

# HITS

## WINNERS

### FLASHMAKERS

**WILL TO POWER** Epic  
**DEBBIE GIBSON** Atl  
**CATHY DENNIS** Poly  
**R. TRESVANT** MCA

### CROSSOVERS

**INXS** Atl  
**C&C MUSIC** Col  
**AC/DC** Atco  
**WARRANT** Col

### EARPICKS

**AC/DC** Atco  
**AFTER 7** Virgin  
**PAUL SIMON** WB  
**KEITH SWEAT** Elektra

### BREAKOUTS

**MADONNA** Sire/WB  
**TESLA** Geffen  
**GUY** MCA  
**DEBBIE GIBSON** Atl

### WILDCARD

**CHRIS ISAAK** Reprise  
See Page 10 For Details

## HOT NEW RELEASES

### OLETA ADAMS

*Get Here*  
Font/Merc 878-476-4

### CANDYMAN

*Melt In Your Mouth*  
Epic 4-21622

### CINDERELLA

*Shelter Me*  
Merc 878-700-4

### EN VOGUE

*You Don't Have To...*  
Atl 4-87816

### DAVID FOSTER

*Grown Up Christmas...*  
Atl 4-87788

### DOUG LAZY

*H.O.U.S.E.*  
Atl 4-87813

### PAT & MICK

*Use It Up And...*  
Charisma 4-98870

### THE SIMPSONS

*Do The Bartman*  
Geffen 4-21622

### SNAP

*Mary Had A Little...*  
Arista 2142

### VANILLA ICE

*Play That Funky...*  
SBK 4JM 07339

### YOUNG MC

*Pick Up The Pace*  
D. Vin/Island N/A

### WHISPERS

*My Heart Your...*  
Cap 44627

ANGUS YOUNG  
of  
AC/DC





**WHY DENY  
THE OBVIOUS?**

**FLASHMAKER!**  
**3 HITS TOP FIFTY ALBUMS!**  
**EARPICKS WINNER!**

WXKS	add
KXYQ	add
WRVQ	add
Z99	add
KZZU	add
WBBQ	add
WERZ	add
WPST	add
KZZB	add
G98	add
KFBQ	add
KTMT	add
OK95	add
WBXX	add
WHHY	add
WZOK	add

# PAUL SIMON

## THE OBVIOUS CHILD

The First Single From The Groundbreaking Album

*The Rhythm Of The Saints*

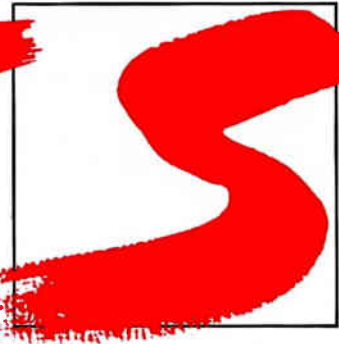
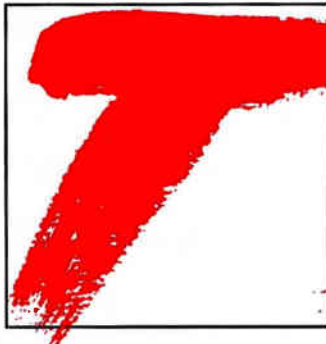
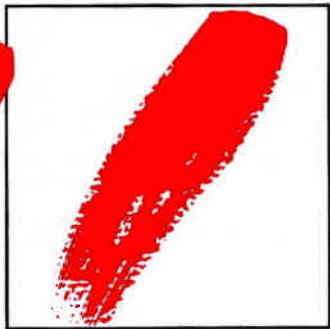
ON YOUR DESK THIS WEEK

Produced by Paul Simon • Engineered by Roy Halee

**Video on MTV and VH-1!**



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## SINGLES

Mariah Carey holds off a strong field of contenders to remain at #1 for the third straight week. Will Donnie buy Burt & BG dinner to celebrate?

4

## DIALOGUE

Capitol Nashville head Jimmy Bowen is a riverboat gambler with a high-rolling style, but will it be enough to get a word in edgewise with HITS' non-stop Neobilly Deity Holly "Lullah" Gleason?

30

If you thought Power96 Ass't. P.D. Frank Walsh was "Funk E.," wait'll you get a whiff of HITS radio germ Todd Hensley's week-old BVDs.

34

## JAMS

Deee-Lite's "Groove Is In The Heart," while JAMS editor Graham Armstrong's only groove is the one in his empty wallet.

43

## POST MODERN

It's still the Cure at #1, even though Leshay's tan is fading fast.

55

## NEOBILLY

Asleep at the Wheel giant Ray Benson dribbles as HITS' Neobilly Mouth of the South, "Good Golly Miss" Holly Gleason, drools.

63

## ALBUMS

Madonna explodes, debuting at #9, but it's still Vanilla Ice playing in a league by himself.

78

<b>Flashmakers</b> 22	<b>Earpicks</b> 36
Will To Power & powerful Debbie.	AC/DC soars.
<b>Crossovers</b> 27	<b>Top Tens</b> 73
INXS and C&C Music.	Ice won't melt.
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Madonna scorches the phones.	Madonna & Tesla.
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## One Mo' Time



*In his quiet, low-key way, the Baron of Burbank, Mo Ostin, is guiding his label through an annual holiday tradition — as the weather cools down, the Bunny heats up, and this year is no exception. With Madonna joining the Traveling Wilburys, Paul Simon and ZZ Top, WB sports four albums in the Top Ten, a remarkable achievement in any season, but all the more impressive considering the competition's big guns are out in force. In fact, it's all going Mo's way these days — until he was singled out for this spot on HITS dreaded "Contents" page that is.*

## On The Cover

"Money Talks," nobody walks — precisely the position Aussie metalbangers AC/DC find themselves in as they try to overcome the stigma of this week's cover appearance by setting their sights on a hard-rockin' Top 40 crossover.

TOP  
50

# HITS TOP FIFTY SINGLES

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Someone once said, "You can't touch this." It wasn't **Mariah Carey** but she is holding the #1 position for the third week in a row with five major league bidders closing in for the kill. **Madonna** moves from #27 to #19 as her Lp flies out of the

stores. And speaking of moves **Janet Jackson** takes another big jump moving 15 points to #28. The big debut of the week goes to **C & C Music Factory** at #46. Other debuts include **Keith Sweat**, **Robert Palmer** and **INXS**.

			ARTIST	TITLE	LABEL	COMMENTS
1	1	1	<b>MARIAH CAREY</b>	LOVE TAKES TIME	Columbia 73455	From double platinum Lp
7	4	2	WHITNEY HOUSTON	I'M YOUR BABY TONIGHT	Arista 2108	Lp jumps to #5
8	6	3	STEVIE B	BECAUSE...	LMR/RCA 2724	Smash
6	5	4	DEEE-LITE	GROOVE IS IN THE...	Elektra 64934	From Top 30 Lp
10	7	5	BETTE MIDLER	FROM A DISTANCE	Atlantic 87820	From Top 15 Lp
9	8	6	POISON	SOMETHING TO...	Enigma/Capitol 44617	From double platinum Lp
5	3	7	ALIAS	MORE THAN WORDS...	EMI 50324	Peaked
2	2	8	VANILLA ICE	ICE ICE BABY	SBK 07335	New single shipping
16	12	9	WILSON PHILLIPS	IMPULSIVE	SBK 7337	From triple-platinum Lp
11	10	10	TONY! TONI! TONE!	FEELS GOOD	Wing/Poly 877436-7	Steady
17	14	11	DNA/SUZANNE VEGA	TOM'S DINER	A&M 1529	Smash
15	13	12	HALL & OATES	SO CLOSE...	Arista 12085	Gaining at Top 40 radio
18	15	13	UB40	THE WAY YOU...	Virgin 98978	Lp selling again
21	16	14	2 IN A ROOM	WIGGLE IT	Charisma 98887	Huge dance record
20	17	15	HEART	STRANDED	Capitol 44621	Lp almost 2 million
23	19	16	GEORGE MICHAEL	FREEDOM	Columbia 73559	Gaining each week
25	20	17	JON BON JOVI	MIRACLE	Mercury 878392	Smash
26	23	18	DAMN YANKEES	HIGH ENOUGH	Warner Bros 19595	Lp back on at #46
46	27	19	<b>MADONNA</b>	JUSTIFY MY LOVE	Sire/WB 19485	Lp debuts at #9
4	9	20	JAMES INGRAM	I DON'T HAVE...	Qwest/WB 19911	Peaked
3	11	21	MC HAMMER	PRAY	Capitol 15614	Lp over 7 million
13	21	22	CANDYMAN	KNOCKIN' BOOTS	Epic 73450	Peaking
37	28	23	RALPH TRESVANT	SENSITIVITY	MCA 10116	Huge smash
32	30	24	STEVE WINWOOD	ONE AND ONLY MAN	Virgin 4-98892	Lp jumps to #28
29	26	25	DONNY OSMOND	MY LOVE IS A FIRE	Capitol 44634	Steady

(Based on a combination of sales and airplay)

# CHRIS ISAAK

## “WICKED GAME”

THE NEW SINGLE

From The Album HEART SHAPED WORLD

“Chris Isaak looks like James Dean and sings like Roy Orbison meets Elvis. It is our #1 most requested record in female 18-34 demos, the #2 most requested record in male 18-34 demos, and our #5 most requested record 12+. We have seen immediate major sales.

In a time when almost all music sounds the same, this record is special and it keeps the edge on the station.”

Rick Stacy, Program Director  
Lee Chestnut, Music Director  
POWER 99, Atlanta

**WILDCARD!  
EARPICKS WINNER!  
FLASHMAKER!**

Q105 add  
KPLZ add  
Y107 add  
WKZL add  
K106 add  
KISR add  
YES97 add  
95XXX add  
KFFM add  
KNOE add  
KSMB add  
KYYY add  
WABB add  
WAYS add  
103CIR add  
WHHY add  
ZFUN add

KHMX deb 22  
WRVQ deb 27  
KDWB deb 30

PWR99 8-7  
KRQ 22-18  
KFMW 29-21  
I95 26-22  
FM100 27-22  
WBBQ 36-32

BREAKING AT:  
KEGL

Produced by ERIK JACOBSEN  
Management: ERIK JACOBSEN



© 1989 Reprise Records



# HITS TOP FIFTY SINGLES

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	ARTIST	TITLE	LABEL	COMMENTS
34	WINGER	MILES AWAY	Atlantic 87824	Big gains at Top 40
35	JOHNNY GILL	FAIRWEATHER FRIEND	Motown 2049	Another smash
--	JANET JACKSON	LOVE WILL NEVER...	A&M 1538	Monster
31	BELL BIV DEVOE	B.B.D. (I THOUGHT)	MCA 53897	Steady
41	SURFACE	THE FIRST TIME	Columbia 38T-73502	Gaining solidly
45	PHIL COLLINS	HANG IN LONG ENOUGH	Atlantic 87800	Tons of Top 40
38	OUTFIELD	FOR YOU	MCA 53935	Gaining at Top 40
36	INFORMATION SOCIETY	THINK	T Boy/Rep 19591	Steady
39	BILLY JOEL	AND SO IT GOES	Columbia 73602	Steady growth
42	NELSON	AFTER THE RAIN	DGC 4161	Hot follow-up
49	CATHY DENNIS	JUST ANOTHER DREAM	Polydor 87462	Great week at Top 40
--	WILL TO POWER	I'M NOT IN LOVE	Epic 34T 73636	Hot remake
43	ELISA FIORILLO	ON THE WAY UP	Chrysalis 23497	Steady growth
19	SOHO	HIPPYCHICK	Atco 98908	Ready for new single
--	DEBBIE GIBSON	ANYTHING'S POSSIBLE	Atlantic 87793	From breaking Lp
44	CHEAP TRICK	WHEREVER WOULD I BE	Epic 34-73580	Steady
12	PEBBLES	GIVING YOU THE...	MCA 53891	Peaked
14	AFTER 7	CAN'T STOP	Virgin 98961	New single starting
22	CONCRETE BLONDE	JOEY	IRS 13803	Peaked
24	JANET JACKSON	BLACK CAT	A&M 1477	New cut exploding
--	<b>C&amp;C MUSIC FACTORY</b>	<b>GONNA MAKE YOU</b>	<b>Columbia 73604</b>	<b>Smash</b>
28	RIGHTEOUS BROS	UNCHAINED MELODY	Verve/Poly 76842	Over now
--	KEITH SWEAT	I'LL GIVE ALL MY...	Vin/Elektra 64915	Breaking
--	ROBERT PALMER	YOU'RE AMAZING	EMI 50338	From breaking Lp
--	INXS	DISAPPEAR	Atlantic 87784	Follow up single

(Based on a combination of sales and airplay)

**NEXT UP**      **BREATHE** (A&M)      **ELTON JOHN** (MCA)      **DINO** (4th & B'way/Isi)

**DON HENLEY** (Geffen)      **CHER** (Geffen)      **WARRANT** (Columbia)

# GEORGE LAMOND

**MOST ADDED!  
FLASHMAKER!**

## "NO MATTER WHAT"

38T-73603

"This song will break George LaMond nationally.  
Another ballad. Another hit."

— Kevin Weatherly, Q106/San Diego

"There is definitely not a shortage of ballads today.  
But, one will not be left out... No Matter What. This  
is George's strongest record to date with a much  
broader appeal."

— Hosh Gureli, KMEL/San Francisco

"No Matter What is the quintessential ballad  
for Hot 97. Two core artists make up one  
incredible song."

— Kevin McCabe, HOT 97/New York

**TWO VOICES TO BELIEVE IN.  
AND TWO LABELS THAT BELIEVE.**

On Columbia/Epic.

D U E T W I T H  
B R E N D A K . S T A R R

**A NAME YOU WILL REMEMBER...**  
**A VOICE YOU WILL NEVER FORGET**



*Oleta Adams*  
GET HERE

CURRENTLY 50\* AT Black Radio 18\* AT AC Radio  
FROM THE FONTANA ALBUM CIRCLE OF ONE

846 346-2/4

**PRODUCED BY: ROLAND ORZABEL AND DAVID BASCOMBE**  
**MANAGEMENT: DAVID WERNHAM**

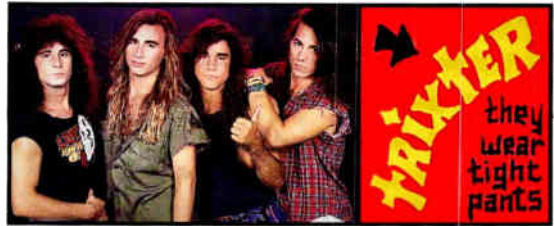


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HITS

# FRONT PAGE



November 26, 1990

Volume 5

Issue 219

\$5.00

Special Warm & Sensitive Thanksgiving Cover Story

# STUFF THIS, TURKEY!

## Tapes For The Troops

Looking for a place to get rid of that unwanted Milli Vanilli cassette? Why not send it to our servicemen stationed in the Persian Gulf and brighten up their holidays? Our thanks to Judianne Atencio of MTV for alerting us to the following addresses:

For Army, Air Force and land-based Marines, just mail to: Any Servicemember, Operation Desert Shield, APO New York, 09848-0006. For shipboard Marines and Navy personnel, send items to: Any Servicemember, Operation Desert Shield, FPO New York, 09866-0006. Each package can weigh up to 70 pounds.

The list of acceptable items includes checkers, playing cards, radios, music videos and cassettes, books and writing supplies or fitness and sports equipment. Because of Saudi Arabian customs and postal regulations, do not send alcohol, pork, political and sexually explicit materials or, for that matter, this magazine.

Face it, that pile of cassettes on your desk can only impress so many people. Pack 'em up and ship 'em off!!!

## Ivana Thinks He's A Babe



Chris Isaak — PWR99 in Atlanta is screaming smash, and Minny, Dallas and Houston are also joining the party. Watch this one go!

## Ice Turtles

Vanilla Ice will make his big-screen debut in the sequel to "Teenage Mutant Ninja Turtles," playing himself as a singer in a club where a fight breaks out between the title characters and the bad guys. "It's been my lifelong dream to co-star in a movie with

guys dressed in giant turtle costumes," stated Ice, whose next role may well be in the autobiographical film, "Confessions of a White Boy With Stripes In His Eyebrows." It has yet to be announced if he'll do his own acting.

It's that special time of the year, Thanksgiving, and you know what that means — we have to fill all these pages with garbage one day earlier than usual.

So if this particular issue contains less riveting and meaningful information than our normal unriveting and meaningless issues, it's because we're under the gun — not in front of it with the barrel to our forehead, as you would have preferred.

So, we'd like to take this opportunity to wish all the fine professionals and creative geniuses who make up this industry a very happy and healthy Thanksgiving. Unfortunately, we can't do that, since there aren't any of those and all you people are a bunch of brain-dead losers.

In the true tradition of this fine holiday, we are running this photo of Mickey Rooney. Gosh, now it really does feel like Thanksgiving, doesn't it?



Mickey Rooney



PIC OF THE WEEK



Reaffirming  
Dave Sholin  
As God

Gavin Report Editor **Dave Sholin** is not just a great dresser — he's a riveting, dynamic personality, and that's why Virgin threw a party in Nashville for the trade magazine legend. Shown celebrating Dave's incomparable wit, flair and humor are (l-r): Virgin VP of Promotion **Michael Plen**, **Steve Winwood**, *HITS* Neobilly Goddess **Holly Gleason**, *Holly's Mouth*, *HITS* Sr. Broadcast Editor **Mike Murphy**, *Mike's Nose* and of course, Dave. Loving Dave is a full-time job, which is why we're amazed he has time to put out a magazine.

Quick Hits

MTV action this week includes adds on **Vanilla Ice** (SBK), **Robert Palmer** (EMI), **Slaughter** (Chrysalis), **C&C Music** (Columbia), **Depeche Mode** (Sire/Reprise) and **Concrete Blonde** (IRS). Rotation increases go to **Candyman** (Epic), **Jon Bon Jovi** (Mercury), **Black Crowes** (Def American/Geffen) and **Damn Yankees** (WB). **Charlatans** (RCA) go into **Buzz Bin**.

Merlin Bobb's Up At East-West

**Merlin Bobb** "And Weave" has been named Senior Vice President of A&R for East West America, a division of Atlantic Records, it was announced by Co-Presidents **Sylvia "Cellular" Rhone** and "In" **Vince "Able" Faraci**, neither of whom will ever see this.

In his new position, Bobb will be involved in all aspects of East West America's A&R activities, while continuing his A&R duties with Atlantic's Black Music Department for previously signed talent. Prior to his current appointment, Bobb bobbed for apples and talent as VP/A&R for Atlantic's Black Music Division. He previously served as music consultant with N.Y. station WBLS for two years, and holds a B.S. degree from N.Y. Institute of Technology, where he majored in the rope-a-dope.

Said Sylvia: "Merlin's extraordinary skills include pulling a sword from a stone and serving **King Arthur** faithfully, both of which

make him the ideal choice for this position. Now, if he could only make my AmEx bill disappear."

Noted Faraci: "I went fishing down in Cabo San Lucas and landed the biggest Merlin of all. I'm just glad I didn't throw him back."

Commented Bobb: "Just don't call me **Bob Merlis**, OK?"



**Merlin Bobb:** East West reels in a whopper.

Donny & Lita —  
A Photo  
Spectacular



**Donny Osmond & Lita Ford** hang during *KZZU's* annual birthday bash. Despite your initial impression, Lita isn't standing that way to attract attention — she's merely reacting to the Don-man's left hand. Kinda makes us yearn for the days of "Puppy Love."

WILD  
CARD

CHRIS ISAAK (Reprise)

Credit this one to **Rick Stacy** and **Lee Chestnut** at *PWR99* in Atlanta, who took it from the dead, exploded it Top Ten (8-7 this week) and spread the word. Every station that tests it reports calls after EVERY PLAY. Now those tests are turning real with strong adds and moves at *KHMX*, *KDWB*, *FM102*, *WRVQ*, *Q105*, *KPLZ*, *KEGL*, *KRQ*, *Y107*, *WBBQ* and more. This artist has star quality. Go for it!



# Blame It On The Lame

Just a recap, in case you were in a coma this week.

•After refusing to let them sing on the second **Milli Vanilli** project, Producer **Frank Farian** reveals that **Rob Pilatus** and **Fab Morvan** didn't sing on the first Milli Vanilli project.

•Farian notes implicitly that "the record company never knew. I never told them anything."

•Arista Exec. VP **Roy Lott** insists that Arista never knew anything, and tells the national press that the label is "eager to distribute as license his new group."

•At a news conference in Hollywood, the duo states

that Arista Records knew all the details of the situation.

•Arista immediately issues a statement denying any knowledge of the duo's non-participation, adding "We deplore their attempts to distort the record and to falsely accuse Arista and its executives.

•NARAS strips the duo of its Grammy award for Best New Artist.

•An Oakland woman files a class action suit, demanding a refund for her purchase of Milli Vanilli albums and concert tickets.

•The entire music industry is very embarrassed.

# Three People Who Dress Funny



That's the always-cool **Rodney Crowell** (l) hanging with the very hot **Carlene Carter** (r) and the very short **Paul Shaffer** (c). The trio were backstage at the beautiful **Marquee** in New York City's **Chelsea** section, where you can not only see a concert, but also walk around the corner and have a meaningful conversation with a transvestite in leather chaps. Weary of the New York neighborhood, Crowell and Carter called an escort service for safety purposes, only to discover they were being arrested by two undercover cops from Houston. Oh those looney, looney Nashvillians.



Looks like renowned industry tastemakers & HITS Sr. Parking Engineers **Juan & Orlando** (pictured rating the duo's record last year) were right again.

## Quick Hits

Yes, ladies and gentlemen, Top 40 radio will still play rock product when the time is right. **AC/DC** (Atco) has been doing extremely well at retail and now the release of "Money Talks" has turned on

the airwaves as it comes shooting out of the box as one of the week's Most Added 45s. We will closely follow the developments on this single and its effect on the overall Top 40 marketplace.

# Two Photos Of Three Men Dressed As Jackasses



The photo on the left is Columbia's Vice President of Sales **Rich Kudolla**, who got tired of President **Don Jenner** calling him the wrong name — so he simply changed his face to fit the



name **Donnie** calls him. The photo on the right shows two people looking for work. As always, we hope you enjoy both these fine, fine photos.



## Crazy Like A Box



RCA Records execs **Joe Galante**, President (second from r), and **Randy Goodman**, VP of Product Development (l), discover they're not in Nashville anymore as they greet lead singer **Katrin Quinol** (second from l) of hot label dance act **Black Box** while **Butch Waugh**, VP of Promotion (r), warns the duo they'll be mercilessly ridiculed in this piece o' trash when we make up words to put in Joe's mouth like, "Hey, you didn't happen to visit James Worthy's hotel room in Houston, did ya?" While this shot was being taken, the two new guys in town had their cars stripped and towed away for parking in an illegal zone. Welcome to the Apple, dudes!!

## Between Madonna's Sheets

Miramax Films is set to distribute a **Madonna** documentary filmed during her recent tour. "Truth or Dare: On the Road, Behind the Scenes and in Bed with **Madonna**," directed by **Alek Keshishian**, follows the multi-talented, multi-faceted, multi-orgasm star around the world during her "Blond Ambition" tour, offering "an uncensored glimpse into [her] most private moments." Those making cameo appearances in the "Bed" seg-

ment include **Warren Beatty**, **Pee-wee Herman**, several Italian government officials, **The Pope**, **Rick Astley** and **Ricardo Montalban** & **Herve Villechaize**, as well as several barnyard animals. The movie is scheduled for a May release, and plans for the sequel, "Backstage in the Broom Closet, in the Back of the Limo and Underneath the Lectern During Acceptance Speeches at the Grammy Awards," are already under way.

## Magic Bus

**David Cassidy** has embarked on a search for the famous **Partridge Family** bus, which he wants to donate to the Smithsonian Institute and "restore to its rightful place in pop history." During an appearance on an L.A. radio show, callers provided Cassidy with leads as to the possible whereabouts of the bus, which led

him on a fruitless journey to, among other places, Owensboro, Kentucky. So, what's next? **Danny Bonaduce's** beautiful crushed velvet maroon vest? **Susan Dey's** paisley garter belt? **Reuben Kincaid's** famous prosthetic hairpiece? The Smithsonian waits with bated breath.

## Old Order

**New Order** has agreed to pay some of the royalties from their song, "Run," on the "Technique" album, to **John Denver** as part of an out-of-court settlement of a lawsuit which claimed the track infringed on the copyright of Denver's song

"Leaving On A Jet Plane." Denver has also demanded payments from **Peter, Paul & Mary**, the **Butthole Surfers** and **GWAR**, the latter for "Your Head Reminds Me of Uranus," a tune allegedly based on "Rocky Mountain High."

## This Blues For You



**John Lee Hooker** (c) was recently honored by **Benson & Hedges Blues** — not a new filter-tipped smoke, but a benefit all-star concert held at Madison Square Garden to raise funds for the **Delta Blues Museum** in Clarksdale, Mississippi. Backstage after the show, an obviously disoriented **Huey Lewis** gets directions to the men's room from Hooker and living legend **Bo Diddley** (r). Incidentally, Lewis, who was on the bill to show his appreciation for all the great blues artists past and present, thought **John Lee Hooker** was a cop show featuring **William Shatner**.

# Countdown

# Dec. 10



Remember folks, there's less than 20 days until the **Billboard Music Awards** are broadcast on the **Fox Network**. That's **December 10, 1990** — watch it or die!!!

**PICK UP THE PACE  
YOUNG  
MC  
1990**



**NEW TRACK FROM THE DELICIOUS VINYL  
SOUNDTRACK "MARKED FOR DEATH"  
VIDEO INCLUDED ON THE NEW YOUNG MC  
"BUSTIN' MOVES" HOME VIDEO COMPILATION**



## Tower Of Babble



Vere do a coupla meshugena old Jewish men from Miami head when they're in the Big Apple for some fun and excitement? To Katz's for some pastrami? To Delancey Street for some new schmatas? To Bryant Square to feed the pigeons? No, boychicks and girlchicks, if they're the kosher rap sensations **2 Live Jews**, they head straight over to Tower Records, where they give **Rabbi Russ Solomon** a hard time for not fasting on Yom Kippur. Here, **M. C. Moisha** and **Easy Irving** are seen kibbitzing with some of the sales help and making sure they're not being schnorred on clean copies of their red-hot novelty LP, "As Kosher As They Wanna Be." Giving it the old "boruch, atoh, adonai" are (l-r...or r-l, if you're not a Gentile): **Matthew Koenig**, E.C. Reg. Mgr., Tower Records; **Moisha**; **Irving**; **Jack Kreisberg**, N.Y. Rep, Hot Prod.; and **Joe Canarutto**, Malverne Distributors.

## AIRHEAD

POP GO THE WEASELS....



THIS IS WHAT THEY CALL THAT SYNCHING FEELING'....

## Byrd Grounded

**David Crosby** was hospitalized last weekend following a motorcycle accident near his Encino, Cal. home that left him with a broken left leg, ankle and shoulder, according to the LAPD.

Crosby told police he was riding his 1987 Harley Davidson on a winding road near his house Saturday afternoon when the throttle stuck while going around a curve, causing him to lose control as the bike slid

sideways on the pavement more than 40 feet. Crosby, who reportedly was not wearing a helmet, was first treated at Encino Hospital, and was later admitted to Cedars Sinai Medical Center, where he spent the night in intensive care before being moved to a private room Sunday.

A hospital spokesman said Crosby was in stable condition, and would be released as soon as they figured a way to lift him out of the bed.

## Mad About R.A.D.D.



SBK Records act **Wilson-Phillips** provide crucial support for R.A.D.D. Executive Producer and Co-Founder **Mort Weinstein** (second from l) while taping a public service announcement for the "Recording Artists Against Drunk Driving" organization, a global media action group reaching young people through innovative programs and televised messages. The 30-second spot will start airing this holiday season on all major video outlets. Shortly after the shot was taken, Mort turned to the gals and said, "I haven't seen this much cleavage since my bar mitzvah," as he revels in the following plunging necklines (l-r): **Carnie Wilson**, **Chynna Phillips** and **Wendy Wilson**.

## FBI: Picasso Was A Pinko

The *New York Times* reports that the FBI and State Dept. kept a security file on **Pablo Picasso** for 25 years, labeling him a Communist and possible subversive. Despite the fact he never visited the U.S., it is believed that at the time of his death 17 years ago, Picasso was training two young French-

German proteges to become major pop stars in America and then brainwash their fans by placing backwards-masked anti-capitalist slogans on their records. The plan backfired when the spies — who go under the code-name **Milli Vanilli** — discovered they couldn't lip-sync subliminal (*Bush sucks!*) messages.



# DEBBIE GIBSON

## “ANYTHING IS POSSIBLE”

**FLASHMAKERS WINNER!**  
**BREAKOUTS WINNER!**

**MTV MEDIUM!**

**ALREADY ON OVER 150 TOP 40'S!**

**OVER 30% OF STATIONS MOVE 4  
POINTS OR MORE!**

**47-40 HITS TOP FIFTY SINGLES!**

# INXS

## “DISAPPEAR”

**#1 MOST ADDED!**

**CROSSOVERS WINNER!**

**MTV EXCLUSIVE/HEAVY!**

**ON OVER 120 TOP 40'S!**

**PLATINUM ALBUM!**

**U.S. TOUR IN JANUARY!**



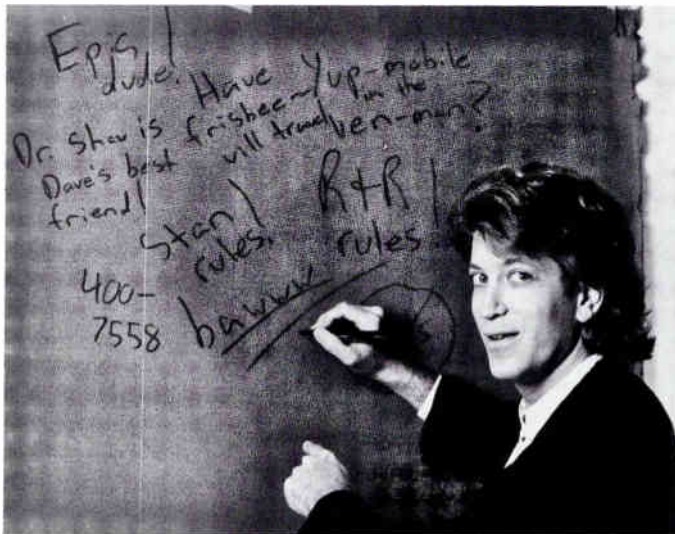
# ROZLYNE CLARKE

## “EDDY STEADY GO”

**EARLY ACTION INCLUDES:**

HOT97 add  
WIOQ add  
HOT97.7 add  
B95 add  
I94 deb 30  
PWR106 33-30  
WXKS

# Geek Gets Promoted



Claiming "I'm guaranteed unusually fair coverage in HITS because I know things about Adelson that would make your skin crawl," **Larry** "Please Hale, Don't Sit Down Too Quickly, You Might Break My Nose" **Jenkins** has been appointed Senior Director, Media & Artist Relations at Capitol. Larry, who was formerly Senior Director, National Publicity for Arista, will report to VP of Marketing **Jeremy Hammond**. According to Hammond, "Larry's enthusiasm, skill and no-nonsense demeanor is sure to strengthen our already dynamic media department. Besides, I never hired a eunuch before." (Ed Note: To Larry's parents, Audrey & Sid, we can only say, don't blame yourselves. Even the best parental guidance can go to waste.)

## MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUND TRACK
1 HOME ALONE	17.1m	14211	17.1m	—
2 ROCKY V	14.1m	6855	14.1m	Capitol
3 CHILD'S PLAY	5.0m	2480	18.1m	—
4 RESCUERS	3.5m	2845	3.5m	—
5 GHOST	3.0m	1752	190m	Varese
6 JACOB'S LADDER	2.8m	2235	19.3m	Varese
7 REVERSAL OF FORTUNE	1.7m	2660	7.1m	—
8 SIBLING RIVALRY	1.6m	1161	14.9m	—
9 WHITE PALACE	1.4m	1680	14.3m	—
10 QUIGLEY DOWN UNDER	1.3m	1275	15.8m	—

## The Ladder

a rundown of executives on the move



Peisch



Reiter



Masocco



O'Hara

The following people did not sing on the Milli Vanilli album, either.... **Jeffrey** "Fine, Fine Cherry" **Peisch** has been appointed Vice President, Non-Theatrical Programming, CBS Music Video Enterprises, by **Jon** "Fine, Fine Boysenberry" **Peisinger**, President for the company. Before downing his first cup of coffee in the morning, Jeff ran the New York Marathon, had an out-of-body experience with **Shirley MacLaine** and produced a half-dozen sports, comedy and children's home videos.... **Marc** "I Really Wanted To Be A Screen" **Reiter** and **Al Masocco** "And Vanzetti" have been named Associate Directors, Marketing, East and West Coasts, respectively, by **Larry** "Georgie" **Stessel**, Sr. VP, Marketing for the label. Most recently, the two impersonated **Rob Pilatus** and **Fab Morvan** at office parties.... **Carol Mar-rujo de O'Hara** has been promoted to National Publicity Materials Manager by **Bob Merlis** "The Magician," VP/Director of Publicity for the label. In her new post, Carol will be responsible for bios of all Hispanic-Irish artists on the label. We like Carol... **Dana** "Even" **Keil** has been

promoted to the position of Associate Director, National Secondary Promotion, Columbia Records, it was announced by **Burt** "And Ernie" **Baumgartner**, VP, Promotion, for the label, who dubbed her "The Queen of Secondary Promotion" because she's a cross-dresser who likes to wear men's boxer shorts. Hubba hubba... **Geordie** "Dizzy" **Gillespie** has been upped to Director, - Alternative/Dance, EMI Records USA, by **Jack Satter** "Masochist," Sr. VP, Promotion, for the label. Prior to joining EMI, Geordie spent five years at Celluloid Records, where he was on a first-name basis with **Afrika Bambaataa**... **Barbara** "She's Not Second, She's" **Firstman** has been proclaimed Director, West Coast Sales, EMI Records USA, by **Ken Anto** "Whoa" **nelli**, Vice President, Sales, for the label. Prior to joining the label, Barbara had a complete makeover at Giorgio's of Beverly Hills. She smells nice.... HITS Sr. Editor **Roy Trakin** has been promoted to nothing this week, but he's busy trying to figure out which came first — the chicken, the egg or **Fred Mertz**.



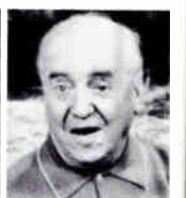
Keil



Gillespie



Firstman



Trakin



# Cinderella

"Tipper led the war against the record industry  
She said she saw the devil on her MTV"

## Shelter Me

The first single from the new album **HEARTBREAK STATION**

#1 Most Added at Rock Radio.

Sales approaching 1,000,000 out of the box.

Massive phones at MTV.

Produced By: John Jansen And Tom Keifer

Mixed By: Steve Thompson and Michael Barbiero

Management: Larry Mazer



# NEAR TRUTHS

By I. B. Bad, Los Angeles

There's more buzzing than usual regarding the upper echelons of a number of labels. Tongue-waggers are wagging overtime about major changes among the presidential ranks of two companies come the new year. Apparently, a couple of label toppers could not post the numbers or other intangibles required to satisfy their corporate overlords.... Meanwhile, the rumor mill is churning over yet another promotion for Atlantic chief **Doug Morris**. How high can he go? Co-Chairman? Co-CEO? God?.... As the dust finally settles on the Chaplin lot, there's much chatter over a Presidential appointment for **Al Cafaro**. That one should go down before the end of the year.... The Cafaro appointment leaves one lingering question mark at the House That Jerry & Herb Built. What about **Charlie Minor**? If the Promo Domo decides to accept a major post at a major label, or if he pursues a more entrepreneurial path, to whom will A&M turn? Will it be an outsider, or is the heir apparent **Rick Stone**? Stay tuned for major action on this one, folks.... The **Seymour Stein** saga could very well be over, as the industry gunslinger has

supposedly settled with **Time-Warner**. Does the deal include a label as well as a cash payoff for past glories?..... The much-heralded team of **Arnold Steifel** and **Randy Phillips** are oh-so-close to inking a label deal. One major has the inside track.... Will the new megadeal that **Michael Jackson** has negotiated have an impact on sister **Janet** as she heads to her own elephant bucks deal?.... **Don Was** staying very busy behind the boards as he segues from **Paula Abdul** to **Bonnie Raitt** to **Leonard Cohen** to **Neil Diamond**, with whom he plans to make a rock record. Incidentally, there's a **Bob Dylan/Was Brothers** penned tune on the Abdul record.... Is **Clint Black** big enough to make the cross to Top 40?.... **George Thorogood** has resigned with **EMI**.... More than a few **Managers** are pushing the panic button as the uncertainty over **Enigma's** future continues to escalate. Is that uncertainty compounded by the possibility of losing **Stryper**, whose seven year personal services contract is about to expire?.... Top 40 radio's new found resistance to teen records is hurting the growth of a number of projects, including **Hollywood's** steady-selling, much-requested **The Party**. Even with **Disney Channel** exposure fueling the fire, this band faces an uphill battle.... Highly coveted, high profile industry gig, would be much more coveted if the dollars behind it even came close to matching the high profile.... Names in the Rumor Mill this week include: **Joe Regis**, **Ricky Shultz**, **Jon Leshay**, **Larry Solters** and **Steve Perun**.... and the beat goes on.

## Going #1



**Al Cafaro** — Getting his presidential stripes?

# MINI MUGS



**ALL'S WELLS THAT ENDS WELLS:** High-tech home entertainment mogul **Christopher Hansen** (l) marks the grand opening of his brand-new Beverly Hills showroom with a fund-raiser for **The Rhythm and Blues Foundation** to aid Motown's legendary **Mary Wells** (r) in her ongoing battle with throat cancer. Guests included everyone from **Esai Morales** and **Corbin Bernsen** to **Johnny Lydon** as well as various people dressed up like **Mozart**, **Elvis**, **Liberace** and — scary! — **Lenny Beer**.



**EDDIE & THREE HORRORS:** Iron Maiden mascot **Eddie** wonders where the crowds went for his in-store appearance at **Rockit Records** in Saugus, Mass., until he realized what (l-r) store managers **Jeff Campagna** and **Brian Lima** as well as CBS' **Brian Lima** were clutching in their greasy, grimey paws. When he looked into the depths of such unspeakable terror, the poor ghoul bolted for the back door, too, and was last seen heading for North Carolina to take a job with **Jesse Helms**.



**SNEER CAMPAIGN:** Ace drummer **Roxy Petrucci** (l) and foxy singer **Jan Kuehnemund** (r) of **EMI Records** recording group **Vixen** warn **Virgin Records'** **Iggy Pop** his face will get stuck that way if he continues mugging shamelessly for lame photo opportunities like this one. Sure enough, just moments later, a specialist had to be called in to pry the Igster's face apart with a crowbar, leaving him permanently scarred by this meaningless "Mini Mug." Life had to be better with the **Stooges**, no?

# LETTERS

## Crane Shot

Dear Danny:

What does a person have to do to get a mention in HITS? First, I move to L.A. to take a crack at "Near Truths," only to realize I.B. Bad never leaves his satellite TV! So I fly all the way back to the Big Apple to attend the second Scorpions listening party in a week, make my Big Entrance (in heels and everything) with a band that I've been the PR Rep for since early '88, and don't even get an Honorable Mention for Effort! Even Nick Caris, my dear friend, gets the boldface plug. And he's an agent for heaven's sake! Well, I gotta tell you... I'm damn depressed, and have traded in my designer originals for jeans (genes?) and sneakers. They blend into the woodwork better.

Kind regards,  
 Suzan Crane  
 Senior Acct. Executive  
 Solters/Roskin/Friedman

*Editor replies: Danny is teaching Mah Jongg strategy to his mother's friends in Florida, but he says to tell you next time come dressed as a salmon crudite mousse, and just maybe ya'll get a coveted boldface mention.*

## I.R.S. Blues

Dear Dave:

Enclosed are materials on Candi & the Backbeat for "New Artists." Also, an I.R.S.-O'Neill T-shirt for the collection.

Enjoy,  
 David Millman  
 I.R.S. Records  
 Universal City, CA

*Dave replies: Z-z-z-z-z-z-z-z-z-z. Oh excuse me, Dave. You were saying?*

## Will to Power

Good Day Sir!:

I figured the enclosed photo upholds the cool, mindless

visual philosophy of HITS and gives us some exposure in our quest to get into single digits from our current P-12 status. Scott Stenger, a member of our morning crew, is featured in the photo covered in condiments, squirted by the general public for a fee, with money raised going to M.D.A.

Sincerely  
 Will Kauffman  
 M.D., WQCM/96.7 FM  
 Hagerstown, MD

*Good Day Sir! replies: Forget the dopey radio promotions, Will — how about this shot of the masterminds behind the "Campaign To Re-Elect Jesse Helms"? Now that's scary.*



## Dog Gaze

Dear HITS:

I can't thank you enough for taking that haunted photograph off my hands. Since sending my letter to HITS, I've been made President of a record company and my dog has learned he's supposed to piss outside. I couldn't be happier and I owe it all to you.

Regards,  
 Keith Brown  
 Aquarius Records  
 Montreal, Quebec

*HITS replies: Glad to hear about your dog's bladder control, Keith, but have you taken a good look at his mug lately? Your luck may be changing.*



# FAR TRUTHS

By Danny Fields, New York

The Nordoff-Robbins Silver Clef Awards Dinner has evolved into what is probably the most pleasant and familyish of the industry's heavy-hitter annual events. Maybe it's the No-Black Tie policy (Phil Spector was the only person we saw in a tuxedo, though his tie was powder-blue), or maybe that there aren't zillions of artistes, but just a select few. Whatever, it works just fine. The third yearly gathering was held at Roseland — a change of venue for the affair — and honored a newly re-unified **Bon Jovi**. The decor for the giant ballroom was *faux* "Hard Rock Cafe," the chain which indeed donated all the catering, including a tasty dinner that featured a choice of **barbecued chicken** and **ribs**, or **swordfish** served with "twice-baked" **potato** and **blanched autumn vegetables**. It seemed like everyone who is anyone was there, and that everyone there was someone (a revolutionary approach to music business functions), but the stars of the night, industry-wise and Nordoff-Robbins-wise, were M.C. **Ron Delsener**, Dinner Chairman **Bob Krasnow**, Foundation Chairman **Ahmet Ertegun**, Foundation Co-Founder **Dr. Clive Robbins**, Foundation Presidential couple **Ian Ralfini** and **Sunny Schnier Ralfini**, Special Athletic Guest **Phil Simms** of the N.Y. Giants (18 holes of golf with him was one of the auctioned items), and Dinner Committee fabulosities **Wayne Forte**, **Paul Schindler**, **Harvey Leeds**, **Joe Dera** and **Robert Earl**. Star-stars included **Steven Tyler**, **Christie Brinkley**, **Isabella Rossellini**, **Phoebe Snow**, **Curt Smith** and **Steve Stevens**. Auctioneers **Mike Kliefner** and **Phil Quatararo** presided over a lively and lucrative sale, during which **Madonna's** clearly genuine bustier from the "Blonde Ambition" tour was

## Re-unified!!



**Jon Bon Jovi:** *Didn't eat the blanched autumn vegetables.*

knocked down for \$15,000, a classic **Gibson Les Paul** Special guitar autographed by **Les Paul** and **Paul McCartney** sold for \$20,000, and two weeks at the fabled **WEA** villa in Acapulco fetched a nifty \$75K. Afterwards, members of various innermost circles gathered at the Ritz Carlton for late-night toasting of the gala soiree, and the more than half-a-million bucks it raised for the beloved charity.... The glorious **Go-Go's** came to town on their reunion tour, playing to a sold-out Ritz (can't someone engineer a better way to exit this room?), and afterwards **A&M**, which is releasing the group's "Greatest Hits" album, hosted a totally chic party at Tatou, uptown's latest refuge for N.Y.'s very rich and swanky, non-English speaking, clubgoing disco-crazed crowd. In any case, a plush upper-story suite was cleared for the festivity, where guests sipped **champagne** and dined on **cucumber sandwiches**, **stuffed mushrooms**, **lobster cocktails** and **hogchoker mousse**. **A&M** was repped by **Wayne Isaak**, **Lauren Zelisko**, **Michael Krumper**, **Chuck Bliziotis** and **Charley Londono**, and **PGD's** **David Fitch**, **Barry Fish** and **Rick Rogers**. From **WDRE**, which promo'd the show, came **Robert Greenbaum** and **Jocelyn Taub**.

# 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)
MADONNA	6.60	165	14	3	10	10	8
JANET JACKSON	4.54	92	0	0	4	7	8
DNA W/SUZANNE VEGA	3.94	76	23	7	8	-	10
PHIL COLLINS	3.71	70	0	0	1	4	1
NELSON	3.63	70	2	1	4	7	6
CHRIS ISAAC	3.50	7	1	0	5	1	-
SURFACE	3.40	64	4	2	5	1	5
STEVE WINWOOD	3.37	76	7	0	1	8	6
RALPH TRESVANT	3.23	25	7	3	4	-	9
OUTFIELD	3.23	63	1	0	2	1	5
WINGER	2.87	48	37	13	8	5	7
DEBBIE GIBSON	2.83	48	0	0	4	5	1
GEORGE MICHAEL	2.82	63	43	6	3	9	7
ROBERT PALMER	2.76	41	1	0	2	2	1
WILL TO POWER	2.71	38	0	0	3	-	1
CATHY DENNIS	2.64	35	4	1	2	-	4
C&C MUSIC FACTORY	2.63	19	3	0	7	-	1
DAMN YANKEES	2.60	45	94	45	8	6	9
JON BON JOVI	2.58	49	56	11	5	8	9
WILSON PHILLIPS	2.54	52	30	41	3	10	9
2 IN A ROOM	2.54	37	22	10	9	-	9
AFTER 7	2.50	5	0	0	1	1	-
PARTY	2.47	9	1	0	6	1	-
BREATHE	2.47	32	0	0	2	1	-
DONNY OSMOND	2.42	42	26	5	2	1	4
UB40	2.41	57	61	17	3	5	9
DON HENLEY	2.39	23	1	0	1	1	-
DINO	2.36	21	5	1	4	1	1
BILLY JOEL	2.30	31	9	4	2	1	5
KEITH SWEAT	2.17	15	8	4	2	5	-
JOHNNY GILL	2.16	23	9	3	2	3	6
ELTON JOHN	2.1	21	0	0	1	1	1
TKA/MICHELLE VISAGE	2.07	3	1	0	4	-	-
INXS	2.07	15	0	0	3	9	-
WARRANT	2.03	9	0	0	5	8	-
ELISA FIORILLO	2.02	13	10	2	2	1	6
PEBBLES	2.00	2	0	0	3	6	-
GUY	2.00	5	0	0	1	8	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.

# KEITH SWEAT

"I'LL GIVE ALL MY LOVE TO YOU"

the new single and video  
from the album *I'LL GIVE  
ALL MY LOVE  
TO YOU*

**MOST ADDED!  
FLASHMAKER!  
EARPICKS WINNER!**

**MONSTER FEMALE CALLOUT!  
IMMEDIATE REQUESTS!**

HOT97	add	
B97	add	
WKBO	add	
HOT102	add	
Y100	add	
WMJQ	add	
KZZP	deb	23
WKSS	deb	23
KKRZ	deb	26
KTFM	deb	30
KMEL	2-2	
FM102	2-2	
Q106	6-4	
HOT97.7	10-7	
Q105	20-16	
WZOU	30-26	
KKFR	38-32	
PWRPIG	37-33	
WTIC	36-33	



ON ELEKTRA CASSETTES,  
COMPACT DISCS AND RECORDS

# FLASHMAKERS

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

**Will To Power** lead the way on this holiday week with strong Top 40 support for their brilliant cover, also **Debbie Gibson** is coming on strong with the first release from her new project. Newcomer, **Cathy Dennis**, is

making quite an impression with her debut single, and **Ralph Tresvant**, former New Edition-ite is creating some noise of his own! (Special Holiday Ed Note: Gobble, Gobble!!!!)

**WILL TO POWER I'M NOT EPIC**

**Singles: 37\*** **Albums: —** **Avg Move: 2.71** **Aggrsv: 38**  
The excellent cover of this old Ten CC classic is gaining with killer moves and hot new adds at KHMx, WEGX, KZZP, WGTZ, WKDD, WRVQ, FM100, WKZL, 93Q, KC101, KFRX, KIXY, KMOK, KWNZ, PWR92, WBNQ, WBWB, WCIL, WKPE, WNYP, WOVV, WPRR, WVBS, WYKS, WWFX, KMCK, WDBR, KQKQ, WDJX, WINK and WSKZ. Moving at PWR99 25-17, KHTK 26-21, XL106 29-25, Y107 34-27, KJ103 23-19, WCKZ 22-18, CK105 32-25, WSPK 30-24, KTMT 34-29, Q104 34-30, WJMX 40-36, WQGN 35-31, WPST 37-31, WVKS 29-24, WFLY 35-28 and KIKX 37-28.

**DEBBIE GIBSON ANYTHING ATLANTIC**

**Singles: 40\*** **Albums: —** **Avg Move: 2.83** **Aggrsv: 48**  
Her first release off the new album is going strong with solid action including phones and adds like B94, WKDD, WRVQ, KBFM, KIXY, Q101, WBXX, WCIL, WFHT, WHTO, WKEE, Y102, ZFUN, KQCR, WZOK, KCAQ, Z104, 98PXY, WTHT and WZKX. Making jumps of 22-18 at Z100, 28-24 WBLI, 28-24 KDWB, 39-35 PWR92, 27-21 CK105, 30-24 KKRD, 34-28 KLYV, 37-31 KYYY, 36-30 KZIO, 39-34 KMOK, 40-35 WILN, 29-25 SLY96, 40-36 WOMP, 40-36 WVBS, 37-33 WVSR, 34-30 WWFX, 40-33 KF95, 30-25 WTFX, 38-34 WKRRZ and 38-33 KIKX.

**CATHY DENNIS JUST POLYDOR**

**Singles: 36\*** **Albums: —** **Avg Move: 2.64** **Aggrsv: 35**  
Single sales lead the way on this one as her debut release picks up major support this week from WZOU, KKRZ, KSAQ, WNCI, KBFM, KMOK, WIFC, WJMX, WPRR, WQUT, ZFUN, KMCK, KQCR, WBNQ, K92, WDJX, HOT99.9, JET-FM, WANS, KIKX, KAKS and WKQB. Gaining with jumps at HOT97 9-6, WKSS 4-3, KYRK 9-8, KHTK 23-19, HOT102 21-14, WZZG 24-18, Y107 21-17, KFBQ 36-28, WSPK 38-30, 95XXX 35-30, Q104 29-24, WOMP 39-34, WVBS 34-29, WWFX 27-22, WYKS 32-27, KC101 24-20, KFTZ 37-33, KLYV 33-29, KTRS 38-34 and SLY96 28-24.

**RALPH TRESVANT SENSITIVITY MCA**

**Singles: 23\*** **Albums: —** **Avg Move: 3.23** **Aggrsv: 25**  
Formerly of New Edition fame, this is the debut album for this new solo artist. He scores early with this ballad at WZOU, KKRZ, PRO-FM, KHTK, HOT94.9, WKZL, KNOE, WGRD, WILN, WJMX, WPRR, WQGN, WVBS, WVSR, KZOU, WANS, WRCK, KIKX, WKQB and WTHT. Jumping 7-4 at WPGC, 10-7 Q106, 12-9 WCKZ, 25-20 WHYT, 25-21 WL0L, 18-13 Q105, 17-13 PWR92, 24-15 WKSS, 35-28 Y107, 34-25 KFBQ, 40-34 KCHX, 27-21 KLUC, 27-23 WBXX and 30-25 KAKS. SMASH!

**JOHNNY GILL FAIRWEATHER MOTOWN**

**Singles: 27\*** **Albums: —** **Avg Move: 2.16** **Aggrsv: 23**  
The third killer single from his debut album is further proof that this guy is for real. He's gonna be in the spotlight for some time. Check out this one now at HOT102, KXX106, WRVQ, KBFM, KG95, PWR92, Q101, WJMX, WVBS, WPFR, WERZ, WTFX, KIKX and WZKX. Making solid moves like 11-10 at WCKZ, 12-9 SLY96, 12-10 WFHT, 34-30 KISN, 19-12 Y107 and 30-25 WZZG.

**KEITH SWEAT I'LL GIVE ELEKTRA**

**Singles: 48\*** **Albums: —** **Avg Move: 2.17** **Aggrsv: 15**  
This is a hot ballad from his newest album and has been building at Black radio and crossing now into Top 40 with solid adds like HOT97, B97, WKBQ, Y108, HOT102, WMJQ, KBOZ, KFFM, KMCK, KNOE, KQCR, KTRS, KZII, WJMX, WOMP, 95XXX, WWFX, WNNK, WPST, WFLY, WRCK, KISR, WKQB, WQXA and KYRK.

**ROBERT PALMER YOU'RE EMI**

**Singles: 49\*** **Albums: —** **Avg Move: 2.76** **Aggrsv: 41**  
The first single from his new album is starting to kick in with scattered single sales, as well as MTV support, and adds at WNVZ, KXX106, KBFM, KKHT, KTRS, WBWB, WPRR, WDBR, K92, WPST, Z102, KQIZ and WQID. Jumping at KATM 17-10, WJMX 38-28, KYYY 39-30, 999KHI 34-28, KNOE 36-30, PWR92 40-34, KMCK 37-32, WIFC 32-27, WWFX 39-34 and 95XIL 29-25.

**BREATHE DOES SHE A&M**

**Singles: —** **Albums: —** **Avg Move: 2.47** **Aggrsv: 32**  
This one continues to grow stronger with phones and single sales developing. New this week at WNCI, KJ103, Z99, KFRX, KWNZ, KWTX, WBNQ, WGRD, WPFR, WSPK, ZFUN, K92, WPST, Z102, KZOU, Z104, WFLY, FM104 and KQIZ. Moving 40-36 at WTIC, 31-27 KISN, 30-25 WKZL, 30-19 WLRW, 27-17 WJMX, 32-23 KFMW, 40-32 99KG, 35-27 WDBR and 31-24 G98.

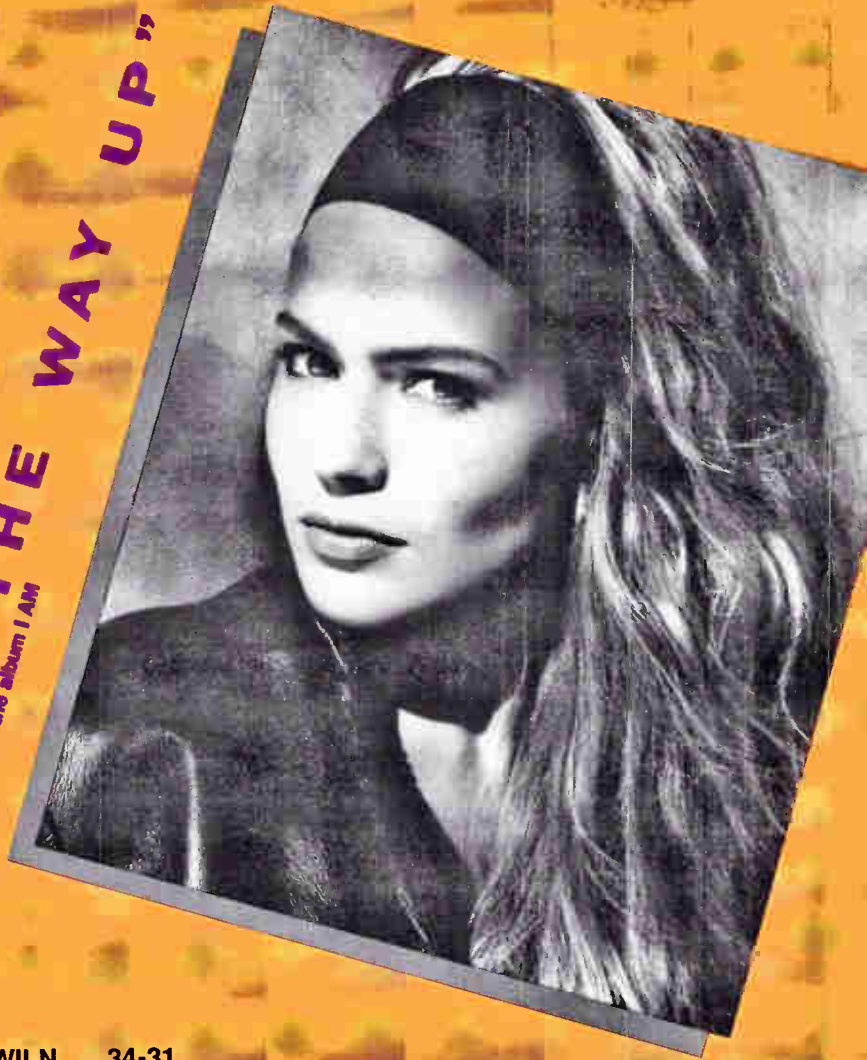
**DON HENLEY NEW YORK GEFEN**

**Singles: —** **Albums: —** **Avg Move: 2.39** **Aggrsv: 23**  
This is another hot one from his current album which has already spawned some killer hits. New this week at WKBQ, KZII, WCIL, WYKS, CK105, WOVV, WDJX, KIKX and more. Gaining 15-9 at Y100, 30-25 WBLI, 19-14 KHMx, 26-21 WNCI, 35-31 KISN, 29-22 Y107, 29-24 WZZG, 31-21 999KHI, 28-23 WJMX, 40-35 WQUT, 28-24 KCHX, 33-29 KFMW and 34-30 KFTZ. Females love Don Henley.

Written by Elisa Fiorillo/Prince/Levi Seacer, Jr./David Z.  
Produced, recorded and mixed by David Z.  
From the album *I AM*

# Elisa Fiorillo

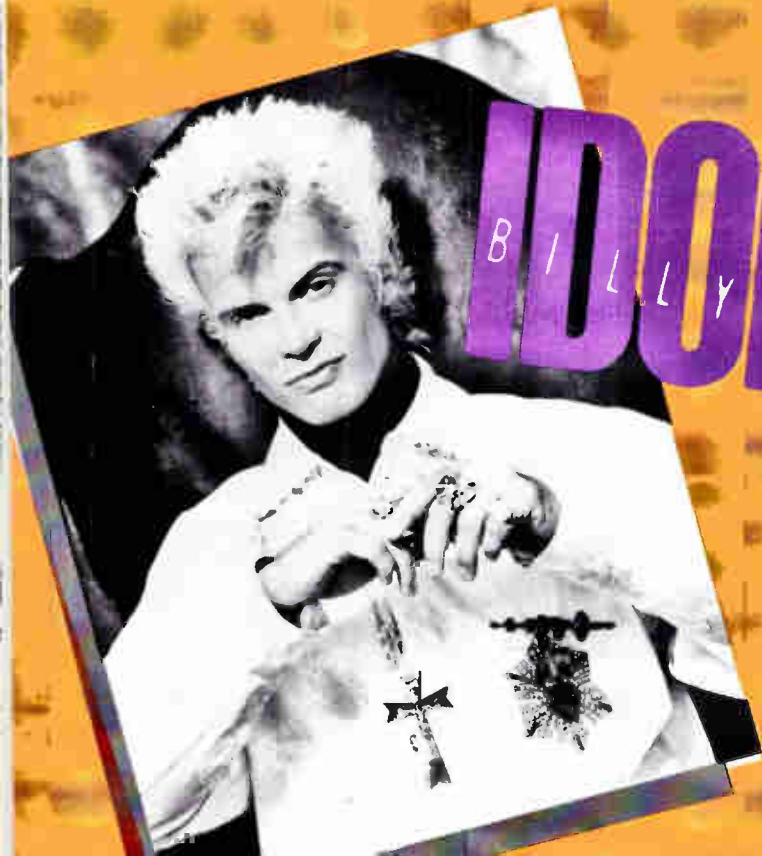
**"ON THE WAY UP"**  
From the album *I AM*



**41-38 HITS TOP FIFTY SINGLES!**

WGTX	add		WLOL	4-2			
WBBQ	add		KKMG	4-3			
Z104	add		KDWB	9-6			
WANS	add		KXXR	9-6			
KMQQ	add		KDON	8-7			
KKHT	add		PWRPIG	8-8			
OK95	add		HOT94.9	11-9			
WAAL	add		KLYV	11-10			
WAYS	add		G105	15-10			
WCIL	add		I94	10-10			
Y94	add		KKRZ	17-12	KFBQ	24-21	
			WNCI	15-12	WHYY	24-21	
KFRX	deb	30	Y107	16-13	KCHX	25-22	
WBXX	deb	30	SLY96	16-13	KTMT	28-23	
WDJX	deb	30	999KHI	17-14	WQUT	27-23	
WTFX	deb	30	KSND	19-16	KMOK	27-24	
WQID	deb	30	KFFM	22-18	HOT99.9	29-24	WILN 34-31
Q104	deb	32	KISN	23-20	KYRK	28-25	KFTZ 36-32
WFMF	deb	34	KZZU	23-20	WDBR	33-26	KTRS 39-35
KBFM	deb	39	KISR	23-20	KZIO	30-27	WVBS 39-35
KIXY	deb	39	WWFX	26-21	KF95	33-30	KNOE 40-37

**Chrysalis.**



# BILLY IDOL

**FLASHMAKER!**

**ALREADY ON AT:**

KSAQ	WJMX	
HOT94.9	YES97	KMOK
WPST	KYYY	OK95
KFBQ	KZZU	WHTO
KATM	95XXX	WKSF
KGOT	KFFM	ZFUN

# "PRODIGAL BLUES"

From the album *CHARMED LIFE*

Produced by Keith Forsey. Arranged by Billy Idol and Keith Forsey.  
Management: Tony Dimitriades, Eric Barrett-East End Management.

# FLASHMAKERS

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

**ELTON JOHN YOU GOTTA MCA**

*Singles: — Albums: — Avg Move: 2.10 Aggrsv: 21*  
This Crossover is scoring at Top 40 with solid action like early jumps and these hot new adds: KKRZ, Z99, KCHX, KFBQ, KFFM, WAZY, WKEE, WWSR, KF95 and WTHT. Moving 30-26 at Y100, 32-28 WNCI, 33-28 KISN, 38-32 WQUT, 38-34 999KHI, 28-24 KZII, 36-32 WPFR, 30-26 WPRR, 37-33 WERZ, 38-33 KISR and 33-29 YES97. Great box set now out.

**CHER SHOOP GEFEN**

She's back on the airwaves again with a remake of this classic and it's from her forthcoming film. You can hear it now at WNVZ, XL106, G98, KCHX, KKHT, KTRS, KWNZ, WAYS, WQUT, WDBR, WERZ, WRQN, G105, WOKI and WYCR. Gaining at Y107 33-29, KYYY 38-33, WAEB 33-28, Z104 35-31 and WKRZ 39-35.

**DEPECHE MODE WORLD IN SIRE/REP**

The latest single is gaining momentum with solid jumps, an add at MTV and hot new adds at WL0L, Y108, WKSS, 999KHI, KFBQ, KFMW, KIXY, KNOE, KTMT, KTRS, KWNZ, KWTX, WVBS, G98, WNNK, KAKS, KYRK, WQXA and WYCR. Gaining at WHYT 23-19 and KLUC 30-25. Pulls phones.

**JUDE COLE HOUSE OF REPRISE**

This one is from the debut album which has already had two hits and is gaining more support this week from KSAQ, WRVQ, WZZG, 95XXX, KFBQ, KKRZ, KQCR, WJMX, WLRW, WQUT, Y94, 98PXY and KISR. Moving early at WSKZ 24-19.

**DINO GENTLE ISLAND**

*Singles: — Albums: — Avg Move: 2.36 Aggrsv: 21*  
The new ballad is scoring with strong moves and new adds this week at KHTK, KJ103, 95XXX, KMOK, KTRS, WBXX, WFHT, CK105, WDJX and KIKX. Jumps include 10-8 at WPGC, 9-8 WCKZ, 22-18 WHYT, 35-31 PWRPIG, 31-27 WNCI, 38-31 KNOE, 32-25 WJMX, 37-32 KG95 and 39-35 KFTZ.

**CHRIS ISAAK WICKED REPRISE**

*Singles: — Albums: — Avg Move: 3.50 Aggrsv: 7*  
Don't miss the boat on this one! It is a stone cold smash! A must on any format, with major VH1 Five Star rotation, it's going on now at Y107, WKZL, 95XXX, KFFM, KNOE, KSMB, KYYY, WABB, WAYS, 103CIR, WHHY, ZFUN, KISR and YES97. Jumping 8-7 at PWR99, 26-22 I95, 27-22 FM100, 29-21 KFMW and 22-18 KRQ. Wildcard!

**GEORGE LAMOND NO MATTER COLUMBIA**

Majors lead the way for this one from the debut album with out of the box adds like WHYT, WL0L, FM102, KHTK, KSAQ, HOT102, WMJQ, KISN, KIXY, KZII, WJAD, WJMX, WOMP, WQGN, WAEB, WFLY, KYRK, WQID and WZKX. Gaining early 29-23 for KLUC.

**JOEY ELLIS/HARE GO FOR IT CAPITOL**

The killer first release from the Rocky V soundtrack is gaining early with strong support already and now adds from FM102, WCKZ, G98, WSPK, KCAQ, KAKS and WTHT. Jumping at PWRPIG 40-36.

**NOTORIOUS THE SWALK DGC**

Continuing to build with strong adds this week including the folks at KFBQ, KFTZ, KZIO, WNYP, Y94 and KMYZ. Jumping early 37-30 at KFMW.

**MAXI PRIEST JUSTA CHARISMA**

The follow up to his killer single Close To You is scoring this week with strong adds at KRBE, KBOZ, KCHX, KFTZ, KMOK, WAFX and others. Jumping early 39-35 at 999KHI.

**STYX SHOW ME A&M**

This one is from the new album and is a strong ballad that is scoring at Top 40 with adds like KISN, 99KG, KFBQ, KFTZ, KLYV, KTMT, KZIO, WCIL, WDBR, WIFC, WJMX, WKEE, WPXR, WQGN, WZOK, WRQN, 98PXY, WANS, KIKX and YES97.

**PAUL SIMON OBVIOUS CHILD WB**

*Singles: — Albums: 3*  
This is the first release from his new album and it's starting with strong adds from KXYQ, WRVQ, Z99, G98, KFBQ, KTMT, WBXX, WHHY, WZOK, WERZ and WPST. Note album sales.

**LL COOL J AROUND THE DEF JAM/CO**

*Singles: — Albums: 36*  
This is the biggie from his current album, it's great. This multi-format hit in the making is scoring with adds at WQGN, WSPK, WFLY and more. Starting already for WPGC, WL0L, WTIC and WCKZ.

**BILLY IDOL PRODIGAL CHRYSALIS**

The follow up to "LA Woman" is getting lots of early mentions and some people are screaming smash! Check it out now on KFBQ and WPST. Debuting early for WJMX, KYYY, KATM and YES97.



# EARLY *Holiday Hits*

F R O M C O L U M B I A R E C O R D S

**WARRANT**  
*"I Saw Red"*  
**CROSSOVERS WINNER!**  
 MTV EXCLUSIVE/HEAVY!  
 PLATINUM ALBUM/HOT SALES!  
 #13 MUSICLAND #13 LIEBERMAN  
 ON OVER 125 TOP 40 STATIONS!

**C&C MUSIC FACTORY**  
*"Gonna Make You Sweat"*  
**CROSSOVERS WINNER!**  
 ADDS THIS WEEK INCLUDE:  
 B94 Q105  
 POWER 99 Z100  
 Y95

**L.L. COOL J**  
*"Around The Way Girl"*  
**FLASHMAKER!**  
 ALREADY REACTING AT:  
 WPGC WLOL KGGI KWOD  
 KTFM KKFR FM102 KHTK  
 KDWB KOY-FM KMEL

**BILLY JOEL**  
*"And So It Goes"*  
 ON VH-1!  
 SINGLES SALES:  
 #23 TRANSWORLD  
 #23 STRAWBERRIES  
 #23 ELROY  
 #23 KEMP MILL  
 KDWB 23-20  
 Z100 17-14  
 WZPL 28-24

**SURFACE**  
*"The First Time"*  
 ON VH-1!  
 ADDS THIS WEEK INCLUDE:  
 HOT 97 WBLI  
 B97 PRO-FM  
 POWER 99 KWSS **CLOSED!**

CHECK OUT THIS WEEK'S MOST ADDED!

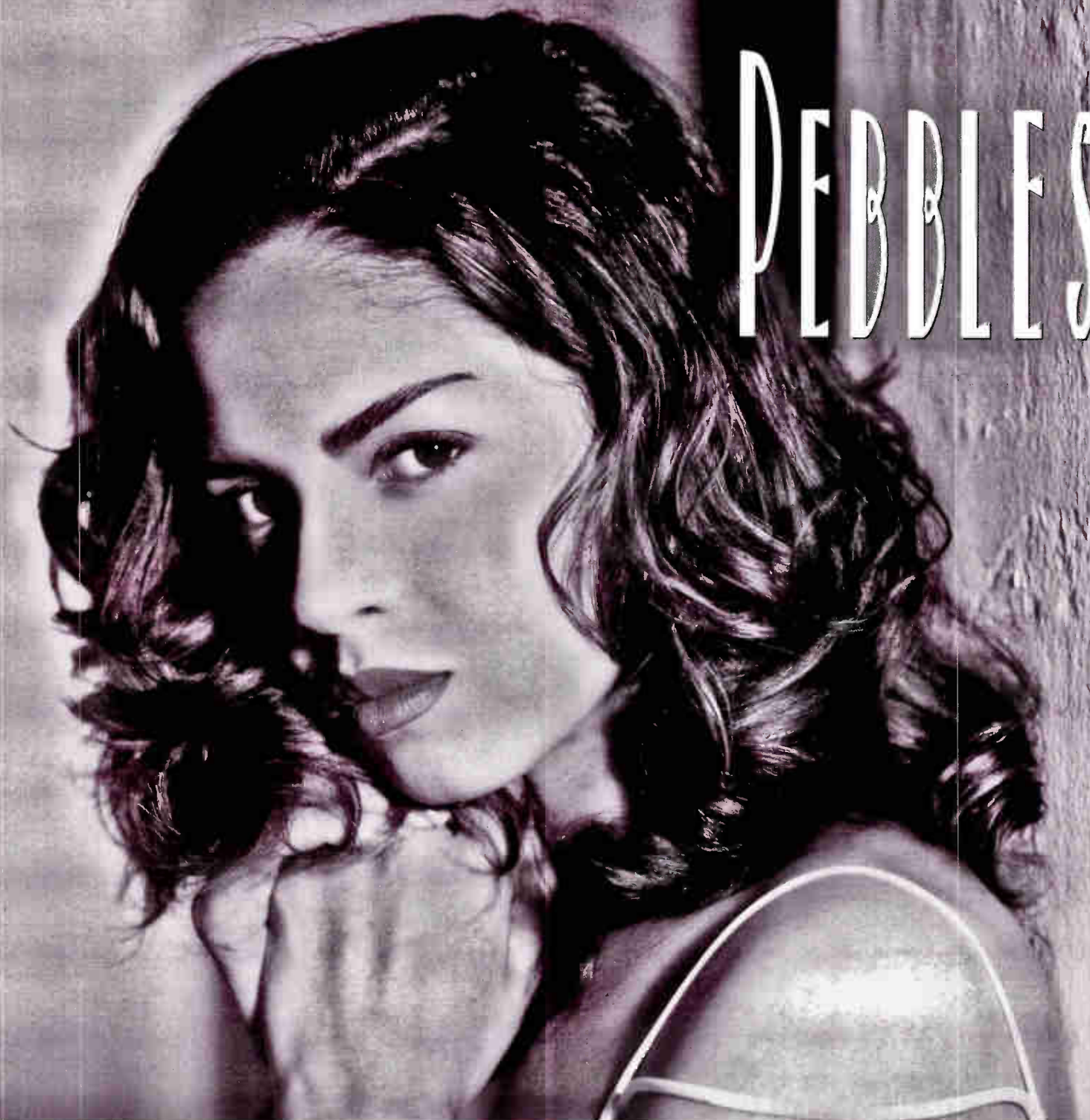
GEORGE LAMOND featuring BRENDA K. STARR

*"No Matter What"*



I T ' S H A P P E N I N G

# PEBBLES



THE URBAN SMASH NOW ON CHR

## *“LOVE MAKES THINGS HAPPEN”*

THE D U E T W I T H B A B Y F A C E

FROM THE GOLD ALBUM ALWAYS.

PRODUCED BY L.A. REID AND BABYFACE FOR LAFACE, INC.

CO-PRODUCED BY PEBBLES MANAGEMENT: GALLIN MOREY ASSOCIATES

.MCA

# CROSSEOVERS

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

**INXS** has a big second week with adds everywhere while former **Wildcard**, **C&C Music Factory** is spreading and already pulling phones where played. **AC/DC** has huge album sales (over 1 million) and this cut is

generating early requests. The new **Warrant** gains more play this week with strong Lp sales helping. Keep watching **Iggy Pop** — the airplay is spreading with new action in **Houston, Atlanta and St. Louis**.

## BLACK/DANCE

### C&C MUSIC FACTORY GONNA MAKE COLUMBIA

**Singles:** 46\* **Albums:** — **Avg Move:** 2.63 **Aggrsv:** 19  
Former Wildcard is already pulling phones and spreads with big support in the majors. New adds at MTV, Z100, B94, Y95, PWR99, Q105, K96.7, 99KG, KBFM, KKRD, WBXX, WILN, WYKS, WAAL, WPST, Z102, KZOU, WANS and WFLY. Jumps at HOT97 12-10, WKSS 17-9, WZOU 27-23, PWRPIG 38-34, WTIC 30-25, WCKZ 28-17, Y107 32-24, WSPK 32-27, WAEB 35-30, I94 20-16, WHYT Deb 23, WLOL Deb 34 and KHTK Deb 27.

### AFTER 7 HEAT OF VIRGIN

**Singles:** — **Albums:** — **Avg Move:** 2.50 **Aggrsv:** 5  
New(?) single goes right on at KHTK, Y107, KJ103, KFFM, Q101, Q104, WABB, WAYS, WQGN, WSPK, WRCK, KAKS and KYRK. Moves 31-24 WLOL, 27-23 WNCI, 27-23 WCKZ, 25-20 I94, Deb 31 PWR99, Deb 40 WTIC and Deb 29 KLUC.

### PEBBLES LOVE MAKES MCA

**Singles:** — **Albums:** — **Avg Move:** 2.00 **Aggrsv:** 2  
Duet with Babyface picks up new play in NYC and Tampa. Adds include HOT97, PWRPIG, WTIC, Y108, I95, Y107, KNOE, Q104, WFHT, KCAQ, WAEB, I94 and KAKS. Moves at WCKZ 35-27. Already on at KIIS, KKFR and KS104.

### BLACK BOX I DON'T KNOW DECON/RCA

New single goes on out of the box at HOT97, PWRPIG, WKSS, WNVZ, 999KHI, KFBQ, KKRD, KNOE, WFHT, WILN, WOVV, WPRR, WDJX, KIKX, B98 and WZKX.

### URBAN DANCE SQUAD DEEPER SHADE ARISTA

Picking up action from MTV play with adds from Y107, WCKZ, WABB and WILN.

## ROCK/POST MODERN

### INXS DISAPPEAR ATLANTIC

**Singles:** 50\* **Albums:** 20 **Avg Move:** 2.07 **Aggrsv:** 15  
Big second week with more adds from B94, WKBQ, KISN, WKDD, WKZL, WZZG, G98, KFBQ, KFRX, KFTZ, KLYV, KMOK, KWNZ, KWTX, KZII, Q101, WBNQ, WCIL, WHHY, WJAD, WKPE, WQGN, WSPK, WYKS, WZOK, WWFX, WDJX, Z102, KZOU, WAEB and WRQN. Moves at 36-26 KQCR, Deb 32 KSAQ, Deb 28 HOT94.9, Deb 35 Y107, Deb 20 WLRW, Deb 29 KKRD, Deb 31 WPRR, Deb 32 CK105, Deb 33 WIFC, Deb 36 KYYY and Deb 37 999KHI.

### AC/DC MONEY TALK ATCO

**Singles:** — **Albums:** 7  
Huge album sales lead with video play helping. Out of the box at PIRATE, 93Q, 99KG, CK105, KFBQ, KFMW, KFTZ, KG95, KNOE, KSMB, KYYY, KZII, SLY96, WJMX, WOMP, WPRR, WVSR, WWFX, ZFUN, WSKZ, WTFX, JET-FM, WOKI, FM104 and YES97.

### WARRANT I SAW RED COLUMBIA

**Singles:** — **Albums:** 26 **Avg Move:** 2.03 **Aggrsv:** 9  
Power ballad gains more Top 40 support with MTV play helping. New at KSAQ, 95XXX, 999KHI, KBFM, KCHX, KG95, WIFC, WPFR, WWFX, WAAL, WSKZ, KF95, WANS, WKRZ, FM104 and KQIZ. Jumps at WHTO 38-24, WOMP 37-30, WAEB 39-33, WPXR Deb 30, KFBQ Deb 34, Q104 Deb 34, 99KG Deb 35, KYYY Deb 37, KFMW Deb 39, WJMX Deb 40 and WPST Deb 37.

### BAD COMPANY IF YOU NEED ATCO

Great research where played with new adds from KXX106, Y107, WVIC, G98, KTRS, Q104, WIFC, WVBS and WRQN. Moves at KMYZ 2-1, WKZL 33-26, KLYV 38-32, WHHY 23-18, KFTZ 33-29, WAAL 39-35, WJAD 26-22, WJMX 31-27, WOMP 33-29, WPXR 22-18, WOKI 27-21, WMJQ Deb 28 and WKSE Deb 30.

### TRIXTER GIVE IT TO ME GOOD MCA

Pulling phones and selling albums from MTV play with new radio play at G98, KFMW, KG95, KNOE, KTMT, KZII, WDBR, WOMP, WWFX, ZFUN, KCAQ and KIKX. Moves 30-26 YES97 and Deb 28 KATM. On at PIRATE.

### IGGY POP CANDY VIRGIN

Airplay continues to spread with requests already being reported. New for KRBE, PWR99, WKBQ, KWSS, K96.7, 99KG, KFTZ, KNOE, WWFX, Y94 and KCAQ. Jumps 29-23 KSAQ, 29-25 HOT94.9, 22-17 KFMW, Deb 30 KHTK, Deb 37 KMOK and Deb 38 ZFUN.

### BLACK CROWES HARD TO HANDLE DEF AMER/GEF

**Singles:** — **Albums:** 27  
Album sales helping with adds at Y107, WNYP, B98 and more. Moves 6-5 Q104, 10-8 YES97, 23-16 WCIL, 20-16 KFTZ, 37-33 KMOK, 19-14 WOKI, Deb 21 I95 and Deb 28 WKZL.

### SOUP DRAGONS I'M FREE B LIFE/POL

MTV play helping with more Top 40 action including WHYT, K96.7, G98, KQHT and more. Jumps at WKBQ 31-27, ZFUN 35-30, KSMB Deb 31 and KBOZ Deb 39.

### CHARLATANS U.K. ONLY ONE I RCA/BB

Huge Post Modern record with support at Top 40 from WNVZ, 999KHI, KNOE, KZII, WJMX, KF95 and KATM.

## POP/ADULT

### CELINE DION WHERE DOES EPIC

Big at Adult radio with new believers this week from 999KHI, KCHX, KFFM, KG95, KYYY, WAAL, WILN, WNYP, CK105 and KF95. Debuts 30 Q106, Deb 30 Y108, Deb 34 KISN, Deb 30 WZZG, Deb 34 WKZL, Deb 38 WDBR and Deb 40 WFLY.



# CLOSE to the BOWEN

**One thing about Capitol Nashville's head Jimmy Bowen — he knows how to get the job done. Since taking the helm of the once-beleaguered label last spring, he has turned its fortunes around, in large part due to the success of Garth Brooks' self-titled debut album and his recently released "No Fences." But Bowen's just begun. This is, after all, the man who helped Reba McEntire cross into precious metal sales during his tenure at MCA. He also co-produced many of George Stralt's classic works of the late '80s. Helping artists focus their musical vision has always been something of a priority for Bowen, who moved to Nashville 14 years ago to head up Elektra's country division, where he galvanized rowdy guy Hank Williams Jr.'s career artistically and commercially. It wasn't long before Elektra joined forces with Warner Bros. Nashville, and an important alliance was forged that made the Bunny one of the leaders in the new traditionalist movement that took root during the mid-to-late-'80s.**

**Bowen's own experiences as an artist — he broke into the business as co-author of the Buddy Knox hit "Party Doll" and sang on its B-side, "I'm Sticking With You" — have given him the ability to communicate with other musicians. As a Reprise staff producer who recorded several members of Sinatra's famed Rat Pack — including the Chairman himself on the classic "That's Life" — Bowen learned a few key lessons about talent, most notably, "I never met a superstar who didn't know what they should sing." And, at the brave new Capitol, Bowen feels he has several untapped superstars with unlimited potential. In addition to Tanya Tucker — who Bowen feels hasn't come close to maximizing her audience — there's crystal-voiced Suzy Bogguss, Southern blues-belter T. Graham Brown, newcomer Linda Davis and Southern Boogie boys Pirates of the Mississippi. The legendary Bowen is known as a riverboat gambler not afraid to take the big risk, but he finally lost his pants when he agreed to a little "skins" game with HITS' low-handicap Neobilly Ringer Holly Gleason.**

**Country's selling very strong right now. Do you think it's selling to more people, or are the same fans simply buying more music?**

For a country-based artist to sell gold or platinum, they've got to reach outside the core country consumer. They've got to get that consumer who buys a little of

everything — if they like James Taylor, for instance, maybe they'll try Reba because they saw her on Arsenio Hall. Or they saw k. d. lang on VH-1 and decided to buy the record. Then they find out it's marvelous, and they tell everybody they know. It's a word-of-mouth situation. The adult consumer doesn't

have the gnawing need to buy music. Over the last 20 years, you have consumers raised on Top 40 radio that can't relate to the format. In looking for music they like now, they're finding some of it on country radio. They'll listen until they hear something they don't like — then maybe they'll try the

Adult station, because they can't find anything that'll hold them for an hour.

The Southern rock resurgence you're starting to see — with the Headhunters, Pirates of the Mississippi and several others — is going to cause even more people to hear country music. Country music is doing better than ever since I've been here — and that's been 14 years. It's also because we're making a better 40 minutes of music. We've got producers in town, coupled with some neat new artists, who're causing some great music to be made quicker. Radio's getting better music from these new acts and discovering their ratings aren't falling. So they're consistently programming more new artists and things are starting to get real exciting.

**Beyond making great music, what else must the record companies do to facilitate this new growth?**

You have to establish the artist at their base — radio and video. Once you've done that, you've got to take it to the masses. Having the music is the key, but then you've got to know how to get it in Musicland and available to the buyer, which is all about relationships, money, planning and pre-sell. We don't do point-of-purchase anymore because there's no room for it. You have to make the retailer and the rack buyer aware that they've got something

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### PEBBLES LOVE MAKES MCA

**Singles:** — **Albums:** — **Avg Move:** 2.00 **Aggrsv:** 2  
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### BLACK BOX I DON'T KNOW DECON/RCA

New single goes on out of the box at HOT97, PWRPIG, WKSS, WNVZ, 999KHI, KFBQ, KKR, KNOE, WFHT, WILN, WOVV, WPRR, WDJX, KIKX, B98 and WZKX.

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### WARRANT I SAW RED COLUMBIA

**Singles:** — **Albums:** 26 **Avg Move:** 2.03 **Aggrsv:** 9  
Power ballad gains more Top 40 support with MTV play helping. New at KSAQ, 95XXX, 999KHI, KBFM, KCHX, KG95, WIFC, WPRR, WWFX, WAAL, WSKZ, KF95, WANS, WKRZ, FM104 and KQIZ. Jumps at WHTO 38-24, WOMP 37-30, WAEB 39-33, WPXR Deb 30, KFBQ Deb 34, Q104 Deb 34, 99KG Deb 35, KYYY Deb 37, KFMW Deb 39, WJMX Deb 40 and WPST Deb 37.

### BAD COMPANY IF YOU NEED ATCO

Great research where played with new adds from KXX106, Y107, WVIC, G98, KTRS, Q104, WIFC, WVBS and WRQN. Moves at KMYZ 2-1, WKZL 33-26, KLYV 38-32, WHHY 23-18, KFTZ 33-29, WAAL 39-35, WJAD 26-22, WJMX 31-27, WOMP 33-29, WPXR 22-18, WOKI 27-21, WMJQ Deb 28 and WKSE Deb 30.

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Pulling phones and selling albums from MTV play with new radio play at G98, KFMW, KG95, KNOE, KTMT, KZII, WDBR, WOMP, WWFX, ZFUN, KCAQ and KIKX. Moves 30-26 YES97 and Deb 28 KATM. On at PIRATE.

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Airplay continues to spread with requests already being reported. New for KRBE, PWR99, WKBQ, KWSS, K96.7, 99KG, KFTZ, KNOE, WWFX, Y94 and KCAQ. Jumps 29-23 KSAQ, 29-25 HOT94.9, 22-17 KFMW, Deb 30 KHTK, Deb 37 KMOK and Deb 38 ZFUN.

### BLACK CROWES HARD TO HANDLE DEF AMER/GEF

**Singles:** — **Albums:** 27  
Album sales helping with adds at Y107, WNYP, B98 and more. Moves 6-5 Q104, 10-8 YES97, 23-16 WCIL, 20-16 KFTZ, 37-33 KMOK, 19-14 WOKI, Deb 21 I95 and Deb 28 WKZL.

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# CLOSE to the BOWEN

One thing about Capitol Nashville's head Jimmy Bowen — he knows how to get the job done. Since taking the helm of the once-beleaguered label last spring, he has turned its fortunes around, in large part due to the success of Garth Brooks' self-titled debut album and his recently released "No Fences." But Bowen's just begun. This is, after all, the man who helped Reba McEntire cross into precious metal sales during his tenure at MCA. He also co-produced many of George Strait's classic works of the late '80s. Helping artists focus their musical vision has always been something of a priority for Bowen, who moved to Nashville 14 years ago to head up Elektra's country division, where he galvanized rowdy guy Hank Williams Jr.'s career artistically and commercially. It wasn't long before Elektra joined forces with Warner Bros. Nashville, and an important alliance was forged that made the Bunny one of the leaders in the new traditionalist movement that took root during the mid-to-late-'80s.

Bowen's own experiences as an artist — he broke into the business as co-author of the Buddy Knox hit "Party Doll" and sang on its B-side, "I'm Sticking With You" — have given him the ability to communicate with other musicians. As a Reprise staff producer who recorded several members of Sinatra's famed Rat Pack — including the Chairman himself on the classic "That's Life" — Bowen learned a few key lessons about talent, most notably, "I never met a superstar who didn't know what they should sing." And, at the brave new Capitol, Bowen feels he has several untapped superstars with unlimited potential. In addition to Tanya Tucker — who Bowen feels hasn't come close to maximizing her audience — there's crystal-voiced Suzy Bogguss, Southern blues-belter T. Graham Brown, newcomer Linda Davis and Southern Boogie boys Pirates of the Mississippi. The legendary Bowen is known as a riverboat gambler not afraid to take the big risk, but he finally lost his pants when he agreed to a little "skins" game with HITS' low-handicap Neobilly Ringer Holly Gleason.

**Country's selling very strong right now. Do you think it's selling to more people, or are the same fans simply buying more music?**

For a country-based artist to sell gold or platinum, they've got to reach outside the core country consumer. They've got to get that consumer who buys a little of

everything — if they like James Taylor, for instance, maybe they'll try Reba because they saw her on Arsenio Hall. Or they saw k. d. lang on VH-1 and decided to buy the record. Then they find out it's marvelous, and they tell everybody they know. It's a word-of-mouth situation. The adult consumer doesn't

have the gnawing need to buy music. Over the last 20 years, you have consumers raised on Top 40 radio that can't relate to the format. In looking for music they like now, they're finding some of it on country radio. They'll listen until they hear something they don't like — then maybe they'll try the

Adult station, because they can't find anything that'll hold them for an hour.

The Southern rock resurgence you're starting to see — with the Headhunters, Pirates of the Mississippi and several others — is going to cause even more people to hear country music. Country music is doing better than ever since I've been here — and that's been 14 years. It's also because we're making a better 40 minutes of music. We've got producers in town, coupled with some neat new artists, who're causing some great music to be made quicker. Radio's getting better music from these new acts and discovering their ratings aren't falling. So they're consistently programming more new artists and things are starting to get real exciting.

**Beyond making great music, what else must the record companies do to facilitate this new growth?**

You have to establish the artist at their base — radio and video. Once you've done that, you've got to take it to the masses. Having the music is the key, but then you've got to know how to get it in Musicland and available to the buyer, which is all about relationships, money, planning and pre-sell. We don't do point-of-purchase anymore because there's no room for it. You have to make the retailer and the rack buyer aware that they've got something

# CROSSOVERS

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

**INXS** has a big second week with adds everywhere while former **Wildcard**, **C&C Music Factory** is spreading and already pulling phones where played. **AC/DC** has huge album sales (over 1 million) and this cut is

generating early requests. The new **Warrant** gains more play this week with strong Lp sales helping. Keep watching **Iggy Pop** — the airplay is spreading with new action in **Houston, Atlanta and St. Louis**.

## BLACK/DANCE

### C&C MUSIC FACTORY GONNA MAKE COLUMBIA

**Singles:** 46\* **Albums:** — **Avg Move:** 2.63 **Aggrsv:** 19  
Former Wildcard is already pulling phones and spreads with big support in the majors. New adds at MTV, Z100, B94, Y95, PWR99, Q105, K96.7, 99KG, KBFM, KKRD, WBXX, WILN, WYKS, WAAL, WPST, Z102, KZOU, WANS and WFLY. Jumps at HOT97 12-10, WKSS 17-9, WZOU 27-23, PWRPIG 38-34, WTIC 30-25, WCKZ 28-17, Y107 32-24, WSPK 32-27, WAEB 35-30, I94 20-16, WHYT Deb 23, WLOL Deb 34 and KHTK Deb 27.

### AFTER 7 HEAT OF VIRGIN

**Singles:** — **Albums:** — **Avg Move:** 2.50 **Aggrsv:** 5  
New(?) single goes right on at KHTK, Y107, KJ103, KFFM, Q101, Q104, WABB, WAYS, WQGN, WSPK, WRCK, KAKS and KYRK. Moves 31-24 WLOL, 27-23 WNCI, 27-23 WCKZ, 25-20 I94, Deb 31 PWR99, Deb 40 WTIC and Deb 29 KLUC.

### PEBBLES LOVE MAKES MCA

**Singles:** — **Albums:** — **Avg Move:** 2.00 **Aggrsv:** 2  
Duet with Babyface picks up new play in NYC and Tampa. Adds include HOT97, PWRPIG, WTIC, Y108, I95, Y107, KNOE, Q104, WFHT, KCAQ, WAEB, I94 and KAKS. Moves at WCKZ 35-27. Already on at KIIS, KKFR and KS104.

### BLACK BOX I DON'T KNOW DECON/RCA

New single goes on out of the box at HOT97, PWRPIG, WKSS, WNVZ, 999KHI, KFBQ, KKRD, KNOE, WFHT, WILN, WOVV, WPRR, WDJX, KIKX, B98 and WZKX.

### URBAN DANCE SQUAD DEEPER SHADE ARISTA

Picking up action from MTV play with adds from Y107, WCKZ, WABB and WILN.

## ROCK/POST MODERN

### INXS DISAPPEAR ATLANTIC

**Singles:** 50\* **Albums:** 20 **Avg Move:** 2.07 **Aggrsv:** 15  
Big second week with more adds from B94, WKBQ, KISN, WKDD, WKZL, WZZG, G98, KFBQ, KFRX, KFTZ, KLYV, KMOK, KWNZ, KWTX, KZII, Q101, WBNQ, WCIL, WHHY, WJAD, WKPE, WQGN, WSPK, WYKS, WZOK, WWFX, WDJX, Z102, KZOU, WAEB and WRQN. Moves at 36-26 KQCR, Deb 32 KSAQ, Deb 28 HOT94.9, Deb 35 Y107, Deb 20 WLRW, Deb 29 KKRD, Deb 31 WPRR, Deb 32 CK105, Deb 33 WIFC, Deb 36 KYYY and Deb 37 999KHI.

### AC/DC MONEY TALK ATCO

**Singles:** — **Albums:** 7  
Huge album sales lead with video play helping. Out of the box at PIRATE, 93Q, 99KG, CK105, KFBQ, KFMW, KFTZ, KG95, KNOE, KSMB, KYYY, KZII, SLY96, WJMX, WOMP, WPRR, WVSR, WWFX, ZFUN, WSKZ, WTFX, JET-FM, WOKI, FM104 and YES97.

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# REQUESTS

**Stevie B** stays at the top of the class this week with **Madonna** riding his coat tails. **DNA** makes big gains in requests this week as it jumps into the third spot followed closely by **Deee-Lite** and **2 In A Room**. **Surface** makes a

showing this week as it picks up request momentum and is performing at Top 40. Keep an eye out for **Iggy Pop** and **C&C Music** as programmers are reporting an increase in calls.

**STEVIE B BECAUSE I LOVE... LMR/RCA**

Huge average move continues to tell the story along with monster single sales. Heavy phone action continues this week at B94, HOT999, JETFM, KDWB, KF95, KG95, KHTK, KKSS, KMCK, KNIN, KWOD, KYRK, KYYY, KZIO, WAEB, WAVA, WCIL, WGTZ, WHITE, WIOQ, WLOL, WLRW, WNYP, WOHT, WQGN, WQXA, WRCK, WRQN, WRVQ, WWCK, WWFX, WXKS, WZOK, Y102 and ZFUN.

**MADONNA JUSTIFY MY LOVE SIRE/WB**

This mid-tempo dance record continues to explode at radio with retail kicking in this week. Hot mentions this week include: 95XIL, HOT97, HOT999, KBFM, KDWB, KF95, KOY, KQCR, KTFM, KTRS, KWOD, KYRK, KZIO, WAEB, WAPE, WAVA, WAYS, WBNQ, WGTZ, WILN, WIOQ, WLRW, WNNK, WOHT, WRCK, WRQN, WRVQ, WWCK, WWFX, WXKS, WZOK and ZFUN.

**POISON SOMETHING TO... ENIGMA/CAP**

Killer power ballad continues to smoke at Top 40's as well as retail outlets across the country with huge phones this week at 95XIL, B94, JETFM, KEWB, KDWB, KF95, KNIN, PIRATE, WAYS, WBNQ, WHITE, WLRW, WOMP, WRCK, WRQN, WRVQ, WYCR, WZOK, XL93 and Y102.

**DNA/S.VEGA TOM'S DINER A&M**

Massive single sales continue this week with stations such as B104, B94, KEFM, KWOD, KYYY, WAVA, WCIL, WILN, WIOQ, WLOL, WNNK, WQXA, WRCK and ZFUN reporting heavy phones all day long.

**DEEE-LITE GROOVE IS... ELEKTRA**

Monster sales, on both singles and albums, continue this week on this Top 5 single. Tons of calls continue to pour in on this from HOT999, JETFM, KBFM, KYYY, WAPE, WAVA, WBNQ, WHITE, WLRW, WQXA, WRQN, WWFX, WYCR and ZFUN.

**2 IN A ROOM WIGGLE IT CHARISMA**

Killer dance/rap track selling tons of singles and setting the phones on fire this week at B94, HOT97, HOT999, KBFM, KKSS, KMCK, KTRS, KWOD, WHITE, WILN, WIOQ, WNNK, WQGN and WQXA.

**WINGER MILES AWAY ATLANTIC**

Solid rotation at MTV along with huge night time phones leading the way as this one continues to close at Top 40. Hots this week include: 95XIL, JETFM, KBFM, KNIN, WLRW, WOMP, WQUT, WRQN, WRVQ, WSNX, XL93 and Y102.

**BETTE MIDLER FROM A... ATLANTIC**

Smokin' ballad continues to perform this week at both radio and retail this week. Hot reports this week include: 93Q, KF95, KMCK, WAYS, WCIL, WLRW, WNNK, WNYP, WOHT, WOMP, WQXA and WRCK.

**DAMN YANKEES HIGH ENOUGH WB**

Hot rock ballad continues to perform at radio as it gains more momentum each week. Active rotation at MTV giving a boost as heavy phones continue this week at 95XIL, KNIN, KWOD, KYRK, WAPE, WBNQ, WQUT, WRVQ, WYCR and Y102.

**T T TONE FEEL'S GOOD WING/POLY**

Funky dance track continues to "Feel Good" at Top 40 as it also enjoys Top 15 single sales nationally. Solid video rotation lending support and HOT97, HOT999, WAPE, WBNQ, WHITE, WILN, WIOQ, WNNK and WQXA are reporting heavy phones.

**ALIAS MORE THAN WORDS EMI**

Huge airplay continues to lead along with massive phones in all dayparts and a ton of single sales. Tons of requests this week at KBFM, KMCK, KZIO, WLRW, WRCK, WYCR and Y102.

**SURFACE FIRST TIME COLUMBIA**

Former wildcard is performing well at radio as single sales start to kick in. Setting the phones ablaze this week at KHTK, KOY, KTFM, WAEB, WHITE and WOHT.

**BELL BIV DEVOE I THOUGHT... MCA**

Hot dance single working where played with new re-mixes helping. Hot phones this week at KTFM, KWOD, WBXX, WCIL, WHITE and WXKS.

**ALSO GAINING REQUEST MOMENTUM**

**NELSON  
J JACKSON  
IGGY POP**

**AFTER THE RAIN DGC  
LOVE WILL... A&M  
CANDY VIRGIN**

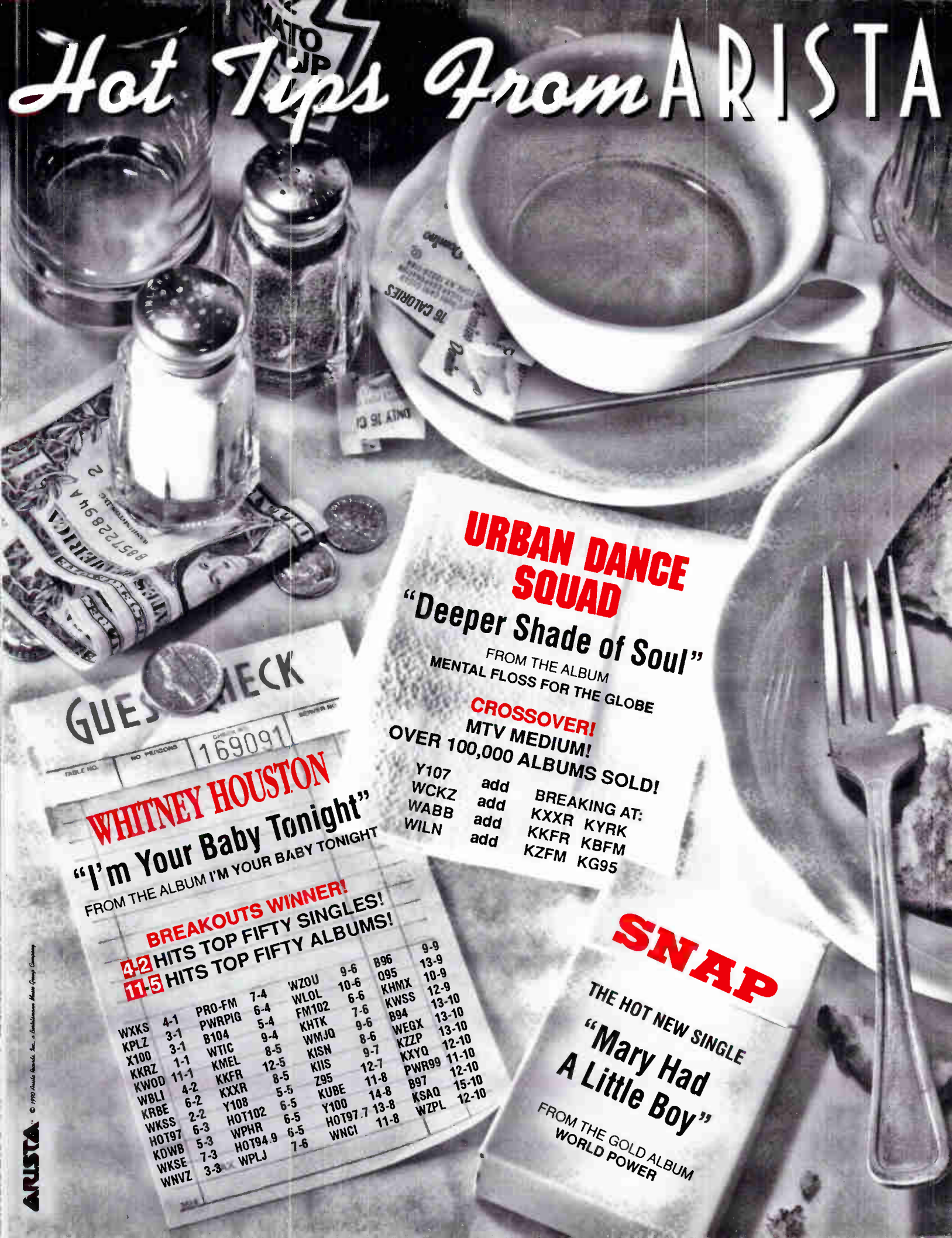
**BLACK CROWES  
C & C MUSIC  
WARRANT**

**HARD TO...  
MAKE YOU...  
I SAW RED**

**D AM/GEF  
COLUMBIA  
COLUMBIA**



# Hot Tips From ARISTA



## URBAN DANCE SQUAD

"Deeper Shade of Soul"

FROM THE ALBUM  
MENTAL FLOSS FOR THE GLOBE

**CROSSOVER!**  
MTV MEDIUM!

OVER 100,000 ALBUMS SOLD!

- |      |     |              |
|------|-----|--------------|
| Y107 | add | BREAKING AT: |
| WCKZ | add | KXXR KYRK    |
| WABB | add | KKFR KBFM    |
| WILN | add | KZFM KG95    |

## GUEST CHECK

TABLE NO. \_\_\_\_\_ NO. PERSONS \_\_\_\_\_

CHECK NO. **169091** SERVER'S NO. \_\_\_\_\_

## WHITNEY HOUSTON

"I'm Your Baby Tonight"

FROM THE ALBUM I'M YOUR BABY TONIGHT

**4-2 HITS TOP FIFTY SINGLES!**  
**11-5 HITS TOP FIFTY ALBUMS!**

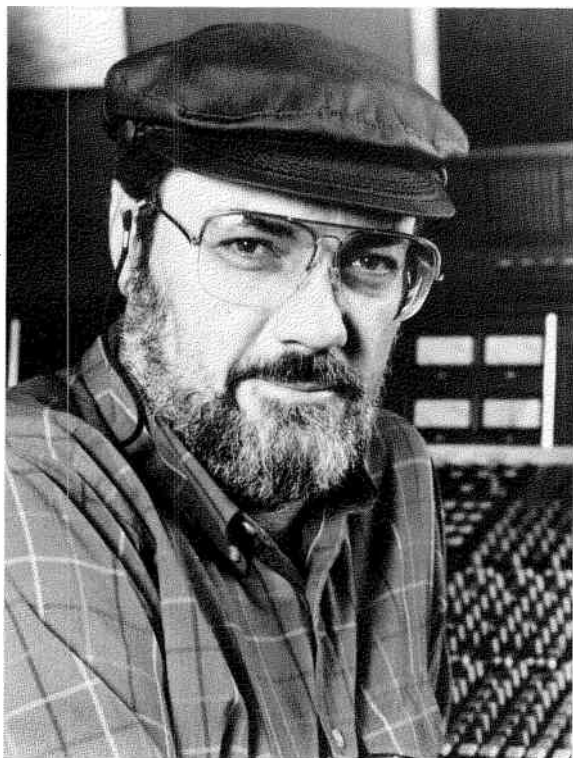
WXKS 4-1	PRO-FM 7-4	WZOU 9-6	B96 9-9
KPLZ 3-1	PWRPIG 6-4	WL0L 10-6	O95 13-9
X100 3-1	B104 5-4	FM102 6-6	KHMX 10-9
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WKSS 2-2	Y108 5-5	Z95 12-7	PWR99 11-10
HOT97 6-3	HOT102 6-5	KUBE 11-8	B97 12-10
KDWB 5-3	WPHR 6-5	Y100 14-8	KSQA 15-10
WKSE 7-3	HOT94.9 6-5	HOT97.7 13-8	WZPL 12-10
WNVZ 3-3	WPLJ 7-6	WNCI 11-8	

## SNAP

THE HOT NEW SINGLE

"Mary Had A Little Boy"

FROM THE GOLD ALBUM  
WORLD POWER



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that's for more than just the country section. You've got to convince them to put Garth Brooks between Vanilla Ice and M.C. Hammer — and that doesn't happen for free. That's marketing. You can't cause it to happen, but you can expand sales once you realize you have something special.

The first time Reba McEntire went on Arsenio Hall, two million people saw her and we felt the increase across the counter. They were intrigued enough to buy the album, and once they did, they were saying, "Y'know, I like that red-headed girl from Oklahoma," 'cause they're brand-new to it. John Schneider was down here with me after having four #1 country hits and he says, "Bowen, no one in the real world even knows I sing." That's true, because in New York and L.A., country music's way down on the totem pole. When he went back to Hollywood, people'd say, "What are you doing now?" When you're 8, 9, 10% of the business, you're always fighting to keep that space at retail, while at the same time trying to expand it. But all the marketing in the world won't help you if you don't have the music and the initial sales.

**You have the biggest roster of any label in Nashville. Does that present any special challenges?**

It's very difficult because a lot of these acts are either making a comeback or are brand-new. Radio gets 15 new records a week and they can add three. But I've always said, if you've got a great record, it will get through. I want the artists I work with to pick music that represents them — then we can go after it. You never know — if I did, I'd stay in my office and just consult the industry. If people like something, they'll let you know. Glen Campbell had three stiffs before he cut a song called "Gone, Gone, Gone" that was a hit. People think we tell *them*, but that's not true; *they* tell us. All we can do is try to get it exposed so they can say yes or no to it.

**Suzu Bogguss was saying that when she made her debut album [the just-released "Moment of Truth"], you really put the onus of creative responsibility on her, and that it was a little bit scary.**

Artists almost have a heart attack when they realize that's what the deal is. But if you've ever been around Hank Williams Jr., you know that you don't tell him what to do. And I learned this in the '60s when I was working with Frank Sinatra — it's his music. He's just hired you to help him do it. Suzu's a unique situation, because she's developing. She's got a real shot, but there's only 50% of her on this record.

**You allow your artists to pick their own material, too.**

I never met a superstar that didn't know what they oughta sing. Once you connect with an artist, it'll happen over and over. I

think it's illogical for me to tell an artist what to sing. Especially women. I don't know what women want to hear because I'm not one — and they're the major music consumers. It used to be this real macho redneck world. Reba wasn't put in charge of her own music until I started working with her. Then I told her, "I can get great musicians who'll play for you and help you pick the songs, but if you don't know what you should sing, then you'll never sell records."

**How do you reconcile artistic self-determination with commercial constraints?**

I talk to my regional field promotion and marketing people every weekend, in addition to the people in the office, so I get an idea of what's going on out there. Then I tell my artists, "be yourself, but while you're doing that, give me three for radio."

**How many artists are you involved in producing now?**

Six or seven. At Elektra, Warners and MCA, I was a lot more involved in production. Back then, we didn't have [RCA A&R VP] Josh Leo, Barry Beckett or James Stroud in town. Now we have people you can trust in the studio. It used to concern me

when some producers put their own ego trips on the artists and you'd end up with a half-assed record — half-artist, half-producer or half-engineer — and that's not the real thing.

**Capitol's really turned around since you've been there. What kind of changes did you make?**

I had to change 90% of the staff. When you take over a company, you want to keep as many people as you can because they know what's going on. But you've got to keep the ones who can work within the system you're setting up. My attitude is, "This is your job description.... if we need to change it, let me know." Then I show all the departments how to interact with each other. I give them the big picture, how they plug into it and then I want them to do their jobs.

At Warners, we took Martha Sharp, who was a songwriter and my assistant, and made her head of A&R. We had Nick Hunter, who's still the best promotion man in town and who also has good song-sense. We brought Janice Azrak in from the West Coast to handle publicity. We built a team. At Capitol, I was fortunate to find Joe Mansfield, who has lots of experience and

**"You've got to convince [the retailer] to put Garth Brooks between Vanilla Ice and M.C. Hammer."**

**> HE CAN GET IT FOR YOU WHOLESALE:** Capitol's no-nonsense leader Jimmy Bowen (l) wonders if rising label artiste T. Graham Brown buys his threads at the same place as Doc Severinsen does, but T. G.'s shirt was so loud he couldn't hear him.



**< NEOBILLY N'YUKS:** Capitol chief Jimmy Bowen (r) has the title role in the Nashville summer stock country swing musical comedy version of the life of the *Three Stooges*, "Shemp Cries In His Beer," as Tanya Tucker (c), playing Larry, bangs Jimmy's head with "Moe" Smith. The show opens June '91 at the Grand Ole Opry.



**< A BOWEN TO PICK** : Music City legend **Jimmy Bowen** (l) gets involved in artist development. Here he critiques label superstar **Garth Brooks'** clip-on tie and white hat, while the singer's wife **Sandy** admits she accidentally dropped the squirting bolo and the propeller beanie down the garbage disposal.

**> SOUTHERN COMFORT**: No, these are not charter members of the "I've Slept Through A Holly Gleason Monologue Club" — it's Dialogue Subject **Jimmy Bowen** trying to hustle members of *Pirates of the Mississippi* into spotting him and our Low-Handicap Neobilly Goddess a stroke per hole in high-stakes golf (l-r): band members **Rich Alves**, **Dean Townson** and **Bill McCorvey**; Bowen; band member **Pat Severs** and Capitol Nashville VP Promotion **Bill Catino**.



wanted to move to Nashville. Bill Catino has been with me for six years, but he was head of promotion at Cleveland International when they had Meat Loaf.

The thing about labels is, how can you build slowly and not sacrifice the music that you've got? You can't. So, you've got to hit the ground running with the best pros you can find. This is the quickest I've ever had a label come together.

**Do you have a guiding philosophy?**

It doesn't take genius to take care of music, just hard work. Genius comes in the music. I watch Galante — if he does something that works at retail, I'll do it. I don't care if I'm second doing it — if it works, I'll just change the name of it and do it. If I see Nick Hunter doing something in promotion, I'll do it. You have to be set up to move. When I came in, Capitol was spending all their money on Anne Murray and none on Garth. Somebody just wasn't paying attention, because in the Southeast, he was breaking out. His success hasn't surprised us — just the degree.

**We're back to sales again.**

Because we finally have a few artists who are selling like pop acts. There used to be Alabama. Then there was Randy Travis. Then came Clint Black. When Clint broke, I sent Galante a telegram saying, "Congratulations for all of us," because that kind of success makes retail more aware of the genre. Garth is doing the same thing right now. And the second tier is growing, too. You've got Travis Tritt, Alan Jackson and Vince Gill all going gold. It's great music, but it's also getting people into the stores. So now it becomes a question of continuing to make great music or going home.

**Where are you originally from?**

Dumas, Texas. In May of 1956, we had a band called Buddy

Knox. I played bass, Don Lanier, who lives and works here now, was our electric guitar player and we had a drummer. We went to Clovis, New Mexico, where we cut our first records. Buddy Holly and Roy Orbison were both recording there. The reason we went there was because we heard "Ooby Dooby" and went, "Wow! What a great record." We went over there and cut a song called "Party Doll" that Buddy and I'd written, and I ended up singing the B-side, "I'm Sticking With You." We sent it off to five or six labels and nobody paid any attention, so we got up a thousand dollars and got a guy from the Texas panhandle, who'd helped Orbison, to press up 1,000 records. The guy ends up

going to New York City and selling 'em to Morris Levy and Roulette Records. Somewhere right now, wherever the hell he is, Morris is grinning about it. We sold him the masters for three grand and two percent — and we thought we'd made a hell of a deal! The first television show we did was Ed Sullivan. The first gig we did was Times Square. We started at the top and worked our way down. But I'd just as soon go straight down as up and then down. That was back in '56, '57, '58, '59.

**Did you go directly from being an artist to being a producer?**

No, I went to Colorado Springs and back to being a disc jockey. Then I went to California and got into publishing. I figured I gotta eat, so I signed on with American Music as a writer. I produced demos and Glen Campbell sang on 'em, which is when I first met him. In 1962, Bob Marcucci hired me to run the West Coast for Chancellor Records and to start a country label. In November of '63, I went with Reprise.

**Why'd they pick you to start a**

**country label?**

I have no idea. I guess they figured, if you're from Texas, you're country. But then, I was a rock & roller. Of course, I didn't like the Sinatra shit, either. So be careful what you don't like! I wound up really liking all that country stuff, though.

When I first came to Nashville, I was 38. I couldn't rock & roll anymore. And I found a lyric I could relate to. I fell in love with this music. I spent the first three years at Tompall Glaser's studio, and it was around the time Waylon was at RCA and getting away from the formula country shit. Tompall'd spend days saying stuff like, "This is what a fiddle sounds like!" or, "This is what a country guitar sounds like." He'd play me all these things and just keep sucking me in. And it worked.

**What do you see in the future for Neobilly?**

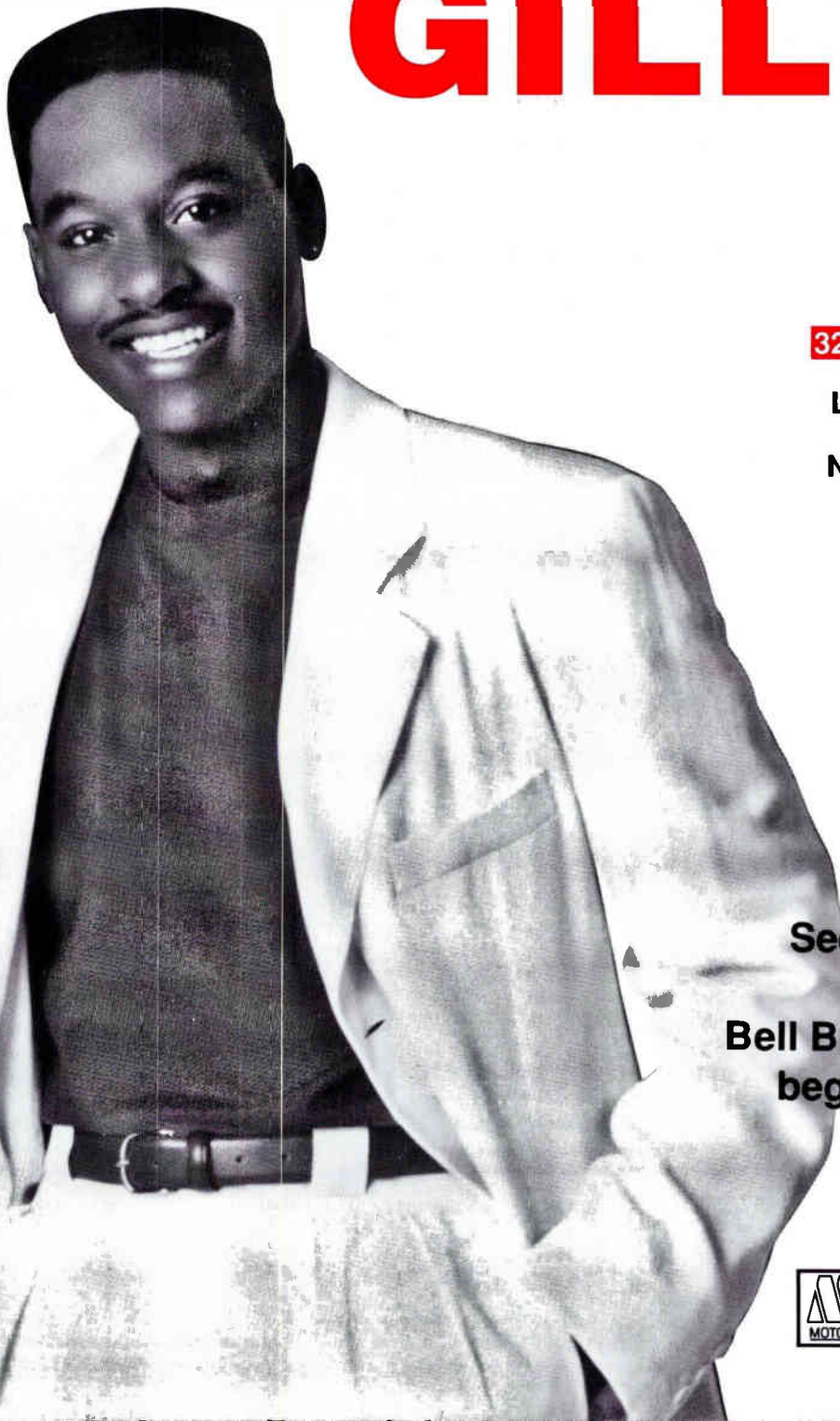
The next thing you're going to see is strong women. Women buy the records, and if we put out records that have something to say to them, they're going to respond. ★

**"The Southern rock resurgence... with the Headhunters, Pirates of the Mississippi and several others — is going to cause even more people to hear country music."**

# FAIRWEATHER FRIEND

the third smash single from

# JOHNNY GILL



**FLASHMAKER!**

**32-27** HITS TOP FIFTY SINGLES!

LP NEAR TRIPLE PLATINUM!

NOW ON OVER 150 TOP 40'S!

HOT102 add  
KXX106 add  
WRVQ add  
WPGC 1-1  
FM102 3-3  
KMEL 7-7  
KIIS 10-10  
Y107 19-12  
HOT97.7 17-13  
PWR106 21-16  
KISN 34-30

See Johnny Gill on his  
150 city tour with  
Bell Biv DeVoe & Keith Sweat  
beginning in December.



**PRODUCED BY  
L.A. & BABYFACE  
FOR LA FACE, INC.**

# "Funk E" but Chic

Frank started his radio career in the mid-'70s at age 15, as the youngest deejay in South Florida, working at the original 96X under such programming gods as Jerry Clifton, Joel Denver and Beau Raines. Frank was a 19-year-old APD when the station changed to Disco96, giving him his first professional exposure to dance music, and it was his job to hit the streets and find the dance hits. Frank left Disco96 and went to 195 to work for Keith Isley (with whom he now competes), and then moved to Y100 to work for Bill Tanner. After leaving Y100, Frank spent two-and-a-half years in San Antonio, first at KTFM and then at KITY, and in the mid-'80s, he went back to South Florida to program a small station called Rhythm98. "We were doing a cross between Black & Dance in the mid-'80s," he points out, "and it finally caught on nationally a few years ago." Tanner, who at the time was at Hot105, became a big fan of Rhythm98, and today Walsh is reunited with Tanner at Power96 in Miami, Fla., where he is APD. The two were rejoicing in their togetherness when HITS' radio loser Todd Hensley reminded them that even when things are going good, you still must deal with minor annoyances such as the slobs from magazines like this one.

**Are you happy returning to your home town?**

I was excited to have the chance to work with Bill again, and my intention was to come here to work for a few years and then take off, but I have enjoyed working with Bill so much, and Greg Reed, our GM, is by far the best owner I have come across in my 15 years in radio. He is a programmer's owner. I have seen owners who don't care about programming or people. They make decisions as if they're on

*"I try to put myself in the shoes of a female in her early 20's."*

**Photo:** To have an owner who is concerned about the individual, and who is involved in programming and trusts the programmers, is unusual these days. Anyone else you want to mention as long as we're stroking? And HITS Magazine is the absolute greatest...

**(Ed. Note: Credible interview, huh?)** Where did "Funk E." come from? When I was at 96X working for Jerry Clifton, I was a 15-year-old white boy whose favorite groups were Earth, Wind and Fire, Ohio Players, and the Chi-lites. They said, "Frank, for a white boy,

you're just too damn funky." It stuck. **What was your first "Pick Hit"?** My earliest pick was "We Will Rock You" by Queen. I was at 96X, where Joel Denver was PD, and I had the office next to him. I would play that song at top volume so that it would bang right through his wall. I finally convinced him to play it, and we were the first station in the country to do so.

**Is there a formula or secret to being right about music?**

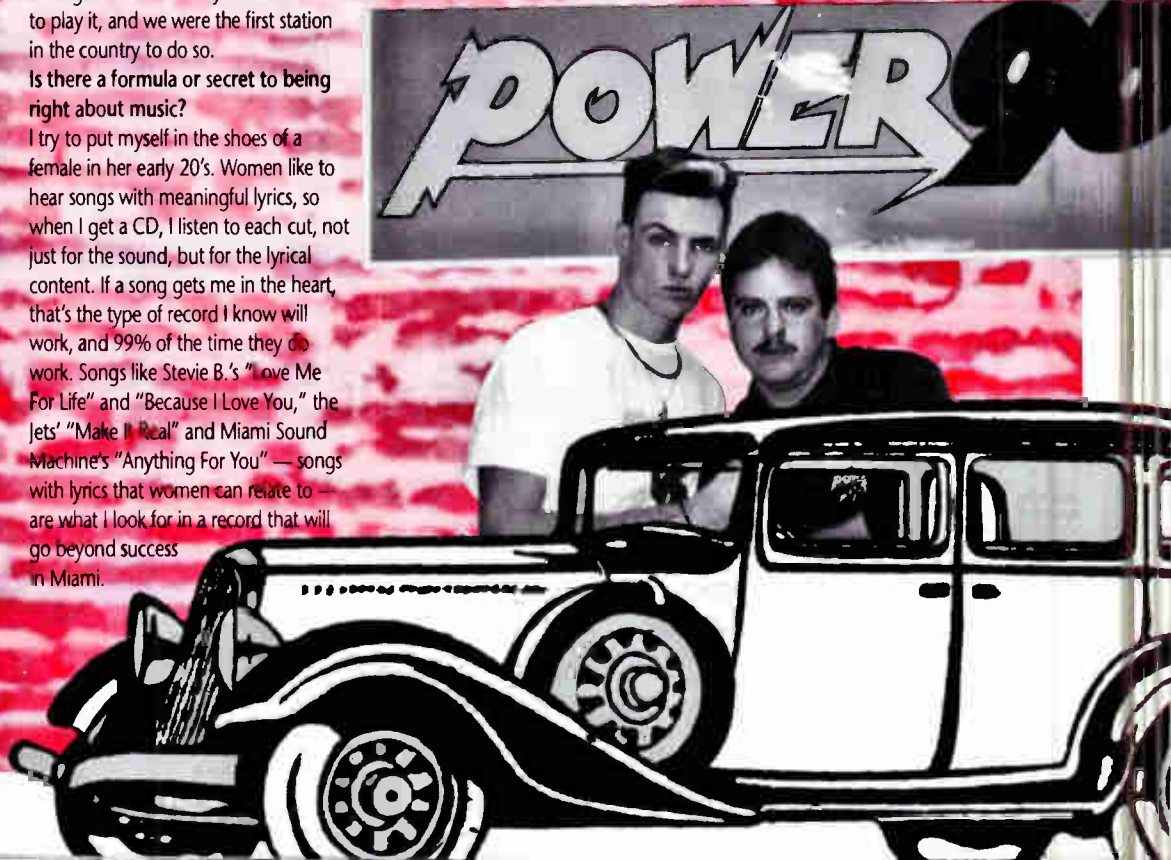
I try to put myself in the shoes of a female in her early 20's. Women like to hear songs with meaningful lyrics, so when I get a CD, I listen to each cut, not just for the sound, but for the lyrical content. If a song gets me in the heart, that's the type of record I know will work, and 99% of the time they do work. Songs like Stevie B.'s "Love Me For Life" and "Because I Love You," the Jets' "Make It Real" and Miami Sound Machine's "Anything For You" — songs with lyrics that women can relate to — are what I look for in a record that will go beyond success in Miami.

**What about Dance records?**

If you really listen to everything — both on large and small labels — you'll have a better opportunity to find a few hits that no one else will. You also have to live a life similar to your audience. You can't say, "Well, I'll find out from these club d.j.s what's working for them." There is nothing like being in a club, or in a park where kids are playing boom boxes, or in a record store where people are buying the product. You have to be there — all the time. It's one thing to get people to tell you what they thought they saw; it's another to be there yourself and feel the crowd reaction. Some say disco came back and has died again, taking Top 40 radio with it. What do you think?

Disco, or dance music, is very much alive and healthy in this country. Look at the most requested songs at major stations. In Seattle, Deee-lite is huge; in Buffalo, 2 In A Room is a big record; Black Box is hot in Houston; Cynthia & Johnny O is happening in New York City and San Antonio. The records are still out there and they still work. The problem with dance music is oversaturation. One station in a market has

success with a dance format, and before you know it, there are three of them. Then stations try to outdance each other, and the audience says, "Stop! We like this stuff, but not that much of it." Then the reverse happens — programmers jump off the Dance boat and say that it's dead, and now they're jumping on the Adult boat. In Miami, we went from having three stations with a dance feel to one — Power96 — to eight stations that lean Adult. Eight stations in a market cannot all be successful playing Adult, so before long a few will come back and try Dance again. Some blame Rap and Dance for the down trend Top 40 experienced in the last book. Is this justified? Each programmer should take a look at their station individually if they're playing too much of any type of music — rap, ballads, whatever. Ever since the "Disco is dead" thing, programmers have wanted to get rid of dance music once and for all, and now they're ready to jump on the Adult bandwagon. But which direction to choose has to be decided on an individual basis, station-to-station and market-to-market. ♦



# candyman

After sweet success  
with his gold single  
"Knockin' Boots",  
the Candyman is back...

melt in  
your mouth

The follow-up single,  
Taken from the Epic release:  
"Ain't No Shame In My Game" 46947

Produced by Candyman, Johnny "J"  
and the Candyland Band  
Management & Creative Direction by  
Jon St. James and Chris Lawmaster

# EARPICKS

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

**AC/DC** hits radio with the first single from their platinum album and all concerned should expect big phones. Also scoring big is the latest from **After 7** which already has a track record at some majors. The first single from **Paul**

**Simon** is well received at Top 40 this week and with Top 5 album sales one could say the public is also interested. Last week's Wildcard, **Keith Sweat** continues to develop emerging as one of the key ballads to jump on.

## WINNERS

<b>1</b>	<b>AC/DC</b>	MONEY TALKS	(Atco)	<b>5</b>	<b>G. LAMOND</b>	NO MATTER...	(Col)
<b>2</b>	<b>AFTER 7</b>	HEAT OF THE...	(Virgin)	<b>7</b>	<b>BLACK BOX</b>	THE ONLY ONE	(RCA/Dec)
<b>3</b>	<b>PAUL SIMON</b>	THE OBVIOUS...	(WB)	<b>8</b>	<b>T. CAMPBELL</b>	ROUND AND...	(P. Pk./WB)
<b>4</b>	<b>KEITH SWEAT</b>	I'LL GIVE YOU...	(Elektra)	<b>9</b>	<b>CHRIS ISAAK</b>	WICKED GAME	(Rep)
<b>5</b>	<b>INXS</b>	DISAPPEAR	(Atlantic)	<b>10</b>	<b>WARRANT</b>	I SAW RED	(Col)

**HITMAN** /99.9KHI/OCEAN CITY  
B Crowes/Warrant/Atooz/B Box

**DOMINICA** /WSSX/CHARLESTON  
T Campbell/P Simon/B Box/After 7

**DONNA AGRESTO**/TRACKS/NORFOLK  
D Gibson/F Sinatra/Deee-Lite

**T ALEXANDER**/B106/FORT WAYNE  
AC-DC/C&C Music Factory/W To Power

**S ANENBERG**/TOWER/WEST COVINA  
J Jackson/Stevie B/E John/B Joel

**ED AUGUST**/WNNK/HARRISBURG  
T Campbell/After 7/D Mode/R Tresvant

**WILLIE B**/KSAQ/SAN ANTONIO  
AC-DC/INXS/K Sweat/I Pop

**DANNY B**/KZFM/CORPUS CHRISTI  
Boys/C Dion/G LaMond & B Starr

**TOMMY B**/KZIO/DULUTH  
D Mode/B Simpson/Dino/K Sweat

**G BAIN**/Q RECORDS & VIDEO/MIAMI  
AC-DC/P Simon/T Campbell/B Box

**M BARNHILL**/RECORD BAR/DURHAM  
AC-DC/C Blonde/B Box/T Spencer

**CINDY BARR**/SPECS/MIAMI  
C&C Music/T Short/T Campbell/M Love

**M BASHKIN**/BAKER & TAYLOR/CHIC  
AC-DC/P Simon/C Blonde/B Box

**L BATCHECK**/REC & TAPE/COLUMB  
B Box/P Simon/Styx/T Spencer

**BOB BECK**/KYYY/BISMARCK  
C Isaak/C Dion/AC-DC

**J BELL**/KATM/COLORADO SPRINGS  
C Isaak/C Dion/AC-DC

**KEN BENSON**/WRQN/TOLEDO  
AC-DC/B Crowes

**FRANKIE BLUE**/Z100/NY  
R Tresvant/AC-DC/K Sweat

**MARK BOLKE**/Y108/DENVER  
P Simon/C Dion

**TED BRANDI**/WLAN/LANCASTER  
INXS/R Palmer

**JIM BRANNAN**/J&R MUSIC/N Y  
J Jackson/S Winwood/2 In A Room/Madonna

**BEN BRENT**/WALL TO WALL/PHILA  
Cher/M Priest/P Collins/D Gibson

**GUY BROUILLARD**/CKOI/MONTREAL  
INXS/G Moore/C Isaak/Rembrandts

**JAMIE BROWN**/PEACHES/SEATTLE  
Charlatans/Waterboys/I Society/Eno & Cale

**MIKE BROWNE**/Y102/READING  
C Dion/AC-DC/C&C Music/K Sweat

**SCOTT BURTON**/WRCK/UTICA  
G LaMond & B Starr/After 7/Pebbles/Styx

**LORI CAMPBELL**/B94/PITTSBURGH  
Trixter/JB Ellis & T Hare/After 7/INXS

**D CARROLL**/CD ONE-STOP/CONN  
INXS/Charlatans UK/Pogues/B South

**BILL CATCHER**/WANS/GREENVILLE  
After 7/Warrant/R Tresvant

**MIKE CHASE**/KMCK/FAYETTEVILLE  
Pebbles/K Sweat/Jaya/Warrant

**S CHRISTIAN**/WILN/PANAMA, FL  
B Box/After 7/D Mode

**D CLARK**/SLY96/SAN LUIS OBISPO  
AC-DC

**J COHEN**/STRAWBERRIES/BOSTON  
Cinderella/R Tresvant/F Jackson/Posies

**DAN CROCE**/TRANS WORLD/ALBANY  
B Box/AC-DC/T Campbell/After 7

**DAVE CURTIS**/LECHMERE/BOSTON  
P Simon/After 7/B Box/C Isaak

**ALBIE D**/WPGC/WASH DC  
F Jackson/W To Power/PC Quest

**CHUCK DAVIS**/WQGN/NEW LONDON  
G LaMond/B Box/INXS/J Addiction

**ROB DAWES**/95XXX/BURLINGTON  
K Sweat/Warrant/After 7

**JOE DAWSON**/WBXX/BATTLE CREEK  
C&C Music/LL Cool J/After 7/BB Devoe



**HAPPY THANKSGIVING TO RETAIL AND RADIO  
FROM MEL DELATIE, CATHY DENNIS AND THE POLYGRAM PROMOTION STAFF.**

**FLASHMAKERS WINNER!  
40-36 HITS TOP FIFTY SINGLES!**

WPLJ	add	WKSS	4-3	
WZOU	add	HOT97	9-6	
KKRZ	add	KYRK	9-8	
WNCI	add	WXKS	14-10	
WPHR	add	KZFM	18-13	
KSAQ	add	B96	18-14	
K92	add	HOT102	21-14	
WDJX	add	WLOL	20-17	
HOT99.9	add	Y107	21-17	
JET-FM	add	PWR106	23-18	
WANS	add	WZZG	24-18	
KIKX	add	98PXY	21-18	
KAKS	add	KHTK	23-19	
WKQB	add	KC101	24-20	
KPFM	add	KKSS	23-20	
KWCK	add	B95	25-21	
KMDK	add	WQXA	25-21	
KOCR	add	WWFX	27-22	
WBNQ	add	WDBR	25-22	
WCGQ	add	CK105	26-23	
WIFC	add	G98	26-23	
WJMX	add	KWOD	32-24	
WPRR	add	B93	28-24	
WQUT	add	Q104	29-24	
ZFUN	add	SLY96	28-24	
		KSND	29-24	
WKSI	deb	I94	27-24	
I95	deb	28	WRVQ	28-25
Y108	deb	29	KFFM	28-25
Y97	deb	29	KISR	28-25
WTHT	deb	30	WYKS	32-27
WBWB	deb	31	WFHT	30-27
B98	deb	31	G105	30-27
WCKZ	deb	32	KZOU	30-27
WABB	deb	32	WRQN	30-27
KTUX	deb	32	KZB	33-27
KAY107	deb	33	KFBQ	36-28
KISN	deb	35	WHY	32-28
XL106	deb	35	WFMF	31-28
KZIO	deb	37	WVBS	34-29
KGOT	deb	37	KLYV	33-29
KCMQ	deb	39	WSPK	38-30
PWR92	deb	39	95XXX	35-30
KBOZ	deb	40	KF95	34-31
KIXY	deb	40	WTFX	35-32
			KFTZ	37-33

*"Sales and requests are building... looks great in 18-34 female call-out... starting to look like a mass appeal hit. Plus it sounds great on radio!"*

—John Peake, PD at KRQ

*"Sounds like an absolute smash! Fits our station like a glove."*

—Lisa Tonacci, PD at B-93

*"Cathy Dennis is one of the hottest songs we are playing."*

—Gerry Cagle, VP Operations at KWOD

*"We're dancing with Cathy Dennis!! It's crossing all demos!"*

—Rick Hayes, PD at KTFM

*"Cathy is a major talent and 'Just Another Dream' is only the beginning of a long career!"*

—Hosh Gureli, MD at KMEL

# Cathy Dennis

## *"Just Another Dream"*

Produced by Dancin' Danny D. for Slam Jam Productions and Shep Pettibone for Mastermix Productions.  
Executive Producer: Bruce Carbone.  
U.S. representation: Arma Andon for SBK Management.  
From the Polydor album MOVE TO THIS.



# EARPICKS

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

**DAVE ELLIOTT/KKBQ/HOUSTON**  
W To Power/C&C Music Factory/Surface

**V ELLIOTT/V VENDORS/KALAMAZOO**  
Madonna/TT Tone/Terminator X/P Enemy

**MARK FEATHER/WQXA/YORK**  
G LaMond/K Sweat/LL Cool J/KLF

**B FENTY/ASSOC 1-STOP/PHOENIX**  
AC-DC/P Simon/T Campbell/G LaMond

**CHUCK FINLEY/WYYS/COLUMBIA**  
AC-DC/P Simon

**S FLETCHERS/FLETCHERS/CHICAGO**  
F Jackson/Levert/K Tee/JJ Fad

**JJ GERARD/KQCR/CEDAR RAPIDS**  
AC-DC/B Box/After 7

**COLLETTE GILBERT/KHTK/ST. LOUIS**  
G LaMond & B Starr/After 7

**PAM GRUND/WIOQ/PHILLY**  
K Sweat/I City/Pat & Mick

**H GURELI/KMEL/SAN FRANCISCO**  
LL Cool J/Pebbles/JB Ellis & T Hare

**BRAD HANSON/WMMS/CLEVELAND**  
AC-DC/J Addiction/INXS/B Idol

**DUSTY HAYES/KBFM/MCALLEN**  
Warrant/U Dance Squad/K Sweat/G LaMond

**KIM HAYES/STREETSIDE/ST. LOUIS**  
T Campbell/C Blonde/AC-DC/Warrant

**H HAZE/KKSS/ALBUQUERQUE**  
B Box/INXS/K Sweat

**STEVE HELLER/ZFUN/MOSCOW**  
Trixter/P Simon

**C HOLMSTROM/ROUND UP/KENT WA**  
40 Dog/AC-DC/W (Not Was)/V Morrison

**D HOUGHTON/UNIVERSAL/PHILLY**  
KT Oslin/P Shop Boys/D Dane/R Cash

**L HUGHES/95XIL/PARKERSBURG**  
Winger

**SCOTT HUGHES/WRQK/CANTON**  
Trixter/D Duran/J Addiction/INXS

**JOHN IVEY/WZOK/ROCKFORD IL**  
K Sweat/C Dion/C Dennis/B Crosby

**J JACKIMOWICZ/SALEM REC/SALEM**  
Charlatans/F Y Cannibals/B South/T Tree

**K JAKIELA/GALAXY 1-STOP/PITTS**  
M Priest/Madonna/INXS/Cher

**JAY JEFFRIES/K 106/BEAUMONT**  
T Campbell/After 7/AC-DC

**J JOHNSON/BUZZ'S NEST/COLUMB**  
AC-DC/P Simon/After 7/Madonna

**P JOHNSON/PRO ONE-STOP/TEMPE**  
Party/Cure/ZZ Top/L Mob

**MARK KATRI/KCHX/MIDLAND**  
T Campbell/After 7/C Isaak

**KID KELLY/WWFX/BANGOR**  
T Campbell/Notorious/R Tresvant/I Pop

**THE KID/KJ103/OKLAHOMA CITY**  
After 7/JB Ellis & T Hare

**ROSS KNIGHT/KTFM/SAN ANTONIO**  
G LaMond & B Starr/Pebbles/I Society

**KEVIN KOLLINS/KG95/SIOUX CITY**  
Styx/AC-DC/After 7/P Simon

**JIM LASPESA/TOWER SUNSET/LA**  
E John/R Kross/P.I.L/LL Cool J

**GREGG LENNY/KYRK/LAS VEGAS**  
G LaMond & B Starr/LL Cool J/B Box

**STEVE MANN/WQUT/JOHNSON CITY**  
AC-DC/Styx

**M MARTENS/STATEWIDE/P.VILLE MI**  
Cinderella/R Tresvant/J Harder/Run DMC

**MAD MAX/KF95/BOISE**  
C Dion/J Addiction/C&C Music/Trixter

**KEVIN MCCABE/HOT 97/NY**  
G LaMond/Double D/M Carey/Deee-Lite

**K MCCULLAH/TEMPO/NORTHRIDGE**  
Cher/H & Oates/B Midler/Prince

**JOHN MCFADDEN/WDFX/DETROIT**  
Warrant

**CHUCK MCGEE/WOMP/WHEELING**  
Warrant/Notorious/Bad Co/R Tresvant

**MARK MCGILL/WSNX/MUSKEGON**  
P Simon/JB Ellis & T Hare/C Isaak

**JJ MCKAY/KNIN/WICHITA FALLS**  
Cinderella/AC-DC/DNA with S Vega

**LISA MCKAY/WRVQ/RICHMOND**  
INXS/Pebbles/R Tresvant

**JERRY MCKENNA/WXKS/BOSTON**  
B Idol/B Box/TKA/LL Cool J

**JIM MEECH/93Q/SYRACUSE**  
Warrant/G LaMond & B Starr/INXS

**W MERRITT/SEA PORT/PORTLAND**  
TT Tone/JJ Fad/K Skool/B Box

**SEAN MICHAELS/KTRS/CASPER**  
G LaMond/After 7/Bad Co/M Priest

**K MILLER/NORTH LIGHTS/ST PAUL**  
BB Devoe/R Tresvant/M Love/H Mondays

**TED MINIEN/WHTO/WILLIAMSPORT**  
Styx/C Isaak

**DAVID MORALES/WOHT/JACKSON**  
Tony Bennett

**S MORGAN/KWOD/SACRAMENTO**  
INXS/C Isaak/K Sweat

**C MORRISON/ROSE RECORDS/CHIC**  
U Dance Squad/D Zeppelin/D Buds/B South

**J MOSKOW/SCHWARTZ BROS/WA DC**  
P Simon/Styx/After 7

**J PALMER/ARC DIST/CINCINNATI**  
Cher/Guy/Vixen/R Palmer

**BILL PASHA/STAR105/DALLAS**  
Cher

**RICK PENDELTON/WNYP/ITHACA**  
J Cole/D Mode/Notorious

**JJ RILEY/WRQN/TOLEDO**  
B Idol/J Addiction/INXS/I Pop

**T ROSS/CENTRAL SO/NASHVILLE**  
AC-DC/C Blonde/P Simon/B Box

**RANDY ROSS/WGTZ/DAYTON**  
G LaMond/P Simon/JB Ellis & T Hare

**BIG AL RUBEIRA/MUSIC MERCH/R I**  
Warrant/J Addiction/INXS/LL Cool J

**PETE RUSSO/RECORD BAR/LENOX**  
C&C Music/W To Power/J Addiction

# GO FOR IT! [HEART AND FIRE]

FEATURING JOEY B. ELLIS AND TYNETTA HARE

THE FIRST SINGLE AND VIDEO  
FROM AND INSPIRED BY  
THE MOTION PICTURE

# ROCKY V

FEATURED ON THE BUST IT/CAPITOL RECORDS CASSETTE, COMPACT DISC AND ALBUM "ROCKY V."

PRODUCED BY M.C. HAMMER, JAMES EARLEY AND MICHAEL KELLY. EXECUTIVE PRODUCER: LOUIS K. BURRELL

THE MOVIE: #1 BOX OFFICE!! \$14 MILLION IN 3 DAYS!!!

GREAT REVIEWS!!! OVER 2,200 THEATRES NATIONWIDE!

THE ALBUM: OVER 250,000 ALBUMS SOLD — MAJOR TRACKS FROM M.C. HAMMER, SNAP, ROB BASE, ELTON JOHN AND THREE SMASH TRACKS FROM JOEY B. ELLIS. MONSTER VIDEO ON MTV!!!

**FLASHMAKER!** B95 add KKMJ deb 37 BREAKING AT: KZZB WDBR  
KCAQ add CK105 deb 38 WXKS WKSS KISR WFHT  
KMEL add KAKS add KXXR KXX106 KDON WKEE  
HOT97.7 add WTHT add PWRPIG 40-36 KKFR Z102 KFBQ WKPE  
FM102 add G98 add KTFM KPRR KKHT WVBS  
WCKZ add WSPK add KSAQ KZFM KKRD



TRACIE SPENCER

## "THIS HOUSE"

FROM THE ALBUM MAKE THE DIFFERENCE

PWRPIG add  
KTFM add  
WKSS add  
B93 add  
KPRR add  
KZFM add  
KZZB add  
WKPE add

Produced by Matt Sherrod & Paul Sherrod  
Co-Produced by Sir Spence  
Additional production by Justin Strauss  
Management: Stan Plesser Productions

ON YOUR DESK NOW!



The new WHISPERS single:  
"MY HEART YOUR HEART"  
From the album More of the Night

# EARPICKS

<b>CHRIS RUH/KSND/EUGENE</b> P Lukakis/C Dion/After 7/K Sweat	<b>K SIMMONS/H OF GUITARS/ROCH</b> Wilburys/Winwood/Young/McCartney	<b>S TAGLIERE/TOWER/SHERM OAKS</b> Lemonheads/S Asylum/G Daddies/B Mould
<b>STEF RYBAK/KC101/NEW HAVEN</b> By The Time/I Get/To Phoenix	<b>L SIMON/HOT 94.9/SALT LAKE CITY</b> Timmy T	<b>JAY TAYLOR/KLUC/LAS VEGAS</b> Timmy T/G LaMond/D Mode/M Priest
<b>M SANTOSUOSSO/Q106/SAN DIEGO</b> C & Effect/Force MD's/R Clark	<b>RICK SIMON/KEWB/REDDING</b> AC-DC/INXS	<b>KIP TAYLOR/WQXA/YORK</b> G Next Door/P Simon/Vixen/Cher
<b>BOB SAY/MOBY DISC/LOS ANGELES</b> T Campbell/AC-DC/P Simon/C Blonde	<b>D SMITH/NAT'L REC MART/PITTS</b> C Isaak/Styx/AC-DC	<b>CAT THOMAS/WPHR/CLEVELAND</b> S Whitman/Zamphir/B Willy
<b>SANDY SCOTT/KAKS/AMARILLO</b> Styx/Pebbles/G LaMond & B Starr/After 7	<b>S SPENDOR/EPIC/PHILADELPHIA</b> V Ice/C&C Music Factory/AC-DC/Fishbone	<b>S TIPP/COLUMBIA RECORDS/N Y</b> H Michelle
<b>BARBARA SELTZER/EPIC/NEW YORK</b> T Campbell/After 7/O Adams	<b>SCOTT ST.JOHN/WPRR/ALTOONA</b> I Pop/C Isaak/K Sweat	<b>PAM TRICKETT/B 104/BALTIMORE</b> K Sweat/Pebbles/E John/C Dion
<b>J SHAHINIAN/RECORD EXCH/CLEVE</b> T Campbell/AC-DC/C Isaak/P Simon	<b>JIMMY STEAL/KEGL/DALLAS</b> C Isaak/W To Power/K Sweat	<b>SCOTT TYLER/WAYS/MACON</b> N Bros/After 7/M Priest/AC-DC
<b>JAY SHANNON/KFQX/ABILENE</b> C Isaak/D Mode/G LaMond & B Starr	<b>BRUCE STEVENS/WBBQ/AUGUSTA</b> After 7/C Dion/K Sweat	<b>T WAITEKUS/WCIL/CARBONDALE</b> B Idol/INXS/P Simon/M Priest
<b>NEIL SHARPE/JET-FM/ERIE</b> M Priest/Bad Co/C Dennis	<b>JOHN STEVENS/WHITE/GREENVILLE</b> INXS/K Sweat/R Girls/I Pop	<b>D WATSON/KARMA/INDIANAPOLIS</b> Sweet FA/P McCartney/V Bros
<b>J SHELTON/TRACKS/CHARLOTTE</b> A Bad Creation/Kyper/U Dance Squad	<b>ERIC STRYKER/HOT999/ALLENTOWN</b> V Ice/Jaya/TKA/JB Ellis & T Hare	<b>JOHN WEIS/WBNQ/BLOOMINGTON</b> P Simon/Notorious/C Dennis/C Isaak
<b>D SIBEL/HARVARD CO-OP/BOSTON</b> E & The Bunnymen/E Cervenka/Soho	<b>G SWEDBERG/WLOL/MINNEAPOLIS</b> V Ice/G LaMond & B Starr	<b>DENA YASNER/KOY-FM/PHOENIX</b> L Ends/Snap/PC Quest

Try Us, You'll Hate Us. →→→→→

↓

NAME	TITLE/POSITION	
COMPANY NAME	TYPE OF BUSINESS	
ADDRESS		
CITY	STATE	ZIP CODE



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# BLACK BOX

## "I DON'T KNOW ANYBODY ELSE"

**CROSSOVER!  
EARPICKS WINNER!  
TOP 40 MOST ADDED!**

THE FOLLOW-UP TO THE TOP 10 SMASH!  
Produced by Chris Nagle

HOT97	add	PWRPIG	add	KZFM	add	KFBQ	add
B96	add	WNVZ	add	KIKX	add	KKRD	add
WXKS	add	WKSS	add	B98	add	KNOE	add
KMEL	add	WDJX	add	KISR	add	WFHT	add
		KPRR	add	WZKX	add	WFMF	add
				999KHI	add	WILN	add
						WOVV	add
						WPRR	add



# THE CHARLATANS U.K.



BUZZ BIN!

## "THE ONLY ONE I KNOW"

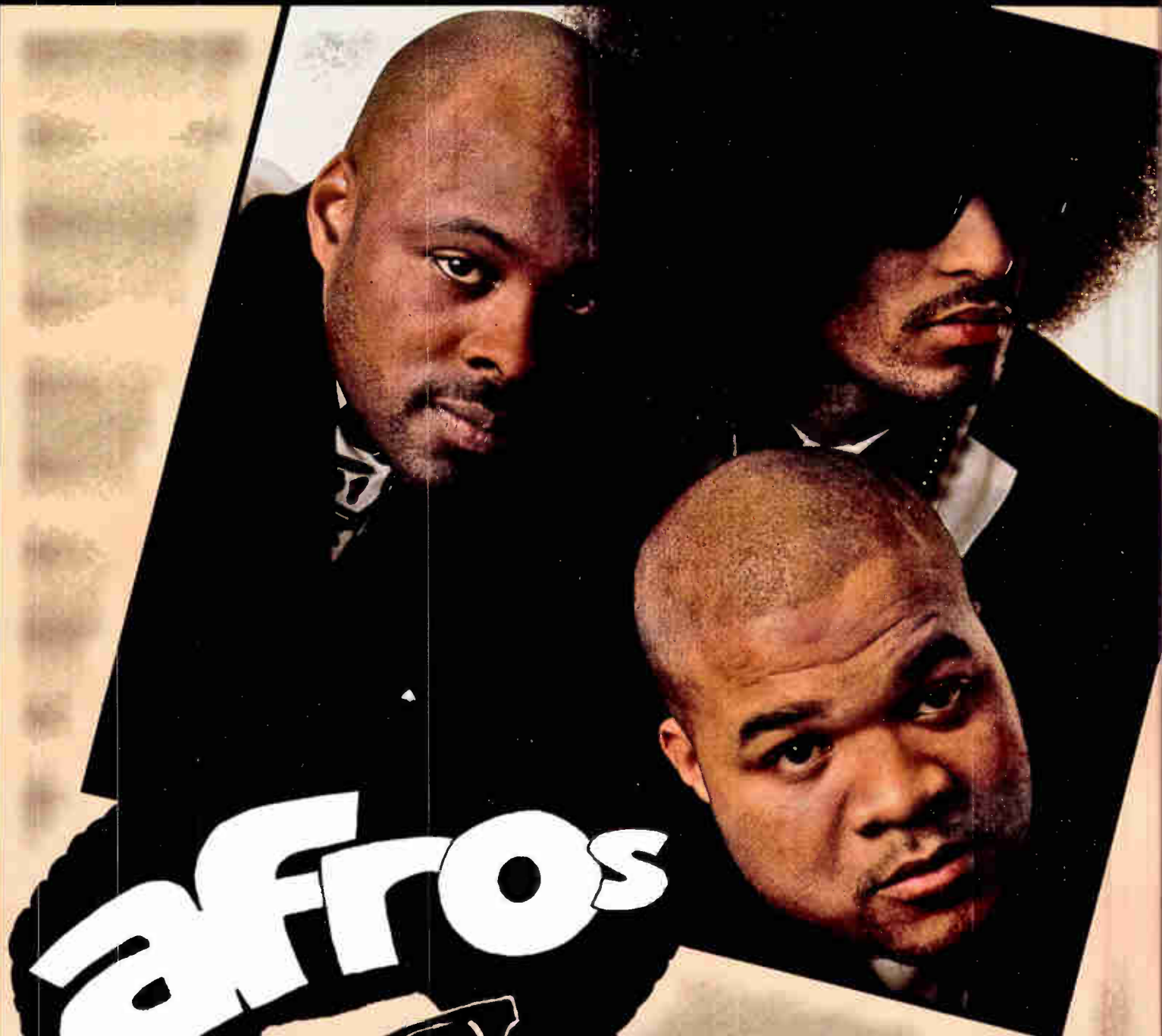
FROM THE ALBUM **SOME FRIENDLY**

Produced by Groove Groove Melody

**CROSSOVERS!  
3 POST MODERN!**

WNVZ	add	BREAKING AT:	
KF95	add	KSAQ	KQIZ
KTUX	add	HOT94.9	WQID
KZZB	add	WBBQ	YES97
KATM	add	KZFM	
999KHI	add		
KNOE	add		
KZII	add		
WJMX	add		





**afros**



**The AFROS**  
— more than just hair!

The debut single **“Feel It”**  
became an underground hit record.

The new single **“KICKIN’ AFROLISTIC”**  
is already hot in the clubs, college radio  
and picking up steam at urban radio.

Columbia  JML

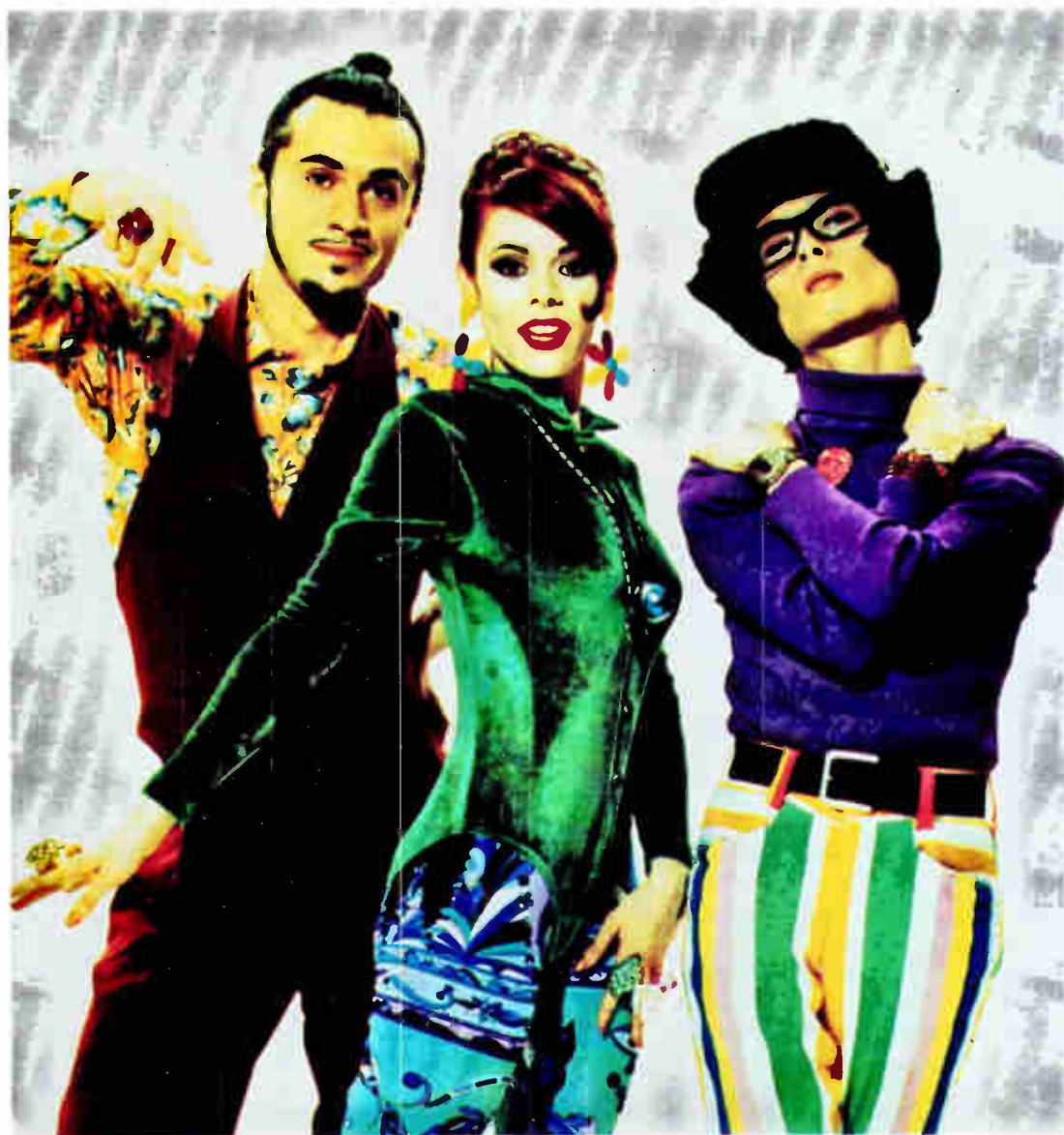
**The Afro’s are kickin’!**

# J A M S

- #1 BLACK SINGLE**  
WHITNEY HOUSTON "I'm Your..." Arista
- #1 BLACK ALBUM**  
VANILLA ICE "To The Extreme" SBK
- #1 RAP ALBUM**  
VANILLA ICE "To The Extreme" SBK
- #1 QUIET STORM**  
GERALD ALSTON "Slow Motion" Motown

"Groove" Is A Natural For Black Radio

# DEEE-LITEFUL!!!



Deee-Plane! Deee-Plane!  
Hey boss, it's Deee-Plane!  
(*Wrong story, idiot!* - Ed.)

"Groove Is In The Heart" is a peoples' smash! It can't be denied! The combination of a slammin' Bootzified groove, strong vocals, amazing visual presence, a smooth rap from **A Tribe Called Quest's Q-Tip**, and horn blasts from **Fred Wesley** and **Maceo Parker** make this track an irresistible winner, shakin' the collective groove thangs of everybody that hears it.

The New York trio is starting from the T-O-P at radio on this one. The record is already #1 at Urban powerhouse **WBLS**, top ten at **WAMO**, and has picked up **WGCI**, **WILD**, Miami's **HOT 105**, LA's **KJLH**, St. Louis' **KMJM**, and Orlando's **WJHM**, where research director **Al Fiala** affirms that "the people think this is a great record!"

Retail is jumpin' for joy in a pile of dead presidents on this one. The single and the LP are both cold Gold, and risin' fast. **Larry Frye** of Philly's **Sound City** simply calls sales "Deee-Best," and you know the addition of **Elektra's** kingpin **Ruben Rodriguez** into the equation is only gonna make them better. The people are voting with their dollars on this one, which is the only vote that matters.

This one's gone.

## HOT NEW RELEASES

**B. NUBIANS**  
*Wake Up*  
Elek 0-665597

**INNERCITY**  
*That Man..*  
Virgin 91587

**KYM MYZELLE**  
*Brilliant*  
Capitol 79443

**MIDNIGHT S.**  
*Red Roses*  
Solar 74530

**SHINEHEAD**  
*The Real Rock*  
Elektra 8238-2

**G DADDY I.U.**  
*Something New*  
Cold Chillin' 4522

**J. B. ELLIS**  
*Go For It!*  
Capitol 79484

**LORENZO**  
*Let Me Show*  
Alpha 79399

**ONE CAUSE...**  
*Midnight Lover*  
Capitol 79484

**TKA**  
*Crash*  
Tommy Boy 963

# BLACK SINGLES

## THE TOP THIRTY

2W	LW	TW	ARTIST	TITLE	LABEL	2W	LW	TW	ARTIST	TITLE	LABEL
7	4	1	WHITNEY HOUSTON	<i>I'm Your Baby...</i>	Arista	22	21	16	JASMINE GUY	<i>Try Me</i>	WB
9	6	2	RALPH TRESVANT	<i>Sensitivity</i>	MCA	30	22	17	DNA/SUZANNE VEGA	<i>Tom's Diner</i>	A&M
3	3	3	GERALD ALSTON	<i>Slow Motion</i>	Motown	23	19	18	TOO SHORT	<i>The Ghetto</i>	Jive/RCA
4	2	4	AL B. SURE!	<i>Missunderstanding</i>	WB	25	23	19	SPECIAL GENERATION	<i>Love Me Just For...</i>	Capitol
19	15	5	TONY TONI TONE	<i>It Never Rains...</i>	Wing/Poly	28	24	20	JEFFREY OSBORNE	<i>Only Human</i>	Arista
13	11	6	GUY	<i>I Wanna Get With U</i>	Uptown/MCA	29	25	21	PEBBLES/BABYFACE	<i>Love Makes Things...</i>	MCA
15	8	7	WHISPERS	<i>My Heart...</i>	Capitol	27	26	22	TAKE 6	<i>I L-O-V-E You</i>	Reprise
17	9	8	FREDDIE JACKSON	<i>Love Me Down</i>	Capitol	-	27	23	STEVIE WONDER	<i>Keep Our Love Alive</i>	Motown
14	12	9	TEVIN CAMPBELL	<i>Round And Round</i>	P.Park/WB	21	20	24	ANITA BAKER	<i>Soul Inspiration</i>	Elektra
2	1	10	BELL BIV DEVOE	<i>B.B.D.(I Thought...)</i>	MCA	-	28	25	EN VOGUE	<i>You Don't Have...</i>	Atlantic
18	16	11	LEVERT	<i>Rope A Dope Style</i>	Atlantic	-	29	26	LOOSE ENDS	<i>Don't Be A Fool</i>	MCA
20	18	12	SURFACE	<i>The First Time</i>	Columbia	-	30	27	TEENA MARIE	<i>If I Were A Bell</i>	Epic
11	10	13	HI-FIVE	<i>I Just Can't...</i>	Jive/RCA	-	-	28	BOYS	<i>Thing Called Love</i>	Motown
5	5	14	MC HAMMER	<i>Pray</i>	Capitol	-	-	29	GEOFF MCBRIDE	<i>No Sweeter Love</i>	Arista
1	7	15	MARIAH CAREY	<i>Love Takes Time</i>	Columbia	-	-	30	DEEE-LITE	<i>Groove Is In The...</i>	Elektra

(Based on a combination of radio airplay and retail sales)

MARVIN GAYE *Motown*  
RUN DMC *Profile*

SOUL II SOUL *Virgin*  
KEITH SWEAT *Elektra*

### MOST ADDED

KIARA *Arista*  
TONY TERRY *Epic*

C&C MUSIC *Columbia*  
CARON WHEELER *EMI*

**BE THANKFUL FOR WHAT YOU'VE GOT:** Those of us fortunate enough to participate in this noble profession have much to be thankful for during this holiday season. But let us not forget that we ALL have to do our fair share to keep this business STRONG. All of us, whether we be in Radio, Retail, Record Companies, or lowly Trade Magazines, have to work TOGETHER to make things happen, not act like we're adversaries. MC Hammer, Prince, and Janet Jackson all happened BIG TIME because of a coordinated effort on all of our parts. Hit records are good for EVERYONE, not just Artists, not just Radio, not just Retail, not just Record Companies. Radio stations build extravagant promotions around them, cashing in on their popularity to draw in lis-

## THE 411



By Graham Armstrong

teners. THAT'S COOL! Radio should reap the rewards of something they helped to create. The same goes for Retail and Record Companies. But we all should also be more sensitive to the BREAKING artists who will be the superstars of tomorrow. If we aren't, we're going to be in for a RUDE awakening! It takes a HUGE amount of resources to get a new artist off the ground, and if we don't give them a shot, sooner or later people are not going to take the risk. This will slow the advancement of the music. Black Music has held its own since the days of "Race" music, weathering good financial times and bad, but if we turn a blind eye to new artists, which many say is a BIG problem right now, we'll all have much less to be thankful for in the future. Later.



CARON WHEELER

UK BLAK

THE NEW SINGLE AND FOLLOW-UP TO THE  
TOP 5 SMASH "LIVIN' IN THE LIGHT" FROM  
HER STUNNING DEBUT ALBUM, "UK BLAK".

PRODUCED BY CARL MACINTOSH FOR TOP BUZZ PRODUCTION.  
CO-PRODUCED BY CARON WHEELER FOR ORANGE TREE PRODUCTIONS LTD.  
MANAGEMENT: KONDA MASON/PILATE INTERNATIONAL ARTIST MANAGEMENT

FROM **EMI**



# ALBUMS

## BLACK ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	VANILLA ICE	<i>To The Extreme</i>	SBK
3	3	2	MARIAH CAREY	<i>Mariah Carey</i>	Columbia
2	2	3	MC HAMMER	<i>Please Hammer...</i>	Capitol
6	5	4	AL B. SURE!	<i>Private Times...</i>	WB
4	4	5	BELL BIV DEVOE	<i>Poison</i>	MCA
-	-	6	WHITNEY HOUSTON	<i>I'm Your Baby...</i>	Arista
-	11	7	DEEE-LITE	<i>World Clique</i>	Elektra
9	7	8	BIG DADDY KANE	<i>A Taste Of Chocolate</i>	Cold Chillin/WB
5	6	9	TOO SHORT	<i>Short Dogs In The...</i>	Jive/RCA
-	-	10	FREDDIE JACKSON	<i>Do Me Again</i>	Capitol
7	8	11	LL. COOL J	<i>Mama Said Knock...</i>	Def Jam/Col
12	12	12	PRINCE	<i>Graffiti Bridge</i>	Paisley Park/WB
-	-	13	SURFACE	<i>3 Deep</i>	Columbia
-	-	14	LEVERT	<i>Rope A Dope Style</i>	Atlantic
10	10	15	KEITH SWEAT	<i>I'll Give All...</i>	Vin/Elektra

(Based on retail sales)

## RAP ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	VANILLA ICE	<i>To The Extreme</i>	SBK
2	2	2	MC HAMMER	<i>Please Hammer...</i>	Capitol
5	4	3	BIG DADDY KANE	<i>A Taste Of Chocolate</i>	Cold Chillin/WB
3	3	4	TOO SHORT	<i>Short Dogs In The...</i>	Jive/RCA
4	5	5	LL. COOL J	<i>Mama Said Knock...</i>	Def Jam/Col
7	7	6	CANDYMAN	<i>Ain't No Shame In...</i>	Epic
6	6	7	NWA	<i>100 Miles...</i>	Ruthless/Priority
14	10	8	BOOGIE DOWN PROD.	<i>Edutainment</i>	Jive/RCA
8	8	9	2 LIVE CREW	<i>Nasty As They...</i>	Luke
9	13	10	2 LIVE CREW	<i>Banned</i>	Luke/Atlantic
12	11	11	FATHER M.C.	<i>Father's Day</i>	Uptown/MCA
10	14	12	DANA DANE	<i>Dana Dane 4 Ever</i>	Profile
-	-	13	PARIS	<i>The Devil Made Me...</i>	Tommy Boy
-	-	14	KING TEE	<i>At Your Own Risk</i>	Capitol
11	9	15	MONIE LOVE	<i>Down To Earth</i>	WB

(Based on retail sales)

Our spies had Giant boss Irving Azoff in the Big Apple looking for a heavyweight promo king last week. Will he be able to lure a heavy hitter out of his or her current position? You can bet he's going to try.... Over at Chrysalis/Cooltempo, main man Ed Strickland is beefing up the Black Music Division with the addition of Jeffrey Sledge, who polished his chops at hip indie Wild Pitch, and will run things on the hip-hop tip, and dance whiz Steve Calderone, who will handle the clubs. Their first priority will be to break the upcoming Gang Starr LP. In addition, they are looking for "clean" rap acts to sign, as well as contemplating a move into gospel next year.... Has all the fine print been worked out on Connie Johnson's new deal at Arista?... Look for Ruben Rodriguez to pull out all the stops to make the red-hot Deee-Lite project happen at Black Radio.... While Tony Anderson eases into his new role at Poly, he is busy recruiting a few key people from his Arista

## INSIDE DOPE

team. Jackie Rhinehart will come over to handle our annoying calls as Publicity Director, and look for former Promo goddess Julia Tirado to have increased duties in her new home.... Watch for changes in Russell Simmons' house, as they move the RAL labels into a prominent role in the next few months.... At East-West, the roster is quickly shaping up, with Sylvia Rhone sliding Chuckii Booker, En Vogue and Samuelle over from Atlantic, as well as inking Bill Withers and the System's Mic Murphy as a solo artist.... RCA has snapped up former Motown hope Giorgio.... In Radio news, Tony Richards is no longer MD at Norfolk's WOWI, and Elroy Smith has vacated the PD chair at KJMJ Dallas. Are there big things in his future?... At LA's KJLH, word is J.B. Stone is still in very hot pursuit of a crosstown radio goddess. Will he come up with the bucks needed to make this hot property jump?... Finally, J.D. Dunning will be the new MD at 102 JAMZ in Greensboro.

# Groove Is In The Heart

The Gold Single From The Gold Album *World Clique*

For

## Radio and Retail

"It's blowin' the phones out."  
OCT 104 - SCOTT JANZEN

"Continuously strong phones."  
KKBT - FRANK MINACI

"Performing in all demos. Great phones, great sales."  
WCKR - DAMINE MOBERLY

"A deee-liteful song for all demos. A must play."  
KJLM - LYNN BRIGGS

"It's delicious, it's deee-liteful and it's happening!"  
WHQT - YOLANDA NEILY

"Getting good phones a favorite record. Deee-liteful!"  
WKYS - GREGG DIGGS

"The Groove is definitely #1 in the heart!"  
WOWI - STEVE CAMPBELL

Billboard's #1 Selling Single

#3 Single  
MUSICLAND

#1 Single  
TOWER/WASHINGTON, D.C.

#1 Single  
CAMBRIDGE ONE STOP

#2 Single  
RICHMOND BROTHERS

#1 Single  
TOWER/NASHVILLE

Top 5 Single  
TOWER/PHILADELPHIA

Top 5 Single  
PEARLS/DETROIT



The Power of Deee-Lite...  
On Elektra Cassettes,  
Compact Discs  
and Records.



**AY, AY, AY, THAT'S A SPICY MEATBALL:** Here's Bobby McFerrin, singer extraordinaire, sportin' his new beard in honor of his adopted dad, EMI President Sal Licata. The occasion was a press conference announcing Bobby's plans to praise his dad by recording a whole album of Italian American spirituals with Tony Bennett, who was unfortunately too busy taping the Simpsons to attend this gathering, even though illustrious execs like Jack "The Crapper" Satter, Ron "Mr. Personality" Urban, and the lovely and talented Glynice Coleman, who will be cookin' the pasta to put the boys in the mood, graced Bobby with their presence.



**LET'S MAKE A DEAL:** Former Santana lead vocalist and all-around god Greg Walker recently showcased an LP's worth of new material at Santa Monica hotspot At My Place, and was joined onstage by Gerald Albright, and backstage by Evelyn King and Carl Anderson. It seems the big guy wants to get a record deal, and thinks us losers can help him. What a poor, deluded, soul. Then again, Darryl Lindsay's Meat Whistle and Beatbox Band got a record deal by being featured in these pages, so anything can happen.



**MOTOR CITY MADNESS:** Just look at this crew of music industry legends crammed into the intimate space that is Detroit's Shantanique Records. This week's guests of honor are the Winans, who are way too classy to be in this rag, but made the sacrifice just to be able to get near superstar owner Josephine Beal. This woman is the pillar of the industry, the foundation on which everything else is built. Without her, none of us would have jobs. Then again, she associates with JAMS research giant Lloyd Stark, a man none of us would let near our homes, let alone our place of business. Then again, she hasn't actually seen Lloyd, so she can be forgiven for this error in judgement. But just this once.



**THE BLIND LEADING THE BLIND:** Here's fashion plate Samuelle, the man personally responsible for the '70s gold chain and chest hair revival. Doesn't he look sporty folks? Don't you wish you could hang with this god of love? Touch him, be near him, and feel his greatness? Just look at how excited WHUR's Jerry Bledsoe and Candi Shannon are to be in his presence. They won't bathe for weeks afterwards. Then again, they didn't bathe for weeks before. But they are such legends that personal hygiene just doesn't matter. They can do what they want, spirited and free! Isn't life great when you're in the music business?



**IT'S A KOOKY, KOOKY, WORLD:** When you put Levert in a room with BET kingpin Donnie Simpson, strange things are bound to happen. The wallpaper will start peeling, the floors begin melting, the lights flicker on and off eerily, bugs crawl out of the floorboards, scary music mysteriously appears, and most horrifying of all, a discussion on the brilliance of JAMS Editor Graham Armstrong will begin, carrying on for hours until people run screaming from the building, clutching their belongings and thanking God for their dear lives. We hope you enjoyed this caption. We really enjoyed writing it. We're HITS, and we care about each and every one of you.

missing you

**soul II soul**

**missing you**

the new single.

featuring **kym mazelle.**

from the album

**1990 vol. II a new decade.**

don taylor artist management.

produced by **jazzie b** and **nellee hooper.**

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Virgin



©1990 Warner Bros. Records Inc.

*The  
follow-up  
single to  
the #1  
smash,  
"I Don't  
Have The  
Heart"*

# JAMES INGRAM

**"When Was The Last Time  
The Music Made You Cry"**

*From the album  
It's Real*



Produced by James Ingram (for James Gang Productions) and Dennis Matkosky (for Dennis Matkosky Productions) and Thom Bell (for Bellboy Productions)  
Management: Dick Scott Entertainment, Inc.



*Al B. Sure is a changed man. The young soul rebel who killed the audience at the Apollo Theatre by inviting the ladies in the house onto the stage with him, only to bump 'em back into their seats with a single thrust of his hips, wants a little respect. His first LP, "In Effect Mode," seemed to be around forever, spinning off hit single after hit single, sittin' on the charts for well over a year. His reputation as a live performer is excellent. He is an in-demand producer and songwriter. But he doesn't feel like he has it all. Yet.*

*With the release of his second album, "Private Times... And the Whole 91," Al wants to be taken seriously as a performer with a vision. The record is an introspective joint, but old fans shouldn't worry. The beats are still kickin,' and the hooks are still there. In fact, the most pressure on Al may be internal, as he wants to see how people react to his new style. Unfortunately, he talked to HITS' toadie Neil Harris, who doesn't have to worry because he has no style at all.*

**Where has the new album taken you that you haven't gone before?**

I think this time I've gotten a chance to present my *real* self, my real personality. It's *me* on the album. For real.

**As opposed to just writing formula pop songs?**

Exactly. It's very, very personal. Expressing myself is something that, even as a young fellow, I had trouble doing. It's very strange, because I wrote everything on the two albums except for a few songs. But writing wasn't something I loved, something I put my heart into. Now I love writing, which I didn't back then. It's amazing when you realize the power of expressing yourself on paper.

**Did you go through a maturation process which made you appreciate writing that much more?**

I just had a hard time with it. I don't know when the transition came from it being a chore to being a pleasure. It just happened. Now it's my favorite thing to do.

**Were you more concerned with being a performer before? That always seemed to be your strength.**

Not really. I was into the production end, learning all I could about putting records together. I do everything with Kyle West, Eddie F. and Heavy D. You can learn a lot from those guys, and I really enjoyed putting records together with them.

**What do you want people to get from the album?**

Basically, I think of this album as a bridge. It bridges the gap between a number of situations, relationships in particular. It touches on subjects that people are afraid to talk about with each other. I want people to hear it on the radio and identify with it because it touches something inside them.

**You're not really projecting the heavy attitude you did when you were younger.**

Not at all. I think I've shown a lot of growth. Sometimes you cover things up with attitude, which I certainly have done. This record shows a lot more maturity. It's deeper all around.

**Do you think you'll still connect with the kids? Will they be able to relate to the "new" you?**

I hope so. I still have some pretty hype beats on a number of tracks. A lot of other people have hype beats too, but they're not saying anything over them. I was guilty of that. I hope people will see I've changed. My motto is to do things that feel good. I love to go to clubs to dance and have fun, so I try to make records for that purpose as well.

I've also done my homework vocally, which I hope shows. No matter who you are, you can still learn about your work, still have room to improve. I'm still in school.

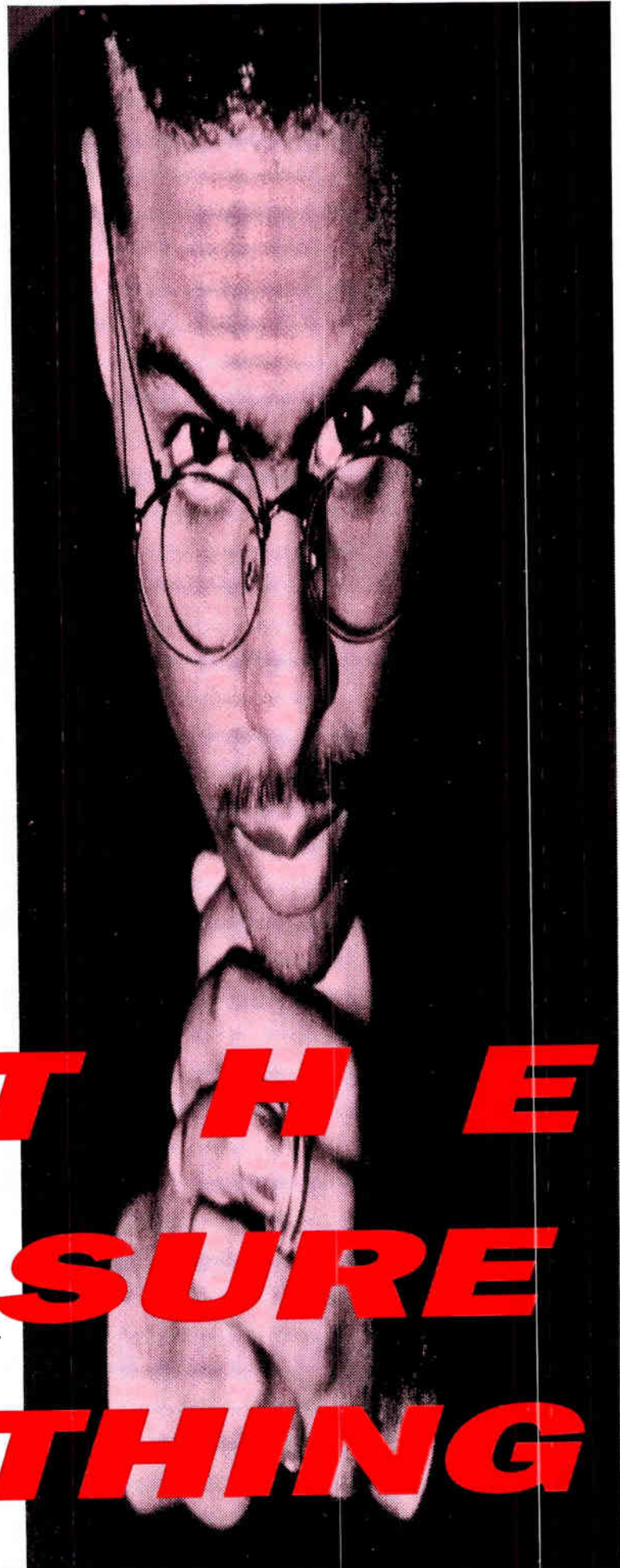
**Have you been flexing your production chops lately?**

Chaka Khan and Tevin Campbell have approached me. I work with this group called Jodeci, four guys from North Carolina. They're coming out on MCA and they're going to hit really hard. They're young and very talented. I let them do their thing and showed them how to maximize what they've got. You can be the greatest singer or the greatest player, but if you can't put it on tape, you're screwed. They rocked it hard and then we sorted it out in the mix later.

**What is the worst pun anybody's ever made with your name?**

Hold on a minute, I have to go ask my people. Arsenio Hall once said I had one eyebrow. He should talk about ugly.

**"Arsenio Hall once said I had one eyebrow. He should talk about ugly."**



# QUIET STORM

## ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	<b>MARIAH CAREY</b>	<i>Mariah Carey</i>	Columbia
5	4	2	<b>KEITH SWEAT</b>	<i>I'll Give All...</i>	Vin/Elektra
7	5	3	<b>PEBBLES</b>	<i>Always</i>	MCA
3	3	4	<b>ANITA BAKER</b>	<i>Compositions</i>	Elektra
9	6	5	<b>TONY, TONI, TONE</b>	<i>The Revival</i>	Wing/Poly
10	7	6	<b>JOHNNY GILL</b>	<i>Johnny Gill</i>	Motown
2	2	7	<b>AL B. SURE!</b>	<i>Private Times...</i>	WB
13	8	8	<b>WHISPERS</b>	<i>More Of The Night</i>	Capitol
11	10	9	<b>OLETA ADAMS</b>	<i>Circle Of One</i>	Fon/Poly
15	11	10	<b>GERALD ALSTON</b>	<i>Open Invitation</i>	Motown
4	9	11	<b>TEENA MARIE</b>	<i>Ivory</i>	Epic
-	13	12	<b>ANGELA WINBUSH</b>	<i>The Real Thing</i>	Mercury
-	12	13	<b>LALAH HATHAWAY</b>	<i>Lalah Hathaway</i>	Virgin
-	-	14	<b>SURFACE</b>	<i>3 Deep</i>	Columbia
8	15	15	<b>BELL BIV DEVOE</b>	<i>Poison</i>	MCA

(Based on retail sales)

## RADIO AIRPLAY

2W	LW	TW	ARTIST	TITLE	LABEL
2	1	1	<b>GERALD ALSTON</b>	<i>Slow Motion</i>	Motown
1	2	2	<b>MARIAH CAREY</b>	<i>Love Takes Time</i>	Columbia
6	5	3	<b>TONY, TONI, TONE</b>	<i>It Never Rains...</i>	Wing/Poly
5	3	4	<b>ANITA BAKER</b>	<i>Soul Inspiration</i>	Elektra
9	10	5	<b>RALPH TRESVANT</b>	<i>Sensitivity</i>	MCA
8	9	6	<b>FREDDIE JACKSON</b>	<i>Love Me Down</i>	Capitol
11	8	7	<b>PEBBLES/BABYFACE</b>	<i>Love Makes...</i>	MCA
10	7	8	<b>SURFACE</b>	<i>The First Time...</i>	Columbia
12	13	9	<b>JEFFREY OSBORNE</b>	<i>Only Human</i>	Arista
7	4	10	<b>WHISPERS</b>	<i>My Heart...</i>	Capitol
18	12	11	<b>TEENA MARIE</b>	<i>If I Were...</i>	Epic
15	14	12	<b>STEVIE WONDER</b>	<i>Keep Our Love Alive</i>	Motown
16	18	13	<b>SPECIAL GENERATION</b>	<i>Love Me Just For Me</i>	Capitol
4	6	14	<b>CYNDA WILLIAMS</b>	<i>Harlem Blues</i>	Columbia
13	15	15	<b>GEOFF MCBRIDE</b>	<i>No Sweeter Love</i>	Arista
20	16	16	<b>WINANS</b>	<i>When You Cry</i>	Qwest/WB
23	20	17	<b>OLETA ADAMS</b>	<i>Get Here...</i>	Fon/Poly
17	19	18	<b>KEITH SWEAT</b>	<i>I'll Give All...</i>	Vin/Elektra
3	11	19	<b>KEITH SWEAT</b>	<i>Merry Go Round</i>	Vin/Elektra
-	24	20	<b>CANDYMAN</b>	<i>Knockin' Boots</i>	Epic
-	-	21	<b>TIME</b>	<i>Sometimes I...</i>	P.Park/Reprise
14	17	22	<b>CARL ANDERSON</b>	<i>My Love...</i>	GRP
-	-	23	<b>JAMES INGRAM</b>	<i>I Don't Have...</i>	Qwest/WB
-	25	24	<b>KIM WATERS</b>	<i>Just Be My...</i>	Warlock
-	-	25	<b>ANITA BAKER</b>	<i>Whatever It Takes</i>	Elektra

(Based on radio airplay)

## SOFT & WARM

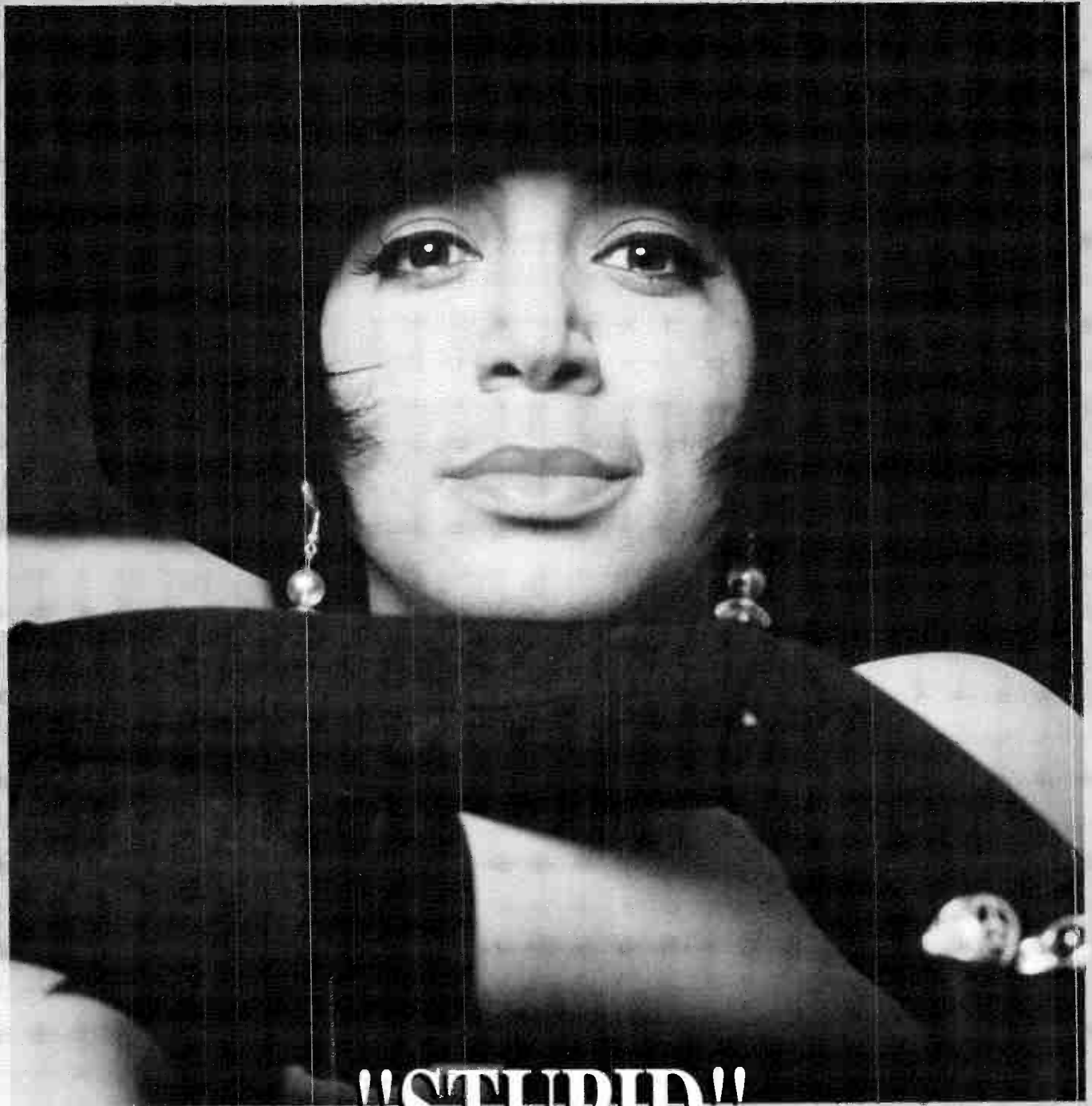


**STORM WATCH:** "The funniest thing that has ever happened to me so far is to be picked to be in HITS," confesses radio goddess **MAGIC**, who hosts the "Quiet Storm Program" on Chattanooga's WJTT. What an exciting life this gal must lead if the highlight is being associated with

lowlifes like us. Does she wait patiently by the phone in the futile hope that our man Darryl will call and enrich her life? Girl, get a grip! You're way too talented to accept our phone calls! Magic's favorite JAMS are Levert's "Baby, I'm Ready" (Atlantic), Jonathan Butler's "Sing Me Your Love Song" (Jive), and the hot jam "Missing You In My Life," by local talents the Malemen (Malaco), and her hobby is eating. We suggest she run to the corner, munch down a few crullers, and forget we existed. It's easy. Everyone does it.



"Every girl has a vice she hates to cop to...  
mine is...it's stupid the way I love you"



# "STUPID"

THE NEW SINGLE FROM

## BERNADETTE COOPER

FROM THE SOLO DEBUT ALBUM

**DRAMA ACCORDING TO BERNADETTE COOPER**

Produced and Directed by Bernadette Cooper for Slap Me One Productions



**MCA**

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**Validated parking\***



**"Soul Asylum have what it takes to go all the way..."**

**Rick Menning, Atomic Records, Milwaukee, WI**

**"The proof that this album is great is in our sales. It hasn't dropped out of the Top 20 since its release, and it's not going to any time soon."**

**Jiliana Enteen, Vinyl Solution, Tuscaloosa, AL**

**"Soul Asylum And The Horse They Rode In On' takes the Triple Crown in their home town!"**

**Mike Stapleton, KJJO, Minneapolis**

**"This is a great, solid rock and roll record, with blustering guitar hooks and soaring vocals from start to finish."**

**Jamey Karr, KACV, Amarillo**

**Catch SOUL ASYLUM on tour with THE PIXIES!**

Los Angeles 12/13; San Francisco 12/17;

**More dates coming soon.**

**\*Only on "Easy Street."**

**New Soul Asylum 12" with non-lp flip.**

**Out now.**

**10 POST MODERN!**

From the album

**SOUL ASYLUM AND THE HORSE THEY RODE IN ON**

Produced by Steve Jordan Associate Producer: Joe Blaney Management: D.A.M. Minneapolis, MN



# POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	CURE - Elektra Various	MTV BUZZ BIN
2	2	JANE'S ADDICTION - WB Been Caught Stealing	MTV BUZZ BIN
3	3	CHARLATANS UK - BB/RCA Then/Only One	MTV BUZZ BIN
6	4	RED HOT & BLUE COMP. - Chrysalis Various	MTV BUZZ BIN
4	5	COCTEAU TWINS - 4AD/Capitol Various	Sold out tour
5	6	REPLACEMENTS - Sire/Reprise Merry Go/Wheel	New cut starts
25	7	SISTERS OF MERCY - Elektra More	HUGE PoMo!
--	8	MORRISSEY - Sire/Reprise Piccadilly Palare	MEGA SALES!
12	9	PUBLIC IMAGE LTD. - Virgin Don't Ask Me	Airplay fave!
10	10	SOUL ASYLUM - Twin/Tone/A&M Easy Street	SEE ON MTV!
21	11	CONNELLS - TVT Various	Great week!
18	12	REDD KROSS - Atlantic Annie's Gone	Add on MTV!
9	13	SOUP DRAGONS - Big Life/Poly Backwards Dog/Free	Crossing Pop
14	14	INDIGO GIRLS - Epic Hammer & A Nail	New cut comin'
13	15	POSIES - DGC Golden Blunders	Added to MTV!
15	16	WATERBOYS - Ensign/Chrys. Various	On tour soon
8	17	RUBAIYAT - Elektra Various	Love this band!
19	18	BRIAN ENO/JOHN CALE - Opal/WB Been There, Done That	Juniors Farm?
16	19	HINDU LOVE GODS - Giant/Reprise Raspberry Beret	Sales lead
24	20	TRASH CAN SINATRAS - London/Pol Only Tongue Can Tell	Backer's Fave
11	21	IGGY POP - Virgin Candy	Candy's a HIT!
7	22	LIVING COLOUR - Epic Elvis Is Dead/Type	MTV adds Elvis
22	23	AN EMOTIONAL FISH - Atlantic Celebrate	Fab live band
17	24	DARLING BUDS - Columbia Various	Airplay leads
--	25	EDIE BRICKELL & N.B. - Geffen Mama Help Me	PoMo Sales!

## POST TOASTED *By Ivana B. Adored*

**MILLI VANILLI RULE POMO!** I don't know about you, but I'm really pissed off at that whole Milli Vanilli thing. I think it's incredibly unfair for NARAS to revoke their Grammy. These guys are incredibly talented, don't you think? So what if they were "pretending?" Isn't that what girls are taught at a young age? We're adults. We all saw "When Harry Met Sally." Maybe Rob and Fab are just more in touch with their feminine "anima" than the average male? Justice must be served.....While I was recently rendezvousing in NYC, I stopped in to visit the fine folks at MTV, who played me an isolated live track of Linda McCartney singing "Hey Jude." It was then that I had a revelation: Linda must have been in the Shaggs, one of the finest PoMo bands I've ever had the honor to hear, really!.....Since Bruce Flohr is such a PoMo genius, it should come as no surprise to you that MTV added the Charlatans UK into Buzz Bin this week. Note to RCA's

### STEVE TIPP IS A FATHER!



Thanksgiving for Hannah Michelle.

**Robbie Snow:** What about that special top-secret show in NYC? Where's my plane ticket, or don't you remember all those seemingly meaningful things you said to me? Sigh..... Apparently, the Posies are a bit chapped that I was in NYC seeing Jellyfish while they were in LA. Let me remind the Posies that I saw them in NYC during the CMJ Convention, missing Jellyfish in LA! Why don't they go on tour together so that my husband, Triad's Brad Gelfond, and I can follow the tour for our much-belated honeymoon? Both bands are amazing and I'm honored to be counted among their fans.....Steve Backer is a *mensch extraordinaire* and I'm honored to know him and to speak highly of his Front 242 record, as long as I don't have to listen to it.....Is KDGE, "The Edge" in Dallas losing its edge?.....Why is 91X playing the Outfield? If they want to play something on MCA, how about the incredibly god-like Joe Ely or the equally wonderful Horse Flies record?.....KROQ, who I'm honored to have in my backyard, made a superior programming choice in adding "Wicked Game" by Chris Isaak. This song is one of the ten best ever recorded. You heard it here first.....David Lynch called in to say that while he was dining with Sherilyn Fenn, he saw WB's Paul V.....Hmmm..... Since we ran the PoMo chart from two weeks ago in last week's issue, this week we're running the chart from next week's issue. You know that our chart is solely based on advertising, so this was easily arranged. Happy Turkey, I'm honored to say.

# POST MODERN

## HOTS

1. CHARLATANS UK (BB/RCA)
2. SISTERS OF MERCY (Elektra)
2. LUSH (4AD/Reprise)
4. RED HOT & BLUE (Chrysalis)
4. THE CURE (Elektra)
6. HINDU LOVE GODS (Giant/Rep)

## ADDS

1. HAPPY MONDAYS (Elektra)
2. LUSH (4AD/Reprise)
3. SISTERS OF MERCY (Elektra)
4. DANIELLE DAX (Sire/WB)
4. GOD'S ACRE (Wax Trax)
6. MISSION UK (Mercury)

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

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

Depeche Mode  
Cure  
Soho  
Information Society

**BOW WOW RECORDS / GARETT  
WHATLEY / ALBUQUERQUE**

Cure  
Ottmar Liebert  
Charlatans UK  
Byrds  
Indigo Girls

**PLASTIC FANTASTIC / DAVID  
CASTLEMAN / ARDMORE, PA.**

Morrissey  
Red Hot & Blue  
Van Morrison  
Hindu Love Gods  
Inspirial Carpets

**WUOG / MARK KHALID /  
ATHENS**

Lush  
Paris  
Skinny Puppy  
Thee Headcoats  
Pale Saints

**ATLANTA CD (PEACHTREE) /  
JIM ENGEL / ATLANTA**

Beautiful South  
Chris Isaak  
Charlatans UK  
Echo & the Bunnymen  
Lush

**CHAPTER 3 / JIM VINING / AT-  
LANTA**

Hindu Love Gods  
Connells  
Soup Dragons  
Cure  
Rubaiyat

**WATERLOO RECORDS / DON  
DAVIS / AUSTIN**

Butthole Surfers  
J. Officers  
World of Skin  
B.W. Stevenson  
Poi Dog Pondering

**KUGS / SEAN CUNNINGHAM /  
BELLINGHAM**

Horseflies  
Mad Professor  
Lush  
Hex  
Stereo MC's

**WFNX / KURT ST. THOMAS /  
BOSTON**

Morrissey  
Sisters of Mercy  
Jane's Addiction  
Think Tree  
Primal Scream

**NU MUSIC / SCOTT ANDERSON /  
BRIDGEPORT**

Butthole Surfers  
They Eat Their Own  
Beautiful South  
KMFDM  
Boss Hog

**WBNY / MIKE PARRISH / BUF-  
FALO**

Goo Goo Dolls  
Connells  
Buck Pets  
Charlatans UK  
Stranglemartin

**JJ'S EAR CANDY / PAT CON-  
ROY/HOLLY SHARPE / CARSON  
CITY, NV**

Brothers Figaro  
Redd Kross  
Soho  
Horse  
They Eat Their Own

**RECORD REVOLUTION / BOB  
FULLER / CLEVELAND**

Sisters of Mercy  
Lush  
Danielle Dax  
Naked Raygun

**WUSC / WILL KAHLER /  
COLUMBIA, SC**

Slide Guitar Comp.  
Blake Babies  
Paris  
Pogues  
Roky Erickson

**CD101 / KELLI GATES /  
COLUMBUS**

Jane's Addiction  
Pixies  
Social Distortion  
Replacements  
Iggy Pop

**MAGNOLIA THUNDERPUSSY /  
RICH WITHERSPOON /  
COLUMBUS**

Nine Inch Nails  
Morrissey  
Skinny Puppy  
Wake  
Picahuss

**KDGE / LARRY NIELSON /  
DALLAS**

INXS  
Living Colour  
Jane's Addiction  
Replacements  
Eddie Brickell &...

**MIDDLE EARTH / BRIAN  
ROSSER / DOWNEY, CA**

Thee Headcoats  
Buffalo Tom  
Charlatans UK  
Blake Babies  
Ride

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

Pitchfork  
Swiz  
Fuel  
Jesus Lizard  
Nirvana

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

Lush  
Trixter  
Hindu Love Gods  
Mucky Pup

**SOUND FUTURE / DAVID KEN-  
NER / FT. WORTH**

Sisters of Mercy  
Soho  
P.I.L.  
Talk Talk  
Deee-Lite

**WBAU / JOHN ROSENBLAT/TIM  
KELLY / GARDEN CITY, NY**

High  
Mucky Pup  
Galaxie 500  
KMFDM  
Thee Hypnotics

**PIER PLATTERS / BILL  
RYAN/OTIS BALL / HOBOKEN,  
N.J.**

Lush  
Lunachicks  
God's Acre  
From Twisted Mind's  
Soho

**RECORD RACK / BRUCE GOD-  
WIN / HOUSTON**

Danielle Dax  
Charlatans UK  
Red Hot & Blue  
P.I.L.  
Jellyfish

**KUCI / TODD SIEVERS / IRVINE**

Pale Saints  
Jellyfish Kiss  
Laughing Hyenas  
Mr. T. Experience  
Blake Babies

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

Alarm  
Echo & the Bunnymen  
Sisters of Mercy  
Soup Dragons  
Eddie Brickell &...

**WBER / ANDREW CHINNICI /  
KENFIELD**

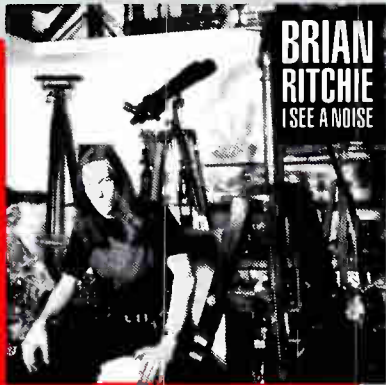
Charlatans UK  
Information Society  
Think Tree  
Trash Can Sinatras  
Y.B.U.

**WKSR / BRIAN QUINN /  
KENT, OH**

Darden Smith  
Buck Pets  
Replacements  
Pixies  
10,000 Maniacs

# BRIAN RITCHIE

THE BASS PLAYER FOR THE VIOLENT FEMMES



**dali**  
RECORDS

**STRIKES OUT  
ON HIS OWN  
WITH THE  
OUTRAGEOUS,  
VISIONARY,  
SURREAL,  
FUNKY,  
HUMOROUS,  
ALBUM  
I SEE A NOISE  
THE SINGLE  
"RELIGION  
RUINED MY LIFE"**

**HENDRIX IS BACK!!  
"FOXKEY LADY"**

the new classic hit from

# Mary's Danish

**THE ALBUM: EXPERIENCE**

(074841)



# Ferron

**FOR YEARS FERRON HAS  
BEEN A CULT HERO—  
WITH PHANTOM CENTER**

**THE REST OF  
THE WORLD WILL  
CATCH UP WITH  
A TALENT AS  
SINGULAR  
AS HER  
NAME.**

ALREADY ON AT:

KCRW-LA

WABC-NY

WTTN-MIAMI

WJLA-WASH DC

EARLY WEEKENDS AT

HARVARD COLLEGE BOSTON

JIM'S RECORDS SEATTLE

**CHAMELEON  
RECORDS**

Produced by V. CHICARELLI

Distributed By CEMA

# POST MODERN



## NICK BULL HITS, SHERMAN OAKS

This is the gratuitous part of the PoMo section where we *desperately* search for somebody of talent and genius that we can bring to your attention. Failing that, we're left with running any current photo we can find. HITS' Nick Bull has those beautiful baby blues and is tall, blond and chock full o' other cute attributes. Oh no, could our Nick, the only guy with the patience to talk to college radio geeks, really be Tim Hyde?? Oh yeah, Tim *doesn't talk* to radio. Phew!

### CHRIS' WARPED RECORDS / DAVE SWANSON / LAKEWOOD, OH

Waterboys  
Roky Erickson  
B. Eno & J. Cale  
Hindu Love Gods  
Lush

### STAN'S RECORD BAR / HARRIS SHERMAN / LANCASTER

Red Hot & Blue  
Sisters of Mercy  
Cure  
Hindu Love Gods  
Soup Dragons

### WEB OF SOUND / BILL TORMAS / LANCASTER

Cure  
Sisters of Mercy  
Lunachicks  
Poison Idea  
Naked Raygun

### MICHIGAN WHERE HOUSE RECORDS / FRANK JENKS / LANSING

Eddie Brickell &...  
Pet Shop Boys  
Skinny Puppy  
Killing Joke  
Red Hot & Blue

### KUNV / JOEL HABBESHAW / LAS VEGAS

Charlatans UK  
Pop Will Eat Itself  
Goo Goo Dolls  
Connells  
Limbomaniacs

### KLA / ERIC LAWRENCE / LA

Cocteau Twins  
Charlatans UK  
Jane's Addiction  
Ministry  
Blue Aeroplanes

### RALPH'S RECORDS / RALPH DEWITT / LUBBOCK, TX

Rubaiyat  
Red Hot & Blue  
Happy Mondays  
Danielle Dax

### EASTSIDE / MIKE DUGAN / MILWAUKEE

Echo & the Bunnymen  
Van Morrison  
Waterboys  
Hindu Love Gods  
10,000 Maniacs

### RADIO DOCS / KATHY STAMM / MILWAUKEE

Red Hot & Blue  
Morrissey  
Sisters of Mercy  
Charlatans UK

### KJJO / LORI KELLY / MIN- NEAPOLIS

Soul Asylum  
Cure  
Waterboys  
Jane's Addiction  
Redd Kross

### MIDNIGHT RECORDS / RON BALLY / NEW YORK

Gang of Four  
Blake Babies  
Girl Trouble  
Barbwire  
Lard

### WDRE / DENIS MCNAMARA / NEW YORK CITY

Red Hot & Blue  
Cure  
INXS  
Jane's Addiction  
Trash Can Sinatras

### WUCF / PAT DOUGHER / OR- LANDO

Sonic Youth  
Redd Kross  
Mary's Danish  
Lard  
Slayer

### WHEREHOUSE / NIKKI BASQUE / PACIFIC BEACH

Soup Dragons  
Charlatans UK  
Waterboys  
Soho  
Trash Can Sinatras

### 3RD STREET JAZZ / CHAZ MOLINS / PHILADELPHIA

Front 242  
Naked Raygun  
Beautiful South  
Mighty Mighty ...

### SPRUCE ST. RECORDS / JIM WEISS / PHILADELPHIA

Sisters of Mercy  
Gang of Four  
Inspirational Carpets  
Lush  
Trash Can Sinatras

### JIMS RECORD & TAPES / JIM SPITZNAGEL / PITTSBURGH

Van Morrison  
Morrissey  
Gang of Four  
Eddie Brickell &...  
Connells

### EVERYBODY'S RECORDS / GAYLE MICKEY / PORTLAND

Jimmy Buffet  
Eddie Brickell &...  
Morrissey  
Darden Smith

### KRRC / KATRINA MILLER / PORTLAND

EU  
Naked Raygun  
Blake Babies  
Teenage Fan Club  
Swell

### SMOKEY'S / SMOKEY KOELSCH / SALT LAKE CITY

Sisters of Mercy  
P.I.L.  
Pet Shop Boys  
Red Hot & Blue  
Cure

### ASSORTED VINYL / LARRY WIENSTRAUB / SAN DIEGO

Alarm  
Trash Can Sinatras  
Madonna  
Social Distortion  
Beautiful South

### KCMU / KATHY FENNESSY / SEATTLE

LL Cool J  
Love Battery  
Fastbacks  
Girl Trouble  
Capping Day

### ORPHEUM RECORDS / SARA GRANGER / SEATTLE

Meat Beat Manifesto  
Happy Mondays  
Opal  
Adamski  
Malcolm McClaren

### WVFS / CHRIS WHITE / TAL- LAHASSEE

Fishbone  
Buffalo Tom  
Buck Pets  
Killing Joke  
Strangle Martin

### WPST / MEL TOXIC TAYLOR / TRENTON

Charlatans UK  
Jellyfish  
Indigo Girls  
Cocteau Twins  
Echo & the Bunnymen

### WTSR / CHRIS BERGEN / TRENTON

Skinny Puppy  
Fishbone  
Limbomaniacs  
Pop Will Eat Itself  
Front 242

### VINYL SOLUTION / JILLANA ENTEEN / TUSCALOOSA

Roky Erickson  
Storm Orphans  
Marlee McLeod  
Redd Kross  
Hindu Love Gods

### WDST / JEANNE ATWOOD / WOODSTOCK

Lush  
Paul Simon  
Pet Shop Boys  
Charlatans UK  
Connells

No ride compares to this trip... on Elektra cassettes and compact discs.

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the first single and video  
from the forthcoming release  
*Pills, Thrill And Bellyaches*

# HAPPY MONDAY, "KINKY" AFTER

WIGGING OUT

RAVING ON &

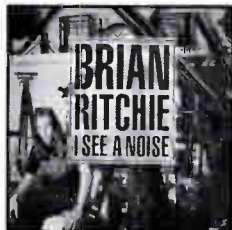
#1 MOST ADDICTED!



# POST MODERN

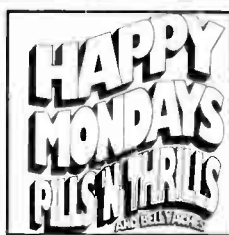
## POMO PICKS

Edited by **Karen Glauber**



**Brian Ritchie, "I See A Noise" (DALi/Chameleon):** Brian Ritchie's third solo album is yet another superb enhancement of the vast scope of Ritchie's musical abilities and influences. His talent is incorporating traditional instruments and Eastern arrangements within the context of his and Peter Balestrieri's songs, many of which display their keen sense of humor. OK, so maybe Mercy Seat won't be covering "Religion Ruined My Life," which is why this particular glimpse into the mind of one of the 'Femmes' founders is so fascinating.

**Danielle Dax, "Blast The Human Flower" (Sire/WB):** Danielle Dax' second domestically released album reunites her with guitarist/keyboardist David Knight and Karl Blake, both of whom she's been collaborating with since the days of the Lemon Kittens. Her dazzling beauty and gliding vocals have often overshadowed the frightening intensity of her lyrics and the wide range of her musical eclecticism. That juxtaposition is what sets Danielle Dax in a league beyond the visionary and into the realm of the spiritual.



**Happy Mondays, "Pills 'N' Thrills And Bellyaches" (Elektra):** Since their first U.S. appearance on the soundtrack of "Lost Angels," the Happy Mondays have been consistently producing PoMo hit after hit. "Step On," included on this album, was one of the biggest hits of the summer, and all signals indicate that "Kinky Afro," with its throwaway "Lady Marmalade" chorus will fare much the same. "Pills 'N' Thrills" is a veritable cornucopia of guitar-affixed danceable pop, for which we give thanks. (Hey Jon, I didn't mention Manchester once!)

**Horse Flies, "Human Fly" (MCA):** This Ithaca, NY quartet have made a brilliantly bizarre debut album that is kinda how Poi Dog Pondering would sound after art school and too many cold winters, illustrated in "I Live Where It's Gray." Judy Hyman's violin provides a repetitive groove throughout the album, providing a celtic feel, which when combined with minimalist synthesizer produces a hypnotic effect. Any band that can segue from the Cramps' "Human Fly" into the traditional lullaby "Hush Little Baby" is certainly a band worth watching and embracing. Look for a new album this spring!



## POMO MUGS



**GARDENING AT NIGHT:** When the groovy, fab, neat, way-swell, nifty, brilliant, I-hope-they're-not-still-mad-at-me Posies showed up at PoMo Powerhouse WHFS, mid-day dude **Patrick Ferrise** (far right) asked the scintillating question: "Please order by humanistic priority: a) man's will to power (thank you, Nietzsche) b) man's self-preservation or c) the survival of the species." Major Posies' babe **Ken Stringfellow** responded as expected: "Who do you think we are, Jellyfish?????" (Boy, sometimes I just crack myself up.)



**HOLD ME UP:** I would like to take credit for "Just Goo It," that clever play on words used by the Goo Goo Dolls. Thank you. Their manager just called to tell me I couldn't. Oh (expletive deleted)! The Goos (as they're affectionately called by those in the know) played an in-store set at New World Records in their hometown of Buffalo, before embarking on a cross-country tour that will make them superstars, in no small part due to the support of HITS and MTV (thanks **Rick**). There you are, ok?



**WHERE'S MIKE PARRISH?:** Just to prove that these PoMo photos are unretouched, here's another shot of the Goo Goo Doll's in-store, from the vantage point of the band. What you have yet to hear is the banter between the Goo's and the crowd gazing at them. "Play the MTV theme!" shouted one member of the audience. "Let's hear "Come Sail Away" or "The Man I Used To Be." "Who the (expletive deleted) do you think we are," they replied, "Jellyfish?????"



# the darling buds it makes no difference.

a little grit,  
a little gloss,  
and a lot of guitar.

from the album  
"crawdaddy"  
48816

produced by **stephen street.**

it makes no difference  
...or does it?

on **columbia.**

U.S. Representation: Siddons & Associates  
Worldwide Management: Richard Hermitage

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1990 Sony Music Entertainment Inc.

hear **the buds** on tour: san diego sports arena, san diego, nov. 27 • whiskey a go go, los angeles, nov. 28 • creem magazine party, los angeles, nov. 29 • dna lounge, san francisco, nov. 30 • club baby head, providence, dec. 2 • nightstage, cambridge, dec. 3 • max's, baltimore, dec. 4 • woody's, new york, dec. 5 • fast lane, asbury park, dec. 6 • 9:30 club, washington, dec. 7



**CLINT BLACK**

**THE  
MALE  
VOCALIST**

**OF THE YEAR**



**3,000,000**

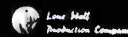
**AND CLIMBING**



**2,000,000**



**1,000,000**



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# NEOBILLY

## ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	<b>GARTH BROOKS</b>	<i>No Fences</i>	Capitol
--	2	2	<b>CLINT BLACK</b>	<i>Put Yourself In...</i>	RCA
2	3	3	<b>RANDY TRAVIS</b>	<i>Heroes &amp; Friends</i>	WB
3	4	4	<b>GARTH BROOKS</b>	<i>Garth Brooks</i>	Capitol
--	6	5	<b>K.T. OSLIN</b>	<i>Love In A Small...</i>	RCA
6	8	6	<b>CLINT BLACK</b>	<i>Killin' Time</i>	RCA
4	5	7	<b>REBA MCENTIRE</b>	<i>Rumor Has It</i>	MCA
11	10	8	<b>VINCE GILL</b>	<i>When I Call...</i>	MCA
15	7	9	<b>GEORGE STRAIT</b>	<i>Livin' It Up</i>	MCA
9	11	10	<b>ALAN JACKSON</b>	<i>Here In The...</i>	Arista
17	12	11	<b>KEITH WHITLEY</b>	<i>Greatest Hits</i>	RCA
--	--	12	<b>KATHY MATTEA</b>	<i>A Collection Of Hits</i>	Mercury
14	9	13	<b>DWIGHT YOAKAM</b>	<i>If There Was A Way</i>	Reprise/WB
5	14	14	<b>KENTUCKY H. HUNTERS</b>	<i>Pickin'...</i>	Mercury
18	16	15	<b>ATKINS/KNOPFLER</b>	<i>Neck And Neck</i>	Columbia
19	17	16	<b>TEXAS TORNADOS</b>	<i>Texas Tornados</i>	Reprise/WB
--	--	17	<b>TRAVIS TRITT</b>	<i>Country Club</i>	WB
13	18	18	<b>MARK CHESNUTT</b>	<i>Too Cold At...</i>	MCA
--	--	19	<b>RICKY VAN SHELTON</b>	<i>RVS III</i>	Columbia
--	--	20	<b>M-CHAPIN CARPENTER</b>	<i>Shooting ...</i>	Columbia

Based on retail sales.

## NEXT UP

- JUDDS (*Curb/RCA*)
- RANDY TRAVIS - XMAS (*WB*)
- LORRIE MORGAN (*RCA*)
- GEORGE STRAIT - XMAS (*MCA*)
- RICKY VAN SHELTON - XMAS (*Columbia*)

## HOLLYVILLE

### ALL THE NEOBILLY NAMES FIT TO DROP

by Holly Gleason, Nashville

With all the talk about negative stereotypes in *country*, we should ask ourselves if we help foster it. Yes, the hat posse's ruling the charts, but diverse artists like **Mary-Chapin Carpenter**, **Lyle Lovett**, **k.d. lang** and **Rosanne Cash**, who have followings beyond the format, seem to want to distance themselves from that tag. What signal does this send? If we want to bring new fans to the genre, it's time for the vanguard to stand up and be counted — to say they're country, that it's some of the best music being made anywhere, and by not checking it out, musically disenfranchised Baby Boomers are cheating themselves out of a lot of

great listening.... **Mary-Chapin Carpenter**

played 328 and demonstrated a real flesh-and-blood sensuality to her vocals. Anyone who was anyone was there, and there were plenty of music fans, too.... **Clint Black's** exploding at retail — as is **K.T. Oslin** — making **RCA's Jack Weston** and **Ron Howie** two happy, happy campers.... With **Garth** at #1 and **Clint** at #2, is a Christmas gift-giving \$ dog-fight shaping up?... **Earth Ball '90** was a

### Texas Boogieboy



**Ray Benson:** *Could Saturday AM cartoons be next?*

raging success with the **Del Beatles**, featuring suave **Jim Photoglo** and Nipper A&R scion **Josh Leo**. **ECO Chairbabe Rosanne Cash** judged the vegetable corsage contest, as **Paulette Carlson**, **Sweetheart of the Rodeo Christine Arnold**, indie promo weasel **Scott Borchetta**, **Rodney Crowell** and a cast of hundreds boogied with abandon.... **Rumor & Innuendo:** Is **Howie Epstein** about to produce a major songwriting legend?... Always judged by the company he keeps, **Asleep at the Wheel's Ray Benson** — suspiciously devoid of bloodshot eyes — is being immortalized in cartoon by **National Lampoon's James Bennett** in support of their "That's The Way Love Is" single. **Kinky Friedman** wrote the copy.... **WB's Nick Hunter** needs a new camshaft.... **IRS/Pangaea's** nouveau-hip **Kennedy-Rose** open **Sting's '91** tour. They're packing plenty o' haircare products.... **Rob Crosby** — he's young, blonde, cute, sensitive and writes songs that don't twang. "Love Will Bring Her Around" is hot at radio, but there's more. Perhaps the next wave of **Fogelbergs**, **Taylor**s and **Brown**es will be Neobillies....

# NEOBILLY

## RED HOTS

## BREAKOUTS

1. GARTH BROOKS (Fences) (Capitol)
2. CLINT BLACK/New (RCA)
3. RANDY TRAVIS (WB)
4. K.T. OSLIN (RCA)
5. DWIGHT YOAKAM (Reprise)
6. REBA MCENTIRE (MCA)

1. DWIGHT YOAKAM (Reprise)
2. K.T. OSLIN (RCA)
3. CLINT BLACK/New (RCA)
4. ROSANNE CASH (Columbia)
5. MARY C CARPENTER (Columbia)
6. ATKINS/KNOPFLER (Columbia)

**ARC DISTRIBUTORS / BYRON RUSSELL / CINCINNATI**

Clint Black  
Garth Brooks/Fences  
Randy Travis

Clint Black  
K.T. Oslin  
Rosanne Cash

**ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX**

Clint Black  
Garth Brooks/Fences  
Reba McEntire

Joe Diffie  
Mark Chesnutt  
Sawyer Brown

**BELIEVE IN MUSIC / AMY BANNING / GRAND RAPIDS**

Garth Brooks/Fences  
Reba McEntire  
Dwight Yoakam

Dwight Yoakam  
Clint Black  
Vince Gill

**BUZZARD'S NEST / JIM JOUSSELL / COLUMBUS**

Clint Black  
Randy Travis  
Garth Brooks/Fences

Clint Black  
Atkins/Knopfler  
Dwight Yoakam

**CENTRAL SOUTH / DAVID VAINGEN / NASHVILLE**

Garth Brooks/Fences  
Clint Black  
K.T. Oslin

Atkins/Knopfler  
Rosanne Cash  
Dwight Yoakam

**CML ONE-STOP / SCOTT FREEMAN / ST. LOUIS**

Garth Brooks/Fences  
Randy Travis  
Reba McEntire

Clint Black  
K.T. Oslin  
Dwight Yoakam

**DISC JOCKEY / HAROLD GUIFOIL / KENTUCKY**

Garth Brooks/Fences  
Clint Black  
Randy Travis

Dwight Yoakam  
Joe Diffie  
K.T. Oslin

**EUCLID / TONY MARGHERITA / ST. LOUIS**

Rosanne Cash  
Dwight Yoakam  
Texas Tornados

Dwight Yoakam  
K.T. Oslin  
Darden Smith

**FACE THE MUSIC / KEN MACIVER / ROCHESTER**

Dwight Yoakam  
Clint Black  
Garth Brooks/Fences

Dwight Yoakam  
Vince Gill  
Willie Nelson

**GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURGH**

Garth Brooks/Fences  
Kathy Mattea  
Vince Gill

Hank Williams Jr  
Mark Chesnutt  
Patti Loveless

**HARMONY HOUSE / SANDY BEAN / DETROIT**

Garth Brooks/Fences  
Clint Black  
Randy Travis

Rosanne Cash  
K.T. Oslin  
Hank Williams Jr

**HARVARD COOP / DAVID SIBEL / BOSTON**

Dwight Yoakam  
Rosanne Cash  
Emmylou Harris

Rosanne Cash  
Lonesome val  
Mary C Carpenter

**K.S.G. / DAVE ORTIZ / LAYTON**

Randy Travis  
Clint Black  
Garth Brooks/Fences

K.T. Oslin  
Velon Thompson  
Shendoah

**LIEBERMAN / JIM COFFIN / DALLAS**

Garth Brooks/Fences  
K.T. Oslin  
Dwight Yoakam

Mary C Carpenter  
K.T. Oslin  
Randy Travis

**MICHIGAN WHEREHOUSE / FRANK JENKS / MICHIGAN**

Garth Brooks/Fences  
Clint Black  
Randy Travis

Vince Gill  
Kenny Rogers  
K.T. Oslin

**MUSIC CITY / LARRY WEBB / NASHVILLE**

Clint Black  
Garth Brooks/Fences  
K.T. Oslin

Clint Black  
K.T. Oslin  
Dolly Parton

**MUSIC PEOPLE / JASON BLAINE / OAKLAND**

Clint Black  
Reba McEntire  
George Strait

Texas Tornados  
Lonesome val  
Randy Travis

**NATIONAL RECORD MART / JOHN ARTALE / PITTSBURGH**

Garth Brooks/Fences  
Mary C Carpenter  
Michael M Murphy

Atkins/Knopfler  
Mary C Carpenter  
Michael M Murphy

**NORTHEAST ONE-STOP / GEORGE SMITH / ALBANY**

Garth Brooks/Fences  
K.T. Oslin  
Clint Black

Mark Chesnutt  
Mary C Carpenter  
Rosanne Cash

**NORTHERN LIGHTS MUSIC / KIRK MILLER / MINNEAPOLIS**

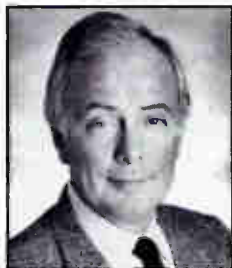
Mary C Carpenter  
Clint Black  
Emmylou Harris

Rosanne Cash  
Atkins/Knopfler  
K.T. Oslin

key: RED HOTS  
BREAKOUTS

Hots & Breakouts from the nations leading retail & racked accounts.

# NEOBILLY



## BRUCE HINTON MCA RECORDS

With Vince Gill finally breaking through with "When I Call Your Name" and Reba McEntire's "Rumor Has It" now gold, as well as killer breakout action on Texas sensation Mark Chesnutt, it's no wonder Bruce Hinton looks nonplussed. The kind, benevolent ruler of MCA Nashville is watching stellar artists get their due. So what's there to sweat? Maybe the note on Tony Brown's Porsche, or Walt Wilson's obsession with touch football and Joe Ely...

### PEACHES / JAMIE BROWN / SEATTLE

Mary C Carpenter  
Garth Brooks/Fences  
Clint Black  

---

Kathy Mattea  
K.T. Oslin  
Vince Gill

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

Clint Black  
Dwight Yoakam  
Mark Chesnutt  

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Alan Jackson  
Texas Tornados  
Carlene Carter

### RADIO DOCTORS / KATHY STAMM / MILWAUKEE

Garth Brooks/Fences  
Clint Black  
Randy Travis  

---

Michael M Murphey  
Alan Jackson  
Dwight Yoakam

### RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND

Mark Chesnutt  
Clint Black  
Garth Brooks/Fences  

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Ray Stevens  
Randy Travis  
Mary C Carpenter

### ROUND UP / LAURA AVERY / SEATTLE

Clint Black  
Garth Brooks/Fences  
K.T. Oslin  

---

Holly Dunn  
Michael M Murphey  
Rosanne Cash

### RTI ONE-STOP / JODY PANKHURST / OMAHA

Clint Black  
Garth Brooks/Fences  
Garth Brooks/Old  

---

K.T. Oslin  
Dwight Yoakam  
Matraca Berg

### SAM GOODY EAST / BRIAN ALBRIGHT / EDISON

Clint Black  
Garth Brooks/Fences  
K.T. Oslin  

---

Aaron Tippin  
Beth Nielson Chapman  
Pam Tillis

### SEA PORT / WILTON MERRITT / PORTLAND

Clint Black  
Garth Brooks/Fences  
K.T. Oslin  

---

Atkins/Knopfler  
Hank Williams Jr  
Dwight Yoakam

### SOONER SOUNDS / JEFF JAKOBER / TULSA

Garth Brooks/Fences  
Clint Black  
Randy Travis  

---

Mary C Carpenter  
Texas Tornados  
Rosanne Cash

### STATEWIDE / MARK MARTENS / MICHIGAN

Garth Brooks/Fences  
Randy Travis  
Clint Black  

---

Reba McEntire  
Mark Chesnutt  
Hank Williams Jr

### STREETSIDE / KIM HAYES / ST. LOUIS

Clint Black  
Garth Brooks/Fences  
Reba McEntire  

---

Clint Black  
Hank Williams Jr  
Dwight Yoakam

### TARGET / LAYNE ROSCHENWIMMER / NATIONAL

Garth Brooks/Fences  
Randy Travis  
Reba McEntire  

---

Clint Black  
Dwight Yoakam  
K.T. Oslin

### TRACKS / DONNA AGRESTO / NORFOLK

Clint Black  
Garth Brooks/Fences  
Randy Travis  

---

Clint Black  
K.T. Oslin  
Rosanne Cash

### TURTLES / ROBIN SHANNON / ATLANTA

Clint Black  
Garth Brooks/Fences  
K.T. Oslin  

---

Dwight Yoakam  
Clint Black  
Rosanne Cash

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

Clint Black  
Randy Travis  
Garth Brooks/Fences  

---

Dwight Yoakam  
Sawyer Brown  
Joe Diffie

### VINYL VENDORS / VALERIE ELIOT / KALAMAZOO

Clint Black  
Garth Brooks/Fences  
Dwight Yoakam  

---

K.T. Oslin  
Dwight Yoakam  
Mary C Carpenter

### WALL TO WALL / BEN BRENT / PHILADELPHIA

Garth Brooks/Fences  
Clint Black  
Reba McEntire  

---

Mary C Carpenter  
Atkins/Knopfler  
Doug Stone

### WESTERN MERCHANDISERS / JOHN ROSE / AMARILLO

Garth Brooks/Fences  
Clint Black  
Garth Brooks/Old  

---

Clint Black  
K.T. Oslin  
Dwight Yoakam

### WHEREHOUSE / KEVIN MILLIGAN / LOS ANGELES

Clint Black  
Garth Brooks/Fences  
K.T. Oslin  

---

Michael M Murphey  
Dwight Yoakam  
Holly Dunn

### ZIPS / RICK ANDRADE / TUCSON

Garth Brooks/Fences  
Clint Black  
Dwight Yoakam  

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Clint Black  
Dwight Yoakam  
Mark Chesnutt

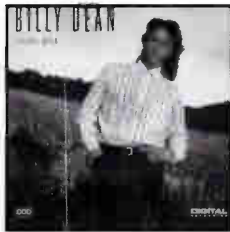
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BREAKOUTS

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# NEOBILLY

## NEOBILLY PICKS

by Holly Gleason, Nashville



**Billy Dean, "Young Man"** (SBK/Capitol): Billy Dean could be the beginning of the next wave — boys sans cowboy hats. Young, pretty, passionate, this is the kind of guy every young man borders on and every young girl dreams of. The title track owes a debt to Southern California rock, and Dean sounds both comforting and comfortable on this classic song of youthful dreams and drifting. "Only Here For A Little While," with classic gospel harmonies, could be the power-message single.

### Tammy Wynette, "Heart Over Mind"

(Epic): One of America's true vocal treasures, Wynette's been hailed by everyone from Melissa Etheridge and Patty Smythe to Tom Petty. Produced by Bob Montgomery, Wynette takes on the plight of middle-aged women — their joys and trials — with her usual poignant eloquence. "I'm Turning You Loose" is a sassy, saucy enjoiner to a guy whose time has come, while "Suddenly Single" tackles starting over with a tear in that oh-so-powerful wail.



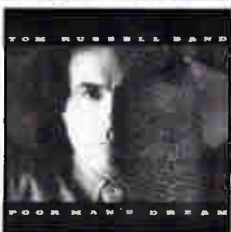
**Steve Wariner, "Christmas Memories"** (MCA): With guests ranging from the Chieftains to Maura O'Connell to Chet Atkins, Steve Wariner, country's boy-next-door, takes Christmas carols into the acoustic — and at times, Celtic — realm. Without resorting to obvious

Vegas-aries, Wariner and Co.'s tasteful playing bouys these traditional songs of the season. When you take a guy who sings with such tenderness, was Atkins' protegé and was born on Christmas to boot, how can you lose?



### Tom Russell Band, "Poor Man's Dream"

(Dark Angel): The last of the Brooklyn cowboys, Tom Russell takes a blue-collar approach to Neobilly. Sweeping musical panoramas and the feel of the high plains transform "Blue Wing," "Spanish Burgundy" and "Navajo Rug," all sung in Russell's deep oak baritone. With "Outbound Plane," co-written with Nanci Griffith, radio has an entry point to intelligent country featuring multi-instrumental Fats Kaplan. Order now from 1-800-Dark-Angel.



## NEO-MUGS



**ASLEEP IN THE PAINT:** Vince Gill looks for a helping hand, which is attached to Asleep at the Wheel's Mark Eaton clone Ray "Boom Boom" Benson, during last week's charity basketball game to benefit Belmont College's sports and music business programs. Vince donated his floor burns and Benson his oversized George Foreman Everlast trunks to the cause.



**JOCK TRAP:** Savvy point guard Rodney Crowell demonstrates the latest in street court b-boy fashion with his two-sizes-too-big, over-the-knees elastic Body Glove basketball shorts, which fell to his ankles as he tried to drive to the hoop when Ray Benson showed his best Tom Boerwinkle move by tying Crowell's sneaker laces together. The whole sequence is captured on the home video "Neobilly-Ball Blops and Blunders" and is available free with a subscription to this magazine. Call today!



**TRITT (NOT TRITT):** How do you tell Restless Heart's stud muffin-ly Larry Stewart from rising southern boogie hunk Travis Tritt? Well, other than checking the vinyl chairs at Neobilly goddess Holly Gleason's house, we're not too sure, either. We can tell you that Stewart's on the left, though, because his side of the photo was covered in the Gleas-woman's hot pink lipstick..... poor guy.



## RADIO A.C.-TIVE!

After a show-stopping performance at the CMA awards, and appearances on everything from the David Letterman Show to CBS This Morning, *everybody's* getting the message...Mary-Chapin Carpenter is a winner! Her latest single, "You Win Again," is hot country, and hip AC! From the new album, **Shooting Straight In The Dark**. Check out Chapin in her November Elle magazine feature.

ROSANNE CASH INTERIORS



## MASSIVE A.C.-CEPTANCE!

Rosanne Cash continues to smash musical barriers on her new album, **Interiors**, featuring the multi-format single, "What We Really Want." "Four stars. Interiors is a great record...Like much of (John) Lennon's best work..."—Wayne King, *Rolling Stone*. "Country at its best: A"—Robert Christgau, *Village Voice*, "A Masterwork."—Holly Gleason. *Hits*.



## CRITICAL A.C.-CLAIM!

The Chet Atkins & Mark Knopfler album, **Neck And Neck**, is the Necks big thing! Extensive media coverage, together with intensive in-store airplay is breaking the album at retail. The video and single, "Poor Boy Blues," is breaking country and AC!

THE HIP COUNTRY A.C.-TION IS ON COLUMBIA!!

# WHEELS & DEALS

BY NEIL HARRIS

IT'S A KOOKY, KOOKY WORLD OUT THERE! Let's start with a couple of stories to get you all in the holiday spirit. The first involves a West Coast kingpin who, in front of his attorney, offered an East Coast A&R gunslinger \$60,000 if he could get one of the West Coast heavy's own A&R men a job at another company within a week. Unfortunately, the New York gunslinger couldn't complete the task, and therefore forfeited the cash.... The second story involves an A&R man who harbors secret ambitions of becoming a recording star. It seems he has been taking voice lessons incognito in order to be all that he can be vocally, which any creative type knows is sound advice for an aspiring

## Deee-Rich



Deee-Lite: Grabbin' some Virgin cash.

artist.... The Seattle grunge scene is still a hotbed of activity, with My Sister's Machine getting a huge wad from Susan Collins and Kaz at Virgin Music. Will the record side fall into place now that several people have been spending their weekends up there to see 'em? In other news, look for Island's Steve Pross to aggressively pursue the more artsy Inspector Luv, and renewed interest in Shotgun Mama (who turned down a few early offers) to turn into a deal soon.... MCA has increased the free-agent talent pool by letting dance diva

Alisha, PoMo rockers the Call, Metal boys Cold Sweat, Jetboy, and Spread Eagle, former Eagle Timothy B. Schmit, punk pioneers Manitoba's Wild Kingdom, Tim Feehan, and soap opera king Jack Wagner go their own ways.... MCA is not the only label trimming, with Chrysalis waving bye-bye to the Pursuit of Happiness, and A&M severing ties with Matthew Sweet, who has a great finished record in the can. Call Russell Carter to get a listen.... Elektra is still looking for a VP-type to run their West Coast office. Some experience is required.... Former Fast Forward publisher George White has thrown his hat into the A&R arena, and can be reached at (818) 953-9162.... Where will red-hot EMF, the UK Jesus Jones-meets-New Kids-in-a-dark-alley combo, who have been getting incredible press and chart action in their homeland, land stateside? They are signed to EMI there, but those might not be the initials of their home here.... Virgin Music has also given a bag of cash to Deee-Lite, who are selling records like crazy and must be rakin' in the performance royalties, and have inked Portland-based Love On Ice, who have gone with Interscope on the record side. Look for a management heavy to complete the equation.... It looks like the much-sought-after Toshi Reagan will be inking a deal with Nancy Jeffries at Elektra, following fierce competition from a number of labels. But will they lose Simply Red to East West?... Warner/Chappell's Jim Cardillo has inked Soul Asylum.... The folks at PolyGram Music have paid monster bucks for the Rosanne Cash and Rodney Crowell catalogues.... Finally, be sure to check out Ticking Time Bomb, who have a great new tape circulating. Call (818) 853-9162. Tell 'em Bud sent ya... THE BUZZ IS ON: Galliano.

# NEW ARTISTS



## Charlatans UK

Title  
Some Friendly

Label  
Beggars Banquet/RCA

Out of the grey and industrial north of England comes a bubbling cauldron of rhythmic activity, a sense of freedom embraced by a growth of bold young hands and a new generation of fans. This Manchester band — vocalist Tim Burgess, keyboardist Rob Collins, guitarist Jon Baker, bassist Martin Blunt and drummer Jon Brookes — speak to and for that generation, said to be a revival of the late '60s psychedelic era. The band's first single, "Indian Rope" — which was pressed on their own label, Dead Dead Good — hit the top of the U.K. indie charts, setting off a bidding war won by Beggars Banquet. Produced by the band with Chris Nagle, the album demonstrates the artistic energy this quintet is capable of creating.

### Suggested Cuts

Strong MTV rotation for Top 5 Post Modern smash "The Only One I Know" is leading the crossover charge.

### Comments:

This week's guest analyst is James Worthy, who said, "I was chillin' to these guys in Houston, and the next thing I know I'm being handcuffed by two hos."



## Paul Simon

Title  
"The Rhythm of the Saints"

Label  
Warner Bros.

This guy is cashing in on the fame he achieved 12 years ago, when he beat an NBA star in a one-on-one on "Saturday Night Live," by attempting to embark on a recording career. He's been trying to outdo his former partner ever since losing out to him for a role opposite Jack Nicholson in "Carnal Knowledge," and after trying his luck in various other musical genres, he apparently feels that South American jungle beats will pave his road to fame. We're not sure whether this guy has much appeal for music lovers, but he's tenacious nonetheless, and he's said to be a pretty good writer/vocalist, at that. And he's kinda cute, don't you think?

### Suggested Cuts

Sales, airplay and MTV video have made "The Obvious Child" huge at Post Modern and laid the groundwork for a cross to Top 40.

### Comments:

Said Worthy, "I saw this dude play ball once on TV. He's pretty good. Hey baby, not so tight — you're hurting my shooting wrist."



# TONY! TONI! TONÉ!

"Feels Good" From the album  
THE REVIVAL

**10** HITS TOP FIFTY SINGLES!  
TOP 10 NATIONAL SINGLE SALES!

Q104	deb	28	KOY	3-2	Q105	4-3	WPLJ	10-9
Z104	deb	29	KKFR	3-2	WXKS	6-5	WKSS	11-10
WABB	deb	31	HOT97.7	3-2	WHYT	5-5	Z95	16-11
KBOZ	deb	37	PWRPIG	3-2	WCKZ	8-5	KBEQ	16-11
KIKX	deb	37	KHTK	3-2	Z100	8-6	KEGL	16-12
			Y108	2-2	WEGX	8-6	WLOL	16-13
WTIC	2-1		KIIS	4-3	KTFM	8-6	HOT94.9	18-15
WIOQ	2-2		WZOU	5-3	WMJQ	10-8	Q102	25-22



# SOUP DRAGONS

"I'm Free" From the album  
LOVEGOD

**CROSSOVER!**  
TOP 5 POST MODERN!

WHYT add  
K96.7 add  
KQHT add  
G98 add

KSMB deb 31  
KBOZ deb 39  
KZZB deb 40  
  
K106 26-21  
KAKS 24-21  
WKBQ 31-27  
WXKS 32-29  
ZFUN 35-30

KZZU 35-31  
WHHY 35-32  
KTMT 38-35  
KISR 40-37  
  
BREAKING AT:  
KRBE KSAQ  
PWR99 HOT94.9  
WNVZ

**HOT SALES AT:**  
Sound Warehouse/Dallas  
Peaches/Seattle  
Radio Doctors/Milwaukee  
J&R/NY  
Northern Lights/Mpls  
Tower/Berkley  
Tower-Newbury/Boston



# JON BON JOVI

"Miracle" From the album MUSIC INSPIRED  
BY THE FILM YOUNG GUNS II

**20-17** HITS TOP FIFTY SINGLES!  
**22** HITS TOP FIFTY ALBUMS!

KHMX add  
Q102 add  
  
X100 deb 29  
  
CK105 6-3  
WOKI 6-3  
KATM 5-3  
Z100 6-4  
KFMW 9-4  
93Q 5-4  
PIRATE 6-5  
WDFX 7-5  
PRO-FM 8-5  
KLYV 7-5  
KTUX 7-5  
WIFC 10-6

WHTO 7-6  
KQKQ 7-6  
WPLJ 8-7  
KKRD 12-7  
KFTZ 10-7  
KWTX 10-7  
KMOK 8-7  
KZZU 9-7  
WZPL 13-8  
WGTX 10-8  
Y107 9-8  
WZZG 8-8  
WSNX 14-8  
WOMP 11-8  
999KHI 10-8  
WVSR 10-8  
SLY96 8-8

WSKZ 8-8  
KQIZ 11-8  
WHYT 11-9  
WEGX 10-9  
KBOZ 16-9  
OK95 14-9  
WCGQ 14-9  
KMCK 13-9  
KFRX 12-9  
WLRW 12-9  
KKHT 11-9  
  
WJMX 11-9  
WQUT 11-9  
WAZY 10-9  
WKZL 23-10  
WRVQ 10-10  
KCHX 15-10  
KTMT 15-10  
KIXY 13-10  
WWFX 13-10  
WOVV 12-10  
Q104 11-10  
  
WKPE 11-10  
KGOT 13-10  
KMYZ 13-10  
FM104 11-10  
99KG 15-11  
WHHY 14-11  
WLAN 14-11  
WKRZ 16-11  
KSAQ 16-12  
XL106 18-12  
WKEE 19-12

KYYY 16-12  
KZOU 17-12  
WRQN 15-12  
KAKS 17-12  
WTHT 16-12  
KEGL 18-12  
KKRZ 18-12  
WKBQ 17-12  
WBWB 17-12  
WKSF 17-13  
Z95 27-21  
KBEQ 24-22  
WKSE 25-22  
Q105 26-22  
Z102 19-11



Describing herself as "the yenta from hell," Joyce Castagnola, Vice President of Sales for Virgin Records, takes the business of selling records very seriously. A veteran of the distribution/sales wars, Castagnola won her industry stripes during a nine-year tenure ('77-'86) with Record Factory, a major Bay Area retail chain. She eventually worked her way down the coast to Warehouse's central office in Torrance, California for a brief stint as Director of Advertising and Product Marketing, before Virgin came a-courtin'. Whether directing her regional and local field staff or working with Virgin's distributor, Atlantic, Castagnola makes sure that her label's eclectic roster of artists — Paula Abdul, Lenny Kravitz, Steve Winwood, Iggy Pop, Soul II Soul, UB40, etc. — get their shot at the retail spotlight, as she explains to one guy who's better left in the dark, HITS' resident dim bulb Michael Amicone.



# JOYCE TO THE WORLD

**How do you ensure that Virgin's artists get a fair shake in the marketplace?**

By being in the branches and the sales offices, talking to the singles specialists, the in-house marketing reps, the sales reps, sales managers, field sales manager... there's a ton of people. If my staff gets the WEA system excited, three-quarters of their job is taken care of.

**How do you keep your staff motivated?**

[Laughs.] I beat them, I yell at them, beat them again and make them carry my bags when I go on the road. They call me "Driving Miss Joyce."

**Virgin is very much known as an artist development-oriented label.**

Our reputation is excellent because we stand behind our records. We don't give up. An example of that is what we're doing with UB40. This record came out almost two years ago and it's just now starting to hit home. In the beginning, the retail community embraced UB40, but radio didn't. Now radio has and we're enjoying a lot of success with them. That's

our job as the sales force — to go back and say, "Hey, Mr. Retailer, Mr. WEA, we're starting to get a nibble at radio, let's bring this record back up front and support it with some ad bucks."

**What methods do you employ to help a new and developing act?**

I'll give you an example with Lenny Kravitz. We had to turn on the retail community and WEA. We sent out advance cassettes and told them it was something special they had to listen to. I personally sent out notes. And they just loved it — they begged for in-store play copies. I believe that's how we broke Lenny Kravitz. Obviously, you can't do that with every debut artist.

We don't cry wolf. If they get a letter from me or from the WEA in-house marketing reps every single week, it wouldn't mean anything. It has to be something special. We're going to do the same thing with the Divinyls, which we feel very strongly about. We want to try to get the record into the hands of as many people as we

can and turn them on to it. The key is turning on the clerks in the stores and the WEA sales reps. You've really got to get to the people who sell your records.

**Virgin achieved great success with Paula Abdul's album, which didn't exactly fly out of the box.**

We had to work that record. We were very fortunate. The record wasn't doing that great with the first single, "Knocked Out," until a couple of radio stations picked up on "Straight Up," and the rest is history.

**You put a great deal of emphasis on in-store placement. Does it really make a difference to the casual record buyer?**

My retail background tells me it does. Hit records account for 80% of total sales, so the others have to be positioned in the right place. If you go into a supermarket

consideration the problem of theft.

**Does Virgin get involved with "buy it and try it" programs?**

Yes, very much so. But we don't just do them haphazardly. It's only when we have a record that we feel very strongly about. Some work and some don't. You have to use your head. It has to be more than just Joyce Castagnola and Virgin feeling that it's a great record.

**Who bears the brunt of the financial obligation with these programs?**

The retailers. We can go to a retailer and say, "We really love Joe Blow and The Midgets," but they have the final say because it's their obligation.

**Virgin contributes co-op advertising dollars, though.**

There are advertising campaigns that run with it — and that's what we support.

**"There are a number of components — including MTV, radio, in-store play, press — and if you can get them all working at the same time, you've got a home run."**

just to buy milk, I guarantee you'll walk out spending \$40. Go into a record store, and the same thing will happen to you. Once you pick a record up, you usually walk out the door with it — hopefully, you pay for it, too.

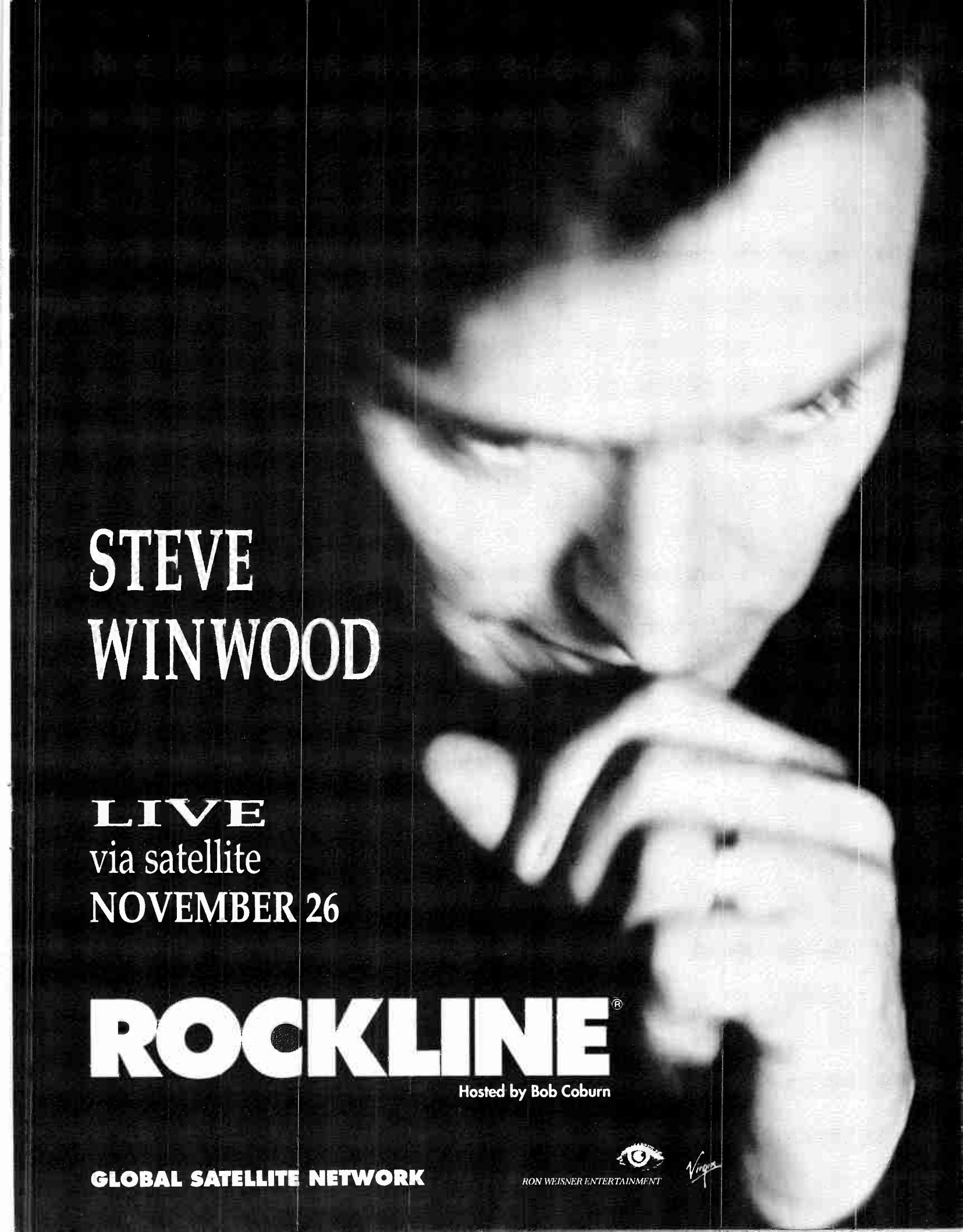
**Which brings us to the CD longbox issue. Retailers insist security's a problem without it.**

We're going to have to come up with an alternative for the longbox that takes into

Some of the records are discounted, and some aren't.

**Can a marketing campaign that works in Kansas work in L.A., too?**

Absolutely. Why not? It's just takin' it to the street. It's going back to the basics — turning on the clerk in the store. There are a number of components — including MTV, radio, in-store play, press — and if you can get them all working at the same time, you've got a home run. ☺



**STEVE  
WINWOOD**

**LIVE**  
via satellite  
**NOVEMBER 26**

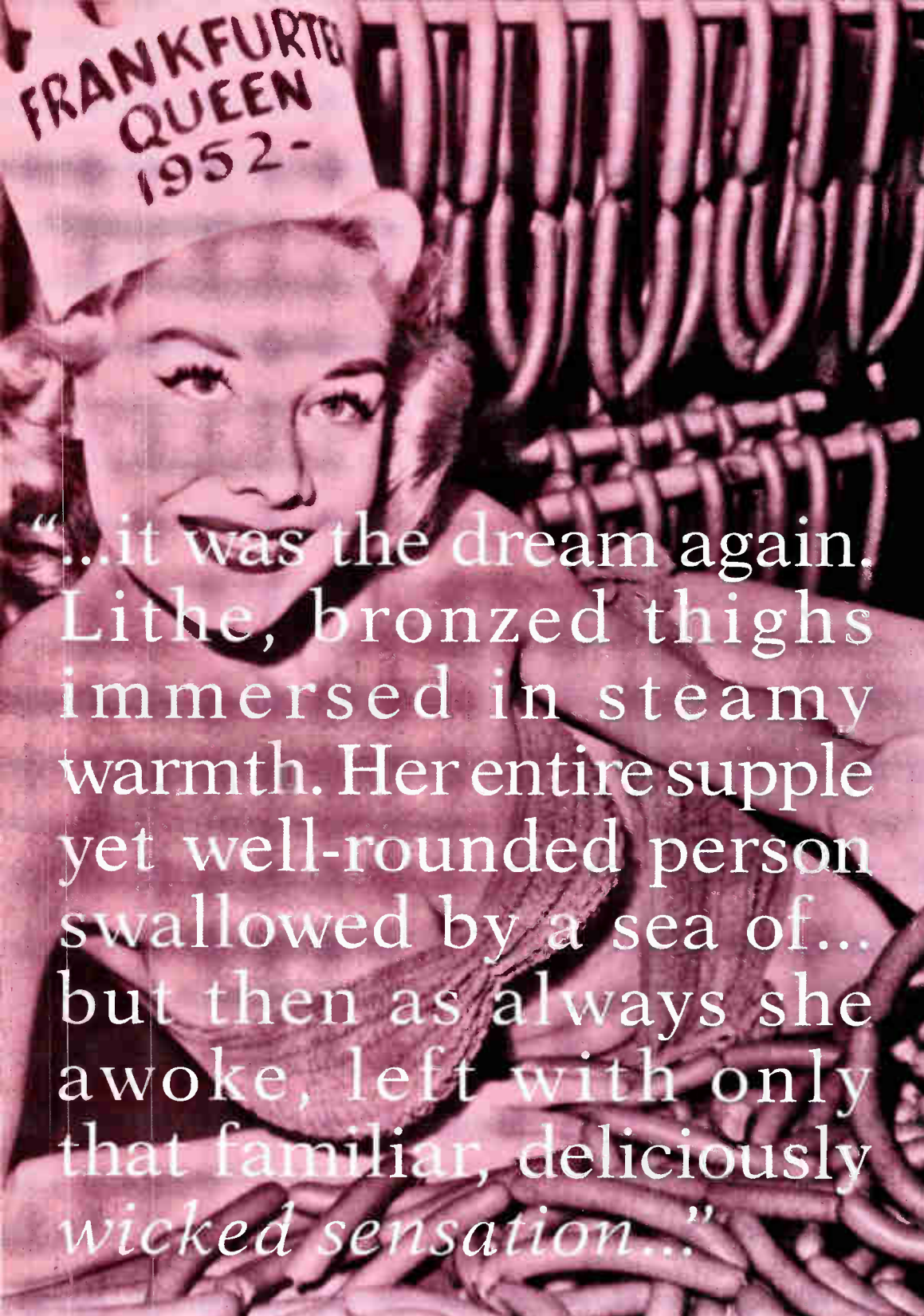
**ROCKLINE<sup>®</sup>**

Hosted by Bob Coburn

**GLOBAL SATELLITE NETWORK**

  
RON WEISNER ENTERTAINMENT





“...it was the dream again. Lithe, bronzed thighs immersed in steamy warmth. Her entire supple yet well-rounded person swallowed by a sea of... but then as always she awoke, left with only that familiar, deliciously *wicked sensation...*”

# LYNCH MOB

## WICKED SENSATION



Produced by Max Norman and Lynch Mob  
Management: Freddy DeMann and Burt Stein for The DeMann Entertainment Company

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**HOT SALES AT:**  
Sound Warehouse/Dallas  
Turtles/Atlanta  
Record Bar/Natl  
Peaches/Miami  
Nat'l Record Mart/Pitts  
Stawberrries/Boston  
Waxle Maxle's/Washington DC  
Cavages/Buffalo  
Central South/Nashville

Wall To Wall/Phill  
Karma/Indianapolls  
Music People/Oakland  
Justin Entertainment/Atlanta  
Title Wave/Mpls  
Record & Tape Outlet/Col  
Tower/Las Vegas  
CML One Stop/St.Louls  
Zips/Tuscon



Elektra  
The Mob is taking over...  
on Elektra cassettes and  
compact discs.

# TOP TENS

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

## WINNERS



### MOST #1's

1. VANILLA ICE
2. PAUL SIMON
3. MADONNA

### MOST TOP 5's

1. VANILLA ICE
2. PAUL SIMON
3. M.C. HAMMER

### MOST TOP 10's

1. VANILLA ICE
2. PAUL SIMON
3. M.C. HAMMER
3. WHITNEY HOUSTON

**Lieberman Enterprises** DUSTY BOWLING  
2400 Racked  
Accounts (MPLS)

#### LIEBERMAN NATIONAL

1. VANILLA ICE
2. M.C. HAMMER
3. ZZ TOP
4. WILSON PHILLIPS
5. POISON
6. WHITNEY HOUSTON
7. GARTH BROOKS
8. AC/DC
9. JON BON JOVI
10. GHOST

**Trans World Music Corp.** DAN CROCE  
500 Retail Stores  
(Albany)

#### TRANSWORLD

1. VANILLA ICE
2. M.C. HAMMER
3. MADONNA
4. MARIAH CAREY
5. WHITNEY HOUSTON
6. AC/DC
7. WILSON PHILLIPS
8. PAUL SIMON
9. BELL BIV DEVOE
10. POISON

**Record Bar** RON PHILLIPS  
184 Retail Stores  
(Durham)  
*The latest findings in music and video*

#### RECORD BAR

1. VANILLA ICE
2. CLINT BLACK
3. WHITNEY HOUSTON
4. M.C. HAMMER
5. GARTH BROOKS
6. BETTE MIDLER
7. MARIAH CAREY
8. WILSON PHILLIPS
9. PAUL MCCARTNEY (LIVE)
10. BIG DADDY KANE

**NRM** DOUG SMITH  
97 Retail Stores  
(Pittsburgh)  
NATIONAL RECORD MART

#### NAT'L RECORD MART

1. VANILLA ICE
2. M.C. HAMMER
3. MADONNA
4. GUY
5. AC/DC
6. BETTE MIDLER
7. WHITNEY HOUSTON
8. MARIAH CAREY
9. PAUL SIMON
10. TESLA

**TURTLE'S** ROBIN SHANNON  
116 Retail Stores  
(Atlanta)  
RECORDS - TAPES - MOVIES

#### TURTLES

1. VANILLA ICE
2. WHITNEY HOUSTON
3. CLINT BLACK
4. MARIAH CAREY
5. M.C. HAMMER
6. TRAVELING WILBURYS
7. GARTH BROOKS
8. TOO SHORT
9. BLACK CROWES
10. FREDDIE JACKSON

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

#### SOUND WAREHOUSE

1. VANILLA ICE
2. CURE
3. PAUL SIMON
4. C.BLACK (KILLIN' TIME)
5. TRAVELING WILBURYS
6. WHITNEY HOUSTON
7. MARIAH CAREY
8. VAUGHAN BROS.
9. STEVE WINWOOD
10. ZZ TOP

**music+plus** SHELLY TUCKER  
82 Retail Stores  
(Los Angeles)  
*There's no end to the music*

#### MUSIC PLUS

1. VANILLA ICE
2. MADONNA
3. GUY
4. M.C. HAMMER
5. PAUL SIMON
6. TRAVELING WILBURYS
7. GEORGE MICHAEL
8. WHITNEY HOUSTON
9. P.COLLINS (LIVE)
10. MARIAH CAREY

**WALL TO WALL SOUND & VIDEO** BEN BRENT  
120 Retail Stores  
(Philadelphia)

#### WALL TO WALL

1. VANILLA ICE
2. PAUL MCCARTNEY
3. M.C. HAMMER
4. TRAVELING WILBURYS
5. PHIL COLLINS
6. WHITNEY HOUSTON
7. PAUL SIMON
8. MARIAH CAREY
9. CURE
10. AC/DC

**Sam Goody** BRIAN ALBRIGHT  
234 Retail Stores  
(Edison)

#### SAM GOODY/EAST

1. VANILLA ICE
2. MADONNA
3. WHITNEY HOUSTON
4. MARIAH CAREY
5. M.C. HAMMER
6. PAUL SIMON
7. GUY
8. WILSON PHILLIPS
9. GEORGE MICHAEL
10. P.COLLINS (LIVE)

# TOP TENS

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



**JODY PANKHURST**  
800 Accounts  
(Omaha)

**RTI ONE STOP**

1. VANILLA ICE
2. GUY
3. MADONNA
4. TESLA
5. CLINT BLACK
6. ROBERT PALMER
7. AC/DC
8. BETTE MIDLER
9. FRESH AIRE 7
10. WHITNEY HOUSTON



**HAROLD GUILFOIL**  
119 Stores  
(Owensboro)

**DISC JOCKEY**

1. VANILLA ICE
2. AC/DC
3. M.C. HAMMER
4. PAUL SIMON
5. ZZ TOP
6. MARIAH CAREY
7. WILSON PHILLIPS
8. INXS
9. WARRANT
10. VAUGHAN BROS.



**DAVE CARROLL**  
3000 Accounts  
(Connecticut)

**CD ONE STOP**

1. VANILLA ICE
2. PAUL SIMON
3. M.C. HAMMER
4. MARIAH CAREY
5. AC/DC
6. WHITNEY HOUSTON
7. VAUGHAN BROS.
8. ZZ TOP
9. INXS
10. GEORGE MICHAEL



**LEE NEGIP**  
36 Retail Stores  
(San Francisco)

**RAINBOW**

1. PAUL SIMON
2. WHITNEY HOUSTON
3. VANILLA ICE
4. TRAVELING WILBURYS
5. MARIAH CAREY
6. M.C. HAMMER
7. CURE
8. BETTE MIDLER
9. VAUGHAN BROS.
10. TOO SHORT



**JOHN GRANDONI**  
16 Retail Stores  
(Buffalo)

**CAVAGES**

1. VANILLA ICE
2. M.C. HAMMER
3. BETTE MIDLER
4. MARIAH CAREY
5. WILSON PHILLIPS
6. AC/DC
7. CURE
8. PAUL SIMON
9. ZZ TOP
10. BELL BIV DEVOE



**KEVIN JAKIELA**  
275 Accounts (Pitt)

**GALAXY ONE-STOP**

1. PAUL SIMON
2. VANILLA ICE
3. ZZ TOP
4. MARIAH CAREY
5. AC/DC
6. LED ZEPPELIN
7. WHITNEY HOUSTON
8. INXS
9. VAUGHAN BROS.
10. M.C. HAMMER



**JIM COLLIER**  
1500 Accounts  
(Woodland)

**VALLEY RECORD DIST.**

1. VANILLA ICE
2. PAUL SIMON
3. M.C. HAMMER
4. MARIAH CAREY
5. AC/DC
6. ZZ TOP
7. CURE
8. TRAVELING WILBURYS
9. 2 LIVE CREW
10. BETTE MIDLER

**BUZZARD'S NEST RECORDS and TAPES**



**JIM JOHNSON**  
10 Retail Stores  
(Columbus)

**BUZZARD'S NEST**

1. VANILLA ICE
2. M.C. HAMMER
3. MARIAH CAREY
4. AC/DC
5. POISON
6. ZZ TOP
7. MEGADETH
8. INXS
9. JUDAS PRIEST
10. QUEENSRYCHE



**RICK ANDRADE**  
5 Retail Stores  
(Tucson)

**ZIPS**

1. VANILLA ICE
2. AC/DC
3. ZZ TOP
4. VAUGHAN BROS.
5. QUEENSRYCHE
6. BLACK CROWES
7. IRON MAIDEN
8. WINGER
9. CURE
10. PAUL SIMON



**GREG MARSHALL**  
20 Stores (St. Louis)

**STREETSIDE**

1. MADONNA
2. GUY
3. VANILLA ICE
4. PAUL SIMON
5. TRAVELING WILBURYS
6. WHITNEY HOUSTON
7. MARIAH CAREY
8. PAUL MCCARTNEY (LIVE)
9. M.C. HAMMER
10. FREDDIE JACKSON



**JEFF MOSKOW**  
500 Accounts  
(Wash D.C.)

**SCHWARTZ BROS**

1. PAUL SIMON
2. WHITNEY HOUSTON
3. VANILLA ICE
4. P. COLLINS (LIVE)
5. GEORGE MICHAEL
6. MARIAH CAREY
7. STEVE WINWOOD
8. DEBBIE GIBSON
9. CURE
10. ZZ TOP



**JIM PARHAM**  
1 Retail Store (New York)

**J&R**

1. PAUL SIMON
2. PAUL MCCARTNEY (LIVE)
3. WHITNEY HOUSTON
4. TRAVELING WILBURYS
5. LED ZEPPELIN
6. WINANS
7. P. COLLINS (LIVE)
8. VAN MORRISON
9. MARIAH CAREY
10. RED, HOT & BLUE



# IGGY POP

WITH KATE PIERSON

## "CANDY"

FROM THE ALBUM **BRICK BY BRICK**

**MTV ACTIVE!  
CROSSOVER!**

KRBE add  
PWR99 add  
WKBQ add  
KWSS add  
Q105 deb 29  
KHTK deb 30  
WXKS deb 31

PIRATE 18-15  
Q106 23-20  
KSAQ 29-23  
KZZP 25-24  
HOT94.9 29-25  
KDWB  
KXYQ

K96.7 add  
KCAQ add  
KZZU add  
99KG add  
KFTZ add  
KNOE add  
WWFX add  
Y94 add

KMOK deb 37  
ZFUN deb 38  
KCHX deb 39  
WAEB deb 39  
KG95 deb 40  
WDBR deb 40  
WERZ deb 40  
KFMW 22-17  
K106 38-32

**BREAKING AT:**  
WKZL G98  
WPST KIXY  
WFLY KTRS  
KATM OK95  
KAKS WAAL  
YES97 WPCR  
999KHI



Produced by Don Was

**CROSSOVER!  
EARPICKS WINNER!**

# AFTER 7

## "HEAT OF THE MOMENT"

FROM THE ALBUM **AFTER 7**



Produced by L.A. & Babyface

PWR106 add  
B93 add  
KHTK add  
Y107 add  
KJ103 add  
KSND add  
WBBQ add  
WRCK add  
KAKS add  
KYRK add  
WTHT add  
KFFM add

Q101 add  
Q104 add  
WABB add  
WAYS add  
WQGN add  
WSPK add  
WZYP add

KIIS deb 28  
KLUC deb 29  
PWR99 deb 31  
SLY96 deb 35  
WTIC deb 40  
KBFM deb 40

I94 25-20  
Y108 26-23  
WNCI 27-23  
WCKZ 27-23  
WLOL 31-24

HOT97 28-25  
KOY 30-26  
PWRPIG 27-26  
HOT97.7 33-30  
KKFR 40-33



# STEVE WINWOOD

## "ONE AND ONLY MAN"

FROM THE ALBUM **REFUGEES OF THE HEART**

**MAJOR MARKET ACTION INCLUDES:**

**MTV HEAVY!  
BREAKOUTS WINNER!**  
**30-24 HITS TOP FIFTY SINGLES!**  
**40-28 HITS TOP FIFTY ALBUMS!**  
**57-28 BB ALBUMS!**

Z95 deb 27  
Q95 12-8  
WNCI 14-11  
X100 18-13  
KKRZ 20-14  
Y100 18-15

WKBQ 21-15  
WBLI 20-16  
KISN 24-17  
Y107 24-18  
KWOD 29-19  
FM100 23-19

B94 23-20  
WMJQ 23-20  
WZPL 25-22

WPLJ 30-26  
PWR99 30-27  
WTIC 34-31

Produced by Steve Winwood  
Engineered by Tom Lord Alge  
Management: Ron Weisner Entertainment



# HITS TOP FIFTY ALBUMS

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*Madonna's arrival in the stores and now in the hands of lots of consumers gives the folks in Burbank a very happy Thanksgiving with four albums now in the national Top Ten. Labelmates Paul Simon, ZZ Top and Traveling Wilburys*

*take the other three slots. Also strong action this week for Page One's Clint Black, Phil Collins, Guy, Paul McCartney and Page Two winners Tesla, Freddie Jackson and Damn Yankees. Happy Turkey!*

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3 3 3	PAUL SIMON	RHYTHM OF SAINTS	Warner Bros 26078	Single out	90.0
4 4 4	MARIAH CAREY	MARIAH CAREY	Columbia 45202	Almost 2 and a half	86.1
-- 11 5	WHITNEY HOUSTON	I'M YOU'RE BABY...	Arista 8616	Top 5 single leads	84.8
7 8 6	ZZ TOP	RECYCLER	Warner Bros 26265	Over a million	65.6
6 5 7	AC/DC	THE RAZOR'S EDGE	Atco 91413	"Money Talks" starting	65.2
5 9 8	WILSON PHILLIPS	WILSON PHILLIPS	SBK 93745	Hot video, 45	64.0
-- -- 9	MADONNA	IMMACULATE COLL	Sire/WB 26440	Hot hits package	60.0
12 6 10	TRAVELING WILBURYS	VOLUME 3	Warner Bros 26324	Steady	55.9
8 7 11	GARTH BROOKS	NO FENCES	Capitol 93866	#1 Neobilly	54.9
17 15 12	BETTE MIDLER	SOME PEOPLE'S...	Atlantic 82129	Top 5 single leads	54.3
14 16 13	POISON	FLESH & BLOOD	Capitol/Enig 91813	Approaching 2 and a half	49.8
9 12 14	GEORGE MICHAEL	LISTEN WITHOUT...	Columbia 46898	"Freedom" growing	49.2
-- 24 15	CLINT BLACK	PUT YOURSELF IN...	RCA 2372	#2 Neobilly	48.2
15 10 16	CURE	MIXED	Elektra 60978	Huge Post Modern	42.3
13 17 17	BELL BIV DEVOE	POISON	MCA 6387	New single hot	41.8
-- 50 18	PHIL COLLINS	SERIOUS HITS...LIVE	Atlantic 82157	Hot live package	41.7
11 13 19	VAUGHAN BROS	FAMILY STYLE	Epic 46225	Single developing	38.1
10 14 20	INXS	X	Atlantic 82140	New 45 breaking Top 40	38.0
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-- 35 23	PAUL MCCARTNEY	TRIPPING THE LIVE...	Capitol 94778	Hot live package	32.1
19 20 24	PRETTY WOMAN	SOUNDTRACK	EMI 93492	Steady business	31.7
18 19 25	LED ZEPPELIN	LED ZEPPELIN	Atlantic 82144	Solid sales	31.0

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





# IGGY POP

WITH KATE PIERSON

## “CANDY”

FROM THE ALBUM **BRICK BY BRICK**

**MTV ACTIVE!  
CROSSOVER!**

KRBE add  
PWR99 add  
WKBQ add  
KWSS add  
Q105 deb 29  
KHTK deb 30  
WXKS deb 31

PIRATE 18-15  
Q106 23-20  
KSAQ 29-23  
KZZP 25-24  
HOT94.9 29-25  
KDWB  
KXYQ

K96.7 add  
KCAQ add  
KZZU add  
99KG add  
KFTZ add  
KNOE add  
WWFX add  
Y94 add

KMOK deb 37  
ZFUN deb 38  
KCHX deb 39  
WAEB deb 39  
KG95 deb 40  
WDBR deb 40  
WERZ deb 40  
KFMW 22-17  
K106 38-32

**BREAKING AT:**  
WKZL G98  
WPST KIXY  
WFLY KTRS  
KATM OK95  
KAKS WAAL  
YES97 WPFR  
999KHI



Produced by Don Was

**CROSSOVER!  
EARPICKS WINNER!**

# AFTER 7

## “HEAT OF THE MOMENT”

FROM THE ALBUM **AFTER 7**



Produced by L.A. & Babyface

PWR106 add  
B93 add  
KHTK add  
Y107 add  
KJ103 add  
KSND add  
WBBQ add  
WRCK add  
KAKS add  
KYRK add  
WTHT add  
KFFM add

Q101 add  
Q104 add  
WABB add  
WAYS add  
WQGN add  
WSPK add  
WZYP add

KIIS deb 28  
KLUC deb 29  
PWR99 deb 31  
SLY96 deb 35  
WTIC deb 40  
KBFM deb 40

I94 25-20  
Y108 26-23  
WNCI 27-23  
WCKZ 27-23  
WLOL 31-24

HOT97 28-25  
KOY 30-26  
PWRPIG 27-26  
HOT97.7 33-30  
KKFR 40-33



# STEVE WINWOOD

## “ONE AND ONLY MAN”

FROM THE ALBUM **REFUGEES OF THE HEART**

**MAJOR MARKET ACTION INCLUDES:**

**MTV HEAVY!  
BREAKOUTS WINNER!**  
**30-24 HITS TOP FIFTY SINGLES!**  
**40-28 HITS TOP FIFTY ALBUMS!**  
**57-28 BB ALBUMS!**

Z95 deb 27  
Q95 12-8  
WNCI 14-11  
X100 18-13  
KKRZ 20-14  
Y100 18-15

WKBQ 21-15  
WBLI 20-16  
KISN 24-17  
Y107 24-18  
KWOD 29-19  
FM100 23-19

B94 23-20  
WMJQ 23-20  
WZPL 25-22

WPLJ 30-26  
PWR99 30-27  
WTIC 34-31

Produced by Steve Winwood  
Engineered by Tom Lord Alge  
Management: Ron Weisner Entertainment



# HITS TOP FIFTY ALBUMS

2 L T  
W A S T H  
S T S  
A W W  
G E E E  
O K K

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8	7	11	GARTH BROOKS	NO FENCES	Capitol 93866	#1 Neobilly	54.9
17	15	12	BETTE MIDLER	SOME PEOPLE'S...	Atlantic 82129	Top 5 single leads	54.3
14	16	13	POISON	FLESH & BLOOD	Capitol/Enig 91813	Approaching 2 and a half	49.8
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15	10	16	CURE	MIXED	Elektra 60978	Huge Post Modern	42.3
13	17	17	BELL BIV DEVOE	POISON	MCA 6387	New single hot	41.8
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10	14	20	INXS	X	Atlantic 82140	New 45 breaking Top 40	38.0
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22	21	22	JON BON JOVI	YOUNG GUNS II	Mercury 846-437-2	"Miracle" Top 20	34.8
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(Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers)



# IGGY POP

WITH KATE PIERSON

## "CANDY"

FROM THE ALBUM **BRICK BY BRICK**

**MTV ACTIVE!  
CROSSOVER!**

KRBE add  
PWR99 add  
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Q105 deb 29  
KHTK deb 30  
WXKS deb 31

PIRATE 18-15  
Q106 23-20  
KSAQ 29-23  
KZZP 25-24  
HOT94.9 29-25  
KDWB  
KXYQ

K96.7 add  
KCAQ add  
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**BREAKING AT:**  
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WPST KIXY  
WFLY KTRS  
KATM OK95  
KAKS WAAL  
YES97 WPFR  
999KHI



Produced by Don Was

**CROSSOVER!  
EARPICKS WINNER!**

# AFTER 7

## "HEAT OF THE MOMENT"

FROM THE ALBUM **AFTER 7**



Produced by L.A. & Babyface

PWR106 add  
B93 add  
KHTK add  
Y107 add  
KJ103 add  
KSND add  
WBBQ add  
WRCK add  
KAKS add  
KYRK add  
WTHT add  
KFFM add

Q101 add  
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WAYS add  
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WSPK add  
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# STEVE WINWOOD

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B94 23-20  
WMJQ 23-20  
WZPL 25-22  
WPLJ 30-26  
PWR99 30-27  
WTIC 34-31

Produced by Steve Winwood  
Engineered by Tom Lord Alge  
Management: Ron Weisner Entertainment

TOP  
50

# HITS TOP FIFTY ALBUMS

2 LAST WEEK  
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**MTV ACTIVE!  
CROSSOVER!**

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WKBQ add	KSAQ 29-23	KZZU add	KCHX deb 39	WPST KIXY
KWSS add	KZZP 25-24	99KG add	WAEB deb 39	WFLY KTRS
Q105 deb 29	HOT94.9 29-25	KFTZ add	KG95 deb 40	KATM OK95
KHTK deb 30	KDWB	KNOE add	WDBR deb 40	KAKS WAAL
WXKS deb 31	KXYQ	WWFX add	WERZ deb 40	YES97 WPCR
		Y94 add	KFMW 22-17	999KHI
			K106 38-32	



Produced by Don Was

**CROSSOVER!  
EARPICKS WINNER!**

# AFTER 7

## "HEAT OF THE MOMENT"

FROM THE ALBUM **AFTER 7**



Produced by L.A. & Babyface

PWR106 add	Q101 add	KIIS deb 28	I94 25-20	HOT97 28-25
B93 add	Q104 add	KLUC deb 29	Y108 26-23	KOY 30-26
KHTK add	WABB add	PWR99 deb 31	WNCI 27-23	PWRPIG 27-26
Y107 add	WAYS add	SLY96 deb 35	WCKZ 27-23	HOT97.7 33-30
KJ103 add	WQGN add	WTIC deb 40	WLOL 31-24	KKFR 40-33
KSND add	WSPK add	KBFM deb 40		
WBBQ add	WZYP add			
WRCK add				
KAKS add				
KYRK add				
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KFFM add				



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57-28 BB ALBUMS!**

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Q95 12-8	WBLI 20-16	WMJQ 23-20	PWR99 30-27
WNCI 14-11	KISN 24-17	WZPL 25-22	WTIC 34-31
X100 18-13	Y107 24-18		
KKRZ 20-14	KWOD 29-19		
Y100 18-15	FM100 23-19		

Produced by Steve Winwood  
Engineered by Tom Lord Alge  
Management: Ron Weisner Entertainment

# BREAKOUTS

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

Looking for the big album for the Christmas holiday? Well, howzabout the **Madonna** collection, a greatest hits package that features her smoldering new single and is enhanced by the new Q-Sound technique. Also hitting the

street this week and doing well are **Tesla**, **Guy**, **Debbie Gibson** and **Robert Palmer** as the hits just keep on coming. Excellent sales are also reported on the **Paul McCartney** "Live" set.

## WINNERS

<b>1</b>	<b>MADONNA (Coll)</b>	(Sire/WB 26440)	67%	<b>6</b>	<b>STEVE WINWOOD</b>	(Virgin 91405)	21%
<b>2</b>	<b>TESLA</b>	(Geffen 24311)	48%	<b>7</b>	<b>SCORPIONS</b>	(Mercury 846-908)	19%
<b>3</b>	<b>GUY</b>	(MCA 10115)	43%	<b>8</b>	<b>WHITNEY HOUSTON</b>	(Arista 8616)	15%
<b>4</b>	<b>DEBBIE GIBSON</b>	(Atl 82167)	42%	<b>9</b>	<b>P. McCARTNEY (Live)</b>	(Capitol 94778)	14%
<b>5</b>	<b>ROBERT PALMER</b>	(EMI 93935)	29%	<b>10</b>	<b>FREDDIE JACKSON</b>	(Cap 92217)	13%

**ANGOTT ONE-STOP / FRANK DAVIS / DETROIT**

- Guy
- Loose Ends
- JJ Fad
- Madonna (Coll)
- Paris
- Isis
- Van Morrison

**APPLE TREE / MIKE SCHNEIDER / ILLINOIS**

- Scorpions
- Black Crowes
- Madonna (Coll)
- Sisters Of Mercy

**ARC DISTRIBUTORS / BYRON RUSSELL / CINCINNATI**

- Paul McCartney (Live)
- Madonna (Coll)
- Debbie Gibson
- King Diamond
- Red, Hot & Blue
- Freddie Jackson
- Clint Black

**ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX**

- Debbie Gibson
- Guy
- Robert Palmer
- JJ Fad
- Alarm

**BAKER & TAYLOR / MIKE BASHKIN / CHICAGO**

- Madonna (Coll)
- Robert Palmer
- Guy
- Tesla
- Debbie Gibson
- Bette Midler

**BUZZARD'S NEST / JIM JOHNSON / COLUMBUS**

- Madonna (Coll)
- Tesla
- Scorpions
- Traveling Wilburys
- Steve Winwood

**CD ONE-STOP / DAVE CARROLL / CONN**

- Robert Palmer
- Robert Cray
- Alarm
- Debbie Gibson
- Sisters Of Mercy

**CENTRAL SOUTH / TONY ROSS / NASHVILLE**

- Whitney Houston
- Steve Winwood
- Tesla
- Madonna (Coll)
- Debbie Gibson

**CML ONE-STOP / SCOTT FREEMAN / ST. LOUIS**

- Guy
- Scorpions
- Tesla
- Soho
- Paul McCartney (Live)
- Big Daddy Kane
- Dwight Yoakam

**DOWN IN THE VALLEY / KATHY SHEDD / MPLS**

- Dece-Lite
- Tesla
- Primal Scream
- Don Dokken
- Madonna (Coll)
- Dwight Yoakam
- Black Crowes

**FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN**

- Debbie Gibson
- Madonna (Coll)
- Guy
- Steve Winwood
- Scorpions

**FLETCHERS ONE-STOP / SUSAN FLETCHERS / CHICAGO**

- Jasmine Guy
- Special Generation
- Monie Love
- Isis

**GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURGH**

- Robert Palmer
- Alarm
- Tesla
- Madonna (Coll)
- Sisters Of Mercy
- Echo & The Bunnymen
- Debbie Gibson

**HARMONY HOUSE / SANDY BEAN / DETROIT**

- Tesla
- Guy
- Madonna (Coll)
- Debbie Gibson
- Clint Black
- Freddie Jackson
- Loose Ends

**HARVARD CO-OP / DAVID SIBEL / BOSTON**

- Van Morrison
- Paul McCartney (Live)
- Madonna (Coll)
- Whitney Houston
- Red, Hot & Blue

**HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER**

- Scorpions
- King Diamond
- Tesla
- Phil Collins (Live)

**J&R MUSIC / JIM BRANNAN / NEW YORK**

- Scorpions
- Edie Brickell
- Monie Love
- Freddie Jackson
- Clint Black

**KARMA / DAVE WATSON / INDIANAPOLIS**

- Paul McCartney (Live)
- Eric Johnson
- Whitney Houston
- AI B Sure
- Lynch Mob

**LECHMERE / DAVE CURTIS / BOSTON**

- Madonna (Coll)
- Phil Collins (Live)
- Robert Palmer
- Debbie Gibson
- Charlatans UK

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

- Led Zeppelin (Box)
- Elton John (Box)
- Madonna (Coll)
- Tesla
- Hindu Love Gods

# BREAKOUTS

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

**MUSIC MERCHANTS / BIG AL**

RUBEIRA / RHODE ISLAND  
 Madonna (Coll)  
 Guy  
 Robert Palmer  
 Tesla

**MUSICLAND / DICK ODETTE / MINNEAPOLIS**

Madonna (Coll)  
 Guy  
 Tesla  
 Debbie Gibson  
 Julio Iglesias

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

Madonna (Coll)  
 Guy  
 Tesla  
 Debbie Gibson  
 Julio Iglesias  
 Monie Love  
 King Diamond

**NORTHERN LIGHTS / KIRK MILLER / ST PAUL**

Sisters Of Mercy  
 Cure  
 Morrissey  
 Echo & The Bunnymen  
 Falling Joys

**NOVA / JOHN UNDERWOOD / ATLANTA**

Whitney Houston  
 Freddie Jackson  
 Levert  
 Surface  
 Clint Black  
 Steve Winwood  
 Scorpions

**PEACHES / JAMIE BROWN / SEATTLE**

Morrissey  
 Whitney Houston  
 KT Oslin  
 Robert Johnson  
 Van Morrison

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

Tesla  
 Debbie Gibson  
 Madonna (Coll)  
 Levert  
 Kreator  
 Soho

**Q RECORDS & VIDEO / GERALD BAIN / MIAMI**

Madonna (Coll)  
 Debbie Gibson  
 Guy  
 Julio Iglesias

**RADIO DOCTORS / KATHY STAMM / MILWAUKEE**

Debbie Gibson  
 Trixter  
 Madonna (Coll)  
 Tesla  
 Robert Palmer  
 Guy

**RECORD & TAPE OUTLET / LYNN BATCHECK / COLUMBUS**

Guy  
 Loose Ends  
 Madonna (Coll)  
 Tesla  
 Debbie Gibson

**RECORD BAR / MARY BARNHILL / DURHAM**

Madonna (Coll)  
 Freddie Jackson  
 Guy  
 Steve Winwood  
 Morrissey  
 Scorpions

**RECORD BAR / PETE RUSSO / LENOX**

Horse  
 Madonna (Coll)  
 Red. Hot & Blue  
 Whitney Houston

**RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND**

Madonna (Coll)  
 Led Zeppelin (Box)  
 Scorpions  
 Debbie Gibson  
 Elton John (Box)

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

Madonna (Coll)  
 Debbie Gibson  
 Robert Palmer  
 Tesla  
 Guy

**ROSE RECORDS / CHRIS MORRISON / CHICAGO**

Whitney Houston  
 Red. Hot & Blue  
 Phil Collins (Live)  
 Pretty Women (ST)  
 Paul McCartney (Live)  
 Steve Winwood

**ROUNDUP / LAURA AVERY / SEATTLE**

Mannheim Steamroller  
 Madonna (Coll)  
 Phil Collins (Live)  
 New Kids (Xmas)  
 Steve Winwood

**SCHWARTZ BROS / JEFF MOSKOW / WASH D.C.**

Debbie Gibson  
 Robert Palmer  
 Guy

**SHOW INDUSTRIES / SHELLY TUCKER / LA**

Robert Palmer  
 Tesla  
 Julio Iglesias  
 Phil Collins (Live)  
 Madonna (Coll)  
 KT Oslin  
 Surface

**SOUND WAREHOUSE / TRACY DONIHOO / DALLAS**

Cure  
 Clint Black  
 Whitney Houston  
 Steve Winwood  
 Freddie Jackson  
 Scorpions

**SPECS / CINDY BARR / MIAMI**

Madonna (Coll)  
 Robert Palmer  
 Debbie Gibson  
 Guy  
 Tesla

**STATEWIDE / MARK MARTENS / POTTSVILLE, MI**

Robert Palmer  
 Sisters Of Mercy  
 Beautiful South  
 Madonna (Coll)  
 Echo & The Bunnymen  
 Tesla  
 Alarm

**STRAWBERRIES / JEFF COHEN / BOSTON**

Madonna (Coll)  
 Tesla  
 Guy  
 Robert Palmer  
 Debbie Gibson  
 Alarm  
 Bee Gees (Box)

**STREETSIDE / KIM HAYES / ST. LOUIS**

Soho  
 Slaughter (Live)  
 Paul Simon  
 Trixter  
 Cure  
 Phil Collins (Live)

**TOWER / MICHELLE ERICKSON / SHERMAN OAKS**

Gear Daddies  
 Lemonheads  
 Goo Goo Dolls  
 Uncle Tupelo  
 Madonna (Coll)  
 Guy  
 Paul McCartney (Live)

**TRACKS / DONNA AGRESTO / NORFOLK**

Paul McCartney (Live)  
 Waxing Poetics  
 Steve Winwood  
 Clint Black

**TRANS WORLD / DAN CROCE / ALBANY**

Madonna (Coll)  
 Guy  
 Tesla  
 Debbie Gibson  
 Julio Iglesias

**TURTLES / ROBIN SHANNON / ATLANTA**

Guy  
 Debbie Gibson  
 Madonna (Coll)  
 Steve Winwood  
 Tesla  
 Hindu Love Gods  
 King's X

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

Cure  
 Lynch Mob  
 Clint Black  
 Dwight Yoakam  
 Jimmy Buffett

**VINYL VENDORS / VALERIE ELIOTT / KALAMAZOO**

Tesla  
 Guy  
 Madonna (Coll)  
 Robert Palmer  
 JJ Fad  
 Loose Ends  
 Run DMC

**WALL TO WALL / BEN BRENT / PHILA**

Jimmy Buffett  
 Byrds  
 Donny Osmond  
 Fantasia (ST)  
 Every Mothers...

**WHEREHOUSE / BOB BELL / LA**

Madonna (Coll)  
 Guy  
 Tesla  
 Paris  
 Sisters Of Mercy

**ZIPS / RICK ANDRADE / TUCSON**

Madonna (Coll)  
 Info Society  
 Freddie Jackson  
 Robert Palmer  
 Soho  
 Guy  
 Tesla



# HITS TOP FIFTY ALBUMS

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*Madonna's arrival in the stores and now in the hands of lots of consumers gives the folks in Burbank a very happy Thanksgiving with four albums now in the national Top Ten. Labelmates Paul Simon, ZZ Top and Traveling Wilburys*

*take the other three slots. Also strong action this week for Page One's Clint Black, Phil Collins, Guy, Paul McCartney and Page Two winners Tesla, Freddie Jackson and Damn Yankees. Happy Turkey!*

			ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	1	<b>VANILLA ICE</b>	TO THE EXTREME	SBK 95325	New single shipping	236.9
2	2	2	MC HAMMER	HAMMER DON'T HURT...	Capitol 92857	Gaining	128.1
3	3	3	PAUL SIMON	RHYTHM OF SAINTS	Warner Bros 26078	Single out	90.0
4	4	4	MARIAH CAREY	MARIAH CAREY	Columbia 45202	Almost 2 and a half	86.1
--	11	5	WHITNEY HOUSTON	I'M YOU'RE BABY...	Arista 8616	Top 5 single leads	84.8
7	8	6	ZZ TOP	RECYCLER	Warner Bros 26265	Over a million	65.6
6	5	7	AC/DC	THE RAZOR'S EDGE	Atco 91413	"Money Talks" starting	65.2
5	9	8	WILSON PHILLIPS	WILSON PHILLIPS	SBK 93745	Hot video, 45	64.0
--	--	9	<b>MADONNA</b>	IMMACULATE COLL	Sire/WB 26440	Hot hits package	60.0
12	6	10	TRAVELING WILBURYS	VOLUME 3	Warner Bros 26324	Steady	55.9
8	7	11	GARTH BROOKS	NO FENCES	Capitol 93866	#1 Neobilly	54.9
17	15	12	BETTE MIDLER	SOME PEOPLE'S...	Atlantic 82129	Top 5 single leads	54.3
14	16	13	POISON	FLESH & BLOOD	Capitol/Enig 91813	Approaching 2 and a half	49.8
9	12	14	GEORGE MICHAEL	LISTEN WITHOUT...	Columbia 46898	"Freedom" growing	49.2
--	24	15	CLINT BLACK	PUT YOURSELF IN...	RCA 2372	#2 Neobilly	48.2
15	10	16	CURE	MIXED	Elektra 60978	Huge Post Modern	42.3
13	17	17	BELL BIV DEVOE	POISON	MCA 6387	New single hot	41.8
--	50	18	PHIL COLLINS	SERIOUS HITS...LIVE	Atlantic 82157	Hot live package	41.7
11	13	19	VAUGHAN BROS	FAMILY STYLE	Epic 46225	Single developing	38.1
10	14	20	INXS	X	Atlantic 82140	New 45 breaking Top 40	38.0
--	--	21	GUY	THE FUTURE	MCA 10115	Huge debut	36.5
22	21	22	JON BON JOVI	YOUNG GUNS II	Mercury 846-437-2	"Miracle" Top 20	34.8
--	35	23	PAUL MCCARTNEY	TRIPPING THE LIVE...	Capitol 94778	Hot live package	32.1
19	20	24	PRETTY WOMAN	SOUNDTRACK	EMI 93492	Steady business	31.7
18	19	25	LED ZEPPELIN	LED ZEPPELIN	Atlantic 82144	Solid sales	31.0

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



# TRIXTER

Featuring "Give It To Me Good"

AOR 21

Top 3 On Dial MTV

Active Rotation On MTV

Album Sales Doubling At Musicland, Strawberries, National Record Mart,  
Record Bar And More

Over 200,000 Units Sold

On Tour With Don Dokken



It's Getting Hotter.

MCA

Produced by Bill Wray • Executive Producer: Steve Sinclair  
Management: Ken Makow and Joel Weinschanker are Shark Entertainment • © 1990 MCA Records, Inc.

MECHANIC

# PLAY THAT FUNKY MUSIC WHITE BOY



## **GUYS NEXT DOOR RELEASE SECOND SINGLE "I'VE BEEN WAITING FOR YOU"**

**MICHAEL POWERS**—MD WZPL/Indianapolis  
"Working with Guys Next Door was truly a surprise. The Guys displayed mass appeal turnout and positive responses in Indianapolis."

**GARY MILLER**—MD WKEE/Huntington  
"It was hysteria in Huntington—they know everything about the Guys."

**BILL SHAHAN**—PD WVSR/Charleston  
"Hard to believe such incredible reaction from a group whose career has just begun. Pinch me, I am still amazed!"

**ELI MOLANO**—PD KPRR/EI Paso  
"The Guys Next Door appearance was f--ckin' incredible. It was far and away the biggest promotion we've done in a while and surely exceeded my expectations. There were easily 2,000-3,000 people."

SBK Records  
 © 1990 SBK Records

**LDU SIMON**—PD HOT 94.9/Salt Lake City  
"They attracted hordes of young people clearly aware of them. The crowd responded wildly to their every move. We had to turn people away from a 2000 seat venue!"

**STEF RYBAK**—KC101/New Haven  
"The in-store promotion we did with Guys Next Door was very, very well received. The crowds were big and quite enthusiastic. It's obvious that the response is being generated from their TV show. 'I've Been Waiting For You' is the mass appeal stand-out track on the album."

**COLETTE GILBERT**—KHTK/St. Louis  
"Guys Next Door-Mania is here! The K-mart and Musicians stores were swamped with females ranging in age from 10-35! They'll reach all age groups for you. And the phones when they were in the studios—jammed! In fact, the request lines and office lines were jammed with requests for their hotel & room numbers!"