

H

I

T

S

# HIGH FIVE

See Page 9

## WINNERS

### FLASHMAKERS

MICHAEL BOLTON (COLUMBIA)

AEROSMITH (Geffen)  
INXS (ATLANTIC)  
ELTON JOHN (MCA)

### CROSSOVERS

DEF LEPPARD (POLYGRAM)

SHANICE WILSON (A&M)  
NATALIE COLE (EMI/MANH)  
ICEHOUSE (CHRYSALIS)

### EARPICKS

PRINCE (P PARK/WB)

ROGER (REPRISE)  
PAUL CARRACK (CHRY)  
ELTON JOHN (MCA)

### BREAKOUTS

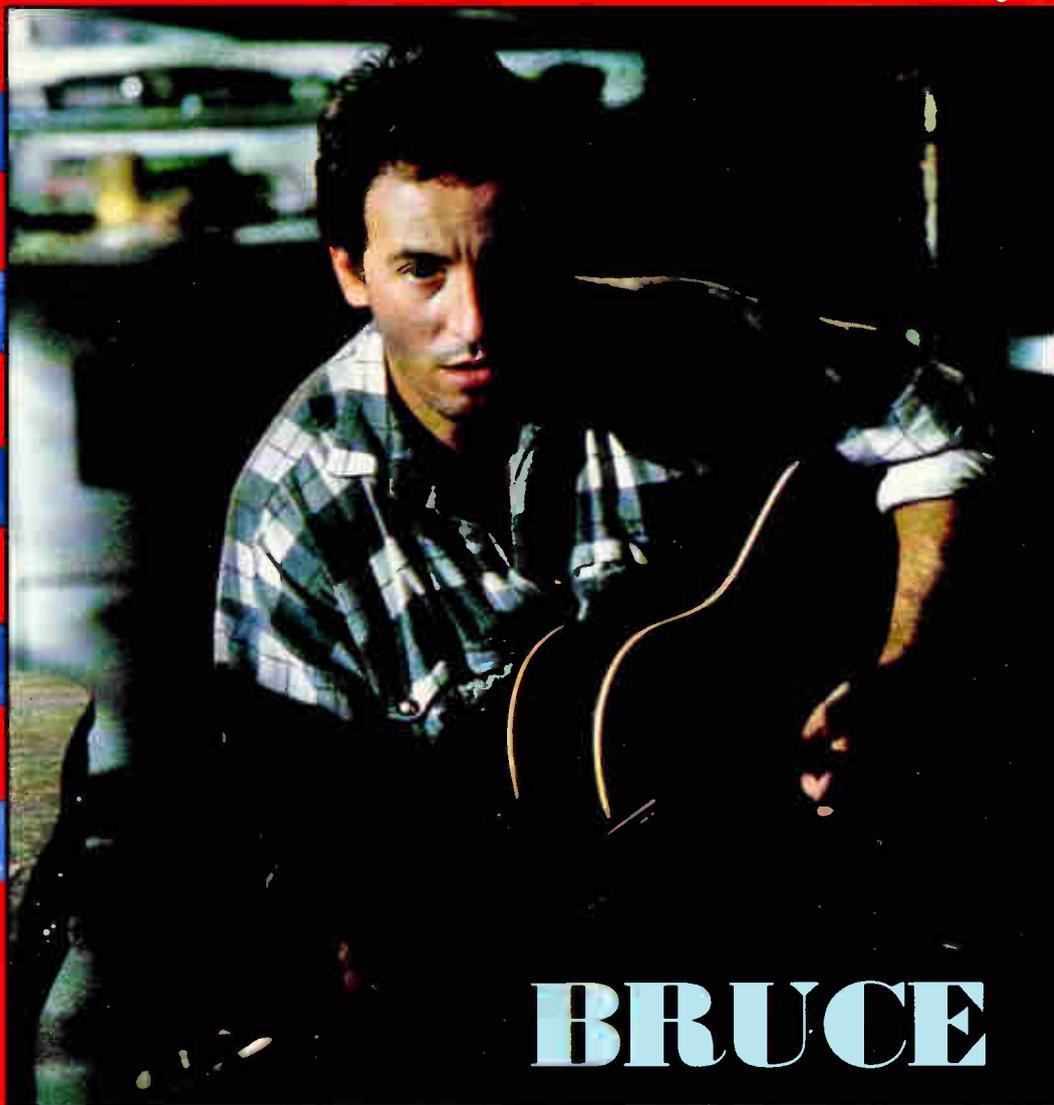
INXS (ATLANTIC)

ROBBIE ROBERTSON (GEF)  
BILLY JOEL (COL)  
TERENCE T D'ARBY (COL)

### WILDCARD

ROGER (REPRISE)

*Here it is, the crossover bal-  
lad smash you've been ask-  
ing for. A potential #1  
record. See Page 8 for  
details.*



## BRUCE

## HOT NEW RELEASES

ALARM "RAIN" IRS 53219

BANANARAMA "I CAN'T" London/PG 886 212-7

DEJA "YOU &amp; ME" Virgin 7-99422

EUROPE "CHEROKEE" Epic 34-07638

GENE LOVES JEZEBEL "MOTION" Geffen 7-28183

GO WEST "PARIS" Chrysalis 43191

MICHAEL JACKSON "THE WAY" Epic 34-07645

KISS "REASON" PolyGram 870 022-7

M/A/R/R/S "PUMP UP" 4th &amp; Bway 7452

DANNY WILSON "A GIRL" Virgin 7-99399

# HAZY SHADE OF WINTER **BANGLES**



Taken From The  
Original Motion Picture Soundtrack

## **LESS THAN ZERO**

On Def Jam/Columbia Records, Cassettes  
and Compact Discs (44042)

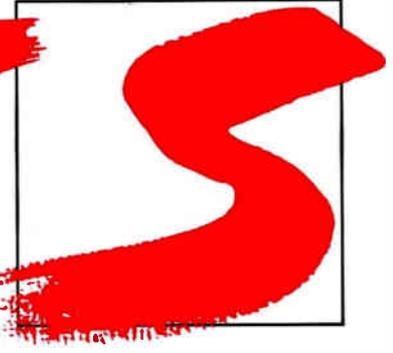
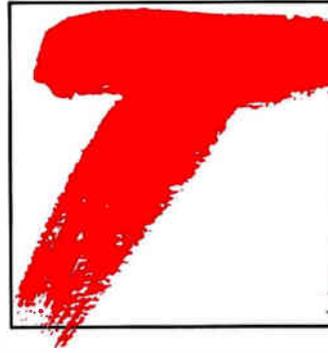
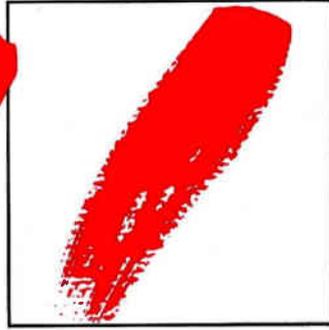
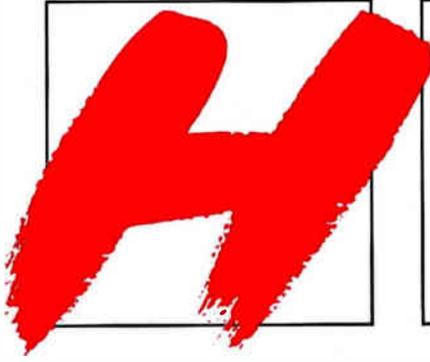
Produced by Rick Rubin



**EARPICKS WINNER!**

**THIS WEEK'S ADDS INCLUDE:**

**KDWB PRO-FM WKTU WLOL KITS PWR99 WRNO KXYQ WKSS KJ103 WKDD Y107 KZZU  
WSKZ WNYZ Y94 KFMV KOKZ WFXV SLY96 WDBR 95XXX WKPE WCKN KNIN WGRD**



**Headquarters:**

15477 Ventura Blvd.  
Suite 300  
Sherman Oaks, CA 91403

(818) 501-7900



Despite the hip facial hair, this hunk ain't no underassistant west coast promotion man, but the hottest crooner in pop, with pectorals to match.....Who needs Wham when you're happening with a sizzling new LP in "Faith" and a soon-to-be #1 smash in the title track, following up that paeaan to going one-on-one in the horizontal position, "I Need Your Sex?" George Michael's our man on the contents page this week.



# 4 SINGLES

*Tiffany is still #1 with her cover of Tommy James' "I Think We're Alone Now," but the Bill Medley/ Jennifer Warnes duet from Dirty Dancing is a close #2.*



# DIALOGUE

# 32

*Capitol's new Promotion V. P. John Fagot has made the big move cross-country and hit the ground running. Hits' Iain Blair tries to catch up.*

# 41

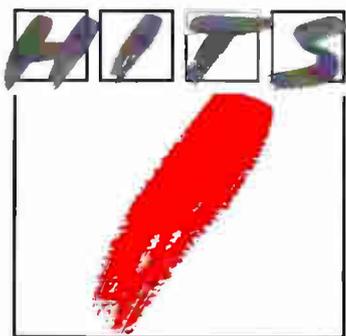
*Brian Phillips had his work cut out for him when he took over as P. D. at Cleveland's legendary WMMS to maintain the station's incredible ratings streak. Our own broadcast barometer Mike Murphy checks out the pressure at the home of the Buzzard.*



# 46 ALBUMS

*Bruce barely (and we mean barely) holds off the fast charge of the Dirty Dancing soundtrack. Billy Joel is breaking quickly. But, look out for George Michael and George Harrison, both of which just were hitting the street at presstime.*

<b>FLASHMAKERS</b>	<b>20</b>	<b>CROSSOVERS</b>	<b>28</b>	<b>REQUESTS</b>	<b>30</b>
<i>Bolton finally makes it.</i>		<i>Def Leppard, Shanice Wilson and more.</i>		<i>George Michael is enormous</i>	
<b>EARPICKS</b>	<b>36</b>			<b>BREAKOUTS</b>	<b>44</b>
<i>Prince and Roger.</i>				<i>INXS sells albums.</i>	
<b>FRONT PAGE</b>	<b>8</b>	<b>NEAR TRUTHS</b>	<b>16</b>	<b>FAR TRUTHS</b>	<b>17</b>
<b>LETTERS</b>	<b>19</b>	<b>NEW ARTIST</b>	<b>35</b>	<b>WAVE LENGTH</b>	<b>50</b>
<b>TOP TENS</b>	<b>42</b>	<b>MOVIE SCORES</b>	<b>50</b>		



# TOP FIFTY SINGLES

*It's still Tiffany, but not for long. The Medley/Warnes duet is breathing heavily down its back, and the fast-charging Belinda Carlisle and George Michael singles are not too far behind.*

*Our research points to the Michael single as one of the year's biggest hits, so look out above. We are also receiving instant sales and requests on the George Harrison 45.*

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	TIFFANY	I THINK WE'RE ALONE	MCA 53167	Gigantic single sales
4	2	MEDLEY/WARNES	I'VE HAD THE TIME	RCA 5224-7-RX	Monster soundtrack
3	3	BILLY IDOL	MONY MONY	Chrysalis 43161	Solid sales
8	4	BELINDA CARLISLE	HEAVEN IS A PLACE	MCA 53181	Will go one
2	5	MICHAEL JACKSON	BAD	Epic 34-07418	Title track
6	6	SWING OUT SISTER	BREAKOUT	PolyGram 888 016-7	European smash
5	7	FLEETWOOD MAC	LITTLE LIES	WB 7-28291	Slipping slightly
9	8	BRUCE SPRINGSTEEN	BRILLIANT DISGUISE	Columbia 38-07595	Lp still #1
7	9	MADONNA	CAUSING A COMMOTION	Sire/WB 7-28224	Falling
10	10	PET SHOP BOYS	IT'S A SIN	EMI/Manhattan 43027	Steady
16	11	RICHARD MARX	SHOULD 'VE KNOWN	EMI/Manhattan 50083	Gaining fast
11	12	LEVERT	CASANOVA	Atlantic 7-89217	Needs new single
26	13	GEORGE MICHAEL	FAITH	Columbia 38-07623	Will go one
20	14	WHITESNAKE	IS THIS LOVE	Geffen 7-28233	Hot single sales
19	15	JODY WATLEY	DON'T YOU WANT ME	MCA 53162	Gaining each week
17	16	CUTTING CREW	I'VE BEEN IN LOVE	Virgin 7-99425	Third single
18	17	POISON	I WON'T FORGET YOU	Enigma/Capitol 44038	Steady
21	18	DEBBIE GIBSON	SHAKE YOUR LOVE	Atlantic 7-89187	Breaking in sales
22	19	STING	WE'LL BE TOGETHER	A&M 2983	Spearheading huge Lp
24	20	PRETTY POISON	CATCH ME I'M FALLING	Virgin 7-99416	Hot urban
23	21	LOS LOBOS	COME ON LET'S GO	Slash/WB 7-28186	Increasing each week
29	22	R.E.M.	THE ONE I LOVE	IRS 53171	Turning Lp around
27	23	SQUEEZE	HOOR GLASS	A&M 2967	Breakthrough record
14	24	U2	WHERE THE STREETS	Island 7-99408	Peaked
28	25	MICHAEL BOLTON	THAT'S WHAT LOVE IS	Columbia 38-7322	Selling through now

(Based on a combination of sales and airplay)

# PRINCE

I  
COULD  
NEVER  
TAKE  
THE  
PLACE  
OF  
YOUR  
MAN



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

PWR106	add	WRCK	add
B96	add	Y94	add
WMMS	add	WLRW	add
KPLZ	add	WWFX	add
KWK	add	WNOK	add
WLOL	add	KOKZ	add
Z93	add	WJAD	add
FM102	add	WKQB	add
WQUE	add	WFMI	add
WGH-FM	add	KTMT	add
WNCI	add	OK95	add
WGYZ	add	WSPT	add
Y107	add	KNIN	add
WGFM	add	KZFN	add
WROQ	add	KBIU	add
WTLQ	add	WCGQ	add
Y106	add	WHHY	add
KSND	add	WPXR	add
WNNK	add	WTHT	add
WNYZ	add	WZLD	add
		WIGY	add

THE NEW SINGLE

From the double album *Sign 'O' The Times*  
Personal Management: Cavallo, Ruffalo & Fagnoli  
© 1987 Paisley Park Records





# TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
38	26	WHITNEY HOUSTON	SO EMOTIONAL	Arista AS 1-9642	Breaking fast
37	27	STEVE WINWOOD	VALERIE	Island/WB 7-28231	Lp hits this week
32	28	T.B. SCHMIT	BOYS NIGHT OUT	MCA 53137	Ex Eagle solos
30	29	WAWANEE	SUGAR FREE	Epic 34-07283	Steady
34	30	AEROSMITH	DUDE LOOKS LIKE A ..	Geffen 7-28240	Hot rock sales
35	31	TAYLOR DANE	TELL IT TO MY HEART	Arista 9612	Hot dance
33	32	YES	LOVE WILL FIND A WAY	Atco 7-99449	Steady
36	33	JETS	I DO YOU	MCA 53193	Breaking
39	34	STEVIE WONDER	SKELETONS	Motown 1907 MF	Gaining each week
40	35	GEORGE HARRISON	GOT MY MIND SET	WB/D. Horse 7 28178	Beatles magic
46	36	ELTON JOHN	CANDLE IN THE WIND	MCA 53196	Sweeping radio
43	37	DEF LEPPARD	ANIMAL	POLYGRAM 888 832-7	Hot rock & roll
42	38	BOURGEOIS TAGG	I DON'T MIND AT ALL	ISLAND 7-99409	Steady increases
44	39	JC MELLENCAMP	CHERRY BOMB	PolyGram 888 934-7	Taking off
41	40	WENDY & LISA	WATERFALL	COL 38-07243	Steady
25	41	KENNY G	DON'T MAKE ME WAIT	Arista 9625	Falling
48	42	INXS	NEED YOU TONIGHT	Atlantic 7-89188	Lp an automatic
12	43	EXPOSE	LET ME BE THE ONE	Arista 9618	Peaked
13	44	LISA LISA	LOST IN EMOTION	Col 38-07267	New single breaking
--	45	HEART	THERE'S THE GIRL	Capitol 44089	Third smash
15	46	HEART	WHO WILL YOU RUN TO	Capitol 44040	New single breaking
--	47	KANE GANG	MOTORTOWN	Capitol 44062	Breaking rapidly now
--	48	SHANICE WILSON	CAN YOU DANCE	A&M 2939	Hot urban crossover
--	49	LAURA BRANIGAN	POWER OF LOVE	ATLANTIC 7-89191	Gaining quickly
--	50	ICEHOUSE	CRAZY	CHYRSALIS 43156	Steady build

NEW ORDER (Qwest/WB)  
CURE (Elektra)

## NEXT UP

MEN WITHOUT HATS (PolyGram)  
ROGER (Reprise)

(Based on a combination of sales and airplay)

Please... Satisfy Your \* Females!



# CHER

## "I Found Someone"

Instant \*Female Reaction (18-34)  
Massive Media Exposure.  
Medium Rotation On MTV.

Impressive Recording History:

4—#1

8—TOP 10

3—TOP 15

7—TOP 40

# HITS

Produced By: Michael Bolton.  
Management: Bill Sammeth.

Available On Geffen Records, Tapes and Compact Discs

More Than Satisfied At:  
Cambridge One-Stop Boston #1 Selling Single

**FLASHMAKER!**

WXKS d 34  
WCAU d 35  
PRO-FM d 33  
KRBE  
KKBQ

WFLY  
100KHI  
WSSX  
KBFM d 38  
WJMX

KIXY  
KNIN  
WHSL  
KRNO 40-36  
KQCR

KFRX  
KWTO  
KDVV  
KCAQ d 34  
KZZU

KZFN d 40  
KIKX



# aerosmith

## "DUDE (LOOKS LIKE A LADY)"

FLASHMAKERS WINNER!

■-■ HITS TOP FIFTY SINGLES!

11-9 HITS TOP FIFTY ALBUMS!

#1 BREAKER DEBUT 36\* R&R CHR!

ONE OF THE MOST ADDED!

164/33 71%



**DENNIS LAVINTHAL**  
Publisher

**LENNY BEER**  
Editor In Chief

**TONI PROFERA**  
Senior Editor

**DAVID ADELSON**  
Vice President/Managing Editor

**FRANCIS LAMBERT**  
Director of Computer Operations

**MIKE MURPHY**  
Sr. Broadcast Editor

**PETER WALBERG**  
Art Director

**ANITA WEBB**  
Operations Manager

**DANNY OSTROW**  
**JON LESHAY**  
Research Editors

**MARK PEARSON**  
**MICHAEL ALLEN**  
**CARLEEN NELSON**  
**LISA KOS**  
**MARLA PERLMAN**  
**DAN FITZGERALD**  
**STACY WALLEN**  
**CHRISTIE OGLESBY**  
**TERRY MOSER**  
Research Assistants

**ROY TRAKIN**  
Features Editor

**JEFFREY BELL**  
Advertising Design

**IAIN BLAIR**  
**DANNY FIELDS**  
**JOHN SUTTON-SMITH**  
**RUTH ROBINSON**  
Contributing Editors

**DOUG BROWN**  
Creative Direction

**Radio Advisory Board**  
**MASON DIXON**  
Chairman

**DAVE ANTHONY**  
**DON BENSON**  
**DENE HALLAM**  
**KID LEO**  
**KEITH NAFTALY**

**COLOR WEST**  
Lithography

**EDITORIAL, ADVERTISING AND BUSINESS OFFICES:**  
15477 Ventura Boulevard, Suite 300, Sherman Oaks, California 91403. Phone: (818) 501-7900. **POSTAL INFORMATION:** Hits Magazine is published weekly, with 50 issues published per year, by Hits, Inc., a California corporation. **REPRINTS AND REPRODUCTION:** Copyright 1987 by Hits, Inc. All rights reserved. Reproduction or photocopying of material appearing in Hits Magazine is forbidden without written permission. Reprints may be ordered from 15477 Ventura Boulevard, Suite 300, Sherman Oaks, CA 91403. **STOCKING TIPS:** Call (818) 501-7900 or address subscription requests to Hits Magazine, 15477 Ventura Boulevard, Suite 300, Sherman Oaks, CA 91403. Single copy price: \$5.00. Subscription price: \$300.00 per year. All subscriptions payable in U.S. funds only. Please allow 2 to 4 weeks for new subscriptions to begin. **CHANGE OF ADDRESS:** Please allow 2 to 4 weeks for change of address to take effect. **POSTMASTER:** Send change of address to Hits Magazine, 15477 Ventura Boulevard, Suite 300, Sherman Oaks, CA 91403.

## More Shameless Hype

*How much more of this shameless self-hype can you take from Hits (Your #1 Source For Shameless Self-hype). Here's yet another photo of a hot band — MCA's The Jets — being forced to read this tasteless rag. But this is only the beginning! Every week we're going to bombard you with more of this crap — shove it down your throat until you can't take it anymore and then hit you with it again — die, die, die..... (Editor's note: Thanks, we needed that)*

## Pic Of The Week



## Hits Promotes Leshay, Ostrow

In a move that reflects both the growth of the magazine, and the important contributions of its two new executives, Hits has made two key promotions in its research department.

Stating, "Maybe if we promote these bozos, radio will actually talk to them," Hits Publisher Dennis Lavintal and Editor-In-Chief Lenny Beer have promoted Jon "Pass The Afro-Sheen" Leshay and Danny "Let Me Undo One More Button On My Shirt" Ostrow to the position of Research Editors. Both have burdened the magazine as Associate Research Editors since its inception.

"Besides," Lavintal added. "Our parking attendant Romeo didn't want the gig." Leshay, who is famous for

getting incredibly buzzed from one beer and high-fiving record company Presidents while walking around ranting: "Aren't the Rave-Ups a bitchin' band dude?" will continue to report to Lavintal and Beer.

Ostrow, who was born and raised in Beverly Hills, will continue to report to the guardian of his trust fund.

Commented Beer: "Who the heck are Ostrow and Leshay?"

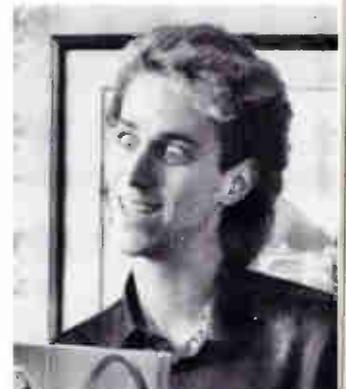
## WILD CARD

### ROGER (REPRISE)

*This giant Black smash has the ingredients for a swift pop crossover. It's a great song, it sells and pulls requests quickly. Exploding 33-20-14 at KMEL, 7-4 at WQUE, 29-20 KLUC, 8-2 KKDA, and picking up FM102 at #29, KROY at #30, KXX106 at #38 as well as KWSS, Z102, KMGX, KZZP and more. Take Fitzgerald, Ratner and Co's. calls. They have the goods!*



Danny Ostrow



Jon Leshay

# FRONT PAGE

C o v e r S t o r y

## Contenders To The Throne

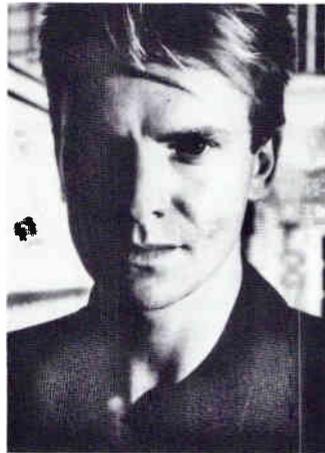
Equate it to a grueling, seemingly unending journey through the Himalayas before reaching the *Lost Horizon*.

Liken it to the intense training and hardship an Olympic athlete must face before standing on the podium to receive his or her *Gold Medal*.

For those of you with less imagination, compare it to the long drive through the desert that you have to make from Los Angeles before you reach *Las Vegas*.

The place we're talking about is the mecca of the music industry. It's where dreams are realized and where the real money is made. It's the difference between a hit and a mega-hit, between Platinum and Multi-Platinum. It's where the real superstars reside.

The place we're talking about is **The Top Five** of the Top 50 Albums chart (cue for



Sting — *He's A Contender.*

rousing crescendo by background musicians).

Now that we have all that hot air out of our system, here are the facts. The top five albums in the country are the *real* money makers. To reach this level means a project has a lock on Platinum and is more than likely about to sell multi-millions.

Getting to and remaining in the Top Five are the undisputed top priorities at the labels.

This week, the Top Five is occupied by **Bruce Springsteen** (#1), **Dirty Dancing** (#2), **Michael Jackson** (#3), **Whitesnake** (#4) and **Pink Floyd** (#5). Other long-term Top Five winners like **Whitney Houston**, **U2**, **La Bamba** and **Def Leppard** are slowing against the hot newcomers, but have scored big and are still pulling in those "staying power" sales. It's a royal court, to say the least.

But who are the future contenders to the throne? We've taken a look at the cumulative reports from both retail and radio to come up with the following future Top Five residents: **Sting** is a lock, checking in at #6 in only its third week. **Aerosmith** is headed higher and higher,

climbing to #8 this week, with a single that is snowballing at Top 40 and a red-hot video to boot. We're also looking at **John Cougar Mellencamp**, hanging at #10, with a new hit single building fast; **Billy Idol**, about to assault Top 40 with another single; and **Belinda Carlisle**, assuming the follow-up singles are as well-received as her current monster smash.

There's new product out that we're picking as potential Top Five contenders. **George Michael's** "Faith" seems a great bet, with some retailers even predicting #1; **George Harrison** has a real hit single and a chance to be the first former Beatle to hit the Top Five since **John Lennon's** "Double Fantasy." We also like the chances of Elektra's hard-rocking **Dokken** which has an unbelievable pre-release buzz at retail. That album ships next week.

## Dixon Named VP at Edens

Edens Broadcasting President **Michael Osterhout** has announced the promotion of Q105 Tampa's Operations Manager **Mason Dixon** to the Corporate position of Vice President. Osterhout told *Hits* (As always, Your # 1 Source To Tell Things To), "This promotion is in response to his ten years of service to the stations and acknowledges his excellent air work as well as his programming and management skills. We pride ourselves on being a



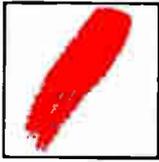
Mason Dixon — *Nice Beard.*

programming-intensive company featuring some of the best talent in the business."

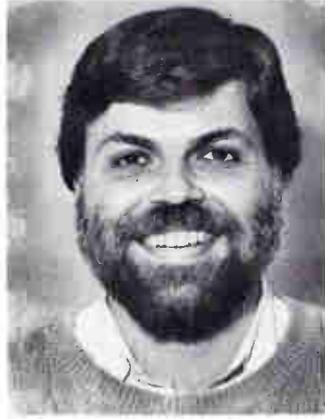
Dixon, who is best known as Chairman of the *Hits* (Your #1 Source For Chairman) Advisory Board, told us: "All my friends told me I had no shot at the Edens promotion when I agreed to become Chairman of the *Hits* Advisory Board. I guess Michael felt that I had gone through enough pain and humiliation, and I deserved another break."

## Sleeper

Among the stars **Mamie Van Doren** claims to have bedded down in her just-published autobiography, "Playing The Field: My Story," are **Johnny Carson**, **Rock Hudson**, **Elvis Presley**, **James Dean**, **Steve McQueen**, **Clark Gable**, **Burt Reynolds**, **Warren Beatty** and more, more, more, including such cartoon stars as **Felix The Cat**, **Huckleberry Hound** and **Yogi Bear**. Mamie also claims to have slept with the entire editorial staff of *Hits* magazine just to get this stupid item in our *News* section.....



## Beard Off



Remember way back in last week's issue when we ran two photos of MCA Sr. VP of Promotion **Steve Meyer** — an old one with a moustache, and a current one with a full beard? We asked you to vote which one you liked better and called the whole thing the "I'm For Anything That Covers Steve Meyer's Face" poll (yuk, yuk). Well the hotline was swamped with calls last week with overwhelming response for the full facial growth ("The more face hidden the better," said a co-worker who voted three times). So, we feel it's time to unveil the "Beard-Off." On the left is the winning Steve Meyer photo. On the right is the beard of new Elektra Sr. VP of Promotion **Brad Hunt**, who frankly needs as much exposure as he can get. Which beard do you like better? Call the "Promotion Man Beard Derby" hotline at (818) 501-7900. This started as a joke, but things are getting pretty hairy.

## Radio Rejects Cowboys

Several radio stations across the country have announced they will not be playing records by either **Willie Nelson** or **Kris Kristofferson** after the pair played a benefit concert for convicted activist **Leonard Peltier** at the Pacific Amphitheatre in

Costa Mesa, CA last week. Peltier, leader of the American Indian movement, was convicted in 1977 of the murders of two FBI agents. Special FBI agent Richard T. Bretzing of the bureau's L.A. office said he was "utterly revolted" by the concert.

## This Week On Top Of The Pops

### U.S.

Taylor Dane  
Pretty Poison  
Simon F.  
Stryper  
Tiffany



### U.K.

Bee Gees  
Pet Shop Boys  
Squeeze  
Style Council

Fridays On CBS-TV

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

## Kiss Support

The members of **Kiss** were on hand at the grand opening of Frederick's of Hollywood's bra museum. Busting with civic pride, the lads donated a red, 36-D bra tossed on-stage by a rabid female fan on the band's last tour. The mammary monument takes its place alongside such historical lingerie as the bra worn by **Mamie Van Doren** and the one sported by **Tony Curtis** in "Some Like It Hot." Members **Gene Simmons** and **Paul Stanley** puffed up their own chests and commented, "We salute you for providing a firm foundation for women's needs, and we join hands in this uplifting

cause by presenting you with what we call 'The Bra of the Unknown Woman.'" Are we obsessed or what?

## Beached



Here's the new morning team at 100KHI in Baltimore doing what they do best: sluffing off on the job. The trio were attempting to broadcast live from the beach when PD and morning squad leader **Hitman** (right) found a multi-syllable word he could understand. That's morning team members **Craig Helst** (l) and **Jill Heart** (center) looking on.

## Lick My Stamp

**John Lennon** and **Elvis Presley** are featured on postage stamps issued by the Caribbean islands of Antigua and Barbados. Lennon's is a 60-cent issue while Elvis' is a three-dollar stamp.

## Standing Tall



That's **WMMS Cleveland's Kid Leo** (center) and **WB Promo's Dale Connonee** (left) standing on milk crates to get in this photo with **Fleetwood Mac's Mick Fleetwood** during the band's recent Cleveland stop. Fleetwood is a favorite at the station, though all deny that the **WMMS buzzard mascot** and logo is modeled after the legendary drummer.

THIS IS

# THE REAL THING

# JELLYBEAN

FLASHMAKER!

## "THE REAL THING"

SECOND SMASH OFF  
HIS DEBUT ALBUM!

FEATURING STEVEN DANTE

B96 add

WHYT add

WCIL add

95XXX add

KBOS add

KYNO add

KEZB deb 30

KF95 deb 40

WHHY 28-19

WCAU 25-21

WFLY 35-31

HOT-194 38-33

BREAKING AT:

PWR106

HOT103

WXKS

KCPW

KXX106

WTIC

KITY

KMGX

WERZ

WRCK

KYRK

KFBQ

# PAUL CARRACK

## "DON'T SHED

## A TEAR"

FLASHMAKER!

EARPICKS WINNER!

Former Hip Clip

KROQ add

WXKS add

Y95 add

WCZY add

94Q add

Z93 add

WZPL add

KCPX add

KJ103 add

KXX106 add

Y107 add

WMMS deb 40

WMJQ deb 40

Y108

# ICEHOUSE

## "CRAZY"

CROSSOVERS WINNER!

DEBUT **50** HITS TOP FIFTY SINGLES!

Z95 add

KDWB add

WNCI add

Z94 deb 33

KXYQ deb 33

WLOL deb 40

WERZ 25-15

KROQ 23-20

WCAU 28-24

94Q 28-24

KCPX 33-24

KSND 32-24

WMMS 30-25

BREAKING AT:

WXKS

KEGL

KKBQ

KRBE

KPLZ

PRO-FM

KITS

KKRZ



# FRONT PAGE

## ON RECORDS By Lenny Beer

### The Crossover Question

It always seems that the most asked question by record execs regarding crossover product is, "When is the right time to go Top 40?" It is our observation of today's marketplace that the later you go, the better it is. The true crossover hit will have a strong base in sales and will also be pulling requests as the cross begins. When this is the case, the cross is accomplished swiftly and smoothly—first to those Top 40 stations that lean toward the format that the record is coming from, and then to the holdouts. On rare occasions, records appear that sell and light up the phones instantly. Most often, this occurs on records from a hit movie (**Medley/Warnes** RCA), a hit television show (**Billy & The Beaters** Rhino), or a gigantic video (**Europe** Epic). Otherwise, the word is **Wait, Wait, Wait!**

These rules hold especially true when crossing new artists from the Black/Dance market. The four classic cases that come to mind are Columbia's breakthrough with **Gregory Abbott** on "Shake You Down", Arista's first step in the creation of a superstar with **Whitney Houston's** "You Give Good Love," Atlantic's swift move on **Lever's** "Casanova" and MCA's perfectly-executed cross on **Jody Watley's** "Lookin' For A New Love." All of these Top 40 successes were achieved after the records were inside the national Top Ten on the black charts. And, all had the sales and requests to back up their demands for mass appeal play.

On the Pop/Adult crossover front, the move is also best achieved far into the record's development. And in this case, Top Five and even #1 status seems to be the call. **Elton John's** "Candle In The Wind" (MCA) exploded at Top 40 last week as it hit the top slot in the Adult market. Chart-topping status was also the key for **Carly Simon's** "Heartburn" theme (Arista), whereas **Dan Hill** (Columbia) really picked up steam inside the Top Five.

Finally, on Album Rock hits, the story is much different. It is by no means the chart positioning that can be used as a guide. The one and only factor that seems to signify potential success is **ALBUM SALES!** Hits by bands like **R.E.M.** (IRS), **Aerosmith** (Geffen) and **Def Leppard** (PolyGram) may start strong, but only close when major album movement exists. They *don't need* the massive volume airplay that takes one to the top of the album airplay lists. It is often a key video, concert success and press combined with the airplay that turns the trick. But even with the big airplay numbers, failure is the lot of the rock image record taken to Top 40 without major sales.



**Elton John** — *Crossover timing is the key.*

## I. B. Bad



### Ruling



**Richard Branson** — *Trying to get in the "Beard-Off" (see page 10).*

As the all important fourth quarter nears its final phase, we know that some marketing departments have been inclined to relax while some aggressive labels continue to go for the throat. **Aggressive fourth quarter strategies** have yielded massive returns in the past, and established tremendous first quarter momentum. The labels who continue their full-court press, are the ones who will rule..... Whole lotta rumors circulating 'bout the financial health of **Virgin U.K.** — mostly due to the stock crash that was equally as monstrous across the Atlantic. Well there simply ain't no truth to those stories, as we understand the company's about to announce record earnings. We can tell you there's a bit of restructuring goin' down with **Ten Records** (a Virgin label) topper **Richard Griffith** headed stateside to head up the U.S. Music Publishing wing.... Major label about to start a new Black music oriented label. Details to come..... Question: Now that **Sony** has bought the **CBS Records** Division, what's the real effect on the introduction of DAT in this country? Will Sony be deterred by the fierce opposition of current CBS brass?..... **Manhattan Records** is looking for a West Coast General Manager and A&R topper..... **Robert Nederlander**, for years a dominant force in Southern California concert promotion, is reportedly gearing for an entrance into the field of personal management. Is ICM's **Alex Hodges** one of the

prime candidates to help him?..... Look for a very high profile for the newly formed **Evergreen Entertainment Group** headed by industry vet **Michael Stewart**, real estate czar **Bruce Eichner** and former Lehman Bros. ruler **Henry S. Miller**..... **Chris Mekow**, leader of A&M's **Royal Court Of China** — who are currently on the **Coors** sponsored "Four Play" tour — has been actively demonstrating against Coors' involvement with the PMRC (big dollar donations and free office space)..... We hear **Bill Graham** not only demanded the egg-cream concession at **Jerry Garcia's** string of sold-out shows at Broadway's Lunt-Fontaine Theatre, but he also manned the booth himself for several performances..... Names in the rumor mill this week include: **Marc D'ean**, **Dave Urso**, **Michael Klenfner**, **Jimmy Jenner** and **Dolly's Ratings**.... and the beat goes on.

# BOURGEOIS TAGG



## "I DON'T MIND AT ALL"

The First Single From  
"YOYO"

## The New Album From BOURGEOIS TAGG

"Reacting very well on the phones! Upper demo females love this unique sounding record! It really stands out  
DAVE BAKER-MD, WJMX, FLDRENCE

"It's an obvious hit-extremely large female phones as well as other demos!"  
DEB PAARMAN-MD, KOQR, CEDAR RAPIDS

Produced by Todd Rundgren For Alchemedia Productions, Inc.  
In Association With Brent Bourgeois and Larry Tagg  
On Island Records, Cassettes and Compact Discs.



**BILL GRAHAM MANAGEMENT**

P.O. Box 1994, San Francisco, CA 94101 415 / 864 0815

## FLASHMAKER!

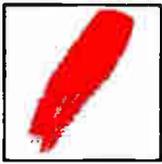
**42-38** HITS TOP FIFTY SINGLES!

WILDCARD 10/02/87

ONE OF THE MOST ACTIVE RECORDS

KJ103	add	WSKZ	deb	30	BREAKING AT:	
WBCY	add	WMMS	deb	37	WXKS	WTLO
WPST	add	KZOZ	deb	37	KEGL	KIKX
KSMB	add	WGFM	deb	39	Z94	KIYS
KRNQ	add	WRQN	deb	39	KPLZ	KQKQ
KFRX	add				KMEL	KTUX
KBIU	add	KAKS	13-9		KWSS	WERZ
WLS	add	KKRC	14-12		FM102	WOKI
WKEE	add	KATD	20-17		B100	Z104
WSPK	add	WJMX	27-20		KROY	
WBNQ	add	KQCR	25-20		KWOD	
WAZY	add	KUUB	27-21		WGH-FM	
CHED	add	95XIL	28-21		WNCI	
WFBG	add	KSND	27-23		KSAQ	
WPHR	add	94Q	31-27		WKDD	





# FRONT PAGE

## Alden Named VP At Elektra

Elektra Records has continued the restructuring of its Promotion department by naming **Rick Alden** to the post of Vice President, CHR Promotion. He reports to Senior VP of Promotion **Brad Hunt**. Alden, who's been National Promotion Director for the label, has been with Elektra since 1980. He had previously held promotion positions at RCA, Atlantic and Infinity Records.



**Rick Alden** — *What, no beard?*

## Brother Gibb, Can You Spare A Dime?

**Bee Gee** baby brother **Andy Gibb**, once riding on the top of the charts, filed bankruptcy papers in a Florida court this week, claiming debts of almost \$200,000. The singer reported assets of \$1,500, with a 1986 income of just \$7,755. He currently lives rent-free in Florida, playing guitars loaned to him by his brothers.

## Sheena's Vice

Singer **Sheena Easton**, last seen cavorting on-stage with **Prince** in his video, "U Got The Look," segues to the small screen as **Don Johnson's** wife-to-be in a four episode *Miami Vice* stint. Easton replaced the flurried actress **Lorraine Bracco**, who was forced to honor a December film commitment. The two-time Grammy winner was the second choice for the role.

## Cal And His Dogs



Anyone who has ever visited or lived in Southern California must know the man in the center. He's none other than the king of the used car salesman, **Cal Worthington**. Cal is pictured trying to unload a '79 Chevy Impala (with air conditioning, whitewalls, and power steering) on KPWR Los Angeles General Manager **Phil Newmark** (left) and KPWR morning man **Jay Thomas** (right). If you don't know who Cal Worthington is, we apologize for wasting your time with this photo caption (come to think of it, we apologize for wasting your time with this magazine).

## The Ladder

*A rundown of executives on the move.*



**Talbert**



**Fleming**



**Cohen**



**Sweret**

**Tony Powell** has been appointed Managing Director of MCA Records Ltd. Based in the London office, Powell will report to **Lou Cook**, Chairman of MCA Records Ltd..... **Hank Talbert** is the new Vice President, Promotion, Black Music Division. He will report to **Step Johnson**. Talbert was most recently at Hush Productions, where he served as Vice President. He previously held positions at Arista and Buddha Records..... **Laverne Fleming** has been appointed Black Music A&R Coordinator for Elektra Records. She had previously served as an assistant in the department..... **Mitchell Cohen** has been named Director A&R, East Coast at Arista. He has been with the label for ten years..... **Richard Sweret** has been named Director, A&R East Coast for Arista. He was previously Manager A&R, East Coast..... **Daniel Savage** is named Manager, Market Research for PolyGram

Records. He was previously Manager, Sales & Marketing for Request Television..... Capitol has named **Joan Meyers** Manager, Media & Artist Relations, East Coast. Meyer will be based in New York City, reporting to **Dorene Lauer**..... **Tom Cording** is the Manager of Press and Media Relations for Enigma Records. Cording comes to Enigma from Elektra New York, where he was Assistant Manager of Publicity. Cording replaces **Peter Holden** who is now a label representative for Enigma Europe in Amsterdam..... **Kris Sofly** has joined the staff of Jensen Communications' Music Division. She previously did a lot of different things in the music industry..... **Gwendolyn Smith** has been named Associate Director of West Coast Publicity for Hervey & Company Public Relations/Management Consultants. She reports to the firm's President **Ramon Hervey**.



**Savage**



**Meyers**

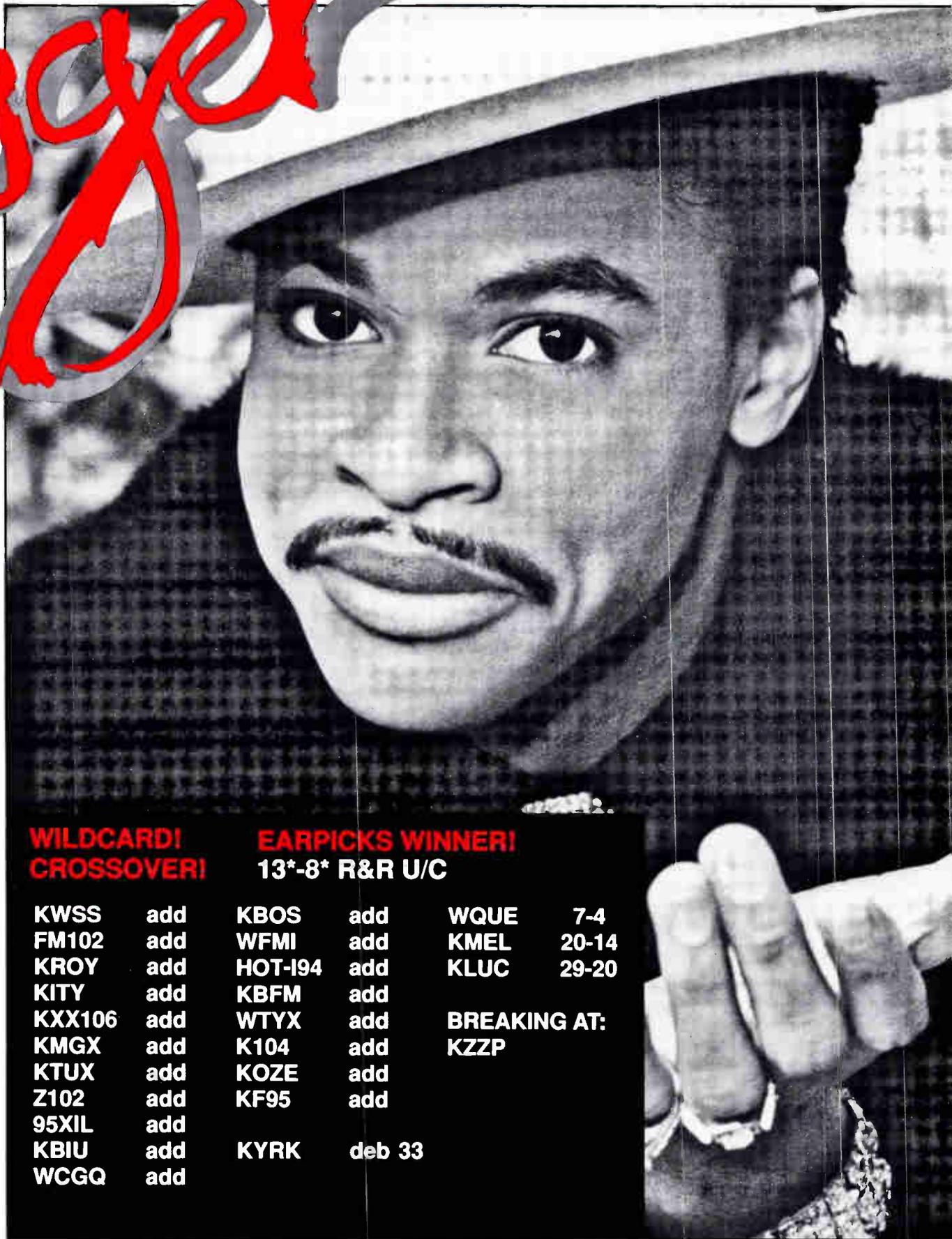


**Cording**



**Sofly**

# roger



**WILDCARD!  
CROSSOVER!**

**EARPICKS WINNER!  
13\*-8\* R&R U/C**

KWSS add  
FM102 add  
KROY add  
KITY add  
KXX106 add  
KMGX add  
KTUX add  
Z102 add  
95XIL add  
KBIU add  
WCGQ add

KBOS add  
WFMI add  
HOT-194 add  
KBFM add  
WTYX add  
K104 add  
KOZE add  
KF95 add

KYRK deb 33

WQUE 7-4  
KMEL 20-14  
KLUC 29-20

**BREAKING AT:  
KZZP**

The Sizzling New Single

## **"I Want To Be Your Man"**

Produced by Roger Troutman  
From The Forthcoming Album **Unlimited!**



© 1987 Reprise Records  
Management: Troutman Enterprises, Inc.



# NEAR TRUTHS

by Ruth Robinson, L.A.

OCT. 29: The body count was intense at PolyGram's bash to celebrate their new Burbank headquarters. Maybe anxious Angelenos wanted someplace to relax in an "Earthquake-proof" environment — an astonishing number of folks showed up. **Sue Sawyer** put a best guess in at "around 800 to 900." Seen milling around, the New York Brass — **Dick Asher, Bob Jamieson, Harry Anger, Dick Wingate, Jim Urie** — as well as Burbank Babes **Jeff Sydney, Bob Skoro, Michael Johnson, Lori Harbough** and **Ed Ekstine**, plus Elektra's **Peter Jay Philbin**, Arista's **Randy Gerston**, MCA's **Betsy Anthony**, PolyGram acts **Nia Peeples, Vanessa Williams, the Commodores** and **Animation**, whose lead singer **Cynthia Rhodes** doubles as a movie star. **Ramon Hervey**, Passport's **Marty Scott**, ICM's **Alex Hodges**, Michael Jackson's publishing heavy **Dale Kawashima**, attorney **John Mason** and fresh from the cover of *L.A. Times* mag, **Lee Phillips**, manager **Mike Cornley** and producer **Alan Clark**.... Meanwhile at the Palace, **Terence Trent D'arby** continued to draw the celebrity crowd. Watching him strut his

stuff — **Michael Bolton, Lisa Bonet, Jami Gertz, Justine Bateman, Randy Jackson, Wendy & Lisa, Billy Idol** and the **Bangles** joined CBS'ers **Bob Willcox, Ron Oberman, Jamie Cohen, Shelley Selover** and **Alan Oremen**.... at the Roxy, Atlantic's **White Lion** — who just nabbed the opening slot on the Kiss tour — played for an enthusiastic crowd that included **Robbin Crosby, Stephen Percy, Bobby Blotzer** and **Warren DeMartini** from **Ratt**, Atlantic's **Tony Mandich, Rock Allen Dibble, Nick Loft, Kim Komisar, Gary Kriss** from **Reckless**, **Tony Harnell** from **TNT**, **Keel's Mark Ferrari, Leif Garrett**, plus **Moon Zappa** who watched brother **Dweezil** and **Stephen Percy** hit the stage and help the band heat up the joint with a juicy version of **Z.Z. Top's "Tush."**

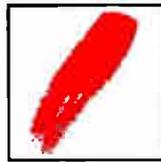
**RIPPED OFF:** Dark, dank and suitably Halloweenish, The Cat House was the scene of the RIP party where weirded-out wanna-be rock stars mixed with the real thing. Spied in the murk, jump-his-bones **Mike Reno** and the other **Loverboys Paul Dean, Matt Frenette, Scott Smith** and **Doug Johnson**, plus **Ratt** guys and **Jet Boys** posing with **Sly Stone**, the **Bangles, Lonn Friend, Larry Flint, Bryn Bridenthal, Michael Jensen, Sarah McMullen** and **Poison's manager Ron Smallwood.**

**ROCK STEADY:** After 23 years of rocking along, the **Whispers** finally picked up a platinum album and such a loyal following that they pulled 12,000 fans into the Amphitheatre in one night. Joining in the Universal triumph, **Solar chief Dick Griffey, Soul Train's Don Cornelius, California Speaker of the House Willie Brown, Solar's Hank Caldwell, Shalamar's Mickey Free**, and many, many

## Not There



Hits' **Lenny Beer** — He's not mentioned in this column.



# MUG SHOTS



**GEORGIA ON MY MIND** — Those gals from **Expose** sure do get around. Here, they press the flesh with some good ole boys from Savannah, GA station Z-102 before everyone jumped into a jacuzzi for a rate-a-record session with **Schmedrick Griswald**. Interspersed among the lovely lasses from the Arista Records recording group are the following Z-102 radio-heads, including, from left to right: **Scotty McFarland, Dr. Weis, Ray Williams, Al Roberts** and **Jerry Rogers**, the station's Vice President and General Manager. The third member of **Expose** was already in the hot tub.



**SAY GREEN CHEESE!** — MCA Records recording artists **Walk the Moon** were the center of attention at a **SBK Songs** listening party held in their honor to celebrate the group's debut elpee and its first single, "Daddy's Coming Home." The occasion marked the inking of the band to one of those much-coveted, long-term, exclusive worldwide co-publishing agreements **SBK** hands out to only the most deserving. Pictured from left to right are at least one ringer in **SBK Songs** tunesmith **Jeff Lorber**; **Walk the Moon's Natasha Shneider**, busy denying she's not married to **Boris Badonov**; **Walk the Moon's Alain Johannes** in priestly garb; and the lovely and talented **Pat Lucas**, Director of West Coast Operations for **SBK Songs**.



**UNDER THE BIG TOP** — No, this is not some carnival side-show, but another pit-stop on **SlashiWB Records** recording artists **Los Lobos'** pie-tasting U. S. tour. Here you see them judging the currant raisin competition at the State Fair in Fresno, CA, where they played a concert hosted by local radio station **B-95**. Seen hanging out with the band, a bearded lady and a two-headed calf are (far left) the **Real Don O'Neal**, **B-95 Music Director**; and (far right) **Barry Richards**, **B-95 Program Director**. In the middle are the carneys from **Los Lobos**, but you knew that.



# LETTERS TO THE EDITOR

## Schmedrick & Nathalie

Dear Schmedrick:

How can you not print a letter that starts "Dear Schmedrick?"

A thousand and one thanks to you for the update on Columbia's charismatic Nathalie Archangel! If anyone deserves a weekly picture in your fine publication, it's Nathalie. Cher? Yuck!! Please, keep us posted on her success in the Japanese songwriting contest.

Did you know Sound Warehouse used to sell Budokans? Oh, yeah.... Nathalie's new 12", "I Can't Reach You," ships to retail November 4th. Well, *somebody's* got to publicize her.

Thanks again again!

Charlie Masson  
Sound Warehouse  
Metairie, LA

*Schmedrick replies: The once and future proprietor of "Odds & Ends" wants you to know this is the first honest-to-goodness fan letter he has received to date and is absolutely tickled you share his interest in Nathalie Archangel. In fact, if you are interested in any steamy, illicit 8 X 10 glossies of Nathalie and myself in a Venice hot-tub, please send a stamped, self-addressed envelope c/o this magazine. Keep those cards and missives comin'..... Schmedrick Griswald lives and so does Nathalie Archangel!!*

Dear Lenny:

I want to thank you for the support in your *Hits* article, "On Records," in the October 26, 1987, issue.

I can't tell you how much the "Bad Boys of Boston" appreciate your good words.

Personal regards,  
Timothy J. Collins  
Collins Management, Inc.  
Cambridge, MA

*Lenny replies: Tim, this letter excites me almost as much as the Ginsburg nomination for Supreme Court, but at least now I can tell Dennis someone out there is reading "On Records." But, "Bad Boys of Boston?" That's a bit of an oxymoron, isn't it Tim?*

Dear Roy:

Thanks for sending me copies of *Hits* magazine. The article came out very nicely. I will make sure that Darryl receives a copy. Thanks again.

Sincerely,  
Jay Horwitz  
New York Mets  
Flushing, N.Y.

*Roy replies: Thanks for the kind words, Jay, but I sure wish the Mets front office would get to the business of finding a stopper for the bullpen rather than sorting through Darryl Strawberry's press clips. Oh, well, do make sure the Straw-man sees the piece before he's off to the Dodgers.*

Lenny:

New band— all girls— excellent record. Let me know what you think of Big Trouble!

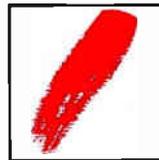
Thanks,  
Larry Douglas  
E/P/A  
L.A., CA

*Lenny replies: Set up an appointment for Schmedrick Griswald's cable show, "Jacuzzi Rate-A-Record" and we'll see if the group floats.*

---

**HITS Magazine  
Wants to Know  
What You Think!**

---



# FAR TRUTHS

by Danny Fields, New York

## Hero Hutchence



INXS — & Big.

This may very well be the season of INXS, and fueled by all the evidence pointing in that direction, Atlantic toppers **Dave Glew, Perry Cooper, Lou Sicurezza**, and members of the promo and publicity departments made the long haul up to Fairfield, Connecticut to see **Michael Hutchence** and his boys as they entered the second week of their big tour with a concert at magnificent Fairfield University. Big single ("Need You Tonight"), big album, big tour, big happiness all over the backstage area as record execs and Australian heroes embraced after a long time/no see.... Warner Burbank mighties **Carl Scott** and **Kenny Puvogel** joined their Rockefeller Center colleagues **Craig Smith** and **Valerie Goodman** in hosting a good, old-fashioned listening party for the new **George Harrison** album, "Cloud Nine." Held in the smartly furnished conference room, the party featured tons of food, in the WB tradition, including cold cuts, pasta, and the company's famous and beloved dessert, peanut butter brownies.... **Suzanne Vega** dominated the early part of the week in town, with a sold-out show at Radio City (her biggest headlining gig ever), followed by a riotous night at the Ritz. Backstage at Radio City it was mostly a family affair, while in the Ritz dressing room, with A&M's **Michael Leon, Lauren Zelisko** and **Michael Krumper** standing by and beaming, there was the added excitement of a visit from Broadway stars **Jerry Garcia** and **Bob Weir**.... The town is still talking about British comedian **Billy Connolly's** SRO show at the Vivian Beaumont theater. Managed by **John Reid** and **Steve Brown**, agented by **Elizabeth Rush**, and publicized by **Joe Dera** of R&C, Connolly is *hot*, with HBO looking to sew up a spe-

cial and a film deal, and record companies calling day and night.... The swiftly breaking **Bourgeois Tagg** was in Manhattan for a lunchtime concert at the Bottom Line, broadcast live by WNEW-FM. Island's **Lou Maglia, Bill Berger, Janet Kleinbaum, Chris Naimoli, Kathy Kenyon, and Joel Webber** were among the multitudes who dined on sandwiches and potato salad, as **Brent Bourgeois** and **Larry Tagg** and their boys entertained. Later on, they were themselves entertained by Maglia, Kenyon and Kleinbaum, who took them to dinner at the celebrated Bayamou Cuban restaurant on Broadway.... RCA and Jive saluted **Glenn Jones** for having such a big R&B hit with "We've Only Just Begun" with a party for the star at 20/20, **Ashford & Simpson's** excellent restaurant on West 20th Street. A buffet dinner (sesame chicken, shrimp, Swedish meatballs, cheeses and pates) lasted until midnight, with time out for a surprise set by Jones. On hand for this jolly evening were RCA's **Bob Buziak, Mike Becce** and **Butch Waugh**, and **Barry Weiss** and **Ann Carl** from Jive. Several artistes showed up, lending additional glamor, which is certainly what you get with the likes of **Chad, Kool Moe Dee** and **Genobia Jeter** in the room!



# STATSHEET

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
GEORGE MICHAEL	6.16	96	8	3	10	-	10
WHITNEY HOUSTON	4.88	70	2	0	8	10	6
STRYPER	4.78	6	0	0	9	2	1
GEORGE HARRISON	4.61	39	1	0	8	-	8
WHITESNAKE	4.60	62	12	3	10	10	9
ROGER	4.33	4	2	2	7	-	5
DEBBIE GIBSON	4.28	61	14	1	8	4	8
JODY WATLEY	4.14	48	16	9	7	4	8
STEVE WINWOOD	3.87	47	5	0	5	-	7
JC MELLENCAMP	3.87	30	1	0	5	10	5
RICHARD MARX	3.79	52	34	9	6	7	9
INXS	3.58	16	2	1	5	7	7
PRETTY POISON	3.50	34	21	11	8	-	8
TAYLOR DAYNE	3.49	30	3	1	5	-	5
JETS	3.46	37	2	0	6	6	6
STING	3.43	42	6	1	6	10	9
LAURA BRANIGAN	3.36	11	1	0	7	-	6
REM	3.27	30	14	7	5	9	8
AEROSMITH	3.20	20	3	2	8	10	7
MEN W/O HATS	3.13	6	2	2	9	-	2
YES	3.12	14	4	0	3	9	6
ELTON JOHN	2.96	9	1	0	7	3	3
BANGLES	2.75	2	0	0	4	-	-
STEVIE WONDER	2.68	20	1	1	3	-	8
MOTLEY CRUE	2.67	2	0	0	7	6	2
SQUEEZE	2.62	19	7	3	4	5	8
DEF LEPPARD	2.57	13	0	0	8	10	6
MICHAEL BOLTON	2.55	18	15	5	7	2	7
TIM SCHMIT	2.38	13	5	2	4	2	7
POISON	2.27	28	21	7	8	5	7
LOS LOBOS	2.27	23	18	8	2	9	7
SMOKEY ROBINSON	2.25	4	0	0	2	2	3
ALEXANDER O'NEAL	2.15	3	1	0	3	6	3
CURE	2.07	7	2	1	7	4	4
EARTH, WIND & FIRE	2.05	5	1	0	2	-	5
ICEHOUSE	2.03	7	0	0	4	3	1
NEW ORDER	2.00	7	3	2	4	6	5

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

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

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

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

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

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

# EUROPE



## Cherokee

34-07638

FOLLOWING "CARRIE" TO THE TOP  
"CARRIE"

34-07282

- #1 RADIO & RECORDS
- #1 THE GAVIN REPORT
- #1 BOBBY POE'S POP MUSIC SURVEY
- #1 HITS
- #1 FRIDAY MORNING QUARTERBACK
- #1 MTV VIDEO

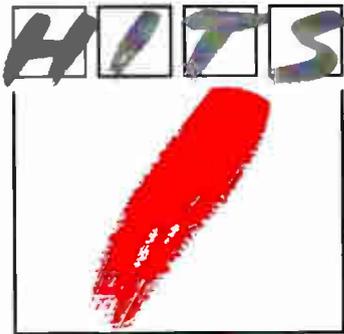


FE 40241

FROM THE DOUBLE-PLATINUM ALBUM, "THE FINAL COUNTDOWN."

ON EPIC RECORDS, CASSETTES AND COMPACT DISCS.





# FLASHMAKERS

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

*Michael Bolton has finally made his mark and is closing quickly with big phone action and sales developing. Next up are Aerosmith, an all around giant, INXS which is coming*

*home now with big album sales and Elton John-one we've been telling you about for some time.*

## **MICHAEL BOLTON LOVE COLUMBIA**

*Average Move: 2.55 Aggressives: 18*  
Former (and we mean a long time ago!) Wildcard pick is closing quickly now. New at WCZY, 99DTX, KUBE, PWR99.7, B97, Q105, KKRZ, 92X, WNVZ, WKSE, 98PXY, WRVQ, BJ105, WKSI, 93Q, KCAQ and many more. Hot jumps at WPGC 9-7, WXKS 5-4, WLOL 17-10, KDWB 11-7, KMEL 8-5, PRO-FM 14-10, KWSS 8-7, B100 11-10, Y107 17-8, KCPX 10-9, WKDD 3-2, WBBQ 8-5, WPST 5-4, KRBE 30-25, B94 20-13, KCPW 28-23, WQUE 18-13, WKTI 29-25, KWOD 19-15, B104 29-25, WMJQ 29-23, KXX106 36-31, FM100 21-17, KZOU 21-11 and KIKX 25-19.

## **AEROSMITH DUDE GEFEN**

*Average Move: 3.20 Aggressives: 20*  
Big album sales, huge phone action, giant video play and solid moves are propelling this smash to the top. Adds at WEGX, 99DTX, KZZP, KWSS, B97, KITY, WTIC, K98, WAPI, Q100, WBCY, Y106, KCPX, KRQ, WBBQ, Z104 and many others. Jumps 8-5 KJ103, 13-10 WKSI, 35-26 KEGL, 28-21 WCZY, 25-19 KRBE, 26-21 KKBQ, 18-14 B94, 21-16 PRO-FM, 35-31 KATD, 23-19 WRNO, 27-21 WGH-FM, 29-22 Y107, 36-32 WTLQ, 37-31 Z102, 38-32 WRCK, 38-33 KZOU, 20-16 WERZ and 31-27 WNNK.

## **INXS NEED YOU ATLANTIC**

*Average Move: 3.58 Aggressives: 16*  
Making big gains this week as the album hits the street big. New at KIIS, WCAU, KKBQ, KRBE, Z93, PRO-FM, WKSS, KITY, WZPL, WFLY, WKZL, WROQ, WTLQ, WDJX, WGTZ, KCAQ, KQKQ, KZOU, WOKI, Z102, WAPE and more. Hot at KROQ 9-5, KITS 9-6, Z95 31-23, B96 32-25, WMMS 40-33, WKTI 22-17, WRNO 27-23, KCPX 39-30, WNNK 37-32 and WNYZ 40-36. Debuts for Y95, 99DTX, WXKS, KPLZ, KMEL, WLOL, KXYQ, WGH-FM and KSAQ.

## **ELTON JOHN CANDLE MCA**

*Average Move: 2.96 Aggressives: 9*  
For weeks we've been telling you about this smash that continues to dominate the Pop/Adult charts and make giant moves at Top 40. Just a few of this week's believers include Y95, WAVA, Q107, Z94, KPLZ, KUBE, B94, KHTR, PRO-FM, FM102, KWOD, KOY, KATD, WKTI, KXYQ, B104, WZPL, KCPX, WBCY, WGF, WKSI, WKZL, KQKQ, KSND, WAPE, WERZ, WPST, WRQN, WXLK, Z102 and Z104. Early jumps: 14-9 KIMN, 28-20 B100, 26-21 Q105 and 30-25 WBBQ.

## **HEART GIRL CAPITOL**

Strong second week action for this third single from their current album. Closing quickly with adds at WCZY, KDWB, WLOL, 94Q, PRO-FM, Q105, KSAQ, WTIC, K98, 98PXY, FM100, KJ103, WBCY, WFLY, WROQ, WTLQ, WKZL, KCAQ, KRQ, KTUX, WAPE, WBBQ, WERZ, WOKI, WRCK, KIYS and more. Jumps at KCPX 35-31, WEGX Deb 30, WCAU Deb 39, Z94 Deb 34, KUBE Deb 28, B94 Deb 28, WRNO Deb 29, B97 Deb 30, KWSS Deb 35, KXYQ Deb 34 and KKRZ Deb 35.

## **KANE GANG MOTORTOWN CAPITOL**

New act continues to make gains with major market airplay and requests. This week's believers include WCAU, KXX106, WBCY, KIKX, KZOU, OK100, KBOZ, KBOS and KKXL. Jumps 28-24 Z94, 26-20 WMMS, 23-18 KITS, 34-29 WFLY and 39-35 WGF. Debuting for K98, Q100, KCAQ and KTUX.

## **BOURGEOIS TAGG DONT MIND ISLAND**

Beginning to generate phones with the help of a hot video in rotation. New this week at KJ103, WBCY, WPST, KSMB, KRNO, KFRX and KBIU. Jumps 34-30 WCAU, 39-34 WLOL, 31-27 94Q, 33-29 WKZL and 27-23 KSND. Breaking at WMMS, WGF, WSKZ, WRQN and WBBQ.

## **LAURA BRANIGAN POWER ATLANTIC**

*Average Move: 3.36 Aggressives: 11*  
Multi format hit is closing steadily with new action this week at KKBQ, KATD, WTIC, KXX106, KTUX, Y93, WVSR, KFRX, WKPE, KWTO, KBOZ, KQIZ, KCMQ, KKYK and WANS. Jumps 10-8 WXKS, 38-30 KRBE, 38-33 WCZY, 27-22 94Q, 35-31 B100, 32-26 KCPX, 40-35 WTLQ, 33-29 WDJX, 37-33 WGTZ and 26-16 WBBQ. Breaking big at WHYT, KMEL, KDWB, Z102, WRCK and Z104. Generates lots of upper demo phones!

## **PAUL CARRACK DONT SHED CHRYSALIS**

Earpicks winner for the last several weeks and spreading across the country quickly. Adds include KROQ, Y95, WXKS, WCZY, 94Q, Z93, WKSS, WZPL, KXX106, KCPX, KJ103, Y107, KSND, Z104, WRCK, KAKS, Y94, OK100, WAFX, KFM, Y, KDON and KEYJ. Moving at WROQ 40-36, WMMS Deb 40 and WMJQ Deb 40.



**Danny Wilson**  
**"A Girl I Used To Know"**

From the LP  
Meet Danny Wilson.  
Produced by  
Howard Gray,  
David Bascombe,  
Allan McGlone  
and Danny Wilson.

**ON YOUR DESK NOW!**

*Singles*

**Déjà**  
**"You & Me Tonight"**  
**(All Night Long)**

From the LP  
Serious.  
Single produced by  
Eban Kelly  
and Jimi Randolph.



**ON ALREADY AT:**  
**KMEL KXX106**  
**Z93 Y106**  
**B96**

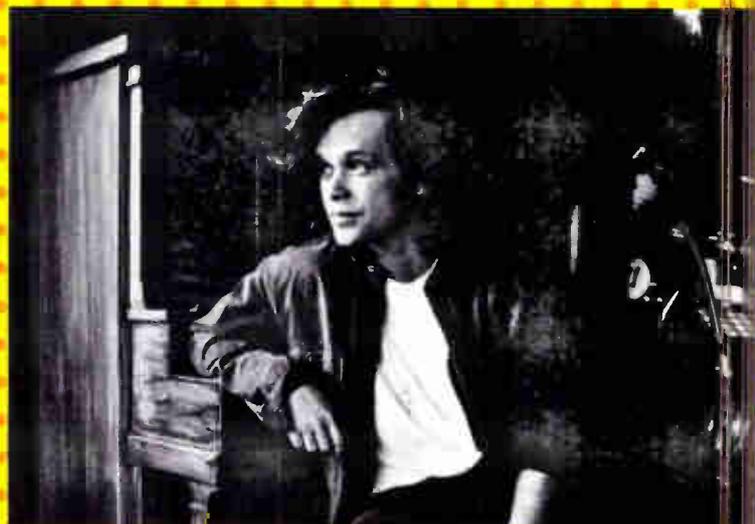
# DEF LEPPARD

## ANIMAL



# JOHN COUGAR MELLENCAMP

## CHERRY BOMB



### CROSSOVERS WINNER!

■ HITS TOP FIFTY SINGLES!

■ HITS TOP FIFTY ALBUMS!

Z100	add	Z95	25-19
WCAU	add	WGH-FM	26-19
Y100	add	Q105	30-25
PRO-FM	add	WMMS	37-31
PWR99	add	KSND	14-11
WAPI	add	KXYQ	16-13
KJ103	add	WROQ	18-14
WKZL	add	KZZP	22-19
G105	add	WKSI	24-20
WBBQ	add	WTLQ	26-22
WSSX	add	KWK	27-23
WKQB	add	K98	26-23
JET-FM	add	WKTI	28-24
Q98	add	WSKZ	27-24
WZOK	add	KPLZ	29-25
WYKS	add	KTUX	29-26
KCMQ	add	KZOU	32-27
KWNZ	add	Y106	36-31
		WRQN	35-31
		KRBE	37-34

#### HOT SALES AT:

- #3 Camelot/Natl
- #5 Benel/East Coast
- #5 Vinyl Vendors/Detroit
- #5 Pro One-Stop/Tempe
- #7 Target/Natl
- #7 Warehouse/Natl
- #8 Zips/Tucson
- #9 Turtles/Atlanta
- #9 Wall To Wall/Philadelphia

### 44-39 HITS TOP FIFTY SINGLES!

■ HITS TOP FIFTY ALBUMS!

#1 ALBUM NETWORK POWERCUTS!

WCAU	add	KWK	17-9	KKRZ	32-26
Q102	add	WKZL	20-13	Y108	29-26
Q105	add	Z94	24-15	WGFM	31-26
WKTI	add	KQKQ	19-16	WKSI	29-26
94Q	add	WXLK	20-17	WRQN	30-26
KWSS	add	WERZ	28-19	WGH-FM	31-27
B100	add	WBCY	26-22	KPLZ	34-29
WMJQ	add	WMMS	29-23	WBBQ	34-29
KIMN	add	B94	27-23	WOKI	32-29
B93	add	WZPL	27-23	KIKX	40-30
WGTV	add	WRNO	28-24	KZZU	33-30
Z102	add	PRO-FM	29-26	KXYQ	34-31
				WTIC	34-31
				WCZY	36-32
				WLOL	37-32
				KSND	37-32
				WTLQ	39-33
				Q100	37-33
				WROQ	37-33
				WFLY	38-35
				KTUX	38-35

#### HOT SALES AT:

- #5 Transcontinent/Buffalo
- #5 Karma/Indianapolis
- #7 Strawberries/Boston
- #7 Streetside/St Louis
- #8 National Record Mart/Pittsburgh
- #9 Musicland/Natl
- #9 Target/Natl
- #9 Harmony House/Detroit
- #9 Lieberman/Mt Laurel
- #9 Lieberman/KC
- #9 Buzzard's Nest/Columbus
- #10 Warehouse/Natl
- #10 Flipside/Chicago

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)	Lp SALES (1 to 10)
JC MELLENCAMP	3.87	30	10

# MEN WITHOUT HATS

## POP GOES THE WORLD

### FLASHMAKER!

WXKS	add	KSAQ	add	KKXL	add	KATD	7-4	WGH-FM	28-22	BREAKING AT:	
KZZP	add	KXX106	add	WZLD	add	KITS	8-5	KRBE	35-26	KDWB	WKSI
KWOD	add	WFLY	add	WAZY	add	KWK	23-19	WMMS	35-27	KCPX	Y106
		95XIL	add	K104	add	KMEL	29-22			BJ105	KTUX
		KDON	add								

# BANANARAMA

## I CAN'T HELP IT

FOLLOW UP TO TOP 5 SMASH!

READY TO EXPLODE!

# CURIOSITY KILLED THE CAT

## DOWN TO EARTH

BREAKING AT:

KITS	KFBQ	KIKX	KSND	KFMY	KQIX
------	------	------	------	------	------

# RUSH

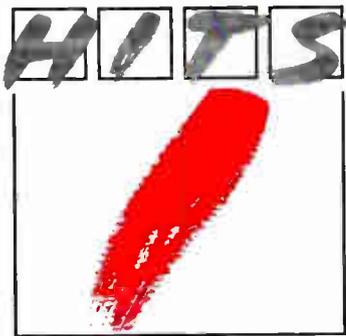
## TIME STANDS STILL

**17** HITS TOP FIFTY ALBUMS!  
#6 ALBUM NETWORK POWER CUTS!

KIYS	add	WMJQ	deb	39	KEGL	31-28
OK100	add				KXYQ	35-32

BREAKING AT:  
 WMMS KIXY  
 KDWB KTRS  
 WRNO WJET  
 WROQ KDWZ  
 WTLQ

PolyGram Records  
\*\*\*\*\*



# FLASHMAKERS

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

## NEW ORDER TRUE QWEST/WB

*Average Move: 2.00 Aggressives: 7*  
 Last week's Wildcard pick is making its way through the system with new support from B96, WAVA, WL0L, Q106, B97, 92X, K98, WGTZ, Z102, SLY96, WDBR, WKFX, WQCM, KIKK, WIGY, WANS and WCGQ. Jumps 9-7 KMEL, 36-29 WCAU and 25-19 KATD. Strong debuts for Y95, WXKS, Z93, KITY, WFLY, KEZB, KMGX, KSND and KIKX. 12" remix is hot on the air and in the clubs across the country.

## MEN WITHOUT HATS POP POLYGRAM

*Average Move: 3.13 Aggressives: 6*  
 Solid requests and big jumps lead the way. New action this week at WXKS, KZZP, KWOD, KSAQ, KXX106, WFLY, 95XIL, KDON, WZLD and KKXL. Hot moves at KITS 8-5, KATD 7-4, KRBE 35-26, WMMS 35-27, KMEL 29-22, KWK 23-19 and WGH-FM 28-22. Debuting for KPLZ, WTLQ and KZZU. Lots of teen phones everywhere this single is played and tested.

## ERIC CARMEN HUNGRY RCA

Second single from the hot soundtrack continues to pick up major market action and is many programmers' pick to click. New at WCAU, WXKS, KRBE, WHYT, KWK, FM102, KATD, 92X, BJ105, WKZL, KZZU, WNNK, KIYS, WWFX, WQUT, WKQB, WCGQ, WANS and OK95. Jumps 34-30 WCZY, 29-25 KCPX and breaking at B100, WKSI, WXLK and WERZ. Phones are beginning to light up for this cut.

## THE CURE HEAVEN ELEKTRA

*Average Move: 2.07 Aggressives: 7*  
 Making significant gains each week with requests building. Adds at Y95, KPLZ, WKSS, K98, BJ105, KIYS, WOKI, KQIX, KQIZ, KIXY and WSPT. Jumps at KITS 4-3, WCAU 33-27, Z93 34-30, WGH-FM 36-30, WPST 23-18 and KZOU 40-36. Debuting for WXKS, Q100, WROQ, WRQN, Z104 and WNNK. New promo staff wants this one.

## BANGLES HAZY COLUMBIA

*Average Move: 2.75 Aggressives: 2*  
 Great Simon & Garfunkel cover picks up momentum this week and is already pulling requests. New support from KDWB, WL0L, PWR99, KITS, PRO-FM, WKTI, WRNO, KXYQ, WKSS, KJ103, WKDD, Y107, KZZU, WSKZ, WNYZ, Y94, KFMY, KOKZ, WFX, SLY96, WDBR, 95XXX, WKPE, WCKN, KNIN and WGRD. Breaking at KROQ Deb 30, KKBQ Deb 27, WGF, Deb 38 and KZOU Deb 38.

## STRYPER HONESTLY ENIGMA

*Average Move: 4.78 Aggressives: 6*  
 Power ballad is spreading quickly with new action this week at KXX106, KDWB, WRQN, KTUX, WGF, WJMX, WPFM, WJAD, KWTO, WIKZ, KQCR, KKYK, WFMI, WANS, KNAN and others. Early jumps include 36-28 KRBE, 25-18 WGH-FM, 35-30 KSND, Deb 28 KKBQ and Deb 36 K98. Giant teen requests here.

## PRINCE NEVER P. PARK/WB

Fourth single from the double album is breaking big with out of the box adds at PWR106, B96, KPLZ, WMMS, WL0L, Z93, KWK, FM102, WQUE, WGH-FM, WNCI, WGF, WTLQ, Y106, WGTZ, WROQ, Y107, KSND, WNNK, WNYZ, WRCK and many, many more.

## CHER SOMEONE GEFREN

Album hits the streets this week as the single is spreading with major market action. Picking up speed with support from KKBQ, KRBE, WFLY, KIKX, KZZU, KEYJ, WJMX, KFRX, KWTO, KNIN, KQCR, WSSX and KIXY. Breaking at WCAU Deb 35, WXKS Deb 34, PRO-FM Deb 33 and KCAQ Deb 34. Generating phones and early sales.

## MICK JAGGER THROW COLUMBIA

Second single from his current album picks up out of the box support from KRBE, WCAU, WMMS, WGH-FM, Q100, KXYQ, WAYS, WDBR, WQUT, KHYT, WPFM, WCKN, WHY, Q104, WIGY, KNAN, KTMT and OK95. New video soon to be released.

## JELLYBEAN REAL CHRYSALIS

Second release from his current album is breaking big in the clubs and crossing Top 40 with adds at B96, WHYT, KXX106, WCIL, 95XXX and KBOS. Early jumps include 25-21 WCAU, 35-31 WFLY and Deb 30 KEZB.

## MR. MISTER BORDER RCA

Follow up single is developing with major market support and a new video in rotation. Adds this week include KRBE, WMMS, WRNO, WNYZ, KIYS, 95XIL, WFX, WJMX and 95XXX.

## MIAMI SOUND MACHINE CAN'T EPIC

First ballad from their current album scores with out of the box action at Y100, WL0L, KKRZ, KCPX, WFLY, KCAQ, KSND, KTUX, WRCK, KAKS, Y93, WKZQ, KEYJ, WJMX, KTRS, KZOZ, WQCM, WINK, KQCR, KNAN and KTMT.

# NATALIE

## CROSSOVERS WINNER!

30\*-25\* R&R A/C!

24\*-19\* R&R U/C!

KIIS	add	WZKX	add
B96	add	KIHK	add
KRBE	add	KBOZ	add
Z94	add	WINK	add
WPGC	add	WIGY	add
KPLZ	add	KKRD	add
KMEL	add	HOT	I-94
KATD	add		
KWOD	add	B100	deb 35
WGFM	add	KKRZ	deb 37
Y106	add		
WBBQ	add		
WERZ	add		
WXLK	add		
WNOK	add		

*I Live For Your Love*

"Superb programming ballad... Perfect for the holidays!"

JOE BOHANNON- MO, B96, CHICAGO

"Big time ballad! This one will light up the phones! I love it!"

JACK SILVER-MD, KIIS-FM, LOS ANGELES

"Upper demo female monster! Great follow up to 'Jumpstart'! Should be Top 5!"

SEAN LYNCH-PO, KKRZ, PORTLAND

**T**HE 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

KIKX	deb	38	BREAKING AT:		
WNYZ	deb	38	WCAU		
WFLY	deb	40	WXKS		
			WUSL		
G105	29-21		PRO-FM	KXX106	
Q106	30-27		KWSS	Q100	KTUX
WGCI	36-32		FM102	WKDD	KZZU
KCPX	37-34		KITY	WKSI	WRCK

# COLE



# MICK JAGGER

## Throwaway



Watch for Mick's Hot new video!

**FLASHMAKER!**  
**EARPICKS WINNER!**  
**# 12 ALBUM NETWORK POWER CUTS!**

WMMS	add	KXYQ	add	WQUT	add	WIGY	add
WCAU	add	Q100	add	WPFM	add	KNAN	add
KRBE	add	WBBQ	add	WCKN	add	OK95	add
WGH-FM	add	99WAYS	add	Y102	add	KTMT	add
		WDBR	add	Q104	add	KHYT	add

# TERENCE TRENT D'ARBY

## If You Let Me Stay

26\*-21\* R&R U/C!

Whether he's live or on record...  
 Terence has got the goods!

**CROSSOVER!**  
**EARPICKS WINNER!**  
**BREAKOUTS WINNER!**

Z94 add  
 WGH-FM add  
 K98 add  
 95XXX add

WFXX add  
 KTRS add  
 I-94 add  
 KJQ add  
 WBAM add

KMGX deb 35  
 KRBE deb 37  
 WTLQ deb 40  
 WXKS 35-31  
 WPST 37-34  
 PWR106 38-35  
 WERZ 39-36

**BREAKING AT:**  
 HOT103 WKSS  
 WGCI WMJQ  
 KKDA KXX106  
 WUSL KIKX  
 KMEL WNNK  
 PRO-FM Z102  
 FM102 WNYZ  
 KKRZ  
 KATD  
 WQUE

# MICHAEL BOLTON

## That's What Love Is All About

**FLASHMAKERS WINNER!**  
**■-■ HITS TOP FIFTY SINGLES!**  
**5\*-3\* R&R A/C!**

WCZY	add	KKRZ	add	WKSE	add
99DTX	add	PWR99	add	93Q	add
KUBE	add	92X	add	98PXY	add
Q105	add	WNVZ	add	WRVQ	add
B97	add				

BJ105 add  
 WKSI add  
 KCAQ add  
 WKDD 3-2  
 WXKS 5-4  
 WPST 5-4  
 KMEL 8-5  
 WBBQ 8-5  
 WPGC 9-7

# EARTH, WIND & FIRE

## System of Survival

Top 10 Urban airplay that's crossing fast-  
Album now in store!

**CROSSOVER!**

Y106 add  
WNNK add

Z102 deb 33  
KWOD deb 35

WTIC 31-28  
KITY 34-30  
KMGX 34-31

**BREAKING AT:**

PWR106  
HOT103  
WXKS  
KKDA  
KRBE  
WHYT  
WUSL

WPGC  
KATD  
KROY  
WKSS  
KCAQ  
WNYZ

11\*-7\* R&R U/C!

WGCI 22-16  
KMEL 31-27  
WCAU 35-28

# LOVERBOY

## Love Will Rise Again

Taken from the Columbia Lp: "Wildside" 40893

**WCAU add**

KTUX add

KZZU add

WKZQ add

KQIZ add

KEYJ add

WOMP add

99KG add

KFMW add

# LISA LISA AND CULT JAM

FEATURING FULL FORCE

## Someone to Love Me for Me

**BREAKER R&R U/C!**

Another Chart-Topper from the  
Platinum-Plus Lp: "Spanish Fly" 40477

WGCI add

HOT105 add

KZOU deb 32

**BREAKING AT:**

WXKS Q100  
WUSL KMGX  
PWR99 WBBQ  
KXX106 WNYZ  
WRCK

WQUE 28-20

KWK 33-26

KITY 33-26

WTLQ 37-31

Columbia



© 1987, CBS Inc.



# CROSSEOVERS

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

**Def Leppard** is closing quickly with giant sales and requests leading the way. **Shanice Wilson** is huge in the clubs and spreading quickly. **Natalie Cole** is scoring big with her strong

ballad and **Icehouse** is making significant gains each week. Keep your ears open for **Roger** and **Tony Terry**—both crossing from a solid Black/Dance base.

## BLACK/DANCE

### SHANICE WILSON CAN YOU A&M

Hot new 14 year old artist is making lots of noise at Top 40 with adds at **PWR106, Z93, B97, KROY, WTIC, K98, WDJX, WGTZ, Y107, KZOU, WNYZ** and others. Early moves at **B96 30-26, WGCI 17-13, KKDA 20-15, KMEL 23-18, KMGX 28-22** and **Z102 36-32**. Earpicks winner.

### NATALIE COLE LIVE EMI/MANH

Second single is scoring big with new action at **KIIS, B96, KKDA, KRBE, Z94, WPGC, KPLZ, KMEL, KATD, KWOD, WGFM, Y106, WBBQ, WERZ, WXLK** and more. Jumps at **WGCI 36-32, G105 29-21, B100** Deb 35, **KKRZ** Deb 37 and **WFLY**.

### TERENCE T. D'ARBY LET ME COLUMBIA

Album sales are kicking in nationally with the 45 going on the air this week at **Z94, WGH-FM, K98, KJQ, HOT94, WFX, 95XXX** and **KTRS**. Jumps 35-31 **WXKS**, Deb 37 **KRBE**, Deb 40 **WTLQ** and Deb 35 **KMGX**.

### ROGER YOUR MAN REPRISE

*Average Move: 4.33 Aggressives: 4*  
This week's Wildcard pick is a giant on the Black/Dance charts and is ready to make big moves at Top 40. Early support from **KWSS, KROY, FM102, KITY, KXX106, KMGX, KTUX, Z102, 95XIL, KFQX, KBIU, WCGQ, KBOS, WFMI** and **I-94**. Moves at **KKDA 8-2, WQUE 7-4, WGCI 26-20** and **KMEL 20-14**.

### SMOKEY ROBINSON TOO MOTOWN

*Average Move: 2.25 Aggressives: 4*  
Picking up speed this week with new action at **B100, KIMN, KCPX, KAKS, KHYT, KFRX** and **I-94**. Moves at **WGCI 37-33** and **KKDA 27-21**. Debuts for **WCAU, WQUE** and **KITY**.

### ALEXANDER O'NEAL CRITICIZE TABU/CBS

*Average Move: 2.15 Aggressives: 3*  
Crossing from a solid Black/Dance base with new adds at **WLWL, WNNK, WTLQ, KAKS, WCIL, Y97, KLUC, WHHY, 100KHI, WIGY, KKRD** and **I-94**. Jumps 38-35 **KCPX**, 11-8 **WGCI**, 26-20 **KKDA** and debuts at **WUSL, WQUE, KITY, Z102** and **KMEL**.

### TONY TERRY SHE'S FLY EPIC

Breaking big in the clubs across the country and crossing with action at **PWR99.7, KGGI, KKMKG, KLUC, WHHY** and **WSSX**. Jumps 32-28 **Z102** and Deb 30 **WPGC**. We sense a big one in the making here.

### EARTH, WIND & FIRE SYSTEM COLUMBIA

*Average Move: 2.05 Aggressives: 5*  
Making big moves on the Black/Dance charts and crossing steadily with adds at **Y106** and **WNNK**. Jumps 12-10 **WUSL**, 22-16 **WGCI**, 35-28 **WCAU**, 31-27 **KMEL**, 34-30 **KITY**, Deb 35 **KWOD** and Deb 33 **Z102**.

### COVER GIRLS BECAUSE SUTRA

*Average Move: 2.20 Aggressives: 1*  
A giant in the clubs and crossing Top 40 with adds at **WXKS, WPGC, KZZP, KMGX, KRQ, KGGI** and **KBIU**. Moves 23-19 **HOT103**.

## ALBUM/ROCK

### DEF LEPPARD ANIMALS POLYGRAM

*Average Move: 2.57 Aggressives: 13*  
Closing quickly with adds at **Z100, WCAU, Y100, PWR99, PRO-FM, WAPI, KJ103, WKZL, G105, WBBQ** and more. Jumps 25-19 **Z95**, 29-25 **KPLZ**, 37-31 **WMMS**, 27-23 **KWK**, 30-25 **Q105**, 28-24 **WKTJ**, 26-19 **WGH-FM**, 36-31 **Y106**, 24-20 **WKSJ** and 18-14 **WROQ**. Generating tons of requests while huge album sales continue.

### ICEHOUSE CRAZY CHRYSALIS

*Average Move: 2.03 Aggressives: 7*  
Big gains this week with adds at **Z95, KDWB, WNCI, KEZB, WRON, WSKZ, WNYZ, KIKX, WLRW, OK100, WAYS, KEYJ, KRNO** and **WANS**. Early jumps at **WCAU 28-24, WMMS 30-25, 94Q 28-24, KCPX 33-24, WROQ 32-28, WERZ 25-15** and **KSND 32-24**.

### JIMMY DAVIS KICK QMI/MCA

New artist is developing at Top 40 with adds at **WXKS, KKBQ, KSAQ, KTUX, KAKS, Y93, KFMV, KFBQ** and **WAEB**. Jumps 13-11 **KEGL** and debuts for **KRBE, WMMS, FM100** and **WROQ**.

### CARS STRAP ELEKTRA

Second week action includes **WCAU, 99DTX, PRO-FM, WFLY, WKRZ, KIYS, KZZU, WERZ, WDBR, KFRX, KKLS, WKPE, KQCR** and **KNAN**. Jumps 27-23 **KITS**, 25-20 **Q102** and debuts for **KEGL** and **WRNO**.

### MOTLEY CRUE ALL I NEED ELEKTRA

*Average Move: 2.67 Aggressives: 2*  
Moving with adds this week at **KWK, WZPL, KDON, KFQX, WZYQ, KBIU** and **WFMI**. Breaking at **KTUX, KKBQ, KRBE** and **Y106** Deb 40.

## POP/ADULT

### MILLIONS LIKE US GUARANTEED VIRGIN

Hot new act is making big gains at Top 40 while crossing from a solid Pop/Adult base. New believers include **WCZY, WMMS, KKRZ, WTLQ, KIKX, KFMV, KOKZ, KEYJ, WZYQ, KTRS, WKPE, WCKN, KWTO, KZFN, KIGY** and **KTMT**. Debuting for **Z93** in Atlanta.

# ELTON JOHN

## Candle In The Wind

FLASHMAKERS WINNER!  
 EARPICKS WINNER!  
 46-36 HITS TOP FIFTY SINGLES!

Y95 add  
 WAVA add  
 Q107 add  
 Z94 add  
 KPLZ add

KUBE add  
 KHTR add  
 PRO-FM add  
 WKTI add  
 B104 add

FM102 add  
 KATD add  
 KWOD add  
 KCPX add

WBCY add  
 WGFM add  
 WKSI add  
 WKZL add  
 KQKQ add  
 KSND add

WAPE add  
 WERZ add  
 WPST add  
 WRQN add  
 WXLK add  
 Z102 add

KIMN 14-9  
 B100 28-20  
 Q105 26-23  
 94Q 26-21  
 WBBQ 30-25

# JIMMY DAVIS & JUNCTION

## Kick The Wall

CROSSOVER!

WXKS add  
 KKBB add

KSAQ add  
 KTUX add  
 KAKS add  
 Y93 add  
 KFMY add  
 KFBB add  
 WAEB add

FM 100 deb 28  
 KRBE deb 38  
 WMMS deb 38  
 WROQ deb 39

BREAKING AT:  
 WCAU  
 KEGL  
 Z94  
 99DTX  
 KPLZ  
 KDWB

KKYO  
 BJ105  
 VKSI  
 KZZU  
 WERZ



# BREAKFAST CLUB

## Never Be The Same

KIKX add  
 WJAD add  
 KZOZ add  
 HOT I-94 add

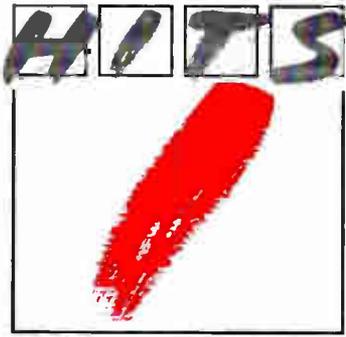
BREAKING AT:  
 KXX106 BJ105  
 Q100 WTLQ

# MELVIN JAMES

## Loving You Is Strange

MCA RECORDS

ON YOUR DESK NOW!



# REQUESTS

Once again, George Michael is back and ruling this section with giant requests everywhere. Belinda continues her hot streak on the phones, Debbie Gibson is approaching the top of the charts and Pretty Poison is making its way with solid

request action and giant club play. Keep the lines open for Men Without Hats, INXS, Michael Bolton and Elton John—all making significant gains each week.

**GEORGE MICHAEL FAITH COLUMBIA**

Second single from the new album (expected to explode this week) is dominating the lines this week with hot reports from KIIS, 92X, 95XIL, 98PXY, B93, BJ105, KC101, KCAQ, KIXS, KRBE, KSAQ, KSND, WAVA, WEGX, WFMI, WGTZ, WIGY, WIKZ, WJAD, WJMX, WKLQ, WKQB, WKSS, WPGC, WVSR, WYKS, WZYQ, Y100, Y108, Y93, Y97, Z96, Z97 and millions more. Heading for #1.

**BELINDA CARLISLE HEAVEN MCA**

Hot video in heavy rotation and the phones continue to explode everywhere. Hots include KMEL, 98PXY, BJ105, FM102, HOT94, KDON, KFBQ, KFTZ, KIXY, KJQ, KKAZ, KNIN, KOY, KSND, KXYQ, Q107, WBLI, WCIL, WEGX, WIKZ, WKFX, WKLQ, WLRW, WMMS, WSPT, WAFX, WYKS, WZPL, Y100, Y93 and Z96.

**DEBBIE GIBSON SHAKE ATLANTIC**

Quickly making its way up the charts with big jumps and giant requests. This week's reports include PWR106, KAKS, KC101, KCAQ, KDON, KEYN, KITY, KJQ, KKXL, KNIN, KSND, KWTO, KXYQ, KZZU, Q104, WAYS, WBLI, WCIL, WCKN, WDBR, WIKZ, WNCI, WNOK, WPFM, WPXR, WZYQ and Z97.

**PRETTY POISON CATCH ME VIRGIN**

Huge dance club crossover is coming to a close and pulling big phone action at FM102, 92X, B93, BJ105, KBIU, KDON, KEYN, KFBQ, KFQX, KGGI, KITY, KIXS, KIXY, KKRD, KKYK, KNIN, KX106, KZOZ, KZZU, WNOK, WPGC, WQCM, WTHT, WYKS and more.

**AEROSMITH DUDE GEFEN**

Album sales on the rise again with the help of major video play and giant requests nationally. Hots include KIIS, KFQX, KHYT, KIXY, KJQ, KZOU, OK100, OK95, Q104, SLY96, WCGQ, WEGX, WGRD, WIGY, WKQB, WLRW, WNOK and WQCM.

**JODY WATLEY DON'T YOU MCA**

Third hit from her debut album is approaching the top of the charts with the help of continued solid request action at KXX106, 92X, B93, KC101, KDON, KOKZ, KSND, WAYS, WCGQ, WIGY, WKSS, WLRW, WPGC, WXLK, WZKX, Y97 and others.

**GEORGE HARRISON SET ON YOU WB**

Requests building each week with the new album just hitting the street this week. Big mentions at WMMS, 95XIL, 95XXX, KHYT, KIJK, KJQ, KKXL, KQIX, KRNO, KTMT, WCIL, WJMX, WLRW, WNOK, WPFM and WTHT.

**DEF LEPPARD ANIMAL POLYGRAM**

Big crossover is spreading quickly and pulling solid requests where played. Big phones for 95XIL, KDON, KEYN, KFBQ, KFRX, KIXY, KJQ, KKRD, KOZE, KSND, KXYQ, OK95, WCGQ, WFMI, WGRD, WPXR and more.

**WHITNEY HOUSTON EMOTIONAL ARISTA**

Third straight smash is quickly becoming a monster on the phones with a new video soon to be released. This week's mentions include Q106, KC101, KOKZ, KSND, KZFN, WFMI, WHYT, WIKZ, WJMX, WQUT, WZYQ, Z96 and Z97.

**STRYPER HONESTY ENIGMA**

Power ballad has proved itself to be a giant on the phones everywhere its played. Spreading quickly with solid moves and hot reports at KSAQ, KKRC, KRNO, KSAQ, KSND, KZOU, WAEB, WCIL, WCKN, WFMI, WFX, WIGY, WZYQ and Y93. Big gains this week.

**STING TOGETHER A&M**

Requests developing each week for this debut single from the new album. Hots include KFMY, KQCR, KSND, KTRS, KZOZ, KZZU, Q106, WGRD, WIKZ, WJAD, WKLQ and WPFM.

**THE CURE HEAVEN ELEKTRA**

Gaining each week and pulling solid phones at KCAQ, KDON, KKXL, KKXX, KOZE, KSAQ, KSMB, KTMT, KZOU, KZOZ, WZYQ and Y97.

**ALSO GAINING REQUEST MOMENTUM:**

INXS	NEED YOU	ATLANTIC
STEVE WINWOOD	VALERIE	ISLAND/WB
MICHAEL BOLTON	LOVE	COLUMBIA
MEN WITHOUT HATS	POP	POLYGRAM
JC MELLENCAMP	CHERRY	POLYGRAM
ELTON JOHN	CANDLE	MCA

# THE KANE GANG



**FLASHMAKER!**

**DEBUT HITS TOP FIFTY SINGLES!**

*Motortown*

**MULTI FORMAT SMASH!**

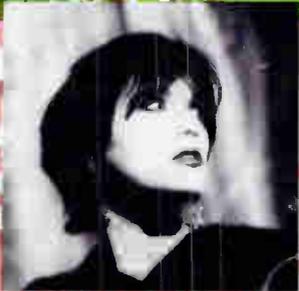
**WCAU add**  
**KXX106 add**  
**WBCY add**

**KCAQ deb 33**

**KITS 23-18**  
**Y95 22-19**  
**WMMS 26-20**  
**Z94 28-24**  
**WCZY 31-28**

**BREAKING AT:**  
**PWR106**  
**WXKS**  
**KPLZ**  
**PRO-FM**  
**WKTJ**  
**94Q**  
**KKRZ**  
**B100**

# MARTHA DAVIS



*Don't Tell Me The Time*

**THE TIME IS RIGHT!**

**KPLZ add**

**WKTJ 26-22**

**BREAKING AT:**

**KROQ 33-23**

**WMMS**

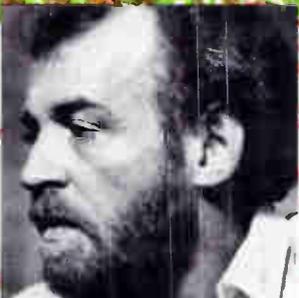
**KCPX deb 40**

**KITS 28-24**

**KCPW**

**WGH-FM**

# JOE COCKER



**BREAKING AT ALBUM ROCK!**

*Unchain My Heart*

**MTV BREAKOUT!**

**ALREADY ON AT:**

**KRBE**

**Z94**

**K98**

**WFLY**

**WCZY**

**WRNO**

**WPST**

**WERZ**

**WNYZ**

# FLESH FOR LULU

**COMING THIS WEEK!**

*Postcards From Paradise*





# TOP OF THE TOWER TO YA:

An exclusive **Hits** interview  
with Capitol VP Promotion John Fagot

by Iain Blair



*Capitol's new Vice President of Promotion has certainly come a long way from his birthplace of San Jose, Costa Rica. After growing up in Tampa, Florida, and then Atlanta, John Fagot's first foray into the record business was when he discovered that writing music reviews and stories netted him free tickets and albums.*

*After a stint working as an urban planner, Fagot decided to move out of "corrupt local politics and into music full-time." He started off at Peaches before graduating to the mailroom at CBS in Atlanta. A late-bloomer — he joined at 32 and was allegedly known as "America's Oldest Living Mail-Room Boy" — Fagot stayed at CBS for ten years, working promotion in the S.E. and S.W. local markets, before being snapped up by Ray Anderson for the home office.*

*"Ray gave me a chance to go national, something I'd never dreamed could happen," recalls Fagot, who moved to New York as National Director of Singles Promotion. He then became Columbia's VP of Promotion for a year and a half, "and that's when Joe Smith came calling," he adds.*

*Now happily ensconced at the Capitol Tower, the French-Nicaraguan denies that his career moves have been in any way influenced by his taste in natty old ties.*

**Q** Let's start with the obvious—why did you leave Columbia for Capitol?

**A** I'm glad you asked, because a lot of people might think that a move to VP at Capitol is either a kind of step sideways, or even a step down. But I don't see it as that at all. I see it as a great opportunity, and I took it for a couple of reasons. First and foremost was Joe Smith. I respect and trust the guy. Second, Joe offered me the chance to move out of promotion into other new areas, and I really wanted to broaden my horizons in marketing and sales.

**Q** Was there also the element of a challenge in taking the job?

**A** Definitely. You know it's easy to get used to the feeling of always being No. 1, but if I can help make Capitol really happen, then I'll have something I can look back on and be really proud of. So, yes, there was a challenge involved in coming to Capitol and proving I'm the best in the business.

**Q** What are the major differences between the two companies as far as you're concerned?

**A** The obvious major difference is in the product. But that's changing, and I'm very pleased with what is now being delivered by the Capitol A&R staff. It's also a matter of adjusting to the fact that we don't have the continuous supply of superstar acts. The other major difference is in the sheer size of the two labels. When you've got that vast CBS machine behind you, it *makes* you a great promo guy — I mean, it's really hard *not* to be great at Columbia. At Capitol, it's much smaller, but it's also closer-knit and more like a family.

**Q** Talking of family, how did the move from New York to L.A. affect you and them?

**A** It's true I'm an East Coast

## “There was this element of having a challenge..... coming to Capitol and proving I'm the best in the business.”



person, having spent most of my life in Atlanta and New York, but to me California is a great lifestyle, and having grown up in Florida, I adjusted pretty easily. I've got a great house and a pool here, and I knew my family would enjoy it more here, and that was another big factor in making the move. In terms of the business, I guess I also used to be very snobbish about the West Coast, assuming the *real* hard work got done back east. But it's just not true. New York creates pressure, while here it's much more friendly. I was also surprised to find out how much of the entertainment business is here; New Yorkers have a very egocentric view. Here, you're more apt to mix with people in every facet of the entertainment industry. And in terms of deals cut, there's more happening in L.A.

**Q** How has the recent reorganization at Capitol affected your responsibilities?

**A** As far as I'm concerned, it really is a brand-new label, with brand-new people. Along with Joe Smith and David Berman, there's Sal Licata and Ron McCarrell in marketing,

and new guys in A&R — yeah, we're in the same building, but I think there's a whole new mental attitude and image at Capitol.

**Q** How did you go about putting a new promotion team together?

**A** I'm not one of those guys who suddenly appears on the doorstep, sweeps all the old out, and then brings in my people. So when I first got here in April, I spent three months evaluating the staff. I talked to the individuals themselves, and then a lot of radio people to get feedback. Only *then* did I decide what changes were necessary. Fortunately, I hired six new promo people, who all wanted to come over here with me.

**Q** Describe your promotion strategy.

**A** Obviously I have to maximize the airplay of every single record — I can't afford to lose one record here. Anyhow, generally speaking, promotion's always in a state of flux, always changing, partly because of the changing economic marketplace, partly

because of other factors such as musical trends. My theory of promotion is to identify the real hits, and then go after them mercilessly. And the way to do it is to get airplay and get feedback from knowledgeable programmers and their listeners. It's ultimately down to the public, and all the rest is horseshit.

**Q** Do you have any personal guidelines?

**A** Yes. My first rule — and you can see it up there on my wall (he points to some sayings pinned above his desk) — is simply, “Thou shalt not hype thyself.” My second rule is, “Thou shalt not believe thine own hype.” *Those* are my commandments and guidelines. Work the *real* records, and develop a good relationship with the radio people so that they know you speak the truth.

**Q** How about your strategy for breaking new acts?

**A** That's supposed to be my specialty. First, everyone on my staff has to be thoroughly knowledgeable about the record, and into it. Second, you have to set it up so that the programmers can hear the *quality* of the music. After that, it's a psychotic dedication to breaking that record. You have to be totally single-minded about it. But it's not a matter of full-page ads in every trade, or promo gimmicks. It's the music and the dedication of the promo staff that counts, and that determination to never give up.

**Q** Comment on some of Capitol's recent successes, such as Heart.

**A** I don't take any credit for that one. They delivered a tremendous record, and in terms of getting airplay, it was already there.

**Q** Crowded House?

**A** The first single, “Don't Dream It's Over,” was already



**“It’s the music and the dedication of the promo staff that counts, and that determination to never give up.”**

a hit, but we broke the second single Top Ten, which really pleased me. I was also very proud of having Great White go gold, and getting Poison past the 3 million mark. We’re now breaking the third single off that album, and while most of the industry tended to look at the first single as a lucky freak, we’re now proving otherwise. On the other hand, I’m also very proud of selling 50,000 units on Skinny Puppy, and the same with The Winans. I don’t always have to have a huge hit to feel proud.

**Q** What about the current state of radio? Do you think it’s healthy?

**A** Top 40 is definitely very healthy right now. It’s really come back big, and has probably helped break a lot of new acts over the last couple of years. The only downside I see is that now there’s almost too much dance/rhythm stuff

out there. You get Madonna, followed by Debbie Gibson, followed by Stacey Q., etc. I think, perhaps, there’s too much catering towards that teen/dance audience. And it’s interesting that with all that attention paid to the active, phone audience, an artist like Paul Simon can still have a Top 5 hit with virtually no airplay.

**Q** What are your feelings about album radio?

**A** I’ve been perceived as anti-album radio. Do I favor Top 40? Yes, because that format sells far more records. But look at an act like Great White, which was a hit because of album radio airplay, not Top 40. However, the more stations that only play a format of old hits, the less important they become to the industry. On a recent field trip, I came across a typical example, a local station where my new record was

only getting played three times every two days! Now how important can that station be to me? I think adult contemporary radio is in a similar situation; they basically service the non-active record-buying public, the people who buy just two or three albums a year.

**Q** What do you listen to at home?

**A** Pure pop, hits! I love the Cult, and artists like Paul Simon and Randy Newman. I also love heavy metal — I’m a headbanger.

**Q** What music doesn’t turn you on?

**A** I really don’t hear romantic, mushy ballads, and I’m not big on jazz.

**Q** Do you see any major differences since the demise of independent promotion?

**A** The success of any record immediately became more dependent on the quality of the artist. That was a great thing, and that’s why we’ve broken so many new artists recently. It has also allowed indie labels to flourish, which is good. But independent promotion has come back very strongly. Why? Because a lot of those guys are great promotion guys, and now you’ve got managers worrying about whether their artists will get sufficient exposure, and the labels are concerned that their major releases will go Top Ten. Independent promotion cannot by itself break a record, but it can help and also hinder. They can get you “most added” and get that extra push, but they can also hinder by giving a record an aura of hype, or by exposing a record too fast. Each record’s like a fruit — you have to know when it’s ripe, and when to pick it. That’s the secret of good promotion.



## THE HORIZON

### THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Comeback of the year, maybe the decade, goes to **Robbie Robertson** whose first solo album, over ten years after his last record with **the Band**, is now out on GEFLEN. With help from such heavyweights as **U2** and **Peter Gabriel** as well as the lesser known **Bodeans** and **Maria McKee** from **Lone Justice** it is certainly an impressive production and some of the tunes suggest the sharp musical vision that Robertson displayed in the **Band's** best work. First track off is "Showdown at Big Sky"..... The CMJ Music Marathon featured a number of showcases last weekend in New York including performances by ISLAND's **Buckwheat Zydeco**, EMI/MANHATTAN's **Red Hot Chili Peppers** and **Cabaret Voltaire** and a Halloween show by the enigmatic art band **Pere Ubu**..... **Outloud** is the latest creation by top producer **Niles Rodgers**. The trio also includes **Felicia Collins** and **Phillippe Saisse** and has their first album out on WARNERS with the single "It's Love This Time"..... Hot and soulful English trio the **Kane Gang** have got a new album out on CAPITOL called "Miracle" with the single "Motortown"..... Another English group, the engaging and insightful **Housemartins** continue to impress with repeated listens to their latest album "The People Who Grinned Themselves to Death" on ELEKTRA, especially the tunes "Me And The Farmer" and "I Can't Put My Finger On It"..... A&M artist **Black**, another Britisher, has a wonderful song in the title track from his "Wonderful Life" album. Stylish voice and a highly promising song-writer who could be a huge hit.... And the more I hear it's **Immaterial's** "Driving Away From Home (Jim's Tune)", the more I hear it as the kind of smart pop, like **Crowded House**, that radio is picking up on.... **Alex Chilton**, a musical legend in his own time as the title track to a recent **Replacements** song, has a new album "High Priest" on BIG TIME/RCA and is touring on a strong alternative bill with **Scruffy the Cat**. They played L.A. last weekend and are scheduled for the Ritz in New York on November 21st.... RHINO have released the tremendous debut album by soulful folk-rock singer **Cindy Lee Berryhill** called "Who's Gonna Save the World"..... And EPIC has a crop of debut albums just out including the **Fred Silverman**-assembled, all-female group **Big Trouble** and the promising Australian hit band **WaWaNee**..... ENIGMA/CAPITOL rock band **Poison** have re-recorded the **Kiss** anthem "I Wanna Rock and Roll All Night" for the soundtrack to the upcoming movie "Less Than Zero"..... The soundtrack to current movie "Dudes" features metal comers **Leather Nun**, **W.A.S.P.** and **Megadeth** as well as recent signings **Legal Weapon** on MCA and WARNER BROS' **Jane's Addiction** who are also included on GEFLEN's "Scream - The Compilation", a sampling of L.A.'s thriving rock scene centered around the legendary Scream club's top bands also including **T.S.O.L.**, **Kommunity FK**, **Human Drama** and the **Delta Rebels**..... Expect a new **Cult** single before long on SIRE, this one produced by hard rock producer **Tom Werman**.... Former dB guitarist **Chris Stamey** is back with a solo album "It's Alright" on A&M/COYOTE produced by **Scott Litt (R.E.M.)** and featuring cameos from **Alex Chilton** and **Marshall Crenshaw**, among others.



**Tony Terry**

Title  
"She's Fly"

Label  
Epic

*Sizzling Urban dance monster that looks like a major Top 40 Crossover contender. Take the best elements of funk, dance and rock, and you've got the mass appeal sound of "She's Fly" (sorry, not really sure what it means). Driving bass line, cranked up vocals and some monster synthesizer work makes this one a standout. Look for big action in the clubs and on the phones.*

#### Suggested Cuts

"She's Fly" is flying from the forthcoming album, "Forever Yours."

#### Label Comments:

"We're letting radio discover this cut at its own pace," said E/P/A Vice President of Promotion **Dan DeNigris**. "We know the tremendous buzz on this record — there's a lot of people screaming about it. Radio has discovered this cut and is asking Epic about it." DeNigris and team have set a careful strategy for a steady building process. "We're going to nurture this one," said the Promo exec. "We know it's an out and out smash."



**Roger**

Title  
"I Want To Be Your Man"

Label  
Reprise

*Rollicking ballad from former Zap member Roger Troutman features an undeniable hook that is a sure-fire teen grabber. Already nabbing major phones, this one's going at KZZP, KYRK, KNAN, KLUC, WQUE, KMEL and others. Major crossover activity could spell another hot ballad burning on Top 40. From the forthcoming album, "Unlimited."*

#### Suggested Cuts

Are ballads sure-fire phone getters? Play "I Want To Be Your Man" and find out.

#### Label Comments:

"The crossover potential of this record is tremendous said newly appointed Reprise National Singles Promotion Director **Marc Ratner**, who has the luxury of working a sizzling cut in his first week on the job. "It's the hottest selling 12 inch at WB, and the word is continuing to spread." Ratner and the entire Reprise staff are very encouraged by the initial response from Top 40. "All signs point to a big hit," he exclaimed. This week, the cut is the *Hits* Front Cover WILDCARD pick.



# EARPICKS

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

Prince dominates this section with the fourth single from his current album while Roger trails closely behind. Next up are Paul Carrack, Elton John and the Bangles. New mentions this week include Miami Sound Machine with the first ballad from

their current album and Mick Jagger with his second single. Keep your ears open for Shanice Wilson, closing steadily, and Millions Like Us—quickly becoming a Top 40 pick to click.

## WINNERS

- |                       |                            |                              |                        |
|-----------------------|----------------------------|------------------------------|------------------------|
| <b>1</b> PRINCE       | I COULD NEVER (WB/Paisley) | <b>6</b> MIAMI SOUND MACHINE | CAN'T (Epic)           |
| <b>2</b> ROGER        | I WANT TO BE (Reprise)     | <b>7</b> MICK JAGGER         | THROW AWAY (Columbia)  |
| <b>3</b> PAUL CARRACK | DON'T SHED (Chrysalis)     | <b>8</b> SHANICE WILSON      | DANCE (A&M)            |
| <b>4</b> ELTON JOHN   | CANDLE (MCA)               | <b>9</b> MILLIONS LIKE US    | GUARANTEED (Virgin)    |
| <b>5</b> BANGLES      | HAZY SHADE (Columbia)      | <b>10</b> TERENCE T D'ARBY   | LET ME STAY (Columbia) |

**J ABRAMSON/TOWER-SUNSET/LA**  
INXS/T Dayne/R Robertson/P Carrack

**DONNA AGRESTO/TRACKS/NOR**  
Roger/MS Machine/Cruzados/P Janz

**JON ALLEN/KZOU/LITTLE ROCK**  
Cher/E John/T Dayne/M Like Us

**RICK ANDRADE/ZIPS/TUCSON**  
W Houston/B Tagg/TT D'Arby/C Crew

**RICK ANDREWS/WNYZ/UTICA**  
R Hodgson/Prince/S Robinson/Mr Mr

**H APPLEBAUM/KEMP MILL/BLTSVLLE**  
P Poison/T Terry

**R ARMIJO/REC BAR/C CHRISTI**  
G Michael/Bananarama/Sting/B Carlisle

**JIM ATKINSON/KWK/ST LOUIS**  
Level 42/Loverboy/E Martin/M Jackson

**ED AUGUST/WNNK/HARRISBURG**  
P Carrack/Expose/Bananarama/Bangles

**JOHN AUSTIN/WPXR/DAVENPORT**  
TT D'Arby/S Wilson/Prince

**AGENT AVA/KLOS/LA**  
Pixies/Replacements/Tiffany/Loverboy

**DAVE BAKER/WJMX/FLORENCE**  
P Carrack/MS Machine/M Jagger/Beaucoup

**CY BARNES/SOUND OF/PHILI**  
G Michael/T Scott/RG Wheeler

**CLARENCE BARNES/Z94/BOSTON**  
TT D'Arby/M Davis

**CINDY BARR/SPECS/MIAMI**  
Covergirls/Samantha Fox

**M BASHKIN/BAKER & TAYLOR/CHI**  
T Terry/Prince/M Jagger/TT D'Arby

**S BEAN/HARMNY HOUSE/DET**  
G Michael/M Bolton

**JAY BEAU JONES/WEGX/PHILLY**  
Beaucoup/Prince/P Carrack

**MARTY BERGER/WINK/FT MYERS**  
Roger/MSM/B Boys-L Richard/N Order

**JAY BRADY/WERZ/EXETER**  
S Robinson/A O'Neal/B Ferry

**T BRIGLIA/TRANSCONTINENT/BUFF**  
Beaucoup/Bangles/Heart/Icehouse

**CHERYL BROZ/KRBE/HOUSTON**  
R Hodgson/Black/D Mode

**LORI CAMPBELL/B94/PITTSBURGH**  
L Lisa/E John

**BOOM BOOM CANON/WKSE/BUFF**  
Bananarama/Bangles/MS Machine/A O'Neal

**TOM CASEY/WKSS/HARTFORD**  
M Like Us/Shannon/S Wilson

**G CASSINGHAM/METRONOME/ATL**  
G Michael/Bangles/B Zydeco/H Of Freaks

**D CASTLEMAN/PL FANTASTIC/PHILI**  
P Carrack/Housemartins/D Mode/G Harrison

**B CATCHER/WKZL/WINST-SALEM**  
Banan/Kendrick-Ruffin/J Watley/P Carrack

**MARC CHASE/Y107/NASHVILLE**  
Triniere/P Carrack/Glenn Jones

**KELLY CHRISTIE/KOY-FM/PHOENIX**  
N Order/E John/P Carrack

**JEFF COHEN/STRAWBERRIES/BOST**  
B Poindexter/Rainmakers/S Wonder

**TONY COLLINS/KGGI/RIVERSIDE**  
T Terry/M James/Roger

**K CORTELLO/WQUE/N ORLEANS**  
A & Peppa/Morgan-Kashif/Covergirls

**DAVE CURTIS/LECHMERE/WOBURN**  
Bangles/M Jagger/Roger/D Wilson

**TIM DALEY/KQIX/GRAND JUNCTION**  
M Jagger/J Davis/Aztec Camra/CK The Cat

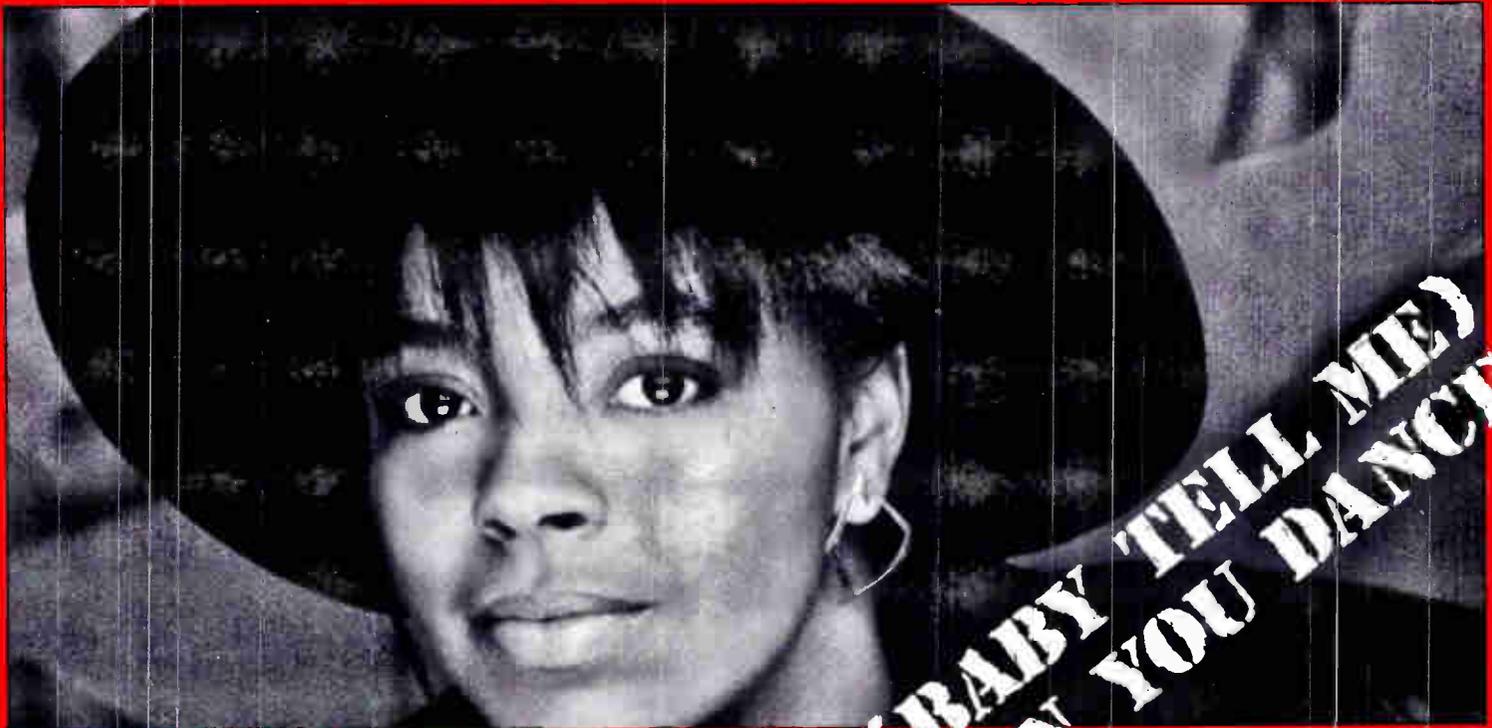
**KEVIN DAVENPORT/B93/AUSTIN**  
JC Mellencamp/N Order/Stryper/N Cole

**TONY DAVIS/KFBQ/CHEYENNE**  
J Cocker/Whodini/A O'Neal/Bodeans

**ALBIE DEE/WPGC/WASH DC**  
MS Machine/N Cole/Supertramp/G Knight

**P DEMILLE/95XIL/PARKERSBURG**  
Mr Mr/T Kimmel/E John/M Davis

# shanice wilson



**BABY TELL ME  
CAN YOU DANCE**

AM 2938

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

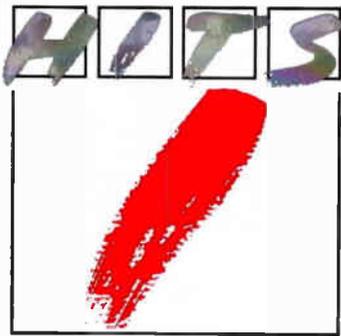
**CROSSOVERS WINNER!**  
**EARPICKS WINNER!**  
**DEBUT 48 HITS TOP FIFTY SINGLES!**

7\*-5\* R&R U/C

**GIANT SALES!**

<b>PWR106</b>	<b>add</b>	WTIC	add	WKQB	add	KWK	deb 33	<b>BREAKING AT:</b>	
<b>Z93</b>	<b>add</b>	K98	add	Y97	add	WFLY	deb 39	WXKS	KXX106
<b>B97</b>	<b>add</b>	WDJX	add	WZKX	add			KKBQ	BJ105
<b>KROY</b>	<b>add</b>	WGTZ	add	WCGQ	add	KMEL	23-18	KRBE	Y106
		Y107	add	100KHI	add	KMGX	28-22	WHYT	WBBQ
		KZOU	add	WIGY	add	Q106	26-23	WPGC	
		WNYZ	add			B96	30-26	KKRZ	
		WNOK	add			Z102	36-32	KWOD	
		WFXX	add					WNCI	
		KRNQ	add						





# EARPICKS

**R DENNIS/SHOW INDUSTRIES/LA**  
L & Ghosts/B Joel/Alarm

**D DODD/PEACHES/SEATTLE**  
Squeeze/H Of Freaks/Aztec Camera

**GARY DUNES /93Q/SYRACUSE**  
Bananarama/Elton John/Natalie Cole

**N FAYE/WFXX/WILLIAMSPORT**  
E John/M Davis/Stryper/TT D'Arby

**GARRY FINLEY/KARMA/INDI**  
R Robertson/L & Rockets/G Harrison

**R GAITHER/WKQB/CHARLESTON**  
Beaucoup/Loverboy/Prince

**KELLY GIEDT/TOWER/SH OAKS**  
INXS/Alarm/GL Jezebel/B Zydeco

**DAVE GILLEN/WBLK/BUFFALO**  
Roger/T Dayne/A O'Neal/S Wilson

**TOM GORMAN/CAPITOL/LA**  
Cruzados/T Terry/E John

**WEIRD GREG/WOKI/KNOXVILLE**  
INXS/Cure/G Harrison

**N HARRISON/K106/BEAUMONT**  
Roger/M w'o Hats/N Cole/N Order

**JIMMY HEIKKALA/RAINBOW/SF**  
Loverboy/Prince

**TODD HENSLEY/KFQX/ABILENE**  
M Crue/N Order/S Wilson

**S HOBERMAN/RTI O.S./OMAHA**  
Cruzados/M James/MSM/M Jagger

**HOUGHTON /UNIV O.S./PHILI**  
T Dayne/D Gibson/S Wilson/TT D'Arby

**T JACOBSON/ROSE RECRDS/CHI**  
A Franklin/Cher/Prince/D Mode

**SCOTT JAMES/KAKS/AMARILLO**  
MSM/A O'Neal/Bananarama/P Carrack

**RICK JAMES/WZKX/BILOXI**  
J Cole/Stryper/TT D'Arby/Cars

**P JOHNSON/PRO O.S./TEMPE**  
B Ferry/M Jagger/Prince/S Wilson

**BRITON JON/WYKS/GAINESVILLE**  
TT D'Arby/E Carmen/E John/M Davis

**E KATAJAMAKI/NAVARRE/MNPLS**  
Beaucoup/Prince/T Terry/EW & Fire

**MJ KELLY/WGH-FM/NORFOLK**  
T Dayne/TT D'Arby/Prince

**K KLUTCH/WAPE/JACKSNVLE**  
M w'o Hats/B Tagg/INXS/E John

**L LEON/PAC CST O.S./CHATS**  
Prince/Cruzados/M Jagger/S Wilson

**S LEPERE/KITY/SAN ANTONIO**  
Starpoint/Roger/Georgio

**N LEWIS/MUSIC PEOPLE/OAKL**  
B Tagg/R Robertson/B Ferry/Sting

**JACK LUNDY/Y94/FARGO**  
Bangles/Mr Mr/Prince/P Carrack

**D MACIVER/FCE THE MSIC/ROCH**  
Aztec Camera/B Ferry/Rainmakers

**M MACRO/CAVAGES/BUFF**  
Prince/Beaucoup/P Janz/D Mode

**M MANDZIA/BUZZ'S/COL**  
E John/Mr Mr/Heart/Cars

**DAVID MARTIN/KZIO/DULUTH**  
M w'o Hats/INXS/G Harrison

**M MASKA/S GOODY-EST/EDISON**  
T Terry/Prince/Roger

**STEVE MASTERS/KITS/SF**  
Marrs/Bolshoi/Aztec Camera/Bangles

**JAY MCCALL/KOZE/LEWISTON**  
P Carrack/M Like Us/P Blonde/Bangles

**H MCCAY/100KHI/OCEAN CITY**  
N Cole/Cher/S Wilson/M Like Us

**M MCCORMICK/WGRD/GR RAPIDS**  
Cure/P Blonde/Icehouse/J Davis

**KATHY MEANS/WCZY/DETROIT**  
Roger/Prince/Level 42

**M MERCURIO/R & T OUTLT/OHIO**  
Prince/T Terry/L Lisa/B Ferry

**M MILITELLO/GEMINI O.S./CLEV**  
Beaucoup/M Jagger/Prince/Roger

**STEVE MILLS/KBOZ/BOZEMAN**  
Bangles/J Davis/M w'o Hats

**B MONTGOMERY/WGCI/CHI**  
Levert/M Howard

**L MORGAN/FM102/SACTO**  
M Like Us/P Carrack/Bangles/Icehouse

**N MRVOS/CD WREHSE/HUNT BCH**  
B Ferry/R Robertson/Housemartins

**C MURRAY/WLAN/LANCASTER**  
Cher/S Robinson/Bangles/J Cocker

**M NEWMAN/Y97/SNTA BRBRA**  
Covergirls/A O'Neal

**B NORDSTROM/MUSICLND/MPLS**  
MS Machine

**ED O'DONNELL/LIEB/MT. LARL**  
S Wonder/INXS/B Tagg/Heart

**BOB O'NEIL/KITE/C CHRISTI**  
T Dayne/INXS

**D OHRT/CD ONE-STOP/BETHEL**  
N Order/Alarm/L & Rockets/Smiths

**D PEARMAN/KQCR/CED RAPIDS**  
P Carrack/M Like Us/Glenn Jones

**J PREWITT/KXX106/BIRM**  
Roger/Kane Gang/J Butler

**J PRIMERANO/TRANSCON/BUFF**  
MS Machine/Roger/T Terry

**J RAYMOND/KIXY/S ANGELO**  
M Crue/P Carrack/J Davis/E Carmen

**CHUCK REDDEN/KNAN/MONROE**  
Roger/MS Machine/N Cole

**K RICHARDS/KAKS/AMA**  
P Carrack/B Ferry/Mr Mr/S Robinson

**DON RIVERS/KBIU/LKE CHRLS**  
Roger/Shalamar/T Shaw/E John

**J ROBERTSON/WGTZ/DAYT**  
Prince/E John/Roger



# EARPICKS

**G ROLLING/KKYK/LITTLE ROCK**  
E John/Bangles/Heart

**K ROMERO/KSAQ/SAN ANTONIO**  
N Order/D Mode/M Like Us/M Jagger

**J ROSENBERG/THE WIZ/NY**  
R Robertson

**S RYBACK/KC101/NEW HAVEN**  
E John/P Carrack/N Cole

**R SALPIETRO/JR'S/SCHMBRG**  
M Jagger/G Michael/R Robertson

**J SANDERMAN/KHTR/ST LOUIS**  
S Wilson/Stryper/P Carrack/Aztec Cmra

**BOB SAY/MOBY DISC/LA**  
Bangles/Aerosm/N Order/H Of Frks

**M SCHNEIDER/APPLE TREE/ILL**  
G Harrison/Sting/B Ferry

**BARBARA SELTZER/ATCO/NY**  
Prince/R Astley/S Wilson/CK The Cat

**DEE SHANNON/WAYS/MACON**  
E John/Icehouse/M Jagger

**VICKI SHARP/KRNQ/DES MOINES**  
H Dean/M James/M Like Us

**GINA SHURTS/KFMY/PROVO**  
Bangles/Alarm/D Mode

**K SIMMONS/HSE OF GUTRS/ROCH**  
G Harrison/E Block/D Looks/Sting

**S SMALL/KSMB/LAFAYETTE**  
Roger/Icchouse/Covergirls/Bodeans

**D SMITH/NATL REC MRT/PITT**  
M Jagger/M James/Roger/B Trouble

**T SMITH/WCKN/GREENVILLE**  
M Like Us/Cure/N Cole

**L ST JAMES/KKRC/SIOUX FALLS**  
M Like Us/P Carrack/Cher/Europe

**D ST JAMES/KKXX/BKRSFLD**  
Prince/Bangles/Roger/E John

**K STAMM/RAD DOCS/MILWKEE**  
Expose/MS Machine/Heart

**R STEELY/CENTL STH/NASH**  
Prince/Cher/R Robertson/P Carrack

**P STEPHENS/Z97/VALDOSTA**  
MS Machine/T Dayne/E John

**B STEVENS/WBBQ/AUGUSTA**  
M Jagger/Prince/Roger/Heart

**ROB TAYLOR/LIEBERMAN/CHI**  
Bangles/M Davis/Loverboy/MSM

**AL TEVERA/PWR106/LA**  
L Lisa/Kane Gang

**S THEROUX/KZOZ/S L OBISPO**  
N Order/M Like Us/S Robinson

**B THOMAS/WFMI/LEXINGTON**  
Stryper/E Carmen/S Wilson

**M TOCKER/HARV CO-OP/BOST**  
G Theory/B Sutcliff/G Hrrison/M James

**BRIAN WHITE/BJ105/ORLANDO**  
Cure/N Order/Deja/Stevie B

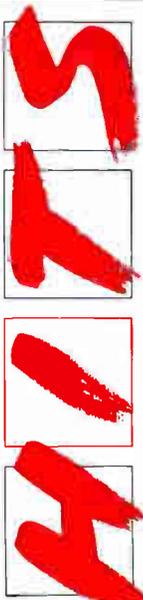
**STEVE WILKINS/OK100/ITHICA**  
Sprtramp/N Cole/G Harrison/E Carmen

**GREG WILLIAMS/KCAQ/OXNARD**  
E John/Cars/A O'Neal

**PAUL WILSON/KJQ/OGDEN**  
Bananarama/Europe/M Jackson/Prince

**CARLA ZETYE/TOWER/SH OAKS**  
P Carrack/Housemartins/dB's

**J ZEVEN/TOWER/WESTWOOD**  
B Zydeco/INXS



## Subscription Card

name  title / position  
 company name  type of business  
 address  
 city  state  zip code

A full one year first class  
subscription rate is \$200.00

Payment Enclosed  M/C  Visa

Card #

Exp. Date

Signature \_\_\_\_\_

Please send  
all subscription  
requests to:

Hits Magazine  
P.O. Box 5973-160  
Sherman Oaks, CA 91413  
818-501-7900

**CROSSOVER!**

**47-44 HITS TOP 50 ALBUMS!**

**16\*-12\* R&R U/C**

# ALEXANDER O'NEAL

## CRITICIZE

WLOL	add	KKRD	add
WTLO	add	WCIL	add
WNNK	add	KF95	add
WKEE	add	I-94	add
100KHI	add	KLUC	add
WHHY	add	KYRK	add
KAKS	add	Y97	add
		WQUE	add

PRODUCED BY JELLYBEAN JOHNSON FOR FLYTE TIME PRODUCTIONS

KMEL	add
KITY	add
Z102	add
KCPX	add

**BREAKING AT:**  
 WHYT KXX106  
 KDWB KCAQ  
 KMGX



# GLORIA ESTEFAN AND MIAMI SOUND

## CAN'T STAY AWAY FROM YOU

**FLASHMAKER!  
EARPICKS WINNER!  
NEW SMASH BALLAD!**

PRODUCED BY EMILIO & THE JERKS  
Emilio Estefan, Lawrence Dermer,  
Joe Galdo and Rafael Vigil

### OUT OF THE BOX ADDS INCLUDE:

Y100	WFLY	KTUX	WINK	WHSL	99KG	KTRS
WLOL	KCAQ	WRCK	KAKS	KYYY	KKRC	KOZE
KKRZ	KSND	WQCM	WJMX	KQCR	WSPT	KTMT
KCPX			KNAN	KKXL	KFMW	KZOZ
						OK95

**CROSSOVER!**

**22\*-17\* R&R U/C**

# TONY TERRY

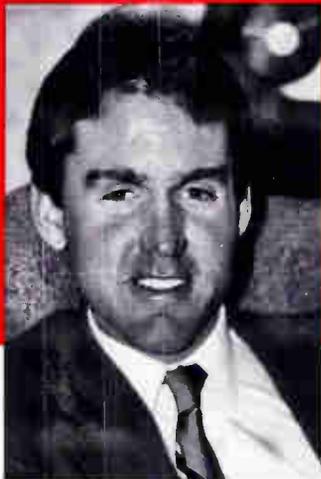
## SHE'S FLY

### IMMEDIATE LISTENER RESPONSE!

PRODUCED BY TED CURRIER FOR PLATINUM PRODUCTIONS

PWR99	add	WPGC	deb	30	Z102	32-38	<b>BREAKING AT:</b>
WSSX	add				KF95	23-14	KXX106
WHHY	add						WFMI
KLUC	add						





# Cleveland Rocks To A Top 40 Beat

An exclusive Hits interview with WMMS P.D. Brian Phillips by Mike Murphy

*Boca Raton, FL native Brian Phillips didn't have to worry about the weather when he moved from the South to take over as P. D. at Cleveland's legendary WMMS about eight months ago. He was on the hot seat right away to maintain the station's incredible string of*

*ratings success after coming over from WSSX in Charleston, SC. Phillips' first job in radio was in his native Florida, at WKXY in Sarasota before moving on to WGLF in Tallahassee, where, after a year, he became Program Director at the age of 19.*

**Q** How did it feel to take over the P. D. reins of a legendary station like WMMS?

**A** It was kind of like being in the center of a storm. I was leaving behind a close, almost family-type situation in Charleston and was coming into a station that had probably its most triumphant period ever, which was during the first part of Kid Leo's time as Operations Manager following John Gorman's departure last Fall. They had just come off a great book.

The changeover really brought to light the competitiveness, the fighting spirit and the inherent talent in this staff at a time when some very key people had left.

A southern Top 40 like WSSX and a midwestern monolith like WMMS are two different worlds. I think when you are doing Top 40 in the South, there are more routine ways of dealing with things. Coming to WMMS really expands your horizons. The rules are different here.

When you are programming WMMS, you have to take the heritage of the station into consideration all the time. People in this market have very definite expectations about what WMMS should be. It has been an important part of their lives. They've seen the Buzzard all their lives and they've listened all their lives and they have definite opinions about how it should sound and what should be done with it.

**Q** Has the image of WMMS changed along with the music from album-rock to Top 40?

**A** Yes, we have evolved. We like to tell people that say we're not

the same station we were in 1972 that they're not exactly the same person they were in 1972, either.

When you try to position a radio station in such a way that it remains number one with everybody 12 through 54—remembering that we've had 39 straight #1 ARB's 18-34—you don't want to be the guy that segments the audience and breaks that streak. You want to continue to keep the station's mass appeal. It is impossible to do that without incurring some grumbling around the fringes of your audience. We make it clear that we will evolve. We will change. We've changed in the past and we will change again.

autonomy." Leo understands the Cleveland market like no one else. Most importantly, though, he is a man of his word. He is a character. We've gotten along great, honest to God. Plus, I've learned a lot of sicilian slang which I never would have picked up otherwise. I think we complement one another well. I wish everyone could work with Kid Leo. It's a lot of fun. I really believe this is the job that he was born to do. He's a great person to work for.

**Q** Tell us about the music mix on WMMS in light of the popularity of urban/dance product and heavy metal as opposed to mainstream

music. At the same time, we're talking to a lot of people trying to find out what they expect from WMMS. We take a close look at what's happening nationally and most of all we're still listening to everything every week.

**Q** I notice Tiffany and Madonna are missing from your current playlist.

**A** You're right. We are taking a little bit of a breather from that music right now because I look at that trend as being hot here about a year ago. I don't know how much longer we or anybody else can rely on synthesized dance tracks. Bands that come in and do track shows. It's not a personal prejudice because when I was at WSSX, those songs were mainstays of the rotation. And there was an interest in that sound here when it was new and fresh. But I think we're running into re-treads now. We're hearing a lot of disco-fied remakes of records coming around again and again. I don't think that is particularly healthy and I don't think that's what our audience expects of us.

**Q** Tell us about the concert series you are currently sponsoring.

**A** It's the "WMMS Cutting Edge Concert Series," which is a group of shows featuring up-and-coming new acts. We just did Glen Burtnick, who has a hit record here. We did one with the Bo-Deans following the U2 show and bands like that at a time when people are really looking for the next big thing. We're trying to nurture that along here in Cleveland. That's what WMMS has always done.

**"When you are programming WMMS, you have to take the heritage of the station into consideration all the time."**

Look at our logo, the Buzzard. He's come a long way since the days when he had a kind of evil leer in his eye and a long beak and was sitting on a mushroom.

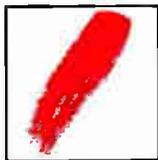
In 1975, we were playing the best available music and in 1987, we're still playing the best available music.

**Q** How is it working with Kid Leo?

**A** To be perfectly honest, coming in, I had heard a really wide range of opinions about Kid Leo. The most common answer was a kind of vague, "Leo is the best." Then, there were people that said, "It's a great station, but it's not for you, because you're used to

rock.

**A** You have to remember that even in the days that WMMS was categorized as an album-rock station, it wasn't an oldies intensive, straight white midwestern album-rock. It always had a very broad-based, eclectic music mix. Instead of allowing consultants or anyone on the outside to restrict their thinking on music, everything was simply held up to the test of whether or not it was a quality product. And would it interest our listeners. As a result, you have all kinds of acts breaking out of Cleveland. David Bowie had his first success here, for instance. I think we're still turning up rocks trying to find new and exciting



# TOP TENS



## GARY ROSS: MUSICLAND

If you think the Champion Minnesota Twins are big, then you should check out this man. Gary Ross is the Sr. VP Marketing & Merchandising for the Musicland Group—and we mean BIG group—593 stores under the names Musicland, Sam Goody and Discount Records. They are the largest retailer in the United States, and can they ever move product! The sheer volume involved enables them to move tonnage of the monster hits, and with special programs, they can support key new projects. Ross mentions Robbie Robertson, Kane Gang and Glen Burtnick among other developing programs. Further, he points out the firm's ability to adjust inventories daily based on marketplace trends.

**MUSICLAND**  
DICK ODETT  
593 Retail Stores (Mpls)

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

## CAMELOT

LEW GARRETT  
200 Retail Stores  
(Canton)

### CAMELOT

1. DIRTY DANCING
2. WHITESNAKE
3. DEF LEPPARD
4. BILLY IDOL
5. AEROSMITH
6. PINK FLOYD
7. METALLICA
8. BELINDA CARLISLE
9. TIFFANY
10. KISS

## WHEREHOUSE

RICH LOCKWOOD  
203 Retail Stores  
(Los Angeles)

### WHEREHOUSE

1. SPRINGSTEEN
2. MICHAEL JACKSON
3. STING
4. LA BAMBA
5. WHITNEY HOUSTON
6. PINK FLOYD
7. DEF LEPPARD
8. DEPECHE MODE
9. BEATLES-ABBAY ROAD
10. JC MELLENCAMP

## LOUD WAREHOUSE

TRACY DONIHOO  
102 Retail Stores  
(Dallas)

### SOUND WAREHOUSE

1. SPRINGSTEEN
2. DIRTY DANCING
3. MICHAEL JACKSON
4. PINK FLOYD
5. STING
6. NOEL
7. KENNY G
8. GEORGE STRAIT
9. REM
10. WHITESNAKE

## TOWER RECORDS VIDEO

STAN GOMAN  
43 Retail Stores  
(Sacramento)

### TOWER NATIONAL

1. STING
2. SPRINGSTEEN
3. BEATLES-ABBAY ROAD
4. MICHAEL JACKSON
5. PINK FLOYD
6. DEPECHE MODE
7. DIRTY DANCING
8. SPECIAL OLYMPICS
9. U2
10. BILLY JOEL

## NATIONAL Record Mart

DOUG SMITH  
80 Retail Stores  
(Pittsburgh)

### NAT'L RECORD MART

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

## Sam Goody

MIKE MASKA  
133 Retail Stores  
(Edison)

### SAM GOODY/EAST

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



LORI SHAW  
449 Accounts (Los Angeles)

### SHOW INDUSTRIES

1. DEPECHE MODE
2. STING
3. DANA DANE
4. DIRTY DANCING
5. JODY WATLEY
6. WHITESNAKE
7. LA BAMBA
8. PINK FLOYD
9. ANITA BAKER
10. LL COOL J



DEAN FINE  
70 Retail Stores  
(New York)

### RECORD WORLD

1. DIRTY DANCING
2. STING
3. WHITESNAKE
4. PINK FLOYD
5. FLEETWOOD MAC
6. TIFFANY
7. RICHARD MARX
8. BELINDA CARLISLE
9. MICHAEL JACKSON
10. HEART



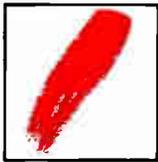
JIM PRIMERANO  
17 Retail Stores  
(Buffalo)

### RECORD THEATER

1. MICHAEL JACKSON
2. PINK FLOYD
3. ANGELA WINBUSH
4. U2
5. JC MELLENCAMP
6. ALEXANDER O'NEAL
7. SPRINGSTEEN
8. DANA DANE
9. WHITNEY HOUSTON
10. JETHRO TULL

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

# TOP TENS



## RAINBOW RECORDS

JIMMY HEIKKALA  
27 Retail Stores  
(San Francisco)

### RAINBOW

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



KAREN LONG  
84 Retail Stores  
(Atlanta)

### TURTLES

1. BEATLES-ABBEY ROAD
2. DIRTY DANCING
3. MICHAEL JACKSON
4. STING
5. PINK FLOYD
6. REM
7. WHITESNAKE
8. ANITA BAKER
9. DEF LEPPARD
10. DANA DANE



JOHN GRANDONI  
18 Retail Stores  
(Buffalo)

### CAVAGES

1. PINK FLOYD
2. DIRTY DANCING
3. SPRINGSTEEN
4. WHITESNAKE
5. MICHAEL JACKSON
6. U2
7. STING
8. RUSH
9. AEROSMITH
10. BILLY IDOL



TERRY DONOVAN  
300 Accounts  
(Kansas City)

### LIEBERMAN KANSAS CITY

1. DIRTY DANCING
2. WHITESNAKE
3. DEF LEPPARD
4. AEROSMITH
5. WHITNEY HOUSTON
6. SPRINGSTEEN
7. PINK FLOYD
8. TIFFANY
9. JC MELLENCAMP
10. KISS

## BUZZARD'S NEST RECORDS and TAPES



MIKE MANDZIA  
9 Retail Stores  
(Columbus)

### BUZZARD'S NEST

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



JAY ROSENBERG  
20 Retail Stores  
(New York)

### WIZ

1. MICHAEL JACKSON
2. BEATLES-ABBEY ROAD
3. SPRINGSTEEN
4. BEATLES-LET IT BE
5. STING
6. BILLY JOEL
7. DIRTY DANCING
8. WHITNEY HOUSTON
9. ALEXANDER O'NEAL
10. KENNY G



RON SALPIETRO  
37 Stores  
(Schaumburg)

### JR'S

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



CINDY BARR  
36 Retail Stores  
(Florida)

### SPECS

1. DIRTY DANCING
2. PINK FLOYD
3. SPRINGSTEEN
4. BEATLES-ABBEY ROAD
5. STING
6. WHITESNAKE
7. MICHAEL JACKSON
8. ANITA BAKER
9. BILLY JOEL
10. YES



ANGELO GONZALES  
42 Retail Stores  
(New York)

### CRAZY EDDIE

1. DIRTY DANCING
2. SPRINGSTEEN
3. MICHAEL JACKSON
4. PINK FLOYD
5. DEF LEPPARD
6. WHITNEY HOUSTON
7. YES
8. LA BAMBA
9. CARS
10. WHO'S THAT GIRL



MIKE SCHNEIDER  
7 Retail Stores  
(Batavia)

### APPLE TREE

1. INXS
2. STING
3. U2
4. REM
5. PINK FLOYD
6. BODEANS
7. ROBBIE ROBERTSON
8. DIRTY DANCING
9. SPRINGSTEEN
10. JC MELLENCAMP



ESA KATAJAMAKI  
200 Accounts  
(Mpls)

### NAVARRE

1. SPRINGSTEEN
2. DANA DANE
3. ERIC B
4. STING
5. JOHN ROCCA
6. INXS
7. UTFO
8. BELINDA CARLISLE
9. AEROSMITH
10. DEPECHE MODE



DEBBO HOUGHTON  
2000 Accounts  
(Philadelphia)

### UNIVERSAL ONE-STOP

1. BILLY JOEL
2. THE JETS
3. SPRINGSTEEN
4. DIRTY DANCING
5. STING
6. O'JAYS
7. ERIC B
8. STEADY B
9. WHITESNAKE
10. AEROSMITH

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



# BREAKOUTS

**INXS** and **Robbie Robertson** both hit the street strong this week. The **INXS** album was reported by almost two-thirds of this week's reporters, taking top honors over the former **Band** member's solo outing. **Terence Trent D'Arby** continues to gain at

retail, while **Billy Joel's** live from Russia set is pulling in big numbers. Also breaking are the **Alarm**, **Angela Winbush** and **WaWaNee**.

## WINNERS

<b>1</b>	<b>INXS</b>	(Atlantic 7 81796-1)	<b>38%</b>	<b>6</b>	<b>DEPECHE MODE</b>	(Sire 25614-1)	<b>17%</b>
<b>2</b>	<b>ROBBIE ROBERTSON</b>	(Geffen 24160)	<b>34%</b>	<b>7</b>	<b>STING</b>	(A&M SP 6402)	<b>15%</b>
<b>3</b>	<b>BILLY JOEL</b>	(Columbia C2X 40996)	<b>33%</b>	<b>8</b>	<b>BOB SEGER CD</b>	(Capitol CCT 46085)	<b>23%</b>
<b>4</b>	<b>TERENCE T. D'ARBY</b>	(Columbia 40964)	<b>21%</b>	<b>9</b>	<b>TIFFANY</b>	(MCA 5793)	<b>13%</b>
<b>5</b>	<b>JETS</b>	(MCA 42085)	<b>18%</b>	<b>10</b>	<b>BODEANS</b>	(Reprise/Slash 9 25629-1)	<b>12%</b>

**BAKER & TAYLOR / MIKE BASHKIN / CHICAGO**  
Robbie Robertson  
Tiffany  
INXS  
Depeche Mode  
Def Leppard

**CML ONE-STOP / MIKE CLARK / ST. LOUIS**  
INXS  
Robbie Robertson  
Bob Seger  
Kane Gang  
WaWaNee

**HARVARD CO-OP / MICHAEL TOCKER / BOSTON**  
Willie DeVille  
Sting  
Robbie Robertson  
Dumptruck

**LECHMERE / DAVE CURTIS / WOBURN**  
INXS  
Terence Trent D'Arby  
Dream Academy  
Beatles-Abbey Rd  
Beatles-Let It Be  
Billy Joel

**BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS**  
INXS  
Samanatha Fox  
Icehouse  
Alarm  
Billy Joel

**FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN**  
Jets  
Billy Joel  
Sting

**HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER**  
Eastern Block  
Bourgeois Tagg  
Lynyrd Skynyrd  
Whodini

**LIEBERMAN / ROB TAYLOR / CHICAGO**  
Jets  
Billy Joel  
INXS  
Robbie Robertson

**CAMELOT / LEW GARRETT / CANTON**  
INXS  
M.O.D.  
Shanice Wilson

**FLIPSIDE / DAVID SLANIA / CHICAGO**  
Robbie Robertson  
INXS  
Bob Seger  
Special Olympics  
Bodeans  
Eric B

**JR'S / RON SALPIETRO / SCHAUMBERG**  
Sting  
Supertramp  
Belinda Carlisle  
INXS  
Depeche Mode

**LIEBERMAN / ED O'DONNELL / MT. LAUREL**  
Dream Academy  
WaWaNee  
Supertramp  
INXS  
Terence Trent D'Arby

**CAVAGES / JOHN GRANDONI / BUFFALO**  
Icehouse  
Paul Carrack  
Bourgeois Tagg  
Tiffany  
Debbie Gibson  
Depeche Mode

**GEMINI ONE-STOP / NANCY WALLACE / CLEVELAND**  
Angela Winbush  
INXS  
Heavy D  
Robbie Robertson  
Billy Joel

**KARMA / GARRY FINLEY / INDIANAPOLIS**  
Robbie Robertson  
Squeeze  
Aerosmith  
Alice Cooper  
INXS

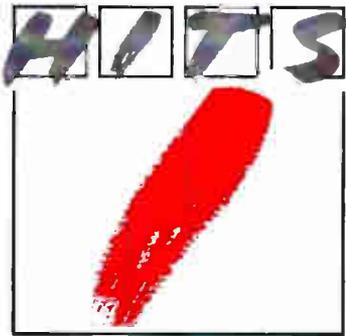
**METRONOME / GUY CASSINGHAM / ATLANTA**  
Robbie Robertson  
INXS  
Terence Trent D'Arby  
Carlos Santana  
Richard Lloyd  
Paul Carrack

**CENTRAL SOUTH / ROBIN STEELY / NASHVILLE**  
Bodeans  
Alarm  
Big Easy  
Terence Trent D'Arby  
Joe Cocker

**HARMONY HOUSE / SANDY BEAN / DETROIT**  
Bob Seger  
Billy Joel  
INXS  
Special Olympics  
Love & Rockets

**KEMP MILL / HOWARD APPLEBAUM / BELTSVILLE**  
INXS  
Robbie Robertson  
Angela Winbush  
Michael Bolton  
Terence Trent D'Arby  
Bob Seger

**MOBY DISC / BOB SAY / LOS ANGELES**  
Sting  
Robbie Robertson  
Love & Rockets  
Depeche Mode



# BREAKOUTS

**MUSIC PEOPLE / NANCY LEWIS / OAKLAND**

Robbie Robertson  
Clarence Carter  
Bill Evans  
INXS  
Housemartins  
Dream Academy

**MUSICLAND / DICK ODETT / MINNEAPOLIS**

INXS  
Special Olympics  
Marvin Gaye  
KT Oslin  
Robbie Robertson

**NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH**

INXS  
Robbie Robertson  
Billy Joel  
Bob Seger  
Jets

**NAVARR / ESA KATAJAMAKI / MINNEAPOLIS**

INXS  
Angela Winbush  
Robbie Robertson  
Jets  
Love & Rockets

**PACIFIC COAST ONE-STOP / LENNY LEON / CHATSWORTH**

Robbie Robertson  
INXS  
Martha Davis  
Joe Cocker  
Elton John

**PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE**

Alarm  
Bodeans  
Gene Loves Jezebel  
Depeche Mode  
Terence Trent D'Arby  
Debbie Gibson

**PLASTIC FANTASTIC / DAVID CASTLEMAN / BRYN MAWR**

Robbie Robertson  
INXS  
Love & Rockets  
Radiators  
Housemartins

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

INXS  
Belinda Carlisle  
Depeche Mode  
Tiffany  
Bob Seger

**RADIO DOCTORS / KATHY STAMM / MILWAUKEE**

INXS  
Robbie Robertson  
Sting  
REO  
Squeeze

**RAINBOW / JIMMY HEIKKALA / SAN FRANCISCO**

INXS  
Robbie Robertson  
Fatal Attraction  
Jets  
Madhouse

**RECORD & TAPE OUTLET / MARC MERCURIO / OHIO**

Belinda Carlisle  
INXS  
Earth Wind & Fire  
George Michael  
Billy Joel

**RECORD BAR / PAUL FUSSELL / DURHAM**

Robbie Robertson  
INXS  
Jets  
Bourgeois Tagg  
Billy Joel

**RECORD WORLD / DEAN FINE / NEW YORK**

Martha Davis  
Billy Joel  
Great White  
Dream Academy  
WaWaNee

**ROSE RECORDS / TOM JACOBSON / CHICAGO**

Beatles-Abbey Rd  
Buckwheat Zydeco  
Billy Joel  
Liza Minnelli

**RTI ONE-STOP / STEVE HOBERMAN / OMAHA**

Mannheim Steamroller  
INXS  
Robbie Robertson  
Big Easy  
Tom Scott  
Billy Joel  
New Order

**SAM GOODY-EAST / MIKE MASKA / EDISON**

INXS  
Special Olympics  
Robbie Robertson  
Guns & Roses  
Bob Seger  
Bodeans  
Eric B

**SHOW INDUSTRIES / LORY SHAW / LOS ANGELES**

Alarm  
Billy Joel  
Jets  
LA Dream Team  
Tiffany  
Five Star

**SOUND OF / CY BARNES / PHILADELPHIA**

Carl Hall  
Earth Wind & Fire  
Cult  
Full Force

**SOUND WAREHOUSE / TRACY DONIHOO / DALLAS**

Cars  
Billy Joel  
Special Olympics  
Terence Trent D'Arby  
Georgio

**SPECS / CINDY BARR / MIAMI**

TKA  
Grover Washington Jr  
Barry White  
Special Olympics

**STRAWBERRIES / JEFF COHEN / BOSTON**

INXS  
Robbie Robertson  
Bourgeois Tagg  
J Cocker  
Guns & Roses  
Radiators  
Jimmy Davis

**STREETSIDE / GREG MARSHALL / ST. LOUIS**

Jean Luc Ponty  
Lee Ritenour  
Carlos Santana  
Housemartins  
Depeche Mode

**THE WIZ / JAY ROSENBERG / NEW YORK**

Terence Trent D'Arby  
INXS  
Robbie Robertson  
Shanice Wilson  
Billy Joel

**TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO**

Jennifer Holiday  
Depeche Mode  
INXS  
Terence Trent D'Arby  
Smiths

**TURTLES / KAREN LONG / ATLANTA**

Lewis Grizzard  
Billy Joel  
Marvin Sease  
Temptations  
Jets  
Marlon Jackson

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

Terence Trent D'Arby  
Tiffany  
Sting  
Jets

**WAX WORKS / HAROLD GUILFOIL / OWENSBORO**

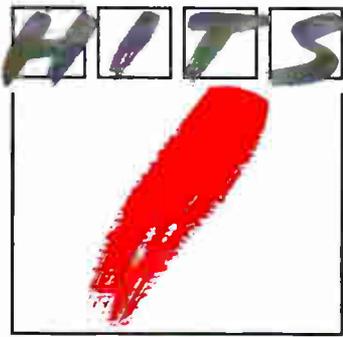
INXS  
Sting  
Depeche Mode

**WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO**

Dan Seals  
LA Dream Team  
Warlock  
Jets  
Jethro Tull  
Sting

**ZIPS / RICK ANDRADE / TUCSON**

Men Without Hats  
O'Jays  
INXS  
Robbie Robertson  
Insiders  
Go West



# TOP FIFTY ALBUMS

Bruce still leads, but it is oh so close. The Dirty Dancing soundtrack has exploded to #2, and only trails the Springsteen project by about 1,000 units sold. Also coming on strong in the

Top Ten are Sting and Aerosmith. Other hot movers include Billy Joel, INXS and the two latest Beatles CD's - "Abbey Road" and "Let It Be."

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	Hit single leads	81.8
3	2	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Medley/Warnes 45 hot	80.9
2	3	MICHAEL JACKSON	BAD	Epic 40600	New 45 shipping	61.7
4	4	WHITESNAKE	WHITESNAKE	Geffen 24099	Solid sales	61.6
5	5	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Catalogue moving	58.2
10	6	STING	NOTHING LIKE THE SUN	A&M SP6402	Gaining fast	57.9
6	7	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	New 45 breaking	43.0
7	8	WHITNEY HOUSTON	WHITNEY	Arista 8405	New 45 exploding	35.9
11	9	AEROSMITH	PERMANENT VACATION	Geffen 24162	45 breaking big	33.6
9	10	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	New 45 building fast	32.4
8	11	U2	THE JOSHUA TREE	Island 7-90581-1	Solid sales	32.3
13	12	BILLY IDOL	VITAL IDOL	Chrysalis 41620	Hot 45 leads	32.1
17	13	REM	DOCUMENT	IRS 42059	45 is breaking	29.8
15	14	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Steady sales	27.9
14	15	YES	BIG GENERATOR	Atco 7 905221	Comeback	27.5
12	16	LA BAMBA	SOUNDTRACK	Slash/WB 25605	Slipping a little	24.9
16	17	RUSH	HOLD YOUR FIRE	PolyGram 832 464-1	45 is developing	23.3
22	18	KENNY G	DUOTONES	Arista 8427	Back up	20.0
21	19	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	Giant 45 leads	19.2
19	20	ANITA BAKER	RAPTURE	Elektra 60444	Steady seller	18.4
--	21	BILLY JOEL	KOH 9EPT	Columbia C2X 40996	Live Russia	17.5
24	22	TIFFANY	TIFFANY	MCA 5-793	Selling everywhere now	17.1
25	23	DEPECHE MODE	MUSIC FOR THE MASSES	Sire 25614-1 (WB)	Nationwide	16.7
18	24	KISS	CRAZY NIGHTS	PolyGram 832-626-4	Needs new 45	15.6
40	25	BEATLES	ABBEY ROAD CD	Capitol 7 46446 2	Gaining momentum	14.0

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

# 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

**FLASHMAKER!**  
**WILDCARD 11/2/87**  
**40 HITS TOP FIFTY ALBUMS!**

B96	add	WANS	add
WAVA	add	KBFM	add
B97	add	K98	add
WL0L	add	WGTV	add
Q106	add	Z102	add
92X	add	KIKK	add
WDBR	add	WOCM	add
SLY96	add	WHSL	add
		WBWB	add

KITS	2-2
KMEL	9-7
KATD	25-19
WAZY	33-28
WCAU	36-29
KWSS	32-29
Y97	38-34

**BREAKING AT:**  
**HOT103**

Z94	KCPX
KMEL	WGFM
KDWB	KCAQ
KITS	KRQ
KZZP	KTUX
PWR99	KZZU
KXYQ	WBBQ
WKSS	WERZ

**HOT SALES AT:**  
Sound Warehouse/Dallas  
Wherehouse/Natl  
Cavages/Buffalo  
Pacific Coast One-Stop/LA  
Baker & Taylor/Chicago  
House Of Guitars/Rochester  
Filipside/Chicago  
Music People's One-Stop/Oakland  
Rainbow/SF  
Metronome/Atlanta



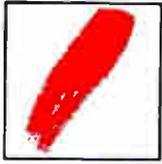
# TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	EXPOSE	EXPOSE	Arista AL 8441	Lots of hits	14.0
20	27	WHODINI	OPEN SESAME	Jive JL8494 (Arista)	Urban sales	13.3
23	28	LL COOL J	BIGGER & DEFFER	Def Jam/Col 40793	Falling now	12.5
30	29	RICHARD MARX	RICHARD MARX	Manhattan 53049	Steady sales	11.6
26	30	PET SHOP BOYS	ACTUALLY	EMI/Man 46972	Falling some	10.7
35	31	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	Awards	10.6
36	32	JETHRO TULL	CREST OF A KNAVE	Chrysalis 41590	Comeback	10.2
--	33	INXS	KICK	Atlantic 7 81796-1	Taking off	9.6
29	34	HEART	BAD ANIMALS	Capitol 12546	New 45 breaking	9.2
42	35	DANA DANE	WITH FAME	Profile PRO 1233	Picking up again	9.0
37	36	ERIC B & RAKIM	PAID IN FULL	4th & Broadway 4005	Hot rap	8.9
38	37	GREAT WHITE	ONCE BITTEN	Capitol 12565	Steady sales	8.6
28	38	FAT BOYS	CRUSHIN'	PolyGram 831948-1	Slipping now	8.6
45	39	GEORGE STRAIT	GREATEST HITS II	MCA 42035	Country	8.5
39	40	NEW ORDER	SUBSTANCE	Quest/WB 9 25621-1	45 breaking	8.5
33	41	METALLICA	5.98 EP GARAGE DAYS	Elektra 960757-1	Slipping	8.1
32	42	MOTLEY CRUE	GIRLS, GIRLS, GIRLS	Elektra 9-60725-1	Falling now	8.1
43	43	CARS	DOOR TO DOOR	Elektra 9-60747-1	Holding	8.0
47	44	ALEXANDER O'NEAL	HERESAY	Tabu FZ 40320 (CBS)	New 45 growing	7.9
--	45	SPECIAL OLYMPICS	A VERY SPECIAL XMAS	A&M SP 3911	Great cause	7.5
34	46	SMITHS	STRANGWAYS	Sire 25649 (WB)	Falling	7.3
44	47	CARLY SIMON	COMING AROUND AGAIN	Arista 8443	HBO Special	6.8
--	48	BEATLES	LET IT BE CD	Capitol 7 46447 2	CD sizzle	6.7
--	49	ANGELA WINBUSH	SHARP	PolyGram 832733	Urban sleeper	6.6
--	50	JETS	MAGIC	MCA 42085	Hit single leads	6.5

ROBBIE ROBERTSON (Geffen)  
 TERENCE TRENT D'ARBY (Columbia)  
 GUNS & ROSES (Geffen)

## NEXT UP

O'JAYS (Manhattan)  
 HEAVY D (MCA)  
 BOB SEGER CD (Capitol)



# RERAP

by Toni Profera

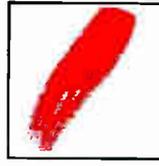
With Whitesnake and Def Leppard currently in the Top 10 and getting stronger, the stage is set for yet another 'attack' from the darlings of Metal-land. Dokken (Elektra) is set to launch later this week with 650,000 LPs packaged up and ready to hit the field. This is their fourth LP to date, entitled "Back For The Attack." Album radio is embracing a 12" currently, called "Burning Like A Flame," which will be released as a 45 pronto. Also included on the LP is "Dream Warriors" — last years \$4.98 single from the *Nightmare On Elm Street* movie, which sold 200,000 copies. Their last effort, "Under Lock And Key," did a modest 1.1 million.... More protests from the wholesalers this week, as they get the new Sire CD sampler — seems it's marked with a sticker that says, "Don't Pay Over \$7.98 For This!" Considering it's an \$8.98 list, they are truly concerned about the margin on this one, which will shrink considerably.... The Cult's world tour ground to a halt rather abruptly in Australia last week. Seems the band went home to

## They're Back



Dokken — Now more than ever, gearing for big sales.

England after destroying \$27,000 worth of their sound equipment. A spokeswoman for the Cult said Ian Astbury started the demolition derby, the band joined in, and the audience finished it off. Manager Ian Grant said later that he knew instantly the tour was over as soon as the destruction began. He said the band was overly tired after more than six months on the road, but promised that all dates — including those in South America would be made up in 1988.... It just makes you wonder — On the one hand, Coors seems to be doing a really cool thing by sponsoring the *Four Play Tour*. This is the 25 city club tour in which four acts go on one road tour together and no one pays including the audience. The acts include Arista's Hurrah!, Northern Pike on Virgin, A&M's Royal Court of China, and Will and the Kill on MCA. On the other hand we hear that Coors is donating office space to the P.M.R.C. Curious, no?.... The 12" by WaWaNee is flyin' out the door in many areas according to many local accounts.... Flipside's David Slania reports a boost in sales on the Bodeans LP due to the slot on the U2 bill which came through Chitown. In addition, 75 employees of Baker & Taylor were treated to a lunch time acoustic performance by the group (10/30) while they were in town for the date.... In more Chicago action, Baker & Taylor's Steve Harkins came up with a cool Alice Cooper retail promotion - stores buying a certain amount of product will receive a personalized video taped spot, made by Alice, to air in the store.

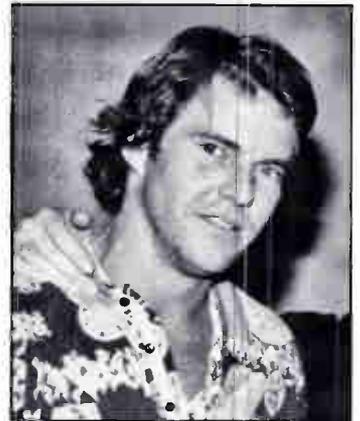


# ODDS & ENDS

by Schmedrick Griswald

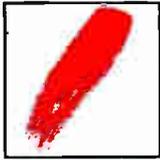
From the "What Kind Of Person Does Promotion?" file comes the warped tale of Atlantic local promo whiz Mark Rose. Seems ol' Mark was so intent on getting the INXS single added at KPLZ in Seattle that he told PD Casey Keating he'd moonwalk on his window ledge if he added the tune. Sure enough, INXS made the KPLZ playlist and Mark could be seen moonwalking eight stories above downtown Seattle. For inclusion in this column, Mark has agreed to have the Hits logo tattooed on his..... And speaking of Atlantic, it looks like Doug Brietbart, manager of Debbie Gibson and Regina, may just have his own logo-deal through the label soon..... From the "Lawsuits Get Confusing" file comes this item about the recently filed Chapter 7 bankruptcy motion by Concrete Blond which would have completely nullified the band's recording contract with I.R.S. Records. Early last week I.R.S. VP of Business Operations Michael O'Brien told Odds & Ends that judge Geraldine Mund had ruled that "the recording contracts were not subject to rejection in the bankruptcy case." Not so, according to the band's manager Dave Lumian and attorney Peter Paterno who told us that the judge made no final ruling on the inclusion of the recording contracts in the bankruptcy case — she merely left open the possibility that she could rule that way. According to Paterno, who's no stranger to contract battles, "We feel that the contract will ultimately be rejected." The hearing is set for November 19. Confused? Join the club. We'll let you know how this thing shakes out.... And it's no coincidence that hot (we're talking sizzling) young actor Dennis Quaid is turning up in a lot more music trade photos. We understand that Dennis is teaming up with Austin turned L.A. sax wizard Joe Sublet to start up his own rockin' combo.... Despite the fact I had to sneak in through the kitchen, it was a nice birthday bash for Hits columnist Ruth "Don't Call Me Ruthie" Robinson at the chic Metropolis eatery in Hollywood. Among those asking me to refill their wine glasses: Lee Solters, ICM's Alex Hodges, Record Plant ruler Chris Stone, Frankie Crocker, A&M's Michael Mitchell, Jensen's Jim Sliman, RCA's Marilyn Arthur, Trish Daniels of *Good Morning America*, Sarah McMullen and Debra Baum. PolyGram sent the cake, Motown sent balloons. Nice bash Ruth, but did I have to bus the dishes?..... We heard a coupla rumors about Kareem Abdul-Jabbar's Cranberry Records dissolving its relationship with parent company MCA. "Not true," said the label's Alonzo Miller who said that three artists (including Dizzy Gillespie) are currently signed to the label. But what about Kareem, is he still involved? "There wouldn't be a Cranberry without Kareem," said Miller.... After 19 years with Chappell/Intersong publishing, Vivien Friedman has departed her post as VP of Public Relations. Anyone who has worked Vivien knows the meaning of a class act. We're looking forward to working with her again.

## New Career?



Dennis Quaid — Plans for an L.A. based band.

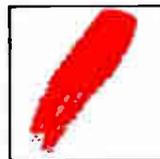
# MOVIE SCORES



TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 FATAL ATTRACTION	6.4m	4757	75.9m	Soundtrack on GNP/Crescendo.
2 BABY BOOM	2.9m	3386	8.5m	_____
3 SUSPECT	2.7m	2623	8.0m	Soundtrack on Varese Sarabande.
4 FATAL BEAUTY	2.7m	2412	2.7m	_____
5 PRINCE OF DARKNESS	2.7m	2150	8.7m	Soundtrack on Varese Sarabande.
6 THE HIDDEN	2.5m	2385	2.5m	Soundtrack on Varese Sarabande.
7 PRINCESS BRIDE	2.0m	2597	16.3m	Soundtrack on Warner Bros.
8 LIKE FATHER LIKE SON	1.9m	1495	26.3m	_____
9 DIRTY DANCING	1.3m	1312	39.2m	LP & Medley/Warnes & Eric Carmen 45's on RCA.
10 SOMEONE TO WATCH OVER ME	.8m	1084	8.9m	_____

Film Information Courtesy of **THE HOLLYWOOD REPORTER**

# WAVELENGTH



by Lenny Beer & Mike Murphy

This has to rank as the most boring week of the year. We can't even make up any good rumors. No one is moving around, no jobs are open, no one is changing formats, and we doubt anyone will read through this entire column. However, for those of you who haven't flushed yet.... Joe Sanderman is currently handling the MD duties at KHTR in St. Louis, replacing recently departed Mark Todd who moves on to the PD slot at KWNZ in Reno.... WZZU in

Raleigh is still conducting a PD search. We hear there are big bucks being offered and a major name needed.... Dave Gillen, former MD at WKSE in Buffalo, has moved across the street to handle afternoon drive duties at WBLK.... Mark O'Brian moves from KFMY Provo to KFBQ Cheyenne to do mornings.... Look for some further promotions at Q105 in Tampa following the Mason Dixon appointment.... Kelly Gordon, former PD of KTRS Casper, is looking for a new

gig. Call him at 206-226-0470.... Happy Birthday to Gregg Williams MD at KKRD Wichita, Kansas 11/4.... Ross Johnson moves across the street from KEYJ to KFQX in Abilene.... Congrats to Paul Wilson of KJQ Ogden and his wife on the birth of their third child. Marquesa Michael.... Jay Michaels is moving from KYNG Coosbay to KSMK in Flagstaff handling afternoons.... Get well wishes to Willy B of B104 Baltimore who's on crutches. Hey folks,

here's a photo of Y95's Buzz Bennett and Donna Summer.







Recorded and mixed by  
Bruce Swedien

Co-Produced by  
Michael Jackson for

Produced by  
Quincy Jones for

Management  
Frank M. Dileo

# Michael Jackson

Taken from the LP *BAD*

#1 multi-format hit.

Michael's newest



THE WAY YOU MAKE ME FEEL

