

HITS

KING GEORGE

See Page 9

WINNERS

FLASHMAKERS

MICHAEL JACKSON (EPIC)

INXS (ATLANTIC)
ELTON JOHN (MCA)
BANGLES (COLUMBIA)

CROSSOVERS

NATALIE COLE (EMI/MANH)

SHANICE WILSON (A&M)
ICEHOUSE (CHRYSALIS)
ROGER (REPRISE)

EARPICKS

MICHAEL JACKSON (EPIC)

ROGER (REPRISE)
BANANARAMA (POLY)
ALARM (IRS)

BREAKOUTS

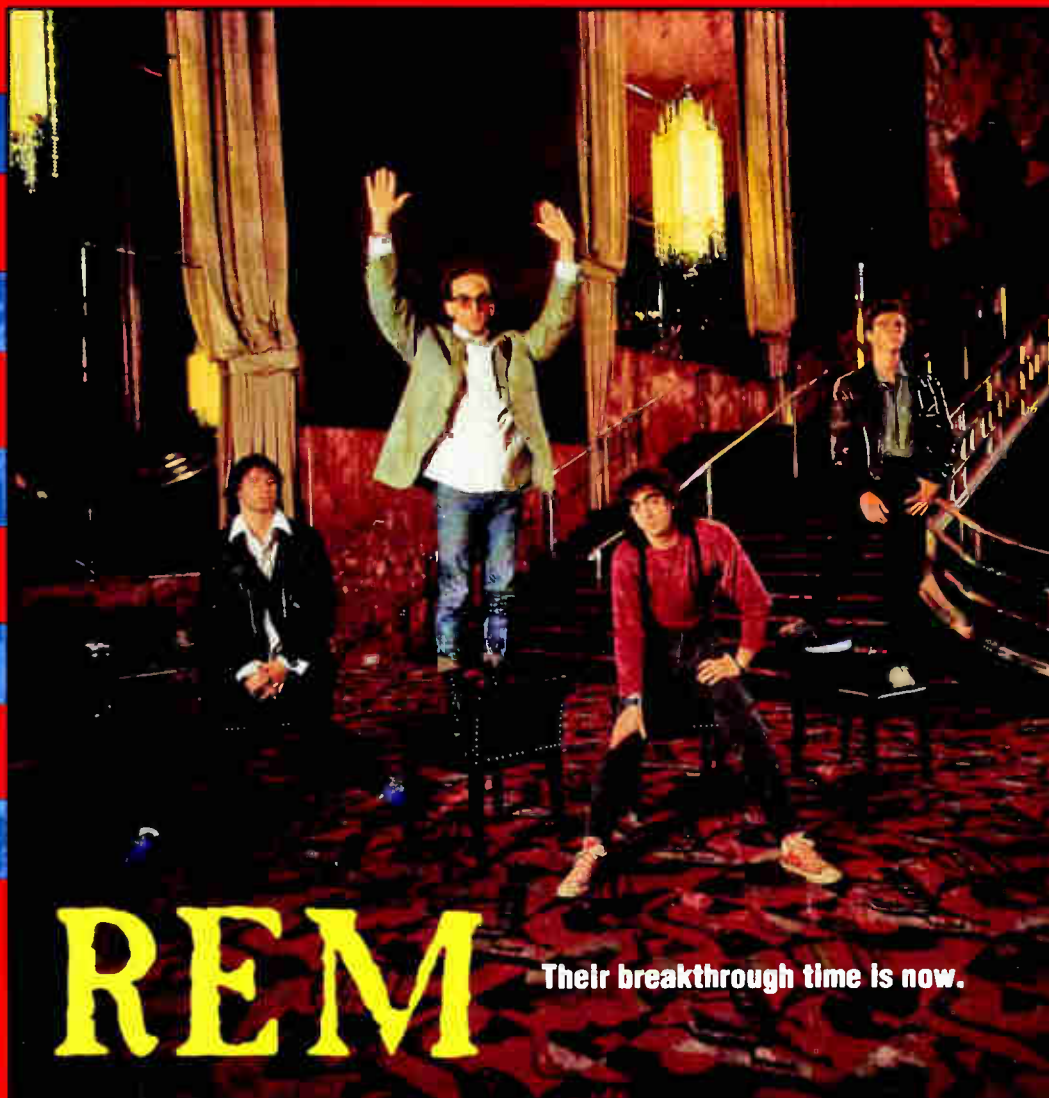
GEORGE MICHAEL (COL)

GEORGE HARRISON (WB)
EARTH WIND & FIRE (COL)
STEVE WINWOOD (ISL/WB)

WILDCARD

STRYPER (ENIGMA)

First Polson and now lightning strikes twice for this independent label. See Page 8 for details.



REM

Their breakthrough time is now.

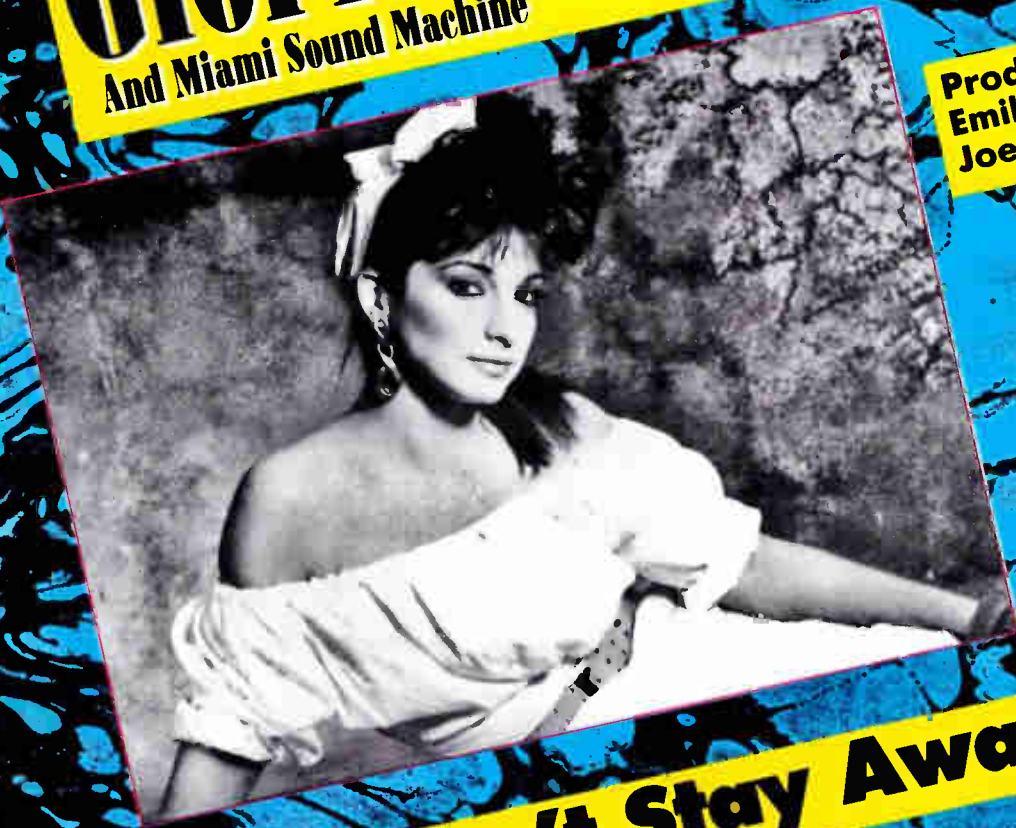
HOT NEW RELEASES

BLACK "WONDERFUL LIFE" A&M 2969
DOKKEN "BURNING" Elektra 7-69435
EXPOSE "SEASONS CHANGE" Arista 9640
FLEETWOOD MAC "EVERYWHERE" WB 7-28143
MARLON JACKSON "DON'T GO" Capitol 44047

BILLY JOEL "THE TIMES" Columbia 38-07664
KISS "REASON" PolyGram 870 022-7
MANHATTAN TRANSFER "SOUL FOOD" Atlantic 7-89156
TOMMY SHAW "NO SUCH" Atlantic 7-89183
DONNA SUMMER "FOOL" Geffen 7-28165

Gloria Estefan

And Miami Sound Machine



Produced by Emilio & The Jerks
Emilio Estefan, Lawrence Dermer,
Joe Galdo, and Raphael Vigil.

FLASHMAKER!

Can't Stay Away From You

New Smash Ballad!

"The strongest track on the album and the one that gets immediate phones!"
KEVIN WEATHERLY, MD, KMEL SAN FRANCISCO

"Very positive upper demo female record. Should be every bit as big as "Words Get in the Way" or even bigger!"
GREGG SWEDBERG, PD, WLOL, MINNEAPOLIS

"Gloria Estefan is one of the great ladies of contemporary pop and this song brings a lot of class to KPLZ!"
CASEY KEATING, PD, KPLZ, SEATTLE

"Miami Sound Machine is perfect for the season and perfect for the fall arbitron!"
SEAN LYNCH, PD, Z100, PORTLAND

"This sounds like a great female ratings record to me... why wait!!!"
LOU SIMON, PD, KCPX SALT LAKE CITY

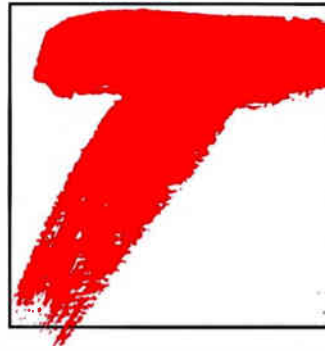
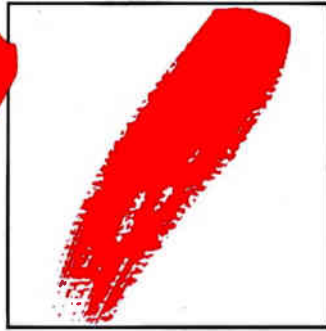
"Great record! Exactly what I need to balance my list. Great appeal with my females 25 plus! This could be the holiday love song of the year!"
BRUCE STEVENS, MD, WBBQ, AUGUSTA

"Bar none the biggest song off the album! Listeners can't stay away from it!"
JAY MCCALL, PD, KOZE, LEWISTON

"This striking video definitely compliments this mass appeal ballad with Gloria Estefan stepping out both vocally and visually."
JESSICA FALCON/SAL LOCURTO, VHI

"Once in a great while a group comes along with the talent, charisma and versatility of Miami Sound Machine. They've consistently delivered hit after hit in the dance and pop genre but their biggest hit to date was the ballad "Words Get in the Way". Please take the time to listen to what we believe is their next No. 1 ballad. We think you'll agree this is their best record ever."
DAN DENIGRIS, VP PROMOTION, EPA





Headquarters:

15477 Ventura Blvd.

Suite 300

Sherman Oaks, CA 91403

(818) 501-7900



Last time here, Epic Promo VP Dan DeNigris was just getting his feet wet; now the guy's flexing his muscles, shepherding the likes of Michael Jackson, Europe and Miami Sound Machine to the top of the charts, while guiding Alexander O'Neal and Tony Terry to the promised land of pop hits. Amazing what an appearance on Hits' prestigious Contents page can do for you!!



4 SINGLES

Dirty Dancing has now spawned the nation's #1 hit, the Bill Medley/Jennifer Warnes duet, which holds off the fast-charging Belinda Carlisle and the super, monster, gonzo hit sounds of George Michael.



DIALOGUE

32

Cher has left *Sonny* in the dust with a successful acting career, and now she's back with her first rock 'n' roll album since those "good times." Hits' Iain Blair tries to keep his eyes off the ladies' gams.

41

Brian Phelps and Mark Thompson are a coupla crazy guys with a morning show on local album-rocker KLOS. Our own judge of all things humorous, poker-faced Mike Murphy, finds out what makes the team tick.



42

SPOTLIGHT

Hits' Joan Tarshis examines the symbiotic relationship between some indie labels and the majors that distribute them in this exclusive report.



46

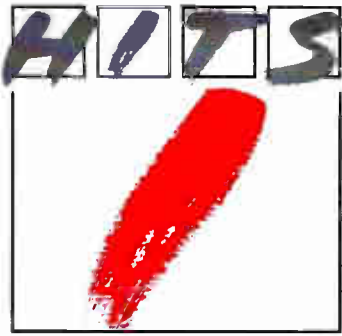
ALBUMS

Bruce barely again holds on against *Dirty Dancing*, Sting moves into the top five, and red-hot George Michael debuts at #7 with his solo debut. We look for Michael to take top honors shortly.

FLASHMAKERS	22	CROSSOVERS	28	REQUESTS	26
<i>Michael, Michael, Michael.</i>		<i>Natalie, Shanice and more.</i>		<i>George Michael and Stryper.</i>	

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<i>Michael and Roger.</i>		<i>George & George.</i>	

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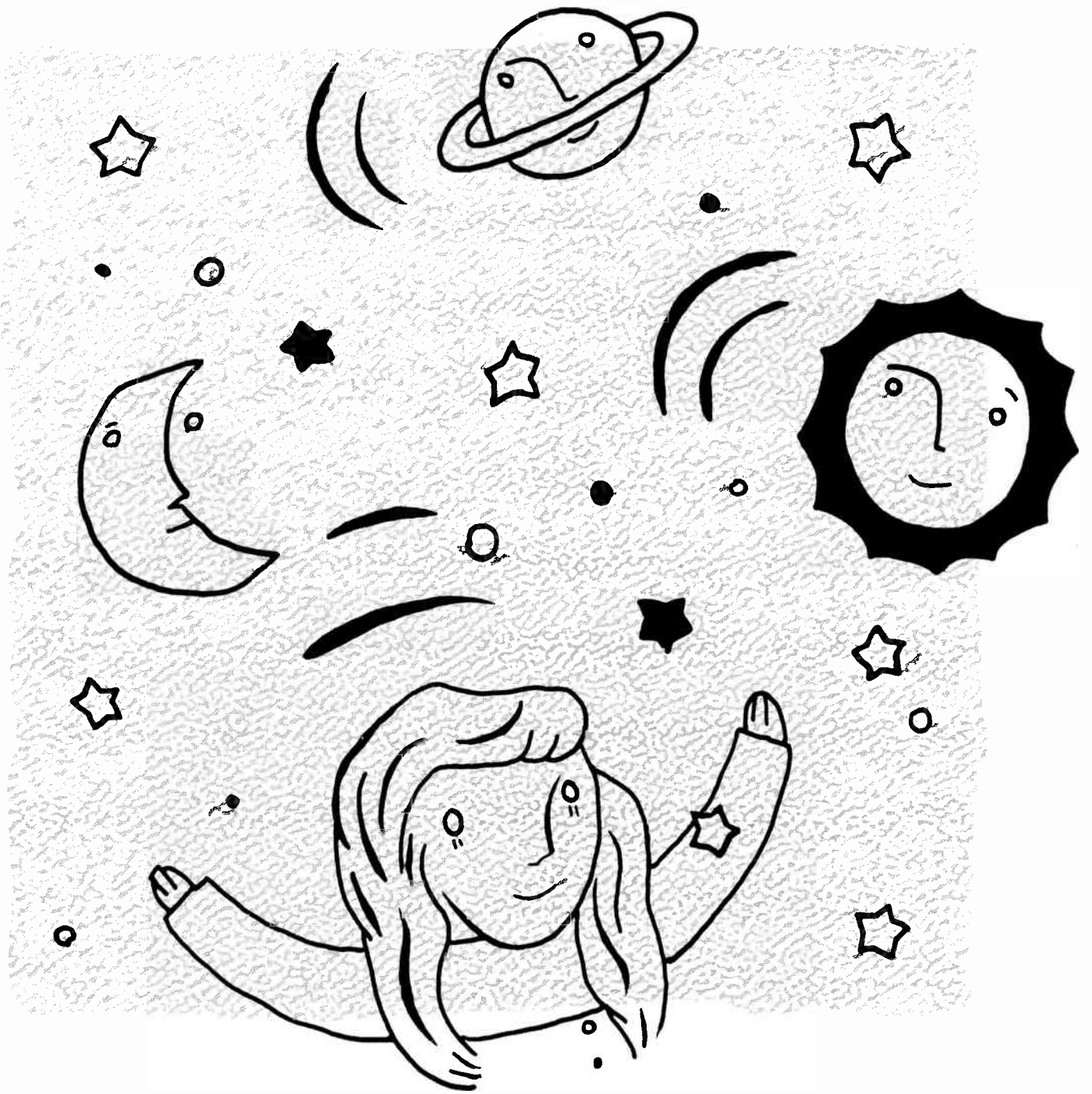
TOP FIFTY SINGLES

Michael Jackson is back with the third single from the "Bad" album, and radio has resoundingly said "Yes." It is the week's Most Added record (by far) and debuts at #41 nationally. Also,

watch out for the quick crossover strength of Roger and the new Bangles hit from "Less Than Zero."

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	MEDLEY/WARNES	I'VE HAD THE TIME	RCA 5224-7-RX	Monster soundtrack
4	2	BELINDA CARLISLE	HEAVEN IS A PLACE	MCA 53181	Will go one
1	3	TIFFANY	I THINK WE'RE ALONE	MCA 53167	Solid sales
3	4	BILLY IDOL	MONY MONY	Chrysalis 43161	Slipping
8	5	BRUCE SPRINGSTEEN	BRILLIANT DISGUISE	Columbia 38-07595	Lp still #1
6	6	SWING OUT SISTER	BREAKOUT	PolyGram 888 016-7	European smash
11	7	RICHARD MARX	SHOULD 'VE KNOWN	EMI/Manhattan 50083	Gaining fast
13	8	GEORGE MICHAEL	FAITH	Columbia 38-07623	Will go one
7	9	FLEETWOOD MAC	LITTLE LIES	WB 7-28291	New 45 shipping
9	10	MADONNA	CAUSING A COMMOTION	Sire/WB 7-28224	Falling
14	11	WHITESNAKE	IS THIS LOVE	Geffen 7-28233	Hot single sales
15	12	JODY WATLEY	DON'T YOU WANT ME	MCA 53162	Turning Lp around
18	13	DEBBIE GIBSON	SHAKE YOUR LOVE	Atlantic 7-89187	Breaking in sales
19	14	STING	WE'LL BE TOGETHER	A&M 2983	Spearheading huge Lp
16	15	CUTTING CREW	I'VE BEEN IN LOVE	Virgin 7-99425	Third single
20	16	PRETTY POISON	CATCH ME I'M FALLING	Virgin 7-99416	Hot urban
17	17	POISON	I WON'T FORGET YOU	Enigma/Capitol 44038	Steady
22	18	R.E.M.	THE ONE I LOVE	IRS 53171	Turning Lp around
23	19	SQUEEZE	HOOR GLASS	A&M 2967	Breakthrough record
25	20	MICHAEL BOLTON	THAT'S WHAT LOVE IS	Columbia 38-7322	Gaining each week
21	21	LOS LOBOS	COME ON LET'S GO	Slash/WB 7-28186	Steady
26	22	WHITNEY HOUSTON	SO EMOTIONAL	Arista AS 1-9642	Breaking fast
27	23	STEVE WINWOOD	VALERIE	Island/WB 7-28231	Selling now
5	24	MICHAEL JACKSON	BAD	Epic 34-07418	New single breaking
10	25	PET SHOP BOYS	IT'S A SIN	EMI/Manhattan 43027	Falling

(Based on a combination of sales and airplay)



Fleetwood Mac
is
“Everywhere”

THE NEW SINGLE FROM THE HIT ALBUM TANGO IN THE NIGHT
Produced by Lindsey Buckingham and Richard Dashut

TANGO IN THE NIGHT TOUR NOW ON 'EVERYWHERE'!





TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
35	26	GEORGE HARRISON	GOT MY MIND SET	WB/D. Horse 7 28178	Lp debuts this week
30	27	AEROSMITH	DUDE LOOKS LIKE A ..	Geffen 7-28240	Hot rock sales
28	28	T.B. SCHMIT	BOYS NIGHT OUT	MCA 53137	Steady
31	29	TAYLOR DANE	TELL IT TO MY HEART	Arista 9612	Hot dance
33	30	JETS	I DO YOU	MCA 53193	Breaking
34	31	STEVIE WONDER	SKELETONS	Motown 1907 MF	Gaining each week
32	32	YES	LOVE WILL FIND A WAY	Atco 7-99449	Steady
36	33	ELTON JOHN	CANDLE IN THE WIND	MCA 53196	Significant increases
37	34	DEF LEPPARD	ANIMAL	PolyGram 888 832-7	Hot rock & roll
38	35	BOURGEOIS TAGG	I DON'T MIND AT ALL	Island 7-99409	Steady increases
39	36	JC MELLENCAMP	CHERRY BOMB	PolyGram 888 934-7	Taking off
12	37	LEVERT	CASANOVA	Atlantic 7-89217	Needs new single
42	38	INXS	NEED YOU TONIGHT	Atlantic 7-89188	Early sales here
45	39	HEART	THERE'S THE GIRL	Capitol 44089	Third smash
47	40	KANE GANG	MOTORTOWN	Capitol 44062	Breaking rapidly now
--	41	MICHAEL JACKSON	THE WAY YOU MAKE	Epic 34-07645	Third smash
48	42	SHANICE WILSON	CAN YOU DANCE	A&M AM2939	Hot urban crossover
49	43	LAURA BRANIGAN	POWER OF LOVE	Atlantic 7-89191	Gaining quickly
50	44	ICE HOUSE	CRAZY	Chrysalis 43156	Steady build
--	45	MEN WITHOUT HATS	POP GOES THE WORLD	PolyGram 888 859-7	Gaining each week
--	46	BANGLES	HAZY SHADE OF WINTER	Columbia 38-07630	From "Less Than Zero"
--	47	THE CURE	JUST LIKE HEAVEN	Elektra 7-69443	Gaining
--	48	ROGER	I WANT TO BE YOUR ..	Reprise 7-28229	Crossover smash
--	49	ERIC CARMEN	HUNGRY EYES	RCA 5315-7-R	2nd 45 from Dirty Dancing
--	50	NEW ORDER	TRUE FAITH	Qwest/WB 7-28271	Breakthrough record

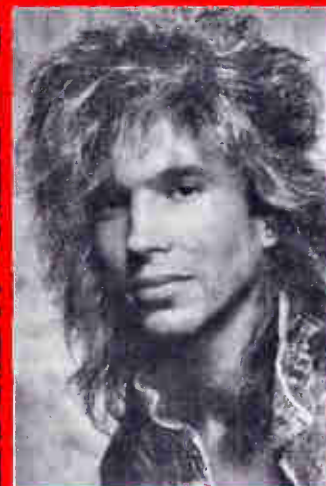
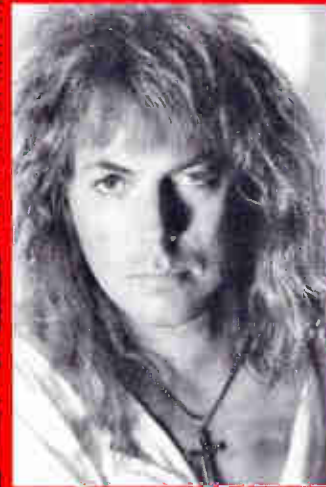
STRYPER (Enigma)
NATALIE COLE (EMI/Manhattan)

NEXT UP

PAUL CARRACK (Chrysalis)
PRINCE (Paisley Park/WB)

(Based on a combination of sales and airplay)

Dokken



**“BURNING
LIKE A
FLAME”**

from the GOLD LP,

**BACK
FOR THE
ATTACK**

Produced and Recorded by Neil Kernon for Maximum Headroom Ltd.
Mixed by Steve Thompson and Michael Barbiero
Management: Q Prime



On Elektra Superior-Quality Cassettes, Compact Discs and Records

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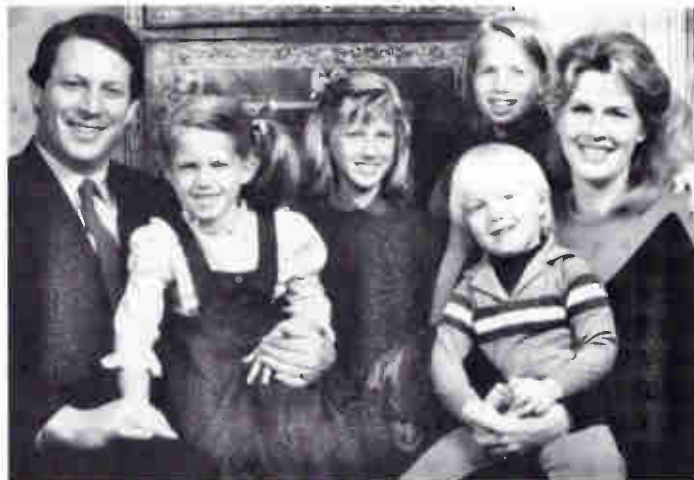
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Up In Smoke

"Let's hear some Zep," said U.S. Senator and presidential hopeful Albert Gore Jr. (left). "Wait a second stud, I'm doing a bong hit," replied his beautiful wife and anti-porn-rock crusader Tipper Gore (right) after Al revealed that he and the Tip-Woman did indeed smoke marijuana when they were younger. The Gores are pictured with their adorable children — none of whom are named Sunshine, Moon-Child or Lumbo.

Pic Of The Week



Mascolo Resigns Post

RCA Senior Vice President of Product Development Ed Mascolo has resigned his post effective January 1, 1988. Mascolo has been with Nipper since 1975, initially serving as a Regional Promotion Manager out of Nashville.

Mascolo, who cited "personal reasons" for his departure, will more than likely relocate back to Nashville.

According to the exiting executive: "I feel we have accomplished a great deal in my three plus years as Vice

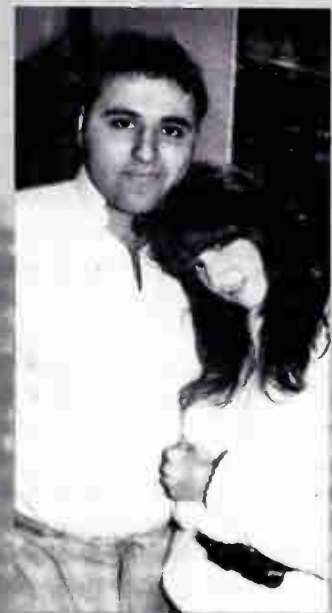
President here. Thanks to all my friends in radio, tipsheets, trade magazines, independent promotion and marketing people who have been so very good to me over the last few years..... I leave behind many deep and lasting relationships."

Mascolo concluded: "One of my personal reasons for leaving RCA Records is so my picture can be in Hits again." (Editor's Note: A glutton for punishment, ain't ya Eddie?)



Eddie Mascolo — Marijuana is not mentioned anywhere in this story.

Another Tiffany Photo



Why are we running the 345,764th picture of MCA's Tiffany in this tasteless rag? Because that cute little 16-year-old is pressing against WEGX/Eagle 106 Philadelphia's Jay Beau Jones, and for us here at Hits (Your #1 Source For Immature, Tasteless Sexual References), this is about as good as it gets. (Editor's Note: Tiffany has never smoked marijuana.)

**W I L D
C A R D**

STRYPER (ENIGMA)

This record has traveled a long developmental road. It has proven itself a charttopper at a host of secondaries, and now moves into the major leagues. Requests are the story, as hot as any record in the street. Adds include KHTR, Z95, WROQ, WBCY, Z102, KATD, KXYQ, KRQ and more. Already exploding in Houston and Norfolk. Top Ten potential here.

FRONT PAGE

C o v e r S t o r y

George Smokes!

Ginsburg, the Gores, Babbitt and close to one out of every 10 Americans can claim that they have, at one time or another, qualified as smokers.

Well folks, there's a new smoker on the scene, but this one's got nothing to do with those down to seeds and stems again blues. His name is **George Michael** and this week he's got the hottest album in the country.

It's called "Faith," his debut album for CBS, and it's making a huge impact at retail on the heels of a single ("Faith") that's headed straight to #1.

This week the album debuts on the *Hits* (Your #1 Source For Debuts) Top 50 Albums Chart at a whopping #7, a dead-on lock for the Top Five.



Al Teller — *Developing another superstar in the "CBS Tradition."*

Hot first week action includes #1 Musicland, #1 Record & Tape Outlet, #1 Navarre, #1 Tower Sherman Oaks, #1 Pacific Coast, #1 Waxie Maxie, #1 Baker & Taylor, #2 Strawberries, #2 Tower Sunset, #2 Sam Goody East Coast, #3 Pro One Stop,

#3 Apple Tree, #4 Camelot, #4 National Record Mart, #5 Flipside and on and on and on.....

Meanwhile single sales for "Faith" continue to skyrocket with #1 reports from Tower Sunset, Sound Warehouse, and Gamco. Among the outlets reporting Top Ten sales on the single: Musicland, Rainbow, Tower National, and Universal.

"Without question George is going to emerge as one of the mega-stars of the 1990's," said an expectedly pleased CBS Records Group President **Al Teller**. "The initial response to his first solo effort is a big step in that direction.

"We've all been anticipating this kind of reaction," Teller continued. "George has given us a great album. The

transition that's occurred from the time that the last Wham! album came out to the time of his first solo effort has been handled brilliantly from an artistic point of view — in terms of the single he did with Aretha Franklin as well as 'I Want Your Sex.' He showed the audience how broad and deep his talent truly is.

"George is one of those uniquely talented people whose appeal cuts up and down and across every possible demographic," Teller concluded. "We all share enormous confidence in his future, and we're thrilled to be part of it. I would like to think he is in the great tradition of CBS superstars."

George Michael the solo artist has arrived, and the man is smokin'.

The Gore-y Details Surface

Despite his recent statements to entertainment industry rulers that he was a reluctant participant in the 1985 Senate hearings on rock lyrics, *Daily Variety's* **Henry Schipper** has reported that Presidential hopeful and former dope smoker Senator **Albert** "Don't bogart that hooter" **Gore** actually took a very aggressive role in the proceedings.

According to the report, which cited official minutes of the meeting, Gore was one of the first members of the Senate committee to arrive and one of the last to leave.

Furthermore, records show that Gore questioned, "often vigorously and at length," every witness and group of witnesses to come before the panel.

While Gore told a gathering of music and entertainment biz heavies that "he did not ask for" and "was not in favor of" the hearings (he also said the whole proceeding "was not a good idea"), the Congressional Record shows that the Senator thanked and commended Senator **John Danforth** for calling the hearing.

The record also shows that

Gore took a very hard line *against* the music industry, chiding some labels as being "really irresponsible in promoting suicide and all the other things we have heard about here."

But the real kicker for the former inhaler of pot fumes came after a Tennessee psychiatrist implied before the committee that a New Jersey teenager who gouged a friend's eyes out before committing suicide, did so because he "followed Black Sabbath and Judas Priest."

"I'm delighted to hear your testimony," said Gore.



Albert Gore Jr. — *Obviously, the pot affected his memory.*



Beard Off II



Golly, we've had such overwhelming response to our *Battle Of The Beards* that we've had to hire three illegal aliens who've never smoked marijuana to man our *Beard Off Hotline*. Last week we squared off new Elektra Sr. VP of Promotion Brad Hunt with MCA Sr. VP of Promotion Steve Meyer. Well the voting was fierce, but when someone called demanding us to remove Meyer's mug from our pages or he'd release a picture of Hits' Editor-In-Chief Lenny Beer smoking Marijuana with 16 Armenian butchers, we had no choice. So Steve (bottom left hand corner) has been placed in the *Beard Hall Of Fame*, while we match Brad (left) against A&M Sr. VP of Promotion Charlie "Nice Beard" Minor (right). Which beard tickles your fancy? Call the hotline and vote today — (818) 501-7900.

Great White Flies High

Great White, currently riding high on the charts with their Capitol elpee, "Once Bitten," were apparently celebrating a little too heartily aboard a recent flight from Minnesota and they had to be handcuffed and led from the plane upon landing in Los Angeles. The boys

were toasting their first Gold record on their way home from the final tour date with Twisted Sister, guzzling Stoli and chanting dirty limericks. The final straw came when group members Jack Russell and Mark Kendall tried to steal a supply of air-sickness bags.

This Week On Top Of The Pops

U.S.

Joe Cocker
Martha Davis
The Kane Gang
Medley/Warnes
Men Without Hats

Fridays On CBS-TV

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



U.K.

The Communards
Jesus & Mary Chain
Steve Winwood

More on Jim and Tammy

Fans looking forward to Jim & Tammy Bakker's "Farewell For Now Tour" will just have to wait. This week, it was announced the duo's cross-country trek is being postponed until March. The official reason? They're working on a book. Of

course, the fact only 34 tickets had been sold for the November 17th opener at Nashville's Municipal Auditorium might have had something to do with it, too. (Editor's Note: Marijuana Is Bad!)

Rice Ices Deal

Forget about seeing that ABC TV-movie on what really happened between model/actress/whatever Donna Rice and former prexy candidate Gary Hart. The deal bit the dust this week because of "creative differences," but the real reason was Rice's continued recalcitrance to reveal what everyone (still?) wants to

know: did she or didn't she? (Editor's Note: Marijuana, Marijuana, Marijuana — Thank You.)

More Bimbos

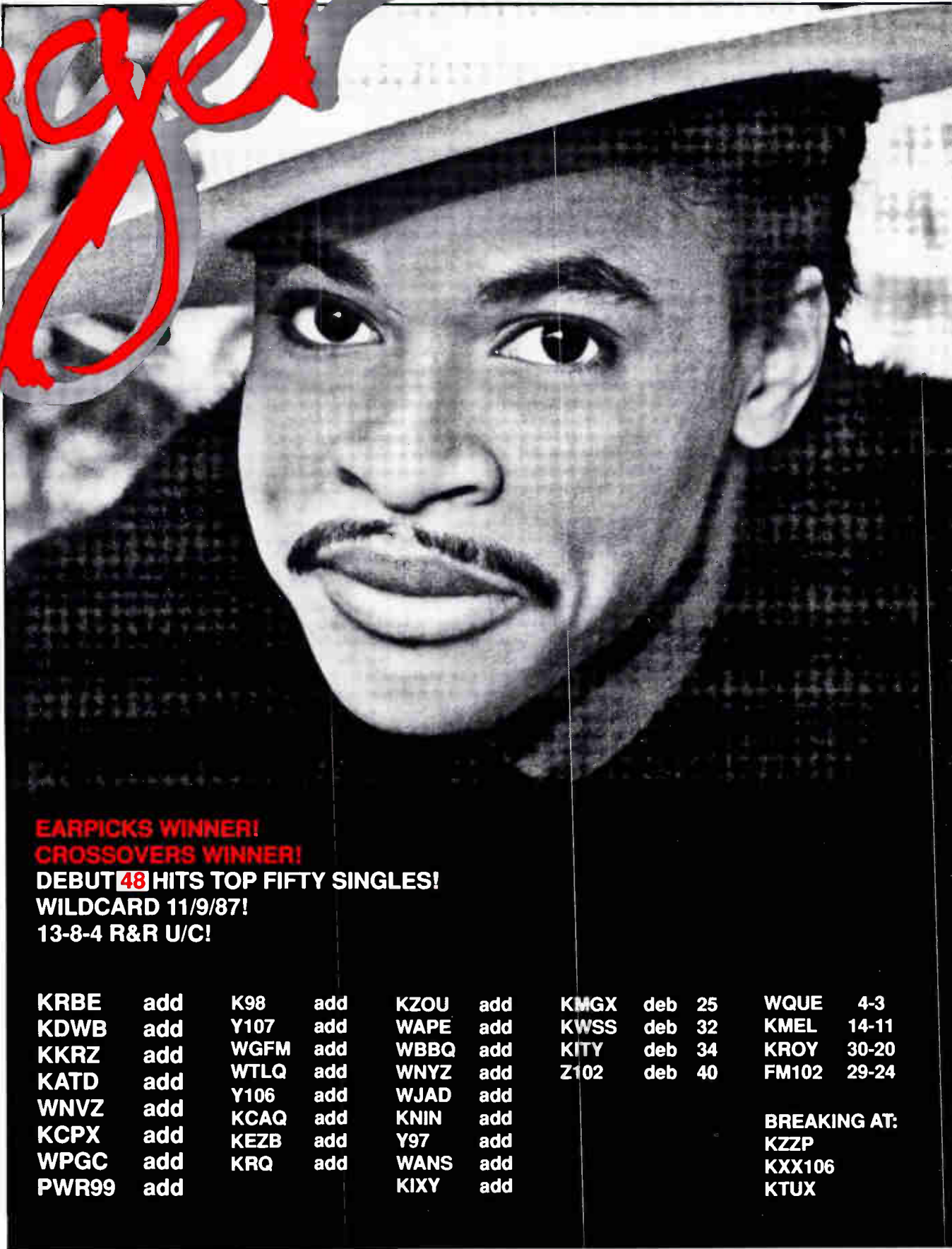
Empire Films is currently shooting "Assault of the Killer Bimbos," with Nick Cervantes and Griffin O'Neal. Can't wait....

Ray and Frank



"I'm getting just a little tired of carrying Dileo," said E/P/A supremo Ray Anderson (right) of Michael's charismatic Manager Frank Dileo (left). The pair were last seen walking hand in hand down Seventh Avenue and were reportedly jetting to Tahiti. (Editor's Note: The chimp has never smoked marijuana.)

roger



EARPICKS WINNER!
CROSSOVERS WINNER!
DEBUT 48 HITS TOP FIFTY SINGLES!
WILDCARD 11/9/87!
13-8-4 R&R U/C!

KRBE add
KDWB add
KKRZ add
KATD add
WNVZ add
KCPX add
WPGC add
PWR99 add

K98 add
Y107 add
WGFM add
WTLQ add
Y106 add
KCAQ add
KEZB add
KRQ add

KZOU add
WAPE add
WBBO add
WNYZ add
WJAD add
KNIN add
Y97 add
WANS add
KIXY add

KMGX deb 25
KWSS deb 32
KITY deb 34
Z102 deb 40

WQUE 4-3
KMEL 14-11
KROY 30-20
FM102 29-24

BREAKING AT:
KZZP
KXX106
KTUX

The Sizzling New Single

"I Want To Be Your Man"

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



© 1987 Reprise Records
Management: Troutman Enterprises, Inc.



FRONT PAGE

ON RECORDS By Lenny Beer

Pop Stars Needed

Many programmers have recently been complaining "under their breath" about a lack of hit records. Exactly what they mean by the lack of hits isn't immediately apparent because, in the words of one key record executive, there are always ten songs in the Top Ten. What there are, are an unlimited number of female appeal hit *dance ditties* (Pretty Poison, Debbie Gibson, Swing Out Sister, Taylor Dayne, etc.) coupled with limited-play male hard rock winners (Aerosmith, Poison, Def Leppard, Stryper, etc.) and adult-leaning songs (Elton John, Dan Hill, Michael Bolton, etc.) but there are a lack of classic Top 40 mass-appeal *middle of the rock* hits. To be more specific, Top 40 radio desperately needs fresh *new* hit product from Hall & Oates, Genesis, Huey Lewis, Chicago, Billy Joel, Michael McDonald and former Eagles Don Henley and Glenn Frey to balance out their lists. It is this music that radio can play during any daypart, which appeals to males and females — young and old — that is lacking.

The album marketplace is heating up this week with lots of interesting new product hitting the street and catching the public's fancy. George Michael's solo album (Columbia) leads the way. It is pulling sensational numbers already at key dealers — including a #1 report from powerhouse record mover Musicland — and appears headed straight to the top. The album includes "I Want

Your Sex," and current Top 40 and black smashes "Faith" and "Hard Day." Retailers everywhere are predicting huge sell-through and great longevity here. Also moving well out of the box are George Harrison (WB/Dark Horse), with his hit single leading; Robbie Robertson (Geffen), whose solo album is catching some of the Peter Gabriel (Geffen) and Paul Simon (WB) yuppie magic; Steve Winwood (Island/WB), with a hits package featuring current Top 40 favorite "Valerie"; and Earth, Wind & Fire (Columbia), with their comeback set. Also gaining quickly are INXS (Atlantic), with a hot second week and a big single — "Need You Tonight" — and Tiffany (MCA), which is gaining momentum every week behind her giant hit, "I Think We're Alone Now" and massive television exposure.



George Harrison — *Hot album, hot single* — *Welcome back.*

I. B. B. ad



Tipped



Tipper Gore — *Yo Tipper Woman, did you at least save us the roach?*

From the Promotion In Motion file comes the next "domino" scenario with the exit of Eddie Mascolo from his RCA post. Whenever a major vacancy occurs, the other record companies are inevitably affected, and insiders are saying that Mascolo is the first of *many* major changes occurring within the ranks of *many* major labels. We'll definitely keep you posted.... And while we're on the subject of Mr. Mascolo, we just want to take a few lines to wish him the very best in his future endeavors. Eddie was one of the nicest, most charismatic people to work with, and was a willing target of some of our earliest ribbing. We wish him our most sincere condolences on the recent passing of his father, and we very much look forward to working with him again.... Been getting great feedback from last week's item on aggressive **Fourth Quarter Strategies**. It's clear that most labels are planning a fight to the bitter end, with some majors releasing superstar product in December. We hear the new **Eurythmics** album that RCA is releasing in early December is a monster.... Kudos to Chrysalis' Promo heavy **Daniel Glass** who "guaranteed" the success of **Billy Idol's** "Mony Mony" to the label's UK players. As the 45 now plays at the top and the Lp approaches platinum, Glass has followed with hot action for **Paul Carrack** and **Icehouse**—making a major statement for the label's future!.... EMI U.K. Interna-

tional Director **Roger LeComber** has been bopping around stateside. LeComber, whose label boasts **Whitesnake**, **Pink Floyd** and the **Pet Shop Boys** among others, was in New York for a meeting with Pet Shop Boys manager **Tom Watkins** before jetting to Detroit for a presentation of Multi-Platinum to the boys from Floyd and their manager, **Steve O'Rourke**.... Back to the topic of **Crossovers** which we touched on in last week's "On Records" column — once again **timing** is the key. The label that keys its crossover campaign around the giant sales of rock product, will more than likely find itself with a mass appeal monster..... on the subject of **Black Crossovers**, Reprise is scoring big at Top 40 with **Roger**. The label struck as the tune was achieving both sales and saturation airplay. Once again, timing is everything..... Is MTV heavy **Sam Kalsner** being wooed to return to the record fold?... and the beat goes on.

WE CAME? PLAY



GUARANTEED FOR LIFE

MILLIONS LIKE US
FROM THE LP... MILLIONS LIKE US.
PRODUCED BY HAWK WOLINSKI FOR DEEP SKY PRODUCTIONS
INC., BILL BOTTRELL AND MILLIONS LIKE US.

FLASHMAKER!

WXKS	add	PRO-FM	deb	35
FM102	add	WCZY	deb	38
WKSS	add			
KXX106	add	BREAKING AT:		
WKSI	add	KRBE		
WERZ	add	WMMS		
WNNK	add	94Q		
KKXL	add	Z93		
95XXX	add	KKRZ		
KAKS	add	B100		
KKAZ	add			
KF95	add			
100KHI	add			
KQCR	add			

CROSSOVER! EARPICKS WINNER!

KDWB	add	BREAKING AT:
Q106	add	B96
PWR99	add	Z93
KMGX	add	Y106
SLY96	add	
Y97	add	
I-94	add	

KXX106	24-13
WPGC	25-22
KMEL	29-26
KITY	35-30

YOU AND ME TONIGHT (ALL NIGHT LONG)

D É J À
FROM THE LP SERIOUS.
SINGLE PRODUCED BY
EBAN KELLY AND JIMI RANDOLPH.



ARTIST	AVERAGE MOVE
DEJA	3.25

A GIRL I USED TO KNOW

ON YOUR DESK NOW!
EARPICKS WINNER!

DANNY WILSON
FROM THE LP MEET DANNY WILSON.
PRODUCED BY HOWARD GRAY, DAVID BASCOMBE,
ALLAN McGLONE AND DANNY WILSON.

S O P L A Y ' e M



FRONT PAGE

Perkoff New Global VP/GM

Global Satellite Network, whose employees have taken the word "yawn" and turned it into a way of life, has announced that longtime Globallite **Rachel Perkoff** has been named Vice President and General Manager. Rachel, who is best known for deflecting satellite transmissions off her teeth (see accompanying photo), will assume the additional duties of personnel supervision at Global's West Coast headquarters and newly established East Coast office.

According to Global President **Howard "Mr. Clean" Gillman**, "Geez, I'm tired of making these incredibly stupid, generic promotion announcements. Plain and simple: Perkoff's the goods.



Rachel Perkoff — *Nice teeth.*

Is my lunch ready?"

In her spare time, Rachel and her fiance sit around thinking up cool little sayings to use at Hollywood cocktail parties.

Perkoff has never used marijuana.

Nice Touch



It's obvious that **Natalie Cole** does something else well besides sing, as evidenced by the look on the face of **Promotion legend Matty Slinger** at a recent bash thrown by WCAU in Philadelphia. Said Matty: "I haven't had a feeling like that since my *Geritol* curdled." (Editor's Note: Matty has never smoked marijuana.)

Heart's Bad Dog

Heart was forced to vacate all 35 of their rooms in a Charlotte, N.C. Marriott when one of the guests complained about **Ann Wilson's** Wheaton terrier, **Boppy**. The band returns to L.A. to shoot a video for the next single, "There's The Girl," to be directed by **Jeff Stein**.

Police Seek Rock Ban

Five dozen Tacoma, WA police officers called for a ban on heavy metal concerts at the Tacoma Dome, claiming that the shows attract "drinking, drugging, fighting, sex and dying." At the last **Motley Crue** show at the Dome on October 15, one man died of a suspected drug O.D. and several people were arrested as a result of falls, fights, drinking and drug-taking.

The Ladder

A rundown of executives on the move.



Carlton



Cook



Mattiussi



Ritchie

Promotion changes continue at Elektra as **Ray Carlton** is named Senior Director of Pop Promotion, and **Jeff Cook** is named National Director of Album Radio Promotion. Carlton has served as National Director of Pop Promotion since August 1986. Cook was previously the company's National Field Director of Adult Radio Promotion.... RCA has named **Jeanne Mattiussi** National Director of Video Promotion. She previously held the post of Director of Artist and Video Development for Columbia. She will relocate to New York..... **Peter Ritchie** is the new Manager of Product Management for EMI-Manhattan Records. He has been with the EMI group of labels since 1983..... **Tracy Mann Hill** is the new Director of Publicity for Rhino Records. She had been at Windham Hill for the past two years..... **Tony Sabournin**, who once threatened to forcibly remove a limb from the body of **Hits** VP/Managing Editor **David Adelson**,

has been named Manager, Latin Music for BMI. He was previously at *Billboard*..... **Pietro Alfieri** has been named Senior Art Director, Creative Services for RCA. He spent the last four years running his own design company, *Spot Images*..... **Gene Rumsey** is named New York District Manager for C.E.M.A. He recently served as Director, Video Marketing & Licensing for the company..... **John Schoenberger** has been named West Coast Album Promotion topper for the Relativity label. He was most recently VP Album Promotion for MCA Records..... **Mike Stevanovich** is named Arista's Local Marketing Manager in Chicago..... **Hits** Editor-In-Chief **Lenny Beer** adds the title of Official Urine Analyzer following the magazine's announcement of mandatory marijuana testing for any employee that *Hits* feels could eventually be nominated to the Supreme Court. (Editor's Note: This is getting just a little too stupid).



Mann Hill



Sabournin



Alfieri



Rumsey

MARLON JACKSON

DON'T GO

#1 R&R U/C!

READY TO CROSS NOW!

B96

WXKS

KITY

add

add

add

G106 29-26

BREAKING AT:
WPGC

MARTHA DAVIS

DON'T TELL ME THE TIME

FLASHMAKER!

NOW IS THE TIME!

PRO-FM add

KSAQ add

KITS 24-17

KROQ 23-20

BREAKING AT:

WMMS

KPLZ

WKTJ

KCPW

WGH-FM

KCPX

FLESH FOR LULU

POSTCARDS FROM PARADISE

BREAKING ALTERNATIVE

ERIC MARTIN

IF YOU BELIEVE

NEW SINGLE FROM HOT POP ACT!

VIEW FROM THE HILL

NO CONVERSATION

COMING SOON!

HOT NEW ACT!



JOHN COUGAR MELLENCAMP

CHERRY BOMB



HOT SALES AT:

- #6 Streetside/St Louis
- #7 Target/Ntl
- #8 JR's/Chicago
- #8 Buzzards Nest/Columbus
- #9 Round-Up/Northwest
- #9 National Record Mart/Pittsburgh

39-36 HITS TOP FIFTY SINGLES!

1 HITS TOP FIFTY ALBUMS!

#1 ALBUM NETWORK POWER CUTS!

KIIS add
KRBE add
KUBE add
KHTR add
FM102 add
WDJX add
WRVQ add

WEGX deb 26
B100 deb 28
KIMN deb 28
94Q deb 29
Q105 deb 29
KWSS deb 33
WNCI deb 34
KKBQ deb 35

KWK 9-7
Z94 15-9
WERZ 19-13
KQKQ 16-13
WMMS 23-15
KKRZ 26-18
WZPL 23-18
99DTX 22-19
B94 23-19
KIYS 28-19
WRNO 24-20
Y108 26-21
WGFM 26-21
WKSI 26-21

WLOL 32-22
PRO-FM 26-23
WMJQ 32-23
WKDD 28-23
WRQN 26-23
WBBQ 29-24
B93 29-25
FM100 30-25
KPLZ 29-26
WKSS 34-26
WAPI 29-26
WROQ 33-26
WRCK 35-26
KIKX 30-26
KXYQ 31-27
K98 33-27
KSND 32-27
KZZU 30-27
WCZY 32-28
KEGL 39-29
92X 33-29

DEF LEPPARD

ANIMAL



17-14 HITS TOP FIFTY SINGLES!

1 HITS TOP FIFTY ALBUMS!

WLOL add
KBEQ add
WNVZ add
HT105 add
WRVQ add
KQKQ add
KRQ add
WAYS add
WLAN add
WGLF add
KITE add
WLGA add
KKAZ add
Y97 add
WQCM add
KLUC add
B98 add

KZZU deb 33
G105 deb 35
WNNK deb 38
WFLY deb 39

KSND 11-9
WROQ 14-11
WKSI 20-15
WNYZ 20-17
K98 23-18
KWK 23-19
WTLQ 22-19
KZOU 27-19
WKTl 24-21

KPLZ 25-22
KTUX 26-22
WRNO 27-23
WMMS 31-25
WKDD 29-25
WPST 30-26
Z93 32-27
Y106 31-27
KRBE 34-28
BJ105 32-28
WZPL 34-30
WRCK 38-30
KSQAQ 39-35

HOT SALES AT:

- #1 National Record Mart/Pittsburgh
- #3 Camelot/Ntl
- #4 Musicland/Ntl
- #5 Target/Ntl
- #5 JR's/Chicago
- #5 Western Merchandiser/Amarillo
- #6 CML One-Stop/St Louis
- #7 Sound Warehouse/Dallas
- #7 Navarre/Mpls

Z100 deb 28
Z94 deb 29
WAPI deb 30
WBBQ deb 32
Q100 deb 33

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)
DEF LEPPARD	3.08	20	9	10

BANANARAMA

I CAN'T HELP IT

FLASHMAKER!
EARPICKS WINNER!

45*-36* BB DANCE SINGLES!

PWR106 add	KKRZ add	KITY add	KZZU add	WNOK add	Y97 add
KWK add	WGH-FM add	B93 add	WBBQ add	K106 add	WTHT add
PRO-FM add	WTIC add	Q100 add	WXLK add	KDON add	WIKZ add
Z93 add		WGFM add	WNYZ add	KRNQ add	I-94 add
KITS add		WTLQ add	WWFX add	WJAD add	KYNO add
		Y106 add	OK100 add	OK95 add	
		KIKX add	KSND add	KZFN add	

MEN WITHOUT HATS

POP GOES THE WORLD

FLASHMAKER!

DEBUT **45** HITS TOP FIFTY SINGLES!

33*-29* BB DANCE SINGLES

KKBQ add	WKQB add	KITS 5-4	KRBE 26-18	BREAKING AT:
Z93 add	KLUC add	KATD 4-4	WGH-FM 22-19	WXKS KXX106
K98 add	KTMT add	KCPX 18-13	WMMS 27-24	KDWB BJ105
KCAQ add		KMEL 22-15	WTLQ 36-31	KZZP WFLY
KSND add		KWK 19-16	KPLZ 35-32	KWOD WKSI
WNYZ add			KZZU 40-35	KSAQ KTUX

PHONE BURNER!

CURIOSITY KILLED THE CAT

DOWN TO EARTH

BREAKING AT: KITS KFBQ KSND
KIKX KFMY KQIX

Manufactured and Marketed by
PolyGram Records
.....



NEAR TRUTHS

by Ruth Robinson, L.A.

COVERING THE BASES: First some rock and roll — A bash in the very best rock tradition. Capitol's Tim Devine tossed a party for **Flesh For Lulu** at Scream where some of the partiers indulged in that once de rigueur rock behavior — the food fight. There are conflicting tales as to who really started tossing the gooey stuff after the giant cake was wheeled out, but we have our personal pick. Perhaps participating, perhaps not — Capitol's David Berman, John Fagot, Ron McCarrrell, Doreen Lauer, Harry Levy and Tasha Mack, Lions & Ghosts, the Bolshoi, CAA's Mitch Rose and Bobby Brooks, Steve Rennie, Michael Goldstone and Fran Musso. David Berman did engage in another truly presidential activity — some cutthroat games of pinball. He was observed leaning hard into the game, trying not to tilt the apparatus.... Then Le Jazz Hot at Le Dome. Arista took over nearly the entire restaurant for a midnight sup to honor Kenny G's sold-out Universal dates. On hand to watch the presentation of double platinum plaques — Arista's best: Don Ienner, Roy Lott, Abbey Konowitch, Sandy Jones, Larry Jenkins and Robert Weiger, the

managers Dennis Turner and Ken Fritz. Dennis was the birthday boy and got a huge cake — but no one would dream of throwing it at Le Dome. Also on hand, Clay Smith, Sue Satriano, Warehouse's Jay Nelson and Jim Dobbe, Triad's Peter Grosslight and Mark Geiger, producer Preston Glass and Le Dome's own totally enthusiastic Michael Yhuelo, dancing to the Kenny G music playing in the backroom. The most amusing sight of the night — Don Ienner was so embarrassed that he was actually being driven in a Nissan Maxima, instead of a limo, that he ducked down in the back seat so as not to be seen — and even risked mussing up his hair.... Then a little MOR and a somewhat more sedate celebration at that glorious L.A. treasure, The Variety Arts Center. It was the scene of the wrap party for the film, "18 Again." The star — George Burns — took to the microphone and sung several tunes including "Old Bones," for the grinning crowd. George's bones are old, but that is the only thing. His energy level is 18! The other stars of the film—Miriam Flynn, Charlie Schatter, and Jennifer Runyon looked at the memorabilia covered walls, with George's manager forever Irving Fein, along with New World's chieftains Bob Ramey, Barry Bernardi and Frank Capra, Jr.... At the Filmland Corporate Center, a charity celebration for the Santa Monica Hospital where Pia Zadora entertained brilliantly with a show of standards. Personally and professionally Pia is amazing — as is her husband, mega-star businessman, Meshulum Riklis who was watching the show, along with actors Timothy Bottoms and Martin Landau, manager Tino Barzie and Morris Diamond.

Nice Family



Pia Zadora, Meshulum Riklis and family. Ten years and goin' strong.



MUG SHOTS



EAT MY HITS: — Those lovable PolyGram/T. P. A. Records recording artists, the **Fat Boys** munch their way through Nashville, with the help of legendary fourth Fat Boy, PolyGram's **Ted Mellencamp** (second from right), local promotion heavy for Nashville and New Orleans and brother of, well you know the rest. Hey guys, put some catsup on those Hits. They'll go down easier that way.



MINI-MUG ON THE ROCKS: — It was a chilly afternoon in Atlanta when Z-93 P.D. **Bob Case** (left) and M.D. **Lindsey Burdett** (right) picked their way through a block of ice to get to a copy of Chrysalis Records recording artists Icehouse's latest single, "Crazy," delivered by the label's Southeast Regional Promotion Manager **Laura Hinson** (behind the camera). Those crazy, crazy promo people stop at nothing to get in this rag, do they?



DIXON AND THE DO-RAGS: — No, it's not **Little Steven Van Zant** on a promotional tour, but Enigma Records recording artist **Don Dixon** (middle) and A&M's **Marti Jones** (third from left) in one of those backstage, let's-mug-for-the-cameras-and maybe-Adelson'll-put-us-in-Hits type photo opportunities. The occasion was a celeb-saturated performance at L.A.'s The Roxy by Dixon and Jones, and we rounded up all the usual suspects, including (from left to right): **Rick Orienza**, Director of Marketing/Promotion, Enigma Records; **Maryann Earl**, National Director of Alternative Marketing; Jones; Dixon; Enigma Records CEO **William** "I'm head of the record company so I can wear my hair any length I like" **Hein** (second from right); Dixon's manager **Harry** "I wish I had your hair" **Simmons**, and **Rick Winward**, Director of National Radio Promotion (right).



LETTERS TO THE EDITOR

Sales Pitch

Dear *Billboard* advertiser:

1988 will be a very good year for *Billboard* advertisers! We have just finished planning our 1988 Editorial Calendar (which you will receive shortly). In step with the industry, many new features have been added to stimulate business and sales.

Billboard's commitment to you in 1988, is, as always, to stay on top of all the news and trends in our fast-paced music, video and home entertainment industries, covering the whole hit-making process from concept through radio to the retailer and the end-user.

Billboard is the best environment for your advertising! Your *Billboard* Account Executive will be contacting you shortly.

Sincerely,

Gene Smith

Billboard magazine

End User replies: And if you believe that, I've got some swampland in Florida for you to take a look at. But if you want the REAL DEAL, along with funny photo captions, scurrilous rumours and cheeky attitude, well then, you obviously know the place to come — the Letters section of Hits!!

Hey Dudes!:

Flashing is all the rage here! They even have monuments to it! I think winter will put a crimp in the fun, and frankly frost-bite scares me a lot.

David Millman

PolyGram's Worldwide

Encyclopedia of Love

Somewhere in Scandinavia

Dudes reply: Dave, will you put on a fig leaf, you're embarrassing us!! And, by the way, big guy, were you the model for Michelangelo's David or are you just happy to be in the Hits Letters section? Either way, you're welcome, but we sincerely doubt that your birthday suit will go over very well with

the Burbank Chamber of Commerce, dude, or should we say, nude?

Dear Lenny:

I just received this week's issue of your great magazine. In your I.B. Bad column, you mentioned National Promotion Directors for management companies, but you left out the two best, Maria Cooper Brunner and Tom Hulett. We work for the Beach Boys, Moody Blues, Southern Pacific and Three Dog Night for both tours and records across America. I agree these positions at the management companies are important and I know all the people at Warner Brothers and PolyGram will agree with you.

Sincerely,

Tom Hulett

Weintraub Ent. Group

Lenny replies: Sure, Tom, we'll print your letter, but it is a tad self-serving, no, and frankly, we're a bit sick and tired of people using the hallowed Hits Letters section to blow their own horn, as it were. Hey, *Billboard* wouldn't stand for it, so why should we? If you're interested in any more boasting, guy, you'll just have to talk to your Hits Account Executive, capece?

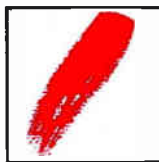
Lisa:

Your magazine is seriously lacking in quality photography. To rectify this problem, I am enclosing two photographs of me, a co-worker and a beautiful goyl. Northern Lights is proud to set an example and lead the way in photographic excellence! Print us or youse in big trouble.

Alan Freed

Northern Lights

Lisa replies: I don't care if it is Taja Sevelle standing next to you, guy, this ain't the Mini-Mugs page!! Besides, we're not in Big Trouble. That's E/P/A's Larry Douglas you're thinking of....



FAR TRUTHS

by Danny Fields, New York

Tiffany, the latest in a distinguished line of teen queens of song, was in town from L.A. this week, and went on a mad whirl of media happenings with MCA's **Katie Valk**, **Bobby Shaw**, **Rich Cervino** and **Juanita Stephens**. Highlight event of Tiffany's New York extravaganza was a trip to the Paramus Mall in New Jersey (our equivalent of L.A.'s "valley"), where thousands of young fans swung and swayed as the star sang to a track. We usually have a trendy meal at a swank restaurant to report about in conjunction with these promo things, but such is the extreme youth of this star that she was thrilled to grab pizzas from corner vendors, and that's indeed what she got plenty of.... **The Cars** gave an astonishing show at Madison Square Garden, and afterwards they were feted by Elektra at the in-house Penn Plaza Club, famous for the height of its ceilings. **Bob Krasnow** was there, and so were Elektrafolks **Hale Milgrim**, **Brad Hunt**, **Marcia Edelstein**. **Ray Carlton**, **Howard Thompson**, along with brilliant artiste **Murray Attaway** of the very hot **Guadalcanal Diary**. Lending an extra aesthetic plus on the visual side were dozens of Ford female models, friends of Ric Ocasek's lady **Pauline**, who is one of them. Appetizing hors d'oeuvres were served, and the bar was opulently open.... **Reba McEntire** lassoed New York one night last week, selling out Carnegie Hall, earning two genuine standing o's, and attracting a crowd of "closet" country fans as well as unabashed polyestered pantsuiters. In the audience and at the very up party afterwards at the Carnegie Cafe were stars **Steve Earle** and **William Lee Golden**, **Bruce Hinton** and **Sheila Shipley** from MCA Nashville, and of course Reba's manager

Teen Queen



Tiffany — a whirl of pizza.

Bill Carter who knew "it could be done." It was another night of history at the fabulous Hall.... **Bill Burks**, **Tim Devine**, **Harry Levy**, and **Doreen Lauer** came in from Capitol L.A. and joined New York staffers **Tim Carr**, **Vivian Piazza** and **Joan Myers** in welcoming, embracing, and introducing new artistes **Flesh For Lulu** (from London) and **Fetchin' Bones** (from Charlotte, NC) to radio, retail, and print media in a large, airy, minimal, elegant suite at Morgan's Hotel, Capitol's favorite entertaining venue. The night before, the Capitolians took all the guys to dinner at Miss Ruby's Cafe on blossoming lower Eighth Avenue, where the dining motif this month is "Autumn Bayou." Then it was off to the World in the quaint old East Village, where they met up with **Megadeth**, in town mixing a new album.... The charming and articulate **Belouis Some** (known to friends simply as **Neville**), was here from London to do a tour of American clubs in the company of Capitol's Director of Dance Promotion, **Frank Murray**. The two visited clubs in Boston, Philadelphia, San Francisco and of course New York, where they went to Nell's, Private Eyes, the World, and even Octagon, which isn't even open yet, but that's how hip this trip was.



STATSHEET

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
GEORGE MICHAEL	6.37	94	41	7	10	10	9
WHITNEY HOUSTON	4.92	81	6	1	8	10	8
GEORGE HARRISON	4.88	53	6	1	8	7	8
WHITESNAKE	4.87	64	21	10	10	10	9
ELTON JOHN	4.39	30	1	1	8	3	3
INXS	4.17	30	3	3	8	8	7
DEBBIE GIBSON	4.16	58	24	5	8	5	9
JC MELLENCAMP	4.10	37	2	0	6	10	6
JODY WATLEY	4.03	51	32	15	9	6	9
AEROSMITH	4.03	33	5	2	10	10	7
SALT & PEPPER	4.00	3	2	2	9	-	3
ROGER	3.93	6	2	2	8	-	5
STEVE WINWOOD	3.89	43	12	3	3	6	7
TAYLOR DAYNE	3.79	39	9	1	6	7	6
STRYPER	3.71	7	0	0	10	2	1
HEART	3.49	24	0	0	3	8	1
STING	3.46	40	15	1	4	10	9
JETS	3.46	35	3	1	3	6	8
PRETTY POISON	3.41	36	27	12	10	-	9
DEJA	3.25	2	1	1	1	-	3
LAURA BRANIGAN	3.09	11	2	0	6	-	6
DEF LEPPARD	3.08	20	1	0	9	10	4
REM	2.87	28	18	9	7	9	9
NEW ORDER	2.76	12	4	2	8	6	4
ALEXANDER O'NEAL	2.75	3	1	0	6	6	4
STEVIE WONDER	2.74	22	3	1	4	-	8
BANGLES	2.71	7	0	0	10	-	1
PAUL CARRACK	2.57	7	0	0	7	-	1
KANE GANG	2.55	8	0	0	3	-	3
MICHAEL BOLTON	2.51	28	19	7	8	3	7
ICEHOUSE	2.44	11	1	0	6	2	2
TONY TERRY	2.43	3	1	0	8	-	4
COVER GIRLS	2.36	3	0	0	5	-	3
EARTH, WIND & FIRE	2.30	4	1	0	3	7	6
NATALIE COLE	2.29	12	0	0	3	2	2
SHANICE WILSON	2.22	11	3	0	5	-	3
TT D'ARBY	2.21	7	0	0	4	4	3
MEN W/O HATS	2.18	5	2	2	10	-	3
SQUEEZE	2.1	24	9	2	3	5	8
YES	2.00	11	3	1	3	8	7

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

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

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

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

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

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

SIZZLIN'



ICEHOUSE

50-44 HITS TOP FIFTY SINGLES!

CROSSOVERS WINNER!
#9 ALBUM NETWORK POWER CUTS!
GREAT REQUESTS!

KIIS add
KUBE add
KWSS add
KATD add
WMJQ add
99DTX add

WKLO add
KOKZ add
WCIL add
WVSR add
WOMP add
WSSX add
KFMW add

WERZ 15-10
KSND 24-19
WMMS 25-20
94Q 24-21
KCPX 24-21
WROQ 28-23
WXKS 27-24
Z94 33-27
KJ103 33-27
WZPL 31-28
WKDD 36-28
WLOL 40-34
WGH-FM 39-34
KIKX 39-34

HOT 45 SALES AT:
Sound Warehouse #33
Tower/San Mateo #42
Rolling Stone #23
Musicland 600 pieces
Strawberries #35
Richmond Bros Top 30
Wax Trax #25
Tower San Diego #28
Tower/Concord Top 30
Wax Trax Top 20 Lp sales

K98 add
KIYS add
WFXX add
WQSM add
WCKN add
Z95 deb 34
KPLZ deb 34
KKRZ deb 34
WKSS deb 35
WGFM deb 39
KRBE deb 40

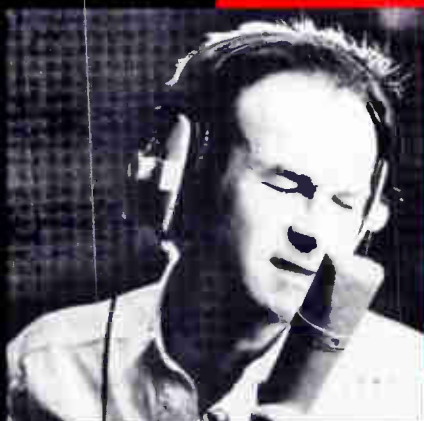
"Crazy"



PAUL CARRACK

FLASHMAKER!
EARPICKS WINNER!
#20 ALBUM NETWORK POWER CUTS!

"Don't Shed A Tear"



Z94 add
KDWB add
99DTX add
WLOL add
B100 add
KSAQ add
WFLY add
WGFM add
WKZL add

Y106 add
KIKX add
KIYS add
WBBO add
KKRC add
OK95 add
KFRX add
KNIN add
KKAZ add
WTHT add

Y95 deb 23
94Q deb 28
Y107 deb 29
Y108 deb 30
WKSS deb 32
Z93 deb 33
KROQ deb 34
WKDD deb 34
KJ103 deb 35
Z104 deb 38

WROQ 36-28
WMMS 40-37
BREAKING AT:
WXKS
WCZY
WTIC
WZPL
WMJQ
KCPX
KXX106



FLASHMAKERS

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

Michael's 3rd straight smash comes flying out of the box as Most Added record of the week. INXS continues their hot streak with big requests and sales nationally and Elton John is now pulling giant

phones everywhere and making his way up the charts. The Bangles are back and moving quickly with a hit from the "Less Than Zero" soundtrack.

MICHAEL JACKSON WAY EPIC

Third straight smash is headed for a #1 slot with three or four zillion out of the box adds. Just a few include KIIS, PWR106, WBLI, PWR95, Z95, WGCI, B96, KKDA, WXKS, WHYT, Z94, KRBE, WCZY, WAVA, Q107, HT105, KPLZ, KUBE, WMMS, WL0L, WUSL, 94Q, Z93, PWR99, KHTR, KWK, PRO-FM, KWSS, B97, KCPW and KROY. Hot video already in rotation.

INXS NEED YOU ATLANTIC

Average Move: 4.17 **Aggressives:** 30
Hot in the clubs, pulling giant requests, and with solid moves leading the way. New support this week comes from WCZY, WEGX, 94Q, KWK, KWSS, FM102, KATD, KKRZ, K98, WAPI, WKSE, KJ103, BJ105, WBCY, WKSI, KZZU, WXLK, KIKX, KIYS and many others. Jumps at KROQ 5-3, Y95 14-1, KITS 6-5, KEGL 33-20, KRBE 39-32, 99DTX 24-20, WMMS 33-28, WL0L 37-32, WKTI 17-12, WRNO 23-19, KXYQ 35-31, WGH-FM 35-29, WTIC 34-29, KSAQ 40-36 and WMJQ 36-28. Strong debuts at KIIS, Z93, WZPL, WROQ, KQKQ, KCAQ and KMGX. Big album sales.

ELTON JOHN CANDLE MCA

Average Move: 4.39 **Aggressives:** 30
Former Wildcard pick is coming home and pulling solid requests nationally. Adds this week at WBLI, KIIS, WXKS, KKBQ, WHYT, WCZY, WEGX, KWSS, Q102, Y108, WKSS, WNCI, WAPI, B93, 98PXY, WGTZ, BJ105, WFLY, WKRZ, WKDD, KCAQ, KRQ, WNNK and too many more to mention. Big jumps include 9-3 KIMN, 23-17 99DTX, 30-25 KUBE, 39-34 WMMS, 30-26 KHTR, 23-19 94Q, 32-21 KATD, 21-16 Q105, 20-15 B100, 29-25 B97, 36-27 KKRZ, 28-19 KXX106, 37-30 K98, 38-29 WTLQ and 31-26 FM100. Debuting for Y95, KEGL, Z94, KDWB, B94, FM102, PRO-FM and more.

BANGLES HAZY COLUMBIAS

Average Move: 2.71 **Aggressives:** 7
Hot remake of the Simon & Garfunkel tune picks up momentum this week and looks to be another hit in the making for this hot quartet. New support from Y95, WAVA, KUBE, Z93, Q105, KWOD, B104, WNCI, WZPL, Q100, KIYS, WBBQ, WNNK, WPST, Z104, WRCK and many more. Early moves KROQ 30-25, KITS 26-22, WGFM 38-33 and KZOU 38-30. Strong debuts for WL0L, KDWB, WMMS, WRNO, WKTI, KXYQ, WKSS, Y107, KJ103, KSND and KZZU. Pulling solid phones.

HEART GIRL CAPITOL

Average Move: 3.49 **Aggressives:** 24
Closing quickly with third week adds at KIIS, HOT105, Z93, KCPW, KATD, WGH-FM, WZPL, WAPI, WRVQ, WKSI, WDJX, Y106, BJ105 and others. Hot moves at Z94 34-26, KUBE 28-23, KWK 28-23, WEGX 30-25, B94 28-24, WRNO 29-24, KWSS 35-31, KKRZ 35-26, KXYQ 34-28, WGFM 37-29, WKDD 35-30, KZZU 36-30, WRQN 40-34 and KIYS 34-29.

KANE GANG MOTORTOWN CAPITOL

Average Move: 2.55 **Aggressives:** 8
Making big gains this week with major market support and solid request action. New at KRBE, WL0L, FM102, KATD, KWOD, KXYQ, WGH-FM, KJ103, WKSI, KMGX, WPST and more. Jumps 19-14 Y95, 28-24 94Q, 37-33 B100, 39-24 K98, 37-32 WKDD, 29-24 WFLY, 35-31 WGFM and 33-26 WERZ. Debuts for PRO-FM, WKSS, WKZL, WBBQ and WRQN.

LAURA BRANIGAN POWER ATLANTIC

Average Move: 3.09 **Aggressives:** 11
Another solid week of action includes adds at Y95, Q107, Z94, FM102, WGH-FM, WNCI, KIMN, KITY, WMJQ, FM100, WGFM, KIYS, KZZU, WNNK, WPST and WRQN. Jumps at WXKS 8-6, PRO-FM 12-10, KRBE 30-24, WCZY 33-29, KMEL 35-27, KDWB 36-31, 94Q 22-17, WKSS 26-20, WGTZ 33-26, WDJX 29-24, WRCK 34-27, WBBQ 16-11 and Z104 38-34. Adult phones are the story here.

PRINCE NEVER P. PARK/WB

Great follow up to his Top 5 smash is flying onto the airwaves this week with adds at Z95, WXKS, Q107, Z94, KMEL, KDWB, KHTR, WEGX, KITS, WKTI, KWSS, Q106, 92X, WKSS, WTIC, KITY, Q100, WKDD, WKZL, WDJX, KCAQ, KMGX, KRQ, KZOU, WBBQ, WPST, WXLK and Z102. Early jumps at B96 29-25, WROQ 37-29 and WGTZ 39-35. Already pulling solid phones.

NEW ORDER TRUE QWEST/WB

Average Move: 2.76 **Aggressives:** 12
Former Wildcard pick continues to make its way through the system with new action at KKBQ, Y100, PRO-FM, KSAQ, WDJX, BJ105, KJQ, KKMKG, OK100, WLRW, KKXL and WJAD. Jumps 21-8 Y95, 7-4 KMEL, 32-28 B96, 19-14 KATD, 30-21 KCAQ, 23-17 KEZB, 34-28 KMGX and 37-32 KSND. Hot major debuts.

NATALIE COLE



I LIVE FOR YOUR LOVE

FROM THE ALBUM "EVERLASTING"

CROSSOVERS WINNER!

25*-19* R&R A/C!

19*-17* R&R U/C!

WHYY	add	WXKS	deb	28
KDWB	add	KATD	deb	33
KROY	add	WERZ	deb	36
92X	add	Q100	deb	37
K98	add	KRBE	deb	38
KSAQ	add	WKDD	deb	40
BJ105	add	WGFM	deb	40
WKZL	add	WBBQ	deb	40
KIYS	add			
KMGX	add	G105	21-16	
KQKQ	add	Q106	27-23	
Z102	add	B100	35-24	
KRNQ	add	B96	31-27	
95XXX	add	KKRZ	37-28	
KFMY	add	KCPX	34-29	
WSPT	add	KIKX	38-35	
KFRX	add	WNYZ	38-35	
KPHR	add	WFLY	40-37	
KZFN	add			
KCMQ	add	BREAKING AT:		
KQIZ	add	KIIS		
KFMW	add	Z94		
KWTO	add	WPGC		
WYKS	add	KPLZ		
KBOS	add	KMEL		
		PRO-FM		
		KWSS		
		FM102		
		KWOD		
		KITY		
		KXX106		

"Anybody who likes to have upper demo females listen to their radio station, should play this record!"

CHET BUCHANAN, MD, KKRZ, PORTLAND

"Natalie Cole turns in another fantastic performance! A great follow-up to 'Jumpstart'!"

LARRY MORGAN, MD, FM102, SACRAMENTO

"Consistent sales! Great adult balance record!"

LOU SIMON, PD, KCPX, SALT LAKE CITY

"Put this record on the air and watch the female phones go crazy! One of the best ballads I've ever heard!"

ALBIE DEE, MD, WPGC, WASHINGTON D.C.

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)
NATALIE COLE	2.29	12





FLASHMAKERS

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

BOURGEOIS TAGG DON'T MIND ISLAND

Major request action for the hot video is helping to push this one through the system. New this week at KRBE, KCPW, WRNO, KIMN, Q100, WFLY, WNNK, WFXS, WQSM, WLRW, WSSX, WGRD, KNIN, KF%, WYKS and KIXY. Jumps 34-30 WL0L, 27-23 94Q, 37-33 KSAQ, 34-27 WKDD, 39-33 WRQN and Deb 39 B100.

STRYPER HONESTLY ENIGMA

Average Move: 3.71 *Aggressives:* 7
This week's Wildcard pick is making giant gains each week with major market support and huge request action everywhere played. This week's believers include Z95, KHTR, KATD, KXYQ, KITY, WBCY, WFLY, WKSJ, WROQ, KRQ, Z102, Z104, WRCK, WDBR, KJQ, KKM, WLAN, KPHR, KQIZ, KFMW, Z97 and WHHY. Solid moves at KRBE 28-20, KKBQ 28-24, K98 36-26, KZOU 34-26, KSN0 30-24, KZZU 33-29, 99DTX Deb 23 and WRQN Deb 36.

MEN WITHOUT HATS POP POLYGRAM

Average Move: 2.18 *Aggressives:* 5
Picking up major market support with giant phones and 45 sales. Adds this week at KKBQ, Z93, K98, KCAQ, KSND, WNYZ, WKQB, KLUC and KTMT. Jumps KITS 5-4, KRBE 26-18, KMEL 22-15, KCPX 18-13, WTLQ 36-31 and KZZU 40-35.

THE CURE HEAVEN ELEKTRA

Solid request action nationally and spreading with adds at WGF, WKZL, WKDD, KRQ, WERZ, WCKN, WKLQ, WWSR, KCMQ and KKYK. Jumps 35-28 KEGL, 35-31 WXKS, 36-29 WMMS, 30-26 Z93, 27-23 KWSS, 34-30 WRQN and Deb 19 Y95. Hot video play.

PAUL CARRACK DON'T SHED CHRYSALIS

Average Move: 2.57 *Aggressives:* 7
Pulling phones and closing with adds at Z94, 99DTX, KDWB, WL0L, B100, KSAQ, WFLY, WGF, WKZL, Y106, KIKX, KIYS, WBBQ and others. Jumps 36-28 WROQ, Deb 34 KROQ, Deb 28 Y95, Deb 28 94Q, Deb 33 Z93, Deb 30 Y108, Deb 32 WKSS, Deb 29 Y107, Deb 34 WKDD, Deb 35 KJ103 and Deb 38 Z104.

ERIC CARMEN HUNGRY RCA

Hot follow-up from the monster soundtrack picks up adds at KKBQ, Q107, KUBE, PRO-FM, KXYQ, Q100, WTLQ, WKDD, KIKX, KTUX, KZOU, WBBQ, WNYZ and more. Solid moves at WCZY 30-24, WMMS 35-30, KWK 31-27, KIYS 33-26, WERZ 40-35, KATD Deb 32, 92X Deb 35 and WGH-FM Deb 37.

MILLIONS LIKE US GUARANTEED VIRGIN

Programmers are taking to this mass appeal pop sound. New at WXKS, WKSS, FM102, KXX106, WKSJ, WNNK, WERZ, KQIX, KKXL, 95XXX, KAKS, KKAZ, Z97, KF95, 100KHI, KQCR and KWTX. Debts at PRO-FM and WCZY and breaking at KRBE, Z93, 94Q, B100, WMMS and KKRZ.

BANANARAMA HELP POLYGRAM

Hot trio is at it again. New at PWR106, KWK, Z93, KITS, PRO-FM, KKRZ, KITY, WGH-FM, WTIC, B93, Q100, WGF, WTLQ, Y106, KIKX, KSND, KZZU, WBBQ, WXLK, WNYZ and many, many more. Debuts 35 at HOT103. One of the Most Added.

EUROPE CHEROKEE EPIC

Follow up to #1 smash comes out of the box and onto the airwaves with immediate support from WMMS, WGH-FM, KSAQ, WGF, KIKX, KSND, KZZU, 95XXX, KAKS, OK95, KZFN, KFBQ, KQIZ, WZYQ, KFMW, WCGQ, WQUT, KBIU, KTMT and WANS. Another hit in the making.

CHER SOMEONE GEFEN

LP is breaking out in several markets as the 45 picks up adds including KWOD, WGF, WTLQ, KTUX, WXLK, 95XXX, KFBQ, KTRS, WCGQ and KHYT. Jumps 34-25 WXKS, 33-29 PRO-FM and Deb 36 KZOU. Big 45 sales in Boston.

MIAMI SOUND MACHINE CANT EPIC

Strong ballad is developing with adds at HOT105, KPLZ, KMEL, B100, KWOD, Y106, KMGX, WNYZ, Y94, WDBR, OK100, WJAD, KFMY, SLY96, WQUT, KF95, KIXS, KBIU, Q104, I-94 and KBOS. Jumps 29-24 Y100 and Deb 39 WL0L.

MICK JAGGER THROW COLUMBIA

Second single from his current album picks up second week action at WXKS, KITY, KIKX, KIYS, KTUX, KZZU, KOKZ, WJMX, WZYQ, WMGZ, WQCM, WCGQ and KEYJ. Moving at KRBE 40-35.

M/A/R/R/S PUMP UP 4th & B'Way/Island

Hot new act is catching PD's interest. Adds include KRBE, KMEL, KROY, WQUE, K98, Z102, KLUC and others. Debuts at 27 for PWR96 in Miami.

MARTHA DAVIS DON'T TELL CAPITOL

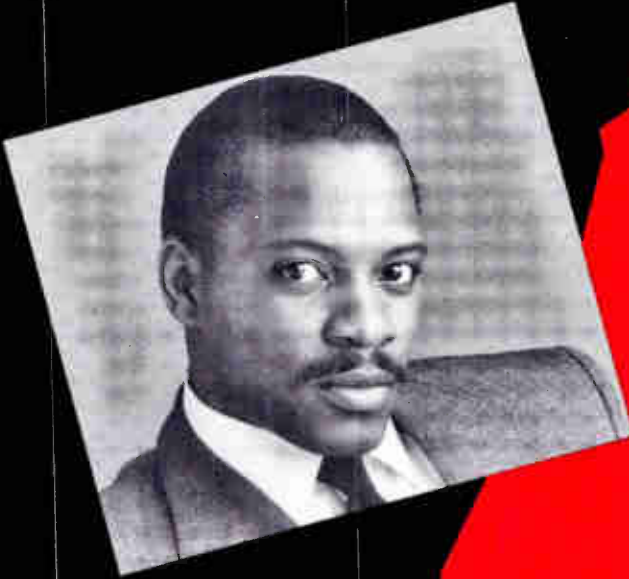
Video in heavy rotation and some requests are building. Adds this week at PRO-FM, KSAQ, WJMX, WAEB and I-94. Jumps 24-17 KITS and 32-28 KIYS.

BREAKFAST CLUB NEVER MCA

Picking up speed this week with support from PWR106, KRBE, KHTR, KKRZ, WHHY, KWTO and WBWB. Programmers are beginning to mention this one more and more.

BUSTER POINDEXTER HOT RCA

Alias David Johansen from the New York Dolls, and most recently of Saturday Night Live fame, picks up out of the box support from HOT103, WMMS, PWR99.7, Z102, WJMX and others.



ALEXANDER O'NEAL

CRITICIZE

Produced by Jellybean Johnson
For Flyte Tyme Productions



CROSSOVER!

44-40 HITS TOP FIFTY ALBUMS!

16-12-8 R&R U/C!

WTIC	add	WHYT	deb	24	WQUE	23-20	BREAKING AT:
WGTZ	add	KXX106	deb	31	KMEL	32-29	KITY
KTUX	add	WTLO	deb	34	KCPX	35-32	KCAQ
WRCK	add	KDWB	deb	36	Z102	36-33	KMGX
WTHT	add	WLOL	deb	40	WPRR	40-35	WNK

EUROPE

CHEROKEE

FLASHMAKER!

NEW SMASH FROM THE DOUBLE PLATINUM ALBUM!

OUT OF THE BOX ADDS INCLUDE:

WMMS	95XXX	KFMW	JET-FM
WGH-FM	KAQS	WCGO	WDLX
KSAQ	OK95	WQUT	KGOT
WGFM	KZFN	KBIU	KZ106
KIKX	KFBQ	KTMT	WAZY
KSND	KQIZ	WANS	99KG
KZZU	WZYQ		KNAN



Produced by Kevin Elson



TONY TERRY

SHE'S FLY

Produced by Ted Currier
for Platinum Productions

CROSSOVER!

URBAN MONSTER!

22-17-12 R&R U/C!

B96	add	KXX106	deb	40	KF95	14-17	BREAKING AT: PWR99
KKRZ	add				Z102	28-23	
KROY	add				WPGC	30-26	
KITY	add						
WFLY	add						
OK95	add						

ARTIST	AVERAGE NOTE	PROCESSES (1 to 10)
TONY TERRY	2.43	8





REQUESTS

George Michael dominates this section once again as he makes his way up to the top. Next up is this week's Wildcard pick, **Stryper**, with their hot power ballad—a monster on the phones and picking up major

market support each week. **Aerosmith**, **Jody Watley** and **Def Leppard** continue their hot streak on the phones while **George Harrison** and the **Bangles** are coming on strong.

GEORGE MICHAEL FAITH COLUMBIA

Heading for a #1 position and a monster on the phones everywhere. A few of this week's mention include B97, FM102, KHTR, KITY, KJQ, KKRC, KQIZ, KQKQ, KTMT, KTRS, KXYQ, KYRK, KYYY, KZFN, SLY96, WBCY, WCIL, WEGX, WKQB, WKSS, WLLOL, WLRS, WMGZ, WPGC, WPST, WQSM, WSPT, Y108 and Z93.

STRYPHER HONESTLY ENIGMA

Hot power ballad is a guaranteed phone reaction record—huge requests everywhere played. Reports come from 99DTX, B97, B98, K98, KHTR, KISR, KIXY, KJQ, KOKZ, KQCR, KRBE, KRNQ, KUUB, KWTO, KXYQ, KYYY, KZOU, WAEB, WCIL, WCKN, WFMI, WFX, WIKZ, WLAN, WQSM, WZKY, WZYQ, Y94 and many more.

AEROSMITH DUDE GEFEN

Quickly coming home and making its way up the charts with the help of a hot video in major rotation and giant requests nationally. Big mentions at WMMS, 99DTX, BJ105, KBOZ, KJQ, KKAZ, KWTX, KZZU, OK95, Q104, SLY96, WAYS, WEGX, WIGY, WIKZ, WINK, WKPE, WKQB, WLGA, WQUT, WRQN, WSPT, WAFX, WZLS, Y107, Y97, Z93 and more.

JODY WATLEY DON'T YOU MCA

Making big gains each week while approaching the top of the charts. Phones continue to light up for KMEL, K98, KC101, KDON, KITY, KIXY, KJQ, KKM, KNIN, KWTX, KZOU, KZZO, Q104, WAPI, WCIL, WCKN, WIKZ, WKQB, WKSS, WLGA, WMGZ, WPGC, WPXR and WYKS. Giant club play.

DEF LEPPARD ANIMAL POLYGRAM

Coming to a close with continued solid album sales and requests nationally. This week's mentions at K98, KEYN, KFBQ, KFTZ, KIXS, KJQ, KTRS, KWTO, KXYQ, KZZU, OK95, WABB, WCGQ, WGRD, WJMX, WKLQ, WMGZ, WNOK, WOMP, WPXR, WQUT, WAFX and WZLD. Hot video in heavy rotation.

GEORGE HARRISON SET ON YOU WB

Making significant gains this week with big phone action and solid jumps. Hot reports come from Z93, K98, KAKS, KF95, KHYT, KIVA, KQIX, KQIZ, KTMT, SLY96, WABB, WEGX, WKFX, WKQB, WLLOL, WMMS, WNOK, Y94, Y97 and many others. Album is now out in the streets.

BANGLES HAZY COLUMBIA

Picking up momentum this week with major market support and early moves. Phones are already lighting up at WEGX, B93, KATD, KBOZ, KEYJ, KFMW, KITE, KITS, KIXS, KNIN, KTMT, KWTX, KZOU, OK95, WCIL, WKTI, WQCM, Y94 and Z93.

DEBBIE GIBSON SHAKE ATLANTIC

Second straight hit is climbing to the top of the charts and pulling solid requests at FM102, K98, KFRX, KITY, KJQ, KMEL, KNIN, KZZO, Q100, WDBR, WJAD, WKSS, WLLOL, WMGZ, WOMP, WQSM and Y107.

WHITNEY HOUSTON EMOTIONAL ARISTA

Third smash from the current album is gaining quickly on the phones with the help of her new video in heavy rotation. Mentions include WCZY, HOT94, KF95, KFRX, KYRK, KZFN, Q100, WCKN, WFX, WIKZ, WLGA, WQCM, WZKY, WZLS, WZYQ and Y107.

MEN WITHOUT HATS POP POLYGRAM

Gin at teen phones and solid jumps are the story here as this single makes its way through the system. Hot reports come from KMEL, 95XXX, K106, KATD, KDON, KEYJ, KFBQ, KFM, KIXY, KJQ, KKM, KLUC, KRBE, KZFN, OK100, WCIL and more.

INXS NEED YOU ATLANTIC

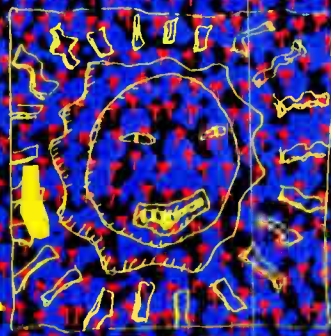
Closing with the help of a hot new video and major market support each week. Big phone action at 99DTX, B93, KDON, KFMW, KFRX, KKAZ, KQIX, KQKQ, KRNQ, KWTO, KWTX, OK95, WPXR, WSSX, WTHT and WZYQ.

ELTON JOHN CANDLE MCA

Former Wildcard pick is gaining quickly on the phones and heading for the top. Giant adult phones lead the way. Hot mentions include 99DTX, KBOZ, KHYT, KQIZ, KQKQ, KTMT, KTRS, KWTX, WIGY, WINK, WJMX, WQSM, WZYQ, Y108 and Y94.

ALSO GAINING REQUEST MOMENTUM:

CURE	HEAVEN	ELEKTRA
TAYLOR DAYNE	TELL IT	ARISTA
PRINCE	NEVER	WB
ROGER	I WANT	REPRISE
PAUL CARRACK	DON'T	CHRYSALIS



MIA•R•R•S

— pump

up

FLASHMAKER!
15*-11* BB DANCE SINGLES
TOP 25 BB DANCE SALES

- KRBE add
- KMEL add
- KROY add
- CKOI add
- WQUE add
- KITY add
- K98 add
- Z102 add
- KLUC add
- KZZB add

the



PWR96 Feb 27

volume



CROSSOVERS

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

Natalie Cole scores again with another strong week of major market action while 14 year old **Shanice** is quickly closing and beginning to pull requests. Next up is **Icehouse** which is spreading

quickly and pulling solid phone action and last week's Wildcard, **Roger**, which explodes with big adds and jumps and hits the singles chart.

BLACK/DANCE

NATALIE COLE LIVE EMI/MANH

Average Move: 2.29 Aggressives: 12

Follow-up to Top 5 smash is coming home with adds at WHYT, KDWB, KROY, 92X, KSAQ, K98, BJ105, WKZL, KMGX, KQKQ, Z102, KIYS and many more. Jumps 32-26 WGCI, 31-27 B96, 35-24 B100, 27-23 Q106, 37-28 KKRZ, 34-29 KCPX and 21-16 G105. Debuts for WXKS, KRBE and KATD.

SHANICE WILSON CAN YOU A&M

Average Move: 2.22 Aggressives: 11

Hot young starlet is jammin' up the charts with new support at Z94, KUBE, PRO-FM, WQUE, 92X, WKSS, WKSE, KJ103, KEZB, KRQ, WAPE and others. Hot moves at WGCI 13-9, WUSL 14-10, KXX106 19-10, KWK 33-28, WDJX 40-36, WGTZ 40-36, Y107 30-26 and KMGX 22-15. Breaking at WPGC, KRBE, Z93, KROY, B97 and KWOD.

ROGER I WANT REPRISE

Average Move: 3.93 Aggressives: 6

Last week's Wildcard pick is making giant gains at Top 40 with adds this week at KRBE, WPGC, KDWB, PWR99, KATD, KKRZ, WNVZ, K98, KCPX, Y107, WGF, WTLQ, Y106, KCAQ, KEZB, KRQ, KZOU, WAPE, WBBQ, WNYZ and many more. Hot jumps at KKDA 2-1, WQUE 4-3, WGCI 20-15, WUSL 26-14, KROY 30-20 and FM102 29-24. Breaking at KWSS, KITY, KMGX and Z102.

TERENCE T D'ARBY STAY COLUMBIA

Average Move: 2.21 Aggressives: 7

Making big gains on the Black/Dance charts and steadily crossing with adds at KTUX, WCIL, WKSF and KRNO. Jumps at HOT103 28-24, WGCI 27-18, KRBE 37-29, WXKS 31-27, WTLQ 40-33 and WPST 34-28. Debuts for Z94, KATD, WGH-FM and K98. Sensational video and hot album sales here.

EARTH, WIND & FIRE SYSTEM COLUMBIA

Average Move: 2.30 Aggressives: 4

Approaching the top of the Black/Dance charts and picking up Top 40 support at KTFM, KSAQ, KEZB, KIKX, WOMP, WJMX and KYRK. Jumps 10-8 WUSL, 16-11 WGCI, 35-30 KWOD and 28-23 WTIC. Debuts for WHYT and WKSS. Big album sales.

COVER GIRLS BECAUSE SUTRA

Average Move: 2.36 Aggressives: 3

Hot in the clubs and crossing with adds at WUSL, KMEL, WFLY and others. Jumps at HOT103 19-12, PWR96 22-16, WPGC Deb 29, WXKS Deb 34 and KMGX Deb 31. Female phones.

ALEXANDER O'NEAL CRITICIZE TABU

Average Move: 2.75 Aggressives: 3

Spreading with new action at WTIC, WGTZ, KTUX, WRCK and WTHT. Moves 29-24 WUSL, Deb 24 WHYT, Deb 36 KDWB, Deb 40 WLOL, Deb 31 KXX106 and Deb 34 WTLQ. Requests building.

TONY TERRY SHE'S FLY EPIC

Average Move: 2.43 Aggressives: 3

Album now in the street and crossing with adds at B96, KROY, KKRZ, KITY, WFLY, OK95 and others. Moving at KKDA 13-10, WGCI 17-13, WPGC 30-26 and Z102 28-23. Debuts for KXX106.

SALT & PEPA PUSH IT NEXT PLATEAU

Average Move: 4.00 Aggressives: 3

Giant in the clubs and breaking big at Top 40. Adds at PWR106, KROY, K98, KDON and KYRK. Jumps 23-15 KZZP, 25-21 WQUE, 26-15 KXX106 and Deb 35 KRQ. Pulls phones.

DEJA YOU AND ME VIRGIN

Average Move: 3.25 Aggressives: 2

Hot duo is making early moves at Top 40. New at KDWB, PWR99, Q106, KMGX, KGGI, SLY96, Y97 and I-94. Jumps 35-30 KITY and 24-13 KXX106.

ALBUM/ROCK

ICEHOUSE CRAZY CHRYSALIS

Average Move: 2.44 Aggressives: 11

Maiking significant gains this week with adds at KIIS, 99DTX, KUBE, KWSS, KATD, K98, WMJQ, KIYS and more. Moving at WERZ 15-10, Z94 33-27, WLOL 40-34, WMMS 25-20, WGH-FM 39-34, WKDD 36-28, KJ103 33-27, WROQ 28-23, KIKX 39-34 and KSND 24-19. Debuts for Z95, KRBE, KPLZ, KKRZ, WKSS, WGF, and KTUX.

CARS STRAP ELEKTRA

Developing with new support from WMMS, KQIX, SLY96, KWTO and WANS. Early moves include 40-32 KEGL, 23-19 KITS and Deb 32 KIYS.

JIMMY DAVIS KICK QMI/MCA

New artist is spreading with adds at KWOD, WKDD, KZOU, KFTZ, WKPE and WQUT. Jumps 11-5 KEGL, 38-31 KRBE, 39-32 WROQ and 28-24 FM100. Hot video play here.

ERIC CARMEN

HUNGRY EYES

FLASHMAKER!

DEBUT 49 HITS TOP FIFTY SINGLES!

Second Smash Single From The No. 1 Album
In The Country, "Dirty Dancing"!

KKBQ	add	WDBR	add	KIXY	add
Q107	add	OK100	add	WZKX	add
KUBE	add	KFMY	add	KEYJ	add
PRO-FM	add	WVSR	add		
KXYQ	add	KZFN	add	KCPX	25-22
Q100	add	WOMP	add	WCZY	30-24
WKDD	add	KTRS	add	KIYS	33-26
WTLQ	add	WKPE	add	KWK	31-27
KIKX	add	KWTO	add	WMMS	35-30
KTUX	add	WIKZ	add	WTIC	33-30
KZOU	add	WAEB	add	B100	38-35
WBBQ	add	KIXS	add	WERZ	40-35
WNYZ	add	KTMT	add		
		KQCR	add		



BUSTER POINDEXTER

AND HIS BANSHEES OF BLUE HOT HOT HOT

FLASHMAKER!

HOT103	add	PWR99	add	WJMX	add	KNAN	add
WMMS	add	Z102	add	KTUX	add		

GLENN JONES

WE'VE ONLY JUST BEGUN

HOT103	add	FM102	deb	30	KMEL	11-9	BREAKING AT:	
KKRZ	add	KRQ	deb	32	KXX106	17-14	KROY	KMGX
		B100	deb	38	WBBQ	27-17	KITY	KZOU
					WPGC	23-19	KIKX	WKSI
					WCZY	26-21		
					WHYT	25-22		



DAVID RUFFIN & EDDIE KENDRICK

I COULDN'T BELIEVE IT

ON YOUR DESK NOW!





Bangles

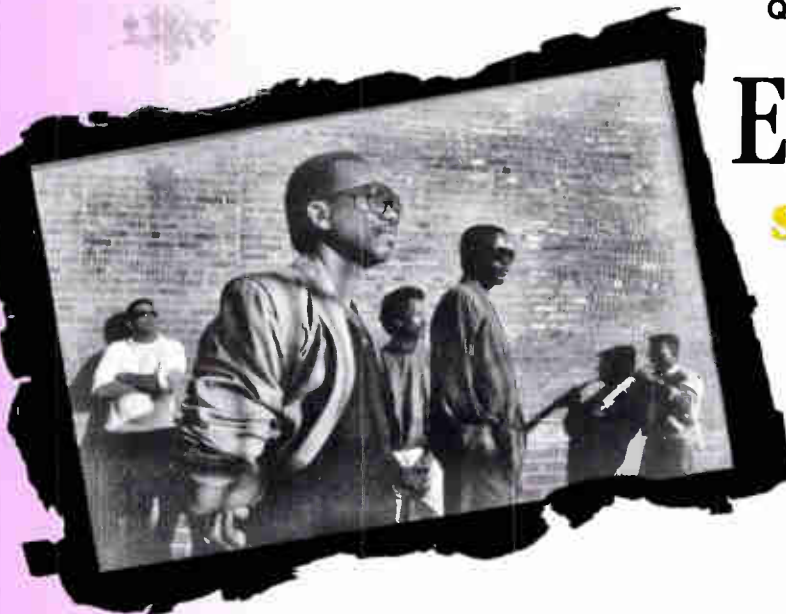
Hazy Shade of Winter

FLASHMAKERS WINNER!

EARPICKS WINNER!

DEBUT HITS TOP FIFTY SINGLES!

Y95	add	KIYS	add	Y93	add
WAVA	add	WBBQ	add	WSPT	add
KUBE	add	WNNK	add	KWTX	add
Q105	add	WPST	add	B98	add
Z93	add	Z104	add	WKFX	add
B104	add	WRCK	add	KITS	26-22
KWOD	add	WAYS	add	KROQ	30-25
WNCI	add	WNOK	add	KZOU	38-30
WZPL	add	WANS	add	WGFM	38-33
Q100	add	KIXY	add	KTUX	36-33



Earth, Wind & Fire

System of Survival

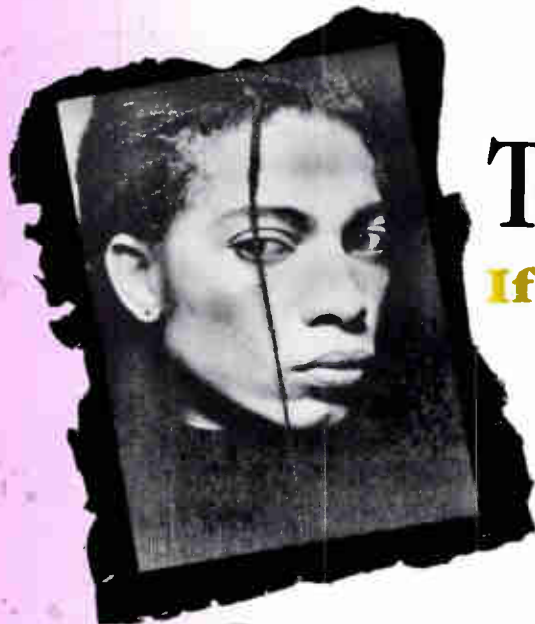
BREAKOUTS WINNER!

DEBUT HITS TOP FIFTY ALBUMS!

#1 BB DANCE SINGLES!

7*-3* R&R U/C!

KTFM	add	WUSL	10-8	BREAKING AT:
KSAQ	add	WGCI	16-11	PWR106
KEZB	add	KKDA	22-19	WXKS
KIKX	add	WTIC	28-23	KRBE
WOMP	add	KITY	30-27	KMEL
WJMX	add	HOT103	33-30	KATD
KYRK	add	KWOD	35-30	KROY
WHYT	deb 23	Z102	33-30	
WKSS	deb 29			



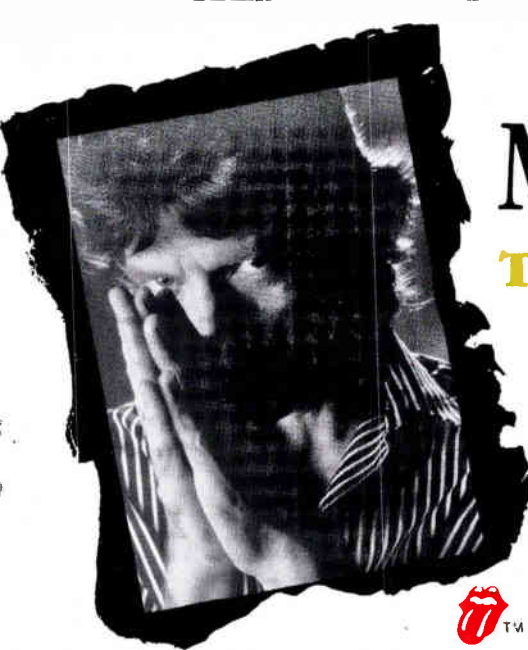
Terence Trent D'Arby

If You Let Me Stay

CROSSOVER!

#7 HIT VIDEO USA REQUESTS!

KROQ	add	Z94	deb 34	WGCI	27-18
KTUX	add	KATD	deb 35	HOT103	28-24
KRNQ	add	WGH-FM	deb 36	WXKS	31-27
WCIL	add	K98	deb 40	WPST	34-28
WKSF	add			KRBE	37-29
				KMGX	35-32
				WTLQ	40-33
				WERZ	36-33



Mick Jagger

Throwaway

FLASHMAKER!

WXKS add
KITY add
KIKX add
KIYS add
KTUX add
KZZU add
KOKZ add
WJMX add
WZYQ add
WMGZ add



WQCM add
WCGQ add
KEYJ add
CKOI add
WZYP add
KUUB add

BREAKING AT:
KRBE
WMMS
KXYQ
WGH-FM
Q100
WBBQ



Lisa Lisa and Cult Jam

featuring Full Force

Someone to Love Me for Me

EDIT ON YOUR DESK THIS WEEK!
DEBUT 36* R&R U/C!

KRBE add
KTFM add
KFTZ add

KITY 26-20
WTLQ 31-23
KZOU 32-25

BREAKING AT:
WXKS **KMGX**
KWK **WBBQ**
WUSL **WNYZ**
WQUE **WRCK**
KXX106
Q100



Loverboy

Love Will Rise Again

WRNO add
KFBQ add
KTMT add

BREAKING AT:
KTUX **WOMP**
WKZQ **99KG**
KQIZ **KFMW**
KEYJ





And The Beat Still Goes On

An exclusive Hits interview with Cher by Iain Blair

It's hard to believe it has been over 22 years since Cher first burst onto the music scene, along with her then-husband Sonny Bono. After performing in small clubs as Caesar & Cleo, the couple changed their professional names to Sonny and Cher, and scored their first Top Ten hit with their debut single, "Baby Don't Go," back in 1965.

Their second single, the multi-platinum "I Got You Babe," quickly established the duo and their eclectic wardrobe of bell-bottoms, fur vests and love beads as a true sixties phenomenon.

But while the hits ("The Beat Goes On," "What Now My Love") and their joint careers flourished (TV's "The Sonny and Cher Show"), their marriage disintegrated, eventually ending in divorce in 1975. And despite a successful solo career ("Gypsies, Tramps and Thieves," "Half Breed") Cher gradually set her sights on new territories — the movies.

Now in 1987, she has done what few other recording artists have ever done — successfully crossed-over to become a bona-fide movie

star, thanks to her strong performances in such films as "Come Back to the Five and Dime, Jimmy Dean, Jimmy Dean," "Silkwood," "Mask," "The Wüches of Eastwick" and her current movie, "Suspect."

Starring as an overworked public defender, Cher insists that the real-life Washington lawyers on which she based her role, "are good-looking women who dress great." Even so, it's hard to imagine any of them looking as stunning as Cher does today at 41. With her long black curly hair framing those famous Cherokee cheekbones and almond eyes, provocatively dressed in a heavily-studded leather jacket, miniskirt and spike heels, Cher is that rare sight — a movie star who looks even better in the flesh than she does on the silver screen.

With her first album in six years also ready for release, Cherilyn Sarkisian has certainly come a long way from her humble origins in El Centro, California.

Describe your childhood.

It was pretty bizarre. We were very poor, and moved around a lot. Basically it was very unusual. My mother, who is part French, part Cherokee Indian, was married six or seven times — she's a pretty interesting woman, 'cause three of those times were to my father. He's Armenian, and I never met him until I was eleven. There was almost never a man in the house, which is also a little bizarre.

Did it affect you in terms of ambition?

Oh yeah. Quite early on I decided I wanted to be famous, though I wasn't sure how. But I did perfect my autograph at an early age, so I guess I was already preparing (laughs).

What were your early dreams?

I always wanted to act from the time I can remember wanting to do anything. I loved the movies, and I also didn't think I'd be much good at anything else.

So how did you get into the music business?

I started singing by accident. You know, when I first met Sonny, I was already studying acting — I'd been doing it for a few months and that's what I wanted to do. Anyway, Sonny was working for Phil Spector at the time, and I just started as a background singer. Later, we got married and began working as a couple.

Who's idea was "Sonny and Cher"?

That was Sonny's. The whole thing was his idea. He had a real good instinct for things like that.

Do you look back fondly on those days?

Sure, especially the real

early ones, and also the first year of the "Sonny and Cher Show." We had a great time together, though we worked incredibly long hours. We just made better friends and professional partners than marriage partners.

What went wrong with the marriage?

(Laughs) Everything. Basically, we should never have gotten married at all. We should have just worked together and stayed friends, because we had a great working relationship — I think that's what held the marriage together as long as it did. On stage, it was fine. It was the rest that didn't work out.

So why did you get married?

Because in the beginning we were crazy about each other, but our relationship didn't grow along with our careers. It was also that when we met, I was just 16 and he was 28, and he always wanted me to act like I was 16. But as I got older, there was no way I was going to stay that naive and immature.

Was it you that gradually drew away from Sonny?

I would say so, yes.

Are you still friends?

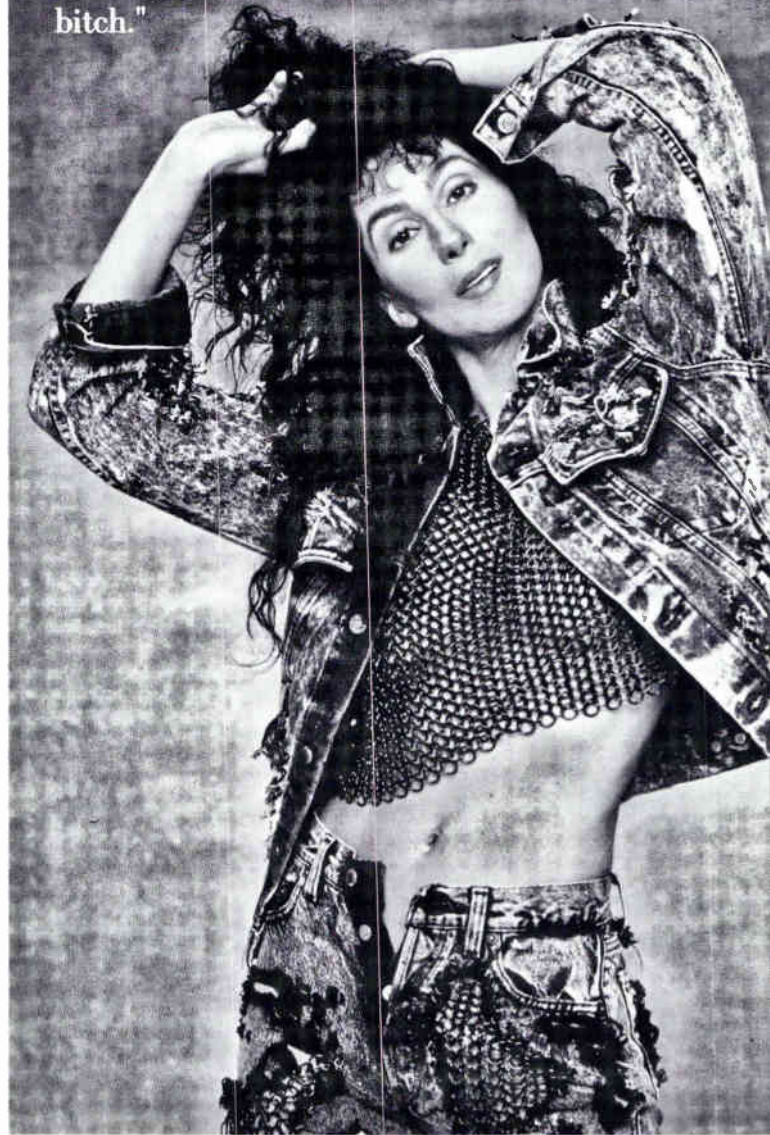
I don't know if you'd call us "friends." I don't know what we are, though I know we're still connected in some strange way. (Pauses) No, I don't think "friends" covers it. I really don't know how I feel about him.

Do you keep in touch?

We talk every once in a while, but there's not much contact now. It depends. We go through stages when we're pretty friendly, and then we're not at all.

Did you know that he's running for mayor of Palm

"A man is admired for being tough, but if you're a woman, you're a bitch."



Springs?

Yeah, and I honestly think he'd make a good mayor. He's very good at dealing with situations and looking at problems and figuring out solutions.

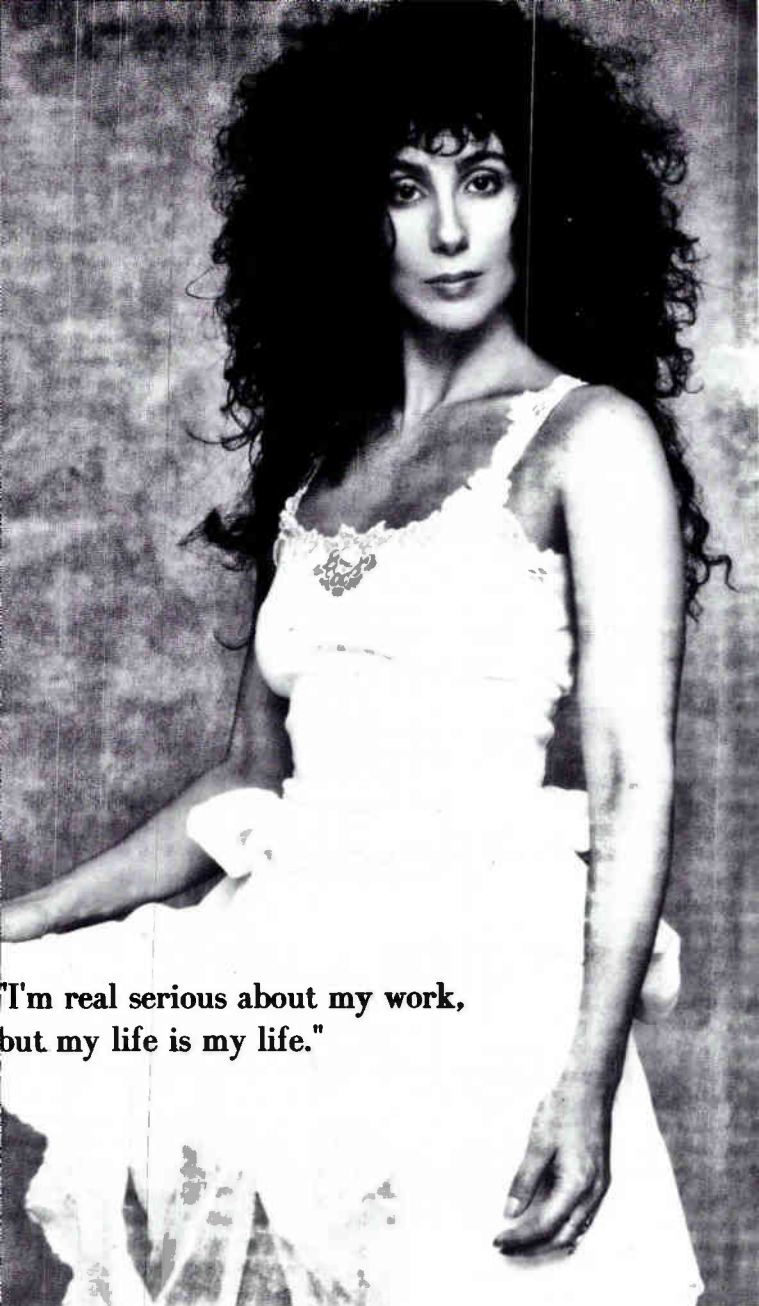
What happened after Sonny and Cher broke up?

The music thing was still very big. I mean, I had my own TV show, and I kept making records as a solo artist. But my goal was to be an actress and get back to my original plan. In fact, doing all the TV variety stuff, like all the sketches and dancing, turned out to be real useful later on. I just wasn't totally fulfilled and happy doing it, though. I got tired of it all, and I wanted to do something

serious — except "serious" gives the connotation that all the other work wasn't. It's more that I'm very serious about my work, but I don't like being called "a serious actress," because I don't think I am.

After your enormous pop success, did you find it hard to be taken seriously as an actress?

You kidding? It took me five years to get a job. No one wanted to give me a chance, *no one*. I was still working as a singer, and trying to act, and I realized I wasn't going to get anywhere unless I devoted all my time to it. So I said "Screw this," I quit singing, went to New York, and landed a job in about a week.



"I'm real serious about my work, but my life is my life."

You made your Broadway debut in "Jimmy Dean." Was it nerve-wracking?

Not at all. I had absolutely nothing to lose because no one expected anything. I was the least nervous of anyone, partly 'cause I'd been onstage all my life and it felt so natural. The other thing was I was ignorant — Broadway then had no meaning for me. I didn't know that if you flopped, it was disastrous. For me, it was just a lot of fun.

Did friends encourage your move into acting?

Yes, but they didn't think I should give up the singing to gamble like that, and they didn't want to see me fall flat

on my face. Even my sister said, "I'm glad you're good, since I was so afraid you wouldn't be."

You've only done a handful of films, but they've all been choice parts. You're pretty particular about taking a role.

Yes, very. I turned down a film before anyone even wanted me. I was in the middle of a screen test with the director, and Terri Garr was helping, and I suddenly thought "I don't wanna do this," and I left. My manager and agent thought I was nuts, but I said, "I'm not gonna get many chances at this, and this director won't let me do what I can do, so it's pointless." So I waited, and then "Jimmy

Dean" came along, and I knew it was right for me.

Did you also wait for "Silkwood"?

No, they picked me. I didn't even read the script, I couldn't have cared less, but I figured if Meryl Streep and Mike Nichols are doing it, it was O.K. And it was. They helped me a lot, because I'm not a technical actor — I never know where I'm meant to be on the set, or where the key light is.

"Mask" was another great role for you.

Yeah, the writer wrote the part with me in mind after seeing me in "Jimmy Dean," but the studio wasn't that thrilled about me. They made me screen test three different scenes, and then jacked me around. The thought is, Universal didn't really want me to make the movie period. Then they thought they might, but with Jane Fonda. So I said, "Fuck you," and disappeared to San Francisco for a week with my boyfriend. Everyone got frantic, of course, but I wanted the part so badly I didn't want to be abused. In the end I got the part, but I hated the director, Peter Bogdanovich. I acted well in spite of him.

Do you often fight with your directors?

If they're assholes, yeah. On "Witches of Eastwick," I didn't get along with George Miller and he made my life miserable before the goddamn movie even started. He made me cry as much if not more than Bogdanovich, and shooting "Witches" was a real pain in the ass. You know, I didn't think it was a great role and I didn't like the film particularly. The only reason I took it was to work with Jack Nicholson. That made it all worthwhile.

What about your new films. Are you pleased with the

results?

Yeah. Working with Peter Yates on "Suspect" was great — he understands actors. We still fought tooth and nail over one particular scene I worked with but he's sensitive and a gentleman. And then there's "Moonstruck" which was directed by Norman Jewison and which comes out next year. I love myself so much in it that it must be a bad omen!

You seem to be pretty tough and demanding.

Hey, you can't afford to be too soft because this business eats its young. A man is admired for being tough, but if you're a woman, you're a bitch. And if you're sweet they walk all over you, so I'd rather be a bitch.

Do you miss the music business?

Not the "business," but for a while I've wanted to get back to my singing, and I've got my first album in six years coming out on Geffen in November. It's called "Cher" and the first single is "I Found Someone." I'm *real* happy with the album, which was co-produced by Jon Bon Jovi, Peter Asher and Desmond Child, while Jon wrote some of the songs. I've also got people like Bonnie Tyler and Darlene Love singing back-ups, and Steve Lukather from Toto helped out too. I'm also about to do a video, but I haven't danced since the last time I sang, so I'm busting my ass to get back in shape. I don't do drugs, I eat well, and I work out, but this is the worst shape I've been in for years.

What sort of musical direction are you heading in now?

Very rock 'n' roll! I think that's the reason I didn't get on with the Academy too well — I look too bizarre and rock 'n' roll to be serious. But like I said, I'm real serious about my work, but my life is my life, so they can go fuck themselves.

THE MOST REQUESTED SONG IN RADIO



STRYPER "HONESTLY"

**WILDCARD!
FLASHMAKER!**

**TOP 5 REQUESTED MTV VIDEO 10 WEEKS!
TOP OF THE POPS APPEARANCE!
CASEY KASEM'S AMERICAN TOP 10!**

Z95 add
KHTR add
KATD add
KXYQ add
KITY add
WBCY add
WFLY add
WKSI add
WROQ add

KRQ add
Z102 add
Z104 add
WRCK add
WKEE add
KQIZ add
WDBR add
99KG add
KFMW add

KLUC add
KQIX add
WLAN add
WHHY add
KPHR add
WKSF add
KXYQ add
WZYP add
KKRD add
KKMG add
KJQ add

99DTX deb 23
WRQN deb 36
KAKS deb 35
WFXX deb 35
WANS deb 37
KQCR deb 40

WCIL 1-1
WAZY 7-2
KISR 8-3
B98 10-7
WCKN 18-12
WGH-FM 18-15
WDLX 26-16
WAEB 20-16
KRBE 28-20
WZKX 25-20

WGH-FM 18-15
KRBE 28-20
KRNQ 26-22
WFMI 26-22
KSND 30-24
KSND 30-24
KKBQ 28-24
KKBQ 28-24
KUUB 37-26
K98 36-26
K98 36-26
KZOU 34-26
KZOU 34-26
KDWZ 30-26
Y94 31-27
KZZU 33-29
KZZB 36-32

AVERAGE MOVE	REQUESTS (1 to 10)
3.71	10





EARPICKS

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

Michael is the story once again with the third straight smash from "Bad" while last week's Wildcard pick, Roger, follows closely behind. Big out of the box mentions include

Bananarama with the follow up to their Top 5 smash, Alarm, Gene Loves Jezebel, Deja and Danny Wilson. Prince and The Bangles continue their hot streak in this section.

WINNERS

1	MICHAEL JACKSON	THE WAY YOU	(Epic)	6	PRINCE	NEVER	(WB/Paisley)
2	ROGER	I WANT TO BE	(Reprise)	7	GENE LOVES JEZEBEL	MOTION	(Geffen)
3	BANANARAMA	I CAN'T	(PolyGram)	8	DEJA	YOU & ME	(Virgin)
4	ALARM	RAIN	(IRS)	9	DANNY WILSON	A GIRL	(Virgin)
5	PAUL CARRACK	DON'T SHED	(Chrysalis)	10	BANGLES	HAZY SHADE	(Columbia)

J ABRAMSON/TOWER-SUNSET/LA
Bangles/Marrs/Deja/Cher

M BASHKIN/BAKER & TAYLOR/CHI
Prince/Heart/E John/Bangles

TOM CASEY/WKSS/HARTFORD
Bananarama/M Jackson/E Carmen/Roger

DAVE ALLEN/WSSX/CHARLESTON
M Jackson/Icehouse/Bangles

S BEAN/HARMONY HOUSE/DET
M Jackson/M Jagger

G CASSINGHAM/METRONOME/ATL
S Stamey/SBMessiahs/Cindy LB/GLJezebel

RICK ANDRADE/ZIPS/TUCSON
Icehouse/Squeeze/G Michael/G Harrison

CHUCK BECK/Y95/DALLAS
Cure/N Order/Prince/Bangles

B CATCHER/WKZL/WINSTON-SALEM
T Dayne/J Davis/M w'o Hats/M Like Us

RICK ANDREWS/WNYZ/UTICA
Bananarama/M w'o Hats/Roger/S Garrett

BENNY BEE/KUUB/BOZEMAN
T Terry/D Wilson/P Carrack/Icehouse

KELLY CHRISTIE/KOY-FM/PHOENIX
Roger/M Jackson

RICH ANTON/99DTX/DETROIT
Europe/Stryper

MARTY BERGER/WINK/FT MYERS
Europe/M Jackson/Roger/Kiss

MIKE CLARK/CML O.S./ST. LOUIS
Alarm/Europe/M Jackson/Kiss

H APPLEBAUM/KEMP MILL/BLTSLVLE
M Jackson/Deja/N Order/Prince

JAY BRADY/WERZ/EXETER
M Like Us/Flesh For Lulu/Alarm/Prince

J COHEN/STRAWBERRIES/BOSTON
Alarm/B Robinson/D Wilson/T Terry

R ARMIJO/RECORD BAR/C CHRISTI
INXS/B Carlisle/D Mode/M.O.D.

BEN BROOKS/ENIGMA/LA
Bangles/D Wilson/Housemartins

K CORTELLO/WQUE/N ORLEANS
Kashif/Roger/T Dayne/Expose

TOM ARMSTRONG/WZYQ/FREDERICK
M Like Us/P Carrack/Bangles/Icehouse

CHERYL BROZ/KRBE/HOUSTON
N Order/Alarm/P Carrack

M COSTELLO/WRNO/N ORLEANS
JC Mellencamp/INXS

RICK ARNER/KTRS/CASPER
M Jackson/P Carrack/E John/Heart

CHET BUCHANAN/KKRZ/PORTLAND
Bananarama/Roger/M Jackson

T CUNNINGHAM/WPST/TRENTON
C K The Cat/M Jackson/Bananarama

JIM ATKINSON/KWK/ST LOUIS
Bananarama/D Wilson/G Medeiros/T Terry

BRIAN BURNS/DRAKE-CHENAULT/
J Davis/N Order/M Jackson/Roger

DAVE CURTIS/LECHMERE/WOBURN
Alarm/D Wilson/Sting/B Ferry

ED AUGUST/WNNK/HARRISBURG
Deja/Roger/T Terry/Heart

BILL CAHILL/WAPE/JACKSONVILLE
Roger/M Jackson

KEVIN DAVENPORT/B93/AUSTIN
T Terry/M Jackson/Bananarama/Roger

CY BARNES/SOUND OF/PHILI
K Moe Dee/Dyno Mix II/Marrs/M Jaye

LORI CAMPBELL/B94/PITTSBURGH
Expose/M Jackson/Prince

PAUL DAVIS/KXX106/BIRMINGHAM
Roger/P Carrack/Stryper/Deja

CLARENCE BARNES/Z94/BOSTON
M Jackson/Deja/Roger/T Terry

JONI CANDEY/ROUNDUP/SEATTLE
G Harrison/D Warwick/M Jackson/Go West

ALBIE DEE/WPGC/WASH DC
MS Machine/R Ashley/Surface/Roger

Elton John

Wanted In The South

FLASHMAKERS WINNER!
WILDCARD 10/26/87
36-33 HITS TOP FIFTY SINGLES!

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)
4.39	38	8

KIIS add	Y108 add	WFLY add	WRQN deb 28	WBBQ 25-19
WBLI add	WKSS add	WKRZ add	FM102 deb 29	KATD 32-21
WXKS add	WNCI add	KCAQ add	WBCY deb 30	KUBE 30-25
KKBQ add	WAPI add	KRO add	KIMN 9-3	E97 29-25
WCZY add		WNNK add	E100 20-15	KHTR 30-26
WHYT add	98PXY add	KDWB deb 25	Q105 21-16	FM100 31-26
Q102 add	B93 add	Y95 deb 27	99DTX 23-17	WRVQ 30-26
WEGX add	WGTV add	E94 deb 27	KIYS 29-18	KKRZ 36-27
KWSS add	WKDD add	KOY deb 27	94Q 23-19	B104 30-27
	BJ105 add	KQKQ deb 28	KXX106 28-19	KIKX 36-28

Breakfast Club

Never In The South

FLASHMAKER!
14*-9* BB DANCE SINGLES!

PWR106 add	Y102 add	BREAKING AT:
KRBE add	KWTO add	KXX106 WTLO
KHTR add	WBWB add	Q100 KIKX
KKRZ add		BJ105

.MCA RECORDS

Jimmy Davis & Junction

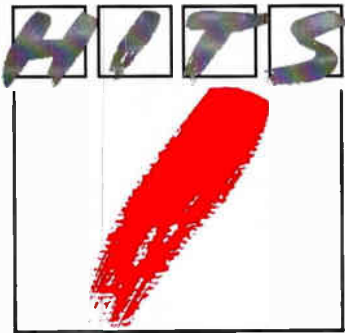
Walk The Walk

CROSSOVER!

WKDD add	KEGL 11-5	BREAKING AT:	KPLZ
KZOU add	FM100 28-24	Y95	KDWB
WQUT add	Y94 32-29	WXKS	KXYQ
WKPE add	KUUB 38-30	KKBQ	KSAQ
KFTZ add	KRBE 38-31	WMMS	BJ105
	WROQ 39-32	KWOD	WKSI
	WZYP 40-35	Z94	KTUX
		99DTX	KZZU
			WERZ



QMI Music



EARPICKS

R DENNIS/SHOW INDUSTRIES/LA
U2/Alarm/GL Zezebel/L & Ghosts

LISA DENT/Q106/SAN DIEGO
Bnanarma/N Order/N Cole/Mar Jackson

D DODD/PEACHES/SEATTLE
Squeeze//D Of Stratosphere/D Alvin

GARY DUNES/93Q/SYRACUSE
Expose/Icehouse/A O'Neal

SKIP ELIOT/WJAD/BAINBRIDGE
Roger/Bananarama/Europe/Deja

V ELLIOTT/V VENDORS/KALA
Bangles/W Houston/G Michael/P Carrack

N FAYE/WFXX/WILLIAMSPORT
TT D'Arby/M w'o Hats/Stryper/Bngles

GARRY FINLEY/KARMA/INDI
R Robrtson/G Harrison/L & Rockets

LESLIE FRAM/WABB/MOBILE
Roger/N Order/P Carrack/M Jackson

A FREED/NORTHRN LIGHTS/MPLS
P Enemy/System/J Sims/K Moe Dee

R GAITHER/WKQB/CHARLESTON
M Jackson/D Wilson/Go West/Deja

KELLY GIEDT/TOWER/SH OAKS
GL Zezebel/Alarm/Kiss/H Of Freaks

J GIOVINGO/B97/N ORLEANS
Roger/M Jackson/Prince/Cher

K GRAHAM/WSTRN MERCH/AMA
Alarm/Bananarama/M Jackson/D Wilson

DENE HALLAM/KCPW/KC
E Carmen/Stryper/P Carrack

S HARMON/TOWER-NYC
M Jackson

N HARRISON/K 106/BEAUMONT
Roger/Bananarama/T Terry

HOUGHTON/UNI O.S./PHILI
D Gibson/T Dayne/TT D'Arby

JAMIE HYATT /KSND/EUGENE
M Jackson/Bananarama/Roger/Alarm

MARK JACKSON/WHYT/DETROIT
S & Peppa/G Michael/Nocera

RANDY JAY/KIMN/DENVER
M Jackson/D Fogelberg/L Richard/E John

H JOHNSON/KIVA/ALBUQUERQUE
Icehouse/Cure/INXS

P JOHNSON/PRO O.S./TEMPE
Cure/A Chilton/GL Zezebel/Alarm

B JON/WYKS/GAINESVILLE
J Davis/TT D'Arby/Loverboy/E Carmen

JAY BEAU JONES/WEGX/PHILLY
M Jackson/E Carmen/Prince/E John

E KATAJAMAKI/NAVARRA/MPLS
Deja/Alarm/Bananarama/M Jackson

REED KITTREDGE/WKDD/AKRON
J Davis/Bodeans/N Order/Kiss

G LAWLEY/WDBR/SPRINGFIELD
Deja/M Jackson/Stryper/MS Machine

L LEON/PAC CST O.S./CHATS
Alarm/Bnanarma/GLZezebel/M Jackson

S LEPERE/KITY/SAN ANTONIO
Marrs/E Exotic/Nocera/D Mode

TIM LOVING /KJ103/OK CITY
Cher/Europe/T'Pau(China)

JACK LUNDY/Y94/FARGO
MS Machine/Prince

M MACRO/CAVAGES/BUFF
Alarm/Marrs/D Wilson/GL Zezebel

M MANDZIA/BUZRD'S NEST/COL
Cruzados/M James/Roger/Loverboy

M MASKA/S GOODY-EST/EDISON
M Jackson/D Wilson/GL Zezebel/Europe

M MCCORMICK/WGRD/GR RAPIDS
M Vidal/Alarm

B MCEVOY/WALL TO WALL/PHILI
GL Zezebel/L & Rockets/J Cocker

HITMAN MCKAY/100KHI/O CITY
MS Machine/P Carrack/N Cole

JERRY MCKENNA/WXKS/BOSTON
Supertramp/PS Boys/D Mode/Expose

KATHY MEANS/WCZY/DETROIT
Prince/Deja/Bangles

M MERCURIO/R & T OUTLET/OHIO
GL Zezebel/Go West/M Jackson/Roger

JOHN MICHAELS/KOKQ/OMAHA
M Jackson/P Carrack/Bangles/N Cole

M MILITELLO/GEMINI O.S./CLEV
GL Zezebel/Marrs/D Wilson/Deja

LARRY MORGAN/FM102/SACTO
Prince/GL Zezebel/S Wilson/Expose

N MRVOS/CD WRHSE/HUNT BCH
R Robertson/P Carrack/D Alvin

KEITH NAFTALY/KMEL/SF
Marrs/Z Puertoricans/H Kaugh/T Terry

ED O'DONNELL/LIEB/MT. LAUREL
M w'o Hats/P Carrack/M Order/E John

DARRYL OHRT/CD O.S./BETHEL
Flesh For Lulu/B Ferry/N Order/L & Rockets

V OLVERA/SEA-PORT O.S./PORTL
Sting/G Michael/J Tull/Dixie Cups

D PAARMAN/KQCR/CEDR RAPIDS
T Terry/M Jackson/Prince/M Like Us

B PRIETO/WGCI/CHICAGO
K Sweat/L Lisa/Roger/T Terry

J PRIMERANO/TRANSCON/BUFF
M Jackson/Roger/T Terry

J RAYMOND/KIXY/S ANGELO
Roger/M Crue/P Carrack/N Order

C REDDEN/KNAN/MONROE
Europe/Deja/S & Peppa

K RICHARDS/KAKS/AMARILLO
P Blnde/M Jagger/S Robinson/J Davis

L ROGERS/KXYQ/PORTLAND
L Branigan/Icehouse/E John/INXS

K ROMERO/KSAQ/S ANTONIO
EW & Fire/M Like Us/N Order/Roger

I
COULD
NEVER

TAKE

THE

PLACE

OF

YOUR

MAN

PRINCE

FLASHMAKER!
MOST ADDED!

Z95	add	KHTR	add
WXKS	add	WEGX	add
Q107	add	WKTJ	add
Z94	add	KITS	add
KMEL	add	Q106	add
KDWB	add	KWSS	add
		92X	add

WKSS	add	Z102	add
WTIC	add	KITY	add
KMGX	add	Q100	add
KRQ	add	WDJX	add
KZOU	add	WKDD	add
WBBQ	add	WKZL	add
WPST	add	KCAQ	add
WXLK	add		

WQUE	deb	26	WGH-FM	deb	35
WPXR	deb	27	Z93	deb	36
WKQB	deb	30	WLOL	deb	37
WBWB	deb	30	WTLQ	deb	38
WFMI	deb	31	PWR106	deb	40
WLRW	deb	33	WMMS	deb	40
WOMP	deb	33			
WCGQ	deb	33			

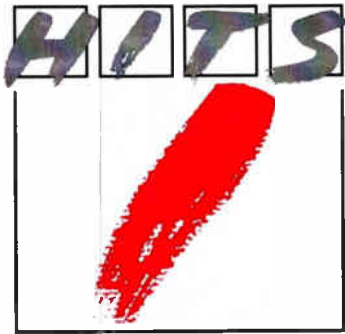
KWK	20-17
B96	29-25
WROQ	37-29
WGTZ	39-35

BREAKING AT:
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FM102 KSND
WNCI WNNK
Y107 WNYZ
WGFM WRCK

THE NEW SINGLE

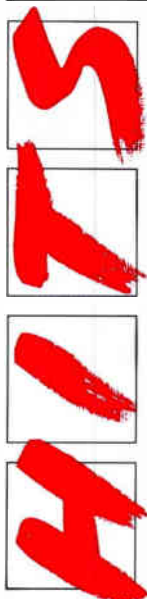
From the double album *Sign "O" The Times*
Personal Management: Cavallo, Ruffalo & Fagnoli
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EARPICKS

STEVE RYAN/KF95/BOISE Cher/Roger/E John	CAT SIMON/KEZB/EL PASO Roger/G Medeiros/Deja/S Wilson	STAYLOR/WQUT/JOHNSON CITY D'Arby/M Like Us/Icehouse/Bananarama
S RYBACK/KC101/NEW HAVEN L Branigan/M Jackson/Expose	D SMITH/NATL REC MART/PITT Alarm/Europe/GL Jezebel/D Wilson	AL TEVERA/PWR106/LA Prince/M Jackson/Expose
BOB SAY/MOBY DISC/LA Kiss/REM/Timbuk 3/P Image LTD	STU SMOKE/KQIZ/AMARILLO Alarm/P Carrack/Bananarama	CAT THOMAS/WXLK/ROANOKE Icehouse/Kane Gang/Prince/Stryper
T S BRIGLIA/TRANS/BUFF M Jackson/P Carrack/Bangles	R ST CHARLES/ACM/LA N Order/Icehouse/Rush/Jets	T WAITEKUS/WCIL/CARBONDALE M Jackson/Prince/Cher/T Terry
M SCHNEIDER/APPLE TREE/ILL R Robertson/G Harrison/S Winwood	L ST JAMES/KKRC/S FALLS Europe/Prince/Cher/J Davis	D WARD/WROQ/CHARLOTTE Y Zero/M Jagger/Beaucoup/D Wilson
DEE SHANNON/WAYS/MACON Icehouse/M Jagger/P Carrack/T Dayne	D ST JAMES/KKXX/BAKERS Flesh For Lulu/Kiss/Bananarama/Europe	TERRI WEBER/KTUX/SHREVEPORT Europe/Bangles/MS Machine/Stryper
VICKI SHARP/KRNQ/DES MOINES Roger/M Jackson/Bananarama/D Wilson	K STAMM/RADIO DOCTORS/MILW M Jackson/Loverboy/Prince/M Bolton	BRIAN WHITE/BJ105/ORLANDO N Order/Roger/S Wilson/Stevie B
K SHEDD/GAMCO/MPLS R Robrtson/G Harrison/B Ferry/S Wnwd	R STEELY/CENTRAL SOUTH/NASH G Harrison/M Jackson/D'Arby/M Davis	LARRY WILLIAMS/WRCK/UTICA Bananarama/Deja/Stryper
M SHORE/BIG TIME/HOLLYWOOD INXS/C Voltaire/Alarm/SB Messiahs	J STEFFEN/WSPT/STEVENSPOINT P Carrack/Bangles/M Davis/M Like Us	PAUL WILSON/KJQ/OGDEN Alarm/Banana/M Jackson/GL Jezebel
GINA SHURTS/KFMY/PROVO Alarm/GL Jezebel/M Jackson	B STEVENS/WBBQ/AUGUSTA M Jackson/Roger/Banana/B Poindexter	S WYROSTOCK/PWR99/ATL B Poindexter/Whodini/R Ashley/T Terry
K SIMMONS/H OF GUITRS/ROCH G Harrison/R Robrtson/P Carrack/S Winwd	JAY TAYLOR/KLUC/LAS VEGAS Stryper/M w'o Hats/Marrs	D YASNER/95XXX/BURLINGTON Europe/M Jackson/Expose/N Cole



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Morning KAOS at KLOS

An exclusive *Hits* interview with the drive-time team of Mark & Brian by Mike Murphy

Illinois native Brian Phelps and his partner, Florence, AL-born and raised Mark Thompson joined L. A. album-rock station KLOS as its new morning team from WAPI-95 in Birmingham. Phelps toured with an improvisation comedy group for three years and interned at Q101 in Chicago, where he did voices for the morning show. Thompson knocked around in southeast radio for about 15 years before working with Mark St. John at Y102 in Montgomery, AL. It was St. John who put Phelps and Thompson together for the first time as the morning team at WAPI-95.



Mark Thompson

Brian Phelps

Q Tell us about the adjustments you had to make in moving from Birmingham to L. A.

A Brian Phelps: There has been a major adjustment in designing the show, but it's the same kind of honest humor that we've always done, kind of a David Letterman style. It is not a produced-sounding show where, if it's Tuesday, it must be time for this character to come in. We don't want it to sound planned or organized. We want the audience to discover along with us bits and ideas for comedy, and then run with that. It's very much an audience participation kind of program.

Q What about the differences in going from a Top 40 to an album-rock format?

A BP: Coming from the Top 40 in Birmingham, we could just do mainstream comedy. We could make fun of the most popular television shows and the most popular Top 40 artists all day long. It's kind of simple. But, when we came here to an album-rock station, we had to readjust our thinking a bit. No longer could we make fun of the El DeBarge's and the Whitney Houston's. The show is not as produced here as it was in Birmingham. We're much looser here. They don't seem to like the more produced kind of stuff here. They prefer it to be real natural.

Mark Thompson: We are not rock 'n' roll disc jockeys and we never have been. And we don't necessarily want them to think we are. We don't care. We've got Bob Coburn and Joe Benson and those fellas know their stuff. Like,

we've learned that you don't speak over Led Zeppelin. Believe it, we learned the hard way.

BP: So we play the rock 'n' roll tunes and when the song is over, Mark and Brian plug themselves in. We do our two-minute thing and we get out and play commercials. In Birmingham, we were all over everything and here we have to honor the rock 'n' roll because people that listen to this station live, love and would kill for their music.

Q What was the audience reception like?

A MT: When we first hit the airwaves, we got nothing but hate mail, hate calls and packages that ticked.

BP: Over a two week period, the thing started to change around. They had to listen to us to understand that we are so tongue-in-cheek, we don't mean anybody any harm and we make more fun

of ourselves than we make fun of any living human being.

MT: Also know this. These people, along with being totally dedicated to the music they love, have started liking Mark and Brian, and not only like us, they seem to have the same fantastic enthusiasm for us that they do for their music.

Q How did you handle the criticism?

BP: When the negative phone calls started coming in, we put them on the air letting them know that we realize we're jerks and we don't care. We don't care whether you think we're jerks or not. We are jerks and we're here to entertain you in the morning.

Q Are the people that listen to you in L. A. different from the listeners in Birmingham?

A BP: In Birmingham, our show was so audience-oriented people knew they could call us at any time for no good reason. They would even plan an idea for a bit and knew that we would jump on it and play with them. Here they were only used to calling for ticket giveaways. So, we had to open them up with thousand dollar giveaways for tidbits of talent to get them used to calling and participating. Now that that's winding down, we're happy to say that they are still calling with

parently tired of the old stale kind of radio. We were surprised and thankful that there wasn't a Mark & Brian type program out here. By that I mean, again, the honest-humor-Letterman-we'll-try-anything-once style of radio. There wasn't anything like that out here. We've brought a new dimension to morning radio in L. A.

MT: That's why we knew we could come here. If we came in doing the same kind of show Dees does, we probably wouldn't be successful because I'm not sure you can beat him at his own game. He's the best at doing that highly-produced smooth kind of show. And obviously we don't do that and don't even want to. We are definitely another alternative to morning entertainment in L. A. radio. We are in competition with Dees and Thomas and we came here to win.

Q How do you like living in L. A.?

A MT: This city is one of a kind. The climate is the best in the world. I very much like it. The entertainment center is here. You have literally anything you want to do here. If the ground would just stop shaking, it would be perfect. That earthquake scared me to death. I've never been through anything that frightening.

BP: In Alabama, we dealt with tornadoes and hurricanes. The tornadoes are great. You go down to the basement, eat a few canned goods and wait until it's over. With tornadoes, at least you know they're coming. These earthquakes are out of control. We have one more and I'm a contract-breaker!

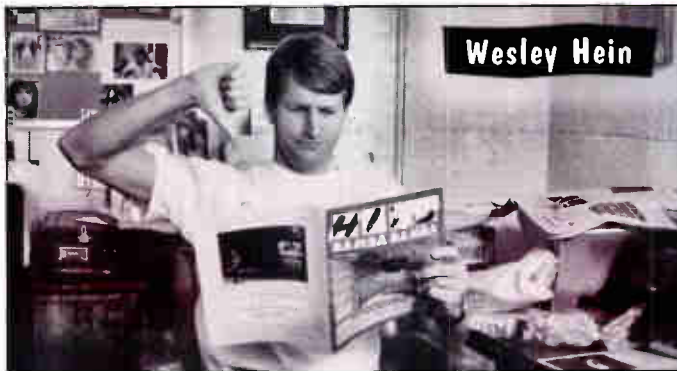
“We are jerks and we're here to entertain you in the morning.”

funny things. Now they know how to play. They've learned they can have fun with us and that our show is literally a sounding board for any maniac out there.

Q What about your competition, Rick Dees and Jay Thomas?

A BP: They're the best, but they're different. We are getting a lot of letters from people saying that they have switched to us. And I do mean a lot. People are ap-

"Let's Make A Deal":



At the heart of the record industry's growth is the indie distribution deal. Over the past few years, labels like Enigma, Slash, Twin/Tone and Bigtime have served as farm clubs for the majors, providing young, raw talent for corporate distribution pipelines. The history of popular music is wrapped up with small companies from Sun to Stiff, from Stax to Solar, from Motown to Def Jam. The more you hear about these different pacts, the more they sound the same, with their talk of "unique situations" and "two or three tier deals." *Hits* decided to examine four of these symbiotic arrangements, including Enigma/Capitol, Slash/Warner Brothers, Twin/Tone/A & M and Bigtime/RCA.

When you step into the El Segundo, CA offices of Enigma Records, you are taken back by the whirlwind of activity from the dervishes of this five-year-old label. But be careful — you might step in one of Enigma's marketing ideas left by Vanda La Vache the "Movie Star Cow" who backed up The Dead Milkmen during a recent So-Cal appearance.

"We tend to rely more on creative marketing ideas than most," says Rick Orienza, Enigma's former PR Wiz, now Director of Marketing and Promotion. "But most of all, we like to sell records and have good 'clean' fun doing it."

Wesley and William Hein began their moguling as importers, bringing in many artists and labels the majors wouldn't touch. But money wasn't the main concern at this time. The brothers' love of music was. While their friends listened to BTO and Elton John, Wesley and William were thriving on avant-garde punk like Henry Cow, Conrad Schnitzler and Henry Kaiser.

"I guess I liked it because all my friends hated it," Wesley says with a laugh. But when he worked at Music Plus in high school, he saw the actual need to bring in this kind of music first-hand. "During the

great punk explosion of 1978, all the importers suddenly decided it was safe to bring in the new music.... but only from England. That was fine, but there was *still* a market for Henry Kaiser or Conrad Schnitzler records. And seeing that market we went into the import business."

Hein remembers the following year when the punk movement began putting out its own records in the U.S. The majors still wouldn't touch them because they had their own bands to cultivate. "Oh, they were definitely not going to distribute that stuff.... who would? But there we were, with our own goofy little company and we're bringing in Granada Records from Spain and things like that, so of course we're going to distribute anything that's really weird," says Wesley.

said, 'That's nice..... no one will sign us.' We said, 'If we formed a record label, would you sign with us?' They said, 'Yes!,' so we signed them. And that band was.... Mötley Crüe!," Wes pauses for a breath. "Needless to say, four limos later.... I was responsible for Heather Locklear and Tommy Lee! Anyway, that led to Berlin, Ratt, Stryper, Smithereens, Poison, and this interview...."

A few years later, things started speeding up — more signings, more promotions, more fun, less sleep. "We had meetings," Wesley says with a sigh, "with a couple of different labels while many others wouldn't even meet with us when they found out who our artists were."

But a chat with Tom Whalley at Capitol proved different. He didn't ask them for their *Billboard* and *Hits* chart positions or

"There are really no unique deals in this business," states [RCA's] Bob Buziak. 'The reason you make a pact like this is because you either have an entrepreneurial feeling... or you realize the potential of certain individuals' contributions.'"

And soon, the weird came running to them as William and Wesley became distributors. Specializing in U. S. independent product, they carried such proven acts as Black Flag, Circle Jerks, and 45 Grave, among others.

Then they heard about a band with long hair that everybody hated. Naturally the Hein Brothers went down to see them. "We told them we'd like to distribute their record. And they thought that was great because nobody else would touch it. They said they needed promotion, an advance and lots more stuff. We told them, they didn't need a distributor, they needed a record label. They

their market shares. "That's what I liked about Tom," says Wesley. Whalley sums it up simply, "I knew about Enigma's problems with EMI and I also knew from observing Warners and Slash that this kind of distribution deal can work. I let the Hein Brothers function in A&R. They have a rare belief in history and a clear insight. Because of these qualities, they are truly intuitive, visionary A&R men. I think it's important they signed with us because we believe in them and they are wonderful to work with."

Enigma goes through Capitol, but their Restless label is distributed independently. "That gives us two tiers of distribution.

Indies Distributed by Majors

by Joan A. Tarshis



Restless is our more youthful label for developing acts that wouldn't be right for Capitol. But after one year with Capitol, we've seen this company grow, so there must be *some* correlation," Wes says confidently. "Way before we signed with Capitol, I knew Poison was going to be huge. I couldn't understand how everybody couldn't see that Poison was defining a culture. And you have to be stupid or deaf to hear the Smithereens and not realize the potential there. Through independent distribution, Stryper had sold several hundred thousand copies. It shouldn't take a genius to figure out that if they went through a major, we'd sell more. Then, as we were signing with Capitol, I started getting calls from people we'd had discussions with before — as soon as Stryper went gold that is — or from people I couldn't reach. They said, 'Why didn't you talk to me?' My favorite rebuttal was, 'Because you wouldn't take my calls!'"

Things were different in town with Slash. Smaller in size but as amiable as Enigma, they are currently enjoying success with Los Lobos' "La Bamba." In 1981, when they were having their first go-round with the Blasters, Lenny Waronker and Tom Whalley, then at Warner Brothers, became very interested in the group and the label. It wasn't long before Bob Biggs walked into the future and signed a three-party agreement joining Warners, the Blasters and Slash. When the record industry finally began to pull out of its '70s lull, Biggs insists Warners saw Slash as a way of marketing product to a specialized audience and signed them to a deal. "I talked to a lot of people," he said. "But when the excitement died down, Warners was still there because of our work with the Blasters. I think the other labels were just paying us lip service.

"Our deal is pretty complicated," Biggs continues. "At present there are two kinds of deals. We'll sign a band for Slash, which

is then distributed by Warners through the WEA system. Warners has the right to pick up any Slash band and put them on Slash/Warners — which is a licensing deal that pays us a royalty while they do all the promotion. If a group is signed to just Slash, we pay for everything. We start a band's career by keeping them on the road creating a buzz and then, hopefully, Warners picks them up and uses the big muscle."

Biggs knows that Warners has a lot of respect for what he can do. He also knows that can pay off at the top, where he can't compete with WEA's clout, even if Warners acknowledges Biggs' ability to get things started.

Lenny Waronker knows about building from the street. When his father started

depends on the band and the nature of the music. "If there's something special going on somehow it seems to work. And if there's not, then it doesn't. It's that simple and basic."

The general consensus is that independent distribution is a lot better when you are trying to break bands because of its relationships with the mom and pop stores often ignored by the major labels, who are better selling 100,000 Madonna Records in one day to one account than they are in selling 3 or 5,000 to many different individual accounts.

But, while Biggs has never seen the record business so hot, he does confess to missing the "good old days." He still considers it fun to find a young band and work it step-by-step.... until he can get it into the

"Over the past few years, labels like Enigma, Slash, Twin/Tone and Big-time have served as farm clubs for the majors, providing young, raw talent for corporate distribution pipelines."

Liberty Records in the '50s, it left the younger Waronker with a personal interest in indie labels. "Big isn't what we're always looking to do," he says. "When we made the Slash deal, one of the things we were concerned about was making sure they maintained their own identity without getting caught up in a big record company."

What Biggs and many others in the same situation have found out, though, is, once you go through a corporate entity, you must sign bands that are a little more developed because the stakes are considerably higher than they were before.

Waronker agrees but thinks it also

Warner arena. "I think we are going to start another independent label called Punishment Records." Biggs slaps his forehead.... "Maybe I should have a V-8 instead."

Halfway around the record industry world, in Minneapolis, is Twin/Tone, with quite a different arrangement. They have formed a collective of five labels: Twin/Tone, Hoboken's Coyote Records, Wide Angle and Atomic Theory out of Minnesota, and Lost Records out of New York. Because of the particular needs of each label, they use five or six distributors exclusive to each label. Says prexy Paul Stark, "We don't want to put our eggs in one bas-



ket for payment. That's why we've stayed with multiple distributors."

In some cases, though, Twin/Tone acts like a minor league for the big guys. "When we sign these groups we *do not* intend them to go to the majors, unlike some of our compatriots," he adds, "It is natural that some of our groups become more mainstream as they get older and rather than holding these bands back, we have often helped them get to major labels." Such groups as the Replacements, the Suburbs and now Soul Asylum have gone that route.

What A&M is hoping to do is pick up a minimum of two Twin/Tone acts per year (including Coyote Records) and put them out on the A&M/Twin/Tone Label. Their first joint venture is Chris Stamey, formerly of the dB's. "It is vital," says Karen Glauber, A&M's enthusiastic Director of Special Projects, "that Twin/Tone maintains its own independent status and continues to be our midwest 'scout.' They have access to bands we normally wouldn't."

Glauber is ready for her first project. She will work Stamey through her alternative network which includes some 40 progressive album rock stations, 500 college outlets and 500 trend-retail stores. "I think I could multiply his base over ten times and he could be my superstar!" she says with a giggle. "Of course, no one else at A&M has ever heard of him, but to me he's a superstar."

Says Stark, "I can see signing one or two bands because of the A&M situation, but that's all. We want to stay as we are, even if being in the midwest gives us a definite disadvantage since marketing, publicity and promotion are on the two coasts. If we really wanted to compete with the majors.... we'd move!"

Back in Hollywood via Australia, Bigtime Records brings an international flavor

to the indie market. With offices in London and Australia, Bigtime once distributed Enigma and Slash overseas until they became competitors in the U.S. market place. Says Fred Bestall, affable founder and head of the company, "We had the independent side working very well. As the label grew at a certain rate, it didn't take long to realize we had to make a move." The first step was placing the HooDoo Gurus with Elektra.

At that stage Bestall began looking around for a major that needed a label like Bigtime. When Bob Buziak took over at RCA, he made a bee-line for Bestall and Bigtime. "Last year at the New Music Seminar, I met with Bob and we structured a deal."

point, "All of a sudden you've got kids out there who are running retail operations. And they talk to each other. As do the college and alternative radio programmers. They are all looking for something to get excited about. They are just not interested in buying Journey records anymore.

"I love developing acts like Dumptruck, Jazz Butcher, Love Tractor. I love watching Fred develop them with his special brand of attention. But he has the freedom to do that because a major can't afford to."

Without massive airplay in this country, Bestall has been forced to concentrate instead on alternative marketing and retail, where his acts have experienced success.

"There's only so much shelf space, so

"These arrangements between majors and indies fully illustrates Darwin's Survival of the Fittest in a volatile, capital-intensive business."

RCA realized that they had to give Bigtime a lot more than just pressing and putting their records out. They had to learn how Bigtime did business and basically help them assimilate into their distribution company. "There are really no unique deals in this business," states Bob Buziak. "The reason you make a pact like this is because you either have an entrepreneurial feeling about what you're doing or you realize the potential of certain individuals' contributions. People like Fred Bestall or William and Wesley Hein are finding and developing a certain kind of talent outside your normal A&R channels."

Buziak continues to drive home the

much airplay, so much money you can spend on an act. There are a lot of good bands out there that people can't get to and I tend to think that narrows the taste of the American public and I believe that's dangerous. It's as though everything has got to be packaged one way, like you're selling soap. For labels like ours, that's not healthy."

These arrangements between majors and the indies fully illustrate Darwin's Survival of the Fittest in a volatile, capital-intensive business. They are like a marriage of convenience for both sides, one that lasts until the thrill is gone....or, more likely, the money runs out.

YA GOTTA HAVE HEART:

An exclusive Hits interview with
Heart's Nancy Wilson by Rex Rutkoski



A We'd arrive at a snooty hotel and get looks that could kill from businessmen and others in their leisure suits. We started to call ourselves the "riff-raff," as in, "what is this riff-raff doing in this hotel?" (laughs). "Riff-raff" evolved into "animals" then, "bad animals."

Q How would you like the public to perceive Heart?

A I hope they think of a band with two women in it, instead of two women with guys in the background. We think of it as a band and that's what we try to get across in our videos and records. We would never be happy otherwise.

Since we got Mark and Denny, the chemistry has just been right, really perfect. We look out for each other. We travel as a pack. We have a band sense of humor that really pulls us through. Per-

sonalities are a really big factor in keeping any band together. It has to be leadership within that team. You have to have the right cast of characters..... and no built-in resentments. I think Heart will be around for a long time.

Q Is it still necessary to prove yourself as a female in the largely male world of rock?

A I think there's always that built-in thing. Any female can go out and play rock 'n' roll and probably work in any business in the world, but you have to prove you are competent first. You have to be good. You do have to work a little harder if you are a woman. I think we can feel good about influencing a lot of other women in the industry. At the same time, there are so many women out there now. Each person has to do it for themselves.

The scene in Nancy Wilson's basement is probably not much different than many others around Seattle or the nation, a montage of instruments, cases, wires and other musical paraphernalia, evidence of a band honing their chops for the next gig. The difference is, this band is Heart and their next gig is a worldwide tour of the biggest arenas on the planet. Still, guitarist/singer/writer Wilson, surveying the impromptu work space, observes, "We're a good garage band."

Never mind that most garage bands haven't sold five million copies, reached number one on the charts and produced four hit singles, as Heart's 1985 Capitol label debut did. Never mind that most garage bands haven't released one album, let alone ten, the latest of which is the platinum "Bad Animals." In two years, there may be a break in Heart's non-stop activity. Nancy would like to have a baby, perhaps try some more acting. Her sister, lead singer/co-writer Ann Wilson, wants to make a solo album with an R&B flavor. For now, though, it's full speed ahead for the Wilsons, Howard Leese (guitars, keyboards and background vocals), Mark Andes (bass) and Denny Carmassi (drums).

Q What goals did you set for the new album?

A We didn't want it to be like "Heart II." We didn't want to imitate ourselves or be predictable. We made an intentional effort to really go in there and do more of our own material and make the album more cohesive from song to song by incorporating the group's live sound more into the production. Our producer, Ron Nevison, had never seen us live before making "Heart." This time, he said, "Now I get it. Now I see what you are." (Laughs).

Q Did you feel the pressure of following up such a massive

ever to go out on the road. I think the only good thing about touring is the playing, being on stage for those two hours or so. It just makes the whole experience more worthwhile. It's not that much fun to be carted around like a paper bag. It can be really alienating. You lose track of your own personal life and family. We now have a situation where [the music] is doing so well we want to bring it to people as much as we can. Doing concerts is a chance to get all our frustrations out. There are no sick days. But the energy that goes between the people and players, that's like the best thing you will feel all day (laughs). No matter what

"We have a band sense of humor that really pulls us through."

success as the last album?

A There is a lot of pressure when you are real popular. There is a certain amount of expectation put on you. I don't see that as a problem. You have to do what you want to for yourself first and make sure you incorporate things that won't upset people.

Q Do those expectations extend to touring?

A You are expected to tour, especially if the album is big. If it's not a successful album, it doesn't pay to go on the road. It's more expensive than

state you're in, it's always a pleasure.

Q Do you feel the band has been controlled by the business aspects of playing music?

A There were times in the past where we weren't doing that well, that's when I felt the business was leading us and that we didn't have control. When you are having success, that's when you can make choices. You are getting the rewards of your work.

Q What does "Bad Animals" actually mean?



OTHER ACTION

A survey of hot tracks at Video and Album Radio

George Harrison jumps over Mellencamp and Robbie Robertson at Album Network while Billy Idol and Tiffany remain on top at Night Tracks and Hit Video USA, respectively.

Mötley Crüe and Fleetwood Mac are now #1 at MTV Requests and Countdown, as top debuts include Alarm at Power Cuts and Debbie Gibson at both Night Tracks and Hit Video USA.

Album Network The Top 20 Power Cuts at album radio



- | | |
|---|---|
| 1. GEORGE HARRISON - Got My Mind Set... - WB | 11. AEROSMITH - Rag Doll - Geffen |
| 2. JOHN MELLENCAMP - Cherry Bomb - Mercury/PolyGram | 12. JETHRO TULL - Farm on Freeway - Chrysalis |
| 3. ROBBIE ROBERTSON - Showdown At Big Sky - Geffen | 13. BOURGEOIS TAGG - I Don't Mind At All - Island |
| 4. BRUCE SPRINGSTEEN - Tunnel of Love - Columbia | 14. BODEANS - Only Love - Reprise |
| 5. YES - Love Will Find A Way - Atlantic | 15. STING - Little Wing - A & M |
| 6. PINK FLOYD - One Slip - Columbia | 16. JOE COCKER - Unchain My Heart - Capitol |
| 7. RUSH - Time Stands - Mercury/PolyGram | 17. ALARM - Rain In The Summertime - I. R. S. |
| 8. YES - Rhythm of Love - Atlantic | 18. STEVE WINWOOD - Valerie - Island |
| 9. ICEHOUSE - Crazy - Chrysalis | 19. R. E. M. - The One I Love - I. R. S. |
| 10. INXS - Need You Tonight - Atlantic | 20. PAUL CARRACK - Don't Shed A Tear - Chrysalis |

MTV The Top 10 Video Requests Hip Clip: None



The Top 10 Countdown Show

- | | |
|---|--|
| 1. MÖTLEY CRÜE - Wild Side - Elektra | 1. FLEETWOOD MAC - Little Lies - Warner Bros. |
| 2. POISON - I Won't Forget You - Enigma/Capitol | 2. BILLY IDOL - Mony Mony - Chrysalis |
| 3. STRYPER - Honestly - Enigma | 3. LOVERBOY - Notorious - Columbia |
| 4. TIFFANY - I Think We're Alone Now - MCA | 4. U2 - Where The Streets Have No Name - Island |
| 5. KISS - Crazy, Crazy Nights - PolyGram | 5. CARS - You Are The Girl - Elektra |
| 6. WHITESNAKE - Is This Love - Geffen | 6. RICHARD MARX - Should've Known... - EMI-Manhattan |
| 7. GEORGE MICHAEL - Faith - Columbia | 7. R. E. M. - The One I Love - I. R. S. |
| 8. BILLY IDOL - Mony Mony - Chrysalis | 8. AEROSMITH - Dude (Looks Like A Lady) - Geffen |
| 9. PET SHOP BOYS - It's A Sin - EMI-Manhattan | 9. BRUCE SPRINGSTEEN - Brilliant Disguise - Columbia |
| 10. BELINDA CARLISLE - Heaven Is A Place... - MCA | 10. BRYAN ADAMS - Victim of Love - A & M |

Night Tracks The Top 10 most requested tracks



- | | |
|--|---|
| 1. BILLY IDOL - Mony Mony - Epic | 6. WHITESNAKE - Is This Love - Geffen |
| 2. BELINDA CARLISLE - Heaven Is A Place... - MCA | 7. SWING OUT SISTER - Breakout - Mercury/PolyGram |
| 3. BRUCE SPRINGSTEEN - Brilliant Disguise - Columbia | 8. AEROSMITH - Dude (Looks Like A Lady) - Geffen |
| 4. POISON - I Won't Forget You - Enigma/Capitol | 9. STEVIE WONDER - Skeletons - Motown |
| 5. DEBBIE GIBSON - Shake Your Love - Atlantic | 10. MICHAEL JACKSON - The Way You Make... - Epic |

Hit Video USA The Top 10 most requested videos



- | | |
|---|---|
| 1. TIFFANY - I Think We're Alone Now - MCA | 6. MICHAEL JACKSON - Bad - Epic |
| 2. ABC - The Night You Murdered Love - Mercury/PolyGram | 7. TERENCE TRENT D'ARBY - If You Let Me Stay - Columbia |
| 3. DEBBIE GIBSON - Shake Your Love - Atlantic | 8. BELINDA CARLISLE - Heaven Is A Place... - MCA |
| 4. JODY WATLEY - Don't You Want Me - MCA | 9. R. E. M. - The One I Love - I. R. S. |
| 5. SIEDAH GARRETT - Everchanging Times - Qwest/WB | 10. DEJA - You and Me Tonight - Virgin |



RERAP

by Toni Profera

Life Styles of the Rich and Extravagant — Noted hitter **Tom Monahan** - owner of **Domino's Pizza** chain and the **Detroit Tigers**, threw a wing-ding on an island he bought (in one of the Great Lakes), that topped the scales at over a million bucks. Several of the Tigers, as well as many of Detroit's royalty attended, but as one observer said, "**Bob Seger** was really the center of attention. Everyone was clamoring to get next to him." Long live rock and roll.... Compact disc prices on hit records are not likely to come down after the holidays as some had predicted, if the major labels have their way. At the recent **N.A.R.M.** convention in Palm Springs, executives from all the companies agreed, they didn't feel it necessary to "give away" their hits to stimulate CD sales. These sales have flattened over the last six months and some fear the configuration may be in trouble if the prices don't come down. CD hardware sales have also leveled off, with just seven percent market penetration. The record companies insist that the way to stimulate sales is through budget and mid-line releases, not by lowering

Talented



The Oak Ridge Boys prove conclusively that they can talk and write at the same time, during a recent K-Mart in-store in Palm Bay, FL.

the prices on the hits.... On November 19, Brooklyn-based retailer, **The Wiz**, will add another store to its roster in the Garden State Plaza in Paramus, NJ. That will bring them to 24 total.... The **Kiss** tour kicks off November 13th in Jackson, MS. About what fans can expect, **Gene Simmons** says, "Let's just say you could play a football game on-stage, and we have runways that extend into the audience, so the stage no longer separates us from the crowd. Look out America, here we come!" The first leg of the tour wraps New Year's Eve in Dayton, OH.... Detroit-based **Harmony House** will venture out of Michigan for the first time when they open up shop in both Chicago, IL., and Toledo, OH. within the next three to four weeks. Their tally will now be 25, with more expansion plans in the coming year.... As we thunder into the X-mas rush at retail, consumers looking for something of a new twist in Yuletide music will be pleased and amused to find "Twisted Christmas." The package is release on the Critique label and distributed by Atlantic/Atco. Some titles include: "The Twelve Pains of Christmas," "Wreck The Malls," "I'm Dressin' Up Like Santa (When I Get Out On Parole)," "O Come All Ye Grateful Dead Heads," and "Wish You Weren't Living With Us." Album radio should have a field day with it especially since the artist is **Bob Rivers** (mornings WYYY Baltimore).... **Mickey Granberg** was honored by the **N.A.R.M.** independent distributors recently in Palm Springs in appreciation for her years of service to the indie community. The award will henceforth be known as **The Mickey Granberg Award**.



"BEAT'S ME"

A Commentary

By Roy Trakin

T.V.O.D.: Is it my imagination or is prime-time network television responding to the challenge of the VCR and cable with some of the best shows since the heyday of "Burke's Law," "The Man From U.N.C.L.E." and "Lost In Space" when we eagerly awaited each week's new episode. Yeah, I know "*thirty something*" is perfectly aimed at its target demographic, but if you fit the title that means you and me and people we both know. Sure it's "Big Chill" meets the failed "Hometown" of a few seasons back, but the patter is so *au-courant* last week's episode contained sly references to "Baby Boom" (the movie) and "Tunnel of Love" (the album), plus a hilarious cameo by Elektra's answer to **Bobby Short**, **Michael Feinstein**.... I also like the Seattle-based "A Year In The Life," sort of a cross between "Family" and **Chekhov**. A coupla weeks ago, the aging hippie mom and her ex-boyfriend had a discussion about the personnel of **Little Feat** and danced to "Dixie Chicken" before we learned he had AIDS. It's that kinda show.... "L.A. Law" you know about, as much a staple of every self-respecting Yuppie's diet as **Ben & Jerry's** ice cream, but take another peek at the irretrievably-in-decline "Moonlighting," which has responded to its loss of

Feet Of Clay



Does **Lester** write their dialogue?

momentum with an "anything goes" giddiness that threatens to turn the whole show into a **Tom & Jerry** cartoon. One recent episode featured a Claymation **Cybill Shepherd** in yet another of the show's increasingly bizarre attempts to keep her then-pregnant state hidden, until giving up altogether last week and revealing, yes, indeed, she *is* with child, but isn't sure whether **Bruce Willis** or **Mark Harmon** is the lucky (?) dad.... What all four of these shows have in common, not to mention PBS' "Trying Times" and the New Orleans-flavored "Frank's Place," is the absence of a laugh track, which lets *us* decide what's funny in their mixed moods. Needless to say, much of the humor is pretty black, too, yet one more novelty in the once vast wasteland which weaned us on "Leave It To Beaver" and "Ozzie & Harriet."

OUT OF PRINT: Lucky for us TV's carrying the ball, because the print media's in pretty sorry shape, at least as far as music magazines are going.... With the recent exit of editors **Bill Forman** and **Cary Darling**, and the competition of the new record chain bag-stuffers, **BAM's** kinda been reduced to a colloquial hard-rock approach with more emphasis on local groups, the kind that network through their vast classifieds.... Longtime **Creem** contributor **Bill Holdship**, who came west from Detroit with the legendary monthly, has hopped out of the frying pan to **Radio & Records**, leaving **John Kordosh** to try to revive the glory days.... And finally, **Only Music** magazine out of Houston, whose money was reportedly tied up in the stock market, crashed shortly after Wall Street did.... And **Rolling Stone** keeps getting fatter and fatter.... Skimming the recently-published "Psychotic Reactions and Carburetor Dung," **Griel Marcus'** collection of the late **Lester Bangs'** inspired ramblings, you realize, if the latter were alive today, he'd have no place to write.... except, perhaps, for "Moonlighting"....

HITS TOP FIFTY ALBUMS!
 DEBUT HITS TOP FIFTY SINGLES!

NEW ORDER



TRUE FAITH

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

Additional Production and Remix:
 Shep Pettibone for Mastermix Productions

From the Album, Cassette and CD
Substance



© 1987 Qwest Records

FLASHMAKER!
WILDCARD 11/2/87!

KKBQ	add	WJAD	add
Y100	add	KFMY	add
PRO-FM	add	OK95	add
KSAQ	add	KNIN	add
WDJX	add	WHHY	add
BJ105	add	KF95	add
OK100	add	KIXY	add
WLRW	add	WZKX	add
KKXL	add		

B97	deb	26
Q106	deb	28
PWR99	deb	29
92X	deb	33
KDWB	deb	35
KXYQ	deb	35
WLOL	deb	36

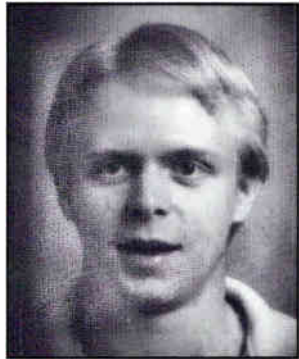
KITS	2-2
94TYX	4-3
KMEL	7-4
Y95	21-8
KATD	19-14
KCPX	19-16
KEZB	23-17
KCAQ	30-21
WAZY	28-22
KWSS	29-26
KMGX	34-28
KMOX	34-28
B96	32-28
Z93	31-28
KITY	31-28
Y97	34-29
CKOI	38-30
WXKS	33-30
KYNO	37-30
KDON	34-30
KSND	37-32
WFLY	38-35

BREAKING AT:

HOT103
WAVA
Z94
HT105
KZZP



TOP TENS



PAUL JOHNSON: PRO ONE STOP

We move deep into the desert this week and pull up a man who plays keyboards for a band, juggles cassettes in his office and studies business at night at ASU. Yes, all this, and he also is the Buyer and General Manager for the powerful one-stop that services 200 retail indie stores in New Mexico, California and Arizona, as well as helping the major chains with Xmas overflow. And he's only 24 years old. Paul's current favorite new projects are Love & Rockets and Shok Paris, and his personal listening taste leans to the Cure, Fixx, Smiths and almost anything from the early 70's rock.

PRO ONE-STOP
PAUL JOHNSON
200 Accounts (Tempe)

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

CAMELOT

LEW GARRETT
200 Retail Stores
(Canton)

CAMELOT

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

SOUND WAREHOUSE

TRACY DONIHOO
102 Retail Stores
(Dallas)

SOUND WAREHOUSE

1. STING
2. SPRINGSTEEN
3. INXS
4. DIRTY DANCING
5. PINK FLOYD
6. MICHAEL JACKSON
7. DEF LEPPARD
8. KENNY G
9. ANITA BAKER
10. REM

Record Bar

PAUL FUSSEL
130 Retail Stores
(Durham)

RECORD BAR

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

NATIONAL Record Mart

DOUG SMITH
80 Retail Stores
(Pittsburgh)

NAT'L RECORD MART

1. DEF LEPPARD
2. WHITESNAKE
3. DIRTY DANCING
4. GEORGE MICHAEL
5. SPRINGSTEEN
6. AEROSMITH
7. INXS
8. STING
9. JC MELLENCAMP
10. U2

WHEREHOUSE

CHUCK LEE
203 Retail Stores
(Los Angeles)

WHEREHOUSE

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

TOWER RECORDS VIDEO

STAN GOMAN
43 Retail Stores
(Sacramento)

TOWER NATIONAL

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

musicland

DICK ODETTE
593 Retail Stores
(Mpls)

MUSICLAND

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

WOM

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

WESTERN MERCHANDISERS

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

WALL to WALL SOUND & VIDEO

BRIAN MCEVOY
84 Retail Stores
(Philadelphia)

WALL TO WALL

1. DIRTY DANCING
2. WHITESNAKE
3. PINK FLOYD
4. BEATLES-ABBEY ROAD
5. YES
6. SPRINGSTEEN
7. STING
8. BILLY JOEL
9. DEF LEPPARD
10. AEROSMITH

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



TOP TENS

Sam Goody

MIKE MASKA
133 Retail Stores
(Edison)

SAM GOODY/EAST

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

Strawberries
RECORDS • TAPES • VIDEO

JEFF COHEN
60 Retail Stores
(Boston)

STRAWBERRIES

1. GEORGE HARRISON
2. GEORGE MICHAEL
3. DIRTY DANCING
4. INXS
5. STING
6. SPRINGSTEEN
7. TIFFANY
8. STEVE WINWOOD(CHRONI
9. PINK FLOYD
10. AEROSMITH

TURTLE'S
RECORDS • TAPES • MOVIES

KAREN LONG
84 Retail Stores
(Atlanta)

TURTLES

1. DIRTY DANCING
2. STING
3. PINK FLOYD
4. MICHAEL JACKSON
5. REM
6. WHITESNAKE
7. INXS
8. KENNY G
9. ANITA BAKER
10. OJAYS

Record Theater

JIM PRIMERANO
17 Retail Stores
(Buffalo)

RECORD THEATER

1. MICHAEL JACKSON
2. JC MELLENCAMP
3. PINK FLOYD
4. U2
5. SPRINGSTEEN
6. DANA DANE
7. WHITNEY HOUSTON
8. JETHRO TULL
9. EARTH, WIND & FIRE
10. ANGELA WINBUSH

KEMP MILL
RECORDS

HOWARD
APPLEBAUM
29 Retail Stores
(Wash D.C.)

KEMP MILL

1. SPRINGSTEEN
2. STING
3. PINK FLOYD
4. DIRTY DANCING
5. MICHAEL JACKSON
6. BELINDA CARLISLE
7. U2
8. SPECIAL OLYMPICS XMS
9. FLEETWOOD MAC
10. JC MELLENCAMP

Nobody beats the
WIZ
Home Entertainment Center

JAY ROSENBERG
20 Retail Stores
(New York)

WIZ

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

Harmony House
records and tapes

SANDY BEAN
22 Retail Stores
(Detroit)

HARMONY HOUSE

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

RADIO DOCTORS
& RECORDS, LTD.

KATHY STAMM
550 Accounts
(Milwaukee)

RADIO DOC'S

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

RECORD & TAPE OUTLET
The name of the EVERYDAY LOW PRICE

LYNN BATCHECK
36 Retail Stores
(Columbus)

RECORD & TAPE OUTLET

1. GEORGE MICHAEL
2. EARTH, WIND & FIRE
3. PINK FLOYD
4. WHITESNAKE
5. MICHAEL JACKSON
6. AEROSMITH
7. DIRTY DANCING
8. DEF LEPPARD
9. FULL FORCE
10. JC MELLENCAMP

RTI

STEVE
HOBERMAN
350 Accounts
(Omaha)

RTI

1. AEROSMITH
2. BILLY IDOL
3. DIRTY DANCING
4. GEORGE MICHAEL
5. REM
6. PINK FLOYD
7. DEF LEPPARD
8. RAINMAKERS
9. GEORGE HARRISON
10. TIFFANY

GEMINI
RECORD CORPORATION

NANCY WALLACE
200 Accounts
(Cleveland)

GEMINI ONE-STOP

1. DIRTY DANCING
2. GEORGE HARRISON
3. WHITESNAKE
4. STING
5. SPRINGSTEEN
6. DEF LEPPARD
7. ANGELA WINBUSH
8. PINK FLOYD
9. MICHAEL JACKSON
10. FLEETWOOD MAC

ROUNDUP
MUSIC
DISTRIBUTORS, INC.

DON JENSEN
96 Rack Accounts
(Seattle)

ROUND UP

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

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



LAURA BRANIGAN

POWER OF LOVE

FLASHMAKER!

■-■ HITS TOP FIFTY SINGLES!
18*-15* R&R A/C!

Y95 add
 Q107 add
 Z94 add
 FM102 add
 WGH-FM add
 WNCI add
 KIMN add
 KITY add
 WMJQ add
 FM100 add
 WGFM add
 KIYS add
 KZZU add
 WNNK add

WPST add
 WRQN add
 KDON add
 WCGQ add
 100KHI add
 KNAN add
 KFMY add
 KBFM add
 KC101 add
 WDLX add
 KTRS add
 WZYP add
 KXYQ deb 33
 KATD deb 34
 KIKX deb 39

KILLER MOVES!

PRO-FM	12-10	KMEL	35-27
WBBQ	16-11	WRCK	34-27
92X	19-16	WCZY	33-29
94Q	22-17	WNYZ	33-30
WHYT	23-20	KDWB	36-31
WKSS	26-20	Z102	34-31
KCPX	26-23	WTLQ	35-32
KRBE	30-24	WTIC	36-33
WDJX	29-24	Z104	38-34
WGTZ	33-26		

ARTIST	AVERAGE MOVE:	AGGRESSIVES (4 or more)
LAURA BRANIGAN	3.09	11

THE MANHATTAN TRANSFER

SOUL FOOD TO GO

ON YOUR DESK THIS WEEK!

INXS

CERTIFIED SMASH
 Y95 14-1

NEED YOU TONIGHT

FLASHMAKERS WINNER!

■-■ HITS TOP FIFTY ALBUMS!
■-■ HITS TOP FIFTY SINGLES!
DEBUT 36* R&R CHR!





BREAKOUTS

George-mania really hit retail this week as **George Michael** and **George Harrison** are off to strong starts. Also hot out of the box are the **Earth, Wind & Fire** comeback set and **Steve Winwood's**

hits package. Other interesting developments include **Robbie Robertson's** solo project continuing to score well and **Bryan Ferry** on Reprise.

WINNERS

1	GEORGE MICHAEL	(Columbia CSK 2850)	71%	6	INXS	(Atlantic 7 81796-1)	35%
2	GEORGE HARRISON	(WB 9 25643-1)	69%	7	BRYAN FERRY	(Reprise 9 25598)	28%
3	EARTH WIND & FIRE	(Columbia FO 40569)	47%	8	JETS	(MCA 42085)	12%
4	STEVE WINWOOD	(Island/WB 9 25660-1)	39%	9	TRIUMPH	(MCA 42083)	9%
5	ROBBIE ROBERTSON	(Geffen 24160)	37%	10	SPECIAL OLYMPICS	(A&M SP 3911)	8%

APPLE TREE / MIKE SCHNEIDER / ILLINOIS
INXS
George Harrison
George Michael
Bryan Ferry
Steve Winwood

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO
George Harrison
Steve Winwood
George Michael
Dokken
Bryan Ferry
Hail Rock 'N Roll

BENEL DISTRIBUTORS / ANGELO GONZALEZ / N.Y.
Robbie Robertson
George Harrison
Buster Poindexter
Full Force
George Michael
Neil Diamond
Earth Wind & Fire

BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS
George Michael
George Harrison
Warlock
Triumph
Earth Wind & Fire

CAMELOT / LEW GARRETT / CANTON
Earth Wind & Fire
INXS
George Michael
George Harrison

CAVAGES / JOHN GRANDONI / BUFFALO
Paul Carrack
Debbie Gibson
Robbie Robertson
Steve Winwood
Icehouse
George Harrison

CENTRAL SOUTH / ROBIN STEELY / NASHVILLE
George Harrison
Steve Winwood
INXS
Tiffany
George Michael
Earth Wind & Fire
Dokken

CML ONE-STOP / MIKE CLARK / ST. LOUIS
George Michael
George Harrison
Robbie Robertson
Rainmakers
Dave Mason
Paul Carrack
Steve Winwood

FLIPSIDE / DAVID SLANIA / CHICAGO
George Michael
George Harrison
Bryan Ferry
Steve Winwood
INXS
Jets

GAMCO / KATHY SHEDD / MPLS
Jets
INXS
George Michael
George Harrison
Beatles-Abbey Rd
Robbie Robertson

GEMINI ONE-STOP / NANCY WALLACE / CLEVELAND
George Harrison
Steve Winwood
Earth Wind & Fire
Miki Howard
Bryan Ferry

HARMONY HOUSE / SANDY BEAN / DETROIT
George Michael
George Harrison
Earth Wind & Fire
Jets
Bob Seger
Love & Rockets

HARVARD CO-OP / MICHAEL TOCKER / BOSTON
Robbie Robertson
Bryan Ferry
George Harrison
Hail Rock 'N Roll
Alarm

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER
George Harrison
George Michael
Earth Wind & Fire
Steve Winwood

KARMA / GARRY FINLEY / INDIANAPOLIS
George Harrison
George Michael
Robbie Robertson
Triumph
REM

KEMP MILL / HOWARD APPLEBAUM / BELTSVILLE
George Michael
Earth Wind & Fire
George Harrison
Steve Winwood
Robbie Robertson
Heavy D

LECHMERE / DAVE CURTIS / WOBURN
George Harrison
George Michael
Robbie Robertson
Bryan Ferry
Steve Winwood

LIEBERMAN / ED O'DONNELL / MT. LAUREL
George Harrison
George Michael
Special Olympics
Martha Davis
Dream Academy

METRONOME / GUY CASSINGHAM / ATLANTA
George Harrison
George Michael
Bryan Ferry
Red Hot Chili Pepper
Love & Rockets
Jesters Of Destiny
Young Fresh Fellows

MOBY DISC / BOB SAY / L.A.
George Harrison
Meat Puppets
Flesh For Lulu
Bryan Ferry
Sting



BREAKOUTS

MUSIC PEOPLE / NANCY

LEWIS/
OAKLAND
Steve Winwood
Cher
Tower Of Power
Bryan Ferry
Earth Wind & Fire
George Michael
George Harrison

MUSICLAND / DICK ODETTE / MINNEAPOLIS

George Harrison
George Michael
Special Olympics
Earth Wind & Fire
Triumph
Steve Winwood
Neil Diamond

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH

George Michael
Steve Winwood
George Harrison
Earth Wind & Fire
Squeeze

NAVARRRE / ESA KATAJAMAKI / MINNEAPOLIS

George Michael
Earth Wind & Fire
Bryan Ferry
M.O.D.
Robbie Robertson

PACIFIC COAST ONE-STOP / LENNY LEON / CHATSWORTH

Earth Wind & Fire
George Michael
Bryan Ferry
George Harrison
Steve Winwood
Full Force

PEACHES MUSIC & VIDEO / DEBBIE DODD / SEATTLE

Love & Rockets
Special Olympics
Mason Williams
Beatles-Abbey Rd
INXS

PRO ONE-STOP / PAUL JOHNSON / TEMPE

George Michael
Triumph
George Harrison
Earth Wind & Fire
Bob Seger
Steady B

RADIO DOCTORS / KATHY STAMM / MILWAUKEE

George Michael
George Harrison
Bryan Ferry
Earth Wind & Fire
Steve Winwood
Tiffany
Terence Trent D'Arby

RECORD & TAPE OUTLET / MARC MERCURIO / OHIO

George Harrison
Full Force
George Michael
Kool Moe Dee
Kashif
Steve Winwood

RECORD BAR / PAUL FUSSELL / DURHAM

INXS
Robbie Robertson
George Michael
KT Oslin
Earth Wind & Fire

RECORD WORLD / DEAN FINE / NEW YORK

George Michael
George Harrison
Earth Wind & Fire
Steve Winwood
INXS
Robbie Robertson

ROSE RECORDS / TOM JACOBSON / CHICAGO

Robbie Robertson
INXS
Special Olympics
Buckwheat Zydeco
Michael Hedges

ROUNDUP / DON JENSEN / SEATTLE

George Michael
Depeche Mode
Special Olympics
Jets
Beatles-Abbey Rd

RTI ONE-STOP / STEVE HOBERMAN / OMAHA

George Michael
Rainmakers
George Harrison
Steve Winwood
Triumph
Earth Wind & Fire
Neil Diamond

SAM GOODY-EAST / MIKE MASKA / EDISON

George Harrison
George Michael
Earth Wind & Fire
Bob Seger
Steve Winwood

SEA-PORT ONE-STOP / VICKI OLIVERA / PORTLAND

Love & Rockets
Terence Trent D'Arby
Jets
George Harrison
George Michael
Men w'o Hats
Earth Wind & Fire

SHOW INDUSTRIES / LORY SHAW / LOS ANGELES

INXS
Robbie Robertson
Santana
Supertramp
Tom Waits

SOUND OF / CY BARNES / PHILADELPHIA

Carl Hall
Earth Wind & Fire
Bruce Springsteen
Miki Howard

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

INXS
Robbie Robertson
Billy Joel
Guns & Roses
Mannheim Steamroller
Love & Rockets

STRAWBERRIES / JEFF COHEN / BOSTON

George Michael
George Harrison
Earth Wind & Fire
Cher
Buster Poindexter
Hail Rock 'N Roll

STREETSIDE / GREG MARSHALL / ST. LOUIS

INXS
Billy Joel
Robbie Robertson
Joe Cocker
Bodeans

TOWER/NATL. / STAN GOMAN / SACRAMENTO

INXS
Robbie Robertson
Mason Williams
George Harrison
Bob Seger

TOWER/UPTOWN / STEVE HARMON / NYC

Bryan Ferry
George Harrison
INXS
George Michael
Cher
Robbie Robertson

TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO

George Michael
Earth Wind & Fire
Heavy D
New Order
Billy Joel
Robbie Robertson
Triumph

TURTLES / KAREN LONG / ATLANTA

INXS
KT Oslin
Reba McEntire
Guns & Roses
Michael Hedges
10,000 Maniacs
Robbie Robertson

UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA

INXS
George Harrison
Terence Trent D'Arby

VINYL VENDORS / VALERIE ELLIOTT / KALAMAZOO

George Michael
George Harrison
INXS
Robbie Robertson
Earth Wind & Fire

WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO

George Michael
INXS
Dan Seals
Jody Watley
Jets

ZIPS / RICK ANDRADE / TUCSON

Bryan Ferry
Ry Cooder
Insiders
Don Dixon
Men w'o Hats
dB's
Go West



TOP FIFTY ALBUMS

Things just keep getting tighter and tighter at the top, but it's still Bruce Springsteen in the lead, just barely over Dirty Dancing. George Michael explodes in at #7, and should top the chart

shortly. Tiffany and INXS make strong moves, while hot debuts are recorded for George Harrison, Robbie Robertson, Earth, Wind & Fire and Steve Winwood.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	Hit single leads	74.0
2	2	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Medley/Warnes 45 hot	73.5
3	3	MICHAEL JACKSON	BAD	Epic 40600	New 45 out	62.4
4	4	WHITESNAKE	WHITESNAKE	Geffen 24099	Solid sales	61.7
6	5	STING	NOTHING LIKE THE SUN	A&M SP6402	Gaining	57.3
5	6	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Catalogue moving	56.2
6	7	GEORGE MICHAEL	FAITH	Columbia CSK 2850	Huge first week	47.9
7	8	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	New 45 breaking	46.1
9	9	AEROSMITH	PERMANENT VACATION	Geffen 24162	45 breaking big	44.5
8	10	WHITNEY HOUSTON	WHITNEY	Arista 8405	New 45 exploding	38.1
10	11	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	New 45 building fast	35.2
13	12	REM	DOCUMENT	IRS 42059	45 breaking	32.5
11	13	U2	THE JOSHUA TREE	Island 7-90581-1	Steady sales	32.5
12	14	BILLY IDOL	VITAL IDOL	Chrysalis 41620	Hot 45 leads	30.1
14	15	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Steady sales	29.9
16	16	LA BAMBA	SOUNDTRACK	Slash/WB 25605	Steady	28.5
15	17	YES	BIG GENERATOR	Atco 7 905221	Slipping a little	26.8
22	18	TIFFANY	TIFFANY	MCA 5-793	Selling everywhere now	20.9
19	19	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	Giant 45 leads	20.6
21	20	BILLY JOEL	KOHUEPT	Columbia C2X 40996	Live Russia	18.8
33	21	INXS	KICK	Atlantic 7 81796-1	Taking off	18.7
18	22	KENNY G	DUOTONES	Arista 8427	Falling slightly	18.0
23	23	DEPECHE MODE	MUSIC FOR THE MASSES	Sire 25614-1 (WB)	Nationwide	16.4
25	24	BEATLES	ABBAY ROAD CD	Capitol 7 46446 2	Gaining some	16.2
17	25	RUSH	HOLD YOUR FIRE	PolyGram 832 464-1	45 is developing	15.7

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

BOURGEOIS TAGG



"I DON'T MIND AT ALL"

The First Single From
"YOYO"

The New Album From BOURGEOIS TAGG

"Continued strong activity including phones and retail action with response from all demos, male and female. If you're not on this one, you're missing one of the freshest pieces of music this year. Now's the time to get tagged. You're in!"

CHARLIE O' PD, KKXL, GRAND FORKS, N.D. 16-11

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

FLASHMAKER!
WILDCARD 10/2/87!
ONE OF THE MOST ACTIVE RECORDS!
38-35 HITS TOP FIFTY SINGLES!

KRBE	add	WKLO	deb 34	WHSL	33-28	BREAKING AT:
KCPW	add	KGOT	deb 37	WNCI	31-28	WXKS
WRNO	add	KFRX	deb 39	WLOL	34-30	KEGL
KIMN	add	B100	deb 39	KDWB	33-30	WMMS
Q100	add			KZZU	35-32	Z94
WFLY	add	KKXL	16-11	KSAQ	37-33	KPLZ
WNNK	add	KJUB	21-16	WRQM	39-33	KMEL
WFXX	add	WJMX	20-16	WRCK	36-33	KWSS
WQSM	add	95XIL	21-17	WJAD	40-34	KKRZ
WLRW	add	FM102	24-21	OK100	40-36	KATD
WSSX	add	94Q	27-23	WGI-FM	39-36	KROY
WGRD	add	KTRS	27-23	WBBQ	40-37	
KNIN	add	95XXX	31-24			
KF95	add	KXYQ	29-26			
WYKS	add	WKZL	29-26			
KIXY	add	WKDD	34-27			



BILL GRAHAM MANAGEMENT

PO Box 1936, San Francisco, CA 94111 415-399-1115





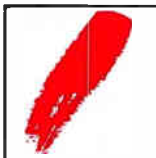
TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
20	26	ANITA BAKER	RAPTURE	Elektra 60444	Falling some	14.5
34	27	HEART	BAD ANIMALS	Capitol 12546	New 45 breaking	13.7
29	28	RICHARD MARX	RICHARD MARX	Manhattan 53049	Steady sales	13.6
24	29	KISS	CRAZY NIGHTS	PolyGram 832-626-4	New 45 out	12.2
--	30	GEORGE HARRISON	CLOUD NINE	D.Horse/WB 9 25643-1	Comeback	11.8
31	31	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	Awards	11.2
26	32	EXPOSE	EXPOSE	Arista AL 8441	Lots of hits	10.7
--	33	ROBBIE ROBERTSON	ROBBIE ROBERTSON	Geffen 24160	Superstar collaboration	10.7
45	34	SPECIAL OLYMPICS	A VERY SPECIAL XMAS	A&M SP 3911	Great cause	10.6
35	35	DANA DANE	WITH FAME	Profile PRO 1233	Solid sales	10.0
37	36	GREAT WHITE	ONCE BITTEN	Capitol 12565	Steady sales	9.6
--	37	EARTH WIND & FIRE	TOUCH THE WORLD	Columbia FO 40569	Comeback	9.2
32	38	JETHRO TULL	CREST OF A KNAVE	Chrysalis 41590	Dipping	8.6
39	39	GEORGE STRAIT	GREATEST HITS II	MCA 42035	Country	8.4
44	40	ALEXANDER O'NEAL	HERESAY	Tabu FZ 40320 (CBS)	New 45 gaining	8.0
27	41	WHODINI	OPEN SESAME	Jive JL8494 (Arista)	Urban sales	7.8
48	42	BEATLES	LET IT BE	Capitol 7 46447 2	CD sizzle	7.8
--	43	STEVE WINWOOD	CHRONICLES	Isi/WB 9 25660-1	Best of	7.8
28	44	LL COOL J	BIGGER & DEFFER	Def Jam/Col 40793	Falling now	7.6
30	45	PET SHOP BOYS	ACTUALLY	EMI/Man 46972	Falling some	7.5
--	46	JODY WATLEY	JODY WATLEY	MCA 5898	Hot single leads	7.3
38	47	FAT BOYS	CRUSHIN'	PolyGram 831948-1	Slipping now	7.1
40	48	NEW ORDER	SUBSTANCE	Quest/WB 9 25621-1	45 breaking	6.9
49	49	ANGELA WINBUSH	SHARP	PolyGram 832733	Urban	6.6
50	50	JETS	MAGIC	MCA 42085	Hit single leads	6.5

SQUEEZE (A&M)
 TERENCE TRENT D'ARBY (Columbia)
 DEBBIE GIBSON (Atlantic)

NEXT UP

GUNS & ROSES (Geffen)
 HEAVY D (MCA)
 BRYAN FERRY (Reprise)



THE HORIZON THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

COODER BEEN A CONTENDER: Veteran singer, guitarist and soundtrack composer, **Ry Cooder** played a benefit concert for NO OIL, a group concerned with banning oil development in the Santa Monica Bay, to an industry-packed house at Hollywood's Palace last week. Certainly ranking among the top shows of the year, Cooder showcased material from his new WARNERS album "Get Rhythm" with help from actor-turned-singer **Harry Dean Stanton** on the moving "Across the Borderline." It's time everyone woke up to the considerable talents of this American musical treasure and this album is a good place to start. The Palace decided it couldn't get enough of a good thing that night by turning the house and presenting well documented new sensation **Terence Trent D'Arby** about whom plenty has been written and if you haven't heard his U.S. debut on COLUMBIA "The Gospel According to..." then, frankly, you've been missing out..... Another legend in his own mind, er time, **Alex Chilton** is gaining high marks on his current tour behind his latest release "High Priest" on BIG TIME/RCA ably demonstrating that his garage-style charm and rock and roll chops remain fully intact..... English rockers **Flesh for Lulu** look set to take on the States with their new album "Long Live the New Flesh," debbing a new vid for the "Postcards to Paradise" track and label, HUGHES/CAPITOL hosted a release party at L.A.'s Scream club last week where the band was on hand to meet industry fans. Look for a tour early in the New Year..... And the **Screaming Blue Messiahs** have a lively new single "I Wanna Be a Flintstone" from their just-released ELEKTRA album "Bikini Red"..... The **Eurythmics** are back, having shelved the rumored live album for the time being. The latest studio recording for RCA is called "Savage," due the first week of December, and features the first single "I Need A Man" out at the end of this month. The first video however will be "(I like to listen to) Beethoven," released as a first single in the U.K., as it has a storyline that chronologically precedes the "I Need A Man" clip. Stay tuned..... Late news from last week's CMJ Convention: **Lyle Lovett**, one of MCA's young country stars, gave a well-received show and a double bill of **Chris Stamey** and **Victoria Williams**, both with new albums on A&M and GEFEN respectively, filled up the Lone Star over the weekend, while the **Guns and Roses** show at Brooklyn's L'Amour was a definite highlight suggesting that rock audiences across the country should really pick up on this band. They're set to go on tour with **Motley Crue** in the near future. GEFEN alternative marketer **Mark Kates** and A&M's **Karen Glauber** hosted a boisterous dinner for college radio programmers "and other liggers"..... Scotland's highly-touted the **Soup Dragons** make their U.S. debut on SIRE with "Hang-Ten!" What Scotsmen know about surfing remains to be seen, but they've made some great pop music in recent years and these guys follow the trend..... **Buster Poindexter**'s current RCA album proves that the former **New York Doll** can make great party music with such hot tracks as "Smack Dab in the Middle" and "Good Morning Judge"..... Austin band the **Reivers**, once known and loved as **Zeitgeist**, have their first album for CAPITOL entitled "Saturday" released this month, the single from which is called "In Your Eyes".



Deja

Title
"You And Me Tonight (All Night Long)"

Label
Virgin

Virgin takes off with a major crossover contender as this charismatic duo strike big at Top 40 in their first week. A driving backbeat, soulful vocals and an undeniable hook makes this one perfect Top 40 fare. Already a monster on the R&B charts and in the clubs, this one's flying at KMEL, WBBM, Z93, PWR99, KIX106, Y106 and others. Looks like another crossover hit.

Suggested Cuts

"You And Me Tonight (All Night Long)" is a burner. Major sales reported in airplay markets.

Label Comments:

"It's crossing over strongly," said Virgin VP of Promotion **Phil Quartararo**. "The single and the 12 inch are selling like crazy, and we're getting great reaction on the phones." Quartararo and team are gearing for a major Top 40 assault after such a successful first week major market showing. "The sound is on the mark for Top 40," said the Promotion giant. "This one feels like a hit."



Buster Poindexter

Title
"Hot Hot Hot"

Label
RCA

Rollicking, good time, latin flavored ditty from former New York Doll, former David Johansen, current "Saturday Night Live" regular **Buster Poindexter**. High visibility and a sizable following should mean a strong story breaking out of the East. The record is very dancable and just quirky enough to make it a Top 40 burner. More than just a novelty record, this one's got mass appeal.

Suggested Cuts

"Hot Hot Hot" is hot, hot, hot. We think it's a left field burner. Give it a spin.

Label Comments:

"He's an incredibly unique entertainer," said RCA VP of Promotion **Butch Waugh**. "The man's a superstar in New York — our job is to educate the rest of the world." According to the promo exec, once America discovers what *Rolling Stone* calls "the party album of the year," a new superstar will be born. "Once it takes off, it's going to blow through the roof," said Waugh. "This thing will blow the phones out."



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 FATAL ATTRACTION	7.1m	5248	85.7m	Soundtrack on GNP/Crescendo.
2 HELLO AGAIN	5.7m	4757	5.7m	Soundtrack on Proarte.
3 BABY BOOM	3.0m	3493	12.7m	Siedah Garrett 45 on Qwest/WB.
4 LESS THAN ZERO	3.0m	3455	3.0m	LP and Bangles 45 on Columbia.
5 SUSPECT	2.6m	2544	11.5m	Soundtrack on Varese Sarabande.
6 DEATH WISH	2.5m	2395	2.5m	_____
7 FATAL BEAUTY	2.3m	2099	6.1m	Soundtrack on Atlantic.
8 THE HIDDEN	2.2m	2363	5.7m	Soundtrack on Varese Sarabande.
9 LIKE FATHER LIKE SON	2.1m	1807	28.7m	_____
10 HIDING OUT	2.1m	2087	2.1m	Soundtrack on Virgin.

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



WAVELENGTH

by Lenny Beer & Mike Murphy

The big action this week is in Philly as both **WCAU** and **WIOQ** move to oldies formats simultaneously. So, what's going to happen? We hear that **PWR99** will be moving their urban format towards Top 40 with **Jerry Clifton** coming in to consult. There may be other changes also, so stay tuned.... In the wake of **John Lee Walker's** departure from **KYNO** Fresno, **Jeff Davis** has been promoted to PD from MD. **Christopher Kane** is the new OM, and no new MD has been

named.... New MD at **KBOS** Fresno is **Don O'Neil**, with the aforementioned Walker moving in as morning drive effective 11/9.... MD **Kevin Kei** is leaving **FM102** Sacramento.... **Mike Beach** has been named PD at **WPGC** in Washington. He will remain handling afternoons.... **Brian Burns** has resigned his position at **Drake/Chenault**, with an announcement coming shortly from a Midwestern market.... **Cedric Hollywood** has resigned his position at **HOT105**

Miami.... **KKLS** Rapid City changes calls (but not formats) to **KPHR**.... At **KKYK** Little Rock, **Jimmy Edwards** is the new MD and **Mark McCain** Assist. PD.... **Gina Shurts** leaves **KFMY** Provo, with **E. Curtis Johnson** handling both PD & MD responsibilities.... We hear **Howard Hoffman** will be handling morning at **KKFR** Phoenix.... Longtime sports director, **Rick Arner**, has been named PD at **KTRS** Casper. **Brian Scott** will handle the MD duties.... Lots of stations

are playing "Do You Love Me" by the **Contours** from "Dirty Dancing", with big results.... **KCPX** Salt Lake has two on air openings. Send T&R's to **Lou Simon** at 434 Bearcat Dr. 84115.... New PD at **KILK** Davenport is **John Michaels**, who moves over from **KQKQ** Omaha and is replaced by **Drew Bentley**.... At **KTWV** in Los Angeles, **Frank Cody** has been appointed VP.... Happy Birthday to **WJAD** Bainbridge's PD **Skip Eliot** 11/13.



KANE GANG

TWO FACTS RADIO SHOULD KNOW ABOUT THE KANE GANG'S "MOTORTOWN".

1. ACTIVE HIT RECORD!
2. CAPITOL WILL BRING IT *ALL THE WAY HOME*

FLASHMAKER!

47-40 HITS TOP FIFTY SINGLES!

25 NEW ADDS! OVER 20 DEBUTS!

**A/C BREAKER DEBUT 26*
RETAIL BREAKOUTS AT OVER
150 ACCOUNTS NATIONWIDE!**

GREAT MOVES!

Y95	19-14	WERZ	33-26
WKTI	18-16	95XXX	35-27
WMMS	20-17	WXKS	32-29
Z94	24-21	KCAQ	33-30
94Q	28-24	WGFM	35-31
OK95	30-24	WKDD	37-32
KTMT	31-24	B100	37-33
K98	39-24	KZZU	37-34
WFLY	29-24	KZZB	40-35
WCZY	28-25	KUUB	40-35



MOTORTOWN

LATE NIGHT WITH DAVID L.



**Compiled by the home office in Eindhoven, The Netherlands.
These are the top ten "Reasons To Live":**

- Number 10 Reason To Live:** You may get a shot at Princess Diana.
- Number 9 Reason To Live:** If you live to be 100, Willard Scott will say your name on the Today Show.
- Number 8 Reason To Live:** "All you sissies who never had the courage to play KISS can now give your audience what they wanted. 'Reason To Live' could cross over to CHR any minute or Gene Simmons will date your sister!" Ron Garrett, KRXQ.
- Number 7 Reason To Live:** "Reason To Live" will work on your radio station. Ted Edwards KGB-FM, San Diego says "'Reason To Live' is their best shot at mass appeal acceptance this decade."
- Number 6 Reason To Live:** See "Crazy Nights" become the 15th platinum album for KISS (sales already over 850,000 units).
- Number 5 Reason To Live:** "To listen to the greatest record ever produced." Ron Nevison, The Producer.
- Number 4 Reason To Live:** "The godfathers of glam rock deliver the goods. It's guaranteed to be one of our biggest records of the Christmas season." Randy Morris, Record Bar.
- Number 3 Reason To Live:** See KISS in concert (tour starts November 13th)!
- Number 2 Reason To Live:** Joseph Biden: "All you sissies who never had the courage to play KISS, can now give your audience what they wanted. 'Reason To Live' could cross over to CHR any minute, or Robert Bork will date your sister!"
-and.....the number 1 "Reason To Live".....(drum roll).....
- Number 1 Reason To Live:** To be able to laugh in the face of Tammy Baker, fantasize about Donna Rice and to just say yes to Nancy Reagan.



KISS

PlayG... ..