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S

\$STOCKS\$ ROCK

See Page 9

WINNERS

FLASHMAKERS

WHITESNAKE (Geffen)

WHITNEY HOUSTON (Arista)
 GEORGE HARRISON (WB)
 STEVE WINWOOD (Island/WB)

CROSSOVERS

JC MELLENCAMP (Poly)

TAYLOR DAYNE (Arista)
 DEF LEPPARD (Poly)
 EARTH WIND & FIRE (Col)

EARPICKS

INXS (Atlantic)

WHITNEY HOUSTON (Arista)
 JC MELLENCAMP (Poly)
 GEORGE HARRISON (WB)

BREAKOUTS

STING (A&M)

BELINDA CARLISLE (MCA)
 SUPERTRAMP (A&M)
 LOVE & ROCKETS (RCA/Time)

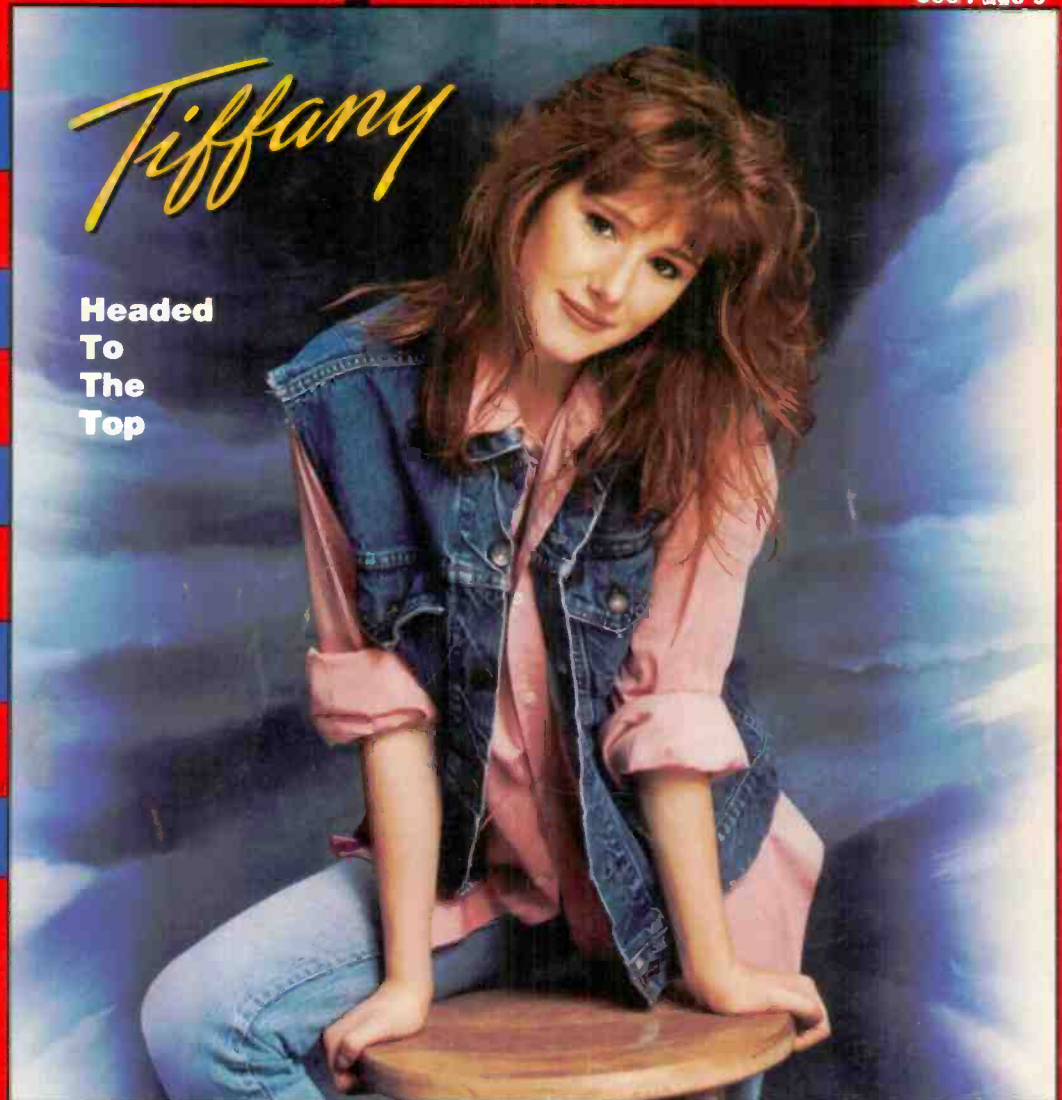
WILDCARD

ELTON JOHN (MCA)

The Pop/Adult stations have warmed this ballad up for Top 40. It should cross quickly. See Page 8 for details.

Tiffany

Headed
To
The
Top

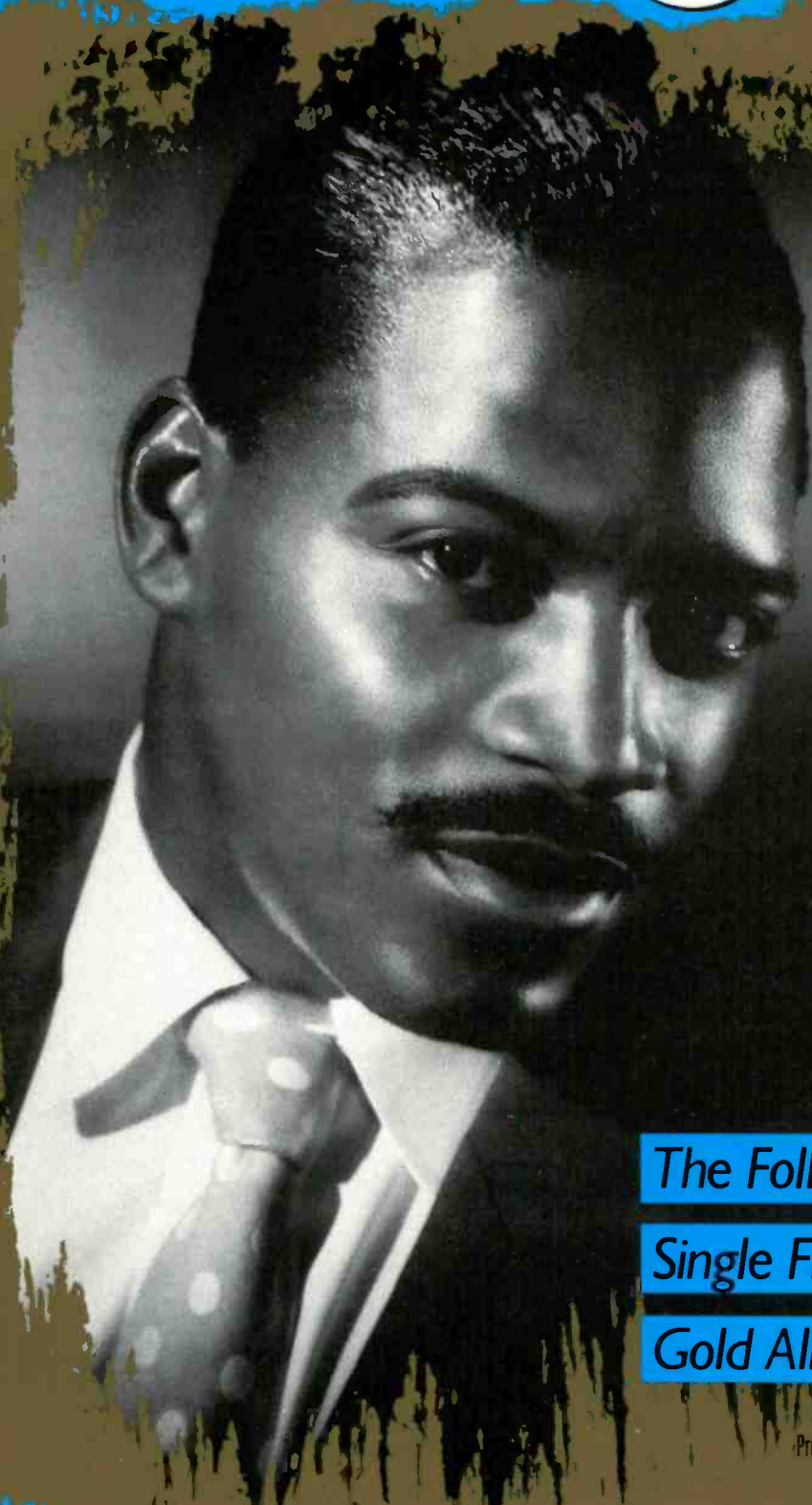


HOT NEW RELEASES

BANGLES "HAZY SHADE" Columbia 38-07630
 PAUL CARRACK "DON'T SHED" Chrysalis 43164
 CARS "STRAP ME" Elektra 7-69427
 NATALIE COLE "LIVE FOR" EMI/Manh 50094
 DEPECHE MODE "NEVER" Sire/WB 7-28189
 HEART "GIRL" Capitol 44089

ELTON JOHN "CANDLE" MCA 53196
 MILLIONS LIKE US "GUARANTEED" Virgin 7-99412
 MR. MISTER "BORDER" RCA 5325-7
 ALEXANDER O'NEAL "CRITICIZE" Tabu ZS4-07600
 SMOKEY ROBINSON "TOO MUCH" Motown 1911
 SUPERTRAMP "BEGGIN YOU" A&M 2985

ALEXANDER O'NEAL



The Follow Up Hit

Single From The

Gold Album "HEARSAY"

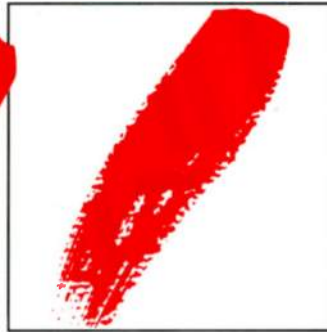
Produced by Jimmy Jam and Terry Lewis
for Flyte Tyme Productions, Inc.



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CRITICIZE

Photograph by George Hurrell



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George & George — whadda team. The man pictured above, WB Promo ruler George Gerrity, must be pretty darn happy about last week's cover artist — George Harrison. This week Mr. Harrison's single continues it's assault on Top 40. Top that off with good weeks from Mr. Winwood and New Order, and it becomes clear that things are hopping at the Bunny, by George.



4 SINGLES

Michael Jackson is back on top (surprise, surprise) with the title cut and second #1 smash from his monstrous new album. Next up is our cover star, Tiffany, who may rein for many a day.



32 DIALOGUE

KUBE P. D. Gary Bryan finds the best anecdote for Seattle's rainy weather is a dose of Top 40 sunshine, as he tells Hits' own broadcast meteorologist Mike Murphy.

34

Few know the task of getting records into the street better than WEA boss Henry Droz, who presides over one of the largest record distribution organizations in the world. Correspondent Paul Iorio chats with the Prince of the Pipeline for this exclusive Hits interview.

46

George Balicky of the Pittsburgh-based National Record Mart takes a look into the future of retail, as he celebrates the chain's 50th anniversary with our Steel City sentinel Rex Rutkoski.



54 ALBUMS

Bruce is a smash, Bruce is the boss, Bruce is still #1 — but the field is narrowing as smash singles from Dirty Dancing and Whitesnake make them both chartopping contenders

FLASHMAKERS	22	CROSSOVERS	26	REQUESTS	28
<i>Whitesnake and Whitney Houston.</i>		<i>Mellencamp and Taylor Dane.</i>		<i>George Michael and Whitesnake.</i>	
EARPICKS	38	BREAKOUTS 52			
<i>INXS and Whitney Houston.</i>		<i>Sting has Stung.</i>			
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TOP FIFTY SINGLES

Michael Jackson scores his second #1 hit from his new "Bad" album, but Tiffany is poised and ready for her move to the top next week. Also moving quickly in the Top Ten are Billy Idol,

Fleetwood Mac, Medley/Warnes and Bruce Springsteen. New singles by Whitney Houston and George Harrison lead the chart newcomers.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	MICHAEL JACKSON	BAD	Epic 34-07418	Title track
3	2	TIFFANY	I THINK WE'RE ALONE	MCA 53167	Will go one
1	3	MADONNA	CAUSING A COMMOTION	Sire/WB 7-28224	Hot soundtrack
7	4	BILLY IDOL	MONY MONY	Chrysalis 43161	Huge sales
9	5	FLEETWOOD MAC	LITTLE LIES	WB 7-28291	Strong sales
6	6	LEVERT	CASANOVA	Atlantic 7-89217	Steady seller
8	7	EXPOSE	LET ME BE THE ONE	Arista 9618	Hot dance record
15	8	MEDLEY/WARNES	I'VE HAD THE TIME	RCA 5224-7-RX	Monster soundtrack
10	9	SWING OUT SISTER	BREAKOUT	PolyGram 888 016-7	European smash
13	10	BRUCE SPRINGSTEEN	BRILLIANT DISGUISE	Columbia 38-07595	Giant LP sales
12	11	PET SHOP BOYS	IT'S A SIN	EMI/Manhattan 43027	Steady increases
5	12	LISA LISA	LOST IN EMOTION	Col 38-07267	New single breaking
20	13	BELINDA CARLISLE	HEAVEN IS A PLACE	MCA 53181	Breaking fast
11	14	HEART	WHO WILL YOU RUN TO	Capitol 44040	New single out
18	15	U2	WHERE THE STREETS	Island 7-99408	Sales and tour
14	16	WHITESNAKE	HERE I GO AGAIN	Geffen 7-28339	New single breaking
16	17	J.C. MELLENCAMP	PAPER IN FIRE	PolyGram 888 763-7	New 45 developing
17	18	REO	IN MY DREAMS	Epic 34-07255	Peaked
22	19	RICHARD MARX	SHOULD 'VE KNOWN	EMI/Manhattan 50083	Gaining fast
23	20	CUTTING CREW	I'VE BEEN IN LOVE	Virgin 7-99425	Third single
25	21	POISON	I WON'T FORGET YOU	Enigma/Capitol 44038	Hot rock
4	22	EUROPE	CARRIE	Epic 34-07282	Falling now
26	23	JODY WATLEY	DON'T YOU WANT ME	MCA 53162	Crossing now
24	24	OTHER ONES	HOLIDAY	Virgin 7-99445	Steady
29	25	DEBBIE GIBSON	SHAKE YOUR LOVE	Atlantic 7-89187	Signs of a smash

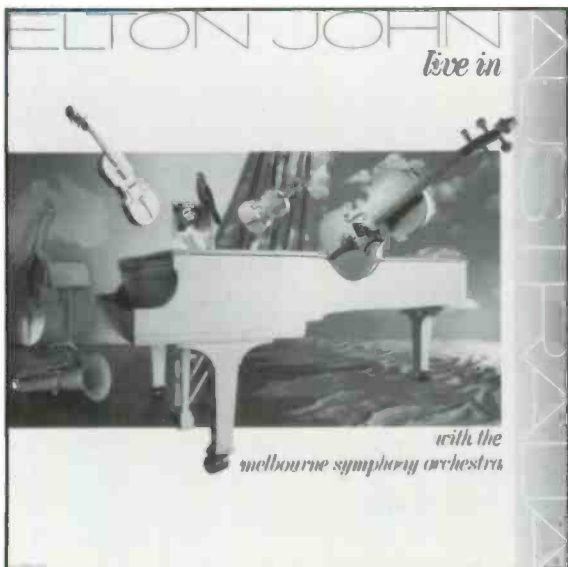
(Based on a combination of sales and airplay)

Did you know that “Candle in the Wind” by Elton John was never released as a single?

Well it wasn't, until
we released it to A/C radio;
now look at these stats!!

NEW ENTRY **23** **13** **6** **4** **3**
R&B A/C
HOTTEST!

Get ready CHR radio—
“Candle in the Wind” is here!



Produced by Gus Dudgeon Management: John Reid

MCA RECORDS



TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
27	26	KENNY G	DON'T MAKE ME WAIT	Arista 9625	Steady
30	27	LOS LOBOS	COME ON LET'S GO	Slash/WB 7-28186	Increasing each week
32	28	STING	WE'LL BE TOGETHER	A&M 2983	LP broke this week
44	29	WHITESNAKE	IS THIS LOVE	Geffen 7-28233	Breaking fast
33	30	SQUEEZE	HOUR GLASS	A&M 2967	Breakthrough record
35	31	MICHAEL BOLTON	THAT'S WHAT LOVE IS	Columbia 38-7322	Starting to sell
36	32	WAWANEE	SUGAR FREE	Epic 34-07283	Hot dance
38	33	PRETTY POISON	CATCH ME I'M FALLING	Virgin 7-99416	Hot urban
41	34	R.E.M.	THE ONE I LOVE	IRS 53171	Gaining each week
39	35	T.B. SCHMIT	BOYS NIGHT OUT	MCA 53137	Ex Eagle solos
40	36	YES	LOVE WILL FIND A WAY	Atco 7-99449	Breaking fast
46	37	GEORGE MICHAEL	FAITH	Columbia 38-07623	Early sales
42	38	AEROSMITH	DUDE LOOKS LIKE A ..	Geffen 7-28240	Hot rock sales
43	39	TAYLOR DAYNE	TELL IT TO MY HEART	Arista 9612	Hot dance
45	40	JETS	I DO YOU	MCA 53193	Breaking quickly
37	41	ANITA BAKER	NO ONE IN THE WORLD	Elektra 7-69456	Fifth 45
34	42	MIAMI SOUND MACHINE	BETCHA SAY THAT	Epic 34 07371	Needs new single
48	43	STEVIE WONDER	SKELETONS	Motown 1907 MF	Breaking fast
49	44	STEVE WINWOOD	VALERIE	Island/WB 7-28231	Hot remix
--	45	WHITNEY HOUSTON	SO EMOTIONAL	Arista AS 1-9642	Spreading like fire
50	46	WENDY & LISA	WATERFALL	COL 38-07243	Building quickly
--	47	GEORGE HARRISON	GOT MY MIND SET	WB/D. Horse 7 28178	Beatle magic
--	48	BOURGEOIS TAGG	I DON'T MIND AT ALL	ISLAND 7-99409	Steady increases
--	49	DEF LEPPARD	ANIMAL	POLYGRAM 888 832-7	Hot rock & roll
--	50	STARSHIP	BEAT PATROL	GRUNT/RCA 5308-7-R	Gaining each week

JC MELLENCAMP (PolyGram)
LAURA BRANIGAN (Atlantic)

NEXT UP

INXS (Atlantic)
EARTH, WIND & FIRE (Columbia)

(Based on a combination of sales and airplay)

NATALIE

I Live For Your Love

THE ACROSS THE BOARD
COMEBACK CONTINUES.
"I Live For Your Love"
is the
follow up to the smash hit
"Jump Start."
Both are from Natalie's
stunning album
EVER LASTING.



Management: DAN CLEARY

COLE





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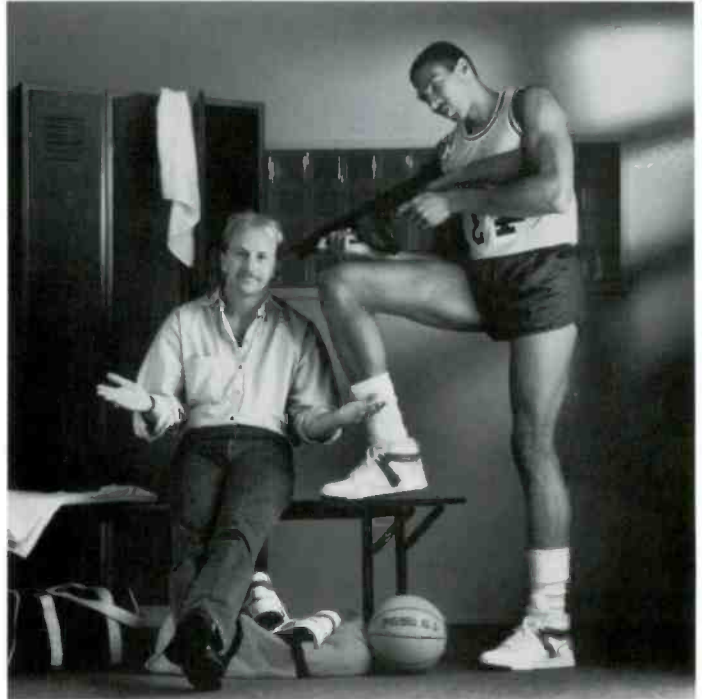
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Mychal Makes A Point

World Champion L.A. Laker Mychal Thompson does what the majority of radio programmers wanted to do to former EMI Promo honcho Don Wasley. Wasley, now a filthy rich executive with L.A. Gear, left the music industry because of an uncontrollable foot fetish. Quite frankly, we wouldn't have run this photo, but since it is basketball season.....

Pic Of The Week



CBS Records Up Again

There was other financial news besides the stock market. CBS Inc. reported a doubling of profits in the third quarter, thanks, for the most part, to the performance of the CBS Records Division.

CBS Records profits in-

creased 121% to \$42,400,000 with revenues up 22% to \$414,000,000. It was the division's best ever third quarter for profits.

Soviet Metal

The *Los Angeles Times* is reporting that government authorities in the U.S.S.R. are cooling their opposition to heavy metal music in that country. The state-run Melodiya Record Company will release its first metal LP by the band Cruise, featuring the nation's top rock guitarist, Valeri. The label has also approved new albums by other Soviet rockers for Euro distribution while a first-ever metal concert with bands from the U.S.S.R. will be held next year in Spain.

Who sang 'How Long' by Ace?



Advertisement

W I L D C A R D

ELTON JOHN (MCA)

This tribute to Marilyn Monroe (which is on his live album) had never been released as a 45 until this version from his Australian tour started to make noise. It's one of the fastest moving adult hits of the year and pulls phones. Show us a ballad that pulls phones and we'll show you a Top Ten record. Elton's back and MCA's hot streak continues.

FRONT PAGE

C o v e r S t o r y

After The Fall: Questions Abound

What's in-store for the music community following last Monday's 508 point stock market plummet? Is the economy about to enter another recession, and what impact will any form of recession have on the music industry?

Those are only a few of the questions that circulated throughout the music industry following last week's Wall Street nightmare. While analysts are using terms like "unprecedented" and "no more rules." It's becoming readily apparent that the answers won't be clear for a while to come.

"It's way too early to tell," said Tower Records' **Russ Solomon**. "I have no crystal ball. At this point, we are making no changes whatsoever. If overall sales are affected, then record sales will be also, but at this point we're doing nothing dramatic. Christmas season should be straight ahead."

"We have to wait and see," said Camelot's **Lew Garrett**. "If the trend continues and

people continue to lose confidence, one would have to assume that record sales would be adversely affected.

"At this point, our plans for Fall and Christmas are set and we will hang tight by them. Of course, if the business goes to hell in the next week or so, we will have to adjust."

Record Companies

Other questions arise concerning the stock of the major entertainment conglomerates. At presstime, MCA Chairman **Lew Wasserman** announced that the company would buy back 10 million shares of its stock. MCA stock dropped 18.75% on the first day of the plummet. Other entertainment giants taking it on the chin: with the rest of the market on Monday were: WCI (down 29.7%), CBS (down 21.7%), and Cap Cities/ABC (down 8.2%).

Needless to say, these weren't isolated cases — everyone suffered.

Even more questions arise concerning recent stock action by several music in-



Russ Solomon — "*Panic*" is not in his vocabulary.

dustry companies. How will the dive affect PolyGram's public offering? What will this do to the proposed sale of CBS Records to Sony, and the rumors of a spinoff from parent CBS Inc.? What role will all this play in Shamrock's bid for Warehouse Entertainment?

Many analysts are warning businesses and consumers alike that this is not a repeat of the 1929 crash and subsequent depression. "I don't

think the economy looks like it did in 1929," **George Stigler**, the winner of the 1982 Nobel Prize for Economics and a University of Chicago Economics Professor told the *Wall Street Journal*. "The most violent and urgent of factors in the great crash was the collapse of the banking system. That can't happen anymore because of the Federal Deposit Insurance Corp. and additional safeguards."

According to **Alan Leavitt**, a Senior Vice President with Shearson-Lehman Bros., "I think the impact of this will be felt throughout the whole system. The stock market is a barometer of the economy and it's telling us that we may just be in for a recession."

Indeed, the events of the last week have forced the music community to stop and cautiously monitor the economic climate. As one record executive who asked not to be quoted directly stated: "Basically, we're just holding our breath."

Sting's Temptation

Director **Martin Scorsese**'s long-delayed film version of **Nikos Kazantzakis**' "The Last Temptation of Christ," is finally set to go before the cameras next month in Morocco with *Platoon*'s **Willem Defoe** in the title role, **Barbara Hershey** as Mary, **Sting** as Pon-

tius Pilot and **Harvey Keitel** as Judas. Universal will distribute the film, which was within weeks of shooting three years ago before Paramount pulled the plug, deciding instead to go with **Richard Gere** as King David. **C.B. DeMille**, where have you gone?

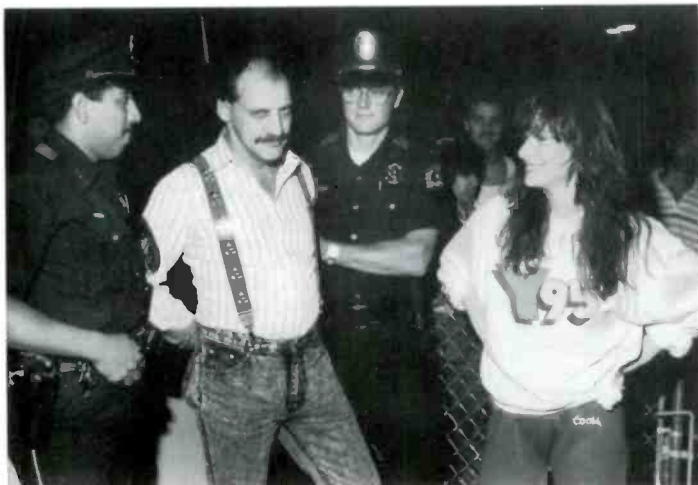
Everybody Drink Beer Tonight

Seems like those Michelob TV spots, praised as the best filmmaking in the world by no less than director **Stanley Kubrick**, were not only artistic triumphs. Anheuser-Busch announced that its advertising campaign featuring **Phil Collins**, **Genesis**, **Wang Chung**, **Roger Daltrey** and **Robert**

Cray, helped end a seven-year decline in sales of Michelob beer. Of course, the brewery spent \$84 million in the process, more than even that notorious perfectionist Kubrick.



Buzz Gets Carried Away



What happens when Y-95 Program Director **Buzz Bennett** (he's the one with suspenders) attends a concert by 16-year-old **Tiffany** (she's not wearing suspenders) in Irving Texas? Well, anyone who knows Buzz isn't too surprised by the photo above.

TOTP Makes Ratings Inroads

Hits, as always your #1 source for shameless boosterism, notes that "Top of the Pops" is averaging close to a 6 in overnight ratings in New York, Los Angeles, Chicago and Philadelphia, more than doubling that of any previous music show in that time slot.

"Now that the **Tigers** are out of it and **Joel Gallen** is back paying attention to his job, you can see the difference it has made," said **Drew Levin**, Executive Producer of

the show for The Entertainment Network.

Gallen replied, "Lenny, do you get **Red Wings** games on the dish?"

Benny And The Cats

Elton John turned down a one million pound offer from a Japanese sunglass company for a TV spot when he learned his co-stars would be 22 cats. (Editor's Note: Does this story have any significance?)

This Week On Top Of The Pops

U.S.

Michael Bolton
Cutting Crew
Living In A Box
Santana
Sting



U.K.

Jellybean
Pseudo Echo
Wet Wet Wet
UB-40

Fridays On CBS-TV

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

Madonna Misses Encyclopedia Cut

What do **Sir John Gielgud**, **Michael Jordan** and **Elle Wiesel** have that **Madonna** does not? An entry in the 70th edition of the *World Book Encyclopedia*. Says Executive Editor **Per Harnet** of the exclusion:

"You can't be of temporary interest, like rock stars such as **Madonna**, who may be here today, gone tomorrow...." What, he saw "Who's That Girl?"

Quite A Pair



Enigma's Mojo Nixon and **Skid Roper** who are currently making a mark with "Elvis Is Everywhere," are shown trying to sell *Hits* to unsuspecting chumps outside *Northern Lights* in Minneapolis. After failing, the pair came back out and earned \$639.44 selling used copies of *Billboard*.

St. Louis Shrine

Hall of Fame baseball great **Stan "The Man" Musial's** not the only St. Louis native honored with a monument in his home town. The late "Wild Kingdom" host **Marlin Perkins** had a plaza dedicated to his memory in St. Louis. Five bronze plaques depicting phases of his life are arranged in a semi-circle at the new **Marlin Perkins Plaza**. What next? The **Gaddabout Gaddis Memorial**?

Lou Walks On The Sire Side

Celebrating the 20th anniversary of his seminal group, the **Velvet Underground**, **Lou Reed** has inked a brand-new recording contract with **Sire Records**, after being dropped from his long-time label **RCA** last year. Rumors are strong that co-Velvets founder **John Cale** will work on songs for the new LP with his former partner.

Who sang 'Silent Running' by Mike & The Mechanics?



Advertisement

somewhere between dreams and circumstances lies the border.



M R M I S T E R

experience "the border." 5325-7-r

*the essence of mr mister
charged with the power and emotion
that catapulted "broken wings" and
"kyrie" to #1. an important song from
the great new album, "go on."*

(page. george. lang)

*we
we must go on now
wherever people go who go on together
and now
try to hold on now
too many of us have run
run out of the circle*

*are you listening
are you breathing
i need you near me
no i'm not leaving
i'm in no hurry to do this alone
i am standing here
with my arms open wide
i am waiting here heart in my hand
on the border*

*dreams
dreams may seduce you
but sooner or later they're gone
and you're back where you started
look
look at these scars now
how many wounds does it take before we are healing*

*can we go on now
from what we have done now
yes we must go on. our questions unanswered
i know what we're after
is right here in our hands*

*i am standing here
with my arms open wide
i keep waiting here heart in my hand
on the border*

*every step we take gives us
the strength to go on
and all the love we make
gets us closer to home*

*i can see it all so clearly now
i can hear your voice in a song
and it burns down inside my soul
it takes me down this winding road
we can find our way back home*

*we
we must go on now
wherever people go who go on together*

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*produced by mr mister & levin killen
mixed by paul de villiers*

*from the lp "go on" 6276-1-r
representation: george ghiz **MOGUL**
photography: jeff katz*

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FRONT PAGE

ON RECORDS By Lenny Beer

Aerosmith On The Brink

The **Aerosmith** album (Geffen) started to sell well in its very first week in the street, but, unlike the label's **Whitesnake** success story, it did not explode everywhere at once. It has been a steady building process which has taken its lead cut, "Dude (Looks Like A Lady)", onto Album Radio, Top 40's that are leaning rock, and now to heavy rotation on MTV and mass appeal Top 40. This final move has been aided by a new dance mix that has been distributed to help airplay at Urban leaning stations. It appears to be the final step in the successful breaking (or is it re-breaking) of the band. The album sales, which have been the cornerstone of the project, have proceeded steadily upward in stages. This week the sales have reached the second highest level grouping, placing it in a competitive position with everyone below the Top 7. And even this level appears to be achievable with saturation Top 40 and continued strong video play. We will keep a close eye on the progress of this project and the possibility of Geffen Records having two albums in the Top 5 (Whitesnake shows no signs of dropping in the foreseeable future) for the holidays.

The new **Sting** album (A&M) is now in the stores and the initial reports are strong. Only about half of the stores we contacted were able to report on its immediate sellthrough, but those mentions were strong enough to debut the project highly on this week's chart. The al-

bum's musical content is sophisticated and it should be a major factor, especially in the CD marketplace.... MCA's one-two punch of **Belinda Carlisle** and this week's cover artist **Tiffany** are making strong gains. Both projects have gigantic hit singles pulling them up the charts. However, for them to be serious longtime contenders inside an extremely competitive Top 20, multiple hits will be needed — and appear to be there.

Finally, we feel it important to re-emphasize that the Pop/Adult playlists are becoming more and more of a fertile spawning ground for records capable of crossing to Top 40. **Elton John's** "Candle In The Wind" is the latest in a series of hits that have made the transition. This remake from his Australian tour is pulling big requests at early test Top 40's and will explode in the coming weeks. We look for this trend to continue and expand in the coming months as ratings increase and listeners move around the dial to sample songs from this burgeoning format.



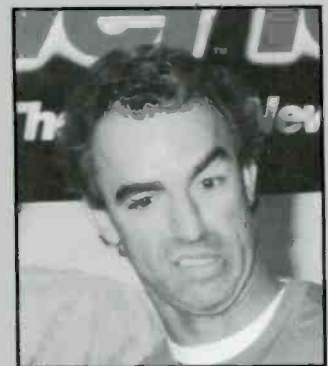
Aerosmith — Look like a smash!

I.B. Bad



Happening

From the big changes to come file: Look for major changes at a major label — real soon. We'll keep you posted.... We've poked a lot of fun at **Geffen A&R** whiz **John David Kalodner** over the past year-and-a-half. Regardless of the fact that he reminds us of a legendary acid trip we had back in '68, he delivers. Take a look at **Whitesnake**, **Aerosmith** and **Sammy Hagar**. Can you say "units sold?" O.K., so the guy has his own T-shirts made, he's still the goods..... About that job we took at the **Billboard** charts and the conspicuous absence of **Bruce Springsteen** from the #1 spot — we'd just like to say there was nothing personal directed at charismatic chart czar **Tommy Noonan**, whose a favorite here. And, #3 this week is a lot closer. We figure, they'll get it right next week And remember way back when **MCA** purchased **Frontline Management?** Remember when a whole bunch of people were screaming "Conflict Of Interest?" Well, the new deal is scoring big with **Heart** and **Whitesnake**. And speaking of new deals, we hear that **MCA** is about to purchase another management firm. Stay tuned.... Be sure to check out this week's **Los Angeles Times** Magazine cover story on the record industry elite. Among those gracing the glossy cover: **Freddy DeMann**, Attorney **Lee Phillips**, **Joe Smith** and **Quincy Jones**. The piece was penned by **Robert Hilburn**.... Wel-



Jay Thomas — See what **Mork & Mindy** reruns can do.

come back **George Chaltas**, we missed you. The **Columbia West Coast** Promo heavy is back hard at work following a short hiatus..... And while we're on the subject of promo: have you noticed how fierce the bidding war is for local and regional promo talent? The labels need good troops out in the field, and it appears they'll go to great lengths to get them..... And howabout **KPWR** (Power 106) Los Angeles morning man **Jay Thomas**? He's gone from **Mork & Mindy** reruns to regular appearances on **Cheers** and now a slot on a recent **Family Ties**. There are definitely some perks for hot morning drive guys.... Finally, what major act is quietly shopping for new management? Is a suit for irregular accounting practices also possible?..... Names in the rumor mill this week: **Walter Winnick**, **David Leach** and **Laura Gold** and the beat goes on.

IF YOU LET ME STAY


From the Columbia Lp:
"Introducing the Hardline according to Terence Trent D'arby" -0964

**CROSSOVER!
BREAKOUTS WINNER!
EARPICKS WINNER!**
33*-28* R&R U/C!

KATD	add	Z102	22-19
KXX106	add	WNNK	29-24
WTLO	add	WGCI	34-31
WERZ	add		
KFMY	add	BREAKING AT:	
WBWB	add	HOT103	FM102
KKDA	add	WXKS	WQUE
PWR106	deb 40	KRBE	WKSS
WPST	deb 40	KMEL	KITY

TERENCE TRENT D'ARBY

Management: PARC

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FRONT PAGE

Jones New Motown VP

Ronnie Jones has been appointed Vice President of Black Music Promotion for Motown Records. Jones has spent the last seven years at Capitol Record, where he most recently served as Vice President, Black Promotion. According to label President Skip Miller. "Ronnie is one of the heavyweights in our business, and we are thrilled that he has accepted our invitation to become a member of the Motown family."



Ronnie Jones

The Ladder

A rundown of executives on the move.



Kenyon

Kathy Kenyon has been promoted to Vice President of Artist Relations for Island Records. She most recently served as Director, Artist Relations. Ms. Kenyon has been with Island since 1976..... Chrysalis has named Adam Ritholz to the post of Vice President of Business Affairs and Law. He's been with the company for over a year..... Al Kiczales is the new Vice President, Finance for Arista Records. He was Controller at Chrysalis for the past four years. Also at Arista, Ife Green has been named R&B Promotion Manager for the Southeast. She was most recently Local Marketing Manager for the label in Chicago. In addition, Linda Ingrisano has been appointed National Coordinator, Video. She has been a video intern at the label for the past year.... RCA/A&M/Arista Distribution has promoted Linda Rowsey to the post of Cleveland Area Branch Manager. She has been with the company for 11 years.... Jay Marciano has been named Vice President of



Ritholz



Kiczales



Green

MCA Concerts. He was previously the owner of the Beverly Theatre in Los Angeles..... Evan Hosie is appointed Talent Coordinator for Top Of The Pops which currently airs Friday nights on CBS. She will continue her B.A.T.S. (Bands Across The Sea) management activities as well..... Michael S. Kushner has been named Senior Attorney, Legal Affairs at PolyGram. He was most recently with the law firm of Gold, Farrell & Marks..... Harold Fein is appointed Vice President, Marketing, CBS Masterworks. He has been Director, Marketing, United States for the label since 1985..... At CBS Records, Linda Ury Greenberg has been appointed Director, Market Research. She has been with the label since 1981. In addition, Robert Scarcello has been named, Manager, Market Research, CBS Records, reporting to Ms. Greenberg..... Tom Stout has been promoted to the post of Manager of Systems & Programming for WEA Corp.

Capitol Promo Changes

Capitol Records has made several changes in the ranks of its promotion department. Ritch Bloom has been promoted to the post of National Director of Album Promotion. Jon Baker has been named Local Promotion

Manager for the areas of Indiana, Kentucky, West Virginia and Southern Ohio. He will be based in Cincinnati. Michael Conway is named Promotion Manager for the Carolinas. He will be based in Chapel Hill, N.C. Jeff Blalock is named Promotion Manager for Tennessee, Arkansas, and Northern Mississippi. He will be based in Nashville. Tim Burruss is named Promotion Manager, based in Atlanta. Jeff Shane is named Promotion Manager for Tallahassee and Jacksonville. He will be based in Miami.

Who sang 'Tempted' by Squeeze?



Advertisement

Garcia Bows

Grateful Dead founder Jerry Garcia has made Broadway history with his "Garcia On Broadway" show, which bows at the Lunt-Fontaine Theater this week. The two weeks of performances set a box office record for a single day's ticket sales when 20,398 were sold for a gross of \$611,940. The thirteen evening shows sold out, so another five matinees were added, which sold out immediately.



Rowsey



Marciano



Hosie

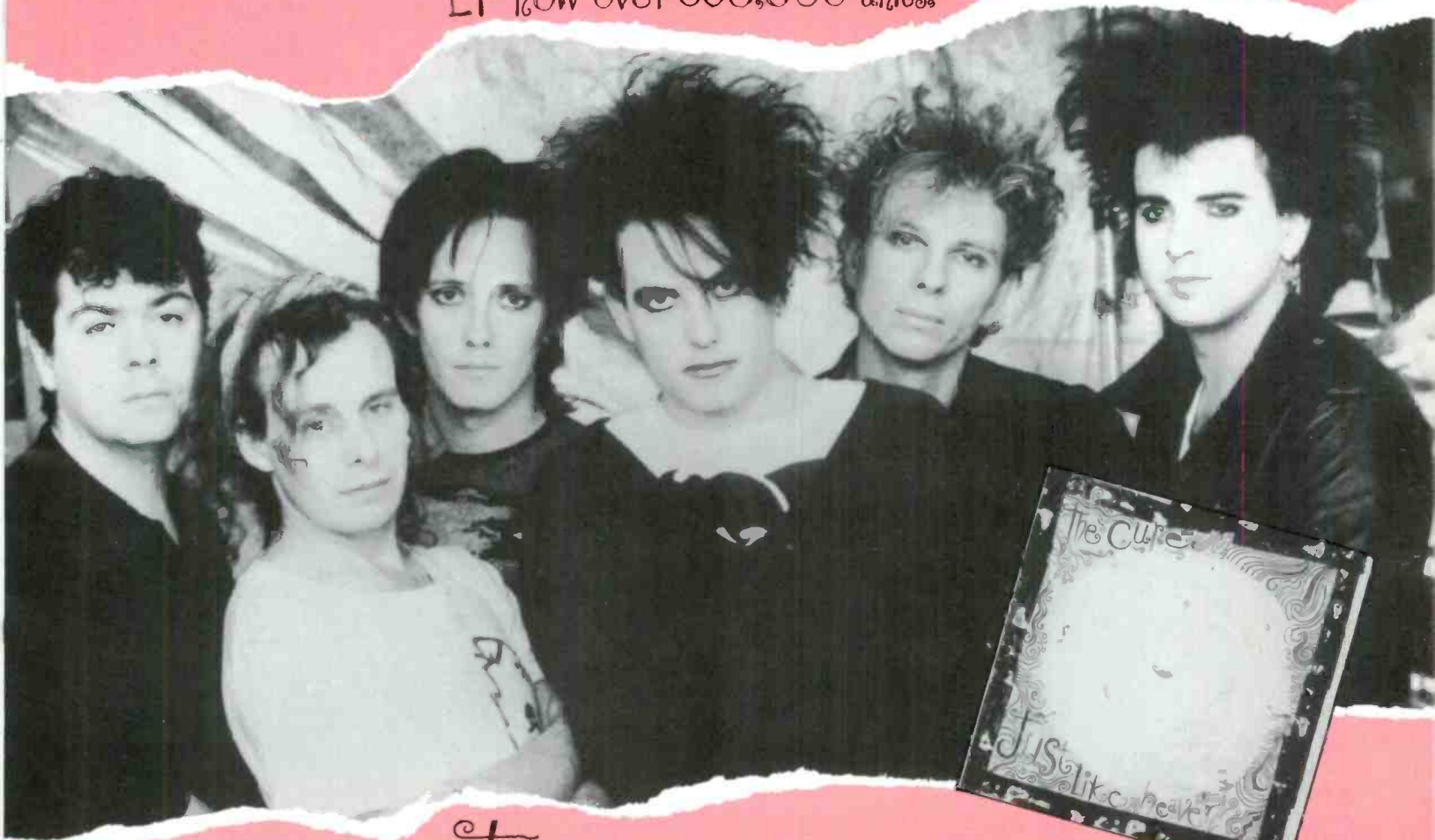


Kushner

The Cure

KISS ME KISS ME KISS ME

LP now over 600,000 units.



Just Like Heaven

the second single out now: Answering prayers at retail, college and AOR. Now breaking Top 40.

"The most accessible Cure record ever! A guaranteed street wise smash."

Mark Jackson—WHYT

"Great phones... Sounds great on the air. Debut at 22 with a hot report this week."

Cheryl Broz—KRBE

"Good phones, club action. Huge 12" sales. No longer a cult band. This group belongs on CHR radio. It's a hit."

John Cook—KKBQ

"'Why Can't I Be You' worked extremely well and took the album to top twenty sales. 'Just Like Heaven' is a much more accessible song. Don't ignore the ground swell on this band."

Kid Leo—WMMS

CROSSOVER!

#8 NIGHT TRACKS REQUESTS!

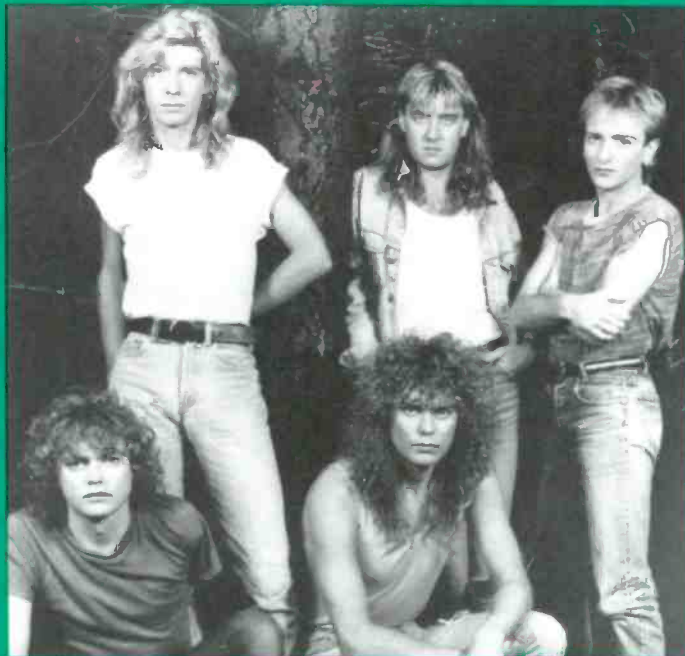
Z93	add	KYYY	add	WPST	deb 34	KITS	7-6	BREAKING AT:		
WGH-FM	add	KEYJ	add	KEGL	deb 37	KRBE	18-11	WXKS	KITS	KSAQ
WRQN	add	94TYX	add	WCAU	deb 39	KCAQ	27-17	KKBQ	KATD	KCPX
Y102	add	WBWB	add			KIKX	39-36	WHYT	KWOD	Q100
95XXX	add	KOZE	add					WMMS	KITY	KTUX



ON ELEKTRA SUPERIOR-QUALITY CASSETTES, COMPACT DISCS AND RECORDS.

DEF LEPPARD

animal



CROSSOVERS WINNER!

8-6 HITS TOP FIFTY ALBUMS!

DEBUT 49 HITS TOP FIFTY ALBUMS!

KRBE	add	Z104	23-17
Q105	add	KSND	23-18
KATD	add	KXYQ	24-20
WZPL	add	WROQ	25-21
KZZU	add	KCPX	26-23
WNYZ	add	WGH-FM	30-27
WRCK	add	WTLQ	30-27
WBNQ	add	KWK	34-30
WKLQ	add	Z95	34-31
WABB	add	KPLZ	36-32
SLY96	add	WPST	39-36
WMGZ	add	WGFM	40-37
WCGQ	add	KIKX	40-37

K98	deb	30	BREAKING AT:
WSKZ	deb	30	KEGL
KTUX	deb	35	KKBQ
KZOU	deb	38	WMMS
			Z94
			WKTJ
			KZZP
			KROY

TOP 5 ALBUM SMASH!

Manufactured and Marketed by
PolyGram Records

JOHN COUGAR

MELLENCAMP

cherry bomb



CROSSOVERS WINNER!

EARPICKS WINNER!

14-9 HITS TOP FIFTY ALBUMS!

#6 ALBUM NETWORK POWER CUTS!

WXKS	add	KXYQ	add	KIYS	add
B94	add	WKSS	add	KSND	add
99DTX	add	WTIC	add	KTUX	add
PRO-FM	add	K98	add	KZOU	add
WLOL	add	WMJQ	add	KZZU	add
KKRZ	add	KXX106	add	WNNK	add
KATD	add	BJ105	add	WOKI	add
WRNO	add	WFLY	add	WRQN	add
Y108	add	WTLQ	add	WNYZ	add

HOT SALES AT:

- #5 Flipside/Chicago
- #6 Transcontinent/Buffalo
- #6 Rose Records/Chicago
- #7 JR's/Chicago
- #8 Target/Natl
- #8 Lieberman/Chicago
- #8 Lieberman/KC
- #8 Lieberman/Mt Laurel
- #8 House Of Guitars/Rochester
- #8 Gemini One-Stop/Cleveland
- #10 CML One-Stop/St Louis
- #12 Rainbow/SF
- #13 Tower/Natl
- #15 Musicland/Natl

KWK 32-23
WGH-FM 40-35

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	Lp SALES (1 to 10)
JC MELLENCAMP	2.91	10	10

RUSH

time stands still

CROSSOVER!

14 HITS TOP FIFTY ALBUMS!
#4 ALBUM NETWORK POWER CUTS!

WMJQ add
 WRNO add
 WROQ add
 WDBR add
 KEGL deb 36
 BREAKING AT:
 WMMS
 KDWB
 KXYQ
 WTLQ

HOT SALES AT:
 #3 Zips/Tucson
 #3 Rainbow/SF
 #5 Music Peoples/Oakland
 #6 CD One-Stop/Conn
 #7 Tracks/Norfolk
 #7 Cavages/Buffalo
 #7 Baker & Taylor/Chicago
 #8 Sea Port One-Stop/Portland
 #9 Radio Docs/Milwaukee
 #11 Harmony House/Detroit

CURIOSITY KILLED THE CAT

down to earth

EARPICKS WINNER!

95XIL add
 B91 add
 BREAKING AT:
 KITS

MEN WITHOUT HATS

pop goes the world

HOT REQUESTS!

ARTIST	AVERAGE MOVE
MEN W/O HATS	3.00

BJ105 add
 B91 add
 WCIL add
 KWK deb 34
 KITS 15-11
 KATD 21-11
 KCPX 40-30
 BREAKING AT:
 WMMS K98 Y106
 WGH-FM WTLQ KZZU

LACE

my love is deep

12*-11* R&R U/C!

KXX106 add
 WTLQ deb 36
 PWR106 36-31
 BREAKING AT:
 WGCI
 KMGX

KOOL & THE GANG

special way

15*-13* R&R A/C!

B98 add
 KXX106 deb 22
 WKSS deb 34
 KCPX deb 37
 WERZ deb 37
 KKRZ deb 39
 KIKX 24-21
 WCAU 28-23
 KMEL 30-27
 WXKS 35-29
 WMJQ 34-29
 WKSE 32-29
 BREAKING AT:
 WPGC
 PRO-FM
 KCPW
 KITY
 WNYZ
 WRCK

ARTIST	AVERAGE MOVE
KOOL & THE GANG	3.41



NEAR TRUTHS

by Ruth Robinson, L. A.

HOTEL HOPPING: The paparazzi were knocking each other down to shoot the actresses at the Amanda Foundation's gala bash at the Beverly Hilton. Shutters halted and focuses changed when the real star of the evening turned up to make a monkey of them all, **Michael Jackson's** very own best pal, **Bubbles**. Wisely, the actresses rushed the little guy to have their photo taken with him. Music attorney **Mickey Shapiro** produced the show, which included a performance from Motown's **Georgio** and a fashion show with singer **Miki Howard** looking gorgeous in one of **Margi Kent's** wild leopard print outfits. **Casey Kasem** beamed as wife **Jean** paraded and **Bob Michaelson** from Y&M Toys beamed at the projected grosses the toys bearing the Jackson tag will gross.... Then a swoop around Beverly Hills to the newest acquisition of the Sultan of Brunei, The Beverly Hills Hotel, for a listening party for the new **Earth, Wind & Fire** album on Columbia. Bouncing to the beat, **Ron Weisner**, **Macey Lippman** who touted the album as a "smash," CBS'ers **Eddie Pugh**, who is "wildly happy to be in L.A. — earthquakes and all," **Bob Willcox**, **Greg Pfeifer**, **Frankie**

Not There



Dennis Hopper — He's not in the column this week.

Crocker, **Charles Freeman** from Kalimba Prods and Jacksons' long time drummer **Jonathan Moffett**, who whispered that the album in progress from **Jermaine**, **Tito** and **Jackie** is "better than anything they've ever done." The **Bob Giraldi**-produced video for the EW&F's single "System Survival" is fantastic. The **White Brothers** and **Phillip Bailey** introduced the new band members and Bailey observed "this is the best band we've ever had."

SUNSET STRIPPING: First stop — The Hyatt on Sunset for a press do to help **Clifford Antone** kick off his two day blues gala at the Music Machine with true blues — on hand **Alex Hodges**, **John Harrington**, and blues magicians **Pinetop Perkins**, **Albert Collins**, **Buddy Guy**, and **Jimmy Rogers**.... Then a dash down Sunset to Carlos and Charlies, the eatery made legend by **Neil Bogart** in the halycon days of Casablanca Records. The City of Hope Media Committee convened over hot sauce and tuna to formulate plans for the Music Industry Chapter's annual dinner. 1988 committee consists of **Paula Batson** (RCA), **Michael Mitchell** (A&M), **Sue Satriano** (Capitol), three independent publicists — **Michael Jensen**, **Sarah McMullen**, **Debra Baum**, plus **Tracy Buie** from the Wiltem and **Cornelius Grant** who produces all the PSA's for the Chapter.... Then a race back up Sunset to the Roxy to check out the **Silencers**. Enjoying a 1987 version of "Mister Tambourine Man" were manager **Bruce Findlay** — he manages **Simple Minds**, too, **Paul Atkinson**, **Randy Miller** and **Bennett Kaufman**. A pair of enthusiastic fans shimmied up a drainpipe and knocked on the dressing room doors. Lead singer, **Jimmy O'Neal** thought the whole thing "a great way to say hello."



CONTESTS

Another Hits Dumb Contest

Only Two Finalists In "Other" Category As

RCA & HITS

Present

BIG BUCKS WORLD SERIES CONTEST #2

Win Color TVs, CD Players & More

It's amazing!! After receiving thousands of entries from "Radio," "Retail" and "Other," the people listed below are the only ones still in the running to sleaze some yuppie toys off us. What's even more amazing is that ONLY TWO PEOPLE IN THE "OTHER" CATEGORY ARE STILL IN THE RUNNING. These lucky little devils will fight it out for the Color TV and CD player.

In the meantime, here are the folks still alive in the "Radio" and "Retail" categories:

RADIO:

Cooker, KWTO
Steve Ellis, HOT 103
K. Hendrickson, KKKL
Chris Murray, WLAN
Charlie O., KKKL
Jack Oliver, KKR
Dan Pearman, KEYN
Bill Richards, WNCI
Vicki Sharp, KRNQ
Tony Waitekus, WCIL

RETAIL:

Dan Bogucki, Great American
Tim Culvertson, S. Warehouse
Tim Cummings, Peaches
Rich Gamache, Musicland
Cindy Hurn, Tape Town
Craig Kohner, Musicland
Dave Kopeitz, Valley
Mike Maska, Sam Goody
Mark Miller, Northern Lights
Chuck Thatcher, Cats

OTHER:

?
?

Can you believe it, only two "Other" entries left. Who wins the Color TV and who wins the CD player — we'll announce these lucky little dickens next week.

So, on behalf of Starship, Glenn Jones, Samantha Fox and "Dirty Dancing," (They're keeping RCA mighty busy), we wish to thank all the folks who completely humiliated themselves by sending in entries that could only be referred to as: DUMB!!

As always, God bless you.



LETTERS TO THE EDITOR

Julies Rule

Lenny:

I just want to thank you so, so much for running my photo from the video shoot. My video premiered on MTV this week. Also I'm going to replace the MTV VJ Julie Brown when she goes on vacation in a couple of weeks. (MTV wants to keep it secret until it airs). They figure it'll look like she's "trapped in the body of a white girl." Pretty cool, huh?

I look forward to having a lot of fun with you guys — you're as crazy as I am!

Love,

Julie Brown

WB Recording Artist
The Valley, CA

Lenny replies: No problem, Julie, after all, I'm a 7'2" power forward shoved into the gangly 6' frame of a frustrated Editor-in-Chief, so I understand where you're coming from. Of course, I'm not really answering your missive personally..... I have assigned that task to the computer-generated Lenny Headroom, who has a lot of time on his humanoid hands now that his series has been cancelled. He's also looking forward to seeing you in "Earth Girls Are Easy," and wants to know, are they? Easy, that is.

Dear Hits:

WATCH YOUR STEP!!

No, that's not a threat. It was Anita Baker's first single, making "No One In The World" her fifth single from "Rapture," not her fourth, as you reported.

Granted, Anita's first 45 was released before *Hits* was born, but life *did* exist before *Hits*. Yes, I find it hard to believe now, too.

Don't worry, we're all allowed one mistake a year. Your batting average is pretty admirable. Keep up the great work!

See ya,

Julie Freeman
Elektra Records

Editors reply: Don't you remember life BH (that's Before Hits), Julie, when all you had to read were the same old boring dinosaur trades until we ushered in a refreshing new era of modern technology and hijinks? The real question is, will there be life AH (after Hits) for you Julie, because this is absolutely the last time we let you sneak yet another unabashed (unpaid) piece of hype in the "Letters" section, even under the guise of correcting our mistakes. Just remember, Julie, Hits is infallible; it's our printer who messes up.

Greetings!!:

What? You say. A free copy of the soon-to-be-released Paul Carrack solo LP, "One Good Reason"? Can this be true? Have I been that good a person this year? Yes you have! And not only does this album include the soon-to-be-released single, "Don't Shed A Tear," it also features the tracks, "One Good Reason," "Give Me A Chance," "Here I Am" and the already big-in-Australia, "When You Walk In The Room."

You knew this was your lucky day, didn't you? Listen to this tape all you want. No one's going to stop you.

Best regards,
Charlie D'Atri
Chrysalis Records

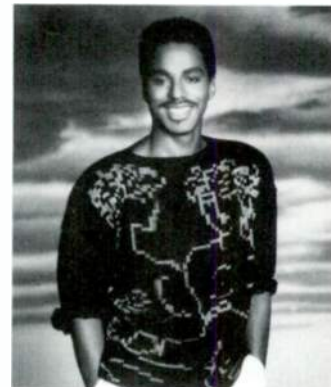
Greetings!! replies: To quote our beloved leader, there you go again, Charlie, using up our valuable "Letters" section for your unabashed hyperbole. Next time, you get buried on the Mini-Mugs Page with all the rest of the filler!! Consider yourself forewarned, o lucky man....



FAR TRUTHS

by Danny Fields, New York

Catching Marlon



Marlon Jackson — sizzling and esconced.

There's nothing like a genuine L.A. star to send a jolt of voltage through the wires of this jaded town, and last week it was **Marlon Jackson** providing the sizzle and the buzz. Marlon and wife **Carol** were here to promote his new "Baby Tonight" album (first single: "Don't Go"), and were esconced at the stately Pierre Hotel, where they received the media in grand style. Activities were kicked off at a Cafe Pierre breakfast with Capitol's **Keith Frye, Rod Butler and Vivian Piazza**, and from then on it was a non-stop whirl of broadcast and print media. The gentleman lived up to his rep as perhaps the most charming member of his famous family, and we can't wait to have him back..... On the subject of great style, let's mention Arista's ultra-elegant party re-welcoming the one and only **Barry Manilow** to the label. It was held at the legendary seat of New York power, "21," which is on West 52nd Street, also known as Swing Street (officially named that long after the swing clubs had vanished), which is, don't you know, the title of Manilow's new album! "Swing Street," that is, in case that was hard to follow. TV crews from around the globe set up in the Tapestry Room to record the announcement of the re-signing, and then Barry and his people and Arista's **Clive Davis, Don Ienner, Roy Lott, Abbey Konowitch, Jim Cawley, Rick Bisceglia, Melani Rogers, Tony Anderson, Lauren Moran, Tom Ennis, Bruce Schoen, Ken Levy, Mark Rizzo and Rose Marino** went off to dine on salmon and scallop terrine, rack of veal, and raspberry and chocolate mousse in the Punchin Room. On display, and awarded that evening, were a batch of gold, platinum and multi-platinum albums representing a total of — you guessed — 21,000,000 units..... And, reverting to the subject of

L.A. stars in town, may we note the spectacular presence of **Kane Roberts**, guitar player for **Alice Cooper**, and possessor of his own solo album. The muscled heavy metal hero was accompanied by Alive Management's **Toby Mamis**. Mamis and Kane lunched with MCA's **Katie Valk, Jim Cardillo and Randy Hock** at the Hard Rock Cafe.... Backstage at Radio City was the splendid setting for **Levert's** gold record presentation, after the hot threesome and their band opened the show for **Atlantic Starr**. **Doug Morris**, President of Atlantic Records, offered a champagne toast, and was joined by company mighties **Dave Glew, Vince Faraci, Judy Libow, Lou Sicurezza, Mark Schulman and Sylvia Rhone**.... The Black Rock Building was hopping 'til midnight in honor of Epic publicist's **LaVerne Perry's** birthday. So beloved is LaVerne that the party had to move out of her office on account of the huge floral arrangements sent by the likes of **Luther Vandross** and the **Miami Sound Machine**. Reveling continued in **Eliot Hubbard's** office and the surrounding hallways, and reached a height when Epic artistes **Tony Terry, Charlie Singleton** and **Claudja Barry** sang "Happy Birthday," with **Alexander O'Neal** joining in on the speaker phone from Minneapolis.



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)
MEDLEY/WARNES	5.65	79	43	13	10	10	10
BELINDA CARLISLE	5.56	79	14	6	10	7	9
GEORGE MICHAEL	4.87	48	0	0	10	-	4
RICHARD MARX	4.34	50	9	4	8	7	8
WHITESNAKE	4.06	28	2	1	10	10	8
LOS LOBOS	4.03	34	10	1	6	10	7
STING	4.01	46	2	1	4	9	8
STEVE WINWOOD	3.78	23	0	0	5	-	8
DEBBIE GIBSON	3.50	36	0	0	9	3	7
POISON	3.49	29	11	3	10	5	7
YES	3.46	21	0	0	5	9	5
REM	3.46	27	8	3	6	9	6
PRETTY POISON	3.45	23	8	1	8	-	6
SPRINGSTEEN	3.42	44	29	12	6	10	10
KOOL & THE GANG	3.41	6	0	0	4	1	2
JODY WATLEY	3.36	31	7	3	8	2	7
SQUEEZE	3.26	24	3	0	4	5	7
TIM SCHMIT	3.17	26	2	1	3	2	7
TAYLOR DAYNE	3.11	16	1	1	6	-	3
CUTTING CREW	3.09	32	25	5	3	1	7
GEORGE HARRISON	3.08	13	0	0	5	-	5
JETS	3.06	19	0	0	3	-	4
MEN W/O HATS	3.00	3	0	0	7	-	-
AEROSMITH	2.97	13	2	0	9	9	6
WAWANEE	2.91	21	4	0	7	-	2
JC MELLENCAMP	2.91	10	0	0	4	10	-
MICHAEL BOLTON	2.82	14	7	3	6	2	4
LAURA BRANIGAN	2.73	3	0	0	6	-	2
STEVIE WONDER	2.71	22	0	0	4	-	6
HOOTERS	2.65	9	0	0	2	2	2
PET SHOP BOYS	2.59	31	32	6	4	8	9
BEAUCOUP	2.50	2	2	1	9	-	2
FLEETWOOD MAC	2.33	30	78	33	3	9	9
GLENN JONES	2.30	2	2	2	2	-	3
U2	2.05	17	20	6	4	10	9
ICEHOUSE	2.05	3	0	0	3	3	1
CURE	2.05	4	1	0	5	3	3
NEW ORDER	2.00	3	2	2	6	6	4

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.

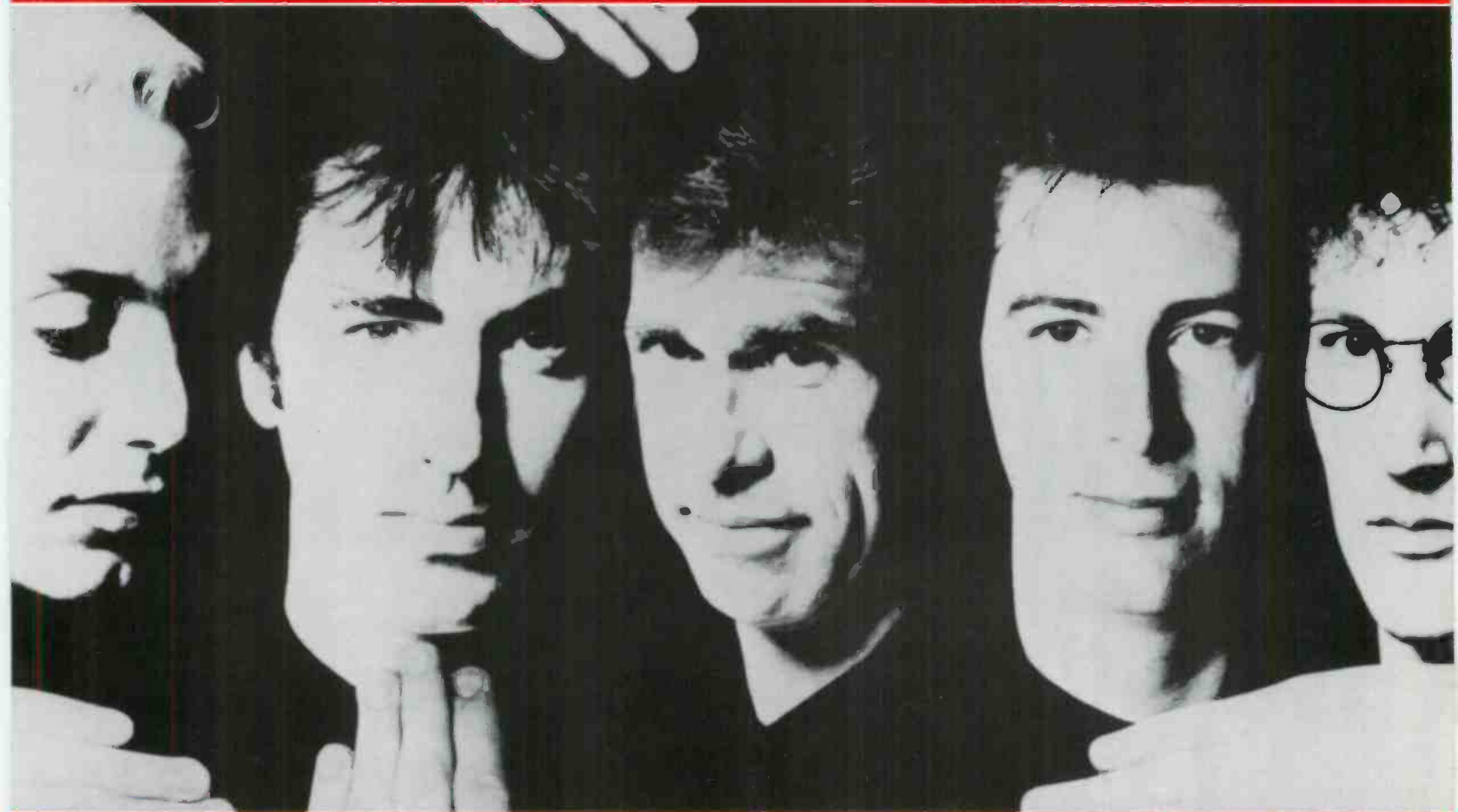
Top 10/Top 5: The number of reporting playlists showing Top 10 and Top 5 positioning.

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.

BOURGEOIS TAGG



"I DON'T MIND AT ALL"

The First Single From
"YOYO"

The New Album From
BOURGEOIS TAGG

FLASHMAKER!

DEBUT **48** HITS TOP FIFTY SINGLES!
DEBUTS AS MTV HIP CLIP OF THE WEEK!
VH-1 MEDIUM ROTATION!

"It's the song that stands out the most when listeners hear it; based on that, it's the best song we're playing!"

KEVIN KEI - MD FM102, SACRAMENTO DEB. 29

WMMS	add	FM102	deb	29	BREAKING AT:
92X	add	KXYQ	deb	35	WXKS
WLQL	add	Z104	deb	37	KPLZ
94Q	add	WKDD	deb	38	KDWB
KYUU	add	KIKX	deb	39	KROY
WHSL	add	KEGL	deb	40	KWOD
OK100	add	WCAU	deb	40	WGH-FM
WZOK	add	KKRZ	deb	40	WNCI
Q101	add	KMEL	24-20		WMJQ
WOMP	add	KATD	27-23		
KZOZ	add	WERZ	28-23		
KFBQ	add	KROQ	36-31		
WIGY	add				



ISLAND



FLASHMAKERS

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

Whitesnake is heading straight for the top with giant request action and huge album sales nationally. **Whitney Houston** scores with her third straight smash, **George Harrison**

is closing quickly with his return to the mainstream and **Steve Winwood** continues to pick up major market action with his remake from the forthcoming *Greatest Hits* album.

WHITESNAKE IS THIS GEFLEN

Average Move: 4.06 *Aggressives:* 28
Giant crossover record and follow up to #1 smash is going right on the air everywhere and already pulling huge requests. New at WEGX, WXKS, Z94, WCZY, Q107, Y100, KDWB, 94Q, KWK, KBEQ, KKRZ, WKSS, K98, WMJQ, WKSE, 98PXY, Y107, WKZL, BJ105, KCAQ, KEZB, KIYS, KRQ, WERZ, KIKX and many more. Jumps 2-1 KEGL, 16-10 99DTX, 26-18 KKBQ, 34-17 WMMS, 30-24 KROY, 29-24 Q105, 27-23 WKTI, 34-25 KXYQ, 22-12 KJ103, 30-20 WROQ, 37-31 KCPX and 29-24 WKDD. Strong debuts for WCAU, KRBE, WAVA, KPLZ, PWR99.7, B94, Z93 and too many more to mention.

WHITNEY HOUSTON EMOTIONAL ARISTA

Average Move: 4.20 *Aggressives:* 2
She's back with the third straight smash from her five time platinum album. Out of the box action includes KIIS, PWR106, Z100, PWR95, WBLI, B96, KKDA, WUSL, WEGX, WXKS, KKBQ, WAVA, Z94, WCZY, WHYT, HOT105, Y100, KPLZ, B94, WMMS, KDWB, KMEL, WLOL, Z93, PWR99, KWK, 94Q, KHTR, PRO-FM, Q105 and KZZP. Early moves at Z95 40-35, KZOU 28-19, PWR96 Deb 28 and KTFM Deb 25.

GEORGE HARRISON MY MIND WB

Average Move: 3.08 *Aggressives:* 13
Album is soon to be released and this debut single is closing quickly. Adds at WBLI, KRBE, KUBE, B97, KOY, KXYQ, Y108, WZPL, K98, KXX106, WMJQ, KJ103, WDJX, WKSI, KSND, WRQN and WERZ. Jumps 29-25 94Q, 35-29 WKDD, 36-30 WROQ, Deb 27 WEGX, Deb 37 KPLZ, Deb 31 Z93, Deb 35 WMMS, Deb 28 WRNO, Deb 29 KIMN, Deb 31 WNCI, Deb 33 WKSS, Deb 39 KSAQ and Deb 29 WAPI. Requests building.

STEVE WINWOOD VALERIE Island/WB

Average Move: 3.78 *Aggressives:* 23
Multi format hit is closing quickly. New at WCAU, WLOL, B97, Q106, WBCY, WKZL, Y107, KTUX, KZOU, WPST, WSKZ, KIKX, KRQ and more. Moving at KEGL 32-23, Y95 22-14, WEGX 24-16, WCZY 17-11, KDWB 32-24, B94 22-17, WMMS 33-29, Q105 28-23, WKTI 21-17, WMJQ 27-22, B93 27-23, KCPX 36-24, WKSI 38-29, WTLQ 32-24, 93Q 32-25, WKRZ 26-22, Z104 36-26, WERZ 30-22, KSND 27-23. Debuting for Q107, 94Q, KATD and KCPW.

AEROSMITH DUDE GEFLEN

Average Move: 2.97 *Aggressives:* 13
Strong moves, continued solid album sales and big requests lead the way for this giant crossover. Adds this week at WCZY, Z93, Y107, KCAQ, KZOU, WAPE, Z102, KKXX and WYKS. Hot jumps at WMMS 15-9, KJ103 16-9, Z94 32-24, B94 27-23, PRO-FM 33-29, KXYQ 28-23, WFLY 32-26, WKSI 20-15, WERZ 40-31, WRQN 27-18, KTUX 33-26 and WNYZ 33-29. Debuts for KRBE, KDWB, WKSS and WTLQ. New dance mix is available.

MICHAEL BOLTON LOVE COLUMBIA

Average Move: 2.82 *Aggressives:* 14
Making significant gains this week with new support from KIIS, WAVA, B104, KITY, KSAQ, WTIC, WMJQ, WTLQ, KSND, WOKI, Q98, KFIV, KQCR, KZFN, KFMW, WQCM and WJAD. Jumps 14-10 WPGC, 11-9 KMEL, 3-1 WFLY, 6-5 WKDD, 12-9 WPST, 39-34 KRBE, 35-26 WLOL, 25-19 94Q, 30-25 B94, 27-21 WQUE, 27-23 FM100 and 21-17 Y107.

BOURGEOIS TAGG DON'T MIND ISLAND

Average Move: 1.31 *Aggressives:* 5
Major market action each week is propelling this unique sounding hit through the system. Adds include WMMS, WLOL, 94Q, OK100, WHSL, WZOK, Q101, WOMP, KZOZ, WIGY and KFBQ. Hot moves at KROQ 36-31, KMEL 24-20, KATD 27-23 and WERZ 28-23. Breaking big at KEGL, WCAU, FM102, KXYQ, KKRZ, WKDD, Z104 and KIKX. Generating phones.

WENDY & LISA WATERFALL COLUMBIA

Lots of video airplay and phones are helping to close this single. New action this week at KXX106, WRQN, WKZQ, WJMX, WAEB, KISR, KBOZ and WBAM. Jumps at KDWB 5-4, WCAU 33-29, KRBE 34-27, KIYS 34-26, KMGX 26-22 and KXYQ Deb 33.

INXS NEED YOU ATLANTIC

" is this love "

WHITESNAKE



4 HITS TOP FIFTY ALBUMS!
44-29 HITS TOP FIFTY SINGLES!
BREAKER DEBUT 35* R&R CHR!
ALREADY 11 HOT REPORTS!

FLASHMAKER WINNER!
DESTINED FOR #1!
MOST ADDED
TWO WEEKS IN A ROW!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	LP SALES (1 to 10)	45 SALES (1 to 10)
4.06	28	2	1	10	10	8

Produced by Mike Stone for Mike Stone Enterprises and Keith Olsen for Pagelogo Productions on behalf of Whitesnake Overseas Production Ltd. Management: Frontline Management.





FLASHMAKERS

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

STARSHIP BEAT RCA

Steadily developing and generating solid phone action each week. New support comes from 99DTX, WFLY, WLAN, KFBQ, KF95, Q104, KQCR, KCMQ and others. Jumps 36-31 WCAU, 34-29 Z94, 27-21 WLWL, 23-16 WTLQ, 37-31 WKSI, 36-31 WPST and 36-32 KZZU.

BIG TROUBLE CRAZY EPIC

New female quartet is moving through the system with adds this week at KCPW, KCPX, WROQ, KEZB, WWSR, KFBQ, KKRD and WBAM. Jumps 35-30 WCAU, 32-28 KCAQ, Deb 39 KRBE and Deb 40 KIYS. New video in rotation.

KANE GANG MOTORTOWN CAPITOL

Hot new act with Steely Dan sound is spreading with new action this week at KCAQ, WDBR, KFQX, 100KHI, KKRD, B91, WZKX, I-94 and more. Jumps 40-36 WCZY, 36-31 WMMS, 28-24 WKTI, 30-26 KSND, Deb 27 Y95, Deb 34 Z94, Deb 36 KPLZ and Deb 39 WFLY.

LAURA BRANIGAN POWER ATLANTIC

Average Move: 2.73 *Aggressives:* 3
Strong ballad continues to garner positive response at stations testing and playing it. This week's believers include KRBE, WCZY, WHYT, KDWB, KSAQ, WGTZ, KIKX, KIYS, WNYZ, WRCK, K106, KF95, WPFM and KISR. Hot jumps at WXKS 19-16, B96 35-26, 94Q Deb 30, KCPW Deb 35, KCPX Deb 35 and WDJX Deb 39. Big phone reaction record.

NEW ORDER TRUE WB

Average Move: 2.00 *Aggressives:* 3
Picking up lots of speed this week with new action at WCAU, WXKS, KDWB, KZZP, KATD, WGFM, KTUX and more. Jumps at PWR96 4-3, KITS 3-2, KMEL 18-11, KCPX 39-32 and KZZU 35-31. Solid request action.

DIONNE WARWICK/KASHIF FOR TWO ARISTA

Duet with Kashif is a multi format hit that picks up momentum with adds at WGCI, WCAU, KRBE, FM102, KKRZ, KXX106, KCPX, WNNK, WNYZ, WRCK, WLAN, WJDQ, KTRS, WANS, KCMQ, B98, WBAM and WZKX. Early debuts for WCZY, KIMN and KIKX. Big Adult phones.

ERIC CARMEN HUNGRY RCA

Second single from the "Dirty Dancing" soundtrack is developing with new support from KSAQ, KXX106, WKSI, KZZU, WPST, KF95, WNOK, WJDQ, KQIZ and KISR. Breaking at WCZY, WMMS and KCPX. Album sales remain Top 5 nationally.

JOE COCKER UNCHAIN CAPITOL

Strong cover tune is building and spreading with adds this week at KRBE, Z94, K98, 95XIL, KQIZ, WQUT, KISR and KIXY.

LISA LISA SOMEONE COLUMBIA

Third single and follow up to two #1 smashes picks up out of the box action at WQUE, KITY, Q100, WTLQ, KMGX, KZOU, WNYZ, WRCK, WKZQ, K106, KGGI, KNIN, KKYK and B95. First ballad from their current album.

PLATINUM BLONDE CONTACT EPIC

New act is scoring well with second week action at KPLZ, KSAQ, WRCK, WKZQ, WJAD, SLY96, KIXS, WQUT, WBAM and others.

BILLY JOEL U.S.S.R. COLUMBIA

Second week action includes adds at WCZY, WKSI, KJQ, SLY96 and WZYQ. New mix is available.

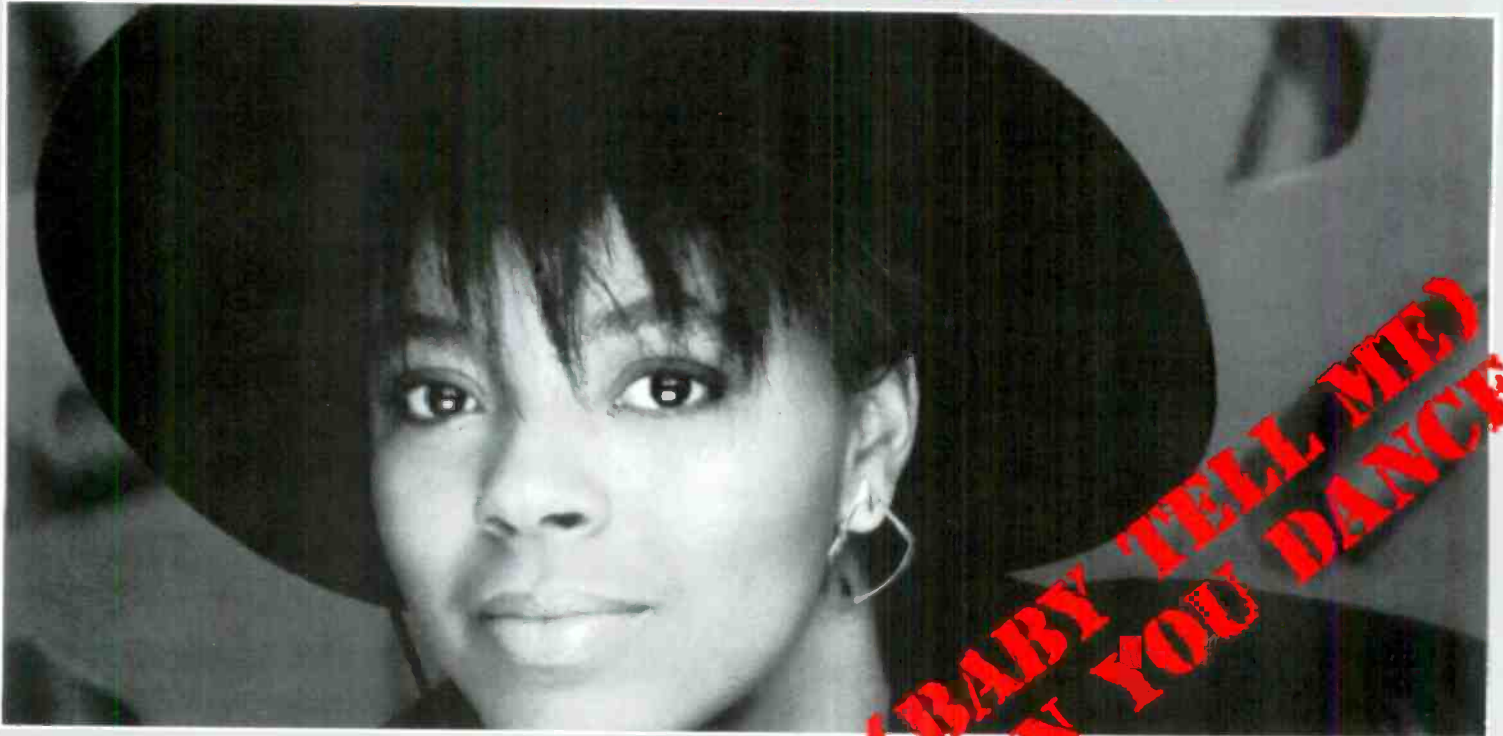
MARTHA DAVIS DON'T TELL CAPITOL

Former lead singer from the Motels is out with the first single from her forthcoming album. Out of the box believers include KROQ, KCPW, WKTI, KCPX, Q100, KIYS, KZZU, 95XIL, WDBR, KEYJ, KIXS, KFMW, KTMT and K104. Video soon to be released.

CHER SOMEONE GEFEN

Multi media star is back with the debut single from her forthcoming album produced by Michael Bolton. Out of the box action includes WXKS, PRO-FM, KCAQ, KEYJ, SLY96, KIXS and KZFN.

shanice wilson



AM-2936

Produced by Bryan Loren
for Left-Handed Productions
Executive Producer, John McClain

CROSSOVER!
10*-8* B/U R&R!

KKRZ add
WPGC add
WFLY add
K98 add
Z102 add

KITY add
KNIN add
KF95 add
KYRK add
SLY96 add

KXX106deb 29
KMGX deb 33

BREAKING AT:
KMEL
BJ105
WRCK
WTXY
KTUX
WJAD





CROSSEOVERS

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

JC Mellencamp scores big in his second week with the follow up hit from his current album which is already pulling phones. Taylor Dayne is breaking out of the clubs and clos-

ing quickly, Def Leppard picks up momentum with major market airplay and solid requests while Earth, Wind & Fire is crossing from solid Black/Dance status.

BLACK/DANCE

TAYLOR DAYNE TELL IT ARISTA

Average Move: 3.11 Aggressives: 16

Breaking big out of the clubs and gaining momentum with big phones each week. Adds at KKBO, Q107, KZZP, Y108, WKSS, WNCI, WKSE, 98PXY, WTLQ, KRQ, KZOU, WAPE and others. Jumps 3-2 PWR96, 29-19 B96, 21-16 WPGC, 26-15 HT105, 23-19 Y100, 20-16 KMEL, 24-20 PWR99 and 25-20 WQUE. Strong debuts for WHYT, KWK, Z93, WL0L, KWOD and BJ105.

TERENCE T. D'ARBY LET ME COLUMBIA

Hot video is now in rotation and requests are building. Gaining momentum with adds at KATD, KXX106, WTLQ, KKDA, WERZ, KFMV and WBWB. Jumps at WNNK 29-24, Z102 22-19 and debuting for PWR106 and WPST.

EARTH, WIND & FIRE SYSTEM COLUMBIA

Quickly climbing the Black/Dance charts and crossing with adds at HOT103, WCAU, WXKS, KRBE, KXX106, WZLD and WJAD. Moves 40-32 WGCI, 35-31 KCAQ and Deb 38 PWR106. Requests building.

GLENN JONES JUST BEGUN JIVE/RCA

Average Move: 2.30 Aggressives: 2

Former #1 Black/Dance smash is spreading with new action at WCAU, WCZY, KIKX and others. Hot jumps at KKDA 3-1, KMEL 31-18, KXX106 30-25 and KROY Deb 28.

JONATHAN BUTLER HOLDING JIVE/RCA

Average Move: 2.33 Aggressives: 1

Second single from his debut album is developing with adds this week at KRBE, KTUX, KAKS, WNOK, WJMX and KQIZ. Jumps 13-9 WGCI and Deb 28 FM102.

SHANICE WILSON CAN YOU A&M

Average Move: 4.00 Aggressives: 2

Hot new artist is creating a buzz at Top 40 with early support from WPGC, KKRZ, KITY, K98, Z102, KF95, KNIN and KYRK. Hot moves at KKDA 28-20, KXX106 Deb 29 and KMGX Deb 33.

DEF LEPPARD ANIMAL POLYGRAM

Second single from the platinum album picks up speed with support from KRBE, Q105, KATD, WZPL, KZZU, WRCK, WNYZ, WBNQ, WKLQ, WABB, SLY96, WMGZ and WCGQ. Jumps 36-32 KPLZ, 34-30 KWK, 24-20 KXYQ, 25-21 WROQ, 23-17 Z104 and 23-18 KSND. Big phone action.

THE CURE HEAVEN ELEKTRA

Average Move: 2.05 Aggressives: 4

Major market action leads the way. Adds at Z93, WGH-FM, WRQN, KYYY, KEYJ, 95XXX and WHHY. Jumps at KITS 7-6, KRBE 18-11 and KCAQ 27-17. Breaking at WCAU and WPST.

ICEHOUSE CRAZY CHRYSALIS

Average Move: 2.05 Aggressives: 3

Crossing steadily with support this week from KEGL, KKBO, KPLZ, WGFM, WDBR and SLY96. Moves 39-32 WERZ and debuts for WCAU, 94Q, KJ103 and KCPX.

JIMMY DAVIS KICK Quantum/MCA

Hot new artist on new label is making gains at Top 40 radio with adds at Z94, KWK, KWOD, FM100, KZZU, Y94, 95XIL, WDBR, KFQX, WZYQ, WGRD, KZFN, KKXL and KTMT. Jumps at Y95 7-6 and KEGL 22-17.

RUSH TIME POLYGRAM

Strong album sales continue nationally as this cut is developing at Top 40. New at WRNO, WMJQ, WROQ, WDBR and more. Debuting for KEGL in Dallas.

STRYPER HONESTLY ENIGMA/CAPITOL

Strong power ballad is making moves at Top 40 with new action at WGH-FM, KSND, KZZU, KRNO, KKXL and KTMT. Pulling huge requests where played and scoring great numbers in smaller markets.

ALBUM/ROCK

JC MELLENCAMP CHERRY POLYGRAM

Average Move: 2.91 Aggressives: 10

Second single from his new album is quickly coming to a close with second week adds at WXKS, 99DTX, B94, WL0L, PRO-FM, KATD, WRNO, KKRZ, KXYQ, Y108, WKSS, WTIC, K98, WMJQ, KXX106, BJ105, WFLY, WTLQ, KIYS, KSND, KTUX, KZOU, KZZU, WNNK, WOKI, WNYZ, WRQN and many more. Early moves at KWK 32-23 and WGH-FM 40-35. Debuts for Z94, WMMS, WKZL, WBCY and WKSI. Already pulling phones.

POP/ADULT

ELTON JOHN CANDLE MMCA

Average Move: 2.00 Aggressives: 1

This week's Wildcard is ready to make big moves at Top 40. It is currently Top 3 on the Pop/Adult charts and is already generating big phone action for those playing it at Top 40. This week's believers include KIYS, Q98 and more. Jumps 22-17 KIMN, Deb 32 94Q and Deb 30 Q105.

FOUR TOP 10's

INCLUDING 3 NUMBER 1's

NOTHING'S GONNA STOP US NOW

WE BUILT THIS CITY

SARA

IT'S NOT OVER (TIL IT'S OVER)



HERE COMES ANOTHER TOP 10 HIT!

STARSHIP BEAT PATROL

"Great passive performer! Wonderful production value!
Sounds great on the air!"

GREG SWEDBERG, PD, WLOL, MINNEAPOLIS

"Starting to see phone response. Males are responding
to 'Beat Patrol.' Especially the 18 to 24 group. Provides
on air sound with a potent Top 40 punch!"

KATHIE ROMERO, MD, KSAQ, SAN ANTONIO

"Performs well 18 to 34! Starship continues to show
they've got the beat!"

BILL SHANNON, PD, K104, ERIE

"Sounds very strong on the air! Great Top 40 image! Great tune!"

DWAYNE WARD, MD, WROQ, CHARLOTTE

KJ103 25-18-15

KCPX 26-23-20

WLOL 34-27-21

WLOL 34-27-21

WMMS 33-29-26

KPLZ 35-32-29

WCAU 40-36-31





REQUESTS

Belinda Carlisle dominates the phone lines this week with her debut single while **Poison's** third smash follows closely behind with resurging album sales nationally. **George Michael** in his

second week out is already a monster on the phones and **Medley/Warnes** are on their way to the top. Keep your lines open for **Whitesnake** and **Aerosmith**-both gaining quickly.

BELINDA CARLISLE HEAVEN MCA

Big single sales nationally and a hot video directed by Diane Keaton are helping to pull giant requests. Reports include KMEL, 95XIL, 98PXY, B94, B98, BJ105, HOT105, KAKS, KDON, KEYN, KIYS, KJQ, KKAZ, PWR95, Q107, Q98, WAEB, WANS, WCIL, WDBR, WFMI, WGLF, WINK, WKQB, WLAN, WLOL, WLRW, WMMS, WNVZ, WOMP, WRVQ, WSPT, WSSX, WXKL, WYKS, Y100 and Z93.

POISON FORGET ENIGMA/CAPITOL

The phones are leading the way. Lots of request action at Q107, B93, B94, KCPX, KISR, KIXY, KJQ, KKAZ, KKXL, KKXX, KKYK, KOY, KQIZ, KYYY, KZZU, PRO-FM, Q104, Q98, SLY96, WAEB, WBLI, WLOL, WNVZ, WOMP, WQCM, WQUT, WSSX, WXLK, Y100 and many more.

GEORGE MICHAEL FAITH COLUMBIA

Second week out and one of the most active phone records in the nation. New video is on its way but the requests are already flying for KATD, 95XXX, 98PXY, K98, KAKS, KCAQ, KFMY, KFQX, KIXS, KIYS, KJQ, KKRD, KOY, KYRK, KZZU, SLY96, WBLI, WCGQ, WCIL, WGFM, WINK, WJAD, WJMX, WKFX, WKSS, WLRW, WNVZ, WZLD and Z93.

MEDLEY/WARNES TIME RCA

Continuing its hot streak on the phones across the country and quickly approaching the top of the charts. This week's mentions include B94, 95XXX, B98, HOT105, KAKS, KQCR, KYYY, Q98, SLY96, WAVA, WBAM, WCAU, WCKN, WINK, WKFX, WKLQ, WKPE, WKQB, WKSS, WLOL, WLRW, WMGZ, WMMS, WRVQ, Y108 and Z93.

WHITESNAKE LOVE GEFLEN

Giant second week action and a monster on the phones. The video is already in major rotation and this looks like another #1 smash. Big request action at 99DTX, B94, B95, B98, KATD, KBOZ, KDON, KFBQ, KFMW, KIXY, KJQ, KKLS, KKRD, KKXL, KQIZ, KRNO, KTMT, KYYY, KZZU, WBLI, WCIL, WGLF, WGRD, WINK, WJMX, WOMP, WQCM, Y97 and more.

AEROSMITH DUDE GEFLEN

Giant crossover is selling tons of albums each week and pulling solid requests at Top 40. Hot mentions at WMMS, B94, KEYN, KZOU, SLY96, WEGX, WGLF, WGRD, WIGY, WKFX, WOMP, WQUT, WRVQ, WSPT, WSSX and Z93.

DEBBIE GIBSON SHAKE ATLANTIC

Second single from this hot new star is building quickly with big phones at WCAU, HOT94, KAKS, KITE, KIXS, KJQ, KKRD, KKXL, KTRS, KYRK, KZOU, Q104, WCGQ, WCIL, WNOK, WOMP, WPGC, WQCM, WTHT and WXLK.

PRETTY POISON CATCH ME VIRGIN

Closing steadily with giant club play and request action everywhere played. Mentions include KMEL, B93, BJ105, HOT94, KBIU, KDON, KFBQ, KGGI, KITE, KIXS, KYRK, KZOU, WBAM, WKQB and WTHT.

JODY WATLEY DON'T YOU MCA

Former Wildcard pick is closing quickly and pulling solid requests at PWR96, B93, B95, I-94, KF95, KFQX, KGGI, KITE, KIXS, KKRD, KMEL, PWR95, WCGQ, WKSS, WNOK and more.

DEF LEPPARD ANIMAL POLYGRAM

Album sales remain Top 10 nationally and this cut is building quickly at Top 40. Big phones at KATD, 95XIL, KDON, KEYN, KFBQ, KIXY, WAEB, WFMI, WIGY, WPST and WTHT.

STRYPER HONESTLY ENIGMA/CAPITOL

Power ballad seems to be an instant phone getter for those stations playing and testing. Early reports at B98, KISR, KIXY, KRNO, Q98, WAEB, WCIL, WCKN and WIGY.

WAWANEE SUGAR FREE EPIC

Big phone reaction record from hot new act is spreading. Mentions include KFMY, HOT94, KBIU, KJQ, KKM, KKXL, WCKN and WZYQ.

ALSO GAINING REQUEST MOMENTUM:

STING	TOGETHER	A&M
R.E.M.	ONE I LOVE	I.R.S.
BRUCE	BRILLIANT	COLUMBIA
YES	LOVE	ATCO
STEVE WINWOOD	VALERIE	Island/WB

FLASHMAKERS WINNER!
EARPICKS WINNER!
DEBUT 47 HITS TOP FIFTY SINGLES!

Avg. Move
3.08

**HOT ADDS:
 INCLUDE:**

WBLI	add	Q104	deb	28	
KRBE	add	103CHR	deb	28	
KUBE	add	KIMN	deb	29	
B97	add	WAPI	deb	29	
KOY	add	KIYS	deb	29	
Y108	add	KZZU	deb	29	
WZPL	add	98PXY	deb	30	
WMJQ	add	WBAM	deb	30	
		OK95	deb	30	
		Z93	deb	31	
KIVA	deb	21	WNCI	deb	31
Y107	deb	23	WKSS	deb	33
KQKQ	deb	23	99WAYS	deb	33
WEGX	deb	27	KGOT	deb	33
WSPK	deb	27	KIHK	deb	34
WFMF	deb	27	JETFM	deb	34
WRNO	deb	28	WMMS	deb	35
WSKZ	deb	28	WTHT	deb	35
			WVSR	deb	36

KKXL	deb	36
KUUB	deb	36
SLY96	deb	36
KPLZ	deb	37
WFLY	deb	37
WQUT	deb	37
WCGQ	deb	37
WJMX	deb	37
KISR	deb	37
KDVV	deb	37
KTMT	deb	37
WGTZ	deb	38
WGFM	deb	38
WJAD	deb	38
WHHY	deb	38
WZYP	deb	38
KSAQ	deb	39
KZZB	deb	39
KLUC	deb	39

KFMY	deb	39
WPFM	deb	39
KNIN	deb	39
KTRS	deb	39
Q100	deb	39
Z104	deb	40
WINK	deb	40
KFMW	deb	40
94Q	29-25	
WTIC	30-27	
KOZE	33-28	
Y94	39-29	
WKDD	35-29	
WIXX	37-30	
WROQ	36-30	
WBWB	40-31	

BREAKING AT:
 WXKS
 Z94
 99DTX
 KDWB
 KWK
 PRO-FM

GEORGE HARRISON
cloud nine

the new album
 produced by Jeff Lynne and George Harrison
 featuring "got my mind set on you"
 the first single





The PERFECT

Michael Bolton

That's What Love Is All About

A 3-format winner! Check out these stats for Top 10 action, requests and mega-moves.

Taken from the Columbia Lp: "The Hunger" 40473

Produced by Keith Diamond

FLASHMAKER!

35-31 HITS TOP FIFTY SINGLES!
10*-8* R&R A/C!

- | | | | | | |
|------|-----|------|-----|------|-----|
| KIIS | add | KITY | add | KSND | add |
| WAVA | add | KSAQ | add | WOKI | add |
| B104 | add | WMJQ | add | | |
| WTIC | add | WTLQ | add | | |

- | | |
|------|-----|
| WPRR | add |
| Q98 | add |
| WMEE | add |
| WJAD | add |
| WQCR | add |

Hooters

Satellite

From the Columbia Lp: "One Way Home" 40659

Produced by Ric Chertoff

Co-produced by Rob Hyman and Eric Bazilian

FLASHMAKER!

- | | | | | | | |
|------|-----|--------|-----|-------|------|-------|
| WOKI | add | PRO-FM | deb | 35 | WRQN | 30-23 |
| KAKS | add | WGH-FM | deb | 40 | Q100 | 29-25 |
| KZZO | add | KIKX | deb | 40 | WPST | 30-26 |
| WJAD | add | | | | WERZ | 34-30 |
| KHTZ | add | WEGX | | 18-13 | WROQ | 37-34 |
| KQMZ | add | KJ103 | | 26-16 | KZZU | 39-35 |
| | | WMMS | | 25-21 | KZOU | 38-35 |
| | | WKDD | | 26-21 | | |

Neil Diamond

I Dreamed A Dream

All the excitement of his sold-out tours on record - The ultimate connection of artist to audience and audience to artist.

Live version included on forthcoming album: "Hot August Night II" Produced by Val Garay

"I Dreamed A Dream" (single version) produced by David Foster

ON YOUR DESK NOW!

Fit For Your Format

Billy Joel

Back In The U.S.S.R.

WCZY add
WKSI add
SLY96 add

KJQ add
WZYQ add

WKDD 39-36

Watch for the October 20th World Premier on MTV!

Produced by Jim Boyer and Brian Ruggles
Executive Producers: Frank Webber and Rick London

BREAKING AT:

WBLI
WMMS
KXYQ

WMJQ
WGFM

WNNK
WNYZ

Earth, Wind & Fire

System of Survival

Another classic release from the supergroup that's created 9 Gold singles, 3 Gold albums, 2 platinum albums, 6 Double Platinum albums, 17 Grammy nominations and 7 Grammy awards.

Taken from the forthcoming Columbia Lp: "Touch The World" FC40596

Produced by Maurice White for Kalimba Productions and Preston Glass for Glass Slipper Productions

CROSSOVERS WINNER!

24*-20* R&R U/C!

HOT103 add	PWR106 deb	38
WCAU add		
WXKS add	KCAQ	35-31
KRBE add	WGCI	40-32
KXX106 add	WTIC	37-34
WJAD add		
WZLD add		

Wendy and Lisa

Waterfall

12th consecutive week of MTV rotation, with major requests!

Produced by Wendy and Lisa and Bobby Z

Taken from the Columbia Lp: "Wendy and Lisa" 40862

FLASHMAKER!

50-46 HITS TOP FIFTY SINGLES!

KXX106 add
WRQN add
WAEB add
KISR add
WJMX add
KBOZ add

WBAM add
WKZQ add
KOZE add
KXYQ deb

33

WLOL
KDWB
WMMS
KMGX
KIYS
KRBE

3-3
5-4
14-11
26-22
34-26
34-27

WPGC 30-27
WCAU 33-29
WRCK 34-31
WKDD 38-35

BREAKING AT:
WXKS
WHYT
KDWB
PRO-FM
WLOL



Don't Let The Rain Fall Down On Me

An exclusive Hits interview with KUBE P.D. Gary Bryan by Mike Murphy

This Navy brat was raised all over the country, though Gary Bryan spent a majority of his time in Macon, GA, California and his current base, Seattle. His first radio job was at WAUG in Augusta, GA, before spending time in Boise, ID, Cleveland and Chicago. His first P. D. job

was at KORL in Honolulu. Bryan worked at KNBQ and KISW in Seattle before establishing Z100 at Portland, OR's KKRZ. He has been Program Director at KUBE in Seattle since a year ago.

Does the rainy weather in Seattle affect radio?

Radio sounds better on a sunny day. I think the weather definitely affects what kind of music you can get away with and how much new music you can play. I think people are much more accepting of new music when it's sunny and warm, they have the top down and they feel a lot less anxious about life in general. I think you'll find that northern markets are a little bit more conservative in terms of what kind of music they play and how they expose it. As opposed to California or a lot of the sun belt markets.

Does being somewhat isolated from the rest of the country have an effect on your programming?

Not as much as a couple of other markets I've worked in. One was Honolulu, where they were dying to hear anything new and hot. People who live in Hawaii feel that they get everything three or four months behind the people on the mainland. So when you come on the radio with new music and say, "Hey this is brand-new and exciting," they get really up for it.

It's the same way in Portland, which is a very progressive market with a lot of local music happening there. Like Nu Shooz, which we broke out of there on Z100. There is just a lot of good local music going on.

Seattle is just the opposite. It is terribly conservative. There's not a big local music scene happening here even though it is a much bigger city than Portland. There's no real club scene in Seattle. It's a very middle class town. So KUBE has always been kind of a conservative radio station, almost a

hybrid adult pop/Top 40.

The sound that really epitomizes Seattle is Heart. Because they are either at your feet or at your throat, either really laid-back acoustic ballads or balls-out rock 'n' roll. There's no in-between. Seattle really is a white rock 'n' roll city.

As someone who has programmed both Top 40 and album radio, what do you think is the state of the latter today?

I think you find out that album radio, when you get into it, especially with a Top 40 background,

What kind of promotions are you doing at KUBE?

I think the incredible success of KIIS, with the song-of-the-day promotion a few years ago, led to a national trend of these really clean, big cash contests. They can be a real positive for radio, but I think everyone is on that bandwagon and has been for a few years now. I think the door is going to open up again for the real classic creative Top 40 type of promotions. We're doing something here that is going to be done around the country. In fact, I know

calls from people asking to get on the 11:00 news. We had two or three TV stations come down and do stories on it. They had people run up behind them and flash a KUBE sticker while they were doing live reports.

One of the independent stations put on a special 11:00 newscast where they didn't even have one before just so they could put KUBE listeners on the air. Hundreds of people showed up at their studio to get in a camera shot. It has been a kick-ass promotion, a high-visibility promotion where you are touching your audience and they are touching you. They feel like they are involved in doing something.

What kind of effect has the Boz (Seahawk linebacker Brian Bosworth) had on Seattle?

We've done some pretty neat stuff with the Boz. First thing we did was when they were still negotiating with him, we had a "Boz Cause" party on our morning show. We started a hope chest for him. People were throwing in airline tickets and free haircuts and tons of stuff. He heard about it and made a statement to the press that if this was the kind of city Seattle was, he really wanted to play there. So, that really shot our stock up in the marketplace.

Then, our midday guy, Tom Huttyler, who is also the assistant P. D., did a song to the tune of "La Bamba," called "La Bosworth," which was used on the NBC pregame show. We're now pressing up the single and with the Boz's approval, we're gonna sell it for children's charities.

He's had a tremendous impact on the city. People are nuts about the NFL up here. They love their Seahawks.

"The sound that....epitomizes Seattle is Heart.... Seattle really is a white rock 'n' roll city."

is basically an oldies format. I always felt like I was the curator of some rock 'n' roll museum, dusting off the Who and Zeppelin albums.

That music will never die for some people. I find that men, in general, especially as they get older, are far less accepting of new things. They are much less accepting of new ideas and trends than women are.

The difference between Top 40 and album radio is that Top 40 is musically relevant to what's happening now. Album radio is a mood format that is basically an oldies format. I really enjoy Top 40 radio much more because I think it is much more dynamic. I think it's more on the cutting edge of what's happening now. It's vibrant. It should be like picking up a copy of *People Magazine* and finding out the latest news.

that Bobby Rich is doing it at B100 and Bob Case is doing it at Z93 in Atlanta.

Our morning show is Charlie & Ty and they're doing a \$10,000 Scavenger Hunt. Every morning for three weeks, they've given out a different item that people have to find for \$10,000. It starts out real easy and it gets progressively harder and harder. Each morning is a different item. One of the items was a ticket from the Seahawks' first scab football game. We used that on the Monday after that first scab game was played and there were thousands of people down at the Kingdome going through the trash. The last item was really the *coup de gras*. It was a video tape of yourself on an 11:00 newscast holding a KUBE sticker. The TV stations got so pissed off because they were getting thousands of phone



KANE • GANG

Motortown

"We don't need sales or phones to tell us that the Kane Gang belongs on WKTI!"
TIM FOX/DENISE LAUREN, WKTI, MILWAUKEE ADD

MULTI FORMAT SMASH!

KCAQ	add	WKTI	28-24	BREAKING AT:
WBCY	add	WMMS	36-31	WXKS
HOT I-94	add	WCZY	40-36	94Q
Y95	deb	27		KITS
Z94	deb	34		KKRZ
KPLZ	deb	36		B100

FLASHMAKER!

JOE • COCKER

Unchain My Heart

ALBUM NETWORK **30-23!** KRBE add
R&R AOR TRACKS BREAKER! Z94 add
CROSSING QUICKLY TOP **40!**

MARTHA • DAVIS

Don't Tell Me The Time

**MARTHA PUTS THE
QUALITY BACK IN ROCK!**

WKTI add
KCPW add
KCPX add
KROQ add

**FLASHMAKER!
EARPICKS WINNER!**

HEART

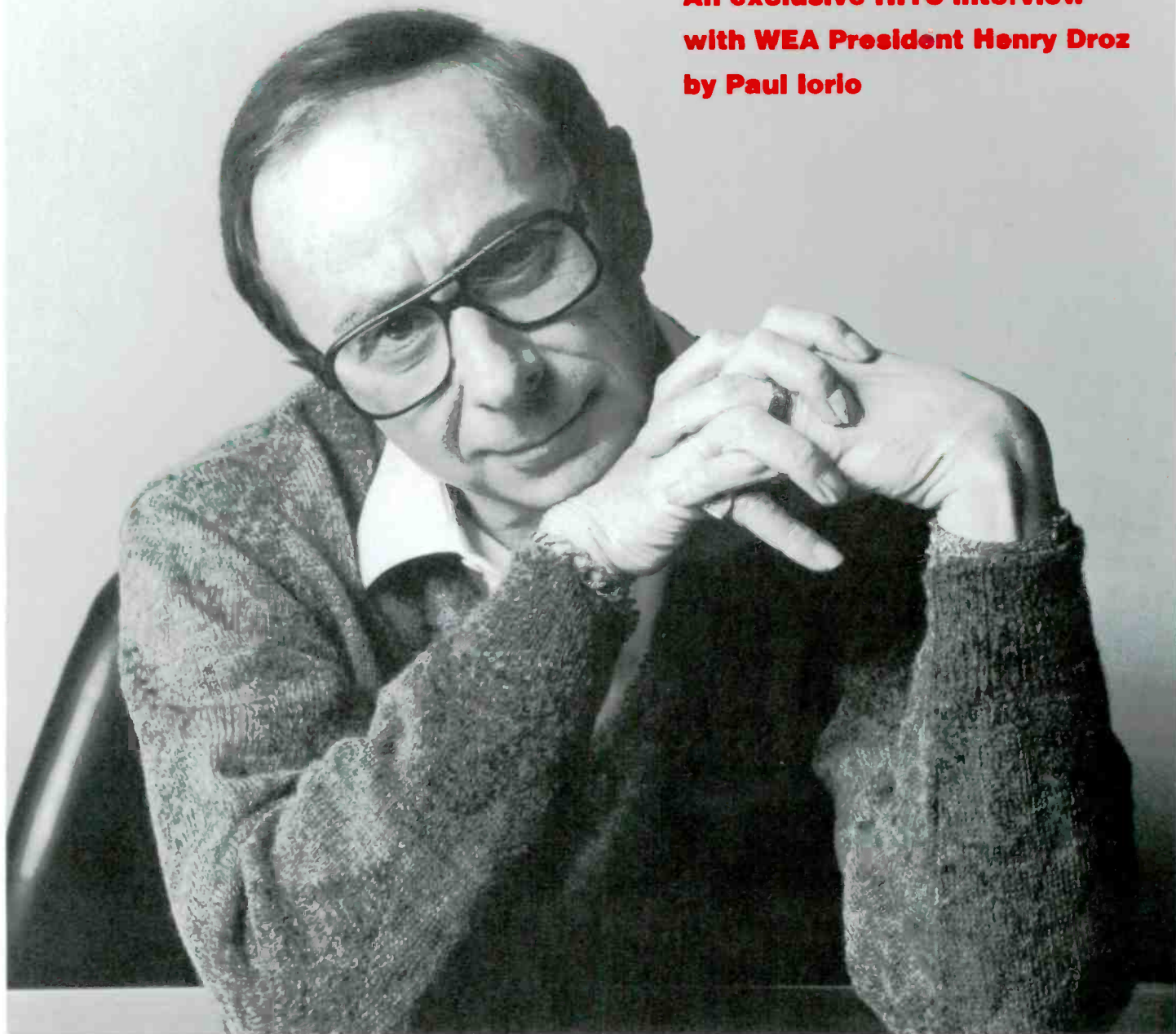
There's The Girl

ON YOUR DESK NOW!



WEA THE WORLD

**An exclusive HITS interview
with WEA President Henry Droz
by Paul Iorio**



The first step to selling records is getting them into the stores and few know that job better than Henry Droz, President of WEA distribution. In his ten years there, Droz has played a major role in the meteoric growth of that major confederation of labels known as Warner Communications, Inc.

A few years before Joel Friedman founded WEA in 1971, Kinney Corporation had acquired Elektra and Atlantic, two of the hottest indie labels in America. But their growth was being stunted by their reliance on a spotty system of independent distribution. Friedman's idea was to combine the separate networks into one sales force that would exclusively distribute product from the companies under the WCI umbrella.

Droz still holds true to the strategy of decentralization that has made WEA an agile giant capable of acting fast on a

regional buzz, and building it into a blast heard from coast to coast. The result: multi-platinum for Madonna, Prince, Anita Baker, Genesis, Paul Simon, Whitesnake, Mötley Crüe, La Bamba, and many others, as well as crucial retail exposure for such up-and-coming heavyweights as the BoDeans, the Cure, Debbie Gibson, Hüsker Dü, and the Replacements, to name but a handful.

November marks Droz's tenth anniversary as WEA President, and in that time the confederation of labels distributed by the corporation has grown to include more than 45 affiliated labels, including Sire, Paisley Park, Tommy Boy, and more autonomous companies such as Geffen, Virgin, Island, Slash and the newly-reactivated Reprise.

Q What is the single most important thing to come out of the recent WEA convention in Miami?

A If I had to pin it down to one word, it would be camaraderie — togetherness and team spirit. It was a great meeting. The wealth of product we have goes on and on.... Ray Parker, Jr., Donna Summer, BoDeans, Bee Gees, the Smiths, the New Monkees, a very strong George Harrison, Depeche Mode, Cher, Dream Academy, a very exciting Robbie Robertson, Steve Winwood's greatest hits, Madonna, Pretenders, Bryan Ferry, Dokken, Metallica, Linda Ronstadt, Yes, INXS, David Foster, Ted Nugent, Stacey Q, Manhattan Transfer, a killer Foreigner. Also I understand our competition has a very strong line-up, too, which bodes well for the whole industry and should cap off a very, very strong year.

Q It seems as if retail is going through a real strong period.

A It is. I can't recall a time when the promise of being in this business is as bright as it is today. And that view is shared by our customers, our labels, and by ourselves. I have to say that the marketplace is signalling green, green, green. We read that at the beginning of the year and determined we would be very aggressive as far as various promotions: full catalog promotions, country, jazz, Nonesuch, and now for the fourth quarter, one of our main projects is going to be the Compact Disc. What a difference a year makes. A year ago, we had production problems but those are behind us and we intend to be very aggressive, offering very strong discounts and very strong advertising commitments. And that, more than anything, is going to be our focal point in the fourth quarter. Also, soundtracks. Soundtracks have really taken off this summer with "La Bamba," "Who's That Girl,"

and "Lost Boys." Wherever you look, there's an area of excitement.

Q What is your position on Digital Audio Tape?

A I think we need to absorb CD more fully than we have first. Our customers and consumers need a breathing period. They have added substantial inventories and made substantial investments on CD and I don't think they are psychologically or practically tuned in to major investments in DAT. CD needs more time; it has exploded and there's lots more to come.

Q Do you think it will ever overtake cassettes as the configuration of choice?

A In dollars, the CD has already overtaken the LP. I hesitate to say that it would overtake the cassette in the near-term, but, looking down the road, the natural evolution is for the cassette to segue into DAT — [but] that's in the 1990's, because I don't see it in 1988 or 1989. The plan is for the cassette to evolve into the DAT while the LP would evolve into the CD.

Incidentally, one of the encouraging things of the year is that the LP continues to show strength, though it is still declining. It's not a precipitous decline; it's been very, very steady. And in fact there have been certain months this year that we have sold more LP units than we did last year, which I think is the result of the product. That was one of the concerns we had a year ago — that the LP would fall off drastically, but it has not.

Q Do some retailers still feel that the CD might just go the way of the eight-track or quadraphonic sound?

A Absolutely not. It's here to stay. If you look at the commitment our customers are making, it is quite substantial in response to the consumer. By the end of this year, we'll have about seven-and-a-half to

eight million CD players in the marketplace, and that number has created all of this incredible excitement. When it reaches double or triple that, the excitement will continue to grow. No, CD is clearly here to stay.

Q What are you doing to help nurture the CD along?

A Well, this fall we have about 900 CD selections in the marketplace, well over 600 of them being offered for the first time at a ten percent discount. We've never been able to do that and we've never offered that kind of discount across the board on cassette or LP. In addition, we are strongly supporting [it with] advertising funds.... in an effort to provide the incentives for our customers to offer CD bargains. We feel that's our growth area and we want to encourage that growth.

Q Will the cassette single overtake the standard vinyl single?

A Not at this stage. In certain instances where the cassette single is merchandised in a prominent place with some type of header card identifying

it, the sales are beyond our expectations, but we as an industry have an enormous amount of work to do in familiarizing consumers to the fact that cassette singles are available. And I think we need an industry-wide campaign, which should probably be undertaken by the R.I.A.A. The potential is there. We see what happens when it is available and the consumer knows about it. We have a solid commitment to it.

Q How does the reactivation of Reprise figure into the WEA strategy?

A We've made quite a few adjustments, because Mo Ostin obviously informed us some time ago as to what his intentions were as far as Reprise was concerned and the reasons behind reactivating it. We looked at ourselves— what we had become and what we represent today compared to one year ago, three years ago, or five years ago. And it's not only Reprise.... it's the explosion at Geffen and Elektra and Island and Virgin, all developing exciting new acts. We took an overview, looking at every aspect of our organization, including sales, merchandising,

"Our cornerstone is breaking new or developing acts. And this year has been one of the most successful periods as far as that goes."



with Elektra's Anita Baker



" I can't recall a time when the promise of being in the business is as bright as it is today."

inventory and our in-house marketing people. We have been restructuring since that time and that process is just about complete and in place, meaning we've added quite a few more people in all of those areas. This addresses our need to develop artists and it allows our sales people to spend more time with each of our customers. We've added roughly twenty per cent more employees across the board. In some cases, we've doubled the in-house people to react to the additional product that we'll be representing for the balance of this year and into next year and the next. So the Reprise reactivation clearly does affect us. We feel we now have the people and the structure in place to handle everything, factoring in the additional product for next year.

Q Is decentralization still the philosophy at WEA?

A No question about it. However, because of our size, we have instituted specific national policies. But when I say decentralization is still in place it means our regional people have the flexibility to react locally and not get particular okays from the home office somewhere halfway across the country to be able to react to local airplay. Local airplay is

really what determines our course of action, buzzes that we react to. Regional autonomy is one of the ingredients that leads to success in taking a product from nowhere to the first plateau, the second plateau and finally, a coordinated country-wide effort.

Q Is regional success merely a stepping stone to national success or can it be an end in itself?

A It always comes back to the music. There is certain music that sweeps the country almost simultaneously. The best example of that was La Bamba. Then there are some of the developing acts that we've had— such as the Cutting Crew or Simply Red or Anita Baker— which might begin in one place, developing regionally, then cross-regionally before hopefully coming home together. A number of these projects took quite a few months to happen.

Q What has been your strategy in breaking acts that other companies have given up on?

A We take our cue from each label. They're the ones that are closest to the music and they're the ones that really establish the priorities, which

might be anything from a gut feeling to some kind of an initial response within each of the companies that leads to a commitment. And those are passed on to us and we react to those priorities. We don't call the shots; each label calls the shots. Our cornerstone is breaking new or developing artists. And this year has been one of the most successful periods as far as that goes. I can give you a list [of] the ones that come to mind: Simply Red, Randy Travis, Anita Baker, Tesla, Cutting Crew, Dokken, Metallica, Lou Gramm, Ace Frehley, Dwight Yoakam, the Cure, the Call, even Atlantic Starr has gone to a new plateau, Levert, the progression of Whitesnake, Wang Chung, Los Lobos. If you go back two years and look at that list, you would scratch your head because 90% you'd never heard of. Now a good 90% are gold or platinum or multi-platinum.

Q What do you consider the most gratifying success story in your ten years at WEA?

A Oh, there are so many. I don't know if you can call Prince a success story because that was such a fantastic building process. Everyone looks at "Purple Rain" and they forget all the other albums in between. Anita Baker simply ranks as an incredible success story and Madonna is an incredible success story, but it happened with her from album number one. She has never known a half-million seller. From the beginning she was multi-platinum. "La Bamba" is currently a killer. The genesis of Genesis and how that came about. But I really couldn't pick one. Just about every label has an example of something like that.

Q How do you see the retail and distribution end of the business as different from when you became President in '77?

A It is much more sophisticated and much more

automated. But it has still managed to keep a personal feel as far as the excitement, and that's not contradictory. Our customers today are much better financed and they have solid growth plans. If you talk to each one, they're telling you what they're going to do in 1988 and 1989. Whereas ten years ago, the industry was much more haphazard. Things were not as organized and, as a result, manufacturers experienced abnormal returns. Returns are pretty well controlled now, thanks to our customers, their procedures and the controls that we have. There are still chances that each of us take with our customers, but they're controlled chances and you don't run into the catastrophes that brought about any of the well-advertised ills that existed ten years ago.

More and more of our customers are becoming public companies with responsibilities as far as profitability is concerned.... but the thrill is still there. Even the biggest customers share the excitement in building an artist, and will support you.

Q Where do you see WEA going in the next decade?

A Ten years? I couldn't take a shot at that. I could take a shot at the next two or three years. And I do see a maximizing of the opportunities we have today, which means the growth of the CD will be the focal point. I also see a more diversified configuration mix. For example, the cassette single and the cassette maxi-single are really taking hold. There's just no question about it. I still see the LP hanging in there, but certainly declining, and the cassette holding its own. As far as the labels that we represent and the plans and commitments that the labels have relative to the future, I see a continuation in the amount of product and the quality of the product. I see nothing but a green light. Assuming we don't screw it up.

THANKS RADIO!...

For his 2 biggest back-to-back hits ever...
but we're going for 3!

WHAT'S TOO MUCH

1911MF



6226 MD



622E MC

6228 ML

The third smash single from the gold certified album.

From the Rock & Roll Hall of Fame,

SMOKEY • ROBINSON



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EARPICKS

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

Great action on the Front Cover this week as **INXS** nips Whitney Houston, JC Mellencamp and Terence D'Arby in a close four way race. Other brand new records receiving positive mentions include Martha Davis, Curiosity Killed the Cat, Jimmy

Davis (with the first release on Quantum), Breakfast Club and Lisa Lisa. Elton John's Pop/Adult smash is also picking up momentum.

WINNERS

1	INXS	NEED	(Atlantic)	6	MARTHA DAVIS	DON'T TELL	(Capitol)
2	WHITNEY HOUSTON	EMOTIONAL	(Arista)	7	GEORGE MICHAEL	FAITH	(Columbia)
3	JC MELLENCAMP	CHERRY	(Arista)	8	C KILLED THE CAT	DOWN TO	(PolyGram)
4	GEORGE HARRISON	I GOT MY MIND	(WB)	9	JIMMY DAVIS	KICK THE WALL	(Quantum)
5	TERENCE T D'ARBY	STAY	(Columbia)	10	ELTON JOHN	CANDLE	(MCA)

JOEL ABRAMSON/TOWER-SUNSET/LA
C House/B Ferry/G Harrison/G Michael

DONNA AGRESTO/TRACKS/NORFOLK
G Michael/JC Mellencamp/TT D'Arby/TB Schmit

JACK ALEXANDER/KKAZ/CHEYENNE
E John/Rush/J Cocker/B Tagg

JON ALLEN/KZOU/LITTLE ROCK
W Houston/Whitesnake/E Carmen/T Dayne

DAVE ALLEN/WSSX/CHARLESTON
JC Mellencamp/B Tagg/Beaucoup/Bodeans

RICK ANDRADE/ZIPS/TUCSON
Sting/S Wonder/Jets/Aerosmith

DON ANTHONY/TALENTMASTERS/ATL
E John/TT D'Arby/J Davis/Aerosmith

JIM ATKINSON/KWK/ST LOUIS
B Club/T Moon/Shannon/Aztec Camera

ED AUGUST/WNNK/HARRISBURG
ABC/G Harrison/INXS

AGENT AVA/KLOS/LA
RHC Peppers/L Speaker/B Slam/Schoolly D

DAVE BAKER/WJMX/FLORENCE
TT D'Arby/INXS/Kane Gang/Icehouse

CY BARNES/SOUND OF/PHILLY
Madhouse/R Belle/R Ayers/R Parker Jr

EDDIE BARRETS/THE WIZ/NY
T Terry/B White/B Club

M BASHKIN/BAKER & TAYLOR/CHI
S Wonder/D Gibson/Wawanee/G Michael

K BAXTER/SIGHT & SOUND/PORT
Cher/W Houston/B Club/C Killed The Cat

S BEAN/HARMONY HOUSE/DETROIT
C Killed The Cat/J Davis/L Lisa

KEVIN BELCASTRO/WMJQ/BUFFALO
J Davis/INXS/P Poison/JC Mellencamp

MARTY BERGER/WINK/FT MYERS
Cher/JC Mellencamp/M Davis/Beaucoup

CHET BUCHANAN/KKRZ/PORTLAND
W Houston/J Davis/Whitesnake

LORI CAMPBELL/B94/PITTSBURGH
W Houston/JC Mellencamp/P Poison

BOOM BOOM CANNON/WKSE/BUFF
T Dayne/Bananarama/W Houston

TOM CASEY/WKSS/HARTFORD
Icehouse/Jellybean/INXS/E John

GUY CASSINGHAM/METRONOME/ATL
TT D'Arby/B Ferry/J&M Chain/REM

DAVID CASTLEMAN/PLASTIC FANTASTIC/BRYN MAWR
R Robertson/B Ferry/Sting/Radiators

BILL CATCHER/WKZL/SALEM
Whitesnake/E John/Beaucoup/C Simon

MARC CHASE/Y107/NASHVILLE
T Dayne/Aerosmith

KELLY CHRISTIE/KOY-FM/PHOENIX
Stevie B/TT D'Arby/G Harrison

M CLARK/CML ONE-ST/ST. LOUIS
J Tull/J Davis/M Davis/B Zydeco

JEFF COHEN/STRAWBERRIES/BOST
S Wonder/S Winwood/M Davis/G Harrison

JJ COOK/KWTO/SPRINGFIELD
D Leppard/M w'o Hats/M Bolton/Icehouse

TOM CUNNINGHAM/WPST/TRENTON
M Davis/Icehouse

DAVE CURTIS/LECHMERE/WOBURN
D Wilson/Sting/B Zydeco/M Davis

TIM DALEY/KQIX/GRAND JUNCTION
C Killed The Cat/INXS/TT D'Arby/Cure

JIM DANN/KC101/NEW HAVEN
INXS/Cher/Breathe

KEVIN DAVENPORT/B93/AUSTIN
G Michael/E John/E Carmen

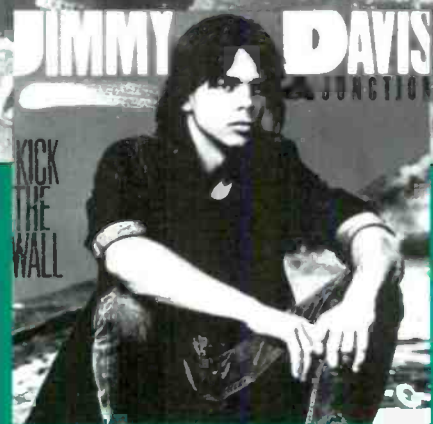
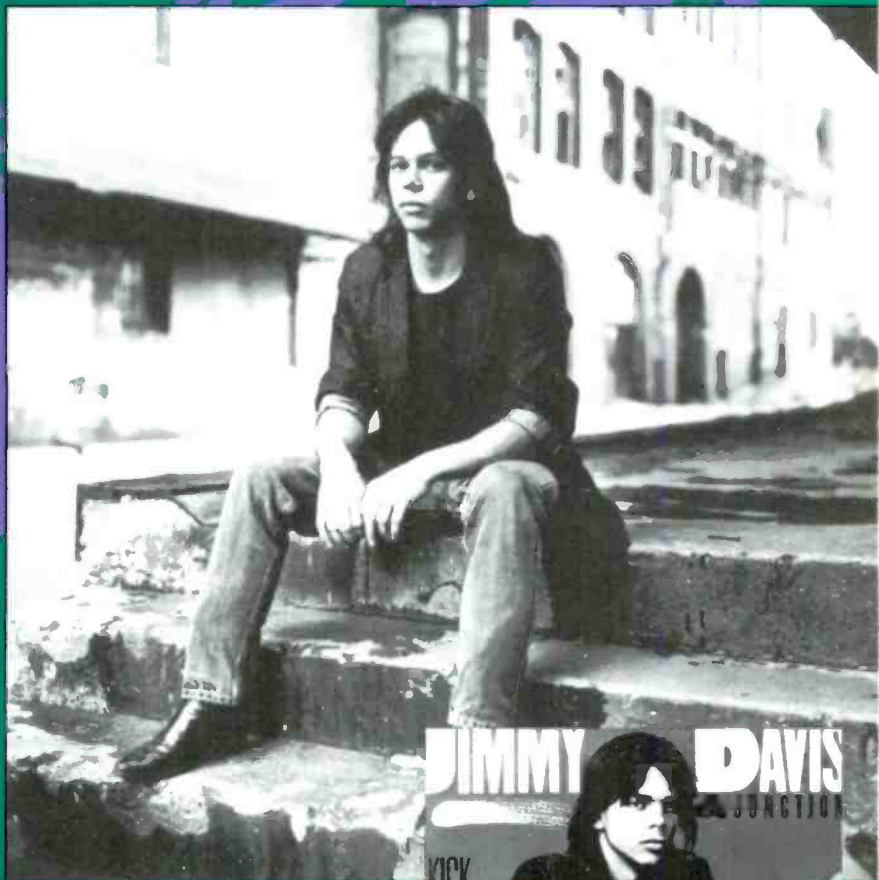
STEVE DAVIS/WRVQ/RICHMOND
E John/JC Mellencamp/J Watley

PAUL DEMILLE/95XIL/PARKERSBURG
T Dayne/JC Mellencamp/E John/R Hodgson

R DENNIS/SHOW INDUSTRIES/LA
B Ferry/Smiths/L & Ghosts

JIMMY DAVIS & JUNCTION

KICK THE WALL



CROSSOVER!
EARPICKS WINNER!
FORMER HIP CLIP OF THE WEEK!
HOT VIDEO!

Z94	add	KZFN	add
KWK	add	WZYQ	add
KWOD	add	KTMT	add
FM100	add	K104	add
KZZU	add	WCGQ	add
Y94	add	Z103	add
95XIL	add	KNAN	add
WDBR	add	KUUB	add
KKXL	add	WDAY	add
KFQX	add		
WGRD	add		

BREAKING AT:
KRBE
WMMS
KPLZ

Y95 7-6
KEGL 22-17

The First Single from
The Debut Album
Produced: by Jack Holder
and Don Smith
for SUR Productions



QMI Music

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EARPICKS

LISA DENT/Q106/SAN DIEGO
G Harrison/Whispers/S Wilson

D DODD/PEACHES MUSIC/SEA
TT D'Arby/Bunnymen/Squeeze/T Waits

GARY DUNES/93Q/SYRACUSE
JC Mellencamp/D Gibson/Whitesnake/J Watley

SKIP ELIOT/WJAD/BAINBRIDGE
P Blonde/T'Pau/R Hodgson/B Tagg

V ELLIOTT/VINYL VENDORS/KAL
Aerosmith/S Wonder/S Winwood/ABC

STEVE ELLIS/HOT 103/NY
Sting/Earth/R Astley/Starpoint

JOEL FOLGER/KJ103/OK CITY
G Harrison/W Houston/G Burtnick/G Michael

BOB FORSTER/WOMP/WHEELING
INXS/Aerosmith/E Carmen/L Branigan

A FREED/NORTHERN LIGHTS/MPLS
G Harrison/Bananarama/EW & Fire/M Day

ROGER GAITHER/WKQB/CHARLES
W Houston/L Lisa

K GIEDT/TOWER/SHERM OAKS
Sting/L & Rockets/TT D'Arby/Cher

JOEY GIOVINGO/B97/NEW ORLEANS
G Michael/P Poison/T Dayne

TOM GORMAN/CAPITOL/L.A.
B Zydeco/C Killed The Cat/JC Mellencamp

KEN GRAHAM/WEST MERCH/AMA
C Killed The Cat/M Davis/B Zydeco/L Lisa

NEIL HARRISON/K106/BEAUMONT
J Davis/INXS/W Houston/L Lisa

JIMMY HEIKKALA/RAINBOW/S.F.
INXS/W Houston/R Hodgson/St Paul

TODD HENSLEY/KFQX/ABILENE
J Davis/W Houston/JC Mellencamp/Kane Gang

S HOBERMAN/RTI ONE-STOP/OMAHA
Bruce/P Floyd/S Winwood/Sting

CEDRIC HOLLYWOOD/HOT105/MIAMI
Expose/D Gibson/T Moon

HOUGHTON /UNIV ONE-STOP/PHILLY
T Dayne/S Wilson/Covergirls/EW & Fire

LORETTA HYATT/B91/ROSWELL
D Academy/B Joel/INXS/M w'o Hats

MARK JACKSON/WHYT/DETROIT
Georgio/Lace/E Carmen/S Wilson

SCOTT JAMES/KAKS/AMARILLO
J Butler/W Houston/Whispers/B Club

DON JENSEN/ROUNDUP/SEATTLE
B Club/TT D'Arby/G Michael/G Harrison

H JOHNSON/KIVA/ALBUQUERQUE
C Killed The Cat/Whitesnake/D Gibson/Hooters

P JOHNSON/PRO ONE-STOP/TEMPE
Squeeze/Yello/Yes/Cure

JAY BEAU JONES/WEGX/PHILLY
C Killed/TT D'Arby/W Houston/JC Mellencamp

ESA KATAJAMAKI/NAVARRE/MPLS
B Zydeco/L Lisa/BE King

STEVE KELLY/WKSI/GREENSBORO
Kane Gang/P Carrack/E Carmen

GREG LAWLEY/WDBR/SPRINGFIELD
INXS/Rush/W Houston/E John

L LEON/PAC COAST ONE-STOP/CHATS
B Zydeco/Cher/C Killed The Cat/J Davis

N LEWIS/MUSIC PEOPLE/OAKLAND
Santana/Sting/J Lievano/J Tull

TIM LOVING/KJ103/OK CITY
G Michael/B Tagg/T'Pau/G Harrison

D MACIVER/FACE THE MUSIC/ROCH
SB Messiahs/EW & Fire/Aztec Camera

M MASKA/SAM GOODY-E/EDISON
B Zydeco/L Lisa/BE King/M Davis

HITMAN MCKAY/100KHJ/OCEAN CITY
Kane Gang/JC Mellencamp/W Houston/E John

JOHN MCKEIGHAN/WLRW/CHAM
INXS/W Houston/T Dayne/D Leppard

JERRY MCKENNA/WXKS/BOSTON
Cher/Bananarama/Kendricks-Ruffin/B Club

KATHY MEANS/WCZY/DETROIT
J Butler/Cure/A Winbush

M MILITELLO/GEM ONE-STOP/CLEV
Cher/B Club/M Davis/C Killed The Cat

STEVE MILLS/KBOZ/BOZEMAN
JC Mellencamp/Whitesnake/TT D'Arby/M Like Us

BRENDA MONTGOMERY/WGCI/CHI
D Warwick/M Howard/G Michael

KEVIN MORTON/WAZY/LAFAYETTE
Jets/S Winwood/B Tagg

N MRVOS/CD WAREHOUSE/HUNT BCH
D Alvin/R Flores

CHRIS MURRAY/WLAN/LANCASTER
T Dayne/B Trouble/M Davis/W Houston

KEITH NAFTALY/KMEL/SF
T Terry/S Garrett/A O'Neal/Double

M NEWMAN/Y97/SANTA BARBARA
W Houston/P Carrack/PS Boys/TKA

JOHN O'DEA/B98/FT SMITH
B Joel/L Branigan/D Warwick/B Club

ED O'DONNELL/LIEB/MT. LAUREL
Yes/D Gibson/S Winwood/Bodeans

BOB O'NEIL/KITE/CORPUS CHRISTI
B Tagg/Whitesnake/T Dayne

DARRYL OHRT/CD ONE-STOP/BETHEL
L & Rockets/B Carlisle/J&M Chain/S Puppy

V OLIVERA/SEA-PORT ONE-STOP/PORT
TB Schmit/G Harrison/Jets/Hiroshima

DEB PAARMAN/CEDAR RAPIDS/KQCR
TT D'Arby/E Carmen/Bodeans/J Butler

JIM PREWITT/KXX106/BIRMINGHAM
Deja/S & Peppa/G Harrison

JIM PRIMERANO/TRANSCONTINENT/RECORD THEATER/BUFFALO
J Tull/L Lisa/BE King/B Zydeco

CHUCK REDDEN/KNAN/MONROE
R Hodgson/W Houston/B Club

Laura Branigan



POWER OF LOVE

FLASHMAKER!

KRBE	add	94Q	deb	30
WCZY	add	KCPW	deb	35
WHYT	add	KCPX	deb	35
KDWB	add	WDJX	deb	39
KSAQ	add			
WGTV	add	WXKS	19-16	
KIKX	add	PRO-FM	26-23	
KIYS	add	B96	35-26	
WNYZ	add			
WRCK	add	BREAKING AT:		
KF95	add	WKSS		
K106	add	WTLQ		
KISR	add	WBBQ		
WPFM	add	WERZ		

INXS



NEED YOU TONIGHT

**EARPICKS WINNER!
FLASHMAKER!**

WXKS	add	WLRW	add	
KEGL	add	WAEB	add	
KROQ	add	KKXL	add	
KSAQ	add	KIXY	add	
98PXY	add	WCGQ	add	
WGFM	add	KKMG	add	
KMGX	add	KQIX	add	
WERZ	add	KEYJ	add	
WSKZ	add	KIXS	add	
WRCK	add	WZYQ	add	
OK100	add	KJQ	add	
KKRC	add			
WJAD	add	WAVA	deb	30
KDON	add	WRNO	deb	30
KOKZ	add	Z104	deb	33
KF95	add			
KRNQ	add	KITS	23-17	
WCKN	add	Z95	38-33	
KTRS	add			
K106	add			



SAGA
ONLY TIME WILL TELL

MAJOR RE-SERVICE!



BANANARAMA

© 1987 POLYGRAM RECORDS, INC.

"I CAN'T HELP IT"

The only word for Bananarama is WOW!!!

Bananarama follow up their Top 5 smash, "I Heard a Rumour", with a 2nd triumph, their new single, "I Can't Help It" (886 212-7)

And you can't help but love it!

From the London album "Wow!"

Produced and Arranged by Stock Aitken Waterman for PWL.
Management: NuVisions Entertainment Ltd.
Ron Weisner/Bennett Freed

Manufactured and marketed by
PolyGram Records
LONDON®

LP # 828 061-1



EARPICKS

KEITH RICHARDS/KAKS/AMA
G Michael/E John/B Tagg

R RICHARDSON/SW WHOLE/HOUS
S Wonder/Imagination/B Joel/Kashif-Morgan

SCOTT ROBBINS/WBNQ/BLOOM
Rush/P Blonde/Cure/B Tagg

K ROMERO/KSAQ/SAN ANTONIO
INXS/Aerosmith/Stryper/G Burtnick

JD RYAN/KEGL/DALLAS
Beaucoup/INXS/Squeeze/Kane Gang

RON SALPIETRO/JR'S/SCHAUM
G Michael/G Harrison/INXS/S Wonder

VICKI SHARP/KRNQ/DES MOINES
N Cole/C Killed The Cat/Stryper/JCM

KATHY SHEDD/GAMCO/MNLS
A Of Noise/B Tagg/G Harrison/Sting

GINA SHURTS/KFMY/PROVO
Aztec Camera/C K The Cat/R Mitsuko/Cure

K SIMMONS/HOUSE OF GUIT/ROCH
G Harrison/REM/Sting/JC Mellencamp

DAVID SLANIA/FLIPSIDE/CHICAGO
B Club/J Tull

D SMITH/N'TL REC MART/FITTS
B Zydeco/C K The Cat/J Davis/M Davis

STU SMOKE/KQIZ/AMARILLO
Rush/INXS

L ST JAMES/KKRC/SIOUX FALLS
Bodeans/S ryper/M w'o Hats/J Davis

D ST JAMES/KKXX/BAKERS
C K The Cat/J Davis/M Davis/D'Arby

K STAMM/RADIO DRS/MILW
Sting/Cars,B Joel/W Houston

R STEELY/CENT SOUTH/NASH
G Michael/G Harrison/INXS/Whitesnake

S SUMMERS/WKZQ/MYRT 3CH
J Butler/In Vitro/JC Mellencamp

D SWANSON/S GOODY-W/L.A.
C Killed The Cat/M Davis/J Tull

ROB TAYLOR/LIEBERMAN/CHI
L Lisa/E Ferry/EI DeBarge/G Harrison

S TAYLOR/WQUT/JOHNSON CITY
J Cocke-/G Michael

BARRY THOMAS/WFMI/LEX
L Lisa/JC Mellencamp/E John/T Terry

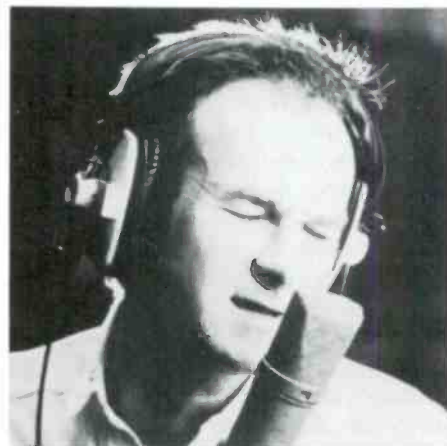
CAT THOMAS/WXLK/ROANOKE
TT D'Arby/M Davis/T Dayne/Kane Gang

J THOMPSON/REC BAR,DURHAM
G Michael/S Wonder/G Harrison/B Zydeco

M TOCKER/HARV CO-OP/BOST
Camelles/Bruce/W DeVille/S Kilbey

RUTH TOLSON/WBLI, NY
W Houston/L Lisa/INXS/Icehouse

Who has the Hip Clip on
MTV starting Nov. 21st?



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RERAP

by Toni Profera

Just how strong is "impulse" buying in the record stores these days? A survey of more than 8,000 record shoppers in 421 different stores across the nation, which was released at the **NARM Retail Advisory** meeting a few weeks ago, revealed that 35.5 percent make unplanned impulse purchases. In addition, 33.5 percent don't buy what they intended to buy when they entered the store. "Selection" was the highest priority in terms of deciding *where* to shop. "Radio airplay" followed by "browsing" in the store were determining factors as far as *what* to buy. Word of mouth was also cited as a key ingredient in the decision making process. Other points of interest; cassette singles are attracting new singles buyers, as 45 percent of buyers of 7" cassette singles said they would *not* buy the 7" vinyl version. In addition, 11 percent of all purchases are for gifts.... Word just in that **MS Distributing** in Atlanta is close to being purchased by **Landmark Distribution**. Landmark distributes Profile and Island distributed labels among other hot indies right now.... **National Record Mart** broke ground in the highly competi-

"Trio" Of Smiles



You'd smile too if your **WB** collaboration just went platinum. We won't insult you by identifying the "Trio" pictured above.

tive Chicago market, with the opening of their new "Wave" store last week (Saturday) in Northbrook Court Mall. Ruler, **George Balicky** flew in from Pittsburgh to host a cocktail party for vendors, etc., celebrating the opening.... With **Pink Floyd's** current LP ("Momentary Lapse of Reason") firmly entrenched near the top reaches of the chart, an interesting note as we head into the Christmas Season, is that "Dark Side Of The Moon" is fourteen years old now and still selling well. The LP is over the 9 million mark in the U.S. alone, and promises, as always, to be a hot Yule-tide ticket.... The media community in Detroit rallied in an effort to raise money for **Woody Herman** by throwing a benefit and auction there last week. **Harmony House** bought a table and **Re-Rap** has it that **Carl Thom** was eloquent on Detroit's channel 7 TV news in an interview.... Minneapolis' **Buzz Magazine** continues to nail down these retail chains. They reportedly add **Record World** (73 stores Northeast) to their line-up which also includes **Sound Warehouse** and, of course, **Great American Music**.... Kudos to **Jim Scully** from CBS for throwing a glamorous luncheon for mid-west wholesalers in Chicago recently, starring **George Michael**. According to **Radio Docs' Kathy Stamm**, "It was at a chi-chi hotel, and anybody that was anybody (wholesale speaking) was there to dine with Mr. "Sex"-man himself".... Elektra's **Faster Pussycat** greeted hundreds of fans recently at **House of Guitars** in Rochester in an autograph signing spree. As they routinely do, the event was video taped, and gets "rotation" in the store during busy hours.



MUG SHOTS



IT WAS TWENTY YEARS AGO TODAY: What could be more fun for **WB Records** recording artist **George Harrison** on the eve of the release of his brand-new album, "Cloud Nine," and its hit single, "Got My Mind Set On You," than washing his neck in the pages of **Hits** magazine, your #1 source for bored-to-tears rock stars? Why, a trip to Burbank's finest pasta eatery with a little help from his friends, (left to right): **Clyde Bakkemo**, Vice President/Product Management, Warner Brothers Records; **Scott Muni**, Operations Manager, WNEW in New York; **Kenny Puvogel**, National Album Promotion Director, Warner Brothers (quick, someone pinch him, he's sitting next to a **Beatle**); Harrison; and **Dave Herman**, morning DJ at WNEW. The two radio personalities were in town to interview George in connection with the station's 20th anniversary. Will someone pass the breadsticks?



A STAR IS BORED: Twenty years from now, this group of glad-handlers will say they were at the American debut concert of **Columbia Records** recording artist **Terence Trent D'Arby** at the **Roxy** in Los Angeles in support of the talented newcomer's debut elpee. Pictured trying to claim they discovered him first are what we like to call a bevy of label execs, including, left to right: **Marilyn Laverty**, VP, National Press and Publicity, Columbia Records; **Ruben Rodriguez**, VP, Black Music and Jazz Promotion, Columbia Records; **Al Teller**, President, Columbia Records Division; **Terence Trent D'Arby**; **Marc Benesch**, VP, Promotion, Columbia Records; **Mickey Eichner**, Senior VP, A&R, Columbia Records; **K.P.** of **P.A.R.C. Management**; and **Jack Rovner**, VP, Marketing, Columbia Records.



ALARM GO FISHING: While in L.A., **Mike Peters** (left) and **Dave Sharp** (right) from **L.R.S. Records** recording artists **The Alarm** visit infamous **KROQ-FM** DJ, the one and only **Jed-um Fish-um** (middle), as the trio spend Friday rush-hour discussing weather conditions surrounding the band's new album, "Eye of the Hurricane." Later all three discovered a photographer was present in the studio, so they decided to take a cue from an obscure **Was Not Was** album and show they were born to laugh at tornadoes (don't ask me, that's what the photo caption says....) The Alarms were in town to promote their forthcoming U.S. tour, which includes a December 10th engagement at L.A.'s **Universal Amphitheatre**.



MICK JAGGER

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VIA SATELLITE!

NOV. 19

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ROCKLINE

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R ETAIL'S W EXT W AVE:



An exclusive **Hits** interview
with

National Record Mart's
Vice President of
Marketing and Advertising

George Balicky by Rex Rutkoski

As Vice President of Marketing and Advertising for the 79-store, Pittsburgh-based National Record Mart chain, celebrating its 50th birthday, George Balicky is in the midst of planning the grand opening of a new state-of-the-art store, Waves in Chicago.

National Record Mart began in 1937 as the Jitterburg Record Mart in Pittsburgh, offering used juke-box records for the special price of two for a quarter. Five months later, it sold new 78's for 35 cents apiece. The Mart was owned and operated by the three Shapiro brothers, Sam, Jason and Howard. In April of 1986, chain President and CEO Frank Fischer, a veteran of 35 years in the organization, formed a group of investors to lead the operation into the new era. Balicky started with the company twenty years ago as the oldies singles buyer. He has a B. S. in marketing from Robert Morris College in Pittsburgh. Today, National Record Mart, one of the oldest chains in the country, has stores in eight states, soon to be nine, extending from Central Pennsylvania to Chicago, with more than 800 employees.

Q What are the chain's strengths in terms of personnel?

A We have good, solid people, a good mixture of experienced industry veterans and a new core of people with retail and financial backgrounds, not necessarily all in the record business

Q The recently-opened Waves stores in Columbus, OH, and Chicago, IL, are National Record Mart's latest venture. Tell us a little about them.

A Tomorrow's sights and sounds today, a very large selection of compact discs, CDV, the best-selling cassettes and high-end accessories. Waves is not just another music store. We don't carry vinyl. We have three listening areas, two for audio and one for video. The initial response has been good. Waves is a destination store, catering to the serious and more affluent music buyer who normally doesn't visit malls. We like to look at this as something aimed at the upper demographic. And that's the way we are gearing the advertising and marketing. We are emphasizing service and, through various direct-mail flyers, we are reaching people to let them know we will be the first with any new technology.

Our customers are changing. The popularity of New Age music, for example, shows there is a customer out there that the majority of record stores are not catering to. Most record stores are hit-oriented. That approach can turn an adult away. We are now looking at changing the approach of merchandising our stores to make them more appealing to this customer. That 35+ demographic has the most disposable income and they grew up with music. What we are finding out now is people who were into music in the '60s and '70s are now coming back because of the CD.

Q What about the hit-oriented

Q What do you feel it is important to stress on National Record Mart's 50th anniversary?

A That we are a company with a solid background, that we are taking an aggressive stance for expansion, that we want to increase the percentage of our market share. We are one of the oldest record chains in the nation. I think most people feel record stores are all the same. Our goal is to be different than the other chains, to let people know they are shopping in a National Record Mart store. We aim to be more service-oriented. We're proud of our past, but even more excited about our future.

customer, though?

A It's not as important to them where they shop. We will continue to serve that customer, but we feel radio will bring them into the stores. There is still enough happening with new music inside our stores that I don't think that customer will be offended. We've conducted marketing studies to see how our customers feel. Many adults are turned off just by the type of music being played in-store. And even though they are interested in buying something, they won't even step into the store.

Q What do you see as the most important challenges facing the retail end of the music business?

A Competition is getting intense. Smaller chains are getting swallowed up or purchased by larger chains. The ones that survive will have to be service-oriented. Our other role as retailers is keeping up with the new technologies and formats. It's difficult to maintain the turnover you need to make a profit with the addition of CD, CDV, DAT, cassettes, LP's and video.

"Our goal is to be different than the other chains, to let people know they are shopping in a National Record Mart store."

The CD is the greatest thing to hit the record industry. When the eight-track and cassette were introduced, they really didn't have this kind of excitement. Technically speaking, CD's are far superior to past formats. We want to resell those record collections in the CD format.

Q What do you see as the future of the vinyl LP?

A I've been saying five years, but it will last a bit more. The LP will take longer to phase

out than any other configuration because there are so many turntables out there and so many vinyl collections. But, as more people get educated to the quality sound of the CD format, the vinyl demise will accelerate. In addition, CD prices will come down, making cost less of a factor.

Q What about Digital Audio Tape?

A It's a marvelous invention. I see problems for it, though, particularly here in the U. S. It doesn't have the major label support of CD or CDV. Without that, I think DAT will have a hard time. I don't see it breaking through here unless something happens with the copyright laws. Our business is so unique. It's unfair to take an artist's genius and creativity and use it without compensation.

Q Is the cassette single here to stay?

A I think it is. I have an 11-year-old son and an 8-year-old daughter and they started out with cassette decks. My kids don't know what a vinyl single or a turntable is. All they play

are cassettes. It's a young buyer's format.

Q How is your chain's new point-of-sale system going to make your operation more effective?

A We will be able to service our customers with what they want. It gives us an immediate record of what's in stock and what's sold on a daily basis, which eliminates a lot of the guesswork.

Q What will National Record Mart look like ten years from today?

A As to what they will look like physically, that all depends on what the trends of the time will be, but service will still be the most important element.

Q How can you reach out to the infrequent adult customer who comes into the store to buy a Perry Como album, say, once a year?

A In-store play is a key. With all these new d. j.-less broadcasting formats, radio

"The CD is the greatest thing to hit the record industry..... We want to resell those record collections in the CD format."

isn't really interested in selling product. People can't tell who an artist is by listening to the radio. Within the retail environment, we have a good opportunity to expose the buyer to new music. So, while the Perry Como customer is in the store, hopefully we can expose him (or her) to Ray Lynch's "Deep Breakfast" and create an interest in a different type of music.

Q How can you make sure your advertising dollars are targeted correctly?

A A lot of cooperative advertising dollars are used to purchase spots on a particular radio station just because it added a certain record. That does not necessarily bring in customers. Def Leppard on the radio brings in customers.

Q What is in the future for record retailing?

A Less retailers with a larger number of units. There will be fewer chains and more stores.

Q How can radio and the record industry do a better job of working with retail?

A We're all in the entertain-

ment business. A retailer's objective is to sell records. Radio's objective is to attract more listeners. I think we work well with radio. I believe a radio station doesn't have to discourage listeners nor detract from their formats to announce who the artist is doing a particular song.

We should be supplying one another with information. We thrive on what the radio stations are playing. We have to have that stuff in stock. We have a good relationship with

radio.

Q What are your thoughts on retail's responsibility in the censorship controversy?

A When we know of something that should be brought to the attention of the customers, we should bring it to their attention. It would be our obligation, if it is something with adult material, to ask the age of a customer before selling it to them. But we can't listen to everything we buy. Just through communication with our vendors, we will address the problem as we need to and let our store managers know. If we have a customer complaint, we will address that specific complaint. We are concerned about that, but it is unfair to put the retailers in that position. It should be the responsibility of the manufacturer or the artist.

Q What do you like best about being in this business?

A I've been a music fan since I was a kid. The great thing about music is that a message can be conveyed in a song. But it's also show business and it's exciting. Something is changing everyday.

timothy b. schmit



Boys Night Out

39-35 HITS TOP FIFTY SINGLES!

AVERAGE MOVE	AGRESSIVES (4 or more)	45 SALES (1 to 10)
3.17	26	7

99DTX	add	WERZ	13-5	Z104	25-21
WEGX	add	WOKI	14-10	Q105	26-22
WTLQ	add	WKTJ	16-13	WSKZ	28-22
KQIZ	add	KKRZ	17-14	WMJQ	30-24
WNCI	deb 26	WRNO	21-16	Q102	31-27
KWOD	deb 30	WRQN	26-17	WGFM	33-27
KUBE	deb 32	KZZU	22-17	WKSI	33-27
KKBQ	deb 35	KSAQ	25-18	KZOU	34-28
		WMMS	23-19	KTUX	35-30
		WKZL	26-20	WGH-FM	36-32
		WXLK	24-20	WCAU	40-34
		KSND	26-21		

the jets

I Do You



45 40 HITS TOP FIFTY SINGLES!

Z95	add	KIKX	add	Z102	deb 32
WCZY	add	KRQ	add	KCAQ	deb 33
Z94	add	KZOU	add	WXKS	deb 34
WEGX	add	KZZU	add	KDWB	deb 34
PWR106	add	WNNK	add		
Y100	add	WPST	add	KCPX	22-17
KROY	add			B96	31-22
WTIC	add	HT105	deb 23	KWK	29-22
K98	add	Y107	deb 27	WLOL	36-23
G105	add	KBEQ	deb 29	KMGX	30-23
KEZB	add	WAPE	deb 30		

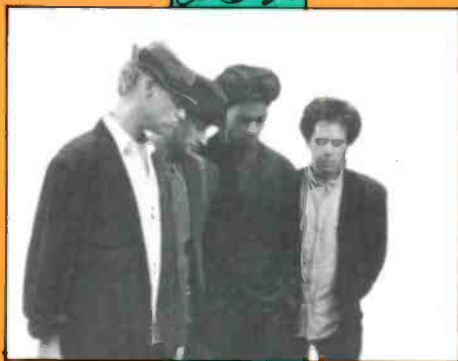
AVERAGE MOVE	AGRESSIVES (4 or more)
3.06	19

WGFM	38-26
KRBE	38-31
Y106	36-32



breakfast club

Never Be The Same



Q100	add	KEYJ	add
BJ105	add	WPRR	add
WTLQ	add	KNAN	add
95XIL	add	WAZY	add
I-94	add		

HOT VIDEO ACT!





TOP TENS



STAN GOMAN: TOWER RECORDS

Talk about veterans, this Sr. VP of Retail Operations has been with the Tower chain since he was just 19 in 1967. Now this Sacramento based company has 46 U.S. record stores, 40 video outlets, 11 bookstores, 2 galleries, 2 outlets in London and 6 in Japan. Goman tells us, "Our strength is that we're not formatted and there are not many rules. Every store buys independently and we pride ourselves in developing future executives. We view ourselves as a series of specialty stores within one big store." Stan is happy about the growth of the Smiths, Hiroshima, Squeeze and Kenny G (a long-term project). New bands he believes in include Millions Like Us, Willy Deville and Stan Campbell.

TOWER NATIONAL

STAN GOMAN
46 Retail Stores (Sacramento)

1. SPRINGSTEEN
2. MICHAEL JACKSON
3. PINK FLOYD
4. DEPECHE MODE
5. YES
6. LA BAMBA
7. SMITHS
8. DIRTY DANCING
9. PET SHOP BOYS
10. U2



DOUG SMITH
80 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. SPRINGSTEEN
2. DIRTY DANCING
3. WHITESNAKE
4. DEF LEPPARD
5. U2
6. AEROSMITH
7. BILLY IDOL
8. RICHARD MARX
9. ALABAMA
10. FLEETWOOD MAC



DICK ODETT
578 Retail Stores
(Mpls)

MUSICLAND

1. DIRTY DANCING
2. SPRINGSTEEN
3. WHITESNAKE
4. DEF LEPPARD
5. MICHAEL JACKSON
6. PINK FLOYD
7. WHITNEY HOUSTON
8. STING
9. LA BAMBA
10. BILLY IDOL



MIKE MASKA
133 Retail Stores
(Edison)

SAM GOODY/EAST

1. DIRTY DANCING
2. SPRINGSTEEN
3. WHITESNAKE
4. MICHAEL JACKSON
5. WHITNEY HOUSTON
6. PINK FLOYD
7. STING
8. DEF LEPPARD
9. BILLY IDOL
10. LA BAMBA



JEFF COHEN
60 Retail Stores
(Boston)

STRAWBERRIES

1. SPRINGSTEEN
2. STING
3. DIRTY DANCING
4. AEROSMITH
5. PINK FLOYD
6. SQUEEZE
7. WHITESNAKE
8. DEF LEPPARD
9. MICHAEL JACKSON
10. REM



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

WESTERN MERCHANDISERS

1. WHITESNAKE
2. GEORGE STRAIT
3. BILLY IDOL
4. DIRTY DANCING
5. LA BAMBA
6. SPRINGSTEEN
7. DEF LEPPARD
8. KISS
9. GREAT WHITE
10. REBBA MACINTIRE



TRACY DONIHOO
102 Retail Stores
(Dallas)

SOUND WAREHOUSE

1. SPRINGSTEEN
2. STING
3. DIRTY DANCING
4. JETHRO TULL
5. ANITA BAKER
6. TIFFANY
7. KENNY G
8. U2
9. GEORGE STRAIT
10. DANA DANE



LEW GARRETT
200 Retail Stores
(Canton)

CAMELOT

1. DIRTY DANCING
2. SPRINGSTEEN
3. WHITESNAKE
4. BILLY IDOL
5. METALLICA
6. KISS
7. DEF LEPPARD
8. YES
9. PINK FLOYD
10. WHODINI



PAUL FUSSEL
129 Retail Stores
(Durham)

RECORD BAR

1. SPRINGSTEEN
2. DIRTY DANCING
3. REM
4. MICHAEL JACKSON
5. WHITESNAKE
6. PINK FLOYD
7. ALABAMA
8. DEF LEPPARD
9. WHODINI
10. KISS



RICH LOCKWOOD
203 Retail
Stores (Los
Angeles)

WHEREHOUSE

1. SPRINGSTEEN
2. MICHAEL JACKSON
3. LA BAMBA
4. WHITESNAKE
5. DEPECHE MODE
6. PINK FLOYD
7. WHITNEY HOUSTON
8. U2
9. KENNY G
10. SMITHS

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



TOP TENS



JIM PRIMERANO
17 Retail Stores
(Buffalo)

TRANSCONTINENT

1. MICHAEL JACKSON
2. PINK FLOYD
3. U2
4. WHITNEY HOUSTON
5. ANGELA WINBUSH
6. JC MELLENCAMP
7. JETHRO TULL
8. WHITESNAKE
9. YES
10. SPRINGSTEEN

RAINBOW RECORDS
JIMMY HEIKKALA
25 Retail Stores
(San Francisco)

RAINBOW

1. MICHAEL JACKSON
2. PINK FLOYD
3. RUSH
4. DIRTY DANCING
5. SPRINGSTEEN
6. WHITNEY HOUSTON
7. WHITESNAKE
8. LISA LISA
9. U2
10. WHO'S THAT GIRL



JOHN GRANDONI
18 Retail Stores
(Buffalo)

CAVAGES

1. PINK FLOYD
2. WHITESNAKE
3. SPRINGSTEEN
4. U2
5. DIRTY DANCING
6. MICHAEL JACKSON
7. RUSH
8. AEROSMITH
9. WHITNEY HOUSTON
10. CARLY SIMON



RICK ANDRADE
4 Retail Stores
(Tucson)

ZIP'S

1. PINK FLOYD
2. WHITESNAKE
3. RUSH
4. AEROSMITH
5. SPRINGSTEEN
6. YES
7. REM
8. MICHAEL JACKSON
9. WHITNEY HOUSTON
10. U2



JAY ROSENBERG
20 Retail Stores
(New York)

WIZ

1. SPRINGSTEEN
2. MICHAEL JACKSON
3. DIRTY DANCING
4. WHITNEY HOUSTON
5. PINK FLOYD
6. ALEXANDER O'NEAL
7. LA BAMBA
8. STEPHANIE MILLS
9. WHITESNAKE
10. WHISPERS



CINDY BARR
36 Retail Stores
(Florida)

SPECS

1. SPRINGSTEEN
2. MICHAEL JACKSON
3. PINK FLOYD
4. DIRTY DANCING
5. WHITESNAKE
6. YES
7. EXPOSE
8. WHITNEY HOUSTON
9. U2
10. DEF LEPPARD



ED O'DONNELL
450 Accounts (Mt
Laurel)

LIEBERMAN MT. LAUREL

1. MICHAEL JACKSON
2. WHITESNAKE
3. WHITNEY HOUSTON
4. SPRINGSTEEN
5. PINK FLOYD
6. HEART
7. DIRTY DANCING
8. JC MELLENCAMP
9. DEF LEPPARD
10. U2



DAVID SLANIA
12 Retail Stores
(Chicago)

FLIPSIDE

1. DIRTY DANCING
2. SPRINGSTEEN
3. STING
4. WHITESNAKE
5. JC MELLENCAMP
6. FLEETWOOD MAC
7. PINK FLOYD
8. YES
9. DEF LEPPARD
10. U2



LORI SHAW
449 Accounts (Los
Angeles)

SHOW INDUSTRIES

1. SPRINGSTEEN
2. DEPECHE MODE
3. WHODINI
4. SWING OUT SISTER
5. JODY WATLEY
6. SMITHS
7. DIRTY DANCING
8. DANA DANE
9. MICHAEL JACKSON
10. LA BAMBA



DEAN FINE
70 Retail Stores
(New York)

RECORD WORLD

1. DIRTY DANCING
2. SPRINGSTEEN
3. PINK FLOYD
4. STING
5. WHITESNAKE
6. FLEETWOOD MAC
7. FAT BOYS
8. EXPOSE
9. BILLY IDOL
10. DEF LEPPARD

Who sings 'Money'
on Roger Waters' tour?

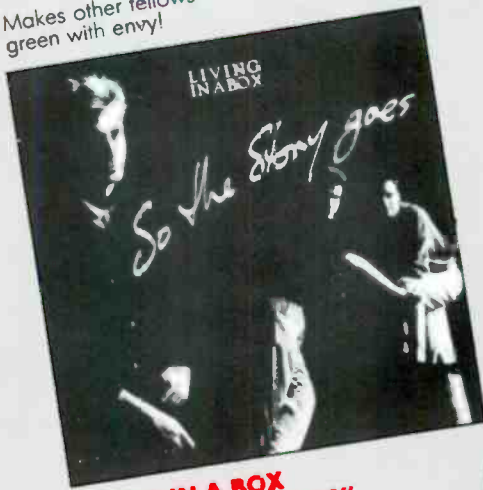


Advertisement

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

CHRYSALIS WE PRESS SUCCESS

Makes other fellows green with envy!

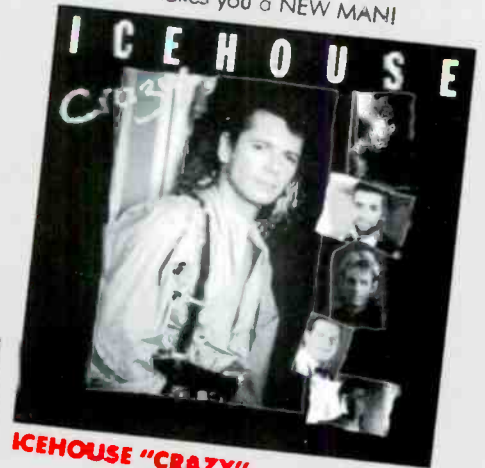


LIVING IN A BOX "SO THE STORY GOES"

DURABLE HIGH DENSITY PLASTIC CONSTRUCTION MEANS YOU **CANNOT DAMAGE** FLOORS OR FURNITURE.

ARTIST	AVERAGE MOVE
ICEHOUSE	2.05

makes you a NEW MAN!



ICEHOUSE "CRAZY"

KEGL add
KKBQ add
KPLZ add

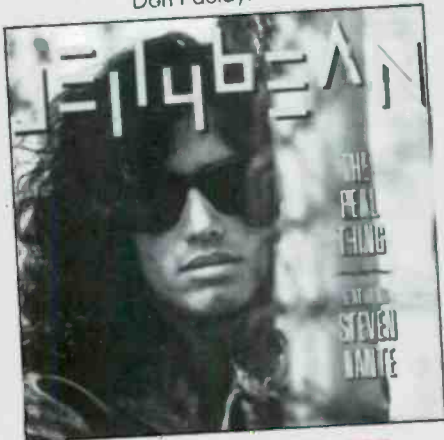
ALSO ON AT:
WXKS
WCAU
WGH-FM
WMMS
Y108
KCPX



Learn Secrets!

AT LAST THE REAL THING!

Don't delay!

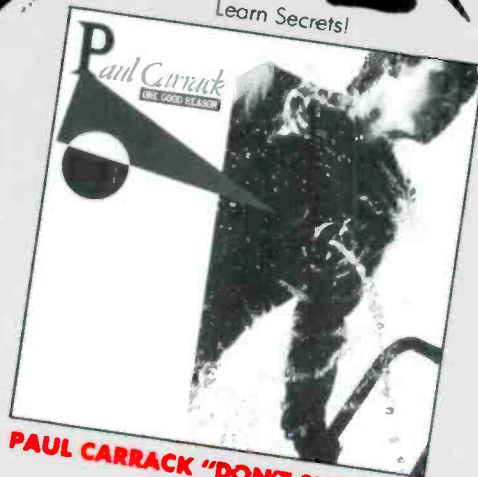


JELLYBEAN "THE REAL THING"
Featuring Steven Dante
#1 BB DANCE!

Results assured!



JETHRO TULL "STEEL MONKEY"
MONDO AOR,
NOW 7" SMASH!



PAUL CARRACK "DON'T SHED A TEAR"

LET IT HELP YOU.
NOT NEXT MONTH
OR NEXT YEAR - BUT
RIGHT NOW!

"POWER PACKED!"



BREAKOUTS

It's a big week for A&M as the new albums from Sting and Supertramp hit the street with a rush. Also developing quickly are Love & Rockets on RCA, Depeche Mode on Sire and Terence

Trent D'Arby on Columbia. The Special Olympics superstar compilation set is also off to a good start.

WINNERS

1	STING	(A&M SP 6402)	69%	6	DEPECHE MODE	(Sire 25614-1)	23%
2	BELINDA CARLISLE	(MCA 42080)	28%	7	BRUCE SPRINGSTEEN	(Columbia OC 40999)	22%
3	SUPERTRAMP	(A&M SP 5181)	26%	8	TIFFANY	(MCA 5793)	14%
4	LOVE & ROCKETS	(Big Time/RCA 6058-1-B)	25%	9	SPECIAL OLYMPICS	(A&M SP 3911)	13%
5	WHODINI	(Jive/Arista JL-8494)	24%	10	TERENCE T. D'ARBY	(Columbia 40964)	12%

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO

Sting
Love & Rockets
Supertramp
Santana
REO

CAMELOT / LEW GARRETT / CANTON

Belinda Carlisle
Pet Shop Boys
Sting
Princess Bride
Piledriver

CAVAGES / JOHN GRANDONI / BUFFALO

Yes
Sting
Depeche Mode
Belinda Carlisle
Liza Minnelli

CENTRAL SOUTH / ROBIN STEELY / NASHVILLE

Alice Cooper
WASP
Bruce Springsteen
Tiffany
White Lion
Sting

CML ONE-STOP / MIKE CLARK / ST. LOUIS

Sting
Jethro Tull
Supertramp
Roger Hodgson
Beatles-Abbey Rd
Beatles-Let It Be
Billy Idol

FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN

Jethro Tull
Whodini
Alabama
Tommy Shaw

FLIPSIDE / DAVID SLANIA / CHICAGO

Sting
Whodini
Silencers
Glenn Jones
Bodeans
Samantha Fox

GAMCO / KATHY SHEDD / MPLS

Bruce Springsteen
Yes
MSG
Whodini
Bodeans
Public Image

GEMINI ONE-STOP / NANCY WALLACE / CLEVELAND

Lynyrd Skynyrd
Squeeze
Special Olympics
Supertramp
Liza Minnelli

HARMONY HOUSE / SANDY BEAN / DETROIT

Sting
Poison
Smiths
Bourgeois Tagg
Alabama

HARVARD CO-OP / MICHAEL TOCKER / BOSTON

Bruce Springsteen
Sting
Love & Rockets
Carnelles
Jesus & Mary Chain

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER

Swing Out Sister
Jethro Tull
Tiffany
Sabotage

JR'S / RON SALPIETRO / SCHAUMBERG

Sting
Supertramp
Bruce Springsteen
Belinda Carlisle
Yes

KEMP MILL / HOWARD APPLEBAUM / BELTSVILLE

Terence Trent D'Arby
Sting
Belinda Carlisle
Willie DeVille
Whodini

LECHMERE / DAVE CURTIS / WOBURN

Sting
Bruce Springsteen
Liza Minnelli
Supertramp
Jethro Tull

LIEBERMAN / ROB TAYLOR / CHICAGO

Sting
Supertramp
Bruce Springsteen
Belinda Carlisle
Special Olympics

LIEBERMAN / ED O'DONNELL / MT. LAUREL

Lynyrd Skynyrd
Swing Out Sister
Yes
Sting
Smiths

METRANOME / GUY CASSINGHAM / ATLANTA

Sting
Indigo Girls
Red Hot Chili Pepper
Terence Trent D'Arby
Squeeze
Cat Heads

MUSICLAND / DICK ODETTE / MINNEAPOLIS

Sting
Ray Parker Jr
Love & Rockets
Randy Travis
MSG

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH

Sting
Richard Marx
Depeche Mode
Smiths
Jethro Tull
Icehouse



BREAKOUTS

NAVARRE / ESA KATAJAMAKI / MINNEAPOLIS

Sting
Special Olympics
Whodini
Belinda Carlisle
Squeeze
Steady B
Lynyrd Skynyrd

PACIFIC COAST ONE-STOP / LENNY LEON / CHATSWORTH

Sting
Five Star
Oran Juice Jones
Special Olympics
Tiffany
Love & Rockets
Jethro Tull

PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE

Sting
Van Morrison
Red Hot Chili Pepper
Depeche Mode
New Monkees
Kiss

PLASTIC FANTASTIC / DAVID CASTLEMAN / BRYN MAWR

Bruce Springsteen
Depeche Mode
Sting
Radiators
Love & Rockets

PRO ONE-STOP / PAUL JOHNSON / TEMPE

Aerosmith
Belinda Carlisle
Oran Juice Jones
Whodini
Barry White

RADIO DOCTORS / KATHY STAMM / MILWAUKEE

Sting
Supertramp
Special Olympics
Cabaret Voltaire
Bodeans

RAINBOW / JIMMY HEIKKALA / SAN FRANCISCO

Sting
Roger Hodgson
Terence Trent D'Arby
Whodini
Too Short
Michael Bolton
Santana

RECORD BAR / PAUL FUSSELL / DURHAM

Depeche Mode
Bar Kays
Heavy D
Swing Out Sister
Winans
Big Easy
Jethro Tull

RECORD WORLD / DEAN FINE / NEW YORK

Special Olympics
Sting
Whodini
Supertramp
Love & Rockets

ROUNDUP / DON JENSEN / SEATTLE

Pet Shop Boys
Loverboy
Anita Baker
Timothy B Schmit
Kiss

RIT ONE-STOP / STEVE HOBERMAN / OMAHA

Sting
Love & Rockets
Supertramp
Whodini
Santana

SAM GOODY-EAST / MIKE MASKA / EDISON

Sting
Belinda Carlisle
Depeche Mode
Samantha Fox
New Order

SAM GOODY-WEST / DEBBIE SWANSON / LOS ANGELES

Sting
Depeche Mode
Love & Rockets
Alice Cooper
Samantha Fox

SEA-PORT ONE-STOP / VICKI OLIVERA / PORTLAND

Wawance
Billy Joel
Alice Cooper
Supertramp
Depeche Mode

SHOW INDUSTRIES / LORY SHAW / LOS ANGELES

Belinda Carlisle
Depeche Mode
Gene Love Jezebel
Oran Juice Jones
Bruce Springsteen
Secret Policemen's

SOUND OF / CY BARNES / PHILADELPHIA

Deja
Burt Robinson
Alex O'Neal

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

Bruce Springsteen
Sting
Jethro Tull
Ray Parker Jr
Depeche Mode

SOUTHWEST WHOLESALE / ROBERT RICHARDSON / HOUSTON

Sting
Jets
L.A. Dream Team
Circle Jerks
Toni Terry

SPECS / CINDY BARR / MIAMI

Sting
Randy Travis
Tiffany

STRAWBERRIES / JEFF COHEN / BOSTON

Sting
Special Olympics
Tiffany
Tom Waits
Bodeans
Whodini
Jethro Tull

THE WIZ / WALTER MICHALSKI / NEW YORK

Terence Trent D'Arby
Squeeze
Belinda Carlisle
Whodini
O'Jays

TOWER / KELLY GIEDT / SHERMAN OAKS

David Benoit
Tiffany
Aerosmith
Big Easy
Wendy & Lisa

TRACKS / DONNA AGRESTO / NORFOLK

Five Star
Belinda Carlisle
Timothy B Schmit
Terence Trent D'Arby
Santana
Hiram Bullock
Sting

TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO

Heavy D
Marlon Jackson
Terence Trent D'Arby
Bar Kays
Jethro Tull
Sting

TURTLES / KAREN LONG / ATLANTA

Bruce Springsteen
Bar Kays
Belinda Carlisle
Alice Cooper
Jean-Luc Ponty
Barry White
Bodeans

UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA

Sting
Love & Rockets
Billy Joel

VINYL VENDORS / VALERIE ELLIOTT / KALAMAZOO

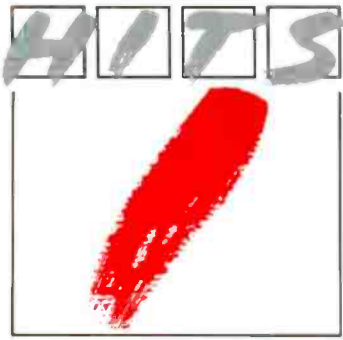
Supertramp
Belinda Carlisle
Motorhead
Beatles-Abbey Rd
Jesus & Mary Chain
Bodeans

WESTERN MERCHANTISERS / KEN GRAHAM / AMARILLO

Belinda Carlisle
Depeche Mode
Bruce Springsteen
Tiffany
Bailey & The Boys
Trio

ZIPS / RICK ANDRADE / TUCSON

Depeche Mode
Sting
Bolshoi
Love & Rockets
Deja
dB's



TOP FIFTY ALBUMS

Things are heating up at the top of the chart as **Dirty Dancing** and **Whitesnake** both are beginning to pick up steam and now loom as potential #1 hits. The hot newcomer is **Sting**, as his new

package hits the street strong, debuting at #18. Also debuting strongly is the **Jethro Tull** comeback set, at #42.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	Hit single leads	142.9
2	2	MICHAEL JACKSON	BAD	Epic 40600	Bad 45 is hot	81.1
3	3	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Medley/Warnes 45 hot	77.8
4	4	WHITESNAKE	WHITESNAKE	Geffen 24099	New 45 out	75.9
5	5	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Tour helping	62.4
8	6	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	New 45 breaking	48.4
6	7	WHITNEY HOUSTON	WHITNEY	Arista 8405	New 45 exploding	46.9
10	8	U2	THE JOSHUA TREE	Island 7-90581-1	New 45 helping	38.9
14	9	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	New 45 building	35.7
7	10	LA BAMBA	SOUNDTRACK	Slash/WB 25605	2nd 45 building	34.3
12	11	YES	BIG GENERATOR	Atco 7 905221	Comeback	33.8
13	12	BILLY IDOL	VITAL IDOL	Chrysalis 41620	Hot 45 leads	31.8
16	13	AEROSMITH	PERMANENT VACATION	Geffen 24162	45 breaking big	31.5
11	14	RUSH	HOLD YOUR FIRE	PolyGram 832 464-1	Hot rock	30.9
15	15	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	New 45 leads	30.2
9	16	KISS	CRAZY NIGHTS	PolyGram 832-626-4	Falling now	29.4
17	17	REM	DOCUMENT	IRS 42059	45 is breaking	26.0
-	18	STING	NOTHING LIKE THE SUN	A&M SP6402	Great start	25.4
19	19	LL COOL J	BIGGER & DEFFER	Def Jam/Col 40793	Rap mania	21.1
21	20	ANITA BAKER	RAPTURE	Elektra 60444	Steady seller	20.1
26	21	WHODINI	OPEN SESAME	Jive JL8494 (Arista)	Smash in the making	19.6
20	22	FAT BOYS	CRUSHIN'	PolyGram 831948-1	Breakthrough album	19.4
22	23	KENNY G	DUOTONES	Arista 8427	Steady week	18.6
18	24	HEART	BAD ANIMALS	Capitol 12546	New 45 shipping	17.0
23	25	LISA LISA	SPANISH FLY	Columbia 40477	New 45 just out	16.7

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

FLASHMAKER!
39 HITS TOP FIFTY ALBUMS!

NEW ORDER



“TRUE FAITH”

The Single and 12"
Produced by Stephen Hague and New Order

Additional Production and Remix:
Shep Pettibone for Mastermix Productions

From the Album, Cassette and CD
Substance



© 1987 Qwest Records

TRUE FACTS

HOT NEW ADDS:

WXKS
WCAU
KDWB
KATD
KZZP

HOT MOVES:

KITS 3-2
PWR96 4-3
94TYX 19-9
KMEL 18-11
KZZU 35-31
KCPX 39-32

BREAKING AT:

HOT103

CKOI
KQMQ
KDON
WFLY
KIKX
KSND

TOUR FACTS:

22 CITY TOUR
190,402 TICKETS SOLD

Have a Little Faith
"TRUE FAITH." It's spreading!

Direction: Tom Atencio



TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	PET SHOP BOYS	ACTUALLY	EMI/Man 46972	Hot 45 leads	16.4
25	27	MOTLEY CRUE	GIRLS, GIRLS, GIRLS	Elektra 9-60725-1	Steady sales	16.2
29	28	SMITHS	STRANGWAYS	Sire 25649 (WB)	Cult smash	14.3
30	29	DANA DANE	WITH FAME	Profile PRO 1233	More rap	12.7
48	30	DEPECHE MODE	MUSIC FOR THE MASSES	Sire 25614-1 (WB)	Great start	12.4
33	31	GRATEFUL DEAD	IN THE DARK	Arista 8452	Needs new 45	12.4
36	32	ALABAMA	JUST US	RCA 6495-1-R	Country magic	12.3
43	33	EXPOSE	EXPOSE	Arista AL 8441	Lots of hits	12.2
47	34	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	Giant 45 leads	11.4
35	35	METALLICA	5.98 EP GARAGE DAYS	Elektra 960757-1	Steady week	11.1
28	36	EUROPE	THE FINAL COUNTDOWN	Epic 40241	Needs new 45	11.0
31	37	LEVERT	THE BIG THROWDOWN	Atlantic 7-81773-1	Giant 45 leads	10.8
39	38	RICHARD MARX	RICHARD MARX	Manhattan 53049	Hot new 45	10.6
32	39	NEW ORDER	SUBSTANCE	Quest/WB 9 25621-1	45 breaking	9.6
34	40	GREAT WHITE	ONCE BITTEN	Capitol 12565	Hot video	9.4
24	41	WHO'S THAT GIRL	SOUNDTRACK	Sire/WB 25611	Slipping	9.2
--	42	JETHRO TULL	CREST OF A KNAVE	Chrysalis 41590	Comeback	9.1
37	43	ALEXANDER O'NEAL	HERESAY	Tabu FZ 40320 (CBS)	New 45 growing	9.1
41	44	LYNYRD SKYNYRD	LEGEND	MCA 420844	Comeback	8.6
50	45	TIFFANY	TIFFANY	MCA 5-793	Monster 45 leads	8.6
45	46	CARLY SIMON	COMING AROUND AGAIN	Arista 8443	HBO Special	8.6
46	47	ERIC B & RAKIM	PAID IN FULL	4th & Broadway 4005	Hot rap	8.4
44	48	LOST BOYS	SOUNDTRACK	Atlantic 7-81767-1	Falling now	8.2
--	49	GEORGE STRAIT	GREATEST HITS II	MCA 42035	Country	7.9
49	50	CARS	DOOR TO DOOR	Elektra 9-60747-1	New 45 shipping	6.1

ANGELA WINBUSH (PolyGram)
RANDY TRAVIS (WB)

NEXT UP

O'JAYS (Manhattan)
SPECIAL OLYMPICS (A&M)



THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

HALLOWEEN TREATS: the Red Hot Chili Peppers have a new album at last, called "The Uplift Party Mofo Plan" on EMI.... the Bolshoi, have a new album on RCA/BEGGARS BANQUET called "Lindy's Party," the first track "Please" from the record has been topping playlists at KROQ and other like-minded stations, having been a hit as an import. The band is out on tour as we speak, or write.... CAPITOL has also entered the modern music arena with a bang, having just released the latest **Flesh for Lulu** album "Long Live The New Flesh" on the new HUGHES label, started by teen-film mogul John Hughes and originally slated for distribution on MCA.... Also on CAPITOL are the adventurous **Skinny Puppy** "Cleanse, Fold And Manipulate" and **Grapes of Wrath** "Treehouse" albums, while EMI/MANHATTAN has put out a new **Cabaret Voltaire** album "Code." Lots of dark and mysterious stuff coming out simultaneously.... **AUTUMN TRAVELOGUE:** The recent U.S. debut by the much-acclaimed and herein oft-mentioned **Terence Trent D'Arby** was quite an affair, attracting a number of celebs. Despite a touch of nervousness, the American expatriate showed ample vocal chops, great taste in covers and basic **Whitney Houston** potential, so one doubts he will be up and coming for very much longer.... **Tom Waits** has finally announced a Fall tour behind his recent ISLAND album "Frank's Wild Years" through November.... And **That Petrol Emotion**, whose "Babble" release earlier this year on POLYGRAM impressed on college and alternative formats, are also making their first U.S. tour this month, although the band have now signed a new worldwide deal with VIRGIN.... MTV/Spin have announced their College Tour featuring the **Saints** on the East Coast and the **Untouchables** on the West Coast, plus various combinations of **Mission U.K.**, **Living in a Box**, **T'Pau** and various as-yet-unannounced surprises.... Swedish band **Leather Nun** has its first U.S. album "Force of Habit" out on I.R.S. this month. The label also have their first metal release "Steel and Starlight" by **Shok Paris** already in the stores.... Meanwhile the Truth are filling in between albums by recording the title track to the wacky thriller movie "The Hidden".... **Victoria Williams** finally has her solo album out now on GEFEN called "Happy Come Home," co-produced by **Stephen Soles** and **Golden Palamino Anton Fier**.... Former **Motels** leader **Martha Davis** has her solo debut "Policy" forthcoming with the first single "Just Like You" already on the airwaves.... TVT has added to the roster not only the highly-touted **Cannels**, but also two new acts, the **Sons of Ace** and the **Cookie Crew**.... Following up on the success of **Ladysmith Black Mambazo**, EMI has put out an interesting, if fairly standard, compilation of South African pop bands called "Sounds of Soweto," including two tracks by former **Juluka** member, **Johnny Clegg** and his new band, **Savuka**.... **AND ON THE INDEPENDENT FRONT:** There's has been a lot of promising indie releases as well recently including, most notably, the **Brandos** whose "Honor Among Thieves" album could be the best selling record yet for RELATIVITY. The label also has a new one by L.A. crazies **Thelonus Monster** called "Next Saturday Afternoon".



Taylor Dayne

Title
"Tell It To My Heart"

Label
Arista

Dance club monster struts its way to Top 40 as this Long Island native unleashes the quintessential dance hit. No, she's not another Madonna clone, and she's over 16, so don't think she's after Tiffany or Debbie Gibson's new throne. This is the classic dance sound brought back once again, and from initial reaction, the sky's the limit. Now that the single's flying, Arista is getting an album out, "as soon as possible."

Suggested Cuts

"Tell It To My Heart" is a dance monster. Expect heavy phone reaction.

Label Comments:

"It's a number one dance record," exclaimed Arista Promotion heavy **Rick Bisceglia**. "Last week the cut went nuts at Top 40. This is what happens when you have a legitimate hit on your hands — it catches like wildfire." Bisceglia and the Arista team are riding high on the Top 40 prospects for this newcomer. "It feels like a Top 5 hit," he stated. "We have a winner that's just starting to prove itself."



Millions Like Us

Title
"Guaranteed For Life"

Label
Virgin

Soulful debut from a pair of soulful guys. Briton John O'Kane's vocals shine throughout this appealing collection of pop tunes. Though comparisons to Michael McDonald are unavoidable, the group has a unique sound thanks to the instrumentation of the other half of the duo, Jeep (that's it, just "Jeep"). Produced by veteran Hawk Wolinski, the self-titled album is chock full of multi-format hits that should appeal to a wide range of demos.

Suggested Cuts

"Guaranteed For Life" is a hit. Look for both phone and sales reaction.

Label Comments:

"It's probably the best blue-eyed soul to hit in a long time," said Virgin's National Director of Album Promotion **Jeffrey Naumann**. "We're going after all formats with this cut — Pop Adult, Album Rock, Top 40 and Urban. We're extremely excited about the multi-format prospects of this one." According to Naumann, the band is best described as "Michael McDonald meets Stan Campbell with punch."



MOVIE SCORES

	TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1	FATAL ATTRACTION	7.7m	5807	55.5m	Soundtrack on GNP/Crescendo.
2	LIKE FATHER LIKE SON	4.3m	3348	20.0m	————
3	PRINCESS BRIDE	3.6m	5830	9.4m	Soundtrack on Warner Brothers.
4	SOMEONE TO WATCH OVER ME	2.2m	2509	5.7m	————
5	DIRTY DANCING	1.8m	1715	34.8m	Soundtrack & Medley/Warnes 45 on RCA.
6	SURRENDER	1.3m	1197	4.0m	Sondtrack on Varese Sarabande.
7	PRINCIPAL	1.3m	1100	16.8m	————
8	STAKEOUT	1.2m	1142	60.5m	————
9	BABY BOOM	1.2m	6102	3.1m	————
10	HELLO MARYLOU (PROM NIGHT II)	.9m	2657	.9m	————

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



WAVELENGTH

by Lenny Beer & Mike Murphy

Expect a call letter change at Nick Ferrara's WAJY N.O..... Steve Kelly's name is surfacing in the KBEQ K.C. rumor mill, also GM Don Peterson has resigned..... WKZL Winston-Salem appears to be leaning inside to Chuck Holloway for the PD opening..... Kevin Metheny is the new Station Mgr. at WFBC Greenville..... Todd Hensley is the new PD at KFQX Abilene..... Rumor has KX104's Randy Rhoades moving to KHTR St. Louis as MD..... Terry Young is out as

morning man at WCAU Philly..... New morning news woman at KJ103 Ok. City is Stacy Barton..... Happy B-Day to Jerry McKenna Interim MD at WXKS Boston, 10/19..... Former Y95 Dallas air talent Kemosabe Joe is looking and can be reached at 214-790-5364..... Congrats to WYKS Gainesville PD Geri Banta & wife on the birth of Alyssa 10/8..... Finally, our ARB analysis story was bumped this week (shows how heavy we are) & will run next week.

Whos debut single ships on Chrysalis October 19th?



Paul Carrack

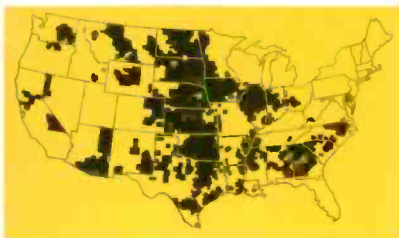
Don't Shed a Tear

Advertisement



I.R.S. TODAY

HURRICANE SEASON ARRIVES EARLY THIS YEAR



“Rain In The Summertime” Storming Onto Radio Airwaves

The Alarm's gale-force single "Rain In The Summertime" has hit radio airwaves. Reports are coming in from cities as wide-spread as Los Angeles, New York, Boston, Chicago, Dallas and Houston with listeners being blown away.

this powerful rain is just the preliminary to a full-blown hurricane due to hit October 19. The I.R.S./MCA hurricane task force says no station will be left standing. Prepare to take shelter in the depths of this new album from The Alarm. (See page 12.)

Further more, weather consultants are warning that

Whirlwind Tour In December

The Alarm will be crossing America with the strength of a tornado beginning December 1. 16 cities will be caught up in the storm.

The band will return to the states in early '88 for a complete North American tour. (See page 7.)

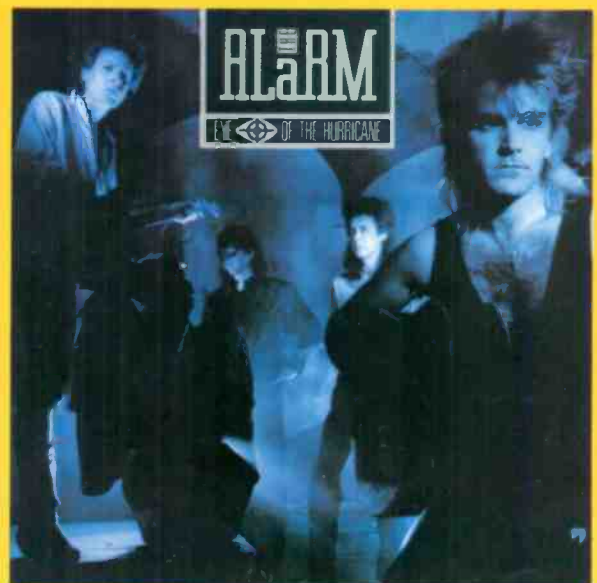


EXPERTS PREDICT MILLIONS OF DOLLARS IN SALES DAMAGE

Each Alarm record (1983 *The Alarm* EP, 1984 *Declaration* LP, 1985 *Strength* LP) has successively sold more records, garnered more AOR and CHR airplay, and benefited from more video airplay.

In April, 1986, The Alarm played live to 20,000 people at a UCLA free concert and in front of TV millions via the live satellite broadcast of the concert to 13 nations. MCA Home Video has been selling the free show, "Spirit of '86" ever since.

The rock atmosphere is evolving and all signs point to "Rain In The Summertime," lightning chart jumps, and thunderous fans. (See page 5.)



The Alarm's Eye Of The Hurricane LP/CS/CD hits October 19. Produced by John Porter and The Alarm. Engineered by Tony Platt. Mixed by David Leonard.

IFSC 42061



ORIGINAL
MOTION PICTURE
SOUNDTRACK
FROM THE JFG FILM

HIDING OUT

FEATURING

CATCH ME
(I'M FALLING)

PRETTY POISON

LIVE MY LIFE

BOY GEORGE

RUN! HIDE!

ALL THAT JAZZ

CRYING

**ROY ORBISON
K.D. LANG**

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LOLITA POP, SCARLETT & BLACK,
FELIX CAVALIERE, HUE & CRY,
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AND BLACK BRITAIN.**

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