

HITS

WINNERS

FLASHMAKERS

MIAMI SOUND Epic
TAYLOR DAYNE Arista
JOHNNY HATES Virgin
SAMANTHA FOX Jive/RCA

CROSSOVERS

ICEHOUSE Chryis
WHITE LION Atlantic
MORRIS DAY WB
THE DEELE Solar

EARPICKS

JOHNNY HATES Virgin
FOREIGNER Atlantic
PAUL CARRACK Chryis
MIDNIGHT OIL Columbia

BREAKOUTS

KINGDOM COME Poly
MORE D DANCING RCA
ROBERT PLANT Atlantic
BILLY OCEAN Jive/Ari

WILDCARD

DONALD FAGEN WB
See Page 8 For Details

HOT NEW RELEASES

ABC

King...A Crown
PolyGram 8701027

BOULEVARD

Never Give Up
MCA 53297

DONALD FAGEN

Century's End
WB 7-27972

FLEETWOOD MAC

Family Man
WB 7-28114

MEN W/OUT HATS

Moon Beam
PolyGram 870-1537

PET SHOP BOYS

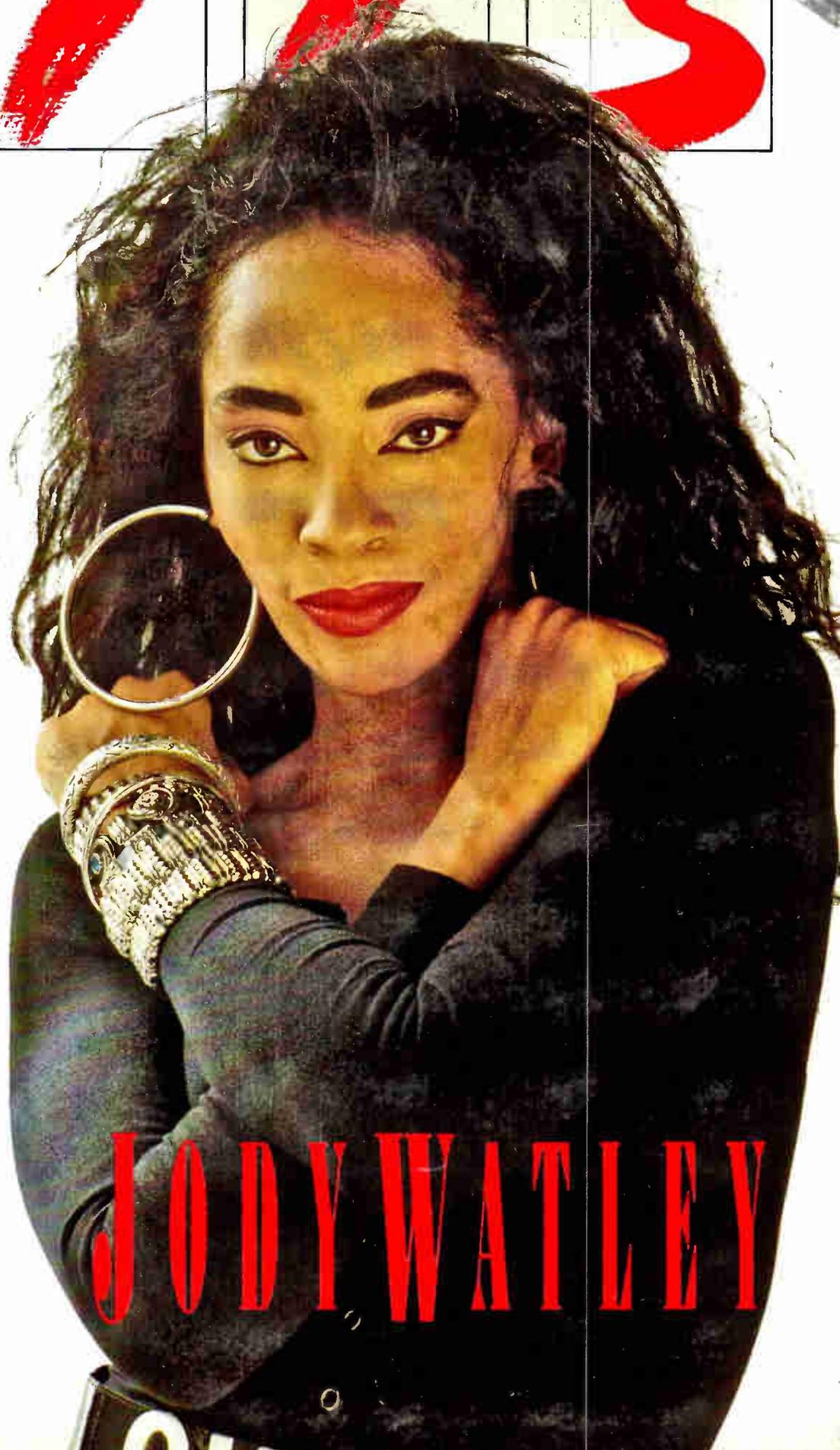
Always On My Mind
EMI/Man 50123

BUSTER POINDEXTER

Oh Me
RCA 7638-7R

DANNY WILDE

Times Run Wild
Geffen 7-27987-A



JODY WATLEY



BREAKOUTS WINNER!
CROSSOVER!
EARPICKS WINNER!
4-3 HITS POST MODERN!
25*-18* R&R AOR TRACKS!

Y95 add
KRBE add
WOMR add
KTMT add
KYRK add

KROQ 1-1

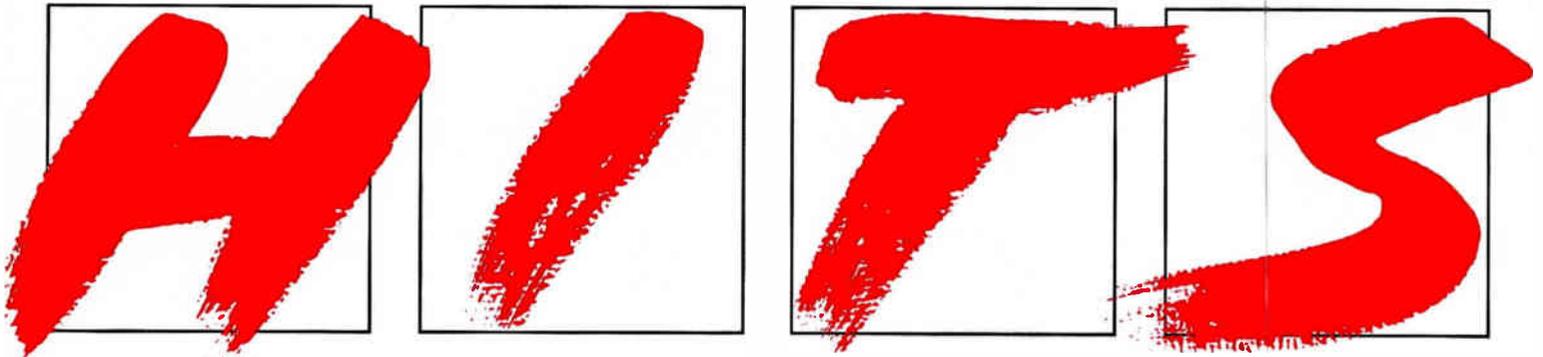
BREAKING AT:
KITS

"BEDS ARE BURNING"

Taken from the Columbia Lp: "Diesel and Dust" 40967

Produced by Warne Livesey and Midnight Oil





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SINGLES 4

Rick Astley holds down the fort for the second straight week, with Michael Jackson's latest (and maybe greatest) smash close behind. Strong debuts are scored on Page One by Whitney Houston and on Page Two by Miami Sound Machine.

DIALOGUE 30

PolyGram's Executive VP, Marketing and Sales, Bob Jamieson is a globe-trotter with an international outlook on the record biz. Hits' Paul Iorio gets his worldly perspective.

Detroit's Lou Kwiker has come a long way from the Motor City to rule The Warehouse's West Coast empire. Hits' Roy Trakin tries to weasel Laker courtsides.

SPOTLIGHT 54

Texas-based Western Merchandisers offers something for everyone with its Hastings Books and Records chain. Correspondent Holly Gleason profiles the emporium of home entertainment.

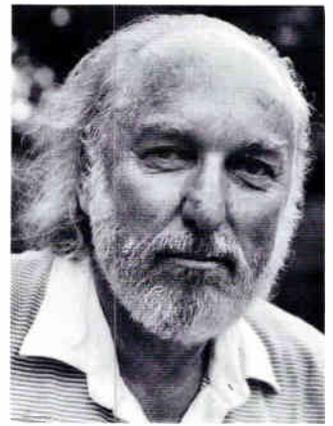
ALBUMS 62

If Dirty Dancing wasn't enough for you, now RCA presents More Dirty Dancing for your personal pleasure.

| | |
|------------------------------------|----------------------------------|
| Flashmakers 22 | Crossovers 26 |
| Miami Sound Machine leads the way. | Icehouse and White Lion are hot. |
| Requests 28 | Earpicks 36 |
| Aerosmith and Tiffany. | Johnny Hates Jazz is hot. |
| Post Modern 43 | Breakouts 60 |
| Robyn Hitchcock goes #1. | Kingdom Comes. |

| | |
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| Contest 16 | Rerap 48 |
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| Letters 17 | Wavelength 66 |

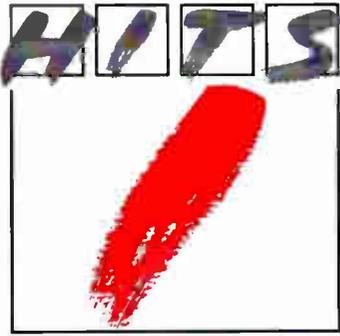
Power Of Tower



Tower Records Chairman Russ Solomon is the man in the spotlight this week, as the popular outgoing NARM President gets set to relinquish his hot seat. Why not stop by Hits' "Dunk Your Distributor" booth, Russ, and work out some of those frustrations over CD pricing, short shipments and co-op ad dollars? Your appearance on our brand-new Contents Page entitles you to one free shot, so make the most of it!!

On The Cover

Wipe the tears from those high cheekbones, Jody. We know you're overcome by this prestigious cover shot, which is almost as much of an honor as that Grammy for "Best New Artist," but stop your sobbing, gal, for the best is yet to come. The Alberto Tolot photo comes courtesy of the kind folks at MCA Records.



TOP FIFTY SINGLES

Rick Astley is still #1, but Michael Jackson has moved up strongly this week to take the #2 slot. Whitney Houston is the highest debut on Page One and Miami Sound Machine leads

the way on Page Two. Also moving strongly are out of the box winners from Johnny Hates Jazz, Jermaine Stewart and Foreigner. All are records that will significantly effect the chart in the weeks to come.

| THIS LW | WEEK | ARTIST | TITLE | LABEL | COMMENTS |
|------------|------|----------------------|----------------------|----------------------|---------------------------|
| 1 | 1 | RICK ASTLEY | NEVER GONNA GIVE ... | RCA 5347-7 | Holding solid |
| 5 | 2 | MICHAEL JACKSON | MAN IN THE MIRROR | Epic 3407668 | Exploding |
| 4 | 3 | BELINDA CARLISLE | I GET WEAK | MCA 53242 | Gaining |
| 6 | 4 | RICHARD MARX | ENDLESS SUMMER NIGHT | EMI/MANH 50113 | Strong |
| 3 | 5 | GEORGE MICHAEL | FATHER FIGURE | Columbia 38-07682 | Slipping |
| 7 | 6 | DEBBIE GIBSON | OUT OF THE BLUE | Atlantic 7-89129 | Third smash |
| 8 | 7 | KEITH SWEAT | I WANT HER | Vntment/Ele 7-69431 | Former Wildcard |
| 10 | 8 | BILLY OCEAN | GET OUTTA MY DREAMS | Jive/Arista JS 19678 | Solid sales |
| 9 | 9 | DAVID LEE ROTH | JUST LIKE PARADISE | Wamer Bros 7-28119 | Steady |
| 2 | 10 | PATRICK SWAYZE | SHE'S LIKE THE WIND | RCA 5363-7 | 3rd 45 from Dirty Dancing |
| 15 | 11 | PEBBLES | GIRLFRIEND | MCA 53185 | Crossover smash |
| 16 | 12 | JETS | ROCKET 2 U | MCA 53254 | Huge week here |
| 12 | 13 | CHER | I FOUND SOMEONE | Geffen 7-28191-A | Helping album |
| 17 | 14 | DEF LEPPARD | HYSTERIA | PolyGram 870004-7 | Hot rock |
| 20 | 15 | MICHAEL BOLTON | DOCK OF THE BAY | Columbia 38 07680 | Hot remake |
| 25 | 16 | INXS | DEVIL INSIDE | Atlantic 7-89144 | Steady growth |
| 24 | 17 | JODY WATLEY | SOME KIND OF LOVER | MCA 53235 | Hot crossover |
| 23 | 18 | TERENCE TRENT D'ARBY | WISHING WELL | Columbia 38-07675 | Really kicking in |
| 26 | 19 | WHITNEY HOUSTON | WHERE DO BROKEN | Arista AS 19674 | Breaking big |
| 13 | 20 | MARRS | PUMP UP THE VOLUME | 4th & Broadway 7452 | Peaked |
| 11 | 21 | MIAMI SOUND MACHINE | CAN'T STAY AWAY FROM | Epic 34-07641 | New single breaking |
| 14 | 22 | PET SHOP BOYS | WHAT HAVE I DONE | EMI/Manh 50107 | New single out |
| 18 | 23 | GLADYS KNIGHT | LOVE OVERBOARD | MCA 53210 | Peaked |
| 27 | 24 | TIFFANY | SAW HIM STANDING | MCA 53285 | Exploding |
| 32 | 25 | AEROSMITH | ANGEL | Geffen 7-28249 | Hot rock |

(Based on a combination of sales and airplay)

Now It's Your Turn!



the new single
"Always On My Mind."

England #1

Germany #1

Pet Shop Boys

Finland #1

Switzerland #1

Sweden #1

Austria #1



© 1988 EMI-Manhattan Records, a division of Capitol Records, Inc.
Management: Tom Watkins/Rob Holden, Massive Management

Breaking now on the Billboard Dance Chart



TOP FIFTY SINGLES

| LW | THIS WEEK | ARTIST | TITLE | LABEL | COMMENTS |
|----|-----------|---------------------|---------------------|---------------------|---------------------|
| 29 | 26 | JC MELLENCAMP | CHECK IT OUT | PolyGram 870126-7 | Selling now |
| 30 | 27 | O'NEAL & CHERRELLE | NEVER KNEW LOVE .. | Epic/Tabu 254-076 | Hot duet |
| 31 | 28 | RICK SPRINGFIELD | ROCK OF LIFE | RCA 6853-7RAA | Hot comeback |
| 19 | 29 | EXPOSE | SEASON'S CHANGE | Arista 9640 | Peaked |
| 21 | 30 | STING | BE STILL MY BEATING | A&M AM-2992 | Over |
| 37 | 31 | NATALIE COLE | PINK CADILLAC | EMI/Manh P1350117 | Hot remake |
| 35 | 32 | SCARLETT & BLACK | YOU DON'T KNOW | Virgin 99405 | Significant growth |
| 34 | 33 | GEORGE HARRISON | WHEN WE WAS FAB | Dark Horse 28131 | Follow up to smash |
| 36 | 34 | LOUIS ARMSTRONG | WHAT A WONDERFUL | A&M 3010 | Huge radio response |
| 38 | 35 | ICEHOUSE | ELECTRIC BLUE | Chrysalis V544324 | Gaining |
| 39 | 36 | BRUCE SPRINGSTEEN | ONE STEP UP | Columbia 30-07726 | Significant gains |
| 40 | 37 | TAYLOR DAYNE | PROVE YOUR LOVE | Arista ASI-9676 | Follow up to smash |
| 44 | 38 | LL COOL J | GOING BACK TO CALI | D.Jam/Col 38-07679 | Exploding in sales |
| 42 | 39 | BRENDA RUSSELL | PIANO IN THE DARK | A&M 3003 | Steady gains |
| 43 | 40 | TOTO | PAMELA | Columbia 38-07715 | Significant growth |
| 45 | 41 | SO | ARE YOU SURE | EMI/Manh B50109 | Getting requests |
| 46 | 42 | MORRIS DAY | FISHNET | Warner Bros 7-28201 | Hot crossover |
| -- | 43 | MIAMI SOUND MACHINE | ANYTHING FOR YOU | Epic 34-07759 | Strong radio action |
| 49 | 44 | DEELE | TWO OCCASIONS | Solar/Capitol 70015 | Hot urban |
| 50 | 45 | HENRY LEE SUMMER | I WISH I HAD A GIRL | Epic 25407720 | Building each week |
| -- | 46 | SAMANTHA FOX | NAUGHTY GIRLS | RCA 1089-7 | Breaking |
| -- | 47 | WHITE LION | WAIT | Atlantic 7-89126 | Hot rock |
| 22 | 48 | COVER GIRLS | BECAUSE OF YOU | Sutra SF 819 | Peaked |
| 41 | 49 | SALT 'N' PEPA | PUSH IT | Next Plateau/50063 | Over |
| -- | 50 | OMD | DREAMING | A&M 3002 | Gaining each week |

JOHNNY HATES JAZZ (Virgin)
 BRYAN FERRY (Reprise)
 BLUE MERCEDES (MCA)

NEXT UP

JERMAINE STEWART (Arista)
 FOREIGNER (Atlantic)
 TIMES 2 (Reprise)

(Based on a combination of sales and airplay)



THEY LAUGHED. THEY PARTIED.
THEY LOVED
THE "NOVELTY" BUSTER.
BUT WAIT—IT'S HIS
SERIOUS SIDE EVERYONE'S
FLIPPING OVER.

**BUSTER
POINDEXTER**
AND HIS BANSHEES OF BLUE

**OH ME
OH MY**
(I'M A FOOL FOR YOU BABY)

JUST START PLAYING THIS
RECORD, AND YOU'LL HAVE
THE LAST LAUGH AS HE
CHANGES FROM "PARTY
ANIMAL" TO "CHARTBUSTER."

RELEASED THIS WEEK
ON THE HEELS OF
HIS STANDING OVATION
PERFORMANCE AT THE
R&R CONVENTION
LAST SATURDAY NIGHT.

ONE OF THE
MOST ADDED
A/C RECORDS!



Pic Of The Week

Henry Hard At Work

WEA President Henry Droz is pictured doing his morning ritual — snuggling up real close to his stuffed lion. "Make sure you get him smiling," Henry yelled at the photographer. "He'd be really angry with me if he didn't look good in this picture." After some twinkies and milk, Henry began his afternoon ritual of swinging from the chandelier with 17 Bulgarian midgets, three yaks and a Pat Robertson look-alike (think about it).



CBS vs CBS

The Wall Street Journal is reporting that a financial feud between CBS Inc. and its former Records Division has taken a new turn with CBS Records execs charging that CBS Inc. owes more than \$1 million in bonuses.

The report stated that "the

spat underscores the deteriorating relationship between CBS and the newly named CBS Records Inc. — and the bitter rift between CBS President **Laurence A. Tisch** and CBS Records' President **Walter Yetnikoff**."

CBS Records has previously wrangled with its former parent over the final financial statement of the Records Division. The final value of the unit determines how much additional money, if any, Sony would pay CBS Inc. for the purchase of that division.

On Feb. 10, CBS Inc. released its fourth quarter results and refused to break out the Record Division's net income. CBS Records responded with a terse statement saying it would not comment on the results because they "are not broken

out in a form that is understandable to us."

If Sony and CBS Inc. cannot agree on the final value of the Records Division, and the subsequent additional payment, an independent auditor will be appointed as arbitrator.

Nice Couple



That's **Bill Medley** (right) giving "Dirty Dancing" Executive Producer **Jimmy Lenner** a wet one after Medley scored a Grammy for the single "I've Had (The Time Of My Life)". Moments later, Bill turned to Jimmy and muttered the immortal words, "Oh I'm sorry, I thought you were Donnie."

Trump Swings

Donald "Don't Call Me Duck" **Trump** has received clearance from the Federal Trade Commission to purchase as much as 24.9% of MCA Inc. stock.

Last week, MCA's Board amended a shareholders purchase-rights agreement to protect itself from a possible takeover. According to the amendment, a "poison pill" plan can go into effect after anyone acquires 10% of the company's shares.

WILD CARD

**DONALD FAGEN
(WB)**

Former Steely Dan member is back with a song from the "Bright Lights, Big City" soundtrack. Donald's image is perfect for today's radio. It's a multi-format winner with a sound which will score at Top 40, Album Radio, Black Radio, Pop/Adult, New Age and even Post Modern. Put it on the turntable and enjoy the ride.

FRONT PAGE

C o v e r S t o r y

Yo Narm, Dunk This

Hello you merry conventioners and welcome to Los Angeles (affectionately known as "The Cesspool By The Sea") and the 30th Annual NARM Convention at the Century Plaza Hotel.

Among the many things you'll be partaking in is CBS topper **Al Teller's** keynote address (Saturday, 9:00am), superstar entertainment featuring **The Jets** (Friday, 8:00pm); **Kenny G.**, **Barry Manilow** (Saturday, 8:00pm) and **Bruce Hornsby & The Range** (Monday, 7:00pm), as well as an array of slickly produced product presentations by the labels.

You'll also get to scam free t-shirts, key chains, pens, maybe some blank tapes, or even promotional CDs!

And of course, *our* favorite part of NARM is that we can pick up a copy of *Billboard* without having to pay for it (though sometimes we leave the cash next to the stack anyhow).

But undoubtedly, the highlight of your stay at the Century Plaza Hotel (besides trying to sneak into the bedroom where Nancy prepares Ron's strained prunes), will be the **Hits Dunking Booth**, located in the exhibit area. Sure, we're advertising ourselves, sure this isn't professional journalism, but who the hell cares, the only thing professional about this magazine is the size of our printing bill.

Among the label heavies you'll be able to take a shot

at are: MCA's **John Burns**; Arista's **Jim Cawley**; Epic's **Dave Demers**; Elektra's **Kenny Hamlin**; MCA's **Lou Mann**; Atlantic's **Nick Maria**; Capitol's **Joe McFadden**; WB's **Charlie Springer**; A&M's **David Steffen**; MCA's **Harold Sulman**; Virgin's **Jim Swindel** and last, but hardly least, PolyGram's **Jim Urle**.

The reason MCA has three executives in the hot seat, is because they gave us *Tiffany* (*Editor's Note: Just kidding, we love Tiffany*).

You will be comforted to know that the slime bags at *Hits* won't see any of the cash raised from this event — all proceeds go to the NARM Scholarship Fund.

So welcome to L.A.,

NARmites. But as soon as it's over — go home (*Just kidding, we love you*).



Lou Mann — *If you think he looks funny without the beard (old photo courtesy of Janie Hoffman), wait till you see him soaking wet at the bottom of the dunk booth.*

Leo To Roast In New York

WMMS Ruler **Kid Leo** will be the target of a star-studded industry roast to raise money for the T.J. Martell



Liberace — *Will not be attending the Kid Leo roast in New York.*

Foundation, Friday April 15, 1988, aboard the happening yacht "The Princess" (that's where Billy and Christie tied the knot).

Z100 heavy **Scott "Hey sailor, wanna jump ship?" Shannon** will emcee the event, which takes place the night before the official T.J. Martell dinner.

Major league label execs are organizing the event with E/P/A Supremo **Ray Anderson** and Arista whiz kid **Don Ienner** leading the pack. According to Ienner: "Roast? What roast? I wouldn't take part in anything for Leo. The last thing I did was become godfather to his son, and I only did that to get adds."

Lita's Show



RCA rocker Lita Ford stops by the home office of **Show Industries** during a recent promotional tour of the zillions of retail outlets across the country. Moments later **Show Industries** topper **Lou Fogelman** stopped by and said to Lita: "Thanks for coming Betty, I didn't think you'd show after I voted for Carter in '76." (*Editor's Note: Look, I know this is a stupid caption — they all can't be gems. Christ, they don't pay me enough to really work on these things — thank you.*)



Two People



Pictured at a recent Toronto fete are two of Canada's most acclaimed exports: Geffen's **Robbie Robertson** and Reprise's **Jane Siberry**. Moments later, Jane turned to Robertson and uttered those immortal words: "Give up the campaign, Pat. You're a scum-sucking bozo fake trying to take advantage of those ignorant red-necks in the bible belt. How many prostitutes have you slept with?"

Taxing Jackson

Michael Jackson's five sold-out nights at London's Wembley Stadium this July will attract 360,000 fans and earn gross revenues of \$10 million, though a full 27% of the total, or \$2.7 million, will go to British tax collectors. And he thought he got taken at the Grammys!!

Fat Gets Chubby

The **Fat Boys** will follow up their hit version of "Wipe Out" with the **Beach Boys** by joining **Chubby Checker** for a cover of his 1960 hit, "The Twist," which will be on the Large Ones' fifth album in June. The Fat Boys knew Chubby was cool because he brought cheesecake to the studio. Chubby's comment, "They make me feel thin."

Some Homecoming

Alexander O'Neal was welcomed back to his hometown of Minneapolis by four men armed with Uzi machine guns after his concert at the Orpheum Theater. The thugs broke into a post-concert party and robbed the forty guests of cash, jewelry and fur coats. Tomy Productions, which promoted the show, offered a reward of \$5,000 for info leading to the arrest of the gunmen, who made the victims disrobe and pistol-whipped bassist **Rocky Garrity**.

Two Girls Sign Their Names



Sutra Records' **The Cover Girls** are shown at an in-store appearance at **The Wiz** in Brooklyn. The first fifteen customers were refunded for the albums they had purchased after the girls erroneously signed them "Expose". The in-store proceeded without a hitch after the band was reminded who they were.

Betancourt, Poly Battle

The battle between PolyGram Records and its former Sr. VP of Promotion **John Betancourt** has entered a new phase as Betancourt released his first public statement on the matter.

According to an official release, Betancourt, whose tenure saw the rise of such acts as Bon Jovi, Cinderella, Def Leppard, Tears For

Fears, Robert Cray, Cameo and many others, has filed a \$2,685,000 lawsuit against his former employer, charging them with unlawful breach of contract and dismissal with unjust cause.

PolyGram recently filed a countersuit charging Betancourt failed and refused to perform services required of him.

Clive's Pre-Grammy Bash



Women's Wear Daily calls Arista Ruler **Clive Davis's** annual pre-Grammy bash "the music world's version of the Swifty Lazar-type must-go-to party." Subsequently no one from **HITS** (Your #1 Source For C-List Invites) was invited. Still, here are some happening moments. (Photo 1): **Melanie Griffith; Whit-**

ney Houston; Clive Davis and Carly Simon. (Photo 2): Michael Masser; Clive Davis; Narada Michael Walden and Jellybean Benitez; (Photo 3): Kenny G.; Jody Watley; and VH-1's Roger Rose (this week's Geek Of The Week).

CBS ASSOCIATED

HENRY LEE SUMNER

I wish I had a girl

FLASHMAKER!
BREAKOUTS WINNER!
50-45 HITS TOP FIFTY SINGLES!



| | | | | | | |
|------|-----|------|-----|------|-----|----|
| KKRZ | add | Q104 | add | WMIQ | deb | 30 |
| Q100 | add | WPHR | add | Z104 | deb | 34 |
| WROQ | add | WJKC | add | KTUX | deb | 37 |
| K92 | add | KZZB | add | | | |
| WOK1 | add | Q101 | add | | | |
| KOKZ | add | WVBS | add | | | |
| WGLF | add | | | | | |

| | | | |
|--------|-------|------|-------|
| KIYS | 10-6 | KZOU | 37-33 |
| Q102 | 26-21 | WFLY | 39-34 |
| WSKZ | 30-26 | WINK | 37-34 |
| KJ103 | 32-27 | KSND | 39-36 |
| KPLZ | 31-28 | WGTX | 40-37 |
| KOPX | 34-29 | | |
| WKZL | 32-29 | | |
| PRO-FM | 34-30 | | |
| WTLO | 38-30 | | |
| Y106 | 38-31 | | |
| WLOL | 38-31 | | |

| AVERAGE MOVE | AGGRESSIVE (4 or more) | REQUESTS (1 to 10) |
|--------------|------------------------|--------------------|
| 2.69 | 14 | 7 |

Epic

WANDA WACHNE

Anything for you

FLASHMAKERS WINNER!
37 HITS TOP FIFTY ALBUMS!
DEBUTS 43 HITS TOP FIFTY SINGLES
ONE OF THE MOST ADDED!



| | | | | | |
|--------|-----|------|-----|------|-----|
| KIIS | add | WEGX | add | WQVE | add |
| B96 | add | KBEQ | add | WAPE | add |
| Y95 | add | KKRZ | add | Q105 | add |
| KPLZ | add | Q106 | add | | |
| PRO-FM | add | Y108 | add | | |

| | | | | |
|-------|-----|----|--------|-------|
| B100 | deb | 16 | HOT105 | 9 |
| Z93 | deb | 22 | KTFM | 21-13 |
| KMEL | deb | 25 | FM102 | 25-20 |
| PWR99 | deb | 27 | KITY | 29-28 |
| 94Q | deb | 28 | KZZP | 28-24 |
| KOY | deb | 29 | | |
| KTUX | deb | 29 | | |
| KWOD | deb | 30 | | |
| KEZB | deb | 30 | | |
| BJ105 | deb | 33 | | |
| KKBO | deb | 34 | | |

| AVERAGE MOVE | AGGRESSIVE (4 or more) | REQUESTS (1 to 10) | LP SALES (1 to 10) |
|--------------|------------------------|--------------------|--------------------|
| 3.54 | 13 | 8 | |

FRONT PAGE

Mike & Some People



That's our favorite little limelighter Mike Love (right) hanging with (l-r) Barbara Orbison; Roy Orbison; and BMI President Frances Preston at the recent BMI Million-airs dinner. That's Mikey telling Ms. Preston: "Frances, it's an outrage that Paul McCartney didn't show up here tonight. Do you think you could afford me some time at the podium so I can make an ass of myself and open myself up to immature jabs by tasteless trade magazines."

ON RECORDS By Lenny Bear

Hard Rock Explosion

ATLANTIC LEADS THE WAY: The market is buying hard rock music as much as ever before with as many as five Top Ten, three more Top Twenty and three more Top Thirty albums doing big business.

And, Atlantic Records leads the charge with three rock albums exploding in the Top Ten: **INXS**, **AC/DC** and the new **Robert Plant** solo set. (And, if you add the success of **Debbie Gibson's** album, Atlantic has four records scoring big numbers in the national Top Ten). Combine this with the hot new **White Lion** project surging in the Top Twenty, and it becomes apparent that Atlantic is doing something right in a major way with rock 'n' roll music.

GEFFEN, POLYGRAM AND MORE: Atlantic, however, is not the only recipient of this hard rock bounty. Other albums scoring big from this genre include **David Lee Roth's** solo album on WB, **Def Leppard's** latest (PolyGram), which has been taking top chart space since its release in the fall, **Guns 'N' Roses** (Geffen), one of the newcomers who has succeeded without a hit single, **Aerosmith** (Geffen), with a comeback set that has already spawned two Top 40 smashes, **Whitesnake** (also Geffen), last year's #1 album, which is finally slowing after an unbelievable run at the top, **U2** (Island), this year's Grammy champion, and the latest entry in the sweepstakes **Kingdom Come**

(PolyGram) capitalizing on a **Led Zeppelin** sound and a hungry consumer. Adding interest to this run of rocking successes is the fact that 9 of these 11 winners (all except the PolyGram hits) are distributed by **WEA**, which must help distribution heavy **Henry Droz** sleep rather soundly these days.

AND RCA, TOO: In the midst of all this guitar mania, the **Dirty Dancing** soundtrack continues to be by far the biggest selling record in the marketplace (Maybe this means that movie power is even stronger than metal music, but we kinda doubt it). And now, Executive Producer **Jimmy Ienner** has put together a **More Dirty Dancing** package, which also appears to be an immediate winner. The first week action on the "More" album has been nothing short of spectacular. Some stores are even reporting the two albums running one-two on their sales lists. Stay tuned. Can you imagine them resting at one and two nationally?



Robert Plant — Selling like crazy.

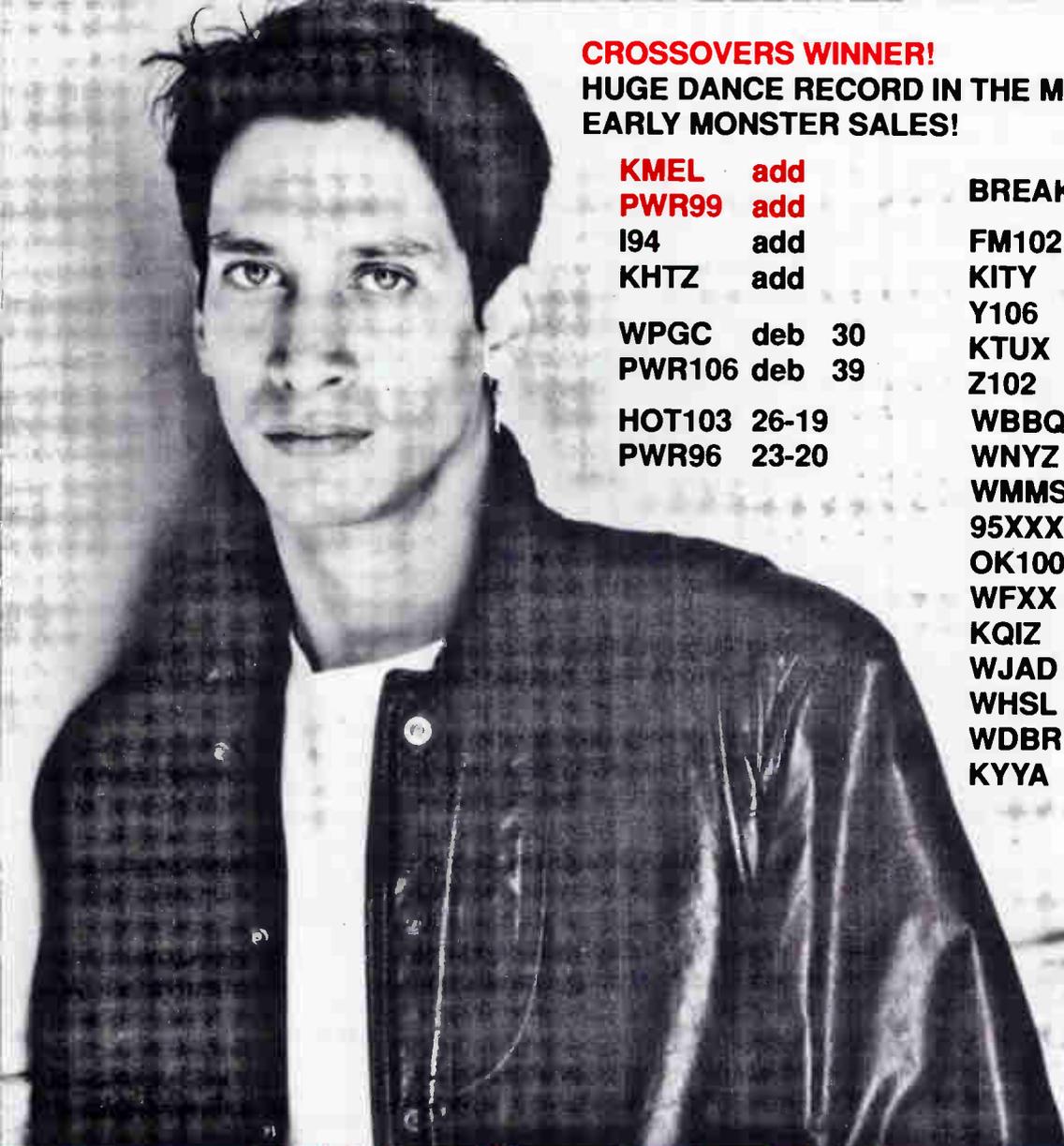
Corporate Rock Rocks On

Corporations are now spending an estimated \$200 million per year to use pop songs, feature rock artists in ad campaigns and sponsor tours, *Rolling Stone's* two-year-old monthly newsletter "Marketing Through Music" writes. From September '86 through September '87, 120 companies signed contracts with pop stars, including **Tina Turner**, **Lionel Richie**, **David Bowie**, **Phil Collins**, **Kenny Rogers**, **Richie Havens**, **ZZ Top**, **Aretha Franklin**, **Lou Reed**, **Whitney Houston**, **Ringo Starr** and **Michael Jackson**, all of whom commanded million-dollar-plus fees for their endorsements. And to think any one of 'em could've had **Spuds MacKenzie** for nothin'.....

Too Cute



That's **Katle Baumstein**, daughter of **EMI-Manhattan VP of Marketing Ken Baumstein** doing something her parents wish she wouldn't do. According to Ken, "Kids are getting into trash so early these days."



CROSSOVERS WINNER!
HUGE DANCE RECORD IN THE MAKIN
EARLY MONSTER SALES!

KMEL add
PWR99 add
I94 add
KHTZ add

WPGC deb 30
PWR106 deb 39

HOT103 26-19
PWR96 23-20

BREAKING
FM102
KITY
Y106
KTUX
Z102
WBBQ
WNYZ
WMMS
95XXX
OK100
WFXX
KQIZ
WJAD
WHSL
WDBR
KYAA



NOEL

“LIKE A CHILD”





Hock Rocks To Top

MCA has appointed **Randy Hock** to the post of VP, Rock Promotion. The announcement was made by MCA Executive VP **Richard Palmese** who wouldn't take our calls because he was removing the mud from the treads of his basketball shoes.

Hock, who has been with MCA for over a decade, most recently served as Director of National Album Promotion. Hock was unavailable for an interview because he was trying to remove a chive from his teeth with a toothpick.

"He'll be right there Mr. DiMartino (*Billboard* W.C. Bureau Chief)," said his secretary.

"No ma'am, we're from *Hits*," we replied.

"Oh, in that case, he won't be right there," she snapped.



Randy Hock — Has sexual fantasies about Pat Robertson.

Bocephus Says!

"Get the lead out." **Hank Williams, Jr.** is trying to dissuade waterfowl hunters from using toxic shotgun pellets in an ad campaign launched by the Tennessee Wildlife Resources Agency. The lead pellets are swallowed by

waterfowl while feeding on lake bottoms and the metal has proven poisonous to ducks and geese. There was nothing mentioned about not using lead pellets when shooting at **Ted Nugent**.

Legends In-Store



A legendary line-up of blues greats stopped by Peaches Music & Video in Seattle recently in support of their recent Antones Records release. Pictured (l-r): **James Cotton**, **Willie "Big Eye" Smith**, **Jimmy Rogers**, **Buddy Guy**, and **Calvin Jones**. (Editor's Note: Normally, we'd make some stupid comment and try to humiliate the people in the caption, but these guys are way too cool and heavy for that. We'll get back to you at the next Tiffany photo — thank you).

The Ladder

A rundown of executives on the move.



Patrick

At Elektra, **Kevin Patrick** has been named Director of A&R. He has been with the label since October 1984. The official Elektra press release stated, "Kevin Patrick took his first *Billboard* subscription at the age of nine." And now you know why he wasn't made a Vice President.... At IRS, **Keith Altomare** is appointed National Director of Sales & Field Marketing. He's been with the label for a long time, and lived in different places. Also at IRS, **Stacy Banet** is named Director of A&R and Artist Development, relocating from New York to Universal City. She also has been with the label for a long time. In addition, **Lori Blumenthal** is named National Director of Alternative Marketing & College Promotion, and **Andrea Orlick** is named Marketing Coordinator for IRS—Canada.... **Milhan Gorky** is the new Manager, National Publicity for EMI-Manhattan. She has been with Chrysalis Records for the past five years.... **Anna Statman** has



Altomare



Banet



Gorky

joined the Geffen A&R staff. She spent the last seven years at Slash Records..... **David Gray** has been Western Regional R&B Promotion Manager for A&M Records. He previously worked at KDAY in Los Angeles..... Enigma has named its East Coast team — they'll call it **Jim**. No, but seriously folks, **Lynn Oakes** has been named East Coast Promotion Person, and **Juli Kryslur** has been named East Coast Marketing Person.... **Michael Levine** Public Relations has appointed **Kim Akhtar** to its Music Division. Kim's primary responsibility will be taking *Hits* Features Editor **Roy Trakin** to Le Dome for lunch..... (Editor's Note: I've had a hard time writing this column this week since I just finished having the new *General Noriega* facial skin treatment, and needless to say, I'm in excruciating pain — think about it. My Publisher told me to give up the column, but I'm prepared to fight to the end before I resign — thank you.)



Statman



Gray



Kryslur



Oakes

YOU THINK HE WAS DIVINE?



JUST LISTEN TO THESE:

PAUL CARRACK
"ONE GOOD REASON"



SINEAD O'CONNOR
"MANDINKA"



TAMI SHOW
"SHE'S ONLY 20"



BONNIE HAYES
"SOUL LOVE"



3 MAN ISLAND
"JACK THE LAD"



ICEHOUSE
"ELECTRIC BLUE"



IT'S NEVER A DRAG AT


Chrysalis.



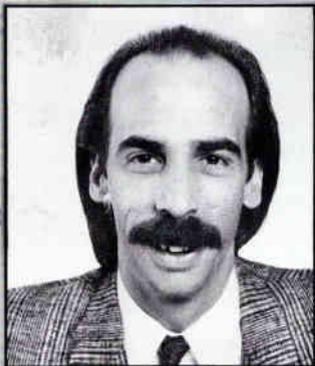
NEAR TRUTHS

by I. B. Bad, Los Angeles

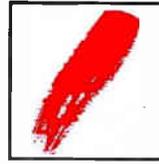
Sam Kinison's new management team is none other than **Frontline**. Now **Howard Kaufman** has someone to yell at the labels for him..... Happenings at the new **Atco** have **Margo Knesz** getting her VP stripes. She'll continue to rule from New York. Meanwhile on the West Coast, long time Chrysalis promo man **Steve Brack** will become Atco's West Coast Promotion/Marketing Manager. The label's first signing is **Sweet Sensation**, formerly on hot indie label **Next Plateau**. In addition, we hear the label has scored soundtrack rights to an upcoming **Eddie Murphy** flick..... Former Atlantic exec **Larry Yasgar's** new custom label at A&M will be called **Vendetta**..... Is the joint venture between **CBS** and lucrative merchandiser **Winterland** over? Is there a new deal in the works on the Western front?..... **Rick James** has a new home. Expect his next project to fly under the **Reprise** banner..... We're still getting over the incredible excitement and tension we experienced watching last week's **Grammy** awards. Geez, and they said award shows didn't pack a wallop (*yawn*). And we're still laughing hysterically over **Jackie Mason's** unbelievable (*and we mean un-*

believable) comedy that endeared himself to all races of people, everywhere. There's currently a petition to draft Jackie as Mayor of Skokie, Illinois..... Auction experts are expecting the major league bucks to flow on June 18th when the annual rock n' roll auction for the **T.J. Martell Foundation** moves to Sotheby's in New York. Among the items being auctioned: An autographed **U2** guitar; the jukebox used in the **George Michael** video; a wake-up call from **Keith Richard**, the complete **Bruce Springsteen** catalog, framed and autographed; **Bob Dylan's** signed song sheets; and **Bill Graham** signed Fillmore posters (among many other items)..... And we hear that another trade publication (the one with that bitchin' newsprint that gets on your hands) is starting an alternative music section of their own. We would like to applaud these folks for helping the industry and realizing the importance of this genre. We would also like to personally thank them since imitation is the most sincere form of flattery..... And we found particular significance in the title of MCA's new VP of Rock Promotion **Randy Hock**. With the continuing declining importance of AOR, you can expect more labels to change the name of the department..... **Meatloaf** has a new manager — former Epic heavy **Walter Winnick**..... Columbia's **Marc Benesch** and his crew must be happy with the success of young **Terence Trent D'Arby**. A lot of people said it was hype, but the label believed and ultimately, the public had the final word..... Big buzz on the upcoming **Ruben Blades** project coming from Elektra..... Names in the rumor mill this week include **Elliot Abbott**, **Trudy Green**, **Kenny Battiste**, **Jim Urie**, **Jim Cawley** and **Don Engel**..... And the beat goes on,

In The Trent-ches



Marc Benesch — Earning his stripes.



CONTESTS

Another Hits Dumb Contest.

MAJOR BOZO LOSERS GET MAJOR INK AS

PolyGram Records & **HITS** Present

Dumb (*And We Mean Real Dumb*) Grammy® Contest II LOSE Color TVs, CD Players And Of Course, Win Abuse!

(Three Categories: "Radio," "Retail" & "Other Vermin.")

If you want to know who won the HITS/POLYGRAM Dumb Grammy Contest, look elsewhere in the book. We're taking this space and devoting it to those crazy, crazy geniuses who were faced with naming winners in ten categories and got ZERO (that's right, the big goose egg) correct. So let's pause a moment and salute the these folks who went 0 for 10. We love you guys — actually, we just feel sorry for you.

RADIO — ZERO CORRECT

Skip Elliot, WJAD, Bainbridge, GA

Jamie Hyatt, KSND, Eugene, Oregon

RETAIL — ZERO CORRECT

Mike Johnston, Tape Town, Portland, OR

Kim Kaiser, Vibrations, Miami, FL

OTHER VERMIN — ONE CORRECT

(Editor's Note: Amazingly, none of the vermin scored the big zero, however a few notables only guessed one out of ten categories correctly. We salute them.)

Margie Bertolo, Manhattan

Mike Bone, Chrysalis (Ed Note: Good job, Mike!)

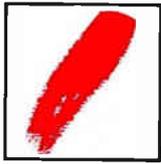
Hank Bordowitz, Weasel Freelance Writer

Bob Krasnow, Elektra (Ed Note: Good job, Bob!)

Joan Levy, Atlantic

Jack Satter, Manhattan (Ed Note: Good job, Jack!)

Let's face it, you folks are more interested in the agony of defeat than you are in the thrill of victory, and that's why we decided to shamelessly publicly humiliate these modern day Einsteins. Still, there are some of you who might be interested in finding who scammed the goods — look for the full page of DUMB GRAMMY CONTEST NONSENSE elsewhere in this rag.



LETTERS TO THE EDITOR

Tix on the Wing

Dear Lowlife *Hits* Ticket Panhandlers:

It's been brought to my attention by the seedier elements here at "Wing-o-Gram" that my unblemished name and reputation is being drug through the vinyl hell by some dim-wit room temperature IQ'ed slimy journalist in hopes they might use my seats to the World Champion Lakers.

Need I bring to your attention the last time I invited a member of the *Hits* staff to use my seats, which I've personally owned (no record co. freebies here) for 11 seasons, all of the people who sit in my vicinity complained of lewd and lascivious conduct from some guy who delighted in showing his vital parts (arguably according to some of the younger girls in the area) every time the vendor went by chanting, "Beer here."

Now, I know how exciting things can get at Jerry Buss' Bimbo Dome, and how one's libido starts to wander when the Lakers are beating the shit out of some wimpy East Coast team and the Laker Girls are at full-jiggle. But guys, I've got a reputation to uphold...and having worthless cretins like the *Hits* staff blaspheme me ain't what I got in mind. Hey, I admit to moments of indiscretion myself, like perusing *Hits* while waiting for my monthly issue of *Hustler* to arrive. So here's some tix to see those perennial contenders, the Phoenix Suns, who just yesterday shored themselves up by trading half their roster to Cleveland.

Apprehensively yours,
Ed Eckstine
Sr. VP, Gen Mgr.
Wing/PolyGram Records

Dancing Barry replies: Hey, Ed, who were those lowlifes you gave your season tickets to for the Phoenix game? The skinny guy with the glasses didn't stop

ogling my purple-and-gold Laker warm-up sweats and the heavy guy with the beard wouldn't keep his hands out of my buttered popcorn. Plus, Walter Davis said he missed you at the post-game party.

Dear Roy:

How come you keep writing all these features on other people, while I'm clouded in obscurity?

But seriously, enclosed please find the new Yngwie Malmsteen record, featuring Joe Lynn Turner on lead vocals, great songs and state-of-the-art virtuoso playing. We'll be leading with "Heaven Tonight" as the first radio track, shipping March 18. The album ships March 28. I am sure the *Hits* staff can have some fun with Yngwie's name.

Best regards,
Jim Lewis
VP, A&R
PolyGram Records

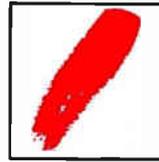
Roy replies: You're clouded in obscurity no more, big guy, but that's the last time you sneak an unpaid promotional announcement in the "Letters" section. Remember Charlie D'Atri? Now that's being clouded in obscurity. As for Yngwie, his name's not any funnier than Dweezil Zappa...

Dear Lenny:

Here's the new Toto album which shipped the third week of February. The first single is "Pamela." Hope you enjoy. We look forward to your comments.

Best regards,
Larry Fitzgerald & Mark Hartley

Lenny replies: Why are Toto singles always named after girls, like hurricanes? Can you guys get us Laker tix?



FAR TRUTHS

by Danny Fields, New York

The incredible, life-threatening round of Grammy festivities kicked off with a curious party at the Mayor's mansion, but got into true grandiose gear with **Clive Davis'** night-before-the-Grammys party at the Helmsley Palace hotel. Among those bathed in the glory of the event were **Whitney Houston, Hall and Oates, Carly Simon, Jody Watley, Barry Manilow, Melanie Griffith, Quincy Jones, Lou Reed, Ray Davies, Jellybean Benitez, Eric Carmen, Taylor Dayne, Anne Getty, Mort Zuckerman, Bill Graham, Ashford and Simpson, Seymour Stein, Heinz Henn, Dianne Von Furstenberg, Bob Feiden, Linda Stein, Ina Meibach, Barbara Skydel, Dick Asher, Bob Buziak, Ron Delsener, John Scher,** and hundreds of other triple-A list types. From there, many of the guests topped off the evening by dropping in at a party for the great **Roy Orbison** at the Hard Rock Cafe. Paying tribute to Roy were **Billy Joel** and his lovely wife, **Patrick Swayze, Richard Marx, Jeff Bridges, Barry Mann** and **Cynthia Weill, the Scorpions, Gary Morris,** and **Joe Smith**....The most spectacular of the big late-night Post-Grammy parties was **RCA's**, which also got by far the most TV coverage—the affair was spread throughout the dazzling restaurants that surround the Rockefeller Center ice rink, while olympic skaters **Jo Jo Starbuck** and **Ken Shelly** and a company of ice whizzes performed for the crowd. Swarming and mingling in the setting of marble, brass, leather and mahogany were **Liza Minnelli, Bob Buziak, Monti Lueftner, Eric Roberts, Christopher Walken, Patrick Swayze, Steve Paul, Roy Orbison, Buster Poindexter, K.T. Oslin, Rosanne Cash, Restless Heart, Marla Hanson, Bill Medley, Jimmy Jam** and **Terry**

Bathed In Glory



Whitney Houston — Grammy getter

Lewis, Jonathan Butler....A&M held an extremely hip party way downtown at the Canal Street Bar, at ordinary times the trendiest restaurant in town, and exploding with stars on this special night. **Herb Alpert, Jerry Moss** and **Gil Friesen** presided, as **Billy Crystal, Suzanne Vega, Harvey Fierstein, Iggy Pop, Robbie Robertson, Lenny Kaye, Tama Janowitz, Charlotte Caffey, Patty Smyth** and **REM** dined on salmon, sun dried tomato pizzas, cosmically imaginative salads, and the finest meats...CBS took over the entire Four Seasons, where nine hundred of the elite thronged until dawn's early light. **Quincy Jones, Cyndi Lauper, Jackie Collins, Anita Baker, Billy and Christie Joel** were among the stars at this one...**Prince** and **Debbie Gibson** shone brightly at the WEA bash, held at "21", while the Capitol people held a small family dinner down at Indochine, hosted by **Joe Smith, David Berman, John Fagot** and **Ron McCarell. Paul Shaffer** and **Bebe** and **Cece Winans** lent sparkle to that event, and of course there was the "official" party at the Hilton, which was big, plentiful, and lively. Gee, we hope it's not another seven years before the Grammys come back to New York. Fifteen would be better.

BLUE MERCEDES

I WANT TO BE YOUR PROPERTY

#1

DANCE HIT
NOW A SINGLE RELEASE

CROSSOVER!

| | | | | | |
|------|-----|--------|-------|----|--------------|
| KRBE | add | WHYT | deb | 25 | BREAKING AT: |
| KWOD | add | KDWB | deb | 33 | HOT103 |
| B93 | add | WLOL | deb | 38 | KUBE |
| WFLY | add | | | | KMEL |
| Y106 | add | | | | Z93 |
| KUUB | add | PWR106 | 17-13 | | KZZP |
| | | KITY | 26-23 | | FM102 |
| | | KMGX | 34-31 | | KROY |
| | | KCAQ | 35-32 | | WQUE |

PRODUCED BY PHIL HARDING
AND IAN CURNOW FOR PWL
EXECUTIVE PRODUCER: PETE WATERMAN

MCA RECORDS ©1988 MCA Records, Inc.

HAPPY 30th NARM!!

There are birthday bashes, and then there are birthday bashes. Thirtieth soires, however, don't just happen every day. And while we might be content to surround ourselves with family and friends, not everyone can get Bruce Hornsby, Barry Manilow, the Jets and Kenny G. to serenade them with a few choruses of happy b-day. NARM (the National Association of Recording Merchandisers) can. Simply put, if the Big One happens to hit Southern California this weekend, when NARM's 30th annual wing-ding is set to occur, to cop an old Johnny Carson joke about Pia Zadora, then Tipper Gore could well be VP of Sales at WEA.

If NARM's annual conventions are now *de rigueur* for most happening industryites, that wasn't always the case when the organization had smaller, more plebeian roots. In the beginning, the focus was on practicality, not glitz.

Started in 1958 specifically as an organization for rack jobbers, the first convention was held at the Edgewater Beach Hotel in Chicago. With more than 200 participants, it was considered a raging success (by contrast 1988's convention is expected to draw more than 1700 revellers). Back then, NARM's aims were slightly different, but the purpose was, as it is today, to educate and communicate.

"When NARM began," recalls Mickey Granberg, NARM's Executive Vice President, who has been with the organization since 1961, "most of the rack-jobbers were not what we'd call record people, they were rack-jobbers for things like health and beauty aids, housewares and toys. They were looking for another product line, and liked the looks of records. They thought that there might be some profitability in them.

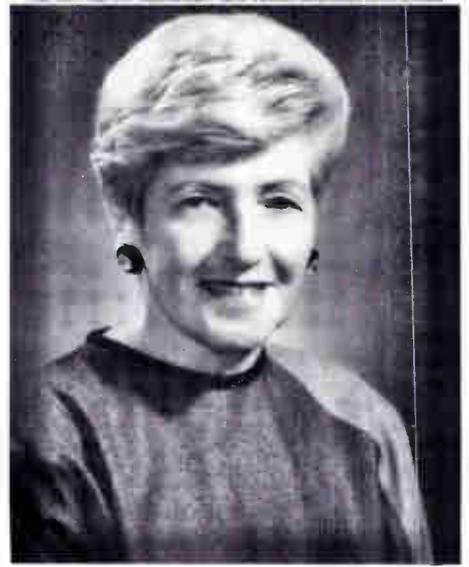
"Records, though, were a whole different matter than health and beauty aids. In the record business you have the whole issue of inventory.....selection, returns and exchanges. Of course, rack-jobbing remains a very viable part of the industry today. Back then though, a lot of the labels— there were hundreds of them at the time— needed to get to know and understand the rack-jobbers."

So NARM was formed to foster a dialogue. People from all parts of the industry started taking note of its accomplishments and NARM started expanding. Retailers joined for the first time in the early '70s, while two years ago, distributors were invited to come aboard.

"NARM has had longevity," states Granberg, "because it has always responded to what is hap-

by Sharon Liveten

Mickey Granberg



Mickey Granberg (third from right) with Kenny Rogers, Jack Eugster, Jan Timmer

pening in the marketplace. I believe that in the long haul, this is the secret of NARM's success: the ability and desire of the organization to change to reflect changes in the industry."

NARM continues to do so. When home video became a substantial part of the business, NARM was there. The organization provided much of the initial up-front money that funded the VSDA (Video Software Dealer's Association) and the two are connected through a system of inter-locking memberships.

Over the years, NARM's accomplishments have been substantial. Through the work of its

"In the beginning, the focus was on practicality, not glitz."

many advisory boards, the organization has investigated legislation such as the copyright bill for sound recordings, and even helped introduce bar-coding to the music business.

"When we first introduced bar-coding back in the '60s, you would not imagine the opposition we received," recalls Granberg. "Now, of course, no one can believe how we lived without it. I really do think a critical part of what NARM does is accomplished by the on-going committees that address industry problems and issues."

NARM is not resting on its laurels, either. Exploratory panels are presently looking over the industry-wide problems of theft and loss prevention, and have come up with a standardized system of billing and invoicing.

Any look at NARM, however, has to come back to their annual four-day confab.

"It has become a real focus for the record business," says Granberg proudly. "We've had major product lines introduced, like the Compact Disc."

To say the least. In addition to the numerous vital panel discussions that are the heart of the convention, NARM has music at its soul. The exhibition hall is legendary for impromptu star-studded jam sessions and the scheduled entertainment is awesome. Not to mention *Hits'* own contribution, a "Dunk Your Distributor" booth, with proceeds going to the NARM scholarship fund.

In the end, though, it all boils down to people.

"What we're really talking about can be encompassed in a sentence," says Granberg. "NARM provides a place for people to associate and communicate. The era of everybody from different facets of the industry hating everybody, thank God, has ended. You have competitors cooperating and record companies talking to retailers. It's a lot more sane. We can't take all the credit for that, but we've created an atmosphere to get things done."

This weekend, they'll be doing just that, at the Century City Hotel in California. Be there or be square.



STATSHEET

| ARTIST | AVERAGE MOVE | AGRESSIVES (4 or more) | TOP 10 | TOP 5 | REQUESTS (1 to 10) | Lp SALES (1 to 10) | 45 SALES (1 to 10) |
|---------------------|--------------|------------------------|--------|-------|--------------------|--------------------|--------------------|
| DEELE | 4.92 | 15 | 5 | 2 | 9 | 8 | |
| WHITNEY HOUSTON | 4.72 | 63 | 3 | 0 | 7 | 9 | 8 |
| INXS | 4.19 | 53 | 13 | 6 | 8 | 10 | 9 |
| TIFFANY | 4.11 | 44 | 2 | 1 | 10 | 10 | |
| AEROSMITH | 3.90 | 30 | 12 | 2 | 10 | 9 | |
| NATALIE COLE | 3.84 | 33 | 0 | 0 | 6 | 3 | 4 |
| WHITE LION | 3.82 | 12 | 1 | 0 | 9 | 8 | 5 |
| PEBBLES | 3.65 | 44 | 32 | 18 | | | 9 |
| MIAMI SOUND MACHINE | 3.54 | 13 | 2 | 1 | | | |
| ICEHOUSE | 3.39 | 26 | 3 | 0 | 6 | 3 | 5 |
| LL COOL J | 3.38 | 12 | 11 | 6 | 10 | 3 | 9 |
| TAYLOR DAYNE | 3.32 | 28 | 0 | 0 | 6 | | |
| JODY WATLEY | 3.30 | 39 | 17 | 8 | 5 | | 7 |
| TT D'ARBY | 3.17 | 32 | 14 | 5 | | 8 | 8 |
| MORRIS DAY | 3.15 | 17 | 8 | 4 | 4 | | |
| SPRINGSTEEN | 2.96 | 19 | 0 | 0 | 3 | 8 | 7 |
| SAMANTHA FOX | 2.69 | 12 | 2 | 1 | 8 | - | 5 |
| HENRY LEE SUMMERS | 2.69 | 14 | 1 | 0 | | 4 | 2 |
| SCARLETT & BLACK | 2.66 | 20 | 3 | 1 | 2 | - | 5 |
| TOTO | 2.65 | 17 | 1 | 0 | 5 | 4 | 3 |
| JETS | 2.65 | 30 | 32 | 10 | | 3 | 9 |
| RICK SPRINGFIELD | 2.64 | 23 | 5 | 0 | 8 | 3 | 7 |
| JC MELLENCAMP | 2.56 | 15 | 7 | 0 | 2 | 10 | 8 |
| MICHAEL BOLTON | 2.54 | 23 | 17 | 5 | 4 | 5 | 8 |
| BRENDA RUSSELL | 2.30 | 15 | 1 | 0 | 5 | 2 | 2 |
| ALEXANDER O'NEAL | 2.28 | 20 | 6 | 2 | 2 | 3 | |
| DEF LEPPARD | 2.27 | 21 | 29 | 11 | | 10 | 9 |
| PEPSI & SHIRLIE | 2.110 | 6 | 0 | 0 | 2 | - | 2 |
| CELLARFUL OF NOISE | 2.00 | 2 | 0 | 0 | 2 | - | 1 |

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.

DONALD FAGEN

“CENTURY’S END”



THE NEW SINGLE

PRODUCED BY DONALD FAGEN AND GARY KATZ

WILDCARD!

From the Original Motion Picture Soundtrack
BRIGHT LIGHTS, BIG CITY. A United Artists Film.



© 1988 Warner Bros. Records Inc.



FLASHMAKERS

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

Miami Sound Machine scores big with another week of major market support and early phone action while **Taylor Dayne** is making significant gains with her second hit single. Last week's Wildcard, **Johnny Hates Jazz**, comes flying out of the box as the

Most Added record of the week and **Samantha Fox** debuts on the chart this week with solid phone action and strong jumps everywhere played. Watch **Big Pig**-many programmers' pick to click.

MIAMI SOUND MACHINE ANYTHING EPIC

Singles: 43* **Albums:** 37 **Avg Move:** 3.54 **Aggrssv:** 13
Hot new ballad is spreading quickly and already showing up in requests. Second week action includes KIIS, B96, Y95, KPLZ, WEGX, PRO-FM, KBEQ, WQUE, Q106, KKRZ, Y108, WKSS, B93, 98PXY, FM100, WGTZ, WRVQ, Y107, WTLQ, K92, KQKQ, KRQ, KSND, WAPE, WINK, KF95 and KIYS. Early moves at FM102 25-20, KZZP 28-24, KITY 29-20, KTFM 21-13 and debuting for KKBQ, WCZY, Z93, PWR99, 94Q, KMEL, B100, KOY and many more. Pulling phones.

TAYLOR DAYNE PROVE ARISTA

Singles: 37* **Albums:** — **Avg Move:** 3.32 **Aggrssv:** 28
Hot new artist is closing quickly with new airplay at KPLZ, KHTR, WGH-FM, WNCI, 93Q, WTLQ, WOKI and others. Hot jumps include 28-23 KIIS, 32-26 Y95, 24-15 WXKS, 25-20 KRBE, 27-20 Z93, 21-15 PWR99, 32-27 KDWB, 30-26 KMEL, 39-35 WL0L, 35-28 KWSS, 37-31 KSAQ, 26-21 WTIC, 25-19 K98 and 26-21 BJ105. Debuting for WAVA, B97, PRO-FM, KWOD, KKRZ, Y108 and WKSS.

JOHNNY HATES JAZZ SHATTERED VIRGIN

Singles: — **Albums:** —
Last week's Wildcard pick looks like a major hit in the making and a natural for Top 40 radio. Out of the box action includes KKBQ, KPLZ, KUBE, PWR99, 94Q, KDWB, WL0L, KITS, KWSS, Q106, B100, KATD, KCPW, KWOD, WKTI, Y108, KITY, KSAQ, 92X, K98, B93, BJ105, KCPX, KJ103, Q100, KZOU, WBCY, WGFm, WKSI, Y106 and WROQ.

SAMANTHA FOX NAUGHTY JIVE/RCA

Singles: 46* **Albums:** — **Avg Move:** 2.69 **Aggrssv:** 12
Picking up speed this week with new airplay at B96, WXKS, KKBQ, KRBE, KUBE, B94, KZZP, B97, KWOD, KROY, KOY, KKRZ, WNVZ, KTFM, 98PXY, Y107, WBCY, WFLY, KCAQ, WPST and many more. Moves at PWR96 9-8, HOT103 36-27, PWR106 36-31, WAVA 29-23, HT105 25-16, PWR99 19-11 and KITY 25-16. Breaking at Y100, Q106, WQUE, KATD, KWSS, B104, WGH-FM and KZOU.

LL COOL J CALI DEF JAM/COL

Singles: 38* **Albums:** — **Avg Move:** 3.38 **Aggrssv:** 12
Huge phones are the story here. Adds at KIIS, KKBQ, KWOD, KTFM, B93, KZOU, KEZB, SLY96, HOT94, Z96 and KBFM. Jumps 6-2 KRBE, 12-10 Y100, 7-5 HT105, 8-7 PWR96, 6-5 Z93, 8-7 KMEL, 12-8 KATD, 8-7 KZZP and 2-1 KMGX, 17-11 KWSS and 27-20 BJ105.

BRENDA RUSSELL PIANO A&M

Singles: 39* **Albums:** — **Avg Move:** 2.30 **Aggrssv:** 15
Building each week and generating solid adult phones. New at WGCI, WNVZ, BJ105, Q100, WRVQ, KZOU and many more. Jumps 10-9 KMEL, 25-21 B96, 40-29 KRBE, 25-20 WUSL, 22-18 FM102, 21-17 KATD, 37-33 WTIC, 37-29 KSND, 39-34 KIKX, 35-31 WPST, 38-34 Z102 and 21-17 KIYS. Breaking at Q107, PWR99, KOY-FM, KKRZ, 92X and KSAQ.

TOTO PAMELA COLUMBIA

Singles: 40* **Albums:** — **Avg Move:** 2.65 **Aggrssv:** 17
Beginning to generate requests and pick up new action at Z94, Q107, WKZL, KIXS, WKLQ, KCMQ and WVSR. Moving at WKTI 11-8, KEGL 36-28, WCZY 38-34, WL0L 20-12, KDWB 30-26, BJ105 33-28, KJ103 21-14, KCPX 29-23 and WFLY 28-23. Breaking at WDTX, KPLZ, WEGX, PRO-FM, Y106, WKSI, KZOU and many more.

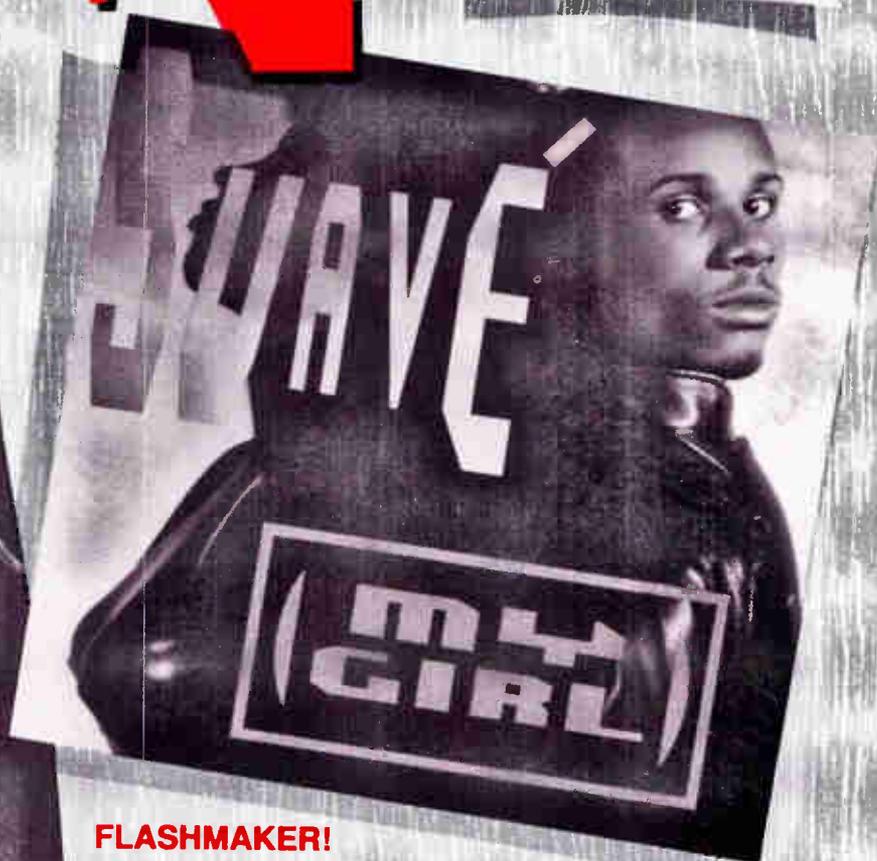
SO SURE EM/Manhattan

Singles: 41* **Albums:** —
New act is spreading with major market support each week. Adds at KIIS, Z94, WDTX, HT105, KUBE, WKRZ and more. Moving 12-10 KITS., 35-30 WL0L, 36-28 WTLQ, 31-24 KF95 and 23-19 KIYS. Debuting for PWR99, K98, KZOU and WPST.

HENRY LEE SUMMER WISH OBS ASSOC

Singles: 45* **Albums:** — **Avg Move:** 2.69 **Aggrssv:** 14
New artist is making significant gains with solid phone action and jumps. This week's believers include KKRZ, WROQ, Q100, K92, WOKI, KOKZ, WJKC, WGLF, Q104 and WPHR. Jumps at KIYS 10-6, WL0L 38-33, Q102 26-21, PRO-FM 34-30, WTLQ 38-30, KCPX 34-29 and KJ103 32-27.

MY GIRL! SWAVE



FLASHMAKER!

| | | | |
|---------------|------------|---------------------|---------------|
| WPGC | add | WKSS | deb 32 |
| KUBE | add | KRBE | deb 38 |
| KITY | add | B96 | 29-26 |
| KCPX | add | WKBQ | 30-26 |
| KXX106 | add | WLOL | 37-32 |
| WFLY | add | WTIC | 39-36 |
| KF95 | add | BREAKING AT: | |
| WCIL | add | WCZY | WQUE |
| WCKZ | add | KBEQ | KMGX |
| KTRS | add | KCPW | |
| KNAN | add | | |
| KGGI | add | | |
| WCGQ | add | | |



FLASHMAKERS

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

OMD DREAMING A&M

Singles: 50* **Albums:** — **Ave Move:** 2.86 **Aggrsv:** 2
First single from the forthcoming album is spreading with second week adds at HOT105, PWR99, KDWB, KZZP, B97, KWOD, KSAQ, K98, WMJQ, 98PXY, KCPX, WROQ, KCAQ, KRQ, KSND, KTUX, WRCK and many more. Breaking at KROQ and FM102.

BRYAN FERRY KISS REPRISE

Hot single from "Bright Lights Big City" is moving with new support this week from KMEL, WKZL, WROQ, Q100, WINK, KIKX, WTHT, KLYV, Q104, KWTX, PWR92, WANS and KISR. Hot moves include 7-4 KITS, 35-30 KATD, 33-29 KKRZ, 32-23 KF95, 40-36 WBBQ, Deb 35 WXKS, Deb 30 WBCY and Deb 39 KCPX.

TIMES 2 STRANGE REPRISE

Hot new act that opened up for Richard Marx at the Coliseum for the L.A. Marathon is gaining each week and beginning to pull phones. New at Z95, WXKS, KRBE, KDWB, Q102, Y108, WTIC, WGTZ, WGFM, WTLQ, KCAQ, KSND, WRCK and more. Jumps 36-30 KIYS and debuts for WLOL, WKSS, KCPX and WBBQ.

FOREIGNER I DON'T ATLANTIC

Singles: — **Albums:** 38
Second single and strong sounding ballad scores with first week action at WAVA, WCZY, WDTX, PWR99, 94Q, B94, WKBQ, PRO-FM, KWSS, KCPW, WRNO, WTIC, WMJQ, 98PXY, KCPX, WBCY, WKSI, WKZL, WTLQ, KJ103, K92, KQKQ, KRQ, WAPE, WBBQ, WINK, WPST, WNYZ, WRCK and many more. Breaking at KEGL. Earpicks winner.

JERMAINE STEWART SAY IT ARISTA

New single scores big with out of the box action at B96, WXKS, KRBE, WAVA, Y100, PWR99, KHTR, KMEL, WKBQ, PRO-FM, KWSS, Q106, KATD, KCPW, KWOD, Y108, WKSS, 92X, WTIC, WMJQ, 98PXY, KCPX, KJ103, Q100, WBCY, WFLY, Y106, KMGX, KTUX, WBBQ, KF95 and many, many more. Earpicks winner.

MERRY CLAYTON YES RCA

Singles: — **Albums:** 1*
Album sales won't quit and the "More Dirty Dancing" soundtrack looks to be following in its footsteps. New airplay this week at WBLI, BJ105, K92, KMGX, WOMP, KTX, WPXR, JET-FM, PWR105 and B98. Breaking at Z93 in Atlanta.

STACEY Q FOOL ATLANTIC

Big in the clubs and crossing with new support from WXKS, WHYT, KAMZ and more. Jumps 11-10 HOT103, 28-21 PWR106, 26-22 KRBE, 27-23 WPGC, 30-25 PWR96, 23-19 KITY, 29-23 B93 and 40-36 Y106.

HEART WANT CAPITOL

Strong ballad is spreading and generating lots of adult phones. This week's action includes WSTO, WKLQ, KCMQ, KFMW, KNAN and Q104. Jumps at Z94 32-28, KKRZ 29-25, Q100 35-30, KJ103 40-36, KF95 39-34 and WNYZ 34-30.

DAN REED NETWORK RITUAL POLYGRAM

Hot new artist from the Northwest is making big gains and beginning to generate phones where played. Adds at KRBE, Z94, KROY, WROQ, KPHR, JET-FM, KKAZ, WANS and KBFM. Jumps at KKRZ 30-26, KSND 32-25, Y95 Deb 38, KPLZ Deb 30, KCPX Deb 40 and KIYS Deb 36.

SUAVE MY GIRL CAPITOL

Singles: — **Albums:** — **Ave Move:** 2.00 **Aggrsv:** 3
Remake is making gains and pulling early requests. Adds include WPGC, KUBE, KITY, KCPX, WFLY, KF95, WCIL, WCKZ, KTRS, KNAN, KKRZ and KGGI. Moving 37-32 WLLOL, 30-26 WKBQ, Deb 38 KRBE and Deb 32 WKSS.

ROXANNE FUNKY EPIC

Hot remake picks up momentum this week with new action at KKBQ, KITY, KTFM, K98, WKSI, WKZL, KTUX, WJAD, WPXR, WAEB, KBFM and KIXY.

CELLARFUL OF NOISE SAMANTHA EPIC

Developing with adds this week at WLLOL, KIKX, WJMX and WZKX. Jumps 38-26 KSND and 27-20 KIYS.

BANANARAMA FIRST POLYGRAM

New single from the current album is moving through the system with new support at Z94, KPLZ, FM102, KSAQ, K98, KIKX, KF95, KDON, WKZQ, WKQB, PWR105, WCKZ, PWR92 and WCGQ. Jumps at KCPX 33-28, WXKS Deb 33, KRBE Deb 40 and KCAQ Deb 40.

PAUL CARRACK ONE GOOD CHRYSALIS

Second single comes out of the box and picks up immediate action at WDTX, PWR99, Y108, WGH-FM, KCPX, WGTZ, WGFM, KSND, KZZU, WSKZ, WNYZ, KIYS, WTHT, WFX, KLYV, KAKS, KFRX, WOMP, WJAD and more.

ROBERT PALMER LIES ISLAND

New single from the forthcoming motion picture soundtrack is developing with support at KEGL, WKTI, KIYS, WIGY, KIXS and KIXY. Debuts 28 at WEGX.

BIG PIG BREAKAWAY A&M

Great new act with a Eurythmics like sound is scoring big with adds at Y95, WXKS, KF95, WBNQ, KTRS, WPFM, KQIZ and others. Breaking at Z95 and WGTZ Deb 40. Great sounding act.

**FLASHMAKER!
 EARPICKS WINNER!
 DEBUT 50 HITS TOP FIFTY SINGLES!**

**HOT105 add
 PWR99 add
 KDWB add
 KZZP add
 B97 add
 KWOD add**

**KSAQ add
 K98 add
 98PXY add
 KCPX add
 WMJQ add
 WROQ add
 KCAQ add**

**KRQ add
 KSND add
 KTUX add
 WRCK add
 KROQ deb 25
 FM102 deb 29**

WKBE 33-50

BREAKING AT:

**KRBE
 WAVA
 KITS
 KKRZ**

**KATD
 WGH-FM
 KJ103
 Q100**

**KZOU
 WFLY
 Y106
 KZZU**

**WBQQ
 WNNK
 WPST
 Z102**

DREAMING



PRODUCED BY OMD
 MANAGEMENT:
 DIRECT MANAGEMENT



PRODUCED BY NICK LAUNAY
 REMIXED BY ROLI MOSIMANN

BREAK AWAY

**FLASHMAKER!
 EARPICKS WINNER!**

**WXKS add
 Y95 add
 KF95 add
 WBNQ add
 KTRS add
 WPFM add
 KQIZ add**

**Z95 deb 30
 WGTZ deb 40
 B96 30-27**

BREAKING AT:

**KROQ
 WKTJ
 KSAQ
 KCPX
 WSKZ
 Z102**

BALLOON MAN

2-1 HITS POST MODERN!

BREAKING AT:

**KROQ
 KITS**

PRODUCED BY HITCHCOCK, METCALF, WINDSOR & COLLIER

JUST HAVIN' FUN

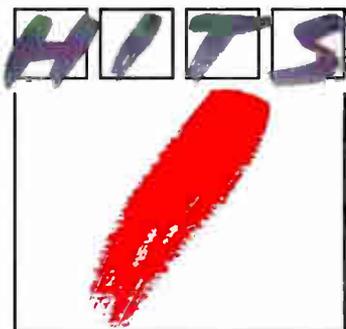
WPGC add

BREAKING AT:

KMGX

Z93 deb 27

PRODUCED BY CHUCK A. GENTRY & RON PERRY



CROSSOVERS

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

Icehouse is closing with phones and solid jumps while **White Lion** picks up speed with huge album sales and big request action. **Morris Day** and **The Deele** are crossing bigtime while **Midnight**

Oil, **Sinead O'Connor**, **Sisters of Mercy** and **Underworld** are all beginning to show signs of Top 40 success. Also, watch for **James Taylor**-crossing from a solid Pop/Adult base.

BLACK/DANCE

MORRIS DAY FISHNET WB

Singles: 42* **Albums:** 46* **Avg Move:** 3.15 **Aggrsv:** 17
Strong album sales and phones lead the way. New at KIIS, Y95, KKIQ, Q107, WLOL, WMJQ, WTLQ, Z104 and more. Jumps 10-9 Z93, 15-9 WUSL, 8-5 KITY, 8-6 KTFM, 5-3 KMGX, 32-24 PWR106, 29-23 HOT103, 26-22 B96, 22-16 PWR99, 28-23 KMEL and 27-20 KZZP.

THE DEELE TWO SOLAR

Singles: 44* **Albums:** 40* **Avg Move:** 4.92 **Aggrsv:** 15
Quickly gaining with new support from PWR106, Y95, WAVA, WCZY, KCPW, KWSS, K98, BJ105, KZOU, KSND, KTUX, WBBQ and more. Jumps 10-7 WHYT, 6-3 KMEL, 12-9 FM102, 2-1 WQUE, 15-7 KMGX, 20-14 WPGC, 21-17 Y100, 28-19 Z93 and 24-19 PWR99.

BLUE MERCEDES PROPERTY MCA

Big club play and spreading with new action at KRBE, KWOD, B93, WFLY, Y106 and more. Moves at PWR106 17-13 and debuts for WHYT, KDWB and WLLOL Deb 38.

3 MAN ISLAND JACK CHRYSALIS

Programmers have been mentioning this one for weeks. Out of the box adds include KZZP, KITY, KCPX, WFLY, KMGX, HOT97.7 and others. Breaking at FM102.

NOEL CHILD ISLAND

Gaining momentum this week with adds at PWR99, KMEL, PWR105 and others. Jumps at HOT103 26-19, PWR106 Deb 39 and WPGC Deb 30. Big in the clubs.

ALBUM/ROCK

ICEHOUSE ELECTRIC CHRYSALIS

Singles: 35* **Albums:** — **Avg Move:** 3.39 **Aggrsv:** 26
Closing quickly with adds at KIIS, KEGL, PRO-FM, FM102, B100 and more. Moves 11-10 KROQ, 11-7 KITS, 13-10 KCPX, 23-15 KDWB, 19-13 WLLOL, 27-21 WKIQ, 34-27 KWSS, 30-26 WRNO, 32-28 KSAQ, 29-25 WMJQ and 20-11 KJ103. Breaking at Z94, WCZY, WGH-FM and Y108.

WHITE LION WAIT ATLANTIC

Singles: 47* **Albums:** 23* **Avg Move:** 3.82 **Aggrsv:** 12
Huge album sales are forcing this single to spread and pull solid requests. New at WDTX, WAPI, WGFM, WSKZ, Z104, KIKX and more. Jumps at WTLQ 12-10, Z95 29-24, KEGL 19-13, KDWB 37-30, KATD 34-25, Q100 40-34 and KZOU 25-19.

THE CURE HOT HOT ELEKTRA

Steadily making its way with new support at WKRZ, WGFM, WAEB and WCGQ. Jumps at KRBE 15-6, KITS 10-9, KSAQ 40-35 and WFLY 32-26. Debuts for Y95 and KWOD.

WHITESNAKE GIVE ME GEFEN

Singles: — **Albums:** 28
Picking up speed with new action at Y95, WROQ, Y106, WOKI, WLGA and KISR. Jumps 29-24 KTUX, 21-17 KQKQ and 26-22 WAPE.

KINGDOM COME GET IT ON POLYGRAM

Singles: — **Albums:** 20*
Monstrous album sales are the story. Early support from KEGL, KSAQ, WFLY, WTLQ, KTUX, KZZU, KIXS, WCIL, WOMP, WJAD, KKAZ, KQIZ and WZKX.

POST MODERN

MIDNIGHT OIL BEDS COLUMBIA

Entering the Top 5 on the Post Modern charts and beginning to show signs of Top 40 success at those stations testing it. Early believers include Y95, KRBE, WOMP and KTMT. Hot tour underway and major video exposure on MTV.

SINEAD O'CONNOR MANDINKA CHRYSALIS

Singles: — **Albums:** 35*
Crossing with early belief at WXKS, KRBE, WPST, SLY96, KFQX and WPFM. Currently #2 on the Post Modern chart with strong national album sales.

UNDERWORLD RADAR SIRE/WB

Early action at Top 40 includes adds at KCPX, KKXL and KZFN. Breakout album sales and Post Modern airplay are forcing this one at Top 40.

SISTERS OF MERCY CORROSION ELEKTRA

Rock/Dance single is making early gains at Top 40 with action at WXKS and KSAQ. Adds this week at KITS and KNAN.

He's got all of Europe saying it...
Now, Jermaine Stewart is ready to
repeat his success here.

"SAY IT AGAIN" UK CHART JUMPS: 37-25-17-10-6-?

FLASHMAKER!

ONE OF THE
MOST ADDED!

MAJORS

OUT OF THE BOX:

| | |
|-------|------|
| B96 | KCPW |
| Y100 | Q106 |
| PWR99 | WXKS |
| WAVA | KATD |
| KHTR | KRBE |
| KMEL | WTIC |
| Y108 | KWOD |
| KWSS | KWK |
| 92X | WMJQ |

PLUS MANY
MANY MORE!

JERMAINE STEWART

He's back and
dressed for even
greater success.

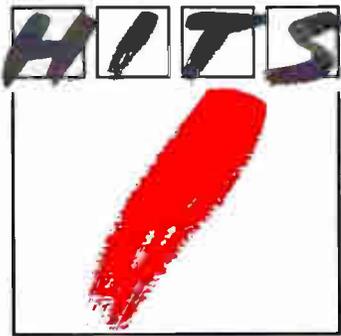


ARISTA

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The new single from the sensational artist who scored with the Top 5 smash, "We Don't Have To Take Our Clothes Off." It bears repeating... "SAY IT AGAIN" is the song that will propel Jermaine's career to new heights. Already exploding at R&B and Pop. From his forthcoming album, *Say It Again*, arriving in-store March 29th.



REQUESTS

For the second week in a row, **Aerosmith** dominates the phone lines with **Tiffany** following closely behind. **White Lion** makes big gains this week with lots of new airplay and solid request action, **Pebbles** is making her way toward the top with huge

phones and **INXS** is generating lots of requests once again. Look out for **The Deele** pulling early phones and gaining with lots of new major market airplay.

AEROSMITH ANGEL GEFEN

The Most Requested record in the country two weeks in a row. Hot phones continue at B94, 92X, 95XIL, 95XXX, B98, JET-FM, KBIU, KFBQ, KISR, KIXY, KKXL, KLUC, KNAN, KOKZ, KWJX, KWTO, KZFN, OK100, Q98, WAEB, WCIL, WDTX, WFMI, WFX, WINK, WJAD, WKQB, WLGA, WNYZ, WPHR, WPXR, WQID, WQUT, WTHT and many more.

TIFFANY SAW MCA

Another monster on the phones and heading for another #1 slot on the charts. Big reports from KIIS, 92X, B94, HOT94, JET-FM, KC101, KFRX, KISR, KKM, KKRZ, KNIN, KOY, KQIZ, KRNO, KSMK, KWJX, KYNO, KYYY, KZFN, KZZO, Q100, Q107, WCGQ, WCIL, WEGX, WGGZ, WHYT, WKQB, WLAN, WLAP, WLGA, WNVZ, WQUT, WROQ and Z100.

WHITE LION WAIT ATLANTIC

Huge album sales and request action are helping this single spread at Top 40. Hots this week include KATD, 95XIL, 95XXX, JET-FM, KEYJ, KFBQ, KIXY, KJQ, KKXL, KNAN, KOKZ, KRNO, KWJX, OK100, Q100, Q98, WAEB, WCIL, WDTX, WKQB, WPFM, WPHR, WPST, WQCM, WQUT and Z102.

PEBBLES GIRLFRIEND MCA

Giant crossover is now a Top 40 favorite and pulling solid phones everywhere. Reports include PRO-FM, 92X, 98PXY, HOT94, KATD, KBIU, KDON, KFBQ, KIXY, KKM, KKRZ, KKXL, KOKZ, KRNO, KSMK, KUUB, KWJX, KZZO, OK100, Q104, WCIL, WFMI, WQCM, WSRZ, WVSR and WYKS.

INXS DEVIL ATLANTIC

Solid album sales continue as this second smash makes its way toward the top. Hot phone action at KRBE, 98PXY, K106, KATD, KBFM, KFQX, KFRX, KJQ, KKRZ, KKXL, KLYV, KPHR, KSMK, KUUB, KYYY, KZZO, SLY96, WCIL, WEGX, WJMX, WKLQ, WLOL, WOMP, WPHR and others.

BILLY OCEAN DREAMS ARISTA

First single from a new album continues to pull hot requests and take big jumps up the charts. Big phones this week for WBCY, 95XIL, 98PXY, FM104, HOT94, KCMQ, KF95, KFMW, KKAZ, KKYK, KLYV, KOKZ, KPHR, KTRS, KYYY, KZFN, OK100, PRO-FM, Q98, WBNQ, WCIL, WINK, WLGA and WTHT.

TERENCE TRENT D'ARBY WISHING COLUMBIA

Hot requests and album sales remain the story here as this second single closes. Big phones reported at KIIS, 92X, 95XXX, B95, KATD, KBFM, KCMQ, KIJK, KJQ, KKRZ, KKXL, KNAN, KOKZ, KQIZ, KWJX, OK100, PWR92, Q98, WANS, WFMI, WLAP, WLLOL, WQUT, WZYQ and more.

LL COOL J CALI DJ/COL

Former Wildcard is making its way through the system and generating huge requests. This week's reports include KMEL, K106, KATD, KBFM, KDON, KFQX, KIIS, KIXY, KLUC, KOY, KRBE, WCKZ, KSMK, KX106, WPGC, Z100, Z103 and Z97.

WHITNEY HOUSTON WHERE ARISTA

Making significant gains (once again) and pulling solid requests for WKSE, 92X, KPHR, PWR92, Q98, WCGQ, WINK, WLAP, WPRR, WPST, WVSR and others.

HENRY LEE SUMMER WISH CBS AS

Requests action is building. This week's reports include Z102, FM104, KEYJ, KFMW, KIJK, KIXS, KKRZ, KLYV, KUUB, KWTO and Q104.

THE DEELE TWO SOLAR

Huge phone action leads the way for this ballad that is quickly making its way at Top 40. Early request action includes WPGC, B95, B98, HOT97.7, KAMZ, KDON, KJQ, KLUC, WHYT and Z97.

SAMANTHA FOX NAUGHTY JIVE/RCA

Making big gains this week with major market action and continued solid requests. Hots at WEGX, HOT94, HOT97.7, KIXY, WCGQ, WKQB, WPXR, WZYQ, Z97 and more.

ALSO GAINING REQUEST MOMENTUM:

| | | |
|--------------|----------|-----------|
| MIAMI SOUND | ANYTHING | EPIC |
| TAYLOR DAYNE | PROVE | ARISTA |
| WHITESNAKE | GIVE ME | GEFFEN |
| TOTO | PAMELA | COLUMBIA |
| ICEHOUSE | ELECTRIC | CHRYSALIS |

BEWAREFUL OF NINJA

Samantha

FLASHMAKER!

| | | | | |
|------|-----|-------|-------|--------------|
| WLDL | add | KIYS | 27-20 | BREAKING AT: |
| KIKX | add | KPLZ | 26-23 | WXKS KZZU |
| WJMX | add | 95XIL | 29-24 | WCZY WRQN |
| WZKX | add | K104 | 31-25 | KUBE WNYZ |
| WAZY | add | KSND | 38-26 | KSAQ |
| | | WMMS | 36-30 | KCPX |
| | | OK95 | 35-30 | TUX |

BEWAREFUL OF NINJA

play that funky music

FLASHMAKER!

| | | | | | |
|------|-----|------|--------|--------------|-------|
| KNBO | add | WAEB | add | Y95 | 28-25 |
| KITY | add | KBFM | add | KLUC | 39-33 |
| KIXY | add | KFBO | add | OK95 | 35-34 |
| KKRC | add | | | | |
| KYRK | add | KYYY | deb 38 | BREAKING AT: | |
| KTFM | add | KKXL | deb 38 | Z95 | |
| K98 | add | KFMW | deb 38 | WCZY | |
| WKSJ | add | KNAN | deb 40 | KSAQ | |
| WKZL | add | KSND | deb 40 | KJ103 | |
| KTUX | add | | | WGFM | |
| WJAD | add | | | KQKQ | |
| WPXR | add | | | WNNK | |

BEWAREFUL OF NINJA

Call me

27*-21* BB DANCE SINGLES!
19*-3* DANCE MUSIC REPORT!
EXPLODING AT THE CLUBS!

| | | | | |
|--------|-----|--------|--------|--------------|
| WKZQ | add | KRBE | deb 37 | BREAKING AT: |
| KXX106 | add | KSND | deb 39 | PWR96 |
| I94 | add | | | PRO-FM |
| | | HOT103 | 28-25 | KCPX |
| | | WXKS | 35-25 | |





Around the World with Bob Jamieson

*An exclusive
Hits interview
with Polygram
Records'
Executive V.P.,
Marketing and
Sales
by Paul Iorio*

When Dick Asher became PolyGram's President in the fall of 1985, many felt it would take a miracle to save the floundering label. Asher knew better; all he needed were the right people in the right positions developing the right artists. To that end, he tapped a former CBS label-mate, Bob Jamieson, for the company's number two spot, creating the post of Executive Vice-President Marketing and Sales.

The New Jersey native was then a CBS International VP based in Paris, but upon accepting Asher's offer, he caught the first available flight back to New York. "I flew off an airplane, took a shower and started working," Jamieson says. "It's been all go ever since..."

For PolyGram as well. Asher and Jamieson have helped turn a sinking boat into a full-steam, gold-and-platinum plated battleship. To paraphrase one of their platinum artists, Robert Cray, "Guess they showed 'em." Jamieson, like Asher, has been showin' 'em for quite some time: as CEO of CBS' Australia and New Zealand divisions; as an International VP; in various managerial and field positions; and as one of Epic's very first promo men in the late sixties.

Jamieson shares Asher's vision of an A&R-centered company where people work without the intrusion of petty politics and power plays. He tries to keep lines of communication open to the approximately 200 staffers who report to him in the promotion, marketing & merchandising, sales, video, special markets and international departments — headed by David Leach, Harry Anger, Jim Urie, Len Epand, Harry Palmer and Gregg Miller, respectively.

In this exclusive interview, Jamieson talks about key industry issues like parallel imports, CD discounts, the DAT block chip, home taping, the advent of CDV and cassingles, and why records and cassettes melt faster in Australia than anywhere else in the world.



J.C. Mellencamp

What should we expect from PolyGram at this year's NARM convention?

Last year, we put NARM on its ear by flying in Bon Jovi for a cocktail party. We flew them in on two helicopters and (landed) them on a beach. We didn't stage the dramatics of the way they came in; it was just the most expedient way of getting them in from the concert they were doing.

This year, we'll bring a lot of new music and we'll bring as much of the established superstar music as we can. Tears For Fears

"PolyGram's future is based on its artists and we're fortunate to have some major ones."

and The Scorpions are very close to releasing. We'll have another Cinderella and another Bon Jovi, and though we probably won't have a lot of music on that, we will have something.

PolyGram's future is based on its artists and we're fortunate to have some major ones like John Mellencamp, Robert Cray, Def Leppard, Fat Boys, Cinderella and on and on, on the pop side. On the classical side, we're the dominant player. We always have been and always will be. But we've got to continue to break new artists, like every record company does, in order to be real successful. We will feature our new acts. And we may have some surprises for NARM that we're working on that may or may not come together.

We're fortunate this year to

have a very good spot for our presentation. That's the luck of the draw. If you have a chance to get one of the early slots where you've got a full audience, you have a better shot at turning people on to your music, rather than presenting on the last night, when people are doing other things.

Who among 1988's debut acts will be PolyGram's next big star?

We have very high expectations for Kingdom Come. Kingdom Come is an act that is just now being serviced to radio and many programmers have already taken a song off our sampler tape and added it full time. There is a buzz developing. The industry is also buzzing on the Dan Reed Network, who was sought after by a lot of other labels.

Joanna Dean is a Joplin-esque singer with a rough and aggressive voice. The first cut we're going to work from the album is "Kiss This," and I think that's as aggressive as you get. Musically, she's got the goods and now we've got to put the rest of the

package together.

One act that I've seen live that won't be coming out until into the third quarter is Gene Rider and the Lifters, out of Washington, D.C. I went with an A&R guy to see him during a convention and he knocked me out. It reminded me of when I first saw Springsteen. I know that's hard company to put him in but I compare him to Springsteen in that he's a singer/songwriter, he's got a distinctive look about him, and it's very well done rock 'n' roll. If they deliver in the studio like I saw them do on-stage, that's a record we're really going to be able to do something with.

Zodiac Mindwarp And The Love Reaction is a band that's out of England and they have a very rough, dangerous look about them, but they're really a fun-time



Jon Bon Jovi

act. They're not into doom and gloom nor negative things; they're about having a good time. And L.A. Guns is one of the better bands to come from the west coast movement which [spawned] Guns And Roses.

What can we expect from Bon Jovi this year?

For eighteen months, Bon Jovi was all over the world, wiping people out on tour. They had a tremendous record and we were all happy with that and [Jon] said he was going to take some time off. But the guys are back writing and putting new music together. They're planning to have a record out the latter part of this year. Jon's a superstar and he's going to sell a helluva lot of records with the next one. And we're talking about a single album, not a two-record set.

Is video still crucial in breaking new artists?

Video is still very important. Unfortunately, some people have just put too much into video; they figure if a record isn't good, a good video will make it a smash. Not true. Every ingredient has to be good. The music, first and foremost, has to be good. And then the other tools will work better. But you're not going to make gold out of straw, you're just not going to do it. We use videos but we don't use them on every act. A video can hurt you, too. It's not unlike when the movie business went from silents to talkies, there were a lot of movie actors and actresses that were smashes until they opened their mouths and then

they were wiped out. So, some artists do very well on video, like Bon Jovi, and other artists can't pull it off.

With the rise of CD, DAT and now CDV, is rock 'n' roll becoming over-technologized?

Technology has enhanced the business. In concerts, for example, you can get a better sense of what the artist is all about. He can duplicate his on-record sound in a concert hall better than he could before. The video technology, for the artists who can use it, is also a plus. DAT and CD have brought us to the point where the human ear is as close to the ultimate as you can get because our dynamic range is pretty much tapped. And now you've got CDV down the line and it will marry together the audio and visual markets in a way that will be another positive thing. But unless we evolve as human beings to allow for bigger ears, I think we've pretty much reached a real fine level of duplication.

Will the CD make vinyl obsolete in the next few years?

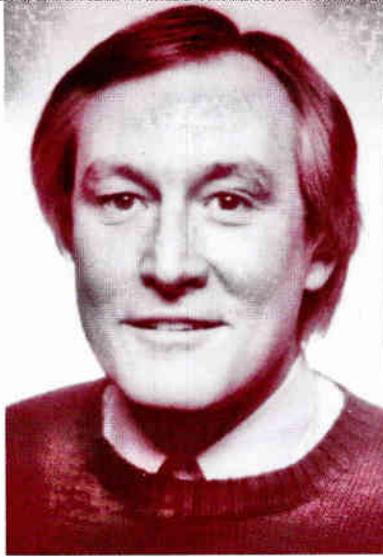
The introduction of CD has been the most successful in the history of hardware. They've sold more CD units since its birth than they've ever sold of any hardware in the same amount of time, including television, radio, stereo, etc. Certainly its absorption into the market has been much more rapid. But I believe there is a place in the foreseeable future for the vinyl LP, though I think in every record company's budget, there is a configuration breakdown that has the LP becoming a less dominant factor with the CD and cassette passing it by far.

But the LP will be around. You have to be more selective about what you put out on LP. The marketplace doesn't need all three configurations. But eventually you will have a CD and cassette marketplace. DAT—when all the bugs are worked out and all the conflicts are resolved, hopefully to the record industry's satisfaction—will also have a place, co-existing with the others.

Does PolyGram plan to go into the pre-recorded DAT market?

Around the World with Bob Jamieson

Continued



Def Leppard

We have no definite plans on DAT. The industry is still hopeful that they'll be able to get that anti-taping legislation through. This is an opportunity, in my opinion, that the industry has to recapture some of the market we lost to home taping. We're not opposed to DAT; but we're very much interested in having an anti-copying chip so that people will have to buy the music and artists will have to be paid royalties. Home taping has taken a lot of development

"Home taping has taken a lot of development money away from the industry."

money away from the industry, money that, if they were buying records instead of taping them, would come to the record companies, come to the artists and open up the door for more development. DAT is certainly something that our parent company is dealing with, seeing that they did develop the CD and they're very much involved in the development of DAT.

What is the future of the cassette single?

I think there's a market here, but at this point I don't think it's a profitable one. There are too many problems with it. I don't believe the average consumer wants to keep putting another cassette into the machine every few minutes. I believe that what they want is to buy a compilation of all the hit singles and we're not going to give them that. They want to take the hits off all the best records and

that's not the way to break artists. So we won't do that.

What is PolyGram's position on parallel imports?

In the past, we have allowed our companies to bring them in. We brought a Zodiac Mindwarp EP into the marketplace to help us in our launch. We have approved, in cooperation with the licensees, other artists to come in and have records available. We can learn

from that. We are talking within the company about how to bring in product. We're looking at some other titles and we're looking for a way to allow them to still come into the marketplace in an organized way, maybe through someone else as a licensor.

What are the differences between the American and Australian record industries?

Australia is a country that has two major influences: England and the United States. It's a wonderful country, the people are wonderful people, very musically active, but they look on music as a luxury, so they tax it heavily. I think the tax when I was there was 32% per record. That's ridiculous. It's since dropped, but not significantly. You may not respect it, you may not like it, but it is the culture.

Australia has a very active marketplace and some of the best

bands in the world. They have their own sound but they've got influences from both countries that can be very interesting.

They don't have any rack-jobbers, they don't have any one-stops, and they have limited returns. They have good radio, video shows, a great club scene, good venues, and a lot of great promoters. It's also a musically pure country; you don't find a large country market or a large jazz market. It's only fifteen million people and it's almost the geographic size of the United States.

Also, in the summer when you're shipping cassettes and records and it gets over 100 degrees, we've had problems with records ending up like ashtrays. We had to deal with glues because the glues that they used to seal records would give way due to the heat. We had to do double gluings. You'd open a box of records and the jackets would fall apart.

What was the pop music scene like in Paris compared to Australia?

France is a different market completely, a very nationalistic country with music that doesn't easily translate. There are a great many artists capable of coming up with music, but there are many major French superstars that don't sing in English and don't want to. And they can make a nice living in France. They do a lot of dance-oriented Euro-disco one-offs. The club scene isn't active. One of my frustrations when I was there was that it wasn't musically vibrant.

What's the central difference

between PolyGram and CBS?

CBS is, first of all, the greatest school in the business. They have tremendous systems. They are called the "Machine" and they really are one. When I was there, they were able to balance that efficiency with musical integrity. But they're not as musically pure and creatively conscious as they were. Big business has taken over, certainly in the Larry Tisch era, which was brief for them, fortunately.

PolyGram has been a company that had been around for a long time and it had its moment in the sun but it has never been consistently able to grow and achieve a level of success. They had problems with getting the right people in certain key positions. I believe that Phillips decided that if they were going to stay in the U.S. market, they had to really commit to it and look on a long-term basis toward building a company that had respect and could compete in the marketplace. And they did that. Their first real decision was to bring in Dick Asher, who had been a winner at every place he had ever been. He had been a winner as a lawyer and he just had that attitude. He had a style and approach that was honest and sincere and he motivated people. They brought him in and made a commitment. And he made a commitment; because he had a lot of choices he could have made, but he felt this was a company that could be turned around and could be managed.

How would you characterize your own approach to management?

I'm a music guy, not a pencil-pusher. I like things organized well. It's important to me that we're joining together for a common goal. I don't like politics. I don't like backstabbing. And I'm not into levels of authority. I don't believe in that. We're all in this together. We don't try to do things by committee, but we talk together a lot. We have a unique situation here where we're able to communicate very easily and that's what I hope we never lose. It's that communication which makes PolyGram function so well.

Listen With Both Ears!

29*-25* R&R A/C!

KKRZ add
KSND deb 34
Y95 39-33

BREAKING AT:

PRO-FM
KATD
KF95



DOLLY PARTON

"I Know You By Heart"

A CLASSIC DUET with....
SMOKEY ROBINSON

Smokey Robinson appears courtesy of Motown Records



From her debut Columbia Records Album RAINBOW

Produced by Steve "Goldie" Goldstein Executive Producer: Dolly Parton Management: Gallin Morey Associates

Columbia



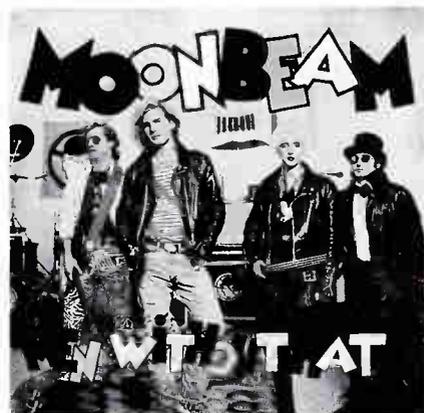
MOONBEAM

(870 153-7)

IS THE NEW SINGLE FROM

MEN WITHOUT HATS

© 1988 POLYGRAM RECORDS INC.

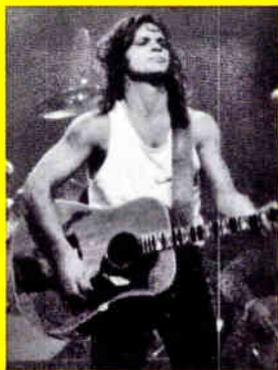


THEIR FIRST SINGLE, THE TITLE TRACK "POP GOES THE WORLD" WAS A CHR AND MTV HIT. THE ALBUM HAS SOLD OVER 200,000 UNITS TO DATE. NOW THEY HAVE A GREAT NEW SINGLE, "MOONBEAM", AND THEY'RE ON TOUR IN MARCH.

MEN WITHOUT HATS

PRODUCED BY ZEUS B. HELD
MANAGEMENT: PAUL KING FOR OUTLAW MANAGEMENT, LTD.

JOHN COUGAR MELLENCAMP

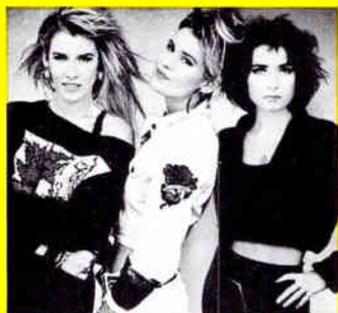


24-30 HITS TOP FIFTY SINGLES!
17 HITS TOP FIFTY ALBUMS!

| | | | | | | | | | |
|------|-----|-------|-------|------|-------|--------|-------|-------|-------|
| KKBQ | add | WKBQ | 9-6 | Z94 | 16-11 | PRO-FM | 22-19 | KZOU | 29-26 |
| Q102 | add | B94 | 10-9 | Y95 | 17-13 | WXKS | 26-20 | Z102 | 31-26 |
| KKRZ | add | WEGX | 10-9 | WBBQ | 17-14 | WGH-FM | 27-22 | KTUX | 30-27 |
| | | FM100 | 16-9 | WRNO | 21-15 | WMJQ | 27-24 | WROQ | 32-29 |
| | | KEGL | 11-10 | WAPI | 19-15 | WGTZ | 28-25 | WTIC | 35-30 |
| | | | | | | KIYS | 29-25 | WLOL | 34-31 |
| | | | | | | WRCK | 28-25 | KSND | 34-31 |
| | | | | | | | | KJ103 | 37-33 |

"CHECK IT OUT"

BANANARAMA



FLASHMAKER!

| | | | | | |
|-------|-----|-------|-----|------|--------|
| Z94 | add | KF95 | add | | |
| KPLZ | add | KDON | add | | |
| FM102 | add | KF95 | add | | |
| KSAQ | add | WKQB | add | WXKS | deb 33 |
| K98 | add | PWR92 | add | KRBE | deb 40 |
| KIKX | add | WCGQ | add | | |
| | | KYNO | add | KCPX | 33-28 |

BREAKING AT:

| | |
|--------|------|
| HOT103 | WGFM |
| PRO-FM | Y106 |
| KITY | WTLQ |
| WGH-FM | KZZU |
| WKSS | WRCK |



"LOVE IN THE FIRST DEGREE"

DAN REED NETWORK



FLASHMAKER!

| | | | |
|--------|-----|------|--------|
| KRBE | add | | |
| Z94 | add | KPLZ | deb 30 |
| KROY | add | KIYS | deb 36 |
| WROQ | add | WPST | deb 37 |
| JET-FM | add | Y95 | deb 38 |
| WANS | add | KCPX | deb 40 |
| KBFM | add | KSND | 32-25 |
| KKAZ | add | KKRZ | 30-26 |

BREAKING AT:

| | |
|--------|------|
| KUBE | KSAQ |
| KWSS | Q100 |
| KATD | KIKX |
| KWOD | KZZU |
| WGH-FM | KF95 |



"RITUAL"



EARPICKS WINNER!
BREAKOUTS WINNER!
CROSSOVER!

DEBUT 24 HITS TOP 50 ALBUMS!
8*-6* ALBUM NETWORK POWER CUTS!

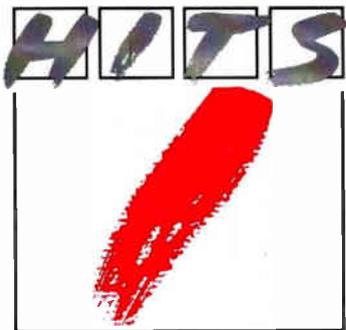
| | | | | | |
|------|-----|------|-----|------|-----|
| KEGL | add | KTUX | add | WOMP | add |
| KSAQ | add | KZZU | add | WJAD | add |
| WFLY | add | KQIZ | add | KFBQ | add |
| WTLQ | add | WCIL | add | WZKX | add |

EXPLODING AT:

- #1 Radio Doctor's / Milwaukee
- #1 RTI / Omaha
- #1 Tracks / Norfolk
- #2 Navarre / Minn
- #2 Baker & Taylor / Chicago
- #3 Karma / Indianapolis
- #3 Pro One Stop / Tempe
- #5 Harmony House / Detroit
- #5 Nat'l Record Mart / Pitts
- #5 Strawberries / Boston

"GET IT ON"

Manufactured and Marketed by
PolyGram Records



EARPICKS

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

Last week's Wildcard pick, **Johnny Hates Jazz**, looks like a natural for radio as it scores twice as many mentions as the runners up. **Foreigner's** ballad and second single is many programmers' pick to click. **Paul Carrack** is making gains with

his new single and **Midnight Oil** (one we've been telling you about for weeks) is gaining with breakout sales and lots of early mentions from Top 40 radio.

WINNERS

| | | | | | | | |
|----------|--------------------------|------------------|-------------|-----------|-------------------------|------------------|-------------|
| 1 | JOHNNY HATES JAZZ | SHATTERED | (Virgin) | 6 | BIG PIG | BREAKAWAY | (A&M) |
| 2 | FOREIGNER | LIVE | (Atlantic) | 7 | JERMAINE STEWART | SAY IT | (Arista) |
| 3 | PAUL CARRACK | REASON | (Chrysalis) | 8 | SINEAD O'CONNOR | MANDINKA | (Chrysalis) |
| 4 | MIDNIGHT OIL | BEDS | (Columbia) | 9 | OMD | DREAMING | (A&M) |
| 5 | KINGDOM COME | GET IT ON | (PolyGram) | 10 | UNDERWORLD | RADAR | (Sire/WB) |

J ABRAMSON/TOWER-SUN/LA
Bunnymen/B Pig/Breathe

D AGRESTO/TRACKS/NORFOLK
I Matthews/J Harrison/So/K Come

J ALEXANDER/KKAZ/CHEYENNE
K Come/J Hates Jazz/Dan Reed/Underworld

RICK ANDRADE/ZIPS/TUCSON
B Mercedes/Icehouse/Bruce S/W Houston

D ANTHONY/TALENTMSTRS/ATL
K Come/PS Boys/J Hates Jazz

RICH ANTON/99DTX/DETROIT
Foreigner/P Carrack

JACK ARMSTRONG/KF95/BOISE
Suave/B Pig/Bananarama/MS Machine

JIM ATKINSON/WKBQ/ST LOUIS
Carrack/Bananarama/J Hates Jazz/Foreigner

ED AUGUST/WNNK/HARRISBURG
J Hates Jazz/Times 2/Bananarama/J Stewart

AGENT AVA/KLOS/LA
M Oil/B Pig/S O'Connor/Underworld

DAVE BAKER/WJMX/FLORENCE
J Hates Jazz/Foreigner/P Carrack/M Oil

C BARNES/SOUND OF/PHILI
K Sweat/Al B Sure/K Moe Dee/R Astley

CLARENCE BARNES/Z94/BOSTON
J Hates Jazz/OMD/Roxanne

M BASHKIN/BAKER & TAYLOR/CHI
Suave/C Of Noise/J Hates Jazz/Times 2

MIKE BEACH/WCKZ/CHARLOTTE
Bananarama/Sylvester/Fit/J Hammer

S BEAN/HARMONY HOUSE/DETROIT
Foreigner/Mr Mr/S O'Connor

MARTY BERGER/WINK/FT MYERS
J Hates Jazz/Foreigner/P Carrack/MSM

T BRENNER/ARROW DIST/SOLON
R Hitchcock/S Of Mercy/TT D'Arby/Lobos

CHERYL BROZ/KRBE/HOUSTON
Bunnymen/Underworld/C Of Noise

L CAMPBELL/B94/PITTSBURGH
Foreigner/P Carrack/B Russell

BOOM BOOM CANNON/WKSE/BUFF
B Pig/Foreigner/OMD/Bananarama

TOM CASEY/WKSS/HARTFORD
J Stewart/M Oil/L Lisa/Breathe

G CASSINGHAM/METRONOME/ATL
J Cliff/Cookie Crew/J Harrison/Bruce S

D CASTLEMAN/P FANTASTIC/PHILI
W Seeds/P O'Banton/K Come/Church

B CATCHER/WKZL/WINS-SAL
LL Cool J/Times 2/Bananarama/Blue M

MICKEY CAULTER/WQID/BILOXI
J Hates Jazz/So/W Lion/Noel

R CHRISTIAN/WMJQ/BUFFALO
OMD/J Stewart/M Day/Foreigner

M CLARK/CML/ST. LOUIS
P Carrack/Flesh For Lulu/K Come/M Oil

J COHEN/STRAWBERRIES/BOSTON
B McFerrin/J Hates Jazz/S O'Connor/B Pig

DAVE CURTIS/LECHMERE/BOSTON
B Pig/Church/M Oil/J Hates Jazz

JIM DANN/KC101/NEW HAVEN
J Hates Jazz/Deele/Foreigner

KEVIN DAVENPORT/B93/AUSTIN
J Hates Jazz/Noel/B Mercedes/L Ford

JEFF DAVIS/KLYV/DUBUQUE
J Hates Jazz/Carrack/M Day/Eurythmics

JEFF DAVIS/WPFM/PANAMA CITY
J Hates Jazz/Foreigner/Alarm/Tami Show

JOHN DAWSON/WLGA/VALDOSTA
M Day/Times 2/Noel/J Hates Jazz

ALBIE DEE/WPGC/WASH DC
Fit/Al B Sure/Pebbles

P DEMILLE/95XIL/PARKERSBURG
J Hates Jazz/Carrack/Flesh For Lulu/M Oil

R DENNIS/SHOW INDUSTRIES/LA
B Pig/R Plant/J Hates Jazz/M Oil

M DINA/TOWER-DOWNTOWN/NYC
K Sweat/MS Machine/R Palmer



Bruce Springsteen

"One Step Up"

HITS TOP FIFTY SINGLES!

HITS TOP FIFTY ALBUMS!

DEBUT 22* R&R A/C!

| | | | | | | |
|------|-----|--------|-----|------|-----|----|
| B100 | add | KXX106 | add | WDTX | deb | 20 |
| WNCI | add | KQCR | add | WRNO | deb | 29 |
| WKRZ | add | WBAM | add | WBLI | deb | 30 |
| WOKI | add | K107 | add | WLOL | deb | 39 |
| WCIL | add | WKFR | add | | | |

| | |
|--------|-------|
| WPST | 24-18 |
| FM100 | 29-21 |
| WXKS | 28-22 |
| KPLZ | 27-24 |
| KSAQ | 28-24 |
| WKSS | 31-25 |
| B94 | 30-27 |
| KKRZ | 31-27 |
| PRO-FM | 35-28 |
| Z94 | 34-29 |
| KTUX | 36-30 |
| WROQ | 34-31 |
| WNYZ | 39-33 |
| KCPX | 38-34 |



Toto

"Pamela"

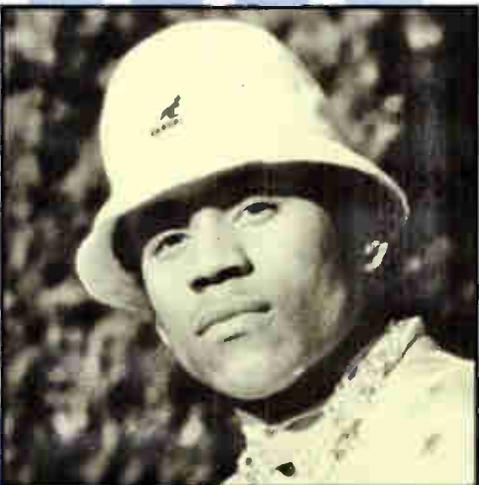
FLASHMAKER!

BREAKOUTS WINNER!

HITS TOP FIFTY SINGLES!

| | | | | | | |
|------|-----|--------|-----|----|-------|-------|
| Z94 | add | WDTX | deb | 25 | WKTJ | 11-8 |
| Q107 | add | WEGX | deb | 29 | WLLOL | 20-12 |
| WKZL | add | PRO-FM | deb | 32 | KJ103 | 21-14 |
| WKLQ | add | KPLZ | deb | 34 | KIYS | 19-15 |
| KCMQ | add | | | | B94 | 25-22 |
| | | | | | KCPX | 29-23 |
| | | | | | WFLY | 28-23 |

| | |
|-------|-------|
| KDWB | 30-26 |
| Z104 | 33-26 |
| KEGL | 36-28 |
| BJ105 | 33-28 |
| WXKS | 34-31 |
| WCZY | 38-34 |
| WRCK | 40-35 |



L.L. Cool J

Def Jam recordings

"Going Back To Cali"

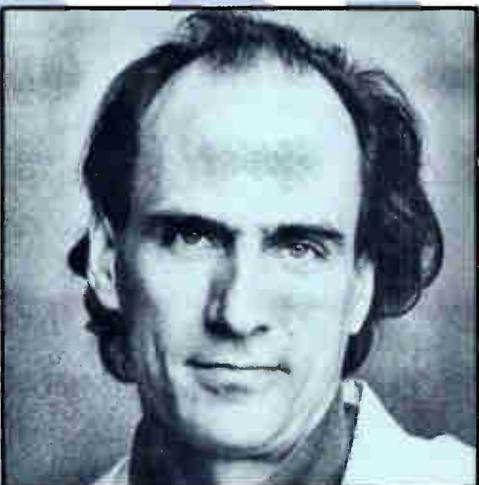
FLASHMAKER!

HITS TOP FIFTY SINGLES!

28*-25*R&R U/C!

| | | | | | | |
|------|-----|------|-----|------|-----|----|
| KIIS | add | KTFM | add | KROY | deb | 23 |
| KKBQ | add | B93 | add | K98 | deb | 25 |
| KWOD | add | KZOU | add | KRQ | deb | 25 |
| | | KEZB | add | WRVQ | deb | 26 |
| | | KFBQ | add | KOY | deb | 27 |
| | | | | KCAQ | deb | 27 |
| | | | | KQKQ | deb | 27 |
| | | | | WAPE | deb | 28 |
| | | | | B97 | deb | 29 |
| | | | | WAVA | deb | 31 |

| | |
|-------|-------|
| KMGX | 2-1 |
| KRBE | 6-2 |
| HT105 | 7-5 |
| Z93 | 6-5 |
| PWR96 | 8-7 |
| KMEL | 8-7 |
| KZZP | 8-7 |
| KATD | 12-8 |
| Y100 | 12-10 |
| KWSS | 17-11 |
| BJ105 | 27-20 |
| Z100 | 27-24 |



James Taylor

"Never Die Young"

HITS TOP FIFTY ALBUMS!

4*-3* R&R A/C!

| | | |
|-------|-----|--------------|
| WLLOL | add | BREAKING AT: |
| WPST | add | 94Q |
| WIGY | add | WBCY |

Columbia





EARPICKS

D DODD/PEACHES/SEATTLE
R Hitchcock/S O'Connor/Squeeze/REM

ANDY DURAZO/KROQ/LA
M Ranch/OMD

N FAYE/WFXX/WILLIAMSPORT
P Carrack/J Hates Jazz/Times 2

P FUSSELL/RECORD BAR/DURHAM
P Carrack/K Come/M Oil/J Hates Jazz

J GIOVINGO/B97/NEW ORLEANS
Suave/T Marie/Noel

K GRAHAM/WEST MERCH/AMARILLO
B Pig/Flesh For Lulu/K Come

H GUILFOIL/WAX WORKS/OWENS
K Come

D HARRELL/WKQB/CHARLESTON
J Stewart/Bananarama/Times 2/J Hates Jazz

NEIL HARRISON/K 106/BEAUMONT
J Hates Jazz/J Stewart/Foreigner

STEVE HELLER/KZFN/MOSCOW
Underworld/J Stewart/J Hates Jazz/Foreigner

TODD HENSLEY/KFQX/ABILENE
S O'Connor/J Hates Jazz/DeeDee

S HOBERMAN/RTI/OMAHA
B Pig/S O'Connor/M Oil/P Carrack

KENDELL HOPKINS/KZZU/SPOKANE
Underworld/R Robertson/K Come/L Lisa

D HOUGHTON/UNIVERSAL/PHILI
R Jackson/B Pig/S O'Connor/Woodentops

DAVE HUNTER/KFBQ/CHEYENNE
M Day/Roxanne/K Come

SCOTT JAMES/KAKS/AMARILLO
Carrack/Foreigner/J Hates Jazz/C Tone

RANDY JAY/KIMN/DENVER
M Oldfield/MS Machine/P Carrack

DON JENSEN/ROUNDUP/SEATTLE
DR Network/N Cole/M Clayton/R Astley

E JERDE/TOWER/SHERMAN OAKS
N Lowe/R Travis/Agnetha/So

H JOHNSON/KIVA/ALBUQUERQUE
B Pig/Aerosmith/Underworld

P JOHNSON/PRO/TEMPE
M Oil/R Hitchcock/B Ocean/Pogues

BRITON JON/WYKS/GAINESVILLE
Bananarama/MSM/OMD/J Hates Jazz

JAY BEAU JONES/WEGX/PHILLY
J Hates Jazz/Foreigner/B Russell/Times 2

D KALLAWAY/KPHR/RAPID CITY
J Hates Jazz/P Carrack/B Pig/J Stewart

E KATAJAMAKI/NAVARRA/MPLS
S O'Connor/M Oil/K Come/J Stewart

W KAUFFMAN/WQCM/HAGARS
J Hates Jazz/Foreigner/J Stewart/Suave

B KAY/KNIN/WICHITA FALLS
DR Network/Roxanne

C KELLEY/HOT94/CHARLESTON
DR Network/B Pig/M Ranch/J Hates Jazz

KIDD KELLY/KSMK/COTTONWOOD
Underworld/Foreigner/OMD/Roxanne

KEVIN KING/WANS/GREENVILLE
W Lion/DR Network/J Stewart/OMD

K KLUTCH/WAPE/JACKSONVILLE
J Hates Jazz/Foreigner/M Day

GENE KNIGHT/B 100/SAN DIEGO
J Hates Jazz/J Stewart/Times 2

L LEON/PACIFIC COAST/CHATS
Flesh For Lulu/J Stewart/K Come/M Oil

S LEPERE/KITY/SAN ANTONIO
3M Island/J Hates Jazz/Bardeux

HARRY LEVY/CAPITOL/LA
H Of Freaks/Godfathers/Church/Pogues

N LEWIS/MUSIC PEOPLE/OAKLAND
B Springsteen/M Jackson/R Plant/B Pig

SCOTT LIEF/WIGY/BATH
Bananarama/B Pig/OMD/M Clayton

D MACIVER/FACE THE MUSIC/ROCH
R Plant/Times 2/OMD/P Carrack

M MANDZIA/BUZZ'S NEST/COL
R Palmer/R Hitchcock/Icehouse/Eurythmics

DAN MCCOLLY/KIYS/BOISE
J Hates Jazz/P Carrack/Alarm

M MCCORMICK/WGRD/G RAPIDS
Foreigner/P Carrack

TJ MCKAY/WYYS/COLUMBIA
Noel/Underworld/S Fox

M MERCURIO/REC & TAPE/COL
J Hates Jazz/S O'Connor/M Oil/Flesh For L

TRISH MERELO/WPST/TRENTON
Adventurers/J Hates Jazz/D Blue/S O'Connor

KEVIN MORTON/WAZY/LAFAYETTE
B Mercedes/M Oil/T Terry/E Fachin

LISA MRAZ/TOWER/WESTWOOD
P Carrack/Alarm/Bodeans/J Harrison

N MRVOS/CD WAREHOUSE/HUNT BCH
T Her Right/Tonio K/S O'Connor

JOHN O'DEA/B98/FT SMITH
J Hates Jazz/Foreigner/B Club/Suave

E O'DONNELL/LIEB/MT. LAUREL
M Day/S & Black/MS Machine/B Russell

D OHRT/CD ONE-STOP/CONN
M Oil/Flesh For Lulu/Morrissey/Underworld

V OLVERA/SEA-PORT/PORTLAND
B Pig/J Hates Jazz/M Oil/S O'Connor

STEVE OWENS/WBAM/MONTGOMERY
J Stewart/WCW Crew/J Hates Jazz/MSM

D PAARMAN/KQCR/CEDAR RAPIDS
J Hates Jazz/P Carrack/BK Starr/MSM

M POTTER/WQUT/JOHNSON CITY
M Oil/Foreigner/K Come/T Out Loud

BARBARA PRIETO/WGCI/CHICAGO
Pebbles/K Sweat/3M Island

J PRIMERANO/REC THEATER/BUFF
K Come/M Oil

R RICHARDSON/SW WHOLE/HOUS
Bodeans/R Robertson/J Harrison/S & Black

SAMANTHA FOX

*Naughty Girls
(Need Love Too)*



| | | | |
|------|-----|--------|-------|
| B96 | add | PWR96 | 9-8 |
| WXKS | add | PWR99 | 19-11 |
| KKBQ | add | HT105 | 25-16 |
| KRBE | add | KMEL | 19-16 |
| B94 | add | KITY | 25-16 |
| KUBE | add | Q107 | 25-22 |
| KZZP | add | WAVA | 29-23 |
| KKRZ | add | HOT103 | 36-27 |
| B97 | add | PWR106 | 36-31 |
| KWOD | add | | |
| KROY | add | | |

FLASHMAKERS WINNER!
DEBUT HITS TOP FIFTY SINGLES!

FLASHMAKER!

WBLI add
 BJ105 add
 K92 add
 KMGX add
 WPXR add
 WOMP add
 JET-FM add
 B98 add
 PWR105 add
 Z93 deb 28

WBBQ 33-30
 WCZY 34-31
 Z104 36-33

BREAKING AT:
 KKBO
 PWR96
 KUBE
 KKRZ
 B100
 WNVZ

MERRY CLAYTON

Yes

| | | | |
|------|-----|------|-------|
| KPLZ | add | KRBE | 31-26 |
| WKQB | add | KIYS | 32-28 |
| WBNQ | add | KEGL | 40-32 |

BREAKING AT: KSAQ KZZU

HOT SALES AT:
 Vinyl Vendors / Kalamazoo
 Face the Music / Rochester Mn
 Filpside / Chicago
 Navarre / Minn
 Western Merchandisers / Amarillo
 Wall to Wall / Phill

LITA FORD

Kiss Me Daddy



READY TO CROSS!
28*-23* R&R A/C!

| | | | |
|-------|-----|------|-------|
| 95XIL | add | KIYS | 26-22 |
| Z107 | add | | |

BREAKING AT:
 B94
 B100

GRUNT

STARSHIP

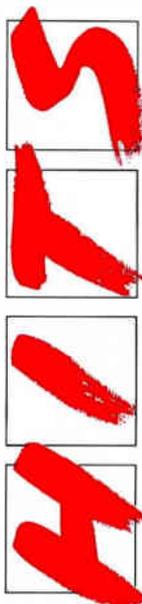
Set The Night To Music





EARPICKS

| | | |
|--|---|--|
| S ROBBINS/WBNQ/BLOOMINGTON B Pig/P Carrack/Foreigner/Wax UK | K SIMMONS/H OF GUITARS/ROCH Church/N Lowe/J Harrison/Godfathers | RICK SWANN/WVSR/CHARLESTON B Ferry/OMD/W Lion/R Plant |
| K ROBINSON/KOY-FM/PHOENIX Foreigner/J Hates Jazz/S O'Connor | D SMITH/NAT REC MART/PITTS B Pig/Flesh For Lulu/Kingdom Come/M Oil | D SWANSON/S GOODY-WEST/LA Flesh For Lulu/K Come/M Oil |
| G ROLLING/KKYK/LITTLE ROCK J Hates Jazz/Foreigner/Agnetha | STU SMOKE/KQIZ/AMARILLO B Ferry/OMD/C Of Noise | B THOMAS/WFMI/LEXINGTON Foreigner/J Stewart/J Hates Jazz |
| J ROSENBERG/THE WIZ/NY Radiators/T Heads/D Blue/L Kottke | JOE SONDERMAN/KHTR/ST LOUIS OMD/J Hates Jazz/J Stewart | T THOMPSON/KXX106/BIRMING J Stewart/B Pig/3M Island/DeeLe |
| B SAY/MOBY DISC/LOS ANGELES Balaam/S Of Mercy/AC-DC/Godfathers | CURT SPAIN/KJ103/OK CITY P Carrack/B Pig/Foreigner | M TOCKER/HARVARD CO-OP/BOS T Her Right/D & Cryin'/R Hitchcock/Church |
| T SBRIGLIA/TRANS/BUFF Foreigner/K Come/S O'Connor/Carrack | J SPEAR/TOWER/DOWNTOWN/NYC K Come/G & Roses/R Plant/L Ford | GLENN TRENT/WKSF/ASHEVILLE W Lion/DR Network/M Oldfield/J Hates Jazz |
| MIKE SCHAEFER/SCHAEFCO/LA MS Machine/Times 2/J Hates Jazz | D ST JAMES/KKXX/BAKERSFIELD Flesh For L/Foreigner/J Hates Jazz/K Come | GRANT TRESSEL/KTMT/MEDFORD M Oil/MS Machine/Eurhythmics/B Pig |
| M SCHNEIDER/APPLE TREE/ILL J Mitchell/T Her Right/K Come/N Lowe | K STAMM/RADIO DOCTORS/MILW K Come/R Palmer/DeeLe/OMD | KEVIN WEATHERLY/KMEL/SF Noel/J Stewart/BK Starr/3M Island |
| J SHAHINIAN/REC EXCHANGE/CLEV B Pig/K Come/S O'Connor/M Oil | R STEELY/CENTRAL SOUTH/NASH K Come/B Pig/J Hates Jazz/R Hitchcock | T WEBER/KTUX/SHREVEPORT J Hates Jazz/J Stewart/DeeLe/Roxanne |
| VICKI SHARP/KRNQ/DES MOINES OMD/Foreigner/J Hates Jazz/P Carrack | MS CLIFFORD/Q100/ALLENTOWN J Stewart/J Hates Jazz/DR Network | D YASNER/95XXX/BURLINGTON Carrack/Underworld/OMD/J Hates Jazz |
| M SHORE/BIG TIME/HOLLYWOOD N Lowe/T Bone/Woodentops/Godfathers | BRUCE STEVENS/WBBQ/AUGUSTA J Hates Jazz/J Stewart/Carrack/Foreigner | K ZARDA/TOWER/S OAKS M Oil/K Come/Balaam/S Of Mercy |



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ROARING!

W H I T E L I O N



EXPLODING AT RETAIL!



P R I D E

CROSSOVERS WINNER!

DEBUT 47 HITS TOP FIFTY SINGLES!

28-23 HITS TOP FIFTY ALBUMS!

| | | | | | |
|------|-----|-------|-----|------|-----|
| WDTX | add | WBNQ | add | WKLQ | add |
| WAPI | add | OK100 | add | Z104 | add |
| WPHR | add | WGFM | add | KIKX | add |
| KQIZ | add | KZ106 | add | WQCM | add |
| WABB | add | Q98 | add | WTHT | add |
| | | WANS | add | WKSF | add |
| | | KLIK | add | WJAD | add |



| | | | | |
|-------|-----|------|-------|------------|
| KXYQ | add | Y95 | deb | 29 |
| WCIL | add | B97 | deb | 30 |
| WBWB | add | KPLZ | deb | 32 |
| WZOK | add | WCZY | deb | 37 |
| KPHR | add | | | |
| KSKG | add | | | |
| SLY96 | add | KEGL | 19-13 | KATD 34-25 |
| WLRW | add | KCPX | 16-13 | WMMS 32-25 |
| KCMQ | add | KZOU | 25-19 | WZPL 31-25 |
| KFMW | add | WRCK | 30-23 | KDWB 37-30 |
| KGOT | add | Z95 | 29-24 | |

THE YEAR'S BEST SET UP:

The Church

HITS POST MODERN
#1 R&R NEW ARTIST
2*-1* FMBQ ALTERNATIVE
2*-1* HARD ALTERNATIVE
4* GAVIN ALTERNATIVE
17*-10* GAVIN ALBUM
19*-5* CMJ CHART
DEBUT #4 ALB. NET.STORE PLAY
16*-6 ROCK POOL
DEBUT 5* ROCK POOL RETAIL



Under the Milky Way

HEAVY ORBITING AT:

| | |
|------|------|
| KITS | WDRE |
| KQRS | KBCO |
| WFNX | 91X |
| KROQ | WXXP |
| WKDF | WHFS |

"The Church moves to Heavy this week, the calls have been steady and heavy. This could be one of those records that hurt you if you're not playing it."

Chris James-WTRA

MAJOR RETAIL BREAKOUTS:

| | |
|---------------|-----------|
| MINNEAPOLIS | DENVER |
| SAN DIEGO | MILWAUKEE |
| BOSTON | NEW YORK |
| DALLAS | SEATTLE |
| SAN FRANCISCO | |

GOING FOR TOP 40 ADDS MARCH 28!!

**FROM THE INDUSTRY'S
BEST FOLLOW THROUGH... ARISTA**



POST MODERN

LW-TW-ARTIST-LABEL

- 2 1 ROBYN HITCHCOCK - A&M
Balloon Man
- 1 2 SINEAD O'CONNOR - Chrysalis
Mandinka
- 4 3 MIDNIGHT OIL - Columbia
Beds Are Burning
- 6 4 POGUES - Island
Grace/Sailing
- 3 5 SISTERS OF MERCY - Elektra
This Corrosion
- 7 6 JERRY HARRISON - Sire/WB
Rev It Up
- 9 7 CHURCH - Arista
Under the Milky Way
- 5 8 GODFATHERS - Epic
Birth, School...
- 10 9 HOUSE OF FREAKS - Rhino
40 Years
- 11 10 THEY MIGHT BE GIANTS - Bar None
Don't Let Start
- 8 11 ECHO & THE BUNNYMEN - Sire/WB
Bedbugs & Ballyhoo
- 17 12 UNDERWORLD - Sire/WB
Underneath the Radar
- 15 13 T. BONE BURNETT - Columbia
Killer Moon
- 14 14 SALVATION SOUNDTRACK - Giant
Various
- 16 15 FLESH FOR LULU - Capitol
Postcards/Siamese
- 12 16 WILD SEEDS - Passport
I'm Sorry
- 13 17 FIREHOSE - SST
Sometimes/Singer
- 18 18 RYUICHI SAKAMOTO - Epic
Risky
- 24 19 SHE'S HAVING A BABY - I.R.S.
Various
- 22 20 E*E*E*O - Frontier
Hey Cecilie
- 21 21 JANE SIBERRY - Sire/Reprise
Ingred
- 23 22 BIG PIG - A&M
Breakaway
- 23 WOODENTOPS - Columbia
Wheels Turning
- 24 CLOSE LOBSTERS - Enigma
Foxheads
- 25 DRIVIN' N' CRYIN' - Island
Powerhouse/Whisper

(Based on a combination of airplay and sales.)

POST TOASTED *By Darryl Lecht*

FIRST OFF: We'd like to thank the Alternative folks at the labels who took precious time off from listening to the bootleg, import, very insiders-only cassette of REM filing their toenails, to give us some very valuable feedback on the section. We appreciate it.

MOVING RIGHT ALONG: PolyGram's Mission U.K. blew them away recently at New York's Ritz. Former Led Zep-pelin (They're an old band that sounds a little like Kingdom

Come) killer John Paul Jones joined the band on stage..... In other major label happenings, Atlantic is excited ("stoked" is too immature of a term to use in the "Alternative" section) about the forthcoming project from Irish folk singer Christy Moore.... And happy birthday to RCA's John "Don't Call Me Siggy" Sigler. John is 15.... **Rough Trade** Records is rolling full steam with new product and national tour by **Beat Happening**. The band recently performed in-

A Rough Trade



Beat Happening — Hitting the road.

studio at KALX in Berkeley, CA. Deborah Orr hosted the scene.... Speaking of the Alternative airwaves, Helen Urriola of WFIT in Melbourne, Florida is scoring big with her live "Feature Artist Night" broadcast from the infamous Toucan Lounge. Proceeds from the weekly show go to the T.J. Martell foundation..... FLASH: Alternative promo person cops a suntan and goes out in public. Details next week..... Bruce Flohr of KCPR in Santa Rosa, California was Mr. CBS last week, as he sent listeners to L.A. to catch Columbia's **Midnight Oil**. Bruce (*We like to call him Bruce*) also gave away scores of **Godfathers** product and dime bags of Hawaiian pot (*just kidding about the dope, folks — but the item seemed boring without it*)..... Happy tenth anniversary to WCDB in Albany..... Hilaire Brosio is the new Director of West Coast Promotion for **Frontier Records**. He is very happy..... Look for a new five song EP from **The Dickies** on **Enigma**. The project, "Killer Klowns," ships March 23, with an April tour skedded.... TVT is scoring big with the new release by **The Connells**. The band hits the road for a national tour beginning on the East Coast this month..... And Boston killer **WBCN** is celebrating its 20th year as the city's new music leader..... Upcoming *L.A. Weekly Rock Music Awards* trying to shake the "boring chaos" tag with a new location (The Wil-tern Theatre) and an all-star gathering of performers. Among those slated to make the scene are: **John Doe** of **X**, **Dave Alvin**, **Rosie Flores**, **Ice T**. and **Concrete Blond**.



POST MODERN



ANDREW JOHANSEN UNICORN PORTSMOUTH, VA

How does an insurance salesman with entrepreneurial visions (big words, huh!) break into the record biz? Andrew did it simply by roundin' up his record collection & haulin' them down to his newly-owned record store. Unique name-Unicorn, Unique systems-records divided by decades, and Unique setting-fishtanks abounding-have made the store a success. And as you can see, he's damn happy about it, too!

HOTS:

1. SISTERS OF MERCY
2. INXS
3. CHURCH
4. FLESH FOR LULU
5. GUNS 'N ROSES
6. GUADALCANAL DIARY
7. ROBYN HITCHCOCK
8. GENE LOVES JEZEBEL
9. REM
10. SINEAD O'CONNOR

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

WAPS / BILL GRUBER / AK- RON, OH

New Order
She's Having A Baby
Jane Siberry
Voice Farm
Ryuichi Sakamoto

WCDB / JOSH ROSENTHAL / AL- BANY

T Bone Burnett
Big Dipper
Pontiac Brothers
Robyn Hitchcock
Megadeth

BOW WOW / ANDY HORWITZ / ALBUQUERQUE

Robyn Hitchcock
T Bone Burnett
Ryuichi Sakamoto
Tom Waits
Pogues

WHFS / BOB SHOWACRE / AN- NAPOLIS

Sinead O'Connor
Midnight Oil
Stranglers
Godfathers
Sisters of Mercy

WUOG / MARGAUX TENEBBAUM / ATHENS

Church
She's Having A Baby
Jazz Butcher
House of Freaks
Pogues
Hog Butchers...
Jane Siberry

KLBJ / JODY DENBERG / AUSTIN

Robyn Hitchcock
Midnight Oil
Wild Seeds
Woodentops
Reivers
Pontiac Brothers
Drivin' n' Cryin'

WATERLOO RECORDS / TOM DONOHUE / AUSTIN

The Nils
Accelerators
Top Jimmy & ...
Sgt Pepper Knew My..
Hurricane Zouk
House of Freaks

KALX / DEBORAH ORR / BERKELEY

Died Pretty
Wild Seeds
Beat Happening
Men & Volts
Art Phag

HARVARD COOP / MICHAEL TOCKER / BOSTON

Robert Plant
Treat Her Right
Church
Jane Siberry
Woodentops

WBCN / OEDIPUS / CARTER ALAN / BOSTON

Sinead O'Connor
Godfathers
Midnight Oil
Robyn Hitchcock
T Bone Burnett

NU MUSIC / SCOTT ANDERSON / BRIDGEPORT

Depeche Mode
Morrissey
Echo & The Bunnymen
Jerry Harrison
Pianosaurus

WBNY / ADAM LANGLEY / BUF- FALO

Robyn Hitchcock
Negativland
Pop Will Eat Itself
Sisters of Mercy
The Hood

KCRS / TODD WISE / CEDAR FALLS

firehose
House of Freaks
T Bone Burnett
Robyn Hitchcock
Sonic Youth

KUNI / DOREA D'AGOSTINO / CEDAR FALLS

Blue Hippos
Kinsey Report
Robyn Hitchcock
T Bone Burnett
Green

MANIFEST / DONNA MAXWELL / COLUMBIA, SC

Sisters of Mercy
Robyn Hitchcock
Midnight Oil
Sinead O'Connor
Flaming Lips
Zodiac Mindwarp
Pogues

WUSC / SEANA BERUTH / COLUMBIA, SC

Batfish Boys
Drivin' n' Cryin'
Pajama Slave Dancer
Birdhouse
Uncle Sam
American Music Club

WXCI / KANDACE WILKINS / DANBURY

Woodentops
Jazz Butcher
Robyn Hitchcock
Treat Her Right
Sugarcubes

WUXTRY / CHRIS MILLS / DECATUR, GA

Bruce Hampton
Indigo Girls
Alpha Blondie
Gun Club
T Bone Burnett
Meat Puppets
Cindy Lee Berryhill

PLAY IT AGAIN / ALAN KOVAN / DETROIT

Morrissey
Primitives
Close Lobsters
Beat Happening
Perfect Disaster

WNUR / JASON COHEN / EVANSTON

Beat Happening
Fall
Tall Dwarfs
Hog Butchers...

WHMI / JEFF WELLING / HOWELL, MI

Midnight Oil
Godfathers
She's Having A Baby
Underworld
Church

KUCI / GEORGE SPILLMAN / IR- VINE

Blue Hippos
firehose
Pajama Slave Dancer
Zodiac Mindwarp

WUTK / SHAW WILSON / KNOX- VILLE

Animal Time
ISM
Beat Happening
Rich Agata
Fall

KUNV / BRETT GREENE / LAS VEGAS

Church
She's Having A Baby
Felt
Drivin' n' Cryin'
Pato Banton

KROQ / ANDY DURAZO / LOS ANGELES

Sugarcubes
Robyn Hitchcock
They Might Be Giants
House of Freaks
Flesh For Lulu

WFIT / HELEN URRIOLA / MEL- BOURNE, FL

Salvation
Sisters of Mercy
Mighty Lemon Drops
Tackhead
William Orbit
Church
Midnight Oil



THE CONNELLS

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Mike Archie WHUR

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Nick Fontaine XHRM

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Roshon Vance WPEG

"One of the hottest rap records out today. Watch the phone lines light up. A bonafide hit."

WZAK Bobby Rush





POST MODERN

OPEN BOOKS & MUSIC / LESLIE WIMMER / MIAMI, FL

House of Freaks
Gang Green
Big Pig
Wild Seeds

KABL / MARK MILLER / MINNEAPOLIS

Midnight Oil
Big Pig
Blue Hippos
Nick Lowe
TVBC

NORTHERN LIGHTS / MILLER/FREED / MINNEAPOLIS

EIEIO
Sisters of Mercy
Morrissey
Echo & The Bunnymen
Pop Will Eat Itself
Sugarcubes

WMMR / KAREN BOOTH / MINNEAPOLIS

Crazy House
Robyn Hitchcock
Woodentops
Snatches of Pink
Fini Tribe

CATS / GARY JACKSON / NASHVILLE

Midnight Oil
T Bone Burnett
Cure
Close Lobsters
Zodiac Mindwarp

WRVU / JOHN KOSKI / NASHVILLE

Jet Black Factory
Drivin' n' Cryin'
Dessau
Sisters of Mercy
Felt

WTUL / JAMES LIEN / NEW ORLEANS

Drivin' n' Cryin'
Wild Swans
T Bone Burnett
Pajama Slave Dancer
Carnival Season
Batfish Boys
Robyn Hitchcock

SECOND COMING / STACEY WILLIAMS / NEW YORK

Church
Pianosaurus
Headless Horseman
A Subtle Plague
Dead Milkmen

WNEW / MARK CHERNOFF / NEW YORK

Robert Plant
Kingdome Come
3
Aerosmith
White Lion

WNYU / LEIGH LUSTBERG / NEW YORK

Sugarcubes
Shamen
Woodentops
Sisters of Mercy
M.C. Lyte

TRACKS / DONNA AGRESTO / NORFOLK

Del Lords
They Might Be Giants
Close Lobsters
Love & Rockets

HOMERS / MIKE FRATT / OMAHA

Sinead O'Connor
Sisters of Mercy
Godfathers

WOXY / JETSON / OXFORD, OH

Depeche Mode
Cure
Sinead O'Connor
Sisters of Mercy
Midnight Oil

MOBY DISC / DAVID ROGERS / PASADENA

Woodentops
Prefab Sprout
Proclaimers
Deacon Blue

WMDK / MIKE THOMAS / PETERBOROUGH

She's Having A Baby
Tonio K.
Big Pig
Midnight Oil
Robyn Hitchcock

IMPACT / BRAD SINGER / PHOENIX

Pogues
Robyn Hitchcock
They Might Be Giants
Midnight Oil
Sugarcubes

ZIA RECORDS / KARY COLLISON / PHOENIX

They Might Be Giants
Morrissey
Pogues
Church
Midnight Oil

EVERYBODY'S RECORDS / JAIME NEWTON / PORTLAND

Cure
Sinead O'Connor
Joe Satriani
Screaming Blue...
Midnight Oil

WVCW / STEVEN WITTE / RICHMOND, VA

Splatcats
I Love Ethel
Fall

SMOKEY'S / SMOKEY KOELSCH / SALT LAKE CITY

Jane Siberry
Pogues
Radiators
Sisters of Mercy
10,000 Maniacs

91X / OZ / SAN DIEGO

Depeche Mode
Morrissey
Midnight Oil
10,000 Maniacs
Crazy House

KSJS / SUZIE ROCHO / SAN JOSE

Sonic Youth
Church
Voice Farm
Robyn Hitchcock
Godfathers

KCPR / BRUCE FLOHR / SAN LUIS OBISPO

EIEIO
Tackhead
Church
Midnight Oil
Robyn Hitchcock

KCMU / FAITH HENSCHEL / SEATTLE

Beat Happening
Pogues
Robyn Hitchcock
Tackhead
Legendary Pink Dots

LIBERTY SOUND / BILL FUENFHAUSEN / SPRINGFIELD

Love & Rockets
Flesh For Lulu
Screaming Blue...
10,000 Maniacs
Sisters of Mercy
Sinead O'Connor
Robyn Hitchcock

THE ALTERNATIVE RECORD STORE / PETE BARLAS / TAMPA

Morrissey
Bomb The Base
Camouflage
Erasure
Mission UK

2ND TIME AROUND / TERRI MOTT / WICHITA, KS

Blue Hippos
Connells
Scared Reich
Fear Power God
Pontiac Brothers



HOTS

1. ROBYN HITCHCOCK (A&M)
2. MIDNIGHT OIL (Columbia)
3. SISTERS OF MERCY (Elektra)
4. CHURCH (Arista)
5. T BONE BURNETT (Columbia)
6. SINEAD O'CONNOR (Chrysalis)



ADDS

1. DEL LORDS (Enigma)
1. THE FALL (RCA)
2. STRANGLERS (Epic)
2. DAMNED (MCA)
2. WOODENTOPS (Columbia)
3. WILD SWANS (Sire)

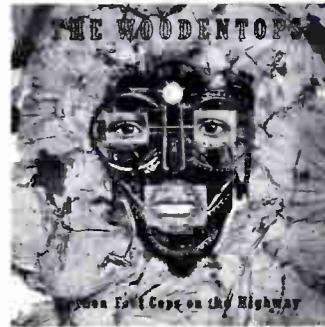


THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

It's always an occasion when a new Talking Heads album arrives and this week the first 12" "(Nothing But) Flowers" hits radio, from the band's eighth studio recording "Naked". Co-produced by Steve Lillywhite and the band, the single has a world-beat flavor with a touch of King Sunny Ade, and the album features numerous African guest musicians, plus a full horn section on such tracks as "Blind" and "Mr. Jones". Also contributing are ex-Smiths guitarist Johnny Marr, Kirsty McColl, keyboardist Wally Badarou and Eric Weissberg on dobro. No tour is scheduled behind the album, but Heads member, Jerry Harrison is planning a tour in support of his Casual Gods album, and Chris Frantz and Tina Weymouth are expected to revive their Tom Tom Club later this Summer with a tour and an album. The pair have also completed production on the new Ziggy Marley and the Melody Makers album for VIRGIN entitled "Conscious Party"..... "Suede Head", a tribute of sorts to the late James Dean, is set to be the first single from the oft-mentioned new Morrissey album "Viva Hate", produced by Stephen Street and Mozzer on SIRE/REPRISE. New collaborator Vinnie Riley (Durutti Column) adds a softer more gentle approach to Morrissey's arresting poetry, but with classic pieces of modern pop like "Hairdressers on Fire", "Everyday Is Like Sunday" and "I Don't Mind If You Forget Me", the album looks to go deep in singles and give the former Smith a shot at big-time solo stardom, if for nothing else, then at least for coming up with the most original song titles.....ROYAL ORDER: New Order had the pleasure and privilege of performing for the Duke and Duchess of Windsor, aka Andy & Fergie at a rather chic fashion exhibit in L.A. last week in honor of the visiting royals. The band are in town to re-mix "Blue Monday" with Quincy Jones for an upcoming U.S. single release.....The Communards bring a ten-piece band - seven male, three female - for a limited tour of the U.S. in April, supporting their latest MCA release "Red" from which the second single "Victims" is being shipped to coincide with the visit.....Also on tour in support of recent product: Public Image Limited are still out behind their latest VIRGIN album "Happy?", with a brand new single planned for release shortly, while former Japan vocalist and composer, David Sylvian is kicking off his first U.S. tour ever with a tour of theatrical venues including L.A.'s Wilton theater and New York's Town Hall. The band includes two of Sylvian's former colleagues in Japan, plus trumpeter Mark Isham in the six-piece line-up, performing songs from all of Sylvian's solo works on VIRGIN, including the recent and highly-acclaimed "Secrets of a Beehive".....Tonio K is doing some showcase dates for his new "Notes from the Lost Civilization" album on A&M/WHAT and Lyle Lovett is doing the same for his "Pontiac" album on MCA/CURB.....The Pixies have returned with another impressive outing "Surfer Rosa" on 4AD, produced by Steve Albini, formerly with Big Black.....Also from the U.K., the well-regarded Woodentops have follow up their COLUMBIA debut with "Wooden Foot Cops on the Highway" featuring the single and video clip "Wheels Turning".....CHAMELEON have signed a major distribution deal with CAPITOL similar to the one ENIGMA has - a split-level deal with the young indie's best pop contenders making the jump to the major label.



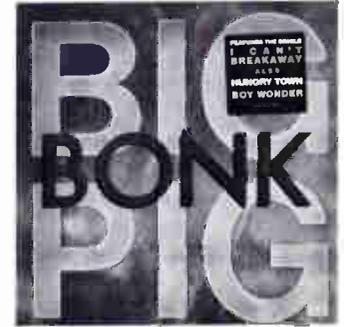
The Woodentops

Title
"Wooden Foot Cops On The Highway"
Label
Columbia

Second offering from this charismatic band offers a varied blend of driving pop with an edge. Highlighted by the violin, keyboards and vocals of Anne Stephenson, the tunes are accessible without sacrificing their unique quality. Radio's being serviced with techno-rocker "Wheels Turning" but the album is chocked full of jems and programmers would be well served to give this one a spin.

Suggested Cuts
"Wheels Turning," "Maybe It Won't Last." "You Make Me Feel"

Label Comments:
"It's looking great at the Alternative level," said Columbia Director of Album Promotion Alan Oremán. "We're just getting started at Album Radio, but we're encouraged by the strong Alternative base." Oremán cited an already established audience as a result of the band's critically acclaimed first album, and noted an upcoming tour would definitely add fuel to the fire. "This is a major priority for us," he concluded.



Big Pig

Title
"Bonk"
Label
A&M

Seven piece Aussie combo led by enchanting vocalist Sherine lends itself to immediate Eurythmics comparisons, but don't be so quick to deny their individuality — this band blends a driving techno beat (three drummers and two "percussionists") with a blues based, gutsy, heartfelt delivery. Especially effective when Nick Disbray joins in on vocals, this band has an undeniably winning aura, and seems poised to break big.

Suggested Cuts
"I Can't Breakaway" is a radio hit, but also check out "Iron Lung," and "Devil's Song."

Label Comments:
"It looks like it's going to break at the Alternative level," said A&M's National Director of College Promotion Michael Mena who pointed out that there are no plans to stop there. "There's excitement at every level of the company. It's only been out a month, and it's making the kind of moves we like to see."



RERAP

by Toni Profera

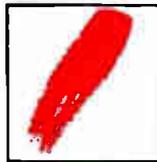
GOOOOOD MORNING VIET NARM — Sorry, we just had to say that. Anyhow, for those of you who are reading this while attending the 30th Annual NARM Convention in beautiful, El Lay (where you don't just breathe the air, you experience it), we welcome you to the Century Plaza Hotel where **Ronald and Nancy Reagan** rent out the whole top floor and do the nasty thing. First order of business is the **Hits Dunking Booth** where you'll be able to plunk down your tax deductible money (all proceeds go to the NARM scholarship fund) and try to send one of your favorite label honchos sprawling into a tub of water. Beats the hell out of martinis in the lobby, eh? Also inside information rates the **Chrysalis** product presentation as a "Don't Miss." Without giving too much away, we hear the video features new Chrysalis signee **Bobcat Goldthwait** and label topper **Mike Bone**. The scene is set at hot radio station **KRAP**..... From the "Good Mileage On That Ford" file comes word of RCA's **Lita Ford** making the major (we're talking very

major) rounds of retail shrines around the country. Among the schmoozing locations were Durham's **Record Bar**; **Music Express** in San Antonio, and lunch with **Navarre's Esa Katajamaki** in Minneapolis. Esa wore a black drool bucket to go along with his black danskin tights..... **Rhino's House Of Freaks** made the scene at Sherman Oaks CA's **Moby Disc** where they performed a sizzling set..... A number of retail mongrels spotted at a recent listening party for **Arista's Church**. Among the attendees were Pacific Coast One-Stop's **Lenny Leon** who would attend the baptism of a parakeet if he snagged an invite..... And the indefatigable **Russ Solomon** is heading to dixie with Tower's forthcoming 46th domestic location. From what we hear, Nashville's never seen anything like it..... **Record Bar's Tracks** opened its 14th outlet, this time in beautiful Raleigh N.C..... And speaking of the tobacco state, Boss fever hit big following a Chapel Hill **Bruce Springsteen** gig. Immediate sales impact was reported..... **Michael Puglini** goes from Asst. Advertising Director at **Harmony House** to a Marketing and Merchandising post at **PolyGram** Detroit..... **Wiz whiz Jay Rosenberg** celebrated his 34th birthday recently at a swank Manhattan eatery. Among the label heavies who made the scene were **Arista's Jim Cawley**, **RCA/BMG's Bob Anderson**, and **A&M's Mike Reagan**. Yo Jay, happy birthday, but we're not buying that 34 rap..... And finally, **Dunk Booth, Dunk Booth, Dunk Booth, Dunk Booth** — Thank you.

She Is Driven



Lita Ford — How would you like it if **Music Express' Rick Elliot** were doing this to you?



MUG SHOTS

More Hits Mini Mugs



WELCOME TO HIS NIGHTMARE: **MCA Records** recording artist **Alice Cooper** (second from left) shows the headbangers at **KNAC** in Long Beach, CA, how group therapy can help with those bad dreams. On hand to take Rorschach tests after Alice's interview with morning d.j. **Thrasher** (right) are this unlikely group of manic-depressives, including, left to right **Tom Marshall**, **KNAC**; **Cooper**; **Kenny Ryback**, "The Promotion Department"; **Thrasher** and (horizontal) resident id **Dr. Animal Lee**, **KNAC**.



TELL IT TO THE TOWER: If **Tiffany** can do shooing malls, why shouldn't **Arista Records'** own teen queen **Taylor Dayne** (third from left) do parking lots? Indeed, the singer performed several songs from her "Tell It To My Heart" LP at a free concert in back of **Anaheim's Tower Records**, as a bevy of **Arista** gladhandlers look on, from left to right: **Robert Wieger**, Director, W. C. Artist Dev./Publicity; **Karen Adams**, Sales Rep, **BMG Dist.**; **Dayne**; **Kirk Bonin**, Marketing Mgr.; **Dave Lorimer**, Tower Store Manager; **Owen Breede**, W. C. Mktg.; **Les Silver**, W. C. Sales Dir.; **Noelle Swann** and **Dean Porter**, W. C. Mktg.

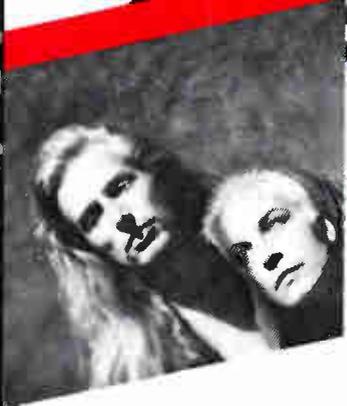


THEY DON'T KNOW NOTHIN' 'BOUT BIRTHIN' BABIES: But they sure know a photo op. with pregnant possibilities. **I. R. S. Records** shamefacedly exploits an unwitting mother-to-be just to promote **Dave Wakleling** (far left) and his first solo single—what else?—"She's Having A Baby" from the soundtrack of the **John Hughes** movie of the same name as (third from left to right) **Jack Silver**, **KIIS M. D.** and **I. R. S. promotion mid-wives** **Barney Kilpatrick** and **Mel DeLatte** wonder who the lucky father is.

Virgin

From the LP *Scarlett & Black*.
Produced by Daize Washbourn - Phil Harding/
Paul Fox/Skip Drinkwater.
A Peter Waterman Production.

YOU DON'T KNOW Scarlett & Black



35-32 HITS TOP FIFTY SINGLES!

| | | | | |
|--------|-----|-------|-----|----|
| PWR106 | add | KJ103 | deb | 32 |
| WCZY | add | WROQ | deb | 32 |
| KPLZ | add | WGFM | deb | 34 |
| WKSE | add | WGTV | deb | 39 |

| | |
|--------|-------|
| WLOL | 7-2 |
| KITS | 9-8 |
| KIYS | 11-9 |
| Z94 | 18-12 |
| KCPX | 23-19 |
| KF95 | 25-19 |
| PRO-FM | 27-22 |
| WOKI | 27-22 |
| WNCI | 28-24 |
| Q100 | 29-24 |
| KEGL | 28-25 |
| KSAQ | 33-26 |
| WKSS | 34-29 |
| WNYZ | 37-29 |
| KKRZ | 34-30 |
| WKSI | 35-30 |
| WINK | 34-30 |
| B100 | 36-31 |
| WRCK | 37-32 |

BREAKING AT:
 WXKS
 KRBE
 WDTX
 KUBE
 KMEL
 PWR99
 WKTI
 KITS
 WKBQ
 B97
 KATD
 KCPW
 Y108
 92X
 KITY
 WGH-FM

Reasons To Believe



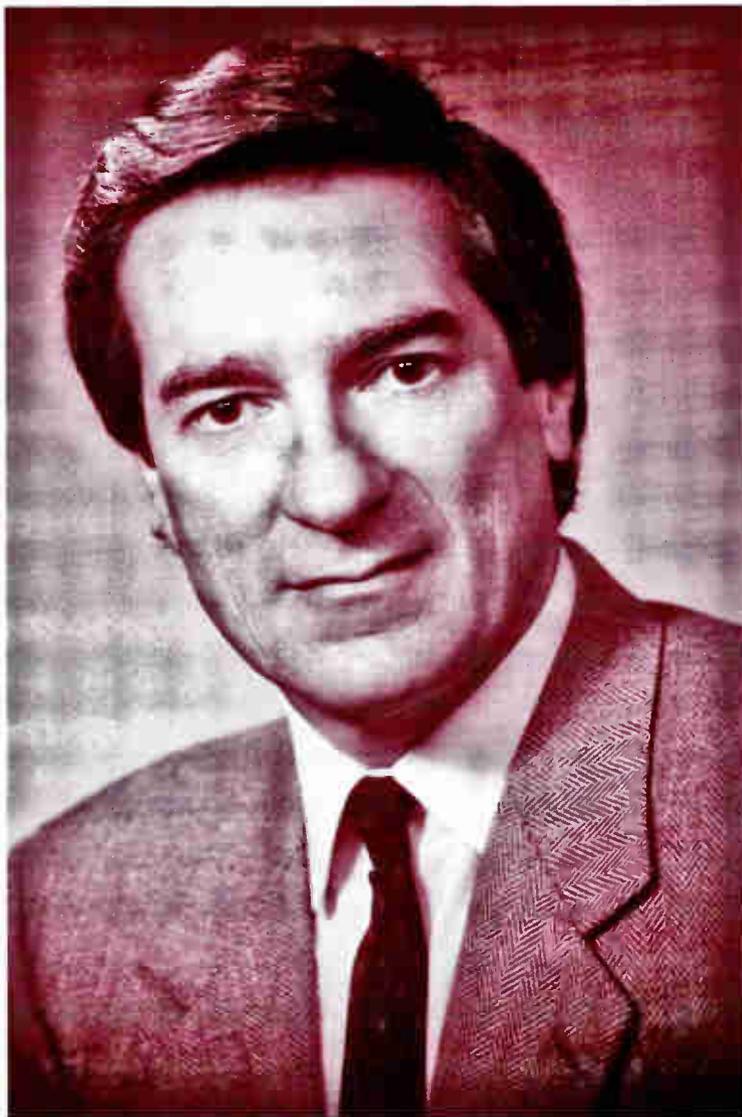
From the LP *Turn Back The Clock*.
Produced by Calvin Hayes and Mike Nocito.

SHATTERED DREAMS Johnny Hates Jazz

FLASHMAKERS WINNER!
EARPICKS WINNER!
MOST ADDED THIS WEEK!
WILDCARD 3/7!

OUT OF THE BOX:

| | |
|-------|-----|
| KKBQ | add |
| KPLZ | add |
| KUBE | add |
| WLOL | add |
| 94Q | add |
| PWR99 | add |
| WKTI | add |
| KDWB | add |
| KITS | add |
| KWSS | add |
| Q106 | add |
| B100 | add |
| KATD | add |
| KCPW | add |
| KWOD | add |
| Y108 | add |
| 92X | add |
| KITY | add |
| KSAQ | add |
| BJ105 | add |
| KCPX | add |



An exclusive *Hits*
interview with
Lou Kwiker, President,
Wherehouse Entertainment Inc.

THE

by Roy Trakin

WHEREHOUSE

IS HIS HOME

Raised in Detroit, son of a pharmacist father and a housewife mother, industry veteran Lou Kwiker grew up on local radio, rockin' with d. j. Robin Seymour as an early Elvis Presley fan. His first job in the business was as a branch manager for Handleman out of Chicago, where he rose to Regional V. P., then Executive V. P., and finally, President. He was head of his own Music Stop retail chain in Detroit before coming to The Wherehouse in 1979 as a consultant, rising to President in 1980.

While on the job, he has built the Torrance-based chain into California's largest seller of records, tapes, video rentals and sales, computer software, blank tape and accessories. The state sports the majority of the chain's 212 stores and over 1.3 million square feet of selling space, three times its closest competitor. Wherehouse is also the nation's largest renter of movies, renting 42 million tapes through its groundbreaking "Merlin Video Rental" transaction system.

Having increased revenues at The Wherehouse from \$83 million in 1983 to more than \$270 million last year, Kwiker recently led the company's fight against a hostile takeover attempt by Roy Disney and Shamrock. The organization is in the process of going from a publicly-held corporation to a privately-held one, as Kwiker looks confidently ahead to the future, in between Laker games.

You have gone on record as saying that vinyl as a format is essentially over.

I believe, by January 1989, we will see vinyl, with a few exceptions, for the Top 500. After you get through that, a year from now, I think the industry in general will be out of the vinyl business. There will always be those stores that have a strong vinyl trade.....but, by and large, the business will be cassette and CD. If you examine California, which may be a year or so ahead of the rest of the country, it's already happening.

Are you gradually turning over vinyl catalog into cassettes and CD's, then?

We are building our CD

catalog, maintaining cassette catalog and watching vinyl decline. The mass merchandisers are virtually out of the LP business, and now the specialty stores are moving away from it as well. That trend will continue until the business becomes so small that everyone will cut it off. Back in '82, people went out of the eight-track business very quickly. I saw mono go out, I saw quadrophonic sound come and go, and I saw Beta do the same.

Will albums and cassettes eventually give way to their digital counterparts, CD and DAT?

The DAT business will emerge while the CD business continues to grow. Music manufacturers now under-

stand they must reduce prices, or more accurately, pass along production cost savings to the consumer, if they want this explosive growth to continue. We have seen announcements by most of the majors that their front-line CD's are going to be multiple-priced for mid-line and in some instances, front-line merchandise. That will help.

Would you like to see the CD offered at the same price as vinyl?

There's less than a \$1 production cost difference between an album or cassette and the CD, and there's a \$5 difference in cost to us. I think our needs and the record companies' needs are the same in this case, which is to continue the growth of this business and to make sure we don't give CD's an image of being very expensive or upscale. CD's must have mass market appeal if we are going to maintain the growth momentum in that business. When you get past the first four or five million CD players that were sold, the consumer becomes more price-sensitive. You're talking about middle America now, which has a difficult time justifying the price difference between a CD and a cassette. The gap between those prices has to be closed, for new product and catalog. There has to be a reasonable price relationship. Manufacturers are inching toward that, but there have been some problems. Obviously, the manufacturers are not going to give up their increased profit margins unless there are some commanding reasons to do so, so I expect the process will continue to be a gradual one. It would be unhealthy for the industry to reduce the

value of its inventory all at once. But I've seen more movement in that direction over the last six months than I saw previously.

Since The Wherehouse outlets sell a great deal of blank tape, how do you feel about the whole home taping issue?

If you use a good quality blank tape to record a CD, the quality of that recording is so good, it's often difficult to distinguish between the CD and the tape you've just made. The inclusion of a chip in the DAT will undoubtedly deter taping, but it won't eliminate it, because there's always some kid who'll figure out a way to bypass it. There are certain people in Congress who view an anti-copying chip as anti-

move toward DAT, CDV and the other formats of the '90s.

Are you satisfied with the CD packaging developed by the industry?

CD packaging has been very successful. The industry did a very sensible thing when it went to a standard-size package that was slightly less than 1/2 the width of an LP and the same height. It enabled us to use the LP browser bins by placing two CD's side-by-side in each bin and save a tremendous amount of refixturing costs. Unfortunately, we have not been able to standardize cassette packaging in the same way and I think we will not be able to in the near future. Hopefully, when DAT emerges, we'll have learned our

demise of the LP quite so quickly. The CD brought to our industry a whole new technology which created excitement about music again and enabled us to resell in a new format everything we had previously sold. You don't incur any new recording costs to sell "Rumours" on CD. It was wonderful for all of us. Now, we've got to make sure this business doesn't stagnate.

Is it true that The Wherehouse will not be renewing its membership to NARM?

Understand this, I have no problem with anybody there. In fact, Mickey Granberg is one of my favorite people in the whole world. But ever since we were attacked by Shamrock and Roy Disney, we've been very busy. We have been active supporters of NARM for a long time. Our head of human resources, Mary Keller, is the head of the Scholarship Committee, Craig Kelly, our head of Loss Prevention, is the head of the Loss Prevention Committee, and I'm head of the Security Committee. We've devoted a lot of time on the operating level to support the organization. But we have to measure the benefits of all that effort against the costs. I feel NARM is not as effective as it could be as an industry organization. Certain people use the organization for self-serving purposes. And they're not doing the best job they could possibly do to advance the interests of the industry as a whole. So, we will simply not renew our membership when it comes up. NARM will go on very nicely without us. Certainly our leaving will not have a major impact.

"A year from now, I think the industry in general will be out of the vinyl business."

consumer. The real question is whether the music companies and particularly CBS, now that it is owned by Sony, will introduce DAT if there are no anti-copying devices on the players. My hunch is that, within two years, we will see DAT software and hardware in the U. S., which will revolutionize the cassette side of our business, just as the CD has revolutionized the vinyl side. We all have PolyGram to thank for having the foresight and taking the risks to bring the CD to the market. It has given the business a wonderful boost, which will continue as long as we take advantage of emerging technologies and

lessons from both the success of the CD, and the failure of cassette packaging, and quickly adopt a standard. It is difficult to shop for cassettes and to sell the music on one. Because of its small size, there's a sense that the consumer is getting less value. And since the DAT is only 2/3 the size of the cassette, we're going to have even greater problems unless the industry agrees on a standard package which demonstrates value and sells the music.

What would have happened if the CD hadn't come along?

We might not have seen the

The Warehouse is presently in the midst of going from a publicly-held to a privately-held company. Is that an advantage for you?

There are advantages and disadvantages to being public. One of the biggest disadvantages is the requirement of short-term earnings growth, and the costs associated with public reporting. With the power to affect stock prices in the hands of a few analysts at large institutions, there are incredible demands on a company for short-term performance. Being a private company gives us the opportunity to focus on longer-term strategies and goals and not worry so much about what's going to happen in any particular month.

How do you position The

Warehouse in the marketplace vis. a vis. your competition?

We want to be known as a retailer that carries a solid assortment of merchandise, with good customer service, well-stocked, clean stores and reasonable prices. We try to tailor the merchandise in each store to the customer demographic which shops that store. We are the largest renter of movies in America. This year, we should rent 42 million movies. I don't know of any competitor that will rent as many as ten million in our markets. We have the best assortment and, in my opinion, the best delivery system for getting those rentals into our customers' hands and back. Our "Merlin Video Rental" transaction system is the premier system in the business.

How do you see the video business developing? Will it always be a rental-intensive market?

We have a situation in the video industry akin to the CD business, with pricing consumers are not prepared to pay. In order to sell product in large quantities, it must be priced in the \$15-\$30 range. It's the only industry I know of where the manufacturer sells the product at a list price of \$90 on release day and, nine

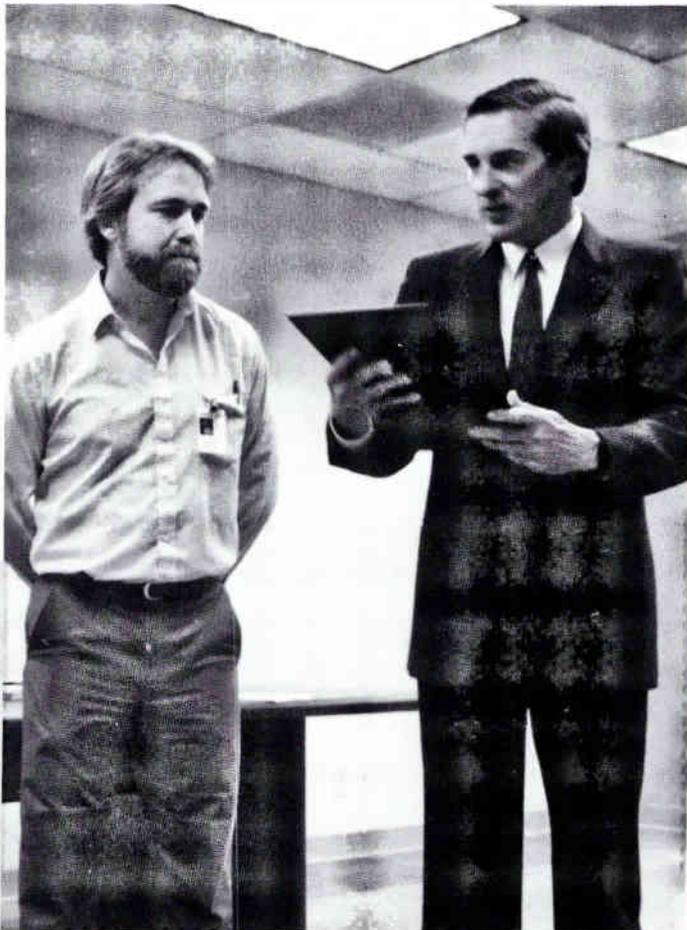
prices continue to decline.

You are known to have a real "hand's-on," highly-visible approach to The Warehouse operation which doesn't allow much power to your subordinates.

Let me answer that in two parts. The industry has many people like Russ Solomon, Lou Fogelman, Jack Eugster, Frank Hennessy, David Lieberman, Bob Higgins, Terry Worrell, and on and on, who are very clearly defined as the

"I feel NARM is not as effective as it could be as an industry organization. Certain people use the organization for self-serving purposes."

Kwiker (right) with Gary Leonhard, Sr. V.P., Video



months later, changes the list price to \$25. The studios have begun to realize they must generate a consistent sale business at reasonable prices.

The other problem is what I call the disappointment factor, which is the inability of the consumer to find the tape he or she is looking for because all the hits are out. In order to maintain the viability of this business, we have to have a delivery system that will enable more consumers to find what they're looking for when they walk into their video store. But that can only happen with a pricing environment that is different than the one that exists today.

I thought "Top Gun" was great for everybody, Paramount did a great job with that, but putting an ad on the tape is just one possibility. CBS/Fox's program for "Predator" was also sound. We bought one at full price and the second at half price. Manufacturers are going to have to devise new methods for placing a larger number of copies into the rental market. The rental business will continue to evolve, and the sale business will get stronger as

faces of their operations. On the other hand, we have some incredibly good people in this company. Our Chief Operations Officer, Scott Young, is as good as anyone. I think we've got a very strong team. We could not have built a company which did \$83 million in business in 1983 and did \$270 million in 1987 without a very strong team. An individual doesn't do that. It takes a team.

Do you like the kind of visibility that comes from working in the record business? Do you enjoy being seen courtside at Laker games?

I think the real fun is in building a successful business where people can enjoy their work while providing a good shopping experience and value to customers. Sitting courtside at the Laker games is a lot of fun. I love basketball and I would be there whether I was with The Warehouse or not. I love the sport and the excitement of the game almost as much as I love the excitement of building a successful business.

NARM Convention Follies

*Frustrated? Hostile? Or Just Plain Chapped?
Here's How We Spell Relief:*

HITS & NARM Present

DUNK YOUR DISTRIBUTOR

All Proceeds Go To The NARM Scholarship Fund

Couldn't get enough of your best selling 12 inch? Did "Helen Reddy's Greatest Hits" arrive when you were waiting for that crucial shipment of sizzling product? Well here's your chance to let go of those frustrations.

The sickos at HITS are giving you a chance to "DUNK YOUR DISTRIBUTOR" at the world famous HITS DUNKING BOOTH in the exhibitors' area at this year's NARM Convention — March 12 & 13 between 2 & 6pm.

For the benefit of the NARM Scholarship Fund, these major label super heavies are putting their well-groomed hair on the line and taking the hot seat. All you have to do is pluck down your tax deductible donation and take aim. One shot could send your distributor into a tank of water. Isn't that special?



John Burns, MCA



Jim Cawley, Arista



Dave Demers, Epic



Kenny Hamlin, Elektra



Lou Mann, MCA



Joe McFadden, Capitol



David Steffen, A&M



Nick Maria, Atlantic



Charlie Springer, WB



Jim Swindel, Virgin



Harold Sulman, MCA



Jim Urie, PolyGram

LONE STAR SUCCESS

The Hastings
Books and
Records/Western
Merchandisers
Story

by Holly Gleason



John Marmaduke

For Amarillo-based Western Merchandisers, the ascent to one of the top record retailers in the United States all started with some Mantovani records the company acquired when they bought out a competitor news agency in 1956. Figuring they could try unloading the records at newsstands, drug and grocery stores, the Marmaduke family discovered a new line that there was a demand for.

In 1957, they opened Western Merchandisers to specialize as a record rack-jobber. Since then, there's been no looking back. By 1968, the company decided to explore retail's possibilities and opened their first Hastings Books and Records, Inc., in—where else?—Amarillo, TX.

That was the start for one of the largest retail chains in the United States, comprised of 117 stores concentrated largely in the Southwest and mountain states. Still, it's a long way from one store that sells books, records and tapes to a chain of this size. The people behind Hastings' success believe their product mix and marketing strategy have been largely responsible.

"We noticed that our music stores got more adult customers when we added books to the mix," explains John Marmaduke, President of Western Merchandisers. "And we've continued concentrating our efforts on making sure that the consumer's needs are met.

"Currently, we find that video is the biggest draw to our stores. So, we're concentrating on opening a lot more of the 10,000-foot music/video/book triple combos in strip stores because it's much easier for our customers who want to rent.

"We're also trying to take that video traffic and turn it into other areas, too. If not on this visit then, hopefully, on the next."

Much of Western Merchandisers' success with Hastings has come from simple trial and error. When the chain got into video heavily four-and-a-half years ago, they were too far in front of the trend and had to abandon it. Three years ago, they re-integrated video into their mix and found a great deal of success with their \$1.99 rental (99 cents on Tuesday and Wednesday).

Though their product mix figures prominently in the company's continued prosperity, a great deal of its success also stems from the fact that John and Steve Marmaduke, VP Purchasing, along with Walter McNeer, Executive VP, Retail Division, have learned which markets work best for them. Rather than try to fight six or seven other chains in the big cities, Hastings prefers to concentrate on secondary and tertiary markets where the consumer is starved for their brand of all-encompassing retail entertainment outlet.

"We're concentrating on those smaller markets," explains John Marmaduke, "because there's really no one else giving those people this sort of service. We find that our competition remains in the big cities, where people have to drive to find what they're looking for."

Adds Walter McNeer, "Another major difference is that the customers are more receptive to our entering the marketplace. They're very excited because it means that they only have to go to one place for books, music and video—in many of these markets, there are only a couple of video places and no book or record stores to speak of."

Hastings then fills a void for many people in these communities. With a large portion of family traffic, the store offers something for everyone by stressing a product mix that has a great deal of depth as well as value.

"The idea is to give customers just as much choice as any of the specialty stores which offer just one of our components. We also try to give the same kind of value you'd get from a Tower Records or a Crown Books," says McNeer of the company's strategy.

"We don't have to sacrifice anything in selection. We just have to figure out how to merchandise it in a smaller amount of space."

That job falls to Diane Weidling, Hastings' Vice-President of Marketing and Publicity. For her, the challenges come as much from figuring out how to cross-promote as they do from just getting the product seen.

"When you're strictly music, it's a lot easier to specialize to your customer. But we want to try and get people buying things they otherwise might not," Weidling explains. "Aside from getting the right product mix in the stores, I'm trying to get the labels to work with me on running promotions in conjunction with the release of certain videos.

"We always see more sales in music when the movie is released on video and I'd like to capital-

"The people behind Hastings' success believe their product mix and marketing strategy have been largely responsible."

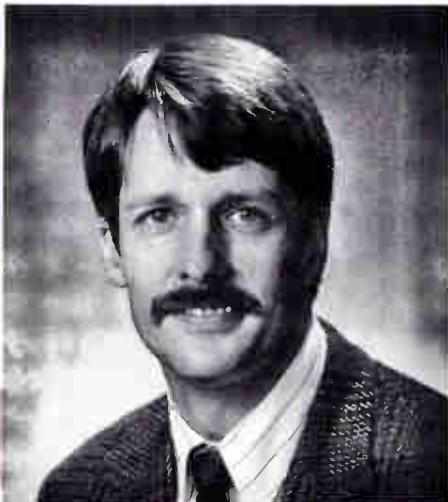
ize on that more. But, it seems like the labels and the video companies don't know each other very well, so they worry about whether the co-op will work."

Beyond that, Weidling is spending a fair amount of time coordinating a monthly handout publication which focuses on eight new music releases. "These titles are the ones we're building our displays around. And we're fairly particular about who we choose."

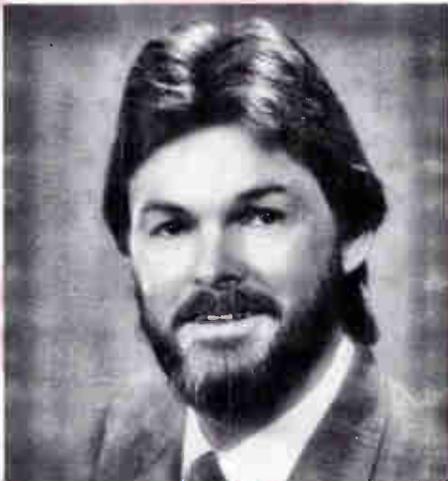
Prior sales history, visibility, label support and artist marketing plans are all factors. George Strait and Lita Ford share the cover of the March issue, signalling Hastings' commitment to diversity. Building new artists is something the company feels very strongly about. Aside from the obvious media exposure, Steve Marmaduke feels that word-of-mouth is one of the most powerful tools in getting an artist to happen. That's where Hastings comes in.

"Over the last six months, we've really seen a lot of success with artists like Richard Marx, Robbie Nevil, George Michael, Tiffany," Steve Marmaduke points out. "We need to stress these new artists because the old stand-bys have been around. So, for our own future, we need to make sure that new artists are coming up.

"We do try to keep an eye out for bands that we think will do well. Word-of-mouth starts at



Steve Marmaduke



Walter McNeer



Diane Weidling



Holly Keenan

retail a lot of times because the people working in the stores do care about music a great deal. They are the opinion-makers.

"We can shape what others are listening to through in-store play and appearances as well as displays. It's just a matter of making a commitment, which is something we did with Whitesnake and ended up hitting big."

Though they listen to the labels and analyze past experience, there's also a certain amount of gut instinct that comes into play. Weidling is the one who sorts through the information and puts the campaigns into place for the store.

For January, she went with Megadeth and found they did particularly well. Part of that success may have come from what Walter McNeer calls "a relatability factor" which stems from how easily young people can identify with the artist.

There's also a belief that customers should be able to identify with their sales people. Emphasis is placed on getting people whose personality is suited to retail in an attempt to avoid the traditional t-shirt, jeans and sneakers music store clerk who tends to look down on the customers.

"The hardest thing to do is train someone to look somebody else in the eye and say 'Hi,'" says Steve Marmaduke. "Because kids think working in a record store is a cool job, they can get a real attitude—and that's exactly what we don't want."

With six employees in their music-only outlets and up to 25 employees in their triple combo stores, a great deal of importance is placed on making the customer feel comfortable, find what

"With [its] current product mix, [Hastings has] something for everyone."

he or she is looking for and possibly suggest some other things they might like. As Steve Marmaduke says, "The customer has a one-point grading system. If the experience is satisfying, we get the point and he'll be back. If not, then we don't get that point and possibly never see him again."

To combat that, Hastings puts a great deal of emphasis on training. While turnover is a problem for the company, they believe that by properly training their staff they can cut it to a minimum.

There are operation, product and video manuals. In addition, Hastings makes use of an orientation training video and a cash register video, the latter designed to free up store managers' time by going over register procedure with new employees before they ever hit the floor.

"We find that this is a consistent way to get our policies across," says Holly Keenan, Vice President of Operations. "We don't have to worry about how well our managers are able to communicate with each individual employee. Plus, we have a training outline and some take-home reinforcement tests, so that our employees are sure they know what they're doing."

There is also a strong commitment to promot-

ing from within. Sales people can be made department managers. From there, they can be promoted to assistant store manager or store manger (depending on whether it's a combo or music-only outlet).

Hastings' 117 stores fall into 15 districts and it's not unusual for a district manager to be culled from one of the regional outlets. But before anyone rises in the ranks, there's even more training. Though it's too early to tell concretely, this insistence on training seems to be having an impact on lowering employee turnover.

With an eye toward the future, Hastings is looking for continued growth. But rather than laying out a hard and fast plan, they believe the best and most lasting advances come from being sensitive to the customers' needs.

To best gauge that, they conduct their own market research. They've also trained their employees to be aware of trends and report back to their superiors. Taking that concept even further, they've put pre-addressed, pre-paid comment cards in all of their stores.

They receive between 50 and 75 cards a week, with comments ranging from what the customer liked about their Hastings experience to what they couldn't find. Those cards are examined carefully when the powers-that-be are considering the consumers' needs.

Though CDs have been marginally successful for the company, there's an attitude that their pricing is prohibitive for the average consumer. As Walter McNeer puts it, "When television is free and videos are \$1.99, why would anyone spend \$16 on a piece of music, especially if it's cheaper in another format?"

"We're appealing to a different clientele. Our stores are more family-oriented. So, we don't get the same consumers that Tower does. Fewer of our customers are going to be on the cutting edge of technology, especially when they don't perceive CDs to be a good value. People don't want to spend more than \$10 on a piece of music."

McNeer is hoping that DAT will force CD prices down and make it a competitive medium. Since high prices are impeding hardware sales, there's also a belief that mid-line CD prices aren't having their full impact.

But whatever the challenges are, Hastings intends to be ready. With their current product mix, they have something for everyone, ranging from children's videos to heavy metal albums to best-sellers, all put together in a clean, uncluttered store with helpful sales people.

They've taken time to get to know their market and its needs. While they'd like to have a hand in developing consumer tastes, the Marmadukes, Walter McNeer and company are dedicated to providing their customers with whatever they want while catering to their convenience.

In addition, they wish to encourage their employees to set goals for themselves and for the stores. This way, they are developing more than just a retail outlet, but a healthy working environment which promotes personal growth.

With no current plans for acquisitions or expansion in the works, Hastings will be re-decorating a few of their stores this year to bring them up to date. Otherwise, the concentration will be on further perfecting marketing and promotion strategies to help them better serve their customers.

HEART

I WANT YOU SO BAD



FLASHMAKER!

PRO-FM deb35

KPLZ 25-22

KCPX 27-24

KKRZ 29-25

Z94 32-28

Q100 35-30

WNYZ 34-30

WPST 36-33

KF95 39-34

KJ103 40-36

BREAKING AT:

WXKS

WCZY

WDTX

KUBE

94Q

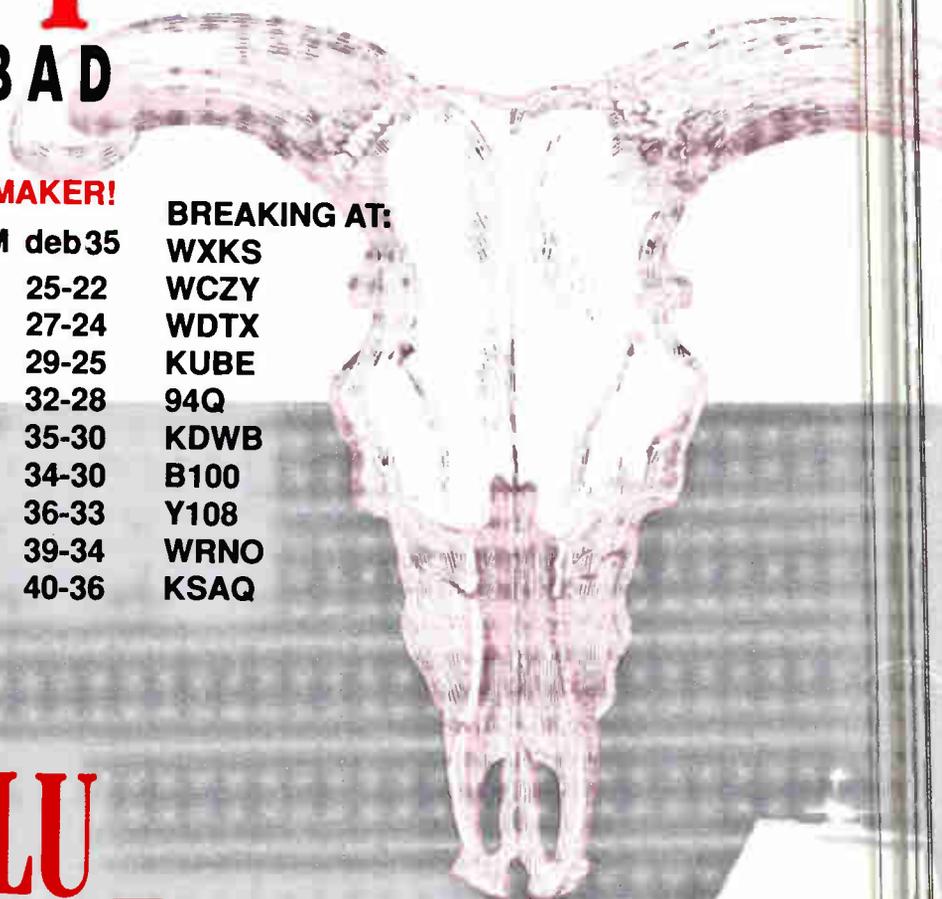
KDWB

B100

Y108

WRNO

KSAQ



FLESH FOR LULU

POSTCARDS FROM PARADISE

15 HITS POST MODERN!

GREAT SALES AND MAJOR VIDEO PLAY!



WXKS 31-26

BREAKING AT:

KROQ

PRO-FM

HAZELL DEAN

THEY SAY IT'S GONNA RAIN

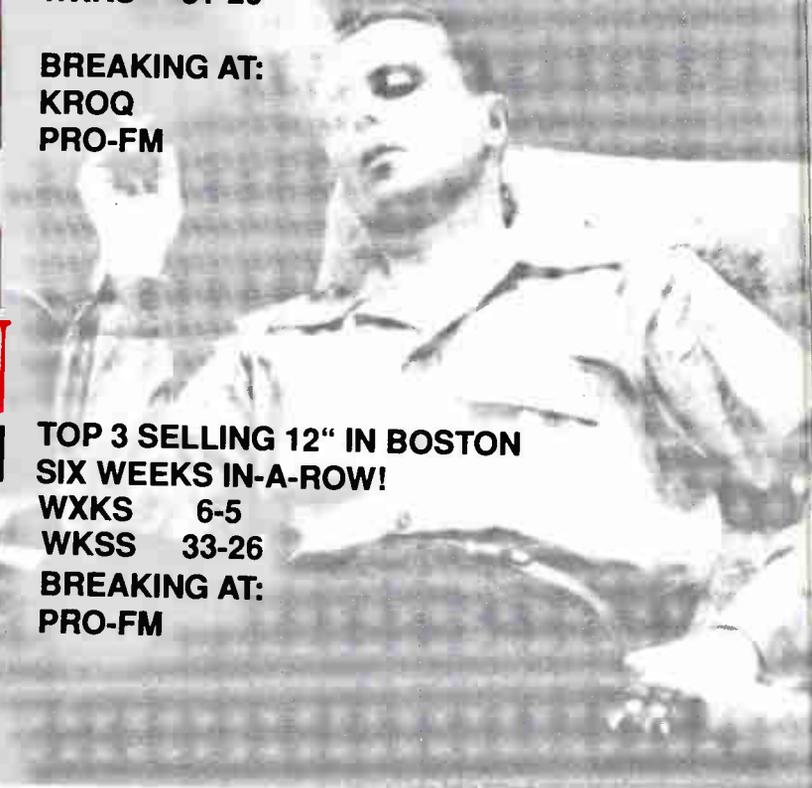
TOP 3 SELLING 12" IN BOSTON
SIX WEEKS IN-A-ROW!

WXKS 6-5

WKSS 33-26

BREAKING AT:

PRO-FM



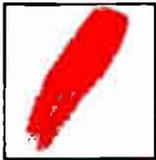
VIEW FROM THE HILL

NO CONVERSATION

A/C AND VH-1 SMASH!



TOP TENS



JOHN SHAHINIAN: RECORD EXCHANGE

Personally speaking, we've had it with people sending us these foolish photos and expecting us to run them in our stodgy rag. So, beginning with this photo, we have a new policy. Only classy shots like this will run from now on. John (you pronounce his last name) started this Cleveland chain of four retail stores 14 years ago with his brother, because no one in town would hire them (we wonder why). The chain is dedicated to breaking new artists and their "buy it, try it" policy has helped many careers. The Shenanigan brothers are currently high on Kingdom Come, Ziggy Marley, Sinéad O'Connor, Keith Sweat and Terence Trent D'Arby.

RECORD EXCHANGE

JOHN SHAHINIAN
4 Retail Stores (Cleveland)

1. GEORGE MICHAEL
2. MICHAEL JACKSON
3. DAVID LEE ROTH
4. TIFFANY
5. INXS
6. DEF LEPPARD
7. KINGDOM COME
8. DEBBIE GIBSON
9. JC MELLENCAMP
10. GEORGE HARRISON

musi^{land}

DICK ODETT
616 Retail Stores
(Mpls)

MUSICLAND

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. GEORGE MICHAEL
4. DEBBIE GIBSON
5. MICHAEL JACKSON
6. TIFFANY
7. U2
8. INXS
9. WHITNEY HOUSTON
10. GUNS AND ROSES

WHEREHOUSE

CHUCK LEE
203 Retail Stores
(Los Angeles)

WHEREHOUSE

1. GEORGE MICHAEL
2. DIRTY DANCING
3. MICHAEL JACKSON
4. ROBERT PLANT
5. JC MELLENCAMP
6. U2
7. INXS
8. TT D'ARBY
9. WHITNEY HOUSTON
10. MORE DIRTY DANCING



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

WESTERN MERCHANDISERS

1. DIRTY DANCING
2. GEORGE STRAIT
3. TIFFANY
4. GEORGE MICHAEL
5. DEF LEPPARD
6. RANDY TRAVIS
7. DEBBIE GIBSON
8. INXS
9. WHITESNAKE
10. GEORGE STRAIT (GH)

TOWER RECORDS VIDEO

STAN GOMAN
46 Retail Stores
(Sacramento)

TOWER NATIONAL

1. GEORGE MICHAEL
2. ROBERT PLANT
3. INXS
4. STING
5. DIRTY DANCING
6. DAVID LEE ROTH
7. SINEAD O'CONNOR
8. JAMES TAYLOR
9. GEORGE HARRISON
10. GOODMORNING VIETNAM

CAMELOT

LEW GARRETT
200 Retail Stores
(Canton)

CAMELOT

1. DIRTY DANCING
2. WHITE LION
3. GEORGE MICHAEL
4. DEF LEPPARD
5. GUNS AND ROSES
6. KINGDOM COME
7. ROBERT PLANT
8. TIFFANY
9. KEITH SWEAT
10. SALT & PEPA

SOUND WAREHOUSE

TRACY DONIHOO
102 Retail Stores
(Dallas)

SOUND WAREHOUSE

1. DIRTY DANCING
2. GEORGE MICHAEL
3. GOODMORNING VIETNAM
4. INXS
5. RICK ASTLEY
6. ROBERT PLANT
7. GEORGE STRAIT
8. KEITH SWEAT
9. MIAMI SOUND MACHINE
10. JAMES TAYLOR

Lieberman Enterprises

DUSTY BOWLING
2400 Racked
Accounts (MPLS)

LIEBERMAN NATIONAL

1. DIRTY DANCING
2. TIFFANY
3. GEORGE MICHAEL
4. AC/DC
5. DEBBIE GIBSON
6. BELINDA CARLISLE
7. RANDY TRAVIS
8. DAVID LEE ROTH
9. INXS
10. AEROSMITH

Record Bar

The latest findings in music and video

PAUL FUSSELL
136 Retail Stores
(Durham)

RECORD BAR

1. DIRTY DANCING
2. AC/DC
3. GEORGE MICHAEL
4. GUNS AND ROSES
5. DAVID LEE ROTH
6. ROBERT PLANT
7. SALT & PEPA
8. DEF LEPPARD
9. INXS
10. TT D'ARBY

NATIONAL Record Mart

DOUG SMITH
80 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. DIRTY DANCING
2. MORE DIRTY DANCING
3. GEORGE MICHAEL
4. AC/DC
5. KINGDOM COME
6. ROBERT PLANT
7. TIFFANY
8. INXS
9. DEF LEPPARD
10. DAVID LEE ROTH

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



TOP TENS



LORI SHAW
449 Accounts (Los Angeles)

SHOW INDUSTRIES

1. DIRTY DANCING
2. KEITH SWEAT
3. DEELE
4. GEORGE MICHAEL
5. LINDA RONSTADT
6. GOODMORNING VIETNAM
7. MICHAEL JACKSON
8. SALT & PEPA
9. MICHAEL COOPER
10. PEBBLES



KAREN LONG
92 Retail Stores (Atlanta)

TURTLES

1. DIRTY DANCING
2. GEORGE MICHAEL
3. ROBERT PLANT
4. MORRIS DAY
5. INXS
6. TT D'ARBY
7. GOODMORNING VIETNAM
8. DEF LEPPARD
9. KEITH SWEAT
10. MICHAEL JACKSON



BRIAN MCEVOY
93 Retail Stores (Philadelphia)

WALL TO WALL

1. DIRTY DANCING
2. ROBERT PLANT
3. GEORGE MICHAEL
4. INXS
5. DEBBIE GIBSON
6. GUNS AND ROSES
7. AC/DC
8. TIFFANY
9. RICK ASTLEY
10. DEF LEPPARD



JEFF COHEN
60 Retail Stores (Boston)

STRAWBERRIES

1. MORE DIRTY DANCING
2. DIRTY DANCING
3. ROBERT PLANT
4. KEITH SWEAT
5. KINGDOM COME
6. MICHAEL JACKSON
7. GUNS AND ROSES
8. TT D'ARBY
9. GEORGE MICHAEL
10. AC/DC



DEBBIE SWANSON
197 Retail Stores (Los Angeles)

SAM GOODY/WEST

1. DIRTY DANCING
2. GEORGE MICHAEL
3. DEBBIE GIBSON
4. MICHAEL JACKSON
5. MORE DIRTY DANCING
6. TIFFANY
7. SALT & PEPA
8. U2
9. WHITNEY HOUSTON
10. KEITH SWEAT



DEAN FINE
70 Retail Stores (New York)

RECORD WORLD

1. DIRTY DANCING
2. ROBERT PLANT
3. GEORGE MICHAEL
4. INXS
5. DAVID LEE ROTH
6. RICK ASTLEY
7. GUNS AND ROSES
8. MICHAEL JACKSON
9. PHANTOM OF THE OPERA
10. JAMES TAYLOR



DON JENSEN
96 Rack Accounts (Seattle)

ROUND UP

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. DEF LEPPARD
5. AC/DC
6. INXS
7. WHITNEY HOUSTON
8. MICHAEL JACKSON
9. DAVID LEE ROTH
10. GOODMORNING VIETNAM



HAROLD GUIFOIL
154 Accounts (Owensboro)

WAX WORKS

1. GEORGE MICHAEL
2. DIRTY DANCING
3. INXS
4. AC/DC
5. RICK ASTLEY
6. GUNS AND ROSES
7. MICHAEL JACKSON
8. TIFFANY
9. DAVID LEE ROTH
10. SALT & PEPA



ROBIN STEELEY
1500 Accounts (Nashville)

SOUND SHOP

1. DIRTY DANCING
2. DEF LEPPARD
3. KEITH SWEAT
4. GEORGE MICHAEL
5. AC/DC
6. GUNS AND ROSES
7. INXS
8. SALT & PEPA
9. DAVID LEE ROTH
10. TIFFANY



ESA KATAJAMAKI
200 Accounts (Mpls)

NAVARRE

1. AC/DC
2. KINGDOM COME
3. ROBERT PLANT
4. SALT & PEPA
5. FIREHOSE
6. GUNS AND ROSES
7. MASON WILLIAMS
8. DIRTY DANCING
9. SALVATION
10. CHURCH



JOHN GRANDONI
18 Retail Stores (Buffalo)

CAVAGES

1. DIRTY DANCING
2. TIFFANY
3. ROBERT PLANT
4. DEBBIE GIBSON
5. RICK ASTLEY
6. GEORGE MICHAEL
7. INXS
8. MICHAEL JACKSON
9. KINGDOM COME
10. WHITE LION



KATHY STAMM
550 Accounts (Milwaukee)

RADIO DOCTOR'S

1. KINGDOM COME
2. DIRTY DANCING
3. GEORGE MICHAEL
4. GUNS AND ROSES
5. INXS
6. DAVID LEE ROTH
7. SALT & PEPA
8. RICK ASTLEY
9. JC MELLENCAMP
10. DEF LEPPARD

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

AAAARGH (Pronounced "aaaargh") Can't You Guys Get This Right?

TIES FORCE MAJOR PLAYOFF IN ALL CATEGORIES AS **HITS** AND PolyGram Records™ PRESENT THE SECOND ANNUAL DUMB GRAMMY® CONTEST



Well you guys went and did it. Two categories — RADIO and OTHER VERMIN — could not determine a clear winner as a number of weasels tied with the same amount of correct answers. Meanwhile only one definitive First Place Winner (Color TV) emerged from the RETAIL category with 12 people tied for the coveted Second Place spot (A CD Player).

We've arranged a special (very special) playoff for all of the weasels listed below. We'll be contacting each player shortly and will determine our winners.

Here are the weasels:

RETAIL:

FIRST PLACE — A COLOR TV (8 correct answers):
Brian McEvoy, Wall To Wall Sound

TIED FOR SECOND (6 correct answers)

Steve Allen, Park Avenue CD's
Mike Bashkin, Wall To Wall Sound
Rick Cohn, Music Box
John Fahnbullen, Record World
Randy Haecker, Hogwild
Kathy Haltigan, Record World
Steve Lerner, Record World
Larry McMillan, Hastings
Douglas Mouton, Record Bar
Mike Schneider, Apple Tree
Mike Tobin, Streetside
Darryl Washington, Warehouse

RADIO:

TIED FOR FIRST (6 correct answers)

Larry Clark, WWFX
Dave McCally, KIYS
Keith Naftaly, KMEL
Darryl St. James, KKXX
Jay Taylor, KLUC
Sunny Cat Thomas, K92
Pam Trickett, Q107

OTHER VERMIN:

TIED FOR FIRST (7 correct answers)

Giles Ashford, Night Tracks Video
Mike Becce, RCA Records
Rich Fitzgerald, Reprise Records

So because you guys weren't bright enough, we'll be abusing you for at least two more weeks. A Hits bozo will be contacting you soon with the playoff questions, and we'll be printing your stupid meaningless replies in the coming weeks. As always, good luck and God Bless You.



BREAKOUTS

Kingdom Came, Kingdom Saw and Kingdom Conquered! The new sensation at the stores nationwide is PolyGram's hard rocking Kingdom Come. Many are predicting mega-platinum sales status for this one. So, stock up and watch out. Also exploding

quickly is the More Dirty Dancing project, which is actually running number two in some stores behind the soundtrack of the same name.

WINNERS

| | | | | | | | |
|----------|---------------------------|--------------------|-----|-----------|--------------------------|---------------------------|-----|
| 1 | KINGDOM COME | (PolyGram 83536-1) | 80% | 6 | MIDNIGHT OIL | (Columbia BFC 40967) | 20% |
| 2 | MORE DIRTY DANCING | (RCA 6965) | 46% | 7 | JOE SATRIANI | (Relativity 88561-8193-1) | 18% |
| 3 | ROBERT PLANT | (Atlantic 7-99373) | 38% | 8 | TOTO | (Columbia 40873) | 16% |
| 4 | BILLY OCEAN | (Arista 8495) | 35% | 9 | TERENCE T. D'ARBY | (Columbia 40964) | 15% |
| 5 | HENRY LEE SUMMER | (Epic 25407720) | 21% | 10 | SINEAD O'CONNOR | (Chrysalis BFV 41612) | 14% |

APPLE TREE / MIKE SCHNEIDER / ILLINOIS
Kingdom Come
Terence Trent D'Arby
More Dirty Dancing
Sinead O'Connor
Jerry Harrison

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO
More Dirty Dancing
Salt & Pepa
LA Guns
Guns & Roses
Kingdom Come

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS
Billy Ocean
Dirty Dancing
Henry Lee Summer
Deele
Boogie Boys

CAMELOT / LEW GARRETT / CANTON
Kingdom Come
Scarlett & Black
George Strait
Henry Lee Summer
Billy Ocean

CAVAGES / JOHN GRANDONI / BUFFALO
Kingdom Come
More Dirty Dancing
White Lion
Sinead O'Connor
Joe Satriani

CENTRAL SOUTH / ROBIN STEELY / NASHVILLE
More Dirty Dancing
Kingdom Come
Morris Day
Henry Lee Summer
Deele
Swing Out Sister

CML ONE-STOP / MIKE CLARK / ST. LOUIS
3 Man Island
More Dirty Dancing
Kingdom Come
Billy Ocean
John Brannon

FACE THE MUSIC / DOUG MACIVER / ROCHESTER, MN
Kingdom Come
Joe Satriani
Morris Day
She's Having A Baby
House Of Freaks

FLIPSIDE / DAVID SLANIA / CHICAGO
Kingdom Come
More Dirty Dancing
Billy Ocean
Henry Lee Summer
Big Pig
OMD
Church

HARMONY HOUSE / SANDY BEAN / DETROIT
Kingdom Come
Robert Plant
Lita Ford
Sinead O'Connor
Joe Satriani
David Foster

HOUSE OF GUITARS / KIM SMITH / ROCHESTER
Dirty Looks
LA Guns
Treat Her Right
Prophet

INTERSTATE GROUP / GEORGE SMITH / RHODE ISLAND
Midnight Oil
Kingdom Come
Radiators
Robert Plant
Billy Ocean
Lita Ford
Jerry Harrison

KARMA / STEVE WILLIAMS / INDIANAPOLIS
Will & the Kill
Los Lobos
Phantom Of The Opera
T Bone Burnett
Prophet

KEMP MILL / HOWARD AP- PLEBAUM / BELTSVILLE
Kingdom Come
More Dirty Dancing
Billy Ocean
Sinead O'Connor
OMD

LECHMERE / DAVE CURTIS / BOSTON
More Dirty Dancing
Kingdom Come
Midnight Oil
Joe Satriani
Robyn Hitchcock

LIEBERMAN / ED O'DONNELL / MT. LAUREL
Robert Plant
Kingdom Come
Toto
More Dirty Dancing
Sinead O'Connor

LIEBERMAN-NATL / DUSTY BOWLING / MPLS
Robert Plant
Jets
Terence Trent D'Arby
Salt & Pepa
Lita Ford

METRONOME / GUY CASSIN- GHAM / ATLANTA
Kirk Whalum
Pointer Sisters
Bus Boys
Morris Day
Kingdom Come
Joel Sonnier

MOBY DISC / BOB SAY / LOS ANGELES
Kingdom Come
Robert Plant
House Of Freaks
Zodiac Mindwarp

MUSICLAND / DICK ODETTE / MINNEAPOLIS
Kingdom Come
More Dirty Dancing
10,000 Maniacs
OMD
White Lion



BREAKOUTS

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

Kingdom Come
More Dirty Dancing
U2
Terence Trent D'Arby
Billy Ocean
Henry Lee Summer

**NAVARRE / ESA KATAJAMAKI /
MINNEAPOLIS**

Deele
UDO
Kingdom Come
firehose
Terence Trent D'Arby

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

Kingdom Come
More Dirty Dancing
Billy Ocean
Lita Ford
Flesh For Lulu

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

Sinead O'Connor
Midnight Oil
Robert Plant
Nancy Griffin
Big Pig

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

Billy Ocean
OMD
Joe Satriani
Action Jackson
Deele
Kingdom Come

**RADIO DOCTORS / KATHY
STAMM / MILWAUKEE**

More Dirty Dancing
Billy Ocean
OMD
Robert Plant
Kingdom Come

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

More Dirty Dancing
U2
Billy Ocean
Kingdom Come

**RECORD BAR / PAUL FUSSELL /
DURHAM**

Kingdom Come
Biz Markie
MC ADE
Icehouse
Danny Wilde
Sisters Of Mercy
More Dirty Dancing

**RECORD EXCHANGE / JOHN
SHAHINIAN / CLEVELAND**

Kingdom Come
Robert Plant
Morris Day
Henry Lee Summer
Joe Satriani
Midnight Oil

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

More Dirty Dancing
Billy Ocean
Kingdom Come
OMD
Henry Lee Summer
Pogues

**ROUNDUP / DON JENSEN /
SEATTLE**

Cher
Guns & Roses
David Lee Roth
Salt & Pepa
Midnight Oil
AC-DC
Robert Plant

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

Kingdom Come
More Dirty Dancing
Billy Ocean
Robert Plant
Pointer Sisters
Toto
Morris Day

**SAM GOODY-EAST / KEVIN
HARDT / EDISON**

More Dirty Dancing
Billy Ocean
10,000 Maniacs
Kingdom Come
Toto
Pebbles
Morris Day

**SEA-PORT ONE-STOP / VICKI
OLIVERA / PORTLAND**

More Dirty Dancing
Kingdom Come
Biz Markie
Midnight Oil
Robert Plant
UDO

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

Biz Markie
Into The Woods
Morris Day
Robert Plant
Paquito D'Rivera
Henry Lee Summer
Toto

**SOUND WAREHOUSE / TRACY
DONIHOO / DALLAS**

Robert Plant
George Strait
Morris Day
Miles Jay
Midnight Oil

**SOUTHWEST WHOLESALE /
ROBERT RICHARDSON /
HOUSTON**

Billy Ocean
Kingdom Come
Sir Mix A Lot
Cher
Jesse James

SPECS / CINDY BARR / MIAMI

Billy Ocean
More Dirty Dancing
Kingdom Come
Joe Satriani

**STRAWBERRIES / JEFF COHEN /
BOSTON**

More Dirty Dancing
Kingdom Come
Billy Ocean
Terence Trent D'Arby
Biz Markie
Treat Her Right
Nancy Griffith

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

More Dirty Dancing
Kingdom Come
Henry Lee Summer
Salt & Pepa
Whistle

**TOWER/UPTOWN / STEVE
HARMON / NYC**

Robert Plant
LA Guns
Sisters Of Mercy
Rosanne Cash
Sting (Spanish)
Roy Orbison

**TRACKS / DONNA AGRESTO /
NORFOLK**

Kingdom Come
Underworld
Deele
Joe Satriani
Toto
School Daze
More Dirty Dancing

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

Deele
Tony Terry
Biz Markie
Kingdom Come
Robert Plant
Terence Trent D'Arby

**TRANSWORLD / DAVE ROY /
ALBANY**

Kingdom Come
Miami Sound Machine
Morris Day
Lita Ford
Ace Frehley
Midnight Oil
More Dirty Dancing

**TURTLES / BRUCE BECKWITH /
ATLANTA**

Robert Plant
Morris Day
Toto
Drivin' & Cryin'
She's Having A Baby
Kirk Whalum
Great White (live)

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

Henry Lee Summer
Pebbles
Kingdom Come
Terence Trent D'Arby
Toto
Spagna

**WESTERN MERCHANDISERS /
KEN GRAHAM / AMARILLO**

Kingdom Come
Robert Plant
George Strait
Sinead O'Connor
Swing Out Sister
Keith Sweat

ZIPS / RICK ANDRADE / TUCSON

More Dirty Dancing
Kingdom Come
Scarlett & Black
daKrash
Sanctuary
George Strait
Zodiac Mindwarp



TOP FIFTY ALBUMS

The Kingdom Come explosion that was predicted here last week has now come to fruition as the hot new album debuts at #22 this week. Also exploding big out of the chute is the More Dirty Dancing package, which debuts at #27. Early Grammy show

returns from retail have Terence Trent D'Arby and U2 as the immediate over the counter winners. More details on Grammy results will follow next week.

| LW | THIS WEEK | ARTIST | TITLE | LABEL | COMMENTS | POWER INDEX |
|----|-----------|----------------------|----------------------|----------------------|------------------------|-------------|
| 1 | 1 | DIRTY DANCING | SOUNDTRACK | RCA 6408-1 | Holding down the fort | 155.4 |
| 2 | 2 | GEORGE MICHAEL | FAITH | Columbia CSK 2850 | Solid | 101.7 |
| 3 | 3 | TIFFANY | TIFFANY | MCA 5-793 | New 45 hot | 64.8 |
| 4 | 4 | INXS | KICK | Atlantic 7 81796-1 | Steady | 57.1 |
| 6 | 5 | MICHAEL JACKSON | BAD | Epic 40600 | On tour now | 56.2 |
| 5 | 6 | DEBBIE GIBSON | OUT OF THE BLUE | Atlantic 7 81780-1 | Solid | 45.6 |
| 7 | 7 | DAVID LEE ROTH | SKYSCRAPER | W Bros WB 9 256 71-1 | Steady | 44.6 |
| 8 | 8 | DEF LEPPARD | HYSTERIA | PolyGram 830-675-1 | Still strong | 42.9 |
| 30 | 9 | ROBERT PLANT | NOW AND ZEN | Atlantic 90863 | Hot comeback | 36.7 |
| 10 | 10 | GOOD MORNING VIETNAM | SOUNDTRACK | A&M SP 3913 | Armstrong 45 leads | 36.3 |
| 13 | 11 | AC/DC | BLOW UP YOUR VIDEO | Atlantic 7 81828-1 | Metal magic | 30.8 |
| 9 | 12 | JC MELLENCAMP | LONESOME JUBILEE | PolyGram 832-465-1 | On tour | 30.6 |
| 16 | 13 | GUNS & ROSES | APPETITE FOR .. | Geffen M5624148 | Metal magic | 30.5 |
| 12 | 14 | RICK ASTLEY | WHENEVER YOU NEED | RCA 6822-1-12 | Steady | 29.7 |
| 11 | 15 | STING | NOTHING LIKE THE SUN | A&M SP6402 | Falling a little | 27.9 |
| 19 | 16 | KEITH SWEAT | MAKE IT LAST | Elektra 60763-1 | Crossover smash | 25.4 |
| 17 | 17 | AEROSMITH | PERMANENT VACATION | Geffen 24162 | Solid sales | 25.4 |
| 21 | 18 | WHITNEY HOUSTON | WHITNEY | Arista 8405 | New single hot | 25.2 |
| 20 | 19 | SALT & PEPA | HOT, COOL & VICIOUS | Next Plateau 1007 | Up a little | 24.9 |
| 24 | 20 | TERENCE TRENT D'ARBY | INTRODUCING THE... | Columbia 40964 | Hot grammy performance | 24.7 |
| 14 | 21 | GEORGE HARRISON | CLOUD NINE | D.Horse/WB 9 25643-1 | 2nd single leads | 23.9 |
| - | 22 | KINGDOM COME | KINGDOM COME | PolyGram 83536-1 | Metal wonder | 23.5 |
| 28 | 23 | WHITE LION | PRIDE | Atlantic 81768 | Breaking big now | 22.6 |
| 15 | 24 | BELINDA CARLISLE | HEAVEN ON EARTH | MCA 42080 | Slipping | 22.3 |
| 23 | 25 | BRUCE SPRINGSTEEN | TUNNEL OF LOVE | Columbia OC 40999 | On tour now | 20.7 |

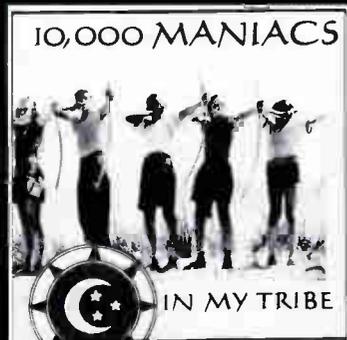
(Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers)



The only Stooges left aren't playing these records.



THE CURE
"HOT HOT HOT!!!"
 from the *Kiss Me, Kiss Me, Kiss Me* LP.
APPROACHING 800,000 UNITS!
CROSSOVER!
 WKRZ add KWOD deb 35
 WGFM add Y95 deb 40
 WAEB add
 WCGQ add
 KRBE 15-6 Y106 35-32
 KITS 10-9 KSAQ 40-35
 WFLY 32-26



10,000 MANIACS
"LIKE THE WEATHER"
 from the *In My Tribe* LP.
APPROACHING 175,000 UNITS!
 91'-86* BB TOP LPS!
 28/5 A/C!
 23/7 ALBUM ROCK!
 BREAKING AT:
 KITS 16-14
 B100
 KSAQ
 KIKX
 WNNK



THE SISTERS OF MERCY
"THIS CORROSION"
 from the *Floodland* LP.
BUZZ BIN MTV!
APPROACHING 100,000 UNITS!
CROSSOVER!
5 POST MODERN! BREAKING AT:
 KITS add WXKS
 KNAN add KSAQ



FASTER PUSSYCAT
"BABYLON"
 from the *Faster Pussycat* LP.
ON TOUR WITH DAVID LEE ROTH!
170,000 UNITS!
SLY96 BREAKS IT LOOSE!

**THE HITS ARE SOITENLY...
 ON ELEKTRA SUPERIOR-QUALITY CASSETTES, COMPACT DISCS AND RECORDS.**

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TOP FIFTY ALBUMS

| LW | THIS WEEK | ARTIST | TITLE | LABEL | COMMENTS | POWER INDEX |
|----|-----------|---------------------------|---------------------|---------------------|-------------------------------|-------------|
| 34 | 26 | U2 | THE JOSHUA TREE | Island 7-90581-1 | Grammy winners | 20.4 |
| -- | 27 | MORE DIRTY DANCING | SOUNDTRACK | RCA 6965 | Get ready for a repeat | 18.6 |
| 22 | 28 | WHITESNAKE | WHITESNAKE | Geffen 24099 | Peaking | 17.1 |
| 18 | 29 | JAMES TAYLOR | NEVER DIE YOUNG | Columbia FC 40851 | Falling | 17.1 |
| 27 | 30 | RANDY TRAVIS | ALWAYS & FOREVER | WB 25568-1 | Slipped a little | 16.6 |
| 35 | 31 | RICHARD MARX | RICHARD MARX | EMI/Manh 53049 | New 45 hot | 15.8 |
| 32 | 32 | JODY WATLEY | JODY WATLEY | MCA 5898 | Hot 45 leads | 14.2 |
| 25 | 33 | EXPOSE | EXPOSE | Arista AL 8441 | Slipping | 13.7 |
| 26 | 34 | PHANTOM OF THE OPERA | ORIGINAL CAST | PolyGram 831273 | Steady seller | 13.4 |
| 39 | 35 | SINEAD O'CONNOR | THE LION AND THE | Chrysalis BFV41612 | Mass appeal now | 13.0 |
| 36 | 36 | LINDA RONSTADT | CANCIONES DE... | Elektra 60765 | Solid sales | 10.7 |
| 37 | 37 | MIAMI SOUND MACHINE | LET IT LOOSE | Epic 40769 | Hot 45 leads | 9.5 |
| 29 | 38 | FOREIGNER | INSIDE INFORMATION | Atlantic 7 81808-1 | Slipping | 9.4 |
| 33 | 39 | GEORGE THOROGOOD | BORN TO BE BAD | EMI/Man B 146973 | Rock sales | 8.2 |
| 47 | 40 | DEELE | EYES OF A STRANGER | Solar #B70015 (Cap) | Hot crossover | 8.1 |
| 42 | 41 | ELTON JOHN | LIVE IN AUSTRALIA | MCA 2-8022 | New single out | 8.1 |
| -- | 42 | GEORGE STRAIT | IF YOU AIN'T LOVIN' | MCA 42114 | Taking off | 8.0 |
| 44 | 43 | GREAT WHITE | ONCE BITTEN | Capitol ST 12565 | Back up | 7.8 |
| 40 | 44 | GLADYS KNIGHT | ALL OUR LOVE | MCA 42004 | Falling some | 7.7 |
| 49 | 45 | CHER | CHER | Geffen 24164 | Hot comeback | 7.5 |
| -- | 46 | MORRIS DAY | DAYDREAMING | Reprise 25651-1 | Hot urban | 5.7 |
| 43 | 47 | MEGADETH | SO FAR, SO GOOD, | Capitol CT 48148 | Metal | 5.6 |
| 46 | 48 | LA GUNS | LA GUNS | Vertigo 834144-1 | Metal | 5.4 |
| 50 | 49 | PEBBLES | PEBBLES | MCA 42094 | Crossover | 5.4 |
| 31 | 50 | PINK FLOYD | MOMENTARY LAPSE | Columbia OC 40599 | Falling now | 5.1 |

CALIFORNIA RAISINS (Priority)
 BRYAN FERRY (Reprise)
 LITA FORD (RCA)

NEXT UP

JOE SATRIANI (Relativity)
 MICHAEL BOLTON (Columbia)
 MICHAEL COOPER (Reprise)



BRYAN FERRY

FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK
 BRIGHT LIGHTS, BIG CITY
 A UNITED ARTISTS FILM

"KISS AND TELL"

THE HIT SINGLE
 PRODUCED BY PATRICK LEONARD,
 CHESTER KAMEN AND BRYAN FERRY

FLASHMAKER!

| | | | | | | |
|-------|-----|------|-----|----|--------|-------|
| KMEL | add | WOKI | deb | 27 | KITS | 7-4 |
| Q100 | add | WKFR | deb | 27 | WKTI | 17-14 |
| WKZL | add | KYYA | deb | 29 | KIYS | 24-21 |
| WROQ | add | WBCY | deb | 30 | KFMY | 32-22 |
| KIKX | add | WHHY | deb | 31 | Y94 | 28-22 |
| WINK | add | Y94 | deb | 33 | KF95 | 32-23 |
| WTHT | add | WXKS | deb | 35 | 100KHI | 29-24 |
| KLYV | add | KGOT | deb | 36 | KPLZ | 28-25 |
| Q104 | add | WBNQ | deb | 36 | KYRK | 31-26 |
| PWR92 | add | KYYY | deb | 37 | WOKI | 35-27 |
| WANS | add | KCPX | deb | 39 | KZZU | 30-27 |
| KISR | add | WCGQ | deb | 39 | 95XXX | 32-28 |
| KWTX | add | CKOI | deb | 40 | KKRZ | 33-29 |
| | | 99KG | deb | 40 | WKEE | 38-30 |
| | | Q101 | deb | 40 | KATD | 35-30 |
| | | | | | OK95 | 36-31 |

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timestwo

Strange But True

FLASHMAKER!

| | | | | | | | |
|------|-----|-------|-----|--------|-----|--------------|-----|
| Z95 | add | KCAQ | add | KKAZ | add | KEYJ | add |
| WXKS | add | KSND | add | KJQ | add | WZPL | add |
| KRBE | add | WRCK | add | Y97 | add | KFIV | add |
| Q102 | add | KKXL | add | KHTZ | add | KXYQ | add |
| KDWB | add | KDON | add | KKRC | add | | |
| Y108 | add | KNIN | add | WKEE | add | BREAKING AT: | |
| WTIC | add | 95XXX | add | KXX106 | add | KIIS | |
| WGTZ | add | PWR92 | add | WZYP | add | PRO-FM | |
| WGFM | add | KQIZ | add | WTYX | add | KCPX | |
| WTLQ | add | WZKX | add | WHHY | add | WLOL | |
| | | HOT94 | add | KDWZ | add | | |



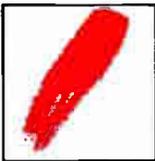
The Debut Single

Produced By

Steve Barri, Tony Peluso, Shanti and Gardner Cole

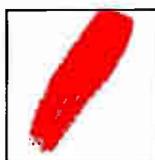
From The New Album X 2





MOVIE SCORES

| TITLE | WEEKEND GROSS | PER SCREEN AVERAGE | TOTAL GROSS | SOUNDTRACK INFO |
|-------------------------------|---------------|--------------------|-------------|--|
| 1 GOOD MORNING VIETNAM | 5.1m | 3232 | 85.2m | Soundtrack & Louis Armstrong 45 on A&M |
| 2 MOVING | 4.0m | 2865 | 4.0m | ————— |
| 3 FRANTIC | 3.7m | 3376 | 9.5m | ————— |
| 4 MOONSTRUCK | 3.2m | 2793 | 45.6m | ————— |
| 5 THREE MEN AND A BABY | 3.1m | 2135 | 144.2m | ————— |
| 6 SWITCHING CHANNELS | 3.1m | 3215 | 3.1m | ————— |
| 7 SHOOT TO KILL | 3.1m | 2429 | 21.2m | ————— |
| 8 ACTION JACKSON | 1.8m | 1636 | 16.0m | Soundtrack & Madame X 45 on Atlantic |
| 9 JIMMY REARDON | 1.4m | 1676 | 4.7m | ————— |
| 10 THE LAST EMPEROR | 1.3m | 2718 | 19.5m | Soundtrack on Virgin |



WAVELENGTH

by Lenny Beer & Mike Murphy

Unconfirmed news at presstime has **Brian Bridgeman** current MD at **KBEQ** Kansas City moving to **WAVA** Washington to fill the MD position left open since **Gene Baxter** moved to **KZZP**. Also in Kansas City, **Tom Rivers** from **KROY** Sacramento moves to the morning slot at **KBEQ**..... **Mike Schaefer** has formed **Schaeferco Programming and Music Advisors**. His first project will be programming for **Y97** in Santa Barbara. Call him for info at 213-934-

9288..... **WKZL** Winston Salem MD **Bill Catcher** has given notice of his move to the PD chair at **WJMX** Florence..... Looking for a great secret weapon LP cut? Try **U2**'s live version of **Maggie's Farm** on MCA's new **Live For Ireland** set..... Longtime Houston air personality **Colonel St. James** and News Dir. **John Matthews** are out at **KKHT**..... **KNAN** Monroe Ops. Manager **Chuck Redden** takes over as PD and morning man at **KKYS** Bryan, Texas..... **KKXX** in Bakersfield

is going country 3/18. So long!..... **Scott Sparks** moves from **Y95** Dallas to **KRBE** Houston to handle nights..... The new MD at **KBFM** in Brownsville is **Bill Santiago**..... We hear former Chrysalis promo man **Steve Brack** is headed for a position at the new **Atco**..... New to mornings at **WGFM** Schenectady is **Marc Mitchell**..... Congratulations to **Paul Boom Boom Cannon** and his wife **Kim** of **WKSE** Buffalo on the birth of their daughter **Jessica Lynn** 3/1.....

Special congratulations to promotion genius **Phil Quartararo** of **Virgin** for making our Wildcard Pick on **Johnny Hates Jazz** look good..... **KDON** Salinas is looking for air talent. T&R's to **Chuck Geiger** P.O. Box 81460, 93912..... **Barry Richards** and **B95** Fresno are looking for midday air talent that can also handle production..... **WQCM** Hagerstown morning man **David Miller** assumes **Programming Coordinator** duties.

ROBERT PALMER

FLASHMAKER!

KEGL add
WKTI add
KIYS add
KIXY add
KUUB add
WIGY add
KIXS add
Q101 add

WEGX deb 28

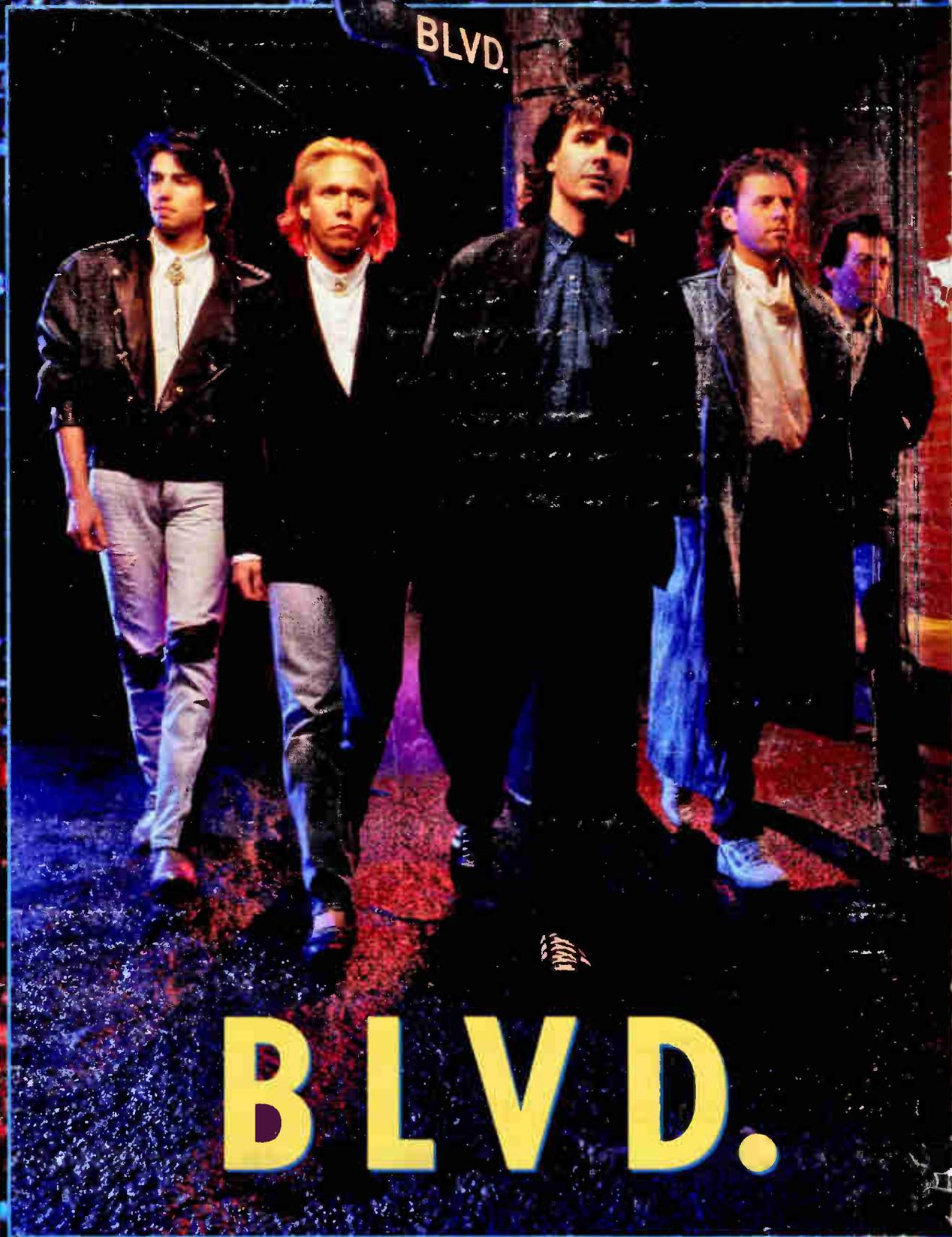
BREAKING AT:

KATD
KJ103
WGFM
WTLO
KIKX
KTUX
KZZU

*Sweet
Lies*

The first single from
the motion picture
soundtrack **SWEET LIES**.
An Island Pictures
presentation.





BLVD.

"NEVER GIVE UP"

THE DEBUT RELEASE FROM THE SELF-TITLED ALBUM

PRODUCED BY PIERRE "BAZ" BAZINET FOR ROCK HEADQUARTERS

MANAGEMENT: CLIFF JONES FOR ROCK HEADQUARTERS

MCA RECORDS

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