFM 32-22, KYRK 28-18, KQIZ 38-30, WKQB 28-21 and WSSX 27-21. A potential #1 hit!

ANITA BAKER JUST ELEKTRA

Singles: 40* **Albums:** 10* **Avg Move:** 2.77 **Aggrsvv:** 32
Last week's Crossovers Winner is this week's Breakouts smash. Closeout adds include Z100, WAVA, Y100, KUBE, KPLZ, WEGX, KWSS, Q106, WKSS, K98, FM100, WGTZ, KKYK, WDJX, B98, KDON, KWES, KWNZ and WAYS. Hot jumps include 12-8 WUSL, 38-23 WGCI, 22-18 WXKS, 25-21 WPGC, 36-29 WTIC, 28-22 KITY, 28-15 WCKZ, 29-22 98PXY, 34-27 WAEB, 37-22 KKQV, 40-33 WPRR, 36-31 WWSR, 40-29 KSND, 36-31 WERZ, 36-31 KYRK and 26-22 KQMQ. The Top 40 resistance on last year's debut album is now just a memory. She's an automatic!

CHICAGO YOU'RE REPRISE

Singles: 41* **Albums:** 44 **Avg Move:** 2.77 **Aggrsvv:** 23
Did anyone say three in a row? That's right! These perennial hitmakers strike again with adds at KEGL, WAVA, WCZY, KRBE, KPLZ, WMMS, KDWB, KCPW, KS104, WGH-FM, WKSS, WKBQ, WNCI, KCPX, WMJQ, FM100, WKRZ, WKSJ, Y106, KJ103, WKDD, 100KHI, KC101, KDWZ, KIXY, KNAN, KWES, KZ93, WBWB, WHTO and WIBW. Early moves include: WAEB 39-30, WQSM 24-16, WZOK 26-22, WBBQ 40-35, FM104 27-22 and KQIZ 40-35. Hot debts at: Y95 Deb 17, KKBBQ Deb 34, B94 Deb 30, WEGX Deb 30, WLOL Deb 37, PWR99 Deb 28, 94Q Deb 29, KXYQ Deb 29, KXXR Deb 38, B97 Deb 21 and KISN Deb 31.

EDDIE MONEY LOVE IN COLUMBIA

Singles: 47* **Albums:** **Avg Move:** 3.22 **Aggrsvv:** 28
Eddie's career has been revived by two consecutive hit singles and the strong marketing and promotion efforts of the Columbia team. Adds this week at PRO-FM, Y108, 92X, WKSS, K98, WBCY, K106, KQCR, KZ93, Q104, WAYS, WKEE, WKLQ, WLAP, WLRW, WPFR, WQUT, SLY96, KTUX, WNNK, WPST, WNYZ, KAKS and KQIZ. Early jumps include 38-34 WCZY, 28-24 94Q, 20-16 WKBQ, 27-19 WKDD, 40-32 WAEB, 40-30 OK95, 39-31 95XXX, 38-30 WSPK, 18-11 WQSM, 38-32 WDBR, 40-35 WIXX, 39-34 WPFM, 39-35 KCMQ, 29-25 WLRS, 38-31 KSND and 38-34 KZZU.

KON KAN I BEG ATLANTIC

Singles: 37* **Albums:** **Avg Move:** 2.58 **Aggrsvv:** 23
This record broke out of Houston and keeps gaining ground. This week's adds include WXKS, WHYT, WDFX, B104, KJ103, KZOZ, WKLQ, WSPK, WBBQ and KYRK. It's moving at KKFR 8-5, KROY 9-7, Y108 13-5, KS104 6-5, KITY 7-6, Y106 2-1, KKQV 3-1, KLUC 8-7, PWR106 29-24, HOT97 28-23, X100 20-16, KKRZ 27-22, FM102 27-18, KWOD 32-25, KWSS 22-18, B97 23-18, 92X 30-20, WKSS 28-23, WNVZ 18-14, KXX106 21-17, BJ105 22-17, KWNZ 26-12, WPFM 38-30, KDON 21-16, KMGX 29-25, KTUX 25-16 and KEZB 33-26.

MILLI VANILLI GIRL ARISTA

Singles: 42* **Albums:** **Avg Move:** 3.35 **Aggrsvv:** 39
New group with strong MTV backing scores adds at WGCI, KDWB, WLOL, KBEQ, KS104, WAPI, WGTZ, Q100, WKZL, KKRD, KEZB and KQIZ. Already Top Ten moves include: 7-5 KMEL, 19-10 Y108 and 11-10 KITY. Other jumps include: 36-27 HOT97, 23-19 PWR106, 22-11 KKDA, 27-22 WXKS, 29-24 WPGC, 31-27 KKBBQ, 40-36 KRBE, 26-21 X100, 27-23 WUSL, 26-19 KZZP, 17-12 KOY and 29-19 92X.

HUEY LEWIS GIVE CHRYSALIS

Singles: **Albums:** **Avg Move:** 2.81 **Aggrsvv:** 25
His third single is moving with adds at PRO-FM, KSAQ, KISN, B98, WAYS, WCGQ, WHTO, WKEE, WLRW, WQUT, WPRR, WQSM, WERZ, KF95 and WNYZ. Moving 37-32 WCZY, 31-27 KKRZ, 38-31 WAEB, 29-24 WKDD, 34-24 WPFM, 37-30 KTMT, 39-33 100KHI, 36-30 WDBR, 36-32 WBNQ, 37-31 KZZU and 38-34 KYRK.

WAS NOT WAS WALK CHRYSALIS

Last week's Wildcard pick explodes with adds at HOT97, B96, WXKS, WHYT, WLOL, KKFR, KCPW, KWOD, HOT977, KITY, WGH-FM, WNVZ, KSAQ, WKSS, WKBQ, KXX106, Q100, 95XIL, KCMQ, KFBQ, KKRD, KTMT, KZOZ, SLY96, WBNQ, WHOT, WHTO, WIXX, WPFM, WSPK and WWSR. Early jumps include WNOK 39-34 and Z95 Deb 29. MTV is also heavily behind this one. It's a can't miss smash. Potential #1 record here.

ROY ORBISON YOU GOT IT VIRGIN

Second straight week of strong radio adds include newcomers PWR99, 94Q, Q106, BJ105, WAEB, CKOI, KDWZ, KTMT, KZOZ, WCGQ, WHHY, WIXX, WLAP, WSPK, WWSR, WQSM, K92, KZZU, WPST and WERZ. Early numbers include Deb 38 WTIC, Deb 36 KISN, Deb 25 OK100, Deb 26 WKPE, Deb 36 OK95, Deb 40 WAYS, Deb 36 WINK, Deb 38 WNNK, Deb 38 Z104 and Deb 40 Z102.



CRYIN'

FROM THE DEBUT ALBUM VIXEN

OVER ~~350,000~~ UNITS SOLD.

425,000

WORLD TOUR CONTINUES!

Produced by David Cole and Rick Neiger

Management: Allen Kovac/Steve Drimmer, Left Bank Management

Project Manager: Lewis Kovac

WGH-FM ADD Jeff Moreau MD, Norfolk. "Coming off a song that turned out to be a major hit with us. They're all over MTV. Chalk up hit #2 for Vixen."

KZZU ADD Ken Hopkins MD, Spokane. "The first one just wouldn't go away here and this one will probably do the same. It tested 80% positive."

KXXR ADD Brian Burns PD, Kansas City. "Don't be confused by their name or album cover. Close your eyes and listen. This is a mass appeal hit rock record."

KXYQ ADD Jim Ryan PD, Portland. "The last record was a bonafide hit in Portland, and the album is still selling. This record is even better than the first. How could you not play 'Cryin'."

EARPICKS WINNER! FLASHMAKER!

Y95	add	K104	add	WHOT	add
WLOL	add	100KHI	add	WHTO	add
KXYQ	add	95XIL	add	WJAD	add
WGH-FM	add	95XXX	add	WLRS	add
WMJQ	add	KCMQ	add	WPFM	add
WAEB	add	KFBQ	add	WSPK	add
K92	add	KKRD	add	WZKX	add
KTUX	add	KWNZ	add	KNIN	add
KZZU	add	KWTO	add	KWTX	add
WOKI	add	OK95	add	WGLU	add
WSKZ	add	SLY96	add	WOMP	add
FM104	add	WAYS	add	WHSL	add
JETFM	add	WBNQ	add	KPHR	add
		WDBR	add	KYYY	add
				WTHT	add
				WPHR	add

PET SHOP BOYS

LEFT TO MY OWN DEVICES

THE RIGHT PET SHOP BOYS SINGLE.

FLASHMAKER!

HOT97	add	HOT977	deb 34	BREAKING AT:
KRBE	add	KCPX	deb 34	Y95
KDWB	add	KITY	deb 35	KF95
KKFR	add			WRCK
BJ105	add	KROQ	29-11	KYRK
KKQV	add	KITS	21-18	95XXX
KTMT	add			WGH-FM
WHTO	add			CKOI
WVSR	add			Q100
				KCMQ
				Y106
				OK95
				KQKQ
				WHOT
				KZZU
				WJAD
				WPST
				WZKX

FROM THE GOLD ALBUM,

INTROSPECTIVE

Produced by Trevor Horn and Stephen Lipson

Management: Massive Management-Tom Watkins / Rob Holden

THE EMI COMMITMENT



FLASHMAKERS

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

MARTIKA MORE COLUMBIA

Big week for this new artist with adds at KIIS, WHYT, X100, KZZP, KATD, WKSE, KNAN, KTMT, OK95, WKLQ, WPFM, WDBR, KRQ, WINK and KF95. Jumps: 7-6 HOT977, 9-6 KDON, 33-27 WCZY, 39-35 WLWL, 30-26 KKRZ, 35-30 FM102, 36-29 100KHI, 36-31 WPFM, 31-27 WHTO, 19-15 WKPE, 26-22 KMGX, 35-29 KCAQ, 34-28 WFLY and 29-23 KYRK.

VIXEN CRYIN' EMI

Hot first week on the 2nd 45 from new female rockers includes adds at Y95, WLWL, KXYQ, WGH-FM, WMJQ, WAEB, 100KHI, 95XIL, 95XXX, KCMQ, KFBQ, KKRD, KWNZ, KWTO, OK95, WAYS, WBNQ, WDBR, WHOT, WHTO, WJAD and lots more.

SURVIVOR ACROSS EPIC

New 45 picks up adds at Q100, KCMQ, WSPK, WZOK, KZZU and WPST. Early moves: WHOT 28-22, KIVA 25-20, WBNQ 39-34, WLRS 35-30, WQSM 22-18.

PET SHOP BOYS LEFT TO EMI

Singles: Albums: Avg Move: 1.28 Aggrssv: 2
Second week adds include: HOT97, KRBE, KDWB, KKFR, BJ105, KTMT, WHTO, WVSR and KKQV. Moves: KROQ 29-11 and numbers HOT977 Deb 34, KITY Deb 35 and KCPX Deb 34.

FINE Y CANNIBALS SHE DRIVES IRS/MCA

Singles: Albums: Avg Move: 2.87 Aggrssv: 4
Great second week includes adds at PWR106, Z95, KKBQ, WHYT, KUBE, KMEL, X100, KKRZ, KWSS, KROY, HOT977, KXX106, KJ103, WKZL, CKOI, KDON, KWNZ, WBNQ and WPST. Early jumps include: KROQ 30-12, KRBE 39-34, KITS 30-25 and KKQV 39-27. MTV is ready to detonate this one.

SA-FIRE THINKING MERCURY

Great buzz on this one. Adds at Y100, KZZP, KWOD, KITY, BJ105, KLUC, WKPE, KKQV and Z102. It moves 4-3 PWR96 and Deb 30 KMEL. Ready to go!

ENYA ORINOCO GEFEN

Singles: Albums: Avg Move: 2.67 Aggrssv: 6
This record is a smash in the making. Adds at Y95, WMJQ, CKOI, SLY96, KTUX and WBBQ. It moves 1-1 at KISN in Salt Lake, 15-9 KF95, 28-23 WXKS, 22-16 KITS, 32-24 KXXR, 19-13 KZZU, 39-35 KSND. It sells albums. It pulls phones. Go for it!

HOUSE OF LORDS I WANNA RCA

New rocker grabs adds at KWES, WCGQ, WNOK, WSPK, WSKZ, WKQB and more. Jumps: OK95 18-10, KXXR 36-32, WPFM 35-29, WPFM 37-32, KTMT 38-34, WBBQ 38-33 and KYRK 25-20.

ROXETTE THE LOOK EMI

Exploding at WKTI 15-12, KDWB 21-12 and KKBQ Deb 31. New adds at BJ105, KRQ and WSSX. Ready to go.

BOY MEETS GIRL BRING DOWN RCA

Strong week with adds at Y95, WCZY, KATD, WTIC, WBCY, KDWB, KFBQ, KIXY, KKQV, KWNZ, WIXX and KAKS. Moves 27-20 WQSM, 40-35 KTMT and numbers Deb 27 OK100, Deb 35 WQUT, Deb 40 WHTO, Deb 37 KSND and Deb 40 KZZU.

GIANT STEPS INTO YOU A&M

Singles: Albums: Avg Move: 2.40 Aggrssv: 2
Great first week includes adds at KUBE, KMEL, 94Q, KOY, KATD, HT977, Y108, KITY, KXX106, Q100, WAEB, WKZL, WCGQ, WPFM, WPFM, WZKX, KSND, WBBQ, WPST, Z102, KYRK and KQIZ. Already moving at WLWL 29-25 and KZOZ Deb 33.

KENNY LOGGINS TELL HER COLUMBIA

Singles: Albums: Avg Move: 2.89 Aggrssv: 3
Radio likes this cut. Adds at KUBE, KXYQ, WGH-FM, WKBQ, 95XIL, 95XXX, KFBQ, WJMX, WPFM, WZKX, Y97, WQSM, KZZU and K104. Jumps and debts at: Z104 35-29, WLWL Deb 38, KKQV Deb 34 and OK95 Deb 34.

MICKEY THOMAS SING COLUMBIA

First release from the upcoming "Sing" soundtrack. Adds at: KXYQ, WAEB, KIXY, KWNZ, WCGQ, WDBR, WJAD, WPFM, KSND, K104 and KYRK.

MARC ALMOND TEARS RUN CAPITOL

Singles: Albums: Avg Move: 2.80 Aggrssv: 9
New artist moves with adds at KRBE, KLUC, KTMT and KZOZ. Moving at KKFR 12-10, KKBQ 34-30, X100 27-20, KWSS 34-28, HOT977 24-18, K106 40-34, KDON 32-27, WBNQ 34-30, KCAQ 30-25 and WPST 35-31.

TRACIE SPENCER IMAGINE CAPITOL

Remake of Lennon classic picks up WPGC, PWR96, HOT105, PRO-FM, KITY, KTFM, WKSS, KFBQ, KIXY, KKQV, WVSR and KGGI. Good start.

ROMEOS DAUGHTER CRY JIVE/RCA

Out of the box adds: KXXR, KISN, 100KHI, KIXY, KTMT, OK100, Q104, SLY96, WJMX, WLRS, KSND, KAKS and KYRK.

WHEN IN ROME HEAVEN VIRGIN

Follow-up to Top Ten debut scores adds at WXKS, FM102, B97, KITY, KBFM, KDON, OK100, WHOT, KKQV, KQKQ and KTUX. Ready to explode!

TOMMY PAGE SHOULDER SIRE

Singles: Albums: Avg Move: 4.67 Aggrssv: 3
People at starting to yell about this one. Adds this week at PWR99 and WCIL. (PWR's Steve Wyrostok is betting his career on this one. Too bad, until we heard this we were hoping it would be a hit.) It moves KISN 28-15, KDON 20-15, and KCPX Deb 26.

WANHALEN

"F E E L S O G O O D"

Edited 7" version

CROSSOVER!

48 HITS TOP FIFTY ALBUMS!

OUT OF THE BOX:

KEGL	add	OK95	add
Y95	add	WDBR	add
WMMS	add	WHOT	add
KKRZ	add	WJMX	add
KXYQ	add	WLRS	add
KROY	add	WNOK	add
KSAQ	add	WPFM	add
WZPL	add	WPXR	add
K92	add	WSPK	add
KZZU	add	KWTX	add
KYNO	add	WGLU	add
FM104	add	WHSL	add
JETFM	add	KFQX	add
KAKS	add	KTRS	add
KYRK	add	WYKS	add
95XXX	add	WQCM	add
		WPHR	add

Satisfaction Guaranteed

*The Next Smash Single
From The Multi-Platinum
NO. 1 ALBUM 00812*

Recorded by Danny Linder



CROSSEOVERS

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

Bobby Brown explodes with the third single from his debut album while **Cinderella** takes off with big album sales and video play. **Vanessa Williams** continues to cross from a strong Black/Dance base, and **Luther**

Vandross is making big gains with strong Black airplay and upper-demo phones. Watch for **R.E.M.**, ready to cross at Top 40 from a huge Post Modern and Album radio base!

BLACK/DANCE

BOBBY BROWN RONI MCA

*Singles: 25** *Albums: 1** *Avg Move: 3.91* *Aggrsv: 41*

Third single from his debut album is exploding with huge sales leading the way. First official week out and on WXKS, KRBE, KPLZ, B94, PRO-FM, B97, WKBQ, KITY, K98, KISN, BJ105, Y107, Q100, WDJX, KBFM and too many more to mention. Already big moves at WHYT 14-7, KMEL 3-2, X100 10-9, KZZP 11-8, HOT97.7 12-9, KROY 5-4, KMGX 13-8, KIIS 27-21, PWR106 27-22, WL0L 38-33, KDWB 28-24, KCPW 28-24, KWOD 25-17, KWSS 20-16, FM102 20-16, KS104 23-18, WTIC 31-22, KSAQ 38-29, KRQ 32-26, WAPE 26-20, WPST 36-30 and the list goes on.

VANESSA WILLIAMS DREAMIN WING/POLY

*Singles: 43** *Albums: —* *Avg Move: 2.82* *Aggrsv: 29*

This Black/Dance smash continues to make its way to Top 40 with new support from KRBE, WHYT, WEGX, 92X, WTIC, K98, KISN, Q100, WAEB, KKRZ, SLY96, WKEE, WSPK, WWSR, KSND, WINK, WNNK, KF95 and KYRK. Moves at HOT105 11-9, WUSL 14-9, WGCI 18-12, WPGC 27-20, KMEL 22-16, KKRZ 32-28, FM102 34-19, KWOD 31-26, KROY 19-14, WNVZ 28-24 and more.

LUTHER VANDROSS SHE WONT EPIC

Singles: — *Albums: 32** *Avg Move: 2.67* *Aggrsv: 4*

Big Black/Dance airplay and sales are out front on this second single. Adds this week at WXKS, WCZY, KUBE, KDWB, KKRZ, Q105, KWSS, KWOD, FM102, KROY, KSAQ, KTFM, K106 and more. Moving 12-10 WHYT, 8-4 WUSL, 33-26 WPFM, 34-28 Z102, Deb 34 HOT97, Deb 38 WNOK and Deb 40 WFLY.

DINO 24/7 ISL/B'WAY

Singles: — *Albums: —* *Avg Move: 4.25* *Aggrsv: 4*

Second single from this hot new artist goes on out of the box at WPGC, KKRZ, KOY, KWOD, FM102, KATD, KITY, Y106, KLUC, Y97, KCAQ, KRQ and KYRK. Early moves: 26-20 KMEL, 28-24 HOT97.7, 35-29 KDON, Deb 29 KKQV and Deb 35 KMGX.

WILL TO POWER FADING EPIC

Dance base is spreading to Top 40 with adds at PWR106, Y100, KMEL, KKFR, KWSS, KITY, KDON, KKQV, KZOZ, KMGX and KCAQ. Early action at HOT97 29-20, PWR96 16-12 and WPGC Deb 29.

KARYN WHITE SUPERWOMAN WB

Singles: — *Albums: 36** *Avg Move: 2.33* *Aggrsv: 3*

Already #1 at Black radio and ready to cross big. This second single goes on the air at Y100, KXX106, Y106, KMGX, Z102 and KCAQ. Jumps 9-1 WGCI, 5-1 KKDA, 15-8 WHYT, 5-2 HOT105, 2-1 WUSL, 15-13 KMEL, 16-13 KTFM, 33-31 KITY and 11-16 WCKZ.

JT TAYLOR/R. BELLE ALL I WANT EPIC

Hot duet is crossing with new adds at HOT105, 100KHI, SLY96, WPFM and WNNK. Moves at WQSM 23-21, KKDA Deb 31, WPGC Deb 30, WUSL Deb 28, HOT97.7 Deb 35 and KISN Deb 38.

NEW ORDER FINE TIME QWEST/WB

Huge club airplay and 12" sales lead the way as this record heads to Top 40. Adds at KWOD, FM102 and KBFM. Big moves for KROQ 2-1, KITS 3-1 and KKQV 32-29.

ALBUM/ROCK

CINDERELLA LAST MILE MERCURY

Singles: — *Albums: 29*

Big album sales and MTV play are making this second single explode! New this week at KEGL, KPLZ, WMMS, KKFR, WZPL, Y107, Q100, 100KHI, 95XXX, KCMQ, KNAN, KWTO, KZOZ, WAYS, WCGQ, WHHY, WKEE, WKSF, WLRS, WQUT, Y97, K92, KQKQ, KSND, KZZU, WFLY, WSKZ, KF95, WOKI, KAKS and WSSX. Moves 28-24 WROQ, 34-27 KJ103 and 34-30 JET-FM. Debuts at 39 KSAQ, Deb 35 WAEB, Deb 32 OK95, Deb 36 WDBR, Deb 38 WSPK, Deb 40 WJMX, Deb 40 WPFM and Deb 38 KYRK.

TOMMY CONWELL IF WE NEVER COLUMBIA

Singles: — *Albums: —* *Avg Move: 2.38* *Aggrsv: 19*

Hot new artist's second single continues to cross with new support from WKZL, KDWZ, KZOZ, WSKZ, WRCK and more. Moves at OK95 17-9, WPST 16-10, WKRZ 28-21, WKDD 22-18, WZPL 26-22, KIXY 29-19, WAYS 39-31, 95XIL 19-13, WQSM 30-24, KFBQ 34-29, WIXX 33-28, 95XXX 23-19, KCMQ 38-34, KTMT 26-22, WCGQ 38-34, WLRS 30-26, WQUT 23-19 and WNNK 37-31. Breaking at WXKS, KWTO and WDBR.

VAN HALEN FEELS SO WB

Singles: — *Albums: 48*

The fourth single from "OU812" goes on Top 40 this week at Y95, KEGL, WMMS, KKRZ, KXYQ, KROY, KSAQ, WZPL, 95XXX, OK95, WDBR, WHOT, WJMX, WNOK, WPFM, WPXR, WSPK, WLRS, KYNO, K92, KZZU, JET-FM, KAKS, KYRK, FM104 and others. Already moves at KXXR 10-7. Big album sales and video play should help.

CSN&Y GOT IT MADE ATLANTIC

Singles: — *Albums: 21*

Long awaited reunion album is #1 at Album radio and ready to cross to Top 40. Adds at KISN, WBCY, WROQ, 95XIL, OK100, WPFM, WQUT, WLRS, WQSM, WBBQ, WOKI, Z104 and K104. Breaking at Q102.

POST MODERN

R.E.M. STAND WB

Singles: — *Albums: 15** *Avg Move: 2.54* *Aggrsv: 11*

The label debut for the band is breaking big from a #1 Post Modern base, huge sales and big MTV play. New believers include B96, Z95, WXKS, KPLZ, WMMS, KXXR, PRO-FM, KJ103, Y106, KBFM, KTMT, Q104, Z103, WIXX, WBBQ, WERZ and WOKI. Moves 11-7 KITS, 20-7 KKFR, 35-31 B93, 20-13 OK100, 24-18 KIVA, 34-30 K106, 37-31 Z104, 30-26 Z102. Breaking at FM102, WROQ, WBNQ, KIXY, KZZU, WPST, WKQB, JET-FM and KYRK.

CAMOUFLAGE THE GREAT ATLANTIC

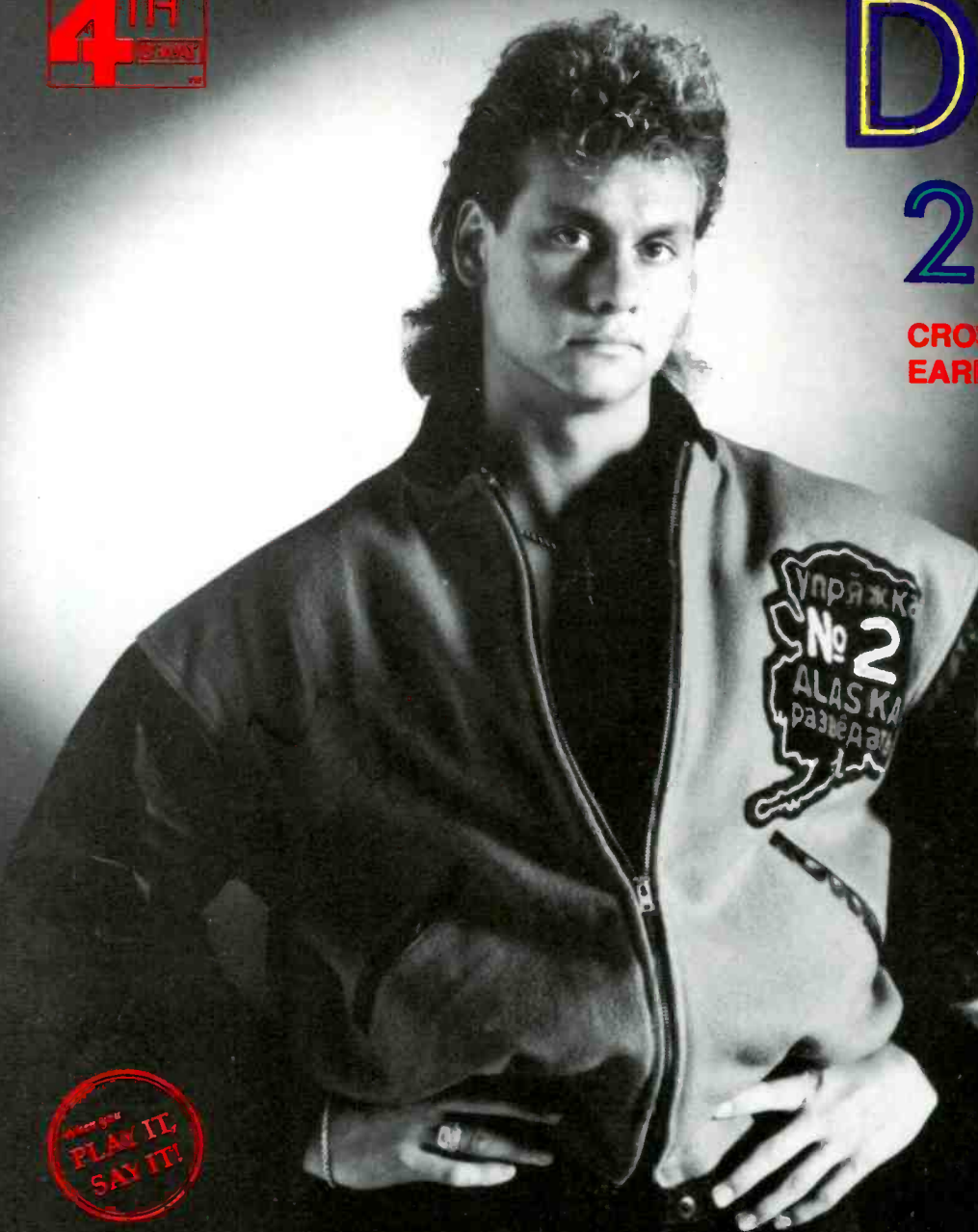
Strong PoMo and Dance base continues to cross at Top 40 with new adds at KROQ, KWSS, KWOD, OK95, Q104, SLY96 and WZKX. Big jumps for KKQV 10-8, KITS 10-8, KRBE 20-11, KITY 32-27, KISN 26-22, KKQV 28-19, KNAN 35-29, KWNZ 22-18 and KZOZ 33-29. Breaking at KJ103 and WCGQ.

4TH STAGE

DINO

24/7

**CROSSOVER!
EARPICKS WINNER!**



WPGC	add
KKRZ	add
KWOD	add
FM102	add
KOY	add
KATD	add
KITY	add
Y106	add
KCAQ	add
KRQ	add
KYRK	add
KLUC	add
Y97	add
KTRS	add
KZZO	add
K3JO	add

KKQV	deb 29
KMGX	deb 35

KMEL	26-20
HOT977	28-24
KDON	35-29
KWSS	35-32

**BREAKING AT:
KROY
KGGI**

When you
**PLAY IT,
SAY IT!**

JULIAN COPE

5 O'CLOCK WORLD

YOU HAVE THE NEW SINGLE!

7 HITS POST MODERN!

MTV BUZZ BIN!



REQUESTS

If the **Tone Loc** record were any bigger it would be the only record receiving any calls anywhere. But since Tone was nice enough to leave some space for others, there is still room in the business for the likes of **Sheriff, Guns**

N' Roses, White Lion and more. Also, watch out for some little guys that are starting ... **Enya** on Geffen, **Roxette** on EMI, **Tommy Page** on Sire and **Sa-fire** on Mercury. And then there's the new **Bangles, WOW!**

STONE LOC WILD THING DV/ISL

This one is bigger than big. Or maybe even bigger than that. Hots include **HOT105, 98PXY, B93, B94, BJ105, WCIL-FM, JET-FM, KAKS, KBIU, KC101, KCAQ, KDON, KFBQ, KFQX, KFRX, KKBQ, KKRZ, KKXL, KNOE, KOYFM, KQKQ, KRNO, KS104, KSIF, KSJQ, KTXY, KWOD, KWTX, KYYY, KZOU, KZOZ, WABB, WAEB, WANS, WBWB, WDBR, WEGE, WFMI, WGLU, WGTZ, WHHY, WHTO, WHYT, WIBW, WIKZ, WKLQ, WKSE, WKZQ, WLRS, WPHR, WRCK, WRQN, WRVQ, WSSX, WTHT, WWSR, WYKS, WZOK, Y107, Z103 and Z106.**

SHERIFF WHEN I'M CAPITOL

Well, it looks like those guys in Phoenix were right again. What more is there to say? Hots at **B94, WCIL-FM, FM100, ISL95, JET-FM, KBIU, KC101, KDON, KF95, KFBQ, KFRX, KKRZ, KNAN, KNIN, KNOE, KROY, KSIF, KWOD, KYYY, KZOU, KZOZ, OK100, WABB, WAEB, WANS, WBLI, WBWB, WDBR, WGLU, WGTZ, WHHY, WHTO, WIBW, WKSE, WKSF, WLRW, WPHR, WPRR, WQCM, WRCK, WRQN, WRVQ, WTHT, WWSR, WZOK, Y107 and Z103.**

GUNS PARADISE GEFLEN

This makes three phone monsters in a row for these hard rocking superstars. Hots include **WMMS, BJ105, WCIL-FM, ISL95, JET-FM, KBIU, KEYN, KFBQ, KFQX, KFRX, KKBQ, KKXL, KNIN, KNOE, KRNO, KRQ, KS104, KSIF, KTXY, KWTX, KYYY, KZOU, KZOZ, Q107, WABB, WBNQ, WDBR, WEAB, WEGE, WFMI, WGLU, WHHY, WHSL, WIKZ, WKZQ, WLRS, WPHR, WQCM, WRCK, WRQN, WRVQ, WSSX, WTHT, Y97, Z103 and Z106.**

WHITE LION CHILDREN ATLANTIC

This one was first mentioned to us by Neil Harrison at K106 in Beaumont. Credit him and the folks at MTV on this one. **KDWB, 98PXY, B93, BJ105, FM100, FM104, JET-FM, KC101, KCAQ, KF95, KJKC, KKXL, KQKQ, KRNO, KS104, KSIF, KTXY, KWTX, KYYY, OK100, P997, Q107, WAEB, WANS, WBNQ, WBWB, WEGE, WGTZ, WHHY, WPHR, WPRR, WQCM, WSKZ, WTHT, WYKS, Y107 and Z106** lead the way this week.

PAULA ABDUL STRAIGHT UP VIRGIN

One of Hollywood's hottest choreographers now has a dance smash of her own, and it's selling lots of albums. Hots at **B94, 98PXY, WCIL-FM, FM100, FM104, JET-FM, KAKS, KBIU, KDON, KFBQ, KKBQ, KKRZ, KNAN, KROY, KS104, KSIF, KSJQ, KZOU, KZOZ, P997, SLY96, WAEB, WBLI, WBWB, WGTZ, WIBW, WKSE, WKSF, WKZQ, WLRW, WSSX, WWSR, WYKS, WZOK, Y107, Y97 and Z106.**

DEBBIE GIBSON LOST ATLANTIC

She's back and from the early reaction, it looks like she's hotter than ever: **Q105, Z100, 98PXY, BJ105, KBIU, KC101, KF95, KOYFM, KTXY, KZOU, Q107, WBLI, WEAB, WEGE, WGLU, WIKZ, WLRW, WRCK, WSSX and Z106** are among those screaming this week.

EDIE BRICKELL WHAT I AM GEFLEN

We're proud to have been among the early "yellers" on this Post Modern crossover. It has already produced a Top Ten album, and the rest is history. Hots include **P997, WCIL-FM, KAKS, KCAQ, KNOE, KPHR, WFMI, WHHY, WIBW, WLRW, WSSX, WWSR, WYKS, WZOK, Y97 and more.**

THE BOYS DIAL MOTOWN

This makes one in a row for the new Motown. Selling albums and singles and pulling big calls for **B93, KCAQ, KFBQ, KKRZ, KOY-FM, KROY, KRQ, KSJQ, KWOD, KZOZ, WHYT, WKLQ** and lots more.

SAMANTHA FOX I WANNA JIVE/RCA

This one took a long time to brew, but is coming through nicely on the phone lines now for **98PXY, ISL95, KC101, KRNO, WDBR, WEAB, WGLU, WHYT, WKSF, WRCK, Z106** and more.

KARYN WHITE THE WAY WB

This new R&B to pop crossover star's got two hits happening at once. Among those scoring well on the phones with the first are **FM100, HOT105, KJKC, KKRZ, SLY96, WANS, WHYT, WKLQ, WPRR** and Y97.

ALSO GAINING REQUEST MOMENTUM

WILSON/ZANDER	SURRENDER	CAPITOL	MIKE & MECHS	LIVING	ATLANTIC
BOBBY BROWN	RONI	MCA	NEW KIDS	YOU'VE	COLUMBIA
SHEENA EASTON	LOVER	MCA	ENYA	SAIL AWAY	GEFFEN



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(212) 484-6400

SWEET SENSATION

Dear Programmer:

Just Shipped - Going for Adds Monday 23rd
Already Getting Massive Airplay At:

HOT97 New York	KLUC Las Vegas	KPWR L.A.	KRQ Tuscon
KMEL S.F.	KITY San Antonio	X100 S.F.	KTFM San Antonio
HOT97.7 San Jose	PWR96 Miami	KWSS San Jose	WPGC D.C.

Billboard 12" Sales 45*-29* Dance Chart 50*-43* - Sales Exploding!

"This is the best female dance record out there!" - Jay Taylor

"Sincerely Yours"

(7-99246) (PRCD 2583)

ON YOUR DESK NOW!

from the album

TAKE IT WHILE IT'S HOT (90917)

Produced by Ted Currier for Platinum Vibe Productions, Inc.

Management: Artists Only Management Company

On Atco Records, Cassettes and Compact Discs.

Division of Atlantic Recording Corp.

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9255 SUNSET BLVD., SUITE 1122, LOS ANGELES, CA 90069 (213) 285-9556

TRACIE SPENCER

IMAGINE

THE SINGLE FROM THE ALBUM "TRACIE SPENCER"



FLASHMAKER!

WPGC	add
PWR96	add
HOT105	add
PRO-FM	add
KITY	add
KTFM	add
WKSS	add
KGGI	add
KFBQ	add
KIXY	add
KKQV	add
WVSR	add
KTMT	add

OVER 200,000 UNITS SOLD!





turning
METAL
 into
Gold



Interview By Roy Trakin

Q—Prime Management's duo of Cliff Burnstein and Peter Mensch are an unlikely pair of heavy metal alchemists, but they've worked their distinctive brand of magic for a variety of hard-rockers, from their days at Leber-Krebs handling AC/DC, the Scorpions and Michael Schenker, to their current roster, which boasts best-sellers Def Leppard, Metallica and Dokken as well as such decidedly non-metal acts as Steve Earle and Cameo. Fortysomething Burnstein's '60s 'fro and straggly gray beard make him look like Mr. Natural in contrast to his 35-year-old partner Mensch's cleanly styled Yuppie buzz-cut. Each holds a Master's degree— Burnstein's is in demography from the University of Pennsylvania while Mensch's is in marketing com-

munications from the University of Chicago— but both have the street smarts of music business veterans— which they are. Cliff started out at Mercury Records in Chicago in 1973, where he served as National Progressive Rock Promotion Director and eventually, the A&R honcho who launched the company's in-house new wave label, Blank Records, home of Pere Ubu and the Suicide Commandos, an idea that proved at least five years ahead of its time. Mensch was the M.D. at his Brandeis University college station, being pitched on acts like BTO and Thin Lizzy by Burnstein because he reported to Walrus and Record World at the time. It was the start of a long, profitable friendship, which they agreed to unravel for Hits.

How did you guys first meet?

Cliff Burnstein: I was doing national album promotion at Mercury out of Chicago, although back in 1973 there really was no such thing. It was actually progressive rock promotion. All we had was *Walrus* and a page in *Record World*, where they listed 30-35 album stations and chose a "Flashmaker." I called every station listed in *Walrus*. If they reported, I called. Mensch was at Brandeis University, the M.D. at the college station, and he likes all these records I'm working, such as BTO and Thin Lizzy. Now, I don't know if he's lying or what, but he's knowledgeable, so I believed him. I'd call him all the time. Anyway, he tells me, if I ever come to Boston, I should be on his radio show. Little did I know, he extended the same invitation to everyone in the record business.

Peter Mensch: It was a 10-watt station. Cliff was the first national guy that ever bothered to show up. And, all of a sudden, I see this guy

with a massive head of hair and a long beard walk in. And I thought, who the fuck is this? And Burnstein goes, you told me to show up if I was in town. And I realized, that's Cliff Burnstein!

CB: So Mensch says, go pick out some music for the show. So, I go into the library and come out with the Move, Free and God knows what else. And it turns out we like the same music!

PM: So Bernstein ends up crashing on my couch, probably to save the company some money. And he continues to call me at all hours of the night since Mercury provided him with a WATS line in his house. Then, I came to Chicago and went to school to get my masters degree in marketing communications. My thesis proved that radio airplay doesn't sell records, which I sent a copy of to everyone in the record business. Marketing guys loved it, even though they knew it wasn't true. I ended up getting one job offer.... and it's from Burnstein! He convinced Phonogram to start a small in-house punk label, Blank, and

he made me label manager in New York. Which meant I had to go to CBGB until three in the morning every night. Cliff would give these presentations to the Mercury executives, hauling out the blackboard and his import records. And these guys didn't know, but they listened to him explain how theoretically you could start up a label for, say, \$20,000, and tap this new market. And by the end of the meeting, everyone had these visions of sugar plums and Sex Pistols dancing in their heads and selling millions of records, so they went for it.

CB: Working at Mercury was a great experience. There were some good people there. We were out of the mainstream, so we could do some unconventional things. As it turned out, Blank released only three records— Pere Ubu, Suicide Commandos, and, after it folded, the Bizarros. We never really had a chance to establish anything. We could have had an I.R.S.-type situation over a period of years. My only concern

was, if Blank folded, would Peter Mensch still have a job?

How did you get started at Mercury, Cliff?

CB: I had a master's in demography, which is population studies, from the University of Pennsylvania, where I was a thesis away from getting my PhD. I just wanted to get into the music business. I moved to Chicago and sleazed my way into a job doing statistics and some market research for Mercury in 1973. And I ended up promoting the New York Dolls' first record to Album Radio, which was a thankless task. Because they were really a pop band with soured rock 'n' roll values. And at the time, pop bands were looked down upon at progressive rock radio. By the time of Blank Records, I had moved into A&R.

When Blank folded, you both went to Leber-Krebs.

PM: I went over first. I was hired as tour accountant for Aerosmith,

*“99% of your success in this business
as a manager is who you select as
your acts.”*

whose opening act was AC/DC. At the same time, Burstein had just signed the Scorpions to Mercury, and they needed a manager. Cliff tried to get me the job, because I had always been such a big UFO fan, and the Scorpions' guitarist was Rudolf Schenker, UFO guitarist Michael's brother, who we also ended up signing to a management deal at Leber-Krebs. Anyway, I was all of 26 at the time, so I didn't get the job, but, as it turned out, AC/DC was looking for a manager, too, and they ended up hiring me through Leber-Krebs. And then, the Scorpions ended up coming aboard, too. Shortly afterwards, Cliff signed Def Leppard to Mercury by agreeing to release their albums simultaneously in the U.S., which had always been a problem in the past with Phonogram U.K. and the stateside label. And we ended up getting them for management at Leber-Krebs, too, when they dropped their English manager. At this point, in 1979, I moved to London to handle the acts, since they were essentially based in Europe. And I convinced Cliff to join Leber-Krebs to keep an eye out on things in New York.

CB: There was just too much success too fast at Leber-Krebs. AC/DC really blew out. But we weren't the ones that were unhappy. We were stupid. We didn't know enough to be unhappy. We were doing a lot of the work and getting a lot less than we should have. On April 1, 1982, Mensch quit and I got fired.

PM: We went to each of the acts and asked if they wanted to leave with us, because they all had key man clauses in their contracts. The Scorpions stayed with Leber-Krebs, Michael Schenker wanted to go somewhere else and Def Leppard asked where they could sign. That was the start of Q-Prime.

CB: Our first year in business, all we did was wait for Def Leppard to record "Pyromania." It was unthinkable at the time, but they took a year to make that album. Little did we know, we would have gladly spent a year on the next album, which stretched into three. We were all living on peanut butter sandwiches, including the band. And, all of a sudden, we got word that the band's second album, "High 'n' Dry," was selling records in Lowell, MA.

PM: When I heard that, I told Cliff there must be a radio station playing it and Burstein said, "That's just the point, Mensch. There is no station in Lowell, MA. It's cable. MTV is playing it."

CB: Since PolyGram was one of the last labels to sign agreements with MTV, they were late getting aboard. They had some old live Def Leppard clips that had been done in England, so that was what they gave them. And the record started selling as soon as they hit the air. When "Pyromania" was released, everything just came together.

Let's talk about "Hysteria." You took a big risk when you chose "Women" as the first single and it didn't really go anywhere.

CB: We thought it had the greatest continuity with the material from "Pyromania." And, after being away for four years, we had to establish that continuity. That the band still believes in everything they used to. They still have the same crunch. But [then PolyGram VP, Promotion] John Betancourt thought "Women" was too heavy for radio. He wanted

"Animal." And he literally killed off "Women." He did a *Hits* interview when he was supposed to be working "Women" in which he said management had forced the song down his throat and he really didn't like it. That was your clue right there. We had a six-single strategy for this record. Uptempo, uptempo, ballad, uptempo, uptempo, ballad. "Love Bites" was originally supposed to be sixth, but we moved it up to fifth because the heat was so intense at radio. And we didn't want to end the record on a ballad. Now, we're thinking of a seventh single.

Was there any point at which you became nervous about the record?

CB: How about first week, second week, third week.....

PM: September, October, November.....

CB: You'll appreciate this, Roy, because you have a kid. A year ago this fall, I was going to birth classes. My kid was due in December and we're in the midst of working "Animal" after "Women" had already stiffed. The Lamaze classes are on the Upper East Side at 7 PM on Mondays. I'd meet my wife at 6 PM for a burger, and in between bites, I'd go out to the pay phone on York Avenue to see how many adds we got that day. And I'm feeling pretty bad because it doesn't look like "Animal"'s going all the way, either. We ended up in the Top 20, with about 170 stations, yeah, but each add was torture. And every stupid Monday, it was the same thing.

PM: The adds would come in groups of ten.

CB: At this point, we're two singles down and "Hysteria" comes out to #1 phones on MTV. We figure, we got it made, but the record doesn't sell. So, we're nervous for three more months. On top of that, we're starting to work "Pour Some Sugar" at Album Radio and it's not doing a damn thing. No phones, no nothing. And we're thinking, oh great, our fourth single's a complete dog, too.

PM: We're in the middle of planning a huge arena tour and all we could see were seas of empty seats. The minute tickets for the first show go on sale in Baltimore, I knew we were in trouble when it didn't sell out immediately. We had to scale back.

CB: Still, during the entire time we're nervous—for about nine months—the record did sell 3.7 million copies. But we're feeling like shit anyway.

PM: Because the expectations were so high and we had an incredible amount of recording costs.

CB: We weren't feeling too good. When we were at 2 million, I happened to be talking to Guns N' Roses' manager Alan Nivin, and Guns was at half a million. I said, "What's going on? You sell 500,000 and you've got a smash. I sell 2 million and I've got a stiff." And the band knew what was happening, too, because we didn't hide anything from them. After "Sugar" died at Album Radio, the record company, who bickered with us all along on the choice of singles, told us we couldn't go with it at Top 40; we had to go with "Love Bites" right then. But we had to have an uptempo hit. There was one station in San Antonio, KSAQ, which had started playing "Sugar" while "Hysteria" was still out, and were getting #1 phones on it. It was their hottest record. So, I told PolyGram about



Metallica



it— OK, it's only got a 2 share, but people are going crazy for the record. It's a start. Don't hang us out to dry. You've got to believe. We knew. Nobody else did. Meanwhile, the band was going to Europe and Japan for awhile before returning for a summer U.S. tour. We had a three-month gap where "Sugar" had to do the work for us here.

PM: We also had a live video we shot in England, but we weren't happy with it. We didn't want a live clip, at least for the first three singles. But we decided it was time. Even if it hadn't happened at San Antonio, though, "Sugar" would have been the next single. That was the plan. That was the way it had to happen.

CB: We had unbelievable pressure to go with "Love Bites." But we couldn't break a rock 'n' roll band with a ballad. You can really start to lose your core audience that way. Also, you get radio saying they'll play the ballads, but not the rockers. We had to prove we could make it with a rocker. And "Sugar" just blew it out. We were shocked. They got 40 stations the first week, 50 the second, and everyone went, "Smash."

You guys are starting to sign non-metal acts like Cameo and Steve Earle now.

CB: They're both great acts. We had the opportunity and we jumped on it.

There has been a lot of talk that Steve Earle is "difficult."

CB: We picked him up at the Newark Airport and spent an evening with him. And I hadn't even met him before. This was going to be the big meeting of the minds..... were we going to get

married, which is obviously a very important word for Steve. As we were walking in the parking lot toward my car, he's saying to us—and I didn't open my mouth—"Y'know, the drug problem's behind me." And I said, oh, great. And he goes, I'm an ex-junkie. And I took that at face value. I asked him how many gigs he played behind the last album and he told me 160. And I checked. He never missed a single one. I thought, how bad could this guy be? He does his job. He's highly intelligent. He has a point-of-view.

How will you go about crossing Steve Earle over from country to rock?

CB: Look. Music is music. At the end of the day, if country radio wants to play him—and all the country video outlets play him in a second—they will. People in Nashville say this record is too hard for country radio. Fine. What do we know about country radio? I like Buck Owens' "Act Naturally," and that was 25 years ago. I'm not going to take the guitar and drums off "Copperhead Road." If country radio wants it, they got it, but it has to be the way it is.

PM: We prefer he attract a rock audience because that's what we know better.

CB: He doesn't fit at Top 40, where the research mode consists of primarily women. Right now, Steve Earle is a male-oriented artist. Which means Album Radio. That's where we've got to build a base for him. And we're going to have to go on TV, along with lots of touring and press.

How do you feel about the current state of Album Radio?

CB: I don't believe in the stereotype that Album Radio is all classics. I was in Phoenix recently and I listened to KUPD, which played lots of new stuff. They played the new Dokken out of the box. They're playing Metallica in heavy rotation. Now, Metallica played Phoenix last week and did 14,000 people. And that's because the radio station plays them. They also have a new music show which plays things from deep on the alternative chart, stuff I've never heard of. And they give the names of everything and a little about what it's about. But they play their classics, too. KGB in San Diego has been what I call an active listener station forever. It makes a difference.

Metallica's success has come pretty much without radio.

CB: It shows what you can do without them, but you can do much better with them.

PM: Where Album Radio plays Metallica, they generate a lot of business, so it must be working for them, too.

Did you foresee Metallica becoming as big as they have?

CB: I'll tell you, when we make a decision on which groups to sign, we don't foresee a goddamn thing. We go with our gut. We'll hear something and go, yeah, this is pretty cool. Then, we'll talk to the guys on the phone, and, if they sound like good guys, we'll answer a few questions for them.

And then you do a favor for them. Before you know it, you're managing the act. We get attracted to the whole feel of a project.

PM: Especially with Metallica. They don't do things in the traditional way, so you can't make traditional judgements on them. You can't look at a seven-minute song with twelve time changes in it the same way you do a three-minute single.

CB: All we do is create an environment for them in which they can do their work. 99% of your success in this business as a manager is who you select as your acts. We work real hard and try to cover every base, but, at the end of the day, if you don't pick the best acts, you can be the greatest manager in the world, and not go anywhere.

What's in the future for Q-Prime?

CB: We're working our balls off now because we're hot. We don't want it to go away, so I think what we've learned from history is, the guys that rest on their success will go to their graves with their successful acts. Nothing lasts forever. But this is the time for us. As long as we're perceived as being hot, we should really pound away, build up some more things and look to the future.

PM: We want to stay sharp as managers. We don't want to sit and wait for the next Def Leppard album to come out. We have to practice our craft now.

CB: If you don't do that, you get stale. It would be very easy for us to sit here with Def Leppard and Metallica, collect the money and make the odd record company phone calls.

PM: But that makes no sense to us.

CB: We want to be a small mobile management unit.

"We're working our balls off now because we're hot."

CINDERELLA

"Last Mile"

SA-FIRE

"Thinking Of You"

CROSSOVERS WINNER!
29 HITS TOP FIFTY ALBUMS!
SALES OVER 2.5 MILLION!

FLASHMAKER!
EARPICKS WINNER!
OVER 200,000 IN LP SALES!

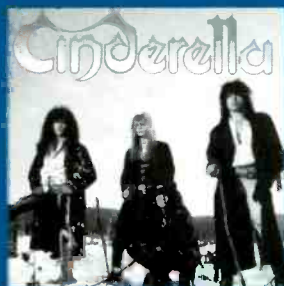
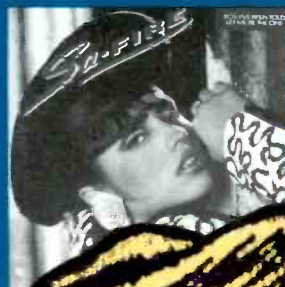
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WZPL	add	KYRK	deb	38
Y107	add	KSAQ	deb	39
Q100	add	WJMX	deb	40
K92	add	WPFM	deb	40
KQKQ	add			
KSND	add	WROQ	28-24	
KZZU	add	KJ103	34-27	
WFLY	add	JETFM	34-30	
WOKI	add			
WSKZ	add	BREAKING AT:		
KF95	add	Y95	KIXY	
KAKS	add	KRBE	KTMT	
WSSX	add	PRO-FM	KWNZ	
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KNAN	add	KTUX	WHOT	
KWTO	add	WPST	WHTO	
KZOZ	add	FM104	WJAD	
WAYS	add	KQIZ	WKPE	
WCGQ	add	K106	WPFR	
WHHY	add	KBFM	WVSR	
WKEE	add	KFBQ	WZKX	
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WLRS	add			
WQUT	add			
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Z102	add
KKQV	add
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WKPE	add
KJJC	add
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BREAKING AT:
KMGX



DEF LEPPARD

"Armageddon It"

8 HITS TOP FIFTY ALBUMS!
3 HITS TOP FIFTY SINGLES!
3* R&R!
SALES OVER 9.5 MILLION!



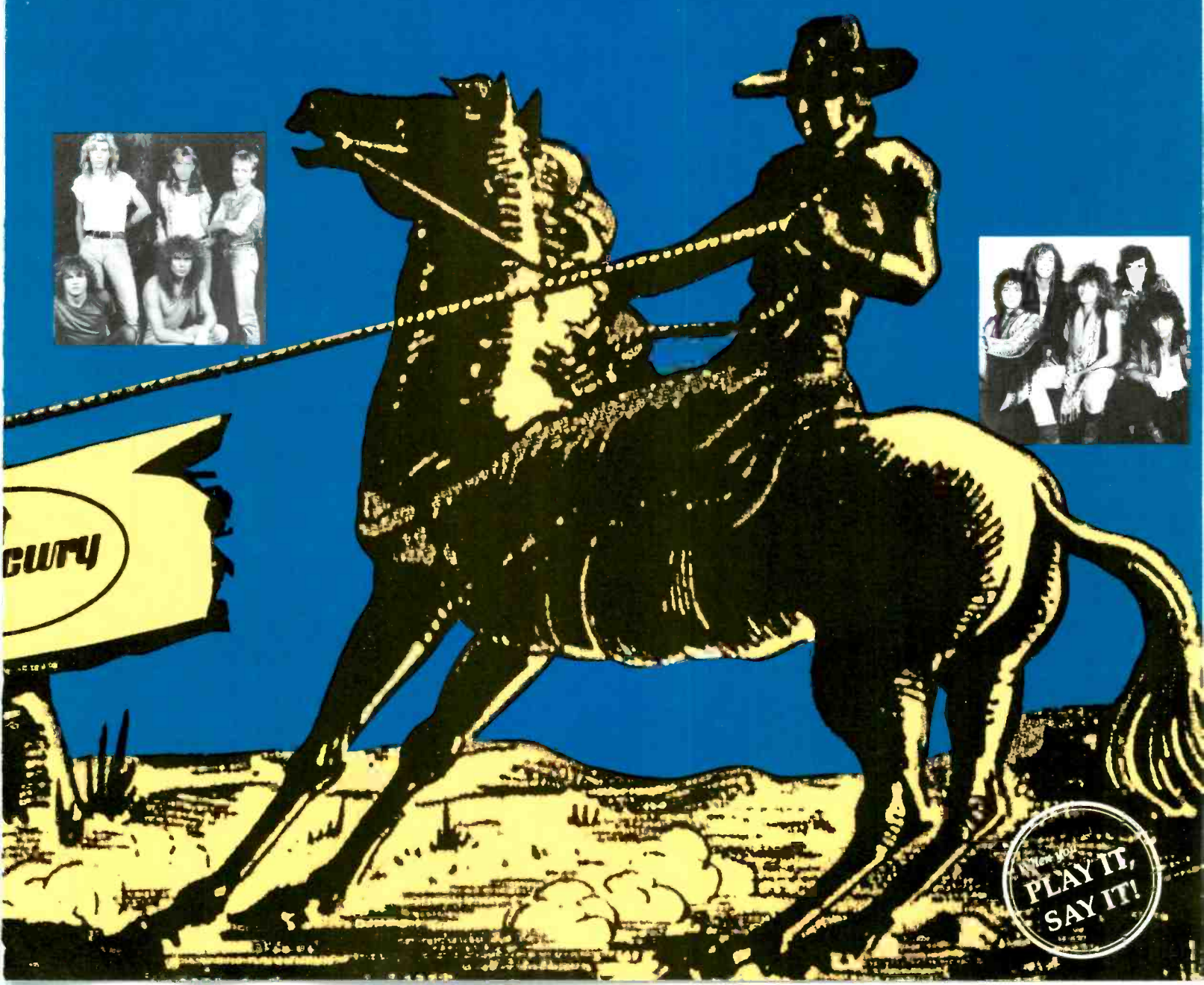
BON JOVI

"Born To Be My Baby"

11-9 HITS TOP FIFTY SINGLES!
5 HITS TOP FIFTY ALBUMS!
8* R&R!
SALES OVER 4.6 MILLION!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
2.80	52	10	42	9	10	10

GOING FOR #1 IN TWO WEEKS!



Now You
**PLAY IT,
 SAY IT!**

Neworder *Technique*

18-13 HITS POST MODERN!



The New Album.

FEATURING
FINE TIME
VANISHING POINT
ROUND AND ROUND

Written and produced by New Order
Recorded by Michael Johnson



Direction Tom Alencio

© 1989 Owest Records

POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	R.E.M. - WB Stand/Pop Song	Still huge
2	2	WATERBOYS - Chrysalis Fisherman's Blues	Now selling
5	3	EDIE BRICKELL - Geffen What I Am/Little	Huge sales
4	4	U2 - Island When Love Comes	Sales lead
7	5	SONIC YOUTH - Blast First/Enigma Various	Huge airplay
16	6	LOU REED - Sire/WB Dirty Boulevard	Exploding
3	7	JULIAN COPE - Island 5:00 World	Slipping
8	8	COWBOY JUNKIES - RCA Various	Early sales
--	9	THE FALL - B Banquet/RCA Kurious Oranj	Huge airplay
--	10	THE SAINTS - TVT Prodigal Son	Early hits
--	11	A HOUSE - Sire/Reprise Call Me Blue	Big week
6	12	THEY MIGHT BE GIANTS - Bar None Ana NG	Slipping
18	13	NEW ORDER - Qwest/WE Fine Time	Breaking big
--	14	GO-BETWEENS - B Banquet/Capitol 16 Lovers Lane	Hits
--	15	MIDGE URE - Chrysalis Answers To Nothing	Breaking
9	16	TPOH - Chrysalis I'm An Adult	Slipping
17	17	TRAVELING WILBURYS - WB Various	Sales lead
19	18	NICK CAVE - Enigma Various	Steady
--	19	ENYA - Geffen Orinoco Flow	New growth
10	20	LIME SPIDERS - Caroline Volatile	Peaked
15	21	FRONT 242 - Wax Trax Various	Falling
14	22	OFRA HAZA - Sire/WB Shaday	Early sales
25	23	ALIEN SEX FIEND - Caroline Various	Building
--	24	VIOLENT FEMMES - Sire/WB Nightmares	Huge week
--	25	MARC ALMOND - Capitol Tears Run Rings	Steady gains

POMO PICKS

Edited By Roy Trakin

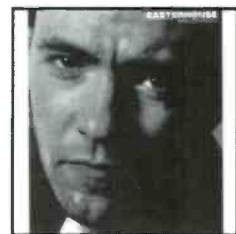


The Replacements, "Don't Tell A Soul" (Sire/Reprise):

Singer/songwriter Paul Westerberg and company graduate to post-adolescent angst without missing a beat as America's Best Rock 'n' Roll Band (*it says here*) stretches out to include poignant ballads like "Rock 'n' Roll Ghost" alongside Clash-style anthems such as the first single, "I'll Be You." Will this be the one to launch these critical faves from cognescent appeal to U2-type mass success? Not if they can help it.....

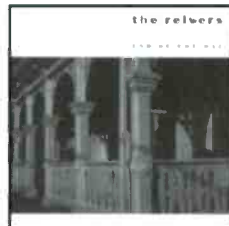
Easterhouse, "Waiting For The Red Bird" (Columbia):

Political rockers from Manchester, England, take on the apocalypse with the title track, the mother country on "Hope and Glory" and some fashionable U.S.A.-bashing on the uncomfortably-close-to-U2 wide-screen scope of "America." Despite the polemics, singer/lyricist Andy and brother, guitarist Ivor Perry have fashioned a PoMo-ready sound which combines the Smiths' brooding melodicism and Depeche Mode's blue-eyed synth-pop into an attractive package.



The Reivers, "End of the Day" (DB/Capitol):

Formerly Zeitgeist, these co-ed Austin, TX roots-rockers make their second label effort a winning one, as singer/guitarist John Croslin takes over the production reigns and focuses on the band's strong points— a chiming, Byrds-y twang that melds country-rock onto a classic '60s Britbeat, with a little Velvet Underground on the side. "It's About Time," the first single, typifies the approach, bound to find favor at Post-Modern radio and alternative retail outlets.



He Said, "Take Care" (Enigma/Mute):

Wire's Graham Lewis' solo project is a potpourri of various musical idioms, with elements of Bryan Ferry technofunk ("Watch Take Care"), *musique concrete* ("Hole In The Sky"), emulator pop (the lead stateside cut, "A.B.C. Dick's Love") and even some atmospheric new age landscapes. Because of the avant pedigree, the elpee is bound to garner PoMo action, but there are tracks, with the right edit, that could even break out even wider. Note: The CD version has extra bonus songs.



POST MODERN

HOTS

1. LOU REED (Sire)
2. R.E.M. (WB)
3. VIOLENT FEMMES (WB)
4. WATERBOYS (Chrysalis)
4. ENYA (Geffen)
5. SONIC YOUTH (Blast First/Enigma)

ADDS

1. VIOLENT FEMMES (WB)
2. LOU REED (Sire)
2. NITZER EBB (Geffen)
3. FIXX (RCA)
3. FINE YOUNG CANNIBALS (IRS/MCA)
3. MIDGE URE (Chrysalis)

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

SOUND WAREHOUSE / TRACY DONIHOO /
 Edie Brickell
 R.E.M.
 U2
 Erasure
 Information Society

BOW WOW RECORDS / ANDY HORWITZ / ALBUQUERQUE
 Stay Awake
 Alfa Blondie
 Living Colour
 Steve Goodman
 Miles Davis

WHTG / RICH ROBINSON / AS-BURY PARK
 Violent Femmes
 R.E.M.
 Waterboys
 Midge Ure

WUOG / BETH HOEPNER / ATHENS
 Fall
 A House
 Lou Reed
 Violent Femmes
 Sonic Youth

TURTLES / THOM DRAM / AT-LANTA
 Cowboy Junkies
 Fairgrnd Attraction
 Enya
 The Fixx
 Violent Femmes

CELLOPHANE SQUARE / STUART DE SPAIN / BELLEVUE
 Subpop 200
 Sonic Youth
 Spacemen 3
 Mud Honey
 Bad Brains

CELLOPHANE SQUARE / LARRY JAMES / BELLINGHAM
 Dead Can Dance
 Front 242
 Posies
 7 Seconds
 They Might Be Giants

NEWBURY COMIX / RICHEL BARSONS / BOSTON
 Lou Reed
 Violent Femmes
 Sound Garden
 Christmas
 Subpop 200

WBCN / OEDIPUS/CARTER ALAN / BOSTON
 Enya
 Lou Reed
 Edie Brickell
 Sonic Youth
 'Til Tuesday

WFNX / BRUCE MCDONALD / BOSTON
 Midge Ure
 R.E.M.
 Cave Dogs
 Enya
 New Order

NU MUSIC / SCOTT ANDERSON / BRIDGEPORT
 Enya
 Cowboy Junkies
 Marc Almond
 Giant Sand
 Chills

KCRS / TODD WISE / CEDAR FALLS
 Waxing Poetics
 Lou Reed
 Sonic Youth
 Fall
 Lilac Time

KUNI / DOREA D'AGOSTINO / CEDAR FALLS
 Scrawl
 Cowboy Junkies
 Youngblood comp.
 Elvis Hitler
 Dinner Ladies

WKHR / JOANN MOLTER / CHAGRIN FALLS, OH.
 Lilac Time
 Laibach
 Sandmen
 Easterhouse
 Love & Money

WOXY / PHIL MANNING / CINCINNATI, OH
 They Might Be Giants
 R.E.M.
 Julian Cope
 Sonic Youth
 Waterboys
 U2

WUSC / SEANA BARUTH / COLUMBIA, SC
 Giant Sand
 Mud Honey
 Rodger Manning
 Dead Milkmen

WXCI / GREG VEGAS / DAN-BURY
 Fall
 Wonderstuff
 Donner Party
 Youngblood comp.
 A House

WAX TRAX / JOE BEINE / DENVER
 Lou Reed
 Enya
 Sonic Youth
 Front 242
 Violent Femmes

KBLE / RON SORENSON / DES MOINES
 Bruce Cockburn
 Duran Duran
 Tanita Tikaram
 Fairgrnd Attraction
 R.E.M.

PLAY IT AGAIN / ALAN KOVAN / DETROIT
 Happy Mondays
 Violent Femmes
 Spacemen 3
 Waterboys
 Loop

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
 John Hiatt
 The Fixx
 Waterboys

VINTAGE VINYL / ROB ROTH / FORDS N.J.
 Lou Reed
 Violent Femmes
 Bullet Boys
 New Order
 Konkani

WRSI / JIM OLSEN / GREENFIELD
 Waterboys
 R.E.M.
 Cowboy Junkies
 Lou Reed
 Violent Femmes

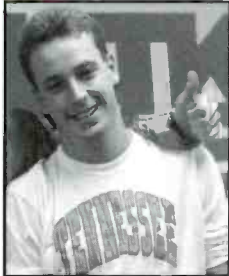
KUCI / GARY DOWNS / IRVINE
 Sound Garden
 Ultra Vivid Scene
 Fall
 Alien Sex Fiend
 Dead Milkmen

WEB OF SOUND / BILL TORMAS / LANCASTER, PA
 Laibach
 Front 242
 Pale Head
 Mud Honey
 Lime Spiders

KUNV / BRETT GREENE / LAS VEGAS
 Christmas
 Midge Ure
 Ultra Vivid Scene
 Lilac Time
 Alien Sex Fiend

WJUL / ROD MACNIESH/DAWNIE / LOWELL, MA
 Skinny Puppy
 Fall
 Alien Sex Fiend
 Foetus Interruptus
 Dead Can Dance

POST MODERN



BENNY SMITH WUTK, KNOXVILLE, TN.

Here we are again with minicless photos and spotlights. Since it's the first of the year, our supply of pic's is very limited, which is why we wanted to show you Benny. He is hands down (or thumbs up as the case may be) the best little PoMo Program Director at the University of Tennessee. Of course, he's the only Program Director at The University Of Tennessee. Benny is majoring in Gynecology, a ninth year student we might add.

HOTS:

1. B.A.D.
2. SIOUXSIE AND THE...
3. STEVE EARLE
4. THAT PETROL EMOTION
5. PURSUIT OF HAPPINESS
6. OFRA HAZA
7. LET'S ACTIVE
8. IGGY POP(LIVE)
9. COCTEAU TWINS
10. DAS DAMEN

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

- Sonic Youth
- Dead Milkmen
- They Might Be Giants
- Napalm Death
- Enya

WFIT / HELEN URRIOLA / MELBOURNE, FL

- Danielle Dax
- R.E.M.
- Youngblood comp.
- Alien Sex Fiend
- Billy Bragg

OPEN BOOKS & RECORDS / LESLIE WIMMER / MIAMI, FL

- Saints
- Jack Rubies
- S. Retains the Name
- Scrawl
- Fugazzi

EASTSIDE / MIKE DUGAN / MILWAUKEE

- Violent Femmes
- Marc Almond
- Enya
- Sonic Youth
- Lime Spiders

LET IT BE / RYAN CAMERON / MINNEAPOLIS

- A House
- Lou Reed
- Ultra Vivid Scene
- Love & Rockets
- Loop

WMMR / KAREN BOOTH / MINNEAPOLIS

- Mud Honey
- Sound Garden
- Girl Trouble
- Split Second
- Laibach

WTUL / JAMES LIEN / NEW ORLEANS

- Violent Femmes
- Half Japanese
- Scruffy the Cat
- Lime Spiders
- Death of Samantha

WNEW / LORRAINE CARUSO / NEW YORK

- R.E.M.
- Edie Brickell
- Living Colour
- Melissa Etheridge
- The Fixx

WNYU / LISA SARTORI / NEW YORK

- Loop
- Royal Cresent Mob
- AR Kane
- Ministry
- Slick Rick

WDRE / MCNAMARA/BROWN / NEW YORK CITY

- New Order
- Konkan
- R.E.M.
- Midge Ure
- Lou Reed

TRACKS / DONNA AGRESTO / NORFOLK

- Ofra Haza
- Nancy Griffin
- Folkways
- Lyle Lovett
- Sugarcubes

WMDK / MIKE THOMAS / PETERBOROUGH

- Lou Reed
- Go Betweens
- Waterboys
- Saints
- U2

ZIA RECORDS / BRAD GIBSON / PHOENIX

- Cowboy Junkies
- Cocteau Twins
- All
- Sound Garden
- Eric Ambel

UNICORN / DREW JOHANSEN / PORTSMOUTH

- Lime Spiders
- Miracle Legion
- Living Colour
- Waterboys
- Pursuit of Happiness

KJQN / MIKE SUMMERS / SALT LAKE CITY

- New Order
- Danielle Dax
- Marc Almond
- Enya
- Erasure

9IX / OZ / SAN DIEGO

- Siouxsie and the...
- Erasure
- R.E.M.
- Oingo Boingo
- Midnight Oil

KUSF / TIM ZEIGLER / SAN FRANCISCO

- Fall
- Youngblood comp.
- Spacemen 3
- Bad Brains
- Cicccone Youth

KCPR / SCOTT CARTER / SAN LUIS OBISPO

- Sara McLaughlin
- Jonathon Segal
- Lou Reed
- Violent Femmes
- Enya

RAINBOW / CHRIS BRYANT / SAN MATEO, CA

- Danielle Dax
- Violent Femmes
- Cowboy Junkies
- Jane's Addiction
- Cocteau Twins

ROCKIT RECORDS / AL QUINT / SAUGUS, MA

- Living Colour
- Joe Satriani
- Cowboy Junkies
- Feelies
- Wargasm

WRUC / JOHN MORGAN/BROWN EUGENIO / SCHENECTADY

- A House
- Dead Milkmen
- Marc Almond
- Lou Reed
- Christmas

KCMU / MAGGIE MCCABE / SEATTLE

- Willie Dixon
- Subpop 200
- S. Retains the Name
- Billie Holiday
- Fall

ORPHEUM RECORDS / JEANNE LEGAULT / SEATTLE

- Lou Reed
- Blood Circus
- Mud Honey
- Pierce Turner
- Dennis Brown
- Fugazzi

EUCLID / TONY MARGHERITA / ST. LOUIS

- Skeletons
- Lou Reed
- Waterboys
- Dinosaur Jr.
- Eric Ambel

KTAO / BILL EVANS / TAOS

- Waterboys
- U2
- Willie Dixon
- Tanita Tikaram
- Lou Reed

CFNY / CHRIS SHEPPARD / TORONTO

- Midge Ure
- R.E.M.
- Cowboy Junkies
- New Order
- Enya

VINYL SOLUTION / MARK PATRICK / TUSCALOOSA

- R.E.M.
- Edie Brickell
- Rapeman
- They Might Be Giants
- Ministry

WRRO / GROVER / YOUNGSTOWN

- American Music Club
- Scrawl
- Oyster Band
- Rodger Manning
- Wonderstuff

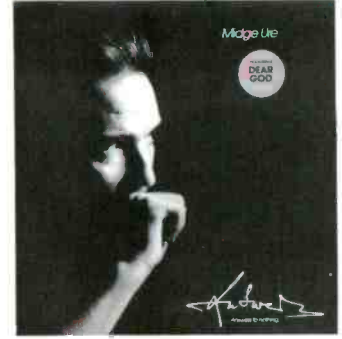
THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

If the year continues the way it's begun, with half a dozen great albums released in the first month, it's going to be a bumper '89. First volleys of the new year are fired by two WARNER big guns, led by recent acquisition **Lou Reed** making his finest effort this decade with social polemic and feisty lyrical work abounding on his SIRE debut, "New York," a symbolic handle for the rise and fall of modern society as seen through the eyes of the redoubtable Lou. The album certainly ranks as the first candidate for LP of the year. Lou is also planning a re-union with old **Velvet Underground** cohort **John Cale**, the first in twenty years that promises to result in some kind of vinyl offering.... The second outing from the label is the new **Replacements** album, "Don't Tell a Soul," on REPRISÉ which, as seems to be the case with every new release by this raucous, rebellious and continually-improving band, may be their best yet, with a maturity of sound that recalls the **Clash's** development on "London Calling" a few generations back..... And while on the subject of WARNERS, preview tastes of the new **Elvis Costello** album, "Spike," his label debut, suggest a major milestone both for E.C. and for rock radio with highlights like "Veronica" and "This Town"..... Another gifted songwriter and current Grammy nominee, **Lyle Lovett**, is back with his third album, simply titled "Lyle Lovett and his Large Band," the first track from which is the slow burner "Nobody Knows Me," to be released to various formats. Country radio will be treated to the tongue-in-cheek "I Married Her Because She Looks Like You"..... L.A.'s highly-regarded acoustic duo the **House of Freaks** are back with "Tantilla," their second for RHINO.....And after a long lay-off, British soulpopsters, the **Fine Young Cannibals**, are back with a strong commercial contender in "The Raw and the Cooked" on I.R.S., featuring the lead-off single "She Drives Me Crazy"..... There's plenty more females and lots of acoustic fare to come, and some of the best of both are likely from Southerners **Michelle Malone**, now on ARISTA, and the **Indigo Girls**, strongly touted by R.E.M.'s **Michael Stipe**, with an album due shortly on EPIC.....And the very talented folkie **Cindy Lee Berryhill** makes a strong sophomore statement with her new "Naked Movie Star" on RHINO with strong radio cuts "Turn Off the Century" and "Supernatural Fact," produced by the tasteful **Lenny Kaye**, well-known for his work with **Patti Smith** and **Suzanne Vega**, among others..... Another female prodigy in our midst is young songwriting sensation **Tanita Tikaram** with her outstanding album on REPRISÉ, "Ancient Heart," featuring the memorable "Twist in my Sobriety" and the UK hit single "Good Tradition"..... On the way from ELEKTRA next month is the new one from **Guadalcanal Diary**, their fourth for the label, "flip-flop," once again produced by **Don Dixon**. The band begins a national tour in March and will be on the road for most of the year. Also in production at ELEKTRA are the highly-anticipated follow-ups from **10,000 Maniacs** and **Screaming Blue Messiahs**..... ARISTA band **Dreams So Real** are making their first West Coast tour behind the "Rough Night in Jericho" debut.

NEW ARTISTS



Bullet Boys

Title
"Bullet Boys"

Label
Warner Bros.

Midge Ure

Title
"Dear God"

Label
Chrysalis

Very possibly the hottest newcomers out there today. Hard driving metal-pop (or "Power Groove Rock" as the consumer press has dubbed it) led by the screeching but soulful vocals of Marq Torien are exploding nationwide thanks to massive MTV exposure, a club date and an ever increasing word of mouth. They not only have the sound but the look that's needed to sell millions and millions of units. Watch this one go, folks.

Suggested Cuts

The O'Jay's "For The Love Of Money" is very radio worthy. Give it a shot.

Label Comments:

"Thank God for MTV," said WB Promotion wizard **Stu Cohen** who points to the video channel as the force that is making this band a word-of-mouth phenomenon. "Now radio is starting to kick in, and things are really starting to happen. Sales are taking off and the excitement is building. I feel things have gone the right way with this project. I really think we've got one here."

Never has someone done so much in the music world, and has been acknowledged so little. Besides achieving more UK chart records in the past decade than any other artists, the former Ultravox leader was the Musical Director for the Prince's Trust concert, took a crucial role in the recent Nelson Mandela tribute and as a trustee of the Band-aid trust, co-penned "Do They Know It's Christmas?" Now he's back and on his own with, "Answers To Nothing." Midge Ure's time may have finally come.

Suggested Cuts

"Dear God" has got a holy hook. Crossover city, folks.

Label Comments:

"It's a smash," said Chrysalis Promotion Ruler **Daniel Glass**, referring to the single, "Dear God" and coining a new phrase. "It's in heavy rotation everywhere it's played and the real tastemakers at Top 40 are already buzzing about it. It's a great project from a true artist. This one is going."

From The Sounds Of The Sixties — The Raw
To The Rhythms Of Today — The Cooked

FYC

FINE YOUNG CANNIBALS

EARPICKS WINNER!

PWR106	add	KWSS	add
Z95	add	X100	add
KKBQ	add	KROY	add
WHYT	add	HOT977	add
KUBE	add	KXX106	add
KMEL	add	KJ103	add
KKRZ	add	WKZL	add

WPST	add
CKOI	add
KDON	add
KWNZ	add
WBNQ	add
KISR	add

KROQ	30-12
KITS	30-25
KKQV	39-27
KRBE	39-34

FLASHMAKER!

BREAKING AT:	
KEGL	KF95
KKFR	KQIZ
KITY	KYRK
WBBQ	KIXY
Z102	WHTO

SHE DRIVES ME CRAZY

The First Single Release And Video From

THE RAW AND THE COOKED

Produced by David Z & Fine Young Cannibals
Mixed by David Z
Management: AGM Management

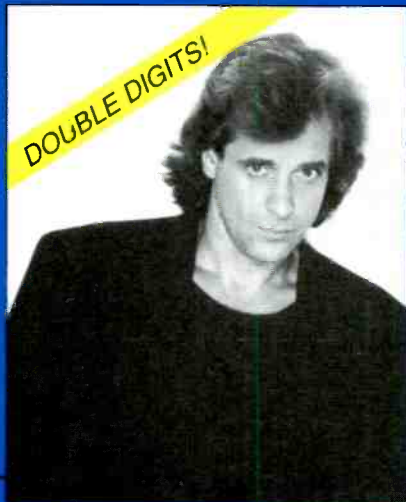
MCA RECORDS
© 1988 MCA Records, Inc.



EDDIE MONEY

"The Love In Your Eyes"

Taken from the Columbia LP: "Nothing To Lose" 44302



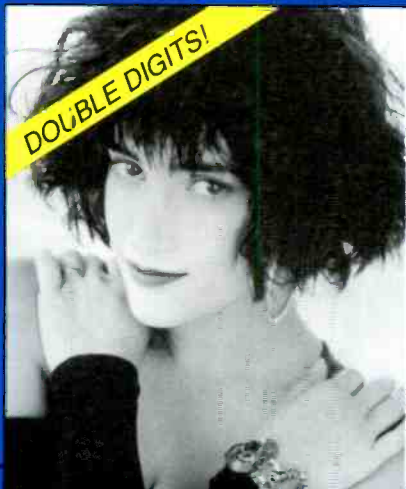
FLASHMAKERS WINNER!
DEBUT 47 HITS TOP FIFTY SINGLES!
2* R&R ALBUM TRACKS!
MOST ACTIVE!

PRO-FM	add	KEGL	deb	19
Y108	add	KATD	deb	29
92X	add	WKBQ		20-16
WKSS	add	94Q		28-24
K98	add	WMMS		29-26
WBCY	add	WZPL		29-26
KTUX	add	KXYQ		30-27
WNNK	add	WTIC		34-31
WPST	add	WCZY		38-34
WNYZ	add			

MARTIKA

"More Than You Know"

Taken from the Columbia LP: "Martika" 44290



FLASHMAKER!
MOST ACTIVE!

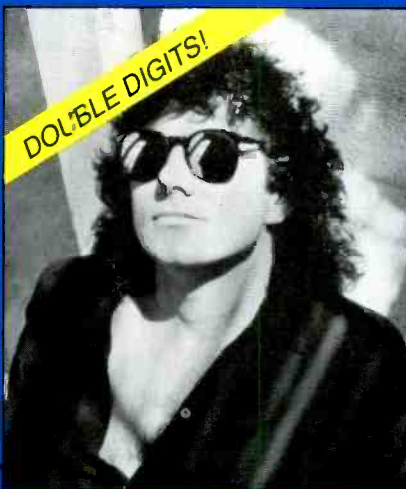
KIIS	add	WXKS	deb	27
WHYT	add	WKBQ	deb	28
KZZP	add	HOT977		7-6
X100	add	KMEL		20-17
KATD	add	KITY		23-20
WKSE	add	PWR106		26-23
KRQ	add	KKRZ		30-26
WINK	add	WCZY		33-27
KF95	add	PRO-FM		31-28
KNAN	add	FM102		35-30
		WL0L		39-35

MICKEY THOMAS

"Sing"

Taken from the original motion picture soundtrack "SING" 45086

Mickey Thomas appears courtesy of RCA records



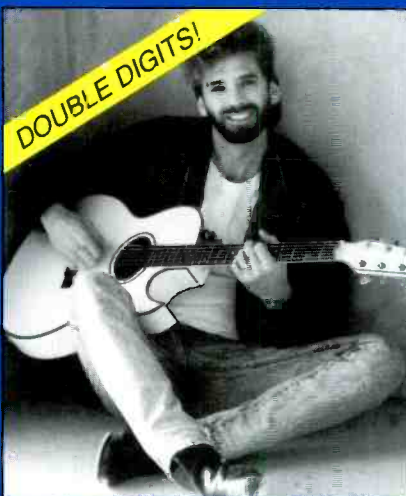
FLASHMAKER!

KXYQ	add
WAEB	add
KSND	add
K104	add
KYRK	add
KIXY	add
KWNZ	add
WCGQ	add
WDBR	add
WJAD	add
WPFM	add

KENNY LOGGINS

"Tell Her"

Taken from the Columbia LP: "Back To Avalon" 40535



FLASHMAKER!

KUBE	add	WQSM	add	
KXYQ	add	WZKX	add	
WKBQ	add	Y97	add	
WGH-FM	add	KWTX	add	
KZZU	add	WCIL	add	
K104	add	KYYY	add	
95XIL	add	KKQV	deb	34
95XXX	add	OK95	deb	34
KFBQ	add	WL0L	deb	38
WJMX	add			
WPFM	add	Z104		35-29



EARPICKS

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

Last week's Wildcard pick, **Was Not Was**, scores big this week with lots of mentions from both radio and retail. **Bobby Brown's** third smash is officially released and should already be closing with tons of early action, **Vixen**

is making gains with their second single and watch out for **R.E. M.** — big album sales and a #1 Post Modern base are helping to give them another Top 40 run.

WINNERS

1 WAS NOT WAS	WALKING	(Chrys)	6 FINE Y CANNIBALS	CRAZY	(IRS/MCA)
2 BOBBY BROWN	RONI	(MCA)	7 WILL TO POWER	FADING	(Epic)
3 VIXEN	CRYIN'	(EMI)	8 ROY ORBISON	YOU	(Virgin)
4 REM	STAND	(WB)	9 DINO	24/7	(Island)
5 L VANDROSS	SHE	(Epic)	10 SA-FIRE	THINKING	(Mercury)

BETH ANN /G105/DURHAM
E Money/L Vandross/S N' Pepa/REM

J ABRAMSON/TOWER SUN/LA
L Reed/S Earle/FY Cannibals/R Orbison

RICK ALLAN/KPHR/RAPID CITY
Vixen/REM/G Steps/Dokken

F ALLEN/WVBS/WILMINGTON
B Brown/V Halen/Vixen/WN Was

RICK ANDRADE/ZIPS/TUCSON
R Orbison/R Astley/M Vanilli/D Duran

D ANTHONY/TALENTMSTRS/ATL
L Vandross/FY Cannibals/WN Was

L AVERY/ROUNDUP/SEATTLE
REM/I Nevill/Fixx/L Reed

C BAILEY/102 JAMS/GREENSO
T Spencer/Guy/B Brown

R BAILEY/TOWER/WESTWOOD
Enya/E Wonder/R Astley/Sheriff

G BAIN/Q RECS & VIDEO/MIAMI
Breathe/A Baker/D Gibson/G N' Roses

DAVE BAKER/WJMX/FLORENCE
R Daughter/V Halen

CINDY BARR/SPECS/MIAMI
S N' Pepa/P Abdul/M & The Mechanics

SCOTT BARRETT/WIGY/BATH
B Brown/Breathe/M Vanilli/Kon Kan

M BASHKIN/BAK & TAYLOR/CHIC
V Halen/B Brown/CSN&Y/Sa-Fire

M-B/RECORD & TAPE/OHIO
B Brown/G Steps/T Chapman/Vixen

G BAXTER/X100/S FRANCISCO
G N' Roses/M Jackson/Dino/Bangles

M BEACH/WCKZ/CHARLOTTE
WN Was/L Vandross

S BEAN/H HOUSE/DETROIT
B Brown/A Jarreau/L Vandross/WN Was

BOB BECK/KYYY/BISMARK
Chicago/H Lewis/B Brown/Vixen

BOB BELL/WHEREHOUSE/LA
WN Was/Dino

MARTY BERGER/WINK/FT MYERS
B Brown/Dino/WN Was

T BRENNER/ARROW DIST/OHIO
V Femmes/HH Flowers/S Politti/FYC

TERRI BROWN/KIYS/BOISE
D McNiel/J Hiatt/FY Cannibals

J BROWN/PEACHES/SEATTLE
REM/HH Flowers/A Of Noise/Wilson

BRIAN BURNS/KXXR/KC
Ford/Enya/Vixen/R Daughter

BILL CAHILL/B94/PITTSBURGH
B Brown/A Baker/Breathe

L CAMPBELL/B94/PITTSBURGH
B Brown/Breathe

B BOOM CANNON/WKSE/BUFFALO
Kor Kan/E Money/B Brown/WN Was

KEVIN CARTER/KMGX/FRESNO
WN Was/W To Power/T Spencer

RICK CARTER/KWNZ/RENO
M Almond/Breathe

J CHRISTENSON/KKQV/W FALLS
Aninotion/Candi/Dino/W In Rome

M CLARK/CML/ST. LOUIS
Vixen/V Halen/WN Was/L Vandross

D CLARK/SLY96/SL OBISPO
Vixen/Dare/Candi

J COHEN/STRAWBERRIES/BOSTON
S Brown/C Junkies/G Kings/Replacements

D COOKSEY/SAM GOODY/LA
T Chapman/A Jarreau/B Brown

P COSENZA/WTHT/PORTLAND
B Brown/A Baker/M Vanilli/Dino

T CUNNINGHAM/WPST/TRENTON
WN Was/Survivor/T Page/FY Cannibals

DAVE CURTIS/LECHMERE/BOSTON
WN Was/R Daughter/G Steps/CSN&Y

BILL DANIELS/KKRC/SIOUX FALLS
H Lewis/Camouflage/Cinderella

EARPICKS

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

JIM DANN/KC101/NEW HAVEN
K White/Taylor-Belle/B Brown/Dino

JEFF DAVIS/103CIR/BECKLEY
Breathe/B Brown

F DAVIS/ANGOTT/DETROIT
M Of Reality/Replacements/N Ebb/B Boys

B DAVIS/RECORD BAR/C CHRISTI
T Loc/Kon Kan/Erase/B Jovi

J DAWSON/WQPW/VALDOSTA
B Brown/R Orbison/G Steps

ALBIE DEE/WPGC/WASH DC
T Spencer/W To Power/Sa-Fire

S DUNN/METRONOME/ATLANTA
Levert/E Harris/D Damen

D ELIOT/KCPW/KANSAS CITY
Breathe/G Steps/Enya

SKIPELIOT/WJAD/BAINBRIDGE
CSN&Y/Vixen/W In Rome

V ELLIOTT/V VENDORS/KALA
E Money/WN Was/Breathe/G N' Roses

NAN FISHER/MCA/LA
Survivor/Dino/B Boys

K GEIDT/TOWER/SHERMAN OAKS
L Reed/J Satriani/G Kings/C Junkies

J GIOVINGO/B97/NEW ORLEANS
WT Power/.38 Special/Sa-Fire/Breathe

K GRAHAM/WEST MERCH/AMAR
WN Was/A Jarreau/R Daughter

H GURELI/KMEL/SAN FRANCISCO
Georgio/New Kids/K Baio

ANDY HALL/KDWZ/DES MOINES
S Mix-A-Lot/S Politti/T Page/K Loggins

B HANSON/WMMS/CLEVELAND
V Halen/FY Cannibals/REM

K HARDT/SAM GOODY/EDISON
Vixen/WN Was/R Daughter

N HARRISON/K106/BEAUMONT
WN Was/REM/T Conwell

D HARTMAN/WHTO/WILLIAM
WN Was/Chicago/H Lewis

FAITH HENSCHER/CEMA/LA
Subpop 200/W To Power

P HIEGER/KARMA/INDIAN
Metallica/Boys/E Money

K HOPKINS/KZZU/SPOKANE
Survivor/V Halen/REM/B Meets Girl

D HOUGHTON/UNIVERSAL/PHILI
M Priest/Sheriff/TMB Giants/C Junkies

RICK JAMES/WZKX/BILOXI
WN Was/Vixen

H JOHNSON/KIVA/ALBUQUERQUE
REM/L Vandross/FY Cannibals/R Orbison

P JOHNSON/PRO/TEMPE
B Boys/Waterboys/E Brickell/P Abdul

STRYDER K/KFQX/ABILENE
WN Was/B Brown/W To Power

E KATAJAMAKI/NAVARRE/MPLS
B Brown/T Spencer/WN Was

W KAUFFMAN/WQCM/HAGARS
WN Was/Dino/B Boys/R Orbison

S LEPERE/KITY/SAN ANTONIO
Dino/Boys/R Flag/N Order

N LEWIS/M PEOPLE/OAKLAND
Orbison/G N' Roses/Metallica/T Wilbury

C LEWIS/SHOW INDUSTRIES/LA
A Jarreau/L Vandross/WN Was/B Brown

K MACIVER/FACE THE MUSIC/MN
L Reed/REM/M Almond/N Order

M MACRO/CAVAGES/BUFFALO
B Brown

S MALDONADO/PWR96/MIAMI
WN Was/T Spencer

DAN MALVAEZ/KAMZ/EL PASO
Sa-Fire/Taylor-Belle

STELLA MARS/WZOU/BOSTON
G Steps/Sa-Fire/Vixen

K MCCABE/Q107/WASH D.C.
W To Power/E Brickell/PS Boys/N Order

JERRY MCKENNA/WXKS/BOSTON
WN Was/Sa-Fire

L METZ/LIEBERMAN/MT. LAUREL
B Brown/WN Was/V Halen/L Vandross

DL MICHAELS/WRVQ/RICHMOND
R Orbison/W To Power/R Daughter/REM

L MICHAELS/Z107/WHEELING
P Benatar/G N' Roses/WI Rome/Cinderella

B MITCHELL/WPGC/WASH DC
W To Power/Sa-Fire

KEITH NAFTALY/KMEL/SF
I City/Dino/Nayobe

B NORDSTROM/MUSICLAND/MPLS
A Jarreau/WN Was/L Vandross

PJ OLSEN/WLOL/MPLS
WN Was/G Steps/FY Cannibals

STEVE OWENS/KYNO/FRESNO
Kenny G/V Halen

D PAIGE/ROSE RECORDS/CHIC
Waterboys/Folk ways/L Feat/A Jarreau

B PASHA/Z99/OKLAHOMA CITY
B Meets Girl/Sa-Fire/WN Was/FYC

BRIAN PHILIPS/KDWB/MPLS
M Vanilli/L Vandross

J PREWITT/KZFM/C CHRISTI
L Vandross/B Brown/Dino

J PRIMERANO/TRANSCON/BUFF
B Brown/L Vandross/WN Was

T PROCACCINI/PENNY LANE/KS
Enya/Dr. So Real/Waterboys/B Boys

J RAYMOND/KIXY/SAN ANGELO
W To Power/B Brown/Vixen/Metallica

JJ RICE/OK100/ITHACA
N Order/G Steps/W In Rome/Sa-Fire

K RICHARDS/WPFM/P CITY
WN Was/Dokken/Breathe/FY Cannibals

K ROBINSON/KOY-FM/PHOENIX
G Steps/W To Power/WN Was/Sa-Fire

G ROLLING/KKYK/LITTLE ROCK
Breathe/WN Was/Sa-Fire

D ROY/TRANSWORLD/ALBANY
Vixen/B Bobby/D Duran/M & Mechanics



HOUSE OF LORDS

"I Wanna Be Loved"

FLASHMAKER!

WSKZ	add	K106	deb	40	OK95	18-10	BREAKING AT:			
WKQB	add	KLUC	deb	40	KYRK	25-20	KRBE	WZPL	SLY96	
KWES	add	KTUX	deb	40	KZZU	30-27	KUBE	KF95	WBNQ	
WCGQ	add				WPFR	35-29	PRO-FM	WRCK	WDBR	
WNOK	add				KXXR	36-32	WKTJ	JETFM	WHTO	
WSPK	add				WPFM	37-32	KXYQ	KAKS	WJAD	
Z106	add				KFBQ	36-33	KKFR	100KHI	WJMX	
KZIO	add				WBBQ	38-33	KCPX	95XXX	WKLQ	
WHOT	add				KSND	37-33	KSAQ	KIXY	WLRS	
WTHT	add				KTMT	38-34	K98	KWNZ	WLRW	
KBOZ	add				WZKX	37-34	KJ103	KZOZ	WQUT	
					WFLY	40-37	WROQ	Q104		

HOUSE OF LORDS



I WANNA BE LOVED

BOY MEETS GIRL

"Bring Down The Moon"

FLASHMAKER!

Y95	add	WIXX	add	G105	3-3	BREAKING AT:			
WCZY	add	KPHR	add	WQSM	27-20	KUBE	SLY96		
KATD	add	KISR	add	K104	30-27	WGH-FM	WBNQ		
WTIC	add			WKQB	33-30	Y107	WHOT		
WBCY	add			KTMT	40-35	Q100	WJAD		
KAKS	add					G105	WJMX		
KDWZ	add	OK100	deb	27	WBBQ	WPFM			
KFBQ	add	WQUT	deb	35	KYRK	WPFR			
KIXY	add	KSND	deb	37	KBFM	WPRR			
KKQV	add	WHTO	deb	40	OK95	WSPK			
KWNZ	add	KZZU	deb	40					



ROMEO'S DAUGHTER

"I Cry Myself To Sleep At Night"

FLASHMAKER!

KXXR	add	Q104	add
KISN	add	SLY96	add
KSND	add	WJMX	add
KAKS	add	WLRS	add
KYRK	add	WPFM	add
100KHI	add	KWTX	add
KIXY	add	WHSL	add
KTMT	add	KTRS	add
OK100	add	KZBS	add



EARPICKS

C RUH/KZOZ/SAN LUIS OBISPO
N Order/W To Power/REM/G Go-Go

B SAY/MOBY DISC/LOS ANGELES
C Junkies/M Almond/T Conwell/Dinosaur Jr.

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

S SCHANTZ/WSPK/POUGHKEEPSIE
V Halen/Vixen/WN Was/Dokken

M SCHNEIDER/APPLE TREE/ILL
L Reed/V Femmes/N Ehb/E Brickell

SANDY SCOTT/KFBQ/CHEYENNE
WN Was/FY Cannibals/B Brown/G Steps

ROGER SCOTT/KRQ/TUCSON
Dino/B Brown/W To Power

B SHAHAN/WVSR/CHARLESTON
WN Was/V Williams/V Halen

J SHAHINIAN/RECORD EX/CLEVE
B Brown/R Daughter/G Steps/A Jarreau

M SHANNON/KIKX/C SPRINGS
A Baker/Chicago/Cinderella

SUE SHERRY/WAEB/ALLENTOWN
W To Power/L & Money/Sa-Fire/Dino

LINDA SILVER/K92/ROANOKE
L Vandross/R Orbison/Breathe

D SLANIA/FLIPSIDE/CHICAGO
Vixen/CSN&Y

G SMITH/INTERSTATE GROUP/RI
CSN&Y/WN Was/Vixen

K STAMM/RADIO DOCS/MILW
Vixen/Kenny G/UB40/Stryper

J STEFFEN/WSPT/S POINT
Nylons/REM/T Wilburys/R Orbison

GENE STERN/KZ93/PEORIA
B Brown/Vixen/Chicago/PS Boys

T SUCH/PACIFIC COAST/CHATS
G N' Roses/REM/PS Boys/R Orbison

MICHAEL T/WIXX/GREEN BAY
R Orbison/REM/M Thomas

AL TAVERA/PWR106/LA
FY Cannibals/G Go-Go

JAY TAYLOR/KLUC/LAS VEGAS
FY Cannibals/M Almond/Sa-Fire/Dino

R TAYLOR/LIEBERMAN/CHICAGO
G N' Roses/REM/Chicago/R Orbison

DOM TESTA/Y108/DENVER
K Coleman/FYC/G Steps/.38 Special

CAT THOMAS/WPHR/CLEVELAND
B Brown/L Vandross/T Spencer/WN Was

P TRICKETT/B104/BALTIMORE
K White/B Brown/Kon Kan/M Vanilli

GLENN TRENT/WKSF/ASHEVILLE
R Daughter/G Steps/Vixen/REM

G TRESSEL/KTMT/MEDFORD
L Vandross/REM/WN Was

T WAITEKUS/WCIL/CARBONDALE
T Page/R Orbison/B Brown/PS Boys

GREG WILLIAMS/KCAQ/OXNARD
W To Power/WN Was/Sa-Fire

GREG WILLIAMS/KKRD/WICHITA
V Williams/L Vandross/M Lewis

PAUL WILSON/KSIF/IDAHO FALLS
Dino/B Brown/G Steps/W To Power

LAURA WONKA/KSND/EUGENE
REM/FY Cannibals/V Halen/R Daughter

S WYROSTOK/PWR99/ATLANTA
T Page/REM/R Orbison/N Order

Try Us, You'll Hate Us. → → → → →

↓

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COMPANY NAME	TYPE OF BUSINESS	
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CITY	STATE	ZIP CODE



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ROY ORBISON

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- Added @ Q106, B-96, PWR 99, WXKS, WZOU, WMJQ, WPRO-FM, WTIC-FM, KXYQ, KISN, BJ105, 94Q, WMMS, Z 104, WBBQ, & **75 MORE.**

**EARPICKS WINNER!
FLASHMAKER!**

The Only way to find Roy's strength at radio is to **PLAY IT** ... Try 6A-3P!!

STEVE WINWOOD

"Holdin' On"

- 39 HITS** Top 50 Albums!
- 13-10 HITS** Top 50 Singles!

KISS	add	WMMS	11-7	WZPL	9-9	KPLZ	16-13
B104	add	KXYQ	9-7	WXKS	11-10	KBEQ	17-14
		WKSE	9-7	B94	10-10	KATD	20-14
KUBE	11-4	WCZY	12-8	94Q	11-10	Q105	21-18
WMJQ	8-5	WEGX	10-8	Q107	14-11		
WLOL	9-6	WKBQ	8-8	92X	15-11		
Q102	6-6	KCPX	9-8	WBLI	15-12		
WNCI	9-6	KISN	8-8	KROY	17-12		

WHEN IN ROME

"Heaven Knows"

FLASHMAKER!

OUT OF THE BOX AT: B97, FM102, WXKS, KITY, WHOT, KDON, & MORE!


JULIA FORDHAM

"Happy Ever After"

WXKS 23-12-11 KISN deb 37

- Appearing Live @ Gavin Convention
- 18 Weeks heavy-VH1
- Now over 100,000 SOLD!!





THE POWER

**"We don't
let ourselves
get lazy."**

AND THE GLORY

Interview By Danny Ostrow

Born in Bogota, Columbia, this young talent came to the U.S.A. twenty years ago and lived in Norwalk, CA. He attended Valley College, majoring in Communications, then interned at KUTE102. He did sales research at Magic 106, then became M.D. when it changed to MJQ106 in '84. Emmis bought the station and in January

'86, made it PWR106, with Al staying on as MD. Together with Don Kelly, Rick Cummings, Joel Salkowitz and, one month later, P.D. Jeff Wyatt, Tavera helped put the successful PWR106 on the air, where it has performed consistently well in the Los Angeles ARBS.

PWR106 has been #1 for six straight books now, and you're pulling away from KIIS, your closest competition. Do you have any theories to explain that phenomenal success in the L.A. market?

that stance. Promotionally, we don't spend the kind of money KIIS does, but I believe we get a lot more mileage for our dollars. We're on the streets, we have a very aggressive marketing promotion department.

How much credit does Emmis deserve for your ratings performance?

A great deal. From the very top, Jeff Smulyan and guys like Doyle Rose, Rick Cummings..... these guys all know radio very well. They understand the marketplace. PWR106 was heavily researched before we went on the air and it was no accident when we were successful. But it did surprise us how quickly it caught on. It seemed like the next day, we had already beat MJQ 106's numbers. The word of mouth was amazing because we didn't do any outdoor ads until months after we were on the air. There are a lot of knowledgeable programmers at Emmis. And we don't let ourselves get lazy.

Do you perceive Westwood One's K100 with Scott Shannon as a

possible threat to PWR106's ratings domination?

Assuming Scott comes here and personally goes on the air, calling the station Z100, I think he'll go gung-ho in the mornings and try to sway our 12-24's.

Is what's going on in the streets the key to keeping in touch with the needs of your marketplace?

That's a misconception. It's true, but very wrong. Our listenership has increased since we've been on the air. The key to our format, the key to our radio station's success, is balance. You don't want to concentrate too heavily in any direction. Whether it be too teen-oriented, too adult-oriented, too ethnic, too pop, whatever. You have to know how to blend all these into what we call PWR106. As for staying in touch, we do research and read the trades, but we let the hit records come to us.

Do you see PoMo playing a big role at Top 40 in

1989?

I think it's going to be a big percentage. There's always going to be a good flow of that crossover stuff, which we definitely welcome. We need bands like the Erasures and the Info Society's in our mix.

What records did you guys break last year?

Tracie Spencer definitely. We were very instrumental in the beginning of the Cover Girls' career. We were on both Noel and Dino big time.

What's in the future for Al Tavera?

To develop my programming talents, not just music. Marketing, promotion sales, management. Just to become a better balanced programmer. And to eventually be in the hot seat. I'd like to keep working with Emmis, if they'll have me. I want to continue growing while understanding and appreciating all aspects of radio. I don't want to be limited to what I'm good at..... I want to stretch and try new things even though they may feel uncomfortable at first.

The main reason is, most importantly, consistency. Knowing the game plan, knowing our audience and our job and being focused. We spend the time to go the distance, to be creative, original, different and funny. We don't depend on what made us successful three months ago. We try something different, or add a twist, to constantly keep it fresh. Plus, having Jeff Wyatt as our P.D. doesn't hurt. He's the best I've ever worked for.

We set up a game plan from the start. The first book, we had a 4.4, the second 6.0, then 6.6. In the winter, we dropped to a 5.7. We didn't freak out, even when people said we would fail. We evaluated, correctly analyzed it as a seasonal thing and didn't panic. We didn't change our original strategy. We've always been musically aggressive; we've never changed

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 \$255. 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.



AIR-TALENT/PROGRAMMING CONFERENCE 1989

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RERAP

by Toni Profera, Los Angeles

Yes folks, the deal that brought the entire 121 outlet **Sound Warehouse** chain under the **Shamrock Holdings** banner. How much you ask, try \$132,500,000! Not too shabby eh? Shamrock, as you know, recently purchased the **Music Plus** and **City One Stop** operations for a hefty little sum. There's more detailed coverage in our **News** section, if you want the full rundown. Meanwhile, **Live Entertainment**, which already owns **Lieberman Enterprises** has finalized a deal to purchase the entire **Strawberries** chain. Once again, details in **News**..... Huge New York listening party for sweet, young and incredibly rich **Debbie Gibson** thrown by the folks at **Atlantic** at the **Hard Rock Cafe**. Among the retail types munching down the free grub were **Elroy's Dean Fine**, **Steve Lerner** and **Phylliss Purpuro**; **The Wiz's** inimitable **Jay Rosenberg**; **Sam Goody's Kevin Hardt**, **Brad Tait** and **Randy Abbott**; and **J&R Musicworld's** own **BJ Loebermann**..... **Joe Medwick** has joined **The Wherehouse** as **Director of Video Buying** —

Not There



Joe Namath — Not in the column this week.

Sale Video. He will have purchasing responsibility of sale videos in all outlets..... Folks at **Capitol** reporting good success on their new **Rap Attack** promotion which runs through the end of this month. Aimed at "Mom & Pop" outlets, the promotion includes radio and print advertising, as well as **POP** materials. Major push of the promotion centers around **Capitol newcomers M.C. Hammer** ("Let's Get It Started") and **King Tee** ("Act A Fool")..... The folks at **Music Plus** have thrown together 14 (yes, 14!) simultaneous in-store health and fitness presentations in its first ever "**Exercise-A-Thon**", skedded for **January 21**. Each presentation features a different health and/or exercise expert, and will be tied into the multitude of exercise videos currently gracing the shelves of every video store on earth..... **Transworld** is currently at 438 outlets with the opening of a **Record Town** in **Pontiac, Michigan**; a **Tape World** in **Kansas City**, and a **Peaches** in **Mayfield Heights, Ohio**..... And yes folks, by far the hottest record **NOT** on the street yet belongs to **4th & Broadway/Delicious Vinyl's Tone Loc**. When this thing does hit the street, watch it go..... Congratulations to **Kemp Mill's Howard Applebaum** and his wife **Marjorie** on the birth of their son **Max** on **January 9**..... **Record Bar's Doug Smith** reporting that sales on the new **Michael Jackson** video are exploding, and it's just part of what he sees as a continuing rise in the sales of music vids.

MINI MUGS

More Hits Mini Mugs



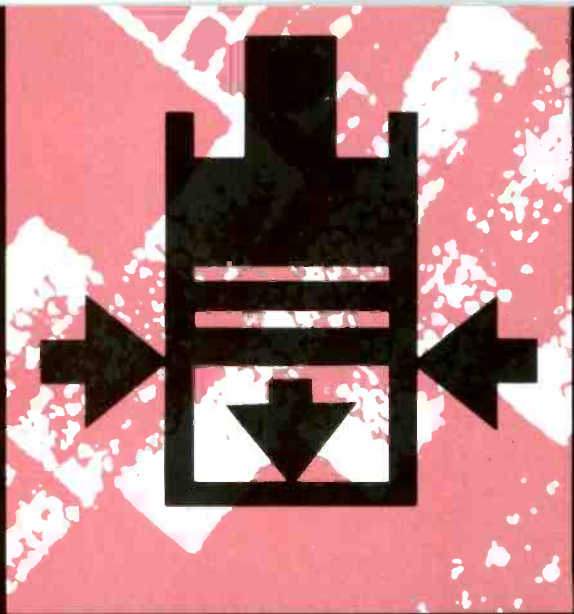
NO, IT'S NOT A STONES REUNION: Unless you consider **Global Ruler Howard "Rubber Lips" Gilman** (right) a ringer for **Mick Jagger** and **Rockline N.Y. production assistant Lauren Karasyk** (left) **Bill Wyman's twin sister**. The occasion was an appearance by **Keith Richards** (center) on the award-winning, nationally syndicated radio call-in show, **Rockline**. Moments after this shot, **Howie** turned to **Keith** and asked if he could borrow his combination bandana-toupee.



HAIR, HAIR THE GANG'S ALL HERE: Word was, if someone lit a match during the recent **MTV New Year's Eve "Big Bang '89"** concert at the **Country Club in Reseda**, the entire room would have blown up from the hair spray. Doing their shag-cut best to puncture a hold in the earth's ozone layer are this high-cheekboned trio, including one ringer who is (believe it or not) **MTV publicist Judianne Atencio's main squeeze!!** What we here at **Mini-Mugs** won't do for love (or a free lunch). From l-r, don't ask us who they are: **Phil Soussan, Attila** and **David Alford**. They are in rock bands.



NILE TO THE MAX: Newly-inked **EMI recording artist Christopher Max** (left), ex-lead vocalist with **World Sitizenz**, orders burgers from **MacDonald's** for himself and producer **Nile Rodgers** (right) before putting the finishing touches on "**More Than Physical**," his solo debut LP, featuring the likes of **David Foster, Holly Knight** and **Duran Duran John Taylor**. **VP**. Moments later, **Max** turned to **Niles** and said, "I love your children's show, but how come you're not wearing a cardigan sweater?"



The first step:
the Top 10 smash
"Another Lover."
[AM1226]



The
giant
step:

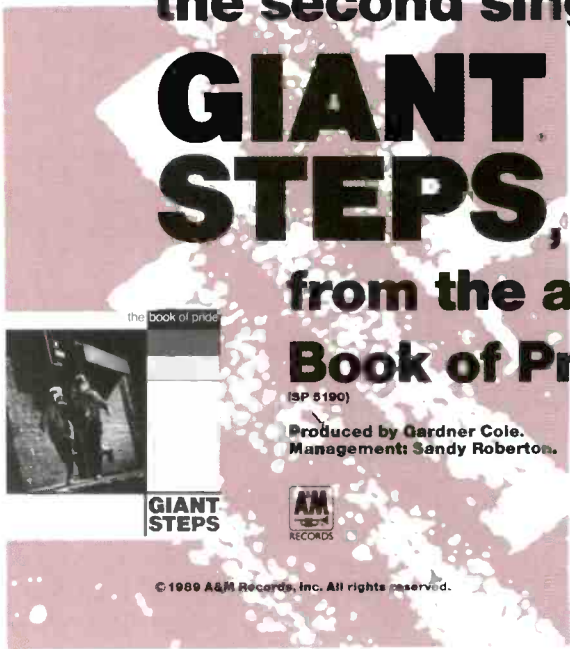


into you
(AM 1256)

the second single from

GIANT STEPS,

from the album
Book of Pride.



FLASHMAKER!

- | | | | | | | |
|--------|-----|------|-----|--------------|-------|----|
| KUBE | add | WPST | add | KZOZ | deb | 33 |
| KMEL | add | Z102 | add | WLOL | 29-25 | |
| 94Q | add | KQIZ | add | | | |
| Y108 | add | KYRK | add | | | |
| KOY | add | WCGQ | add | BREAKING AT: | | |
| KATD | add | WPFM | add | KKFR | | |
| HOT977 | add | WPFR | add | KRQ | | |
| KITY | add | WZKX | add | WHTO | | |
| KXX106 | add | KWTX | add | | | |
| Q100 | add | WOMP | add | | | |
| WAEB | add | KTRS | add | | | |
| WKZL | add | KPHR | add | | | |
| KSND | add | WHTT | add | | | |
| WBBQ | add | | | | | |

**THIRTY EIGHT
SPECIAL**

"second chance"

From the A&M LP
Rock and Roll Strategy
produced by Rodney Mills

ON YOUR DESK NOW!



Interview By Iain Blair

TAYLOR MADE



Did you always want to be a singer?

Sure. I was always into the radio as a kid. I grew up listening to The Beatles, The Stones, Stevie Wonder, and at first I'd just sing along with the radio and be obnoxious to everybody around me. Then I had a band at high school, and after graduating, I studied voice at college. It was always my dream.

You sound almost black at times.

That doesn't surprise me. For four years I was doing strictly R&B stuff, and I've always had that sort of powerful voice. When I started, that whole, softer Stevie Nicks sound was very big, but I could never sing like that. I always modeled myself after black artists or rock 'n' rollers.

What's the weirdest gig you've ever played?

Easy. I used to play the Odessa Club, a Russian restaurant in Brooklyn. I was hired to sing American pop, but I ended up playing Russian gypsy songs instead. I had to learn them phonetically. I did that for two years and it was pretty wild. Great experience, though.

How did you hook up with producer Ric Wake?

I just met him while I was out hustling demo tapes and doing auditions and we hit it off. Our first single together was "I'm The One You Want," and that became a small underground hit on a local indie label. But then we decided to start our own label, and that's when I came across "Tell It To My Heart." I knew the type of song I was looking for, and I

At the beginning of 1988, no one had even heard of Taylor Dayne. Since then, the Long Island (pronounced Lon Guyland) native with the big voice has scored four Top 10 singles from her debut album, including the monster dance crossover smash, "Tell It To My Heart." Produced by her long-time friend and associate Ric Wake, and brilliantly promoted by Arista Records, the "Tell It To My Heart" album has stormed radio and the charts, and made the diminutive Dayne the hottest dance diva of the year. Not bad for a girl who, a few years back, was singing folk songs at a Russian restaurant in Brighton Beach, Brooklyn.

knew the type of hook—it had to be danceable, with crossover appeal, something radio would jump on because I was coming out of nowhere. And they did. But getting that song was just a fluke.

Is it true you were told to make it sweet and light?

Everybody around us said we should do it as a gentle ballad, but I just said, if I'm gonna do a record like this, it's damn well gonna suit my style. Hey, I don't sing like Madonna or Debbie Gibson.

What made you sign with Arista?

I've checked 'em all out, and what Arista has done with women in the industry is simply phenomenal—and I don't just mean Whitney. They've taken acts like Exposé and made them appealing to the mass market. They're also extremely radio-oriented, and they can make it happen for an artist over the long term. I'm convinced that if I'd signed with any other label, they'd have given up after two singles. Right now, I'm on my fourth. Now, it's just a matter of building and developing and working

on credibility, and Arista can do that for me.

Are you surprised at how well the album is doing?

I think I always had that confidence that if people heard it, it'd do well, but at the same time there's no guarantees in this business. You just try to control as much as you can and then pray for the best. I've been very fortunate.

I noticed that Sylvester Stallone turned up at your show in L.A.

(Giggles) And he came backstage afterwards. I didn't know he was such a fan. You never know who's gonna turn up, do you?

Who are you a fan of?

I love Prince, especially his new album. I also like Guns N' Roses, some of the new Joni Mitchell stuff, Toni Childs, Suicidal Tendencies, the new Earth, Wind and Fire. I have pretty varied tastes.

What are you off?

I could never get into free jazz. I just don't get it. But I went to see Betty Carter sing, and that was incredible.

What sort of direction will you move into on your next album?

I never want to lose my dance base, but I think I can sing it all. A song is a song. If a ballad strikes me, I'll do it, or a duet. My greatest ambition is to grow, and right now everything's making sense. Before, I wasn't always sure. Now I know what I'm doing.

C A R L Y S I M O N

K E N N Y G



**EVERYONE'S FAVORITE
"WORKING GIRL" IS
WORKING HER WAY
TO THE TOP!**

**"Let The River Run"
(Theme From "Working Girl")**

People are already flooding radio & retail with requests for "Let The River Run," the title song from "Working Girl" by Carly Simon. The critically acclaimed film has grossed over 24 million dollars in only three weeks, and is nominated for 6 Golden Globe Awards including "Best Original Song." From the Original Soundtrack Album coming soon.



**SAVE A SPOT AT
THE TOP BECAUSE
WE'VE SAVED THE
BEST FOR NOW!**

**"We've Saved The Best For Last"
(Vocal by Smokey Robinson)**

Kenny G is at his best. His smash album, Silhouette, is soon to be double Platinum and just earned him a Grammy nomination for "Best Pop Instrumental." And, his current tour is selling out everywhere. Now the success story continues with the cut radio has already jumped on, "We've Saved The Best For Last," with vocal by Smokey Robinson.

**ON JANUARY 23RD, WE'RE WORKING TWO OF OUR BEST
WHEN YOU PLAY IT, | SAY IT!**

Management:



ARISTA

Management:



SOME OF THE SAME GRAMMY NOMINATIO

Look folks, we know that any respected, well-read music trade publication would always print ALL the Grammy nominations, since they supposedly represent the premier event in the music biz. But quite frankly, if you think we're gonna pay a typesetter 20 bucks an hour to type this crap in a computer, then you've been smoking too much of that crazy, crazy tobacco with seeds. Besides, we can use the space for an ad (we love Billboard). MOST IMPORTANTLY, in our favorite category, BEST POLKA RECORDING — it's a tight race among "All Aboard It's Polka Time" by Walter Ostanek and His Band; "Born To Polka" by Jimmy Sturr & His Orchestra, and "Join The Polka Generation" by Stan Bulanda's Average Polka Band.

Record Of The Year

Don't Worry, Be Happy
Bobby McFerrin (EMI-USA)
 Fast Car
Tracy Chapman (Elektra)
 Giving You The Best That I Got
Anita Baker (Elektra)
 Man In The Mirror
Michael Jackson (Epic)
 Roll With It
Steve Winwood (Virgin)

Album Of The Year

Faith
George Michael (Columbia/CBS)
 ...Nothing Like The Sun
Sting (A&M)
 Roll With It
Steve Winwood (Virgin)
 Simple Pleasures
Bobby McFerrin (EMI/Manhattan/Blue Note)
 Tracy Chapman
Tracy Chapman (Elektra)

Song Of The Year

Be Still My Beating Heart
Sting (A&M)
 Don't Worry, Be Happy
Bobby McFerrin (EMI-USA)
 Fast Car
Tracy Chapman (Elektra)
 Giving You The Best That I Got
Anita Baker (Elektra)
 Piano In The Dark
Brenda Russell (A&M)

Best New Artist

Rick Astley
 (RCA)
Tracy Chapman
 (Elektra)
Toni Childs
 (A&M)
Take 6
 (Reprise)
Vanessa Williams
 (PolyGram)

Best Pop Vocal Performance, Female

Chalk Mark In A Rain Storm
Joni Mitchell (Geffen)
 Fast Car
Tracy Chapman (Elektra)
 Get Here
Brenda Russell (A&M)
 One Moment In Time
Whitney Houston (Arista)
 Tell It To My Heart
Taylor Dayne (Arista)

Best Pop Vocal Performance, Male

Be Still My Beating Heart
Sting (A&M)
 Don't Worry, Be Happy
Bobby McFerrin (EMI-USA)
 Father Figure
George Michael (Columbia/CBS)
 A Groovy Kind Of Love
Phil Collins (Atlantic)
 Roll With It
Steve Winwood (Virgin)

Best Pop Performance By A Duo Or Group With Vocal

Anything For You (Spanish Version)
Gloria Estefan and Miami Sound Machine (Epic)
 Brasil
Manhattan Transfer (Atlantic)
 Kokomo
Beach Boys (Elektra)
 Piano In The Dark
Brenda Russell (A&M)
 Wild, Wild West
The Escape Club (Atlantic)

Best Pop Instrumental Performance

Always With Me, Always With You
Joe Satriani (Relativity)
 Close-Up
David Sanborn (Reprise)
 Music From L.A. Law & Otherwise
Mike Post (Polydor)
 Pump Up The Volume
M/A/R/R/S (4TH & Broadway/Island)
 Silhouette
Kenny G (Arista)

Best Rock Vocal Performance, Female

All Fired Up
Pat Benatar (Chrysalis)
 Bring Me Some Water
Melissa Etheridge (Island)
 Don't Walk Away
Toni Childs (A&M)
 The Lion And The Cobra
Sinead O'Connor (Chrysalis)
 Tina Live In Europe
Tina Turner (Capitol)

Best Rock Vocal Performance, Male

After Midnight
Eric Clapton (Polydor)
 Forever Young
Rod Stewart (Warner Bros.)
 Robbie Robertson
Robbie Robertson (Geffen)

NS THAT WERE PRINTED EVERYWHERE ELSE.

Simply Irresistible
Robert Palmer (EMI/Manhattan)
Unchain My Heart
Joe Cocker (Capitol)

Best Rock Performance By A Duo Or Group With Vocal

Beds Are Burning
Midnight Oil (Columbia/CBS)
Desire
U2 (Island)
I Hate Myself For Loving You
Joan Jett (Blackheart/CBS)
Kick
INXS (Atlantic)
Let It Roll
Little Feat (Warner Bros.)

Best Hard Rock/Metal Performance Vocal Or Instrumental

....And Justice For All
Metallica (Elektra)
Blow Up Your Video
AC/DC (Atlantic)
Cold Metal
Iggy Pop (A&M)
Crest Of A Knave
Jethro Tull (Chrysalis)
Nothings Shocking
Jane's Addiction (Warner Bros.)

Best R&B Vocal Performance, Female

Girlfriend
Pebbles
Giving You The Best That I Got
Anita Baker (Elektra)
I'll Always Love You
Taylor Dayne (Arista)
The Right Stuff
Vanessa Williams (Wing/Poly)
The Way You Love Me
Karyn White (Warner Bros.)

Best R&B Vocal Performance, Male

Any Love
Luther Vandross (Epic)

Characters
Stevie Wonder (Motown)
Introducing The Hardline According To
Terence Trent D'Arby
Terence Trent D'Arby (Columbia/CBS)
Joy
Teddy Pendergrass (Elektra)
Nite And Day
Al B. Sure (Warner Bros.)

Best R&B Performance By A Duo Or Group With Vocal

Acting This Way
The Robert Cray Band (Mercury)
Da' Butt
E.U. (EMI/Manhattan/Blue Note)
If It Isn't Love
New Edition (MCA)
Love Overboard
Gladys Knight & the Pips (MCA)
Rocket 2 U

Best Rap Performance

Going Back To Cali
L.L. Cool J (Columbia/CBS)
Parent's Just Don't Understand
D.J. Jazzy Jeff & The Fresh Prince (Jive/RCA)
Push It
Salt-N-Pepa (Next Plateau)
Supersonic
J.J. Fad (Fuhless/Atlantic)
Wild Wild West
Kool Moe Dee (Jive/RCA)

Best Country Performance By A Duo Or Group With Vocal

Big Dreams In A Small Town
Restless Heart (RCA)
Give A Little Love
The Judds (RCA)
Gonna Take A Lot Of River
The Oak Ridge Boys (MCA)
Highway 101
Highway 101 (Warner Bros.)
Sincerely
The Forester Sisters (Warner Bros.)

Best Country Vocal Collaboration

Crying
Roy Orbison & K.D. Lang (Virgin)
Honky Tonk Angels' Medley
K.D. Lang, Brenda Lee, Loretta Lynn and Kitty Wells (Sire)
It's Such A Small World
Rodney Crowell & Rosanne Cash (Columbia/CBS)
Streets Of Bakersfield
Dwight Yoakam and Buck Owens (Reprise)
We Believe In Happy Endings
Earl Thomas Conley & Emmylou Harris (RCA)

Best Traditional Blues Recording

Ain't Nothin' But A Party
Johnny Copeland (Rounder)
Hidden Charms
Willie Dixon (Bug/Capitol)
Live At Antone's Nightclub
James Cotton (Antone's Records)
Saturday Night Zydeco
Rockin' Dopsie (Maison De Soul)
The Story Of My Life
Guitar Slim, Jr. (Orleans)

Best Polka Recording

All Aboard It's Polka Time
Walter Ostanek and His Band (World Renowned Sounds)
Born To Polka
Jimmy Sturr & His Orchestra (Starr)
Join The Polka Generation
Stas Bulanda's Average Polka Band (Chicago Polkas)
Sounds From A Polka Party
Jimmy Weber & The Sounds (World Renowned Sounds)

Producer Of The Year

Thomas Dolby
Neil Dorfsman
David Kershenbaum
L.A. Reid & Babyface
Narada Michael Walden

R.E.M.

**EARPICKS WINNER!
CROSSOVER!**

16 HITS TOP FIFTY ALBUMS!

1 HITS POST MODERN!

B96	add	FM102	deb 28
Z95	add	WKQB	deb 28
WXKS	add	WROQ	deb 34
WMMS	add	WBNQ	deb 35
KPLZ	add	JETFM	deb 35
PRO-FM	add	KZZU	deb 37
KXXR	add	WPST	deb 39
KJ103	add	KIXY	deb 40
Y106	add	KYRK	deb 40
WBBQ	add	KITS	11-7
WERZ	add	KKFR	20-7
WOKI	add	OK100	20-13
KBFM	add	KIVA	24-18
KTMT	add	Z102	30-26
Q104	add	K106	34-30
WXX	add	B93	35-31
Z103	add	Z104	37-31
KPHR	add		

BREAKING AT:

KXYQ	OK95
KWOD	WJAD
WFLY	WJMX
KAKS	WLRS
95XXX	WSPK

HOT SALES AT:

- 2 Record World/NY
- 2 Rose Records/Chicago
- 2 Streetside/St. Louis
- 3 Record Bar/Natl
- 4 Sound Warehouse/Natl
- 7 Turtles/Atlanta
- 7 Tower National
- 7 Flipside/Chicago
- 8 Lechmere/Boston
- 8 JR'S/Chicago
- 8 Strawberries/Boston
- 9 Karma/Indianapolis
- 9 CD One Stop/Conn
- 12 Rainbow/S.F.
- 14 Camelot/Natl

THE NEW SINGLE

“STAND”

PRODUCED BY SCOTT LITT AND R.E.M.

FROM THE ALBUM **GREEN**



© 1992 R.E.M. RECORDS, LTD.



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
2. RUSH

MOST TOP 5's

1. GUNS N' ROSES (APP.)
1. GUNS N' ROSES (LIES)
1. BOBBY BROWN

MOST TOP 10's

1. BOBBY BROWN
2. GUNS N' ROSES (APP.)
2. TRAVELING WILBURYS

(Winners reflect lists included on these two pages only)

musicland

DICK ODETT
616 Retail Stores
(Mpls)

MUSICLAND

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

Lieberman Enterprises

DUSTY BOWLING
2400 Racked
Accounts (MPLS)

LIEBERMAN NATIONAL

1. BON JOVI
2. POISON
3. KISS
4. COCKTAIL
5. BOBBY BROWN
6. JOURNEY (GREATEST)
7. TRAVELING WILBURYS
8. GUNS N' ROSES
9. FLEETWOOD MAC
10. TIFFANY

Trans World Music @rp.

DAVE ROY
438 Retail Stores
(Albany)

TRANSWORLD

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

RECORD WORLD

DEAN FINE
71 Retail Stores
(New York)

RECORD WORLD

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

CAMELOT

LEW GARRETT
221 Retail Stores
(Canton)

CAMELOT

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

WOM

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

WESTERN MERCHANDISERS

1. COCKTAIL
2. BON JOVI
3. DEF LEPPARD
4. POISON
5. BOBBY BROWN
6. RATT
7. KISS
8. DIRTY DANCING
9. JAZZY JEFF
10. RICKI VAN SHELTON

SOUND WAREHOUSE

TRACY DONIHOO
110 Retail Stores
(Dallas)

SOUND WAREHOUSE

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

Record Bar

The latest findings in music and video

RON PHILLIPS
143 Retail Stores
(Durham)

RECORD BAR

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

TURTLE'S

RECORDS • TAPES • MOVIES

ROBIN SHANNON
114 Retail Stores
(Atlanta)

TURTLES

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

TOP TENS

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

WALL 2 WALL
SOUND & VIDEO

BEN BRENT
93 Retail Stores
(Philadelphia)

WALL TO WALL

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

TOWER RECORDS VIDEO

WENDY GREEN
51 Retail Stores
(Sacramento)

TOWER NATIONAL

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

Sam Goody

DONNA COOKSEY
197 Retail Stores
(Los Angeles)

SAM GOODY/WEST

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

NRM
NATIONAL RECORD MART

DOUG SMITH
95 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. RUSH
2. BOBBY BROWN
3. POISON
4. GUNS N' ROSES (LIES)
5. BON JOVI
6. RICK ASTLEY
7. GUNS N' ROSES
8. PAULA ABDUL
9. EDIE BRICKELL
10. TRAVELING WILBURYS

Strawberries
RECORDS • TAPES • VIDEO

JEFF COHEN
70 Retail Stores
(Boston)

STRAWBERRIES

1. RUSH
2. EDIE BRICKELL
3. TRAVELING WILBURYS
4. RICK ASTLEY
5. GUNS N' ROSES (LIES)
6. GUNS N' ROSES
7. BOBBY BROWN
8. REM
9. ENYA
10. POISON

THE INTERSTATE GROUP, INC.

JERRI KARDOSZ
700 Racked
Accounts
(Baltimore)

INTERSTATE GROUP

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

SOUND SHOP

ROBIN STEELEY
1500 Accounts
(Nashville)

SOUND SHOP

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

PACIFIC COAST ONE-STOP

PACIFIC COAST ONE-STOP

1. TRAVELING WILBURYS
2. TRACY CHAPMAN
3. EDIE BRICKELL
4. DEF LEPPARD
5. GUNS N' ROSES
6. BOBBY BROWN
7. REM
8. PINK FLOYD
9. CINDERELLA
10. JOURNEY (GREATEST)

Nobody beats the
WIZ
Home Entertainment Center

JAY ROSENBERG
27 Retail Stores
(New York)

WIZ

1. ANITA BAKER
2. BOBBY BROWN
3. SLICK RICK
4. KARYN WHITE
5. GUY
6. ROB BASE
7. KENNY G
8. LUTHER VANDROSS
9. TRAVELING WILBURYS
10. AL JARREAU

RADIO DOCTORS
Your Original Music Source

KATHY STAMM
600 Accounts
(Milwaukee)

RADIO DOCTOR'S

1. GUNS N' ROSES
2. TRAVELING WILBURYS
3. EDIE BRICKELL
4. JOURNEY (GREATEST)
5. POISON
6. WINGER
7. WHITE LION
8. GUNS N' ROSES (LIES)
9. BOBBY BROWN
10. DEF LEPPARD

BAKER & TAYLOR
VIDEO

MIKE BASHKIN
650 Accounts
(Chicago)

BAKER & TAYLOR ONE-STOP

1. RUSH
2. TRAVELING WILBURYS
3. BOBBY BROWN
4. POISON
5. GUNS N' ROSES
6. INXS
7. DEF LEPPARD
8. MELISSA ETHERIDGE
9. FLEETWOOD MAC
10. BON JOVI

karma
RECORDS • TAPES • VIDEOS • MUSIC • MERCH

DAVE WATSON
11 Retail Stores
(Indianapolis)

KARMA

1. GUNS N' ROSES (LIES)
2. POISON
3. KARYN WHITE
4. WINGER
5. GUNS N' ROSES
6. BOYS
7. EDIE BRICKELL
8. BOBBY BROWN
9. REM
10. EAZY E

GAVIN

Seminar for Media Professionals

FEBRUARY 16, 17 and 18

WESTIN ST. FRANCIS HOTEL, SAN FRANCISCO



THE WESTIN ST. FRANCIS
San Francisco

For room reservations, send in your room registration card or contact the Gavin office.

INTRODUCING THE 1989 GAVIN SEMINAR AGENDA!

THURSDAY, FEBRUARY 16th

SEMINAR REGISTRATION DESK OPENS AT NOON

• PRE-SEMINAR ALTERNATIVE CONCLAVE

An informal session, hosted by Peter Standish, discussing the specifics of the Alternative music market.

• COOL TALK AND HOT JAZZ!



Portrait Records and Gavin Jazz/Adult Alternative will present a Jazz/Adult opening discussion session. Immediately following, the room will be transformed into a Jazz club featuring Portrait recording artist Michel Camilo and his band in performance.



FRIDAY, FEBRUARY 17th

• THE PRESENT AND FUTURE OF THE MUSIC AND RADIO INDUSTRY: TWO VIEWS FEATURING RICH BALSBAUGH, CEO OF PYRAMID BROADCASTING and BOB KRASNOW, CHAIRMAN OF ELEKTRA RECORDS

Two leading figures in radio and music will offer their feelings and input on the current state and the future of our industries.

• GUNS N' ROSES N' ROCK N' ROLL



An amazing step by step look at the launching of one band's mercurial rise to the top--from demo to platinum status.



• THE POWER OF SONG--AN ARTIST'S PERSPECTIVE

Artists from diverse musical backgrounds will highlight an audience discussion and performance of music beyond "Baby, baby I love you."

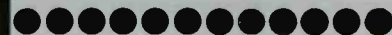
• FOCUS GROUPS--THROUGH THE LOOKING GLASS

Jhan Hiber, VP of Research for Malrite Communications goes behind the scenes with this audio/visual session on conducting focus groups and understanding research.

• KEYNOTE EVENT: AN AFTERNOON WITH MANAGEMENT VISIONARY TOM PETERS



A very special Gavin Seminar event featuring Tom Peters, America's foremost management realist. A music/radio industry first!



• THE GAVIN SEMINAR CELEBRITY COCKTAIL PARTY

Artists, music and radio's finest get together for one of the supreme industry affairs of the year. Additional tickets available only through full Seminar registration.

HOSPITALITY SUITES OPEN AFTER COCKTAIL PARTY

SATURDAY, FEBRUARY 18th

• RADIO FORMAT SESSIONS

TOP FORTY--A VIEW FROM THE TOP, THE NATIONAL PERSPECTIVE

Hosted by Dave Sholin with Rick Cummings, Executive VP, Emmis Broadcasting, Guy Zapoleon, Nat'l PD, Nationwide Communications and Dan Vallie, President of Vallie Consulting.

COUNTRY--IN PURSUIT OF MARKET SHARE

Hosted by Lisa Smith, Cyndi Hoelzle and Elma Greer with guest moderator Don Langford, VP of EZ Communications.

ADULT CONTEMPORARY

This morning A/C discussion will be hosted by Ron Fell and Diane Rufer.

URBAN CONTEMPORARY

Hosted by Betty Hollars and John Martinucci with a guest moderator to be announced.

JAZZ AND ADULT ALTERNATIVE

A look at the music intensive radio sounds of Jazz and Adult Alternative and how they're catching those elusive and all important adult listeners.

ALBUM MUSIC PROGRAMMING FACE-OFF

Hosted by Kent Zimmerman and Peter Standish.

• HOTSHOTS OF THE AIRWAVES--THE WINNING PERSONALITIES

Hosted by Lee Michaels with a hot line-up of radio's top talents.

• MJI BROADCASTING AND CAPITOL RECORDS PRESENTS THE FOURTH ANNUAL ROCK 'N' ROLL TRIVIA CONTEST

Major fun and prizes for those who know the most about the hits of yesteryear. Be there to watch the trials of rock trivia.

• THE GAVIN SEMINAR MEDIA PROFESSIONALS AWARDS BANQUET

The coveted Gavin Awards recognize outstanding achievement of 1988.

QUESTIONS? CONTACT THE GAVIN REPORT (415) 495-1990

**DON'T BE DISAPPOINTED! RESERVE YOUR
ROOM AND REGISTRATION EARLY!**

BREAKOUTS

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

Rush is back and the heavy metal explosion continues as it tops Rick Astley's latest and Lou Reed's comeback set. However, the big news in the streets is the slew of new artist projects that are converting big at retail. Geffen

appears to have another winner, as Enya explodes, Living Colour and Bullet Boys continue to grow, and the Violent Femmes are off to a strong start. Also, watch Gipsy Kings and Cowboy Junkies closely.

WINNERS

1 RUSH (Merc 836345) 65%	6 BULLET BOYS (WB 1-25782) 32%
2 RICK ASTLEY (RCA 8589-1-R) 55%	7 VIOLENT FEMMES (Slash/WB 4-25819) 30%
3 LOU REED (Sire/WB 425829) 49%	8 PAULA ABDUL (Virgin 90943-1) 29%
4 ENYA (Geffen 243875-1) 35%	9 GIPSY KINGS (Elektra 60845-1) 15%
5 LIVING COLOUR (Epic 44099) 33%	10 COWBOY JUNKIES (RCA 8568-1-R) 13%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT

Rush
Rick Astley
Dave Grusin Collec.
Nitzer Ebb
Violent Femmes

APPLE TREE / MIKE SCHNEIDER / ILLINOIS

Rush
Living Colour
Lou Reed
Violent Femmes

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO

Paula Abdul
Karyn White
Rush
Rick Astley
Boys

CAMELOT / LEW GARRETT / CANTON

Living Colour
Slick Rick
Today
The Toll

CAVAGES / JOHN GRANDONI / BUFFALO

Enya
Rick Astley
Mike & The Mechanics
Living Colour
White Lion

CML ONE-STOP / MIKE CLARK / ST. LOUIS

Rush
Violent Femmes
Lou Reed
White Lion
Winger

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN

Rush
Lilac Time
Lou Reed
Living Colour
Bullet Boys

FLIPSIDE / DAVID SLANIA / CHICAGO

Hugh Marsh
Rush
Rick Astley
Living Colour
Paula Abdul
Bullet Boys
Samantha Fox

HARMONY HOUSE / SANDY BEAN / DETROIT

Rush
Rick Astley
Mike & The Mechanics
Samantha Fox
Bullet Boys
Waterboys

HARVARD CO-OP / DAVID SIBEL / BOSTON

Guns N' Roses
Bananarama
Lou Reed
Violent Femmes
Enya
Rick Astley
Emmylou Harris

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND

Rush
Enya
Lou Reed
Violent Femmes
Rick Astley
Living Colour
Paula Abdul

KARMA / PAUL HIEGER / INDIANAPOLIS

Rick Astley
They Might Be Giants
The Fixx
Waterboys

LECHMERE / DAVE CURTIS / BOSTON

Enya
Rush
Rick Astley
Lou Reed
Beaches

LIEBERMAN / ROB TAYLOR / CHICAGO

Rick Astley
Rush
Bullet Boys

LIEBERMAN / LINDA METZ / MT. LAUREL

Sucka Soundtrack
Rush
Rick Astley
Sheena Easton
Sheriff

METRANOME / SEAN DUNN / ATLANTA

Lou Reed
Bulgarian Voices
Rick Astley

MOBY DISC / BOB SAY / LOS ANGELES

Cowboy Junkies
Living Colour
Enya
Lou Reed

MUSIC PEOPLE / NANCY LEWIS / OAKLAND

Emmylou Harris
Violent Femmes
Lou Reed
Rush
Cowboy Junkies

MUSICLAND / DICK ODETTE / MINNEAPOLIS

Rush
Rick Astley
Bullet Boys
Living Colour
Mike & The Mechanics
Enya
Beaches

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH

Rush
Rick Astley
Living Colour
Bullet Boys
Paula Abdul

BREAKOUTS

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

NAVARE / ESA KATAJAMAKI / MINNEAPOLIS

Rush
Enya
Rick Astley
Violent Femmes
Lou Reed

PACIFIC COAST ONE-STOP / TIM SUCH / CHATSWORTH

Rick Astley
Cowboy Junkies
Tanita Tikaram
Lou Reed
Violent Femmes

PEACHES MUSIC & VIDEO / JAMIE BROWN / SEATTLE

Julia Fordham
Cowboy Junkies
Paula Abdul
Jane's Addiction
Stay Awake
Waterboys
Gipsy Kings

PLASTIC FANTASTIC / DAVID CASTLEMAN / PHILA

Lou Reed
Violent Femmes
Sonic Youth

PRO ONE-STOP / PAUL JOHNSON / TEMPE

Living Colour
Bullet Boys
Tracy Chapman
Gipsy Kings
Ivan Neville

Q RECORDS & VIDEO / GERALD BAIN / MIAMI

Bullet Boys
Paula Abdul
Violent Femmes
Gipsy Kings

RADIO DOCTORS / KATHY STAMM / MILWAUKEE

Violent Femmes
Rush
Lou Reed
Rick Astley
Nitzer Ebb
Enya
Carpenters Catalogue

RAINBOW / BRIAN BURNS / SAN FRANCISCO

Rush
Lou Reed
Sheriff
Robert Cray
Kirite Kanawa

RECORD & TAPE OUTLET / MERCURIO-BATCHECK / OHIO

Rush
Rick Astley
Beaches
Lou Reed
House Of Lords

RECORD BAR / BUDDY DAVIS / CORPUS CHRISTI

Camouflage
Nitzer Ebb
Ofra Haza
Bullet Boys
Living Colour

RECORD BAR / RON PHILLIPS / DURHAM

Rush
Enya
Julian Cope
Julia Fordham
Living Colour
Paula Abdul

RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND

Living Colour
Enya
Rush
Mike & The Mechanics
The Toll
Bullet Boys

ROUNDUP / LAURA AVERY / SEATTLE

Sheriff
Robbie Nevil
Edie Brickell
Neil Diamond

SAM GOODY-EAST / KEVIN HARDT / EDISON

Rick Astley
Rush
Living Colour
Paula Abdul
Beaches
Enya
Lou Reed

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

Camouflage
Gipsy Kings

SPECS / CINDY BARR / MIAMI

Rush
Paula Abdul
Rick Astley

STRAWBERRIES / JEFF COHEN / BOSTON

Rush
Enya
Rick Astley
Lou Reed
Fairground Attrac
Shinehead
Waterboys

THE WIZ / JAY ROSENBERG / NEW YORK

Vesta Williams
Rush
Rick Astley
Robert Brookins
Gipsy Kings
New Kids

TOWER / KELLE GEIDT / SHERMAN OAKS

Rush
Cowboy Junkies
Lou Reed
Enya
Violent Femmes

TOWER / RON BAILEY / WESTWOOD

Rush
Lou Reed
Enya
Cowboy Junkies
Joan Jett
Fairground Attrac

TOWER/NATL. / WENDY GREEN / SACRAMENTO

Enya
Today
Bullet Boys
Crimson Graly
Rush
Rick Astley

TRANSCONTINENT RECORD THEATER / JIM PRIMERANO / BUFFALO

Paula Abdul
Rick Astley
Rush
Rick James
Enya

TRANSWORLD / DAVE ROY / ALBANY

Paula Abdul
Karyn White
Living Colour
Rush
Bullet Boys
Sheriff
Gipsy Kings

TURTLES / ROBIN SHANNON / ATLANTA

Edie Brickell
Paula Abdul
Melissa Etheridge
Today
Bullet Boys
Sheriff
Gerald Alston

UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA

New Kids
Paula Abdul
Bullet Boys
Living Colour

VINYL VENDORS / VALERIE EL-LIOTT / KALAMAZOO

Violent Femmes
Enya
Rush
Rick Astley
Lou Reed

WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO

Rush
Mike & The Mechanics
Paula Abdul
Art Of Noise

WHEREHOUSE / CHUCK LEE / LOS ANGELES

Rush
Lou Reed
Rick Astley
Emmylou Harris
Bullet Boys

ZIPS / RICK ANDRADE / TUCSON

Vanessa Williams
Roy Orbison
Rick Astley
Slick Rick
Lou Reed
Violent Femmes
Today

**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

Lots of shuffling around in the Top Ten this week as MCA's **Bobby Brown** takes the top position and the **Traveling Wilburys** shoot up to #3 from #8. **Edie Brickell** also continues her steady climb, now up to #9. New

breakthroughs include the latest from **Rush**, **Rick Astley's** second album, **Eazy E**, **Guy** and MTV step-children **Living Colour**.

LAST THIS	WEEK WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
5	1	BOBBY BROWN	DON'T BE CRUEL	MCA 42185	Monster singles	81.8
1	2	GUNS N' ROSES	APPETITE FOR ..	Geffen GHS 24148	Paradise hot	78.9
8	3	TRAVELING WILBURYS	HANDLE WITH CARE	Warner Bros 1-25796	New single shipping	72.7
2	4	POISON	OPEN UP AND SAY	Enig/Cap C 148493	Steady sales	70.1
3	5	BON JOVI	NEW JERSEY	Mercury 836345-1	45 hot	69.9
4	6	COCKTAIL	SOUNDTRACK	Elektra 60806	Slipping	60.3
7	7	GUNS N' ROSES	LIES	Geffen 24198	Steady rock sales	59.5
6	8	DEF LEPPARD	HYSTERIA	Mercury 830-675-1	45 smokin'	59.5
10	9	EDIE BRICKELL AND...	SHOOTING RUBBER	Geffen 24192	Exploded	55.6
11	10	ANITA BAKER	GIVING YOU	Elektra 60827-1	New single breaking	54.9
12	11	JOURNEY	GREATEST HITS	Columbia OC-4493	Hot hits package	53.0
9	12	U2	RATTLE AND HUM	Island 7 91003-1	New single hot	45.5
13	13	KENNY G	SILHOUETTE	Arista 8457	Solid adult sales	45.3
15	14	FLEETWOOD MAC	GREATEST HITS	Warner Bros 25801	Hot hits package	42.8
16	15	REM	GREEN	Warner Bros 25195	Gaining	35.3
17	16	PINK FLOYD	DELICATE SOUND	Columbia 44884	Hot live package	32.8
22	17	KISS	SMASHES THRASHES	Mercury 836427-1	Single starting	32.4
14	18	TIFFANY	HOLD AN OLD FRIEND	MCA 6267	Falling a bit	28.4
19	19	GEORGE MICHAEL	FAITH	Columbia OC 40867	Steady sales	28.0
20	20	WHITE LION	PRIDE	Atlantic 81768-1	Contains smash 45	27.9
21	21	C S N & Y	AMERICAN DREAM	Atlantic 81888-1	45 breaking	27.5
24	22	TRACY CHAPMAN	TRACY CHAPMAN	Elektra 60774	Steady increases	23.8
23	23	RATT	REACH FOR THE SKY	Atlantic 81929-1	Solid	23.6
28	24	WINGER	WINGER	Atlantic 81867-1	Rock sales	21.6
---	25	RUSH	A SHOW OF HANDS	Mercury 836 346-1	Hot retail	20.6

CROSBY, STILLS, NASH & YOUNG



"GOT IT MADE"

7-88966 (PR 2577) (PCRD 2578)

CROSBY, STILLS, NASH & YOUNG
AMERICAN DREAM



ALBUM SALES PLATINUM PLUS!

CROSSOVER!

21 HITS TOP FIFTY ALBUMS!

#1 R&R ALBUM TRACKS!

KISN	add	K104	add	WQUT	add
WBCY	add	95XIL	add	WQCM	add
WROQ	add	OK100	add	Z107	add
WBBQ	add	WLRS	add		
WOKI	add	WPFM	add	BREAKING AT:	
Z104	add	WQSM	add	Q102	

Produced by Niko Bolas and Crosby, Stills, Nash & Young

Assisted by Tim Mulligan

Management: Elliot Roberts/Bill Siddons/Gerry Tolman

When you
**PLAY IT,
SAY IT!**



On Atlantic Records, Cassettes and Compact Discs

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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
30	26	PAULA ABDUL	FOREVER YOUR GIRL	Virgin 90943	Huge single leads	19.8
29	27	BULLET BOYS	BULLET BOYS	Warner Bros 25782	Hot on MTV	18.0
18	28	BARBRA STREISAND	TILL I LOVED YOU	Columbia OC 40880	New 45 starting	17.9
26	29	CINDERELLA	LONG COLD WINTER	Mercury 834612-1	New single breaking	17.0
--	30	RICK ASTLEY	HOLD ME...	RCA 8589-1-R	Hot single leads	16.9
32	31	THE BOYS	MESSAGE FROM	Motown 6260	Hot single leads	16.0
37	32	LUTHER VANDROSS	ANY LOVE	Epic OE 44308	New single breaking	15.8
31	33	TAYLOR DAYNE	TELL IT TO MY HEART	Arista AL 8529	Hot 45 leads	15.7
34	34	NEW EDITION	HEARTBREAK	MCA 42207	Urban sales	14.8
35	35	SHERIFF	SHERIFF	Capitol C11E-91216	Contains huge 45	14.6
39	36	KARYN WHITE	KARYN WHITE	Warner Bros 25637-1	Crossover 45 leads	13.5
27	37	INXS	KICK	Atlantic 81796	Slipping	13.3
--	38	EAZY E	EAZY-DUZ-IT	Priority SL 57100	Rap extraordinaire	12.9
38	39	STEVE WINWOOD	ROLL WITH IT	Virgin 7 90946-1	45 hot	11.7
--	40	GUY	GUY	MCA 42176	Hot urban	11.7
42	41	JOAN JETT	UP YOUR ALLEY	B.H./CBS FZ 44146	Steady	11.4
--	42	LIVING COLOUR	VIVID	Epic FE 44099	Huge MTV action	10.9
43	43	NEW KIDS ON THE	HANGIN' TOUGH	Col FC 40985	45 breaking	10.5
41	44	CHICAGO	19	Reprise 25714	New 45 breaking	9.7
45	45	BANGLES	EVERYTHING	Columbia 44056	New 45 shipping	9.7
--	46	BASIA	TIME & TIDE	Epic FE 40767	Back on	9.1
40	47	METALLICA	AND JUSTICE FOR ALL	Elektra 60812	Metal	8.6
46	48	VAN HALEN	OU812	Warner Bros 25732	New single breaking	8.6
25	49	DIRTY DANCING	SOUNDTRACK	RCA 6408-1R	Nice run	7.8
47	50	ROD STEWART	OUT OF ORDER	W.Bros 1-25684	45 breaking	7.4

NEXT UP

ROB BASE (Profile)
 ESCAPE CLUB (Atlantic)
 MICHAEL JACKSON (Epic)

KID N' PLAY (Select)
 ERASURE (Sire/Reprise)
 LOU REED (Sire/WB)

When

Vanessa

sings

Williams

Vanessa's debut as an A/C Breaker

THIS WEEK!

DREAMIN'

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)

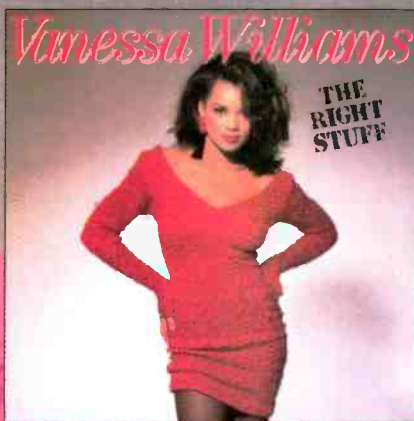
On Wing Compact Discs, Chrome Cassettes and Records

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!
49-43 HITS TOP FIFTY SINGLES!

KRBE	add	SLY96	add	PRO-FM	deb	33	WNVZ	28-24
WHYT	add	WKEE	add	WKSS	deb	33	KWOD	31-26
WEGX	add	WSPK	add	KSAQ	deb	37	Q106	30-27
WTIC	add	WVSR	add				100KHI	38-27
92X	add	KYYY	add	HOT105	11-9		KKRZ	32-28
K98	add			KMGX	18-13		KCAQ	40-30
KISN	add	KTFM	deb	21	KROY	19-14	KAKS	36-30
Q100	add	KOY	deb	27	KQMQ	18-14	KTUX	40-33
WAEB	add	KATD	deb	27	KMEL	22-16	KJ103	38-34
KSND	add	KZZP	deb	29	FM102	34-19	95XIL	40-34
WINK	add	Y107	deb	29	WPGC	27-20		
WNNK	add	PWR96	deb	30	KCPW	23-20	BREAKING AT:	
KF95	add	B98	deb	30	KXX106	24-21	WXKS	KITY
KYRK	add	WBCY	deb	31	WKQB	29-22	WAVA	WNCI
KKRD	add	KKQV	deb	32	WQSM	29-23	94Q	KS104

WHEN YOU PLAY IT, SAY IT.

Manufactured and Mastered by PolyGram Records

WING RECORDS

MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 RAIN MAN	10.1m	6823	69.1m	Lp on Capitol.
2 TWINS	6.7m	4140	73.4m	Lp on WTG
3 BEACHES	5.2m	7309	6.2m	Soundtrack on Atlantic.
4 ACCIDENTAL TOURIST	4.9m	5107	13.5m	————
5 TEQUILA SUNRISE	4.5m	4044	35.0m	LP & Wilson/Zander and Everly Bros 45's on Capitol.
6 WORKING GIRL	4.5m	3960	29.7m	Carly Simon 45 on Arista.
7 NAKED GUN	4.4m	2495	60.2m	————
8 MISSISSIPPI BURNING	4.0m	7333	5.7m	————
9 DEEPSTAR SIX	3.3m	2960	3.3m	————
10 DIRTY ROTTEN SCOUNDRELS	3.0m	2022	31.1m	————

WAVELENGTH

by Lenny Beer & Mike Murphy

With the resignation of **Scott Shannon** from **Z100** NY (see Page 9 for details on this story as well as on the purchase of LA outlet **KFAC** by **Evergreen** and the forthcoming **Buzz Bennett** to LA move), speculation now centers on his replacement on the morning show. We have learned that early contenders include **John Dibella**, **John Lander** and former **Ross Brittain** partner **Brian Wilson**. Also, look for current PD **Steve Kingston** to stay and negotiate what we hear is a new two year deal. Kingston has done an incredible job at the station and with the right morning show should be able to maintain the station's strong standing.... **Rich Piombino** has been appointed Ops Mgr at Cleveland's

WMMS, the position vacated by **Kid Leo**. We will be watching this one closely, as **Piombino** will be responsible for turning the station's down trend.... Things are starting to heat up at **EZ's** new Philly outlet, **WIOQ**. Lots of buzz includes the potential hiring of a current LA based heavy as well as the signing of **Z93** Atlanta's air talent, **Elvis Duran**. No confirmations here, as well as no word on a format change. Place a call to **Shadow P. Stevens** in New Orleans if you want the official denials.... Back in NY, **HOT97** PD **Joel Salkowitz** has been upped to Regional PD, MD **Steve Ellis** (who is close personal friends with **Debbie Gibson**) has been named PD and **Kevin McCabe** from **Q107** Wash moves in as MD.... Look for a PD to be

named at **KKRZ** Portland shortly, to replace the departing **Sean Lynch**.... **Kandy Klutch** is out as MD at **WAPE** Jacksonville.... **KMGX** Fresno PD **Ken Richards** has exited, MD **Kevin Carter** is handling interim duties.... **Jim Morrison** has been appointed VP and Group Programmer based out of **WFMI** Lexington.... **Bill Daniels** is the new MD at **KKRC** in Sioux Falls.... **KIYS** Boise is being sold to the **Sun Group**.... WB local promo man **Bobby B.** leaves injured reserve and returns to active duty.... Good comedy in Ft. Smith as **Tom Browne** crosses the street from **KISR** to assume the PD position at **B98**, while being forced to remain on the air doing mornings for his two week notice.... **WCKZ** Char-

lotte is looking for an afternoon jock.... **Blowin' In The Wind: Steve Smith, Gary Bryan, Jim Prewitt and Marc Driscoll**.... And here's **Ross Brittain**, still smiling and ready for a new partner.



#1 MOST ADDED!

FLASHMAKERS WINNER!

DEBUT 41 HITS TOP FIFTY SINGLES!

KEGL	add	Y95	deb	17	WQSM	24-16
KRBE	add	B97	deb	21	WPXR	24-21
WAVA	add	KIVA	deb	24	WZOK	26-22
WCZY	add	PWR99	deb	28	FM104	27-22
WMMS	add	WOKI	deb	28	WAEB	39-30
KPLZ	add	94Q	deb	29	WBBQ	40-35
KDWB	add	KXYQ	deb	29	KQIZ	40-35
KCPW	add	KKYK	deb	29	Z102	40-37
WKBQ	add	OK100	deb	29		
WGH-FM	add	WKPE	deb	29	BREAKING AT:	
WNCI	add	B94	deb	30	WXKS	
KCPX	add	WEGX	deb	30	KUBE	
WKSS	add	Y107	deb	30	PRO-FM	
KS104	add	WCGQ	deb	30	Y108	
FM100	add	KJSN	deb	31	WNVZ	
KJ103	add	B98	deb	32		
WKDD	add	KSND	deb	32		
WMJQ	add	OK95	deb	33		
WKRZ	add	KKBC	deb	34		
WKSJ	add	WBCY	deb	34		
Y106	add	WDBR	deb	34		
KOKQ	add	WIXX	deb	36		
KTUX	add	WNOK	deb	36		
WAPE	add	WPFM	deb	36		
WINK	add	WLOL	deb	37		
WNK	add	95XXX	deb	37		
KF95	add	KCMQ	deb	37		
JETFM	add	WVSR	deb	37		
WKQB	add	KXXR	deb	38		
10CKHI	add	WAYS	deb	38		
KC101	add	WJMX	deb	38		
KDWZ	add	WBNQ	deb	39		
KIXY	add	KZZU	deb	39		
KNAN	add	KTMT	deb	40		

"YOU'RE NOT ALONE"

**KEEP
SOME
GREAT
COMPANY!**

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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LOVE *and* MONEY



“Halleluiah Man”



from the album
STRANGE *kind of* LOVE

PRODUCED BY GARY KATZ



WHEN YOU PLAY IT, SAY IT.

