

**Inside** The Dumb Grammy Contest Returns

# HITS

# HOT SEAT

See Page 9

## WINNERS

### FLASHMAKERS

M/A/R/R/S (4th & BROAD)

RICHARD MARX (MANH)  
DEBBIE GIBSON (ATL)  
MICHAEL BOLTON (COL)

### CROSSOVERS

KEITH SWEAT (ELEK)

GLADYS KNIGHT (MCA)  
TERENCE D'ARBY (COL)  
AEROSMITH (Geffen)

### EARPICKS

DEBBIE GIBSON (ATL)

ALEXANDER O'NEAL (TABU)  
AEROSMITH (POLY)  
COMMUNARDS (MCA)

### BREAKOUTS

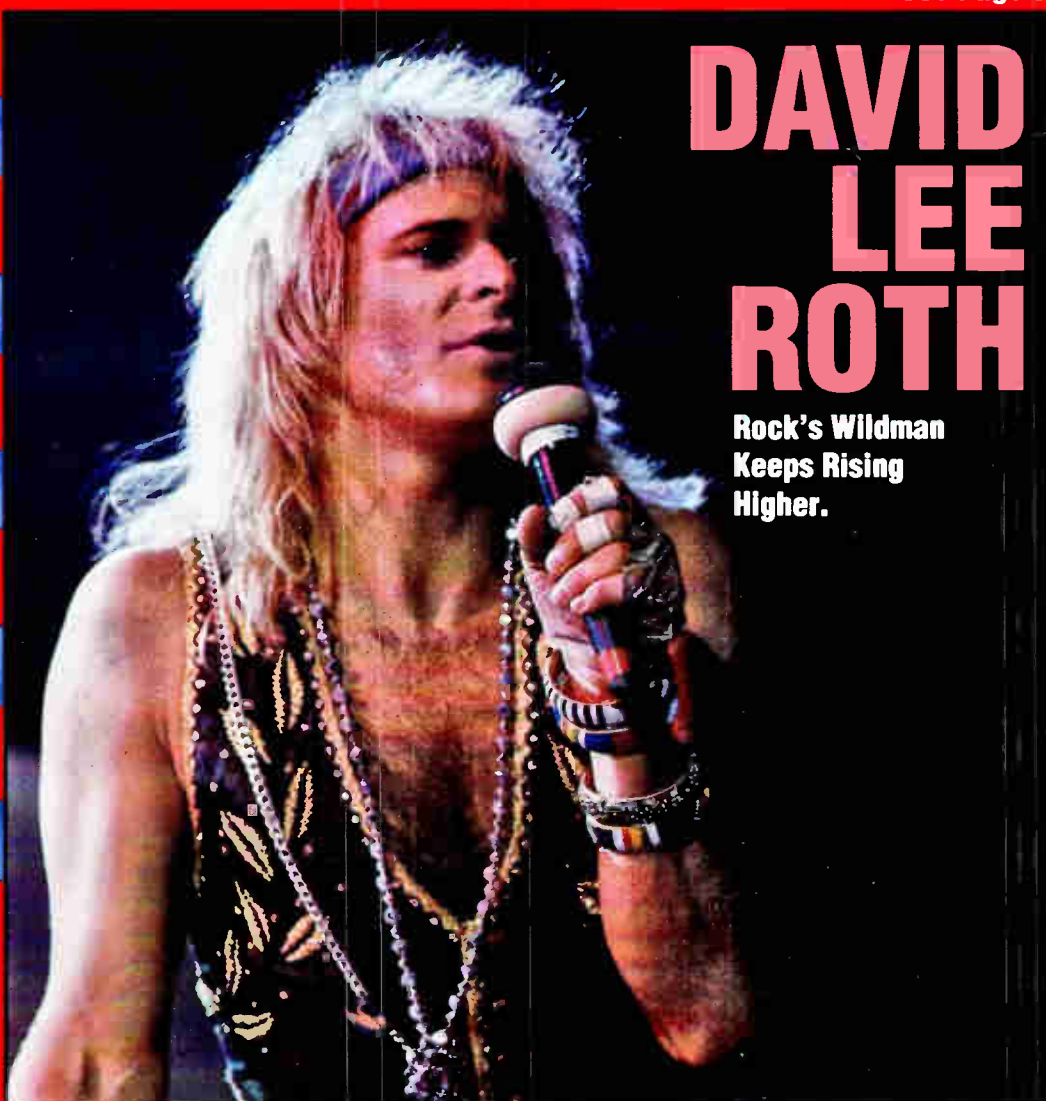
TAYLOR DAYNE (ARISTA)

RICK ASTLEY (RCA)  
KEITH SWEAT (ELEKTRA)  
WHITE LION (ATL)

### WILDCARD

CARLY SIMON (ARISTA)

*Another crossing from the Pop/Adult market. See Page 8 for details.*



# DAVID LEE ROTH

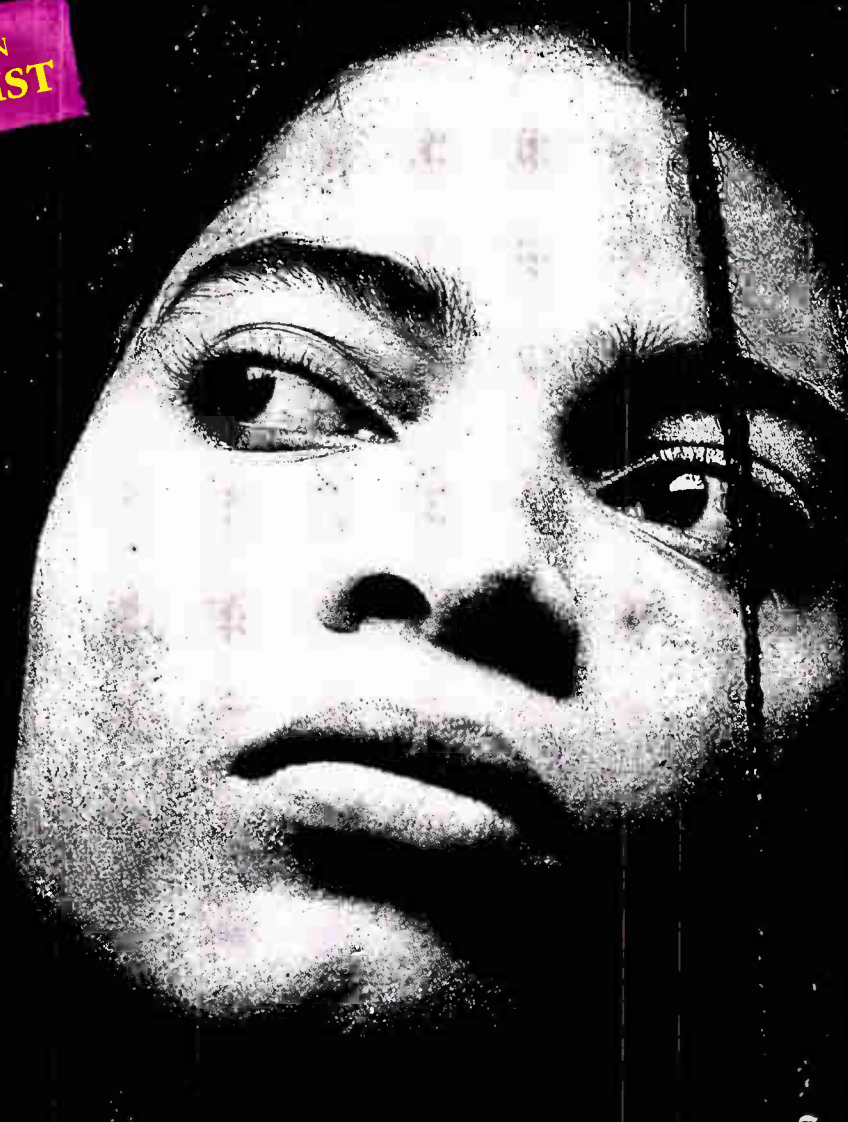
Rock's Wildman Keeps Rising Higher.

## HOT NEW RELEASES

BLACK "EVERYTHING" A&M 2995  
BOURGEOIS TAGG "CRY LIKE A" Island 7-99372  
THE CHRISTIANS "FORGOTTEN" Island 7-99376  
EARTH, WIND & FIRE "THINKING" Columbia 38-07695  
GEORGE HARRISON "FAB" Dark Horse 28131

MICHAEL JACKSON "MIRROR" Epic 3407668  
J.C. MELLENCAMP "CHECK" PolyGram 870126-7  
RICK SPRINGFIELD "ROCK" RCA 6853-7  
JODY WATLEY "LOVER" MCA 53235  
WHITE LION "WAIT" Atlantic 789126

GRAMMY NOMINATION  
BEST NEW-ARTIST



**CROSSOVERS WINNER!**  
**BREAKOUTS WINNER!**  
DEBUT **49** HITS TOP FIFTY SINGLES!  
DEBUT 38\* R&R U/C!

KKRZ	add	WKDD	add	PWR99	deb	29
KITS	add	WVSR	add	Y108	deb	30
WCZY	add	KDWZ	add	KPLZ	deb	36
Q100	add	KQMQ	add	KMGX	deb	35
BJ105	add	KDON	add			

Q106	25-19
WXKS	29-23
WKSS	31-23
KCPX	32-27
KIKX	38-32
WPST	37-32

Appearing on  
"SATURDAY NIGHT LIVE"  
on NBC, February 13

TERENCE  
TRENT  
D'ARBY

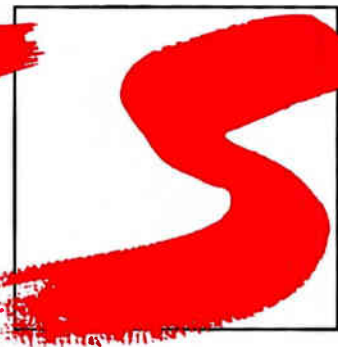
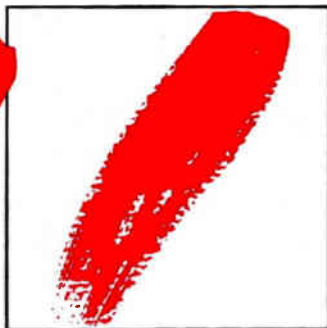


WISHING  
WELL

Taken from the Columbia Lp:  
"Introducing the Hardline according  
to Terence Trent D'Arby" 10963

Produced and mixed by  
Martyn "Teddy Bear" Ware &  
Terence Trent D'Arby

Columbia  
Records Inc.



**Headquarters:**

15477 Ventura Blvd.

Suite 300

Sherman Oaks, CA 91403

(818) 501-7900



**Beam me up, Bobby. It's the Man from M/A/R/R/S, and he's pumped up the volume on the group's latest hit, taking it from the dance floor to the top of the charts. Say hello to Island's Promotion VP Bob Catania, making his premiere '88 appearance on Hits' coveted Contents Page. And we promise— not a word about that coiff!**



# 4 SINGLES

*INXS leads, Tiffany is also a giant, the Bangles are smoking, and the spectre of George Michael (yes, him again) looms as large as ever. We'll say it now, George is going #1, again!*



# 30 DIALOGUE

*John Cougar Mellencamp has it all.....except the respect he feels he deserves. Hits' Gary Graff commiserates.*

# 42

*Matt Farber went from promotions to Operations Mgr. at PWR 99.7 in Atlanta, an unlikely route he traces with Hits' own happy wanderer, Mike (that geek) Murphy.*



# 40 SPOTLIGHT

*The same old dumb Grammy nominations that everyone else had last week, brought to you in the inimitable Hits fashion.*



# 54 ALBUMS

*George and Tiffany, Tiffany and George, bounce-bounce-bounce around with George Michael barely holding on again. And here comes Debbie Gibson.*

<b>FLASHMAKERS</b>	<b>22</b>	<b>CROSSOVERS</b>	<b>26</b>	<b>REQUESTS</b>	<b>28</b>
<i>M/A/R/R/S leads the way.</i>		<i>Keith Sweat is exploding.</i>		<i>George Michael is a super giant.</i>	
<b>EARPICKS</b>	<b>34</b>			<b>BREAKOUTS</b>	<b>52</b>
<i>Debbie Gibson.</i>				<i>Taylor Dayne leads the way.</i>	
<b>FRONT PAGE</b>	<b>8</b>	<b>NEAR TRUTHS</b>	<b>18</b>	<b>FAR TRUTHS</b>	<b>19</b>
<b>LETTERS</b>	<b>19</b>	<b>MOVIE SCORES</b>	<b>58</b>	<b>WAVE LENGTH</b>	<b>58</b>
<b>TOP TENS</b>	<b>49</b>			<b>RERAP</b>	<b>44</b>



# TOP FIFTY SINGLES

**MARRS** is exploding quickly with retail leading and radio following. If it keeps closing, it could go all the way. Also hot and closing are **Patrick Swayze's** hit from "Dirty Dancing" and the

incredible new **George Michael** single. Not surprisingly, these three songs are also running at the top of radio's request tallies.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
3	1	<b>INXS</b>	NEED YOU TONIGHT	Atlantic 7-89188	Huge sales
2	2	TIFFANY	COULD'VE BEEN	MCA 53231	Solid
4	3	BANGLES	HAZY SHADE OF WINTER	Columbia 38-07630	Soundtrack hit
1	4	MICHAEL JACKSON	THE WAY YOU MAKE	Epic 34-07645	Peaking now
7	5	EXPOSE	SEASON'S CHANGE	Arista 9640	Biggest one yet
9	6	ROGER	I WANT TO BE YOUR ..	Reprise 7-28229	Crossover smash
8	7	ELTON JOHN	CANDLE IN THE WIND	MCA 53196	Turning Lp around
5	8	GEORGE HARRISON	GOT MY MIND SET	WB/D. Horse 7 28178	New single shipping
15	9	PET SHOP BOYS	WHAT HAVE I DONE	EMI/MANH 50107	Turning Lp around
13	10	ERIC CARMEN	HUNGRY EYES	RCA 5315-7-R	2nd 45 from Dirty Dancing
12	11	PRINCE	I COULD NEVER TAKE	WB/Pasley Pk 7-28288	Steady
14	12	SALT 'N' PEPA	PUSH IT	Next Plateau/50063	Dance smash
21	13	FOREIGNER	SAY YOU WILL	Atlantic 7-89169	Breaking big
18	14	MARRS	PUMP UP THE VOLUME	4th & Broadway 7452	Dance smash
17	15	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia 38-07663	Title cut
20	16	PAUL CARRACK	DON'T SHED A TEAR	Chrysalis 43164	Veteran vocalist
19	17	NATALIE COLE	I LIVE FOR YOUR LOVE	EMI/Manhattan 50094	Adult winner
24	18	FLEETWOOD MAC	EVERYWHERE	Warner Bros 7-28143	Breaking quickly
6	19	WHITNEY HOUSTON	SO EMOTIONAL	Arista AS 1-9642	Peaked
31	20	<b>PATRICK SWAYZE</b>	SHE'S LIKE THE WIND	RCA 5363-7	3rd 45 from Dirty Dancing
22	21	MEN WITHOUT HATS	POP GOES THE WORLD	PolyGram 888 859-7	Steady
29	22	RICK ASTLEY	NEVER GONNA GIVE ...	RCA 5347-7	European smash
23	23	NEW ORDER	TRUE FAITH	Qwest/WB 7-28271	Breakthrough record
25	24	STRYPER	HONESTLY	Enigma 75009	Steady
30	25	CHER	I FOUND SOMEONE	Geffen 7-28191-A	Comeback

(Based on a combination of sales and airplay)

# UNFORGETTABLE!



**Elisa Fiorillo**

*How Can I Forget You* ●

**FLASHMAKER!**

Keep Elisa close to your heart for Valentines Day!

These stations did:

WCZY add  
WGH-FM add  
WTIC add  
WZPL add

K92 add  
KSND add  
KTUX add  
WFXX add  
WCGQ add  
KFIV add  
KBOS add

WZYP add  
WKEE add  
KAKS add  
KUUB add  
KOZE add

WNOK deb 39  
KBFM deb 38  
WKSS deb 31  
KRBE deb 34

KWK 25-21  
I-94 39-31  
KIYS 37-32  
WL0L 38-34  
OK95 40-35

**BREAKING AT:**

WKTI  
92X  
KCPX  
KXX106  
WFLY  
WGFM  
WTLQ  
KMGX  
WNNK  
WPST  
WNYZ  
WRCK

  
Chrysalis.



# TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
33	26	MIAMI SOUND MACHINE	CAN'T STAY AWAY FROM	Epic 34-07641	Hot request record
35	27	GEORGE MICHAEL	FATHER FIGURE	Columbia 38-07682	Third smash
10	28	TAYLOR DAYNE	TELL IT TO MY HEART	Arista 9612	Lp getting hot now
16	29	HEART	THERE'S THE GIRL	Capitol 44089	Peaked
39	30	BELINDA CARLISLE	I GET WEAK	MCA 53242	Follow up smash
11	31	GEORGE MICHAEL	FAITH	Columbia 38-07623	New 45 breaking
38	32	SQUEEZE	853-5937	A&M 2994	Starting to sell
37	33	COVER GIRLS	BECAUSE OF YOU	Sutra SF 819	Hot urban
49	34	KEITH SWEAT	I WANT HER	Vntment/Ele 7-69431	Former Wildcard
40	35	GLADYS KNIGHT	LOVE OVERBOARD	35A 53210	Giant crossover
45	36	DAVID LEE ROTH	JUST LIKE PARADISE	Warner Bros 7-28119	Hot video and huge radio
48	37	STING	BE STILL BY BEATING	A&M AM-2992	Second single
42	38	BUSTER POINDEXTER	HOT HOT HOT	RCA 5357-7-R	Gaining
43	39	BOY GEORGE	LIVE MY LIFE	Virgin 7-99390	Crossing urban
46	40	YES	RHYTHM OF LOVE	Atco 7-99419	Hot rock
--	41	<b>RICHARD MARX</b>	<b>ENDLESS SUMMER NIGHT</b>	<b>EMI/MANH 50113</b>	<b>Sweeping radio</b>
47	42	DAN HILL	NEVER THOUGHT	Columbia 38-07618	Hot adult record
--	43	MICHAEL BOLTON	DOCK OF THE BAY	Columbia 38 07680	Hot remake
26	44	ICEHOUSE	CRAZY	Chrysalis 43156	Peaked
50	45	EURHYTHMICS	I NEED A MAN	RCA 5361-7	Hot rock
--	46	DEF LEPPARD	HYSTERIA	PolyGram 870004-7	Hot rock
27	47	DEBBIE GIBSON	SHAKE YOUR LOVE	Atlantic 7-89187	New single exploding
28	48	WHITESNAKE	IS THIS LOVE	Geffen 7-28233	Peaked
--	49	TERENCE TRENT D'ARBY	WISHING WELL	Columbia 38-07675	Significant action
--	50	SWING OUT SISTER	TWILIGHT WORLD	Polygram 888 4847	Selling Lps again

DEBBIE GIBSON (Atlantic)  
CARLY SIMON (Arista)

## NEXT UP

AEROSMITH (Geffen)  
JETS (MCA)

(Based on a combination of sales and airplay)



**GEORGE HARRISON  
"WHEN WE WAS FAB"**

**THE NEW SINGLE  
FROM THE ALBUM CLOUD NINE**

**PRODUCED BY  
JEFF LYNNE AND GEORGE HARRISON**



© LOKA PRODUCTIONS S.A. - 1988 GANGA DISTRIBUTORS, S.V.





**DENNIS LAVINTHAL**  
Publisher

**LENNY BEER**  
Editor In Chief

**TONI PROFERA**  
Senior Editor

**DAVID ADELSON**  
Vice President/Managing Editor

**FRANCIS LAMBERT**  
Director of Computer Operations

**MIKE MURPHY**  
Sr. Broadcast Editor

**PETER WALBERG**  
Art Director

**ANITA WEBB**  
Operations Manager

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

**MARK PEARSON**  
**MICHAEL ALLEN**  
**CARLEEN NELSON**  
**LISA KOS**  
**MARLA PERLMAN**  
**DAN FITZGERALD**  
**ROANNA ROSEN**  
**TERRY MOSER**  
Research Assistants

**ROY TRAKIN**  
Features Editor

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

**DOUG BROWN**  
Creative Direction

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

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

**COLOR WEST**  
Lithography

**EDITORIAL, ADVERTISING AND BUSINESS OFFICES:**  
15477 Ventura Boulevard, Suite 300, Sherman Oaks, California  
91403. Phone: (818) 501-7900. POSTAL INFORMATION: Hits  
Magazine is published weekly, with 50 issues published per year,  
by Hits, Inc., a California corporation. REPRINTS AND  
REPRODUCTIONS: Copyright 1987 by Hits, Inc. All rights  
reserved. Reproduction or photocopying of material appearing in  
Hits Magazine is forbidden without written permission. Requests  
may be ordered from 15477 Ventura Boulevard, Suite 300, Sher-  
man Oaks, CA 91403. SUBSCRIPTIONS: Call (818) 501-7900 or  
address subscription requests to Hits Magazine, 15477 Ventura  
Boulevard, Suite 300, Sherman Oaks, CA 91403. Single copy  
price: \$5.00. Subscription price: \$200.00 per year. All subscrip-  
tions payable in U.S. funds only. Please allow 2 to 4 weeks for new  
subscriptions to begin. CHANGE OF ADDRESS: Please allow 2  
to 4 weeks for change of address to take effect. POSTMASTER:  
Send change of address to Hits Magazine, 15477 Ventura  
Boulevard, Suite 300, Sherman Oaks, CA 91403.

## Football Mentality

You know, for years we've disputed that football players are just mindless jocks with no intellect. And for years we thought that star running back Eric Dickerson (left) was one of the most intelligent players. So needless to say we were shocked when Eric showed his complete lack of brain cells by displaying his choice of disgusting reading material. Eric's hanging with "Top Of The Pops" host Nia Peeples (c) and "St Elsewhere" star Eric Laneuville during a recent "Top Of The Pops" taping.

## Pic Of The Week



## Grammy Fever

By now you've probably been bombarded by every conceivable analysis of this year's Grammy nominations. So the way we figure it, why should we write another of those boring rundowns just because we're supposed to be a music trade?

There are a lot of other ways we can bore you.

This week we run some of those same Grammy noms you've read everywhere else

(see page 40), but the big news is the return of the Hits Second Annual Dumb Grammy Contest (See one of the pages somewhere in this rag). Once again, you can sleaze free goods by guessing the winners in ten categories.

Or you can sleaze free goods by walking into your favorite electronics store and sticking a Compact Disc player down your pants.

## Jimmy's Back



We hope you folks weren't worried about ol' JimmyThe Greek after he was canned by CBS for some incredibly stupid remarks he made during a recent interview. But don't you worry one bit, as Jimmy's been inked to play the Whoopi Goldberg character in a new film version of "The Color Purple." The film is being produced and directed by Al Campanis. (Editor's Note: Did you really think we could print this week without taking a shot at Jimbo?)

## W I L D C A R D

**CARLY SIMON (ARISTA)**

The hot Arista promo machine is poised to deliver another Adult to Top 40 winner. The album just hit platinum and this crossover hit will take a lot further. New this week at WMJQ, WNCI, KRBE, 94Q, Q105, KXX106, B100, KZZU and more. Numbering at Z94, PRO-FM, KIMN, KIKX, KIYS, WERZ and others. Pulls phones. Ready to close.

## Top Ten Tours

Pollstar has released its Top Ten grossing tours of the year, and heeere they are: 1. U2 2. Bon Jovi 3. Pink Floyd 4. The Grateful Dead 5. David Bowie 6. Motley Crue 7. Whitney Houston 8. Huey Lewis 9. Boston 10. Alabama. According to Pollstar (We love that rag) Vp Gary Smith: "It was a good year for touring." (Editor's Note: That's why Gary makes the big bucks.)



# FRONT PAGE

C o v e r S t o r y

## Who Will Sit In The Hot Seat?

It's a common topic in these pages. In the year-and-a-half since we started publishing, we've seen at least ten major changes in the upper ranks. Generally, the gig is worth around \$150,000 a year, but the pressure is immense, and the tenure is anything but secure.

If you don't fall victim to burn-out, there's always the excellent chance you'll lose your job during a cold streak. Most claim that one year in the position equals five anywhere else.

We're talking about the Vice Presidents of major label Promotion departments, and after a tumultuous 12 months that saw its share of changes, the revolving door is spinning yet again.

As of now, three major

labels are openly looking for a head of Promotion — Atco, Uni, and Motown. More than likely, the filling of these positions will have an effect on another label's Promo team.

The names that stand before Atco's **Jerry Greenberg**, Motown's **Skip Miller & Lee Young** and Uni's **David Simone & Bill Bennett** are formidable.

Experienced label players who know the ropes through past stints at the majors are available: **John Betancourt**, **Walter Winnick**, **David Urso**, **Michael Lessner**, **Ed Mascolo** and **Walter Lee** to name a few.

And that's not including many of the current label players whose names have been circulating around the

rumor mill — **Jack Satter**, **Daniel Glass** (who has since signed a new deal with Chrysalis), and **Butch Waugh**.

Of course, there are always those Promo heavies unhappy at their current jobs, as well as labels unhappy with their current head of Promotion.

The plot thickens.

"It's the hardest job I ever had in my life," said one Promotion head. "When my records have a good week, I'm a rocket scientist, a genius, everyone's bud. On a bad week, I'm the biggest bum that ever lived."

"The pay is good," said one former Promotion topper. "But it's become increasingly rare to find anyone at the same desk after five years. The pressure is intense, and

it's always the promo guy's fault. Every one of us can relate with Billy Martin."



*Does it take someone with special powers?*

### Motown Restructuring

Motown reiterated its commitment to the future with a further restructuring of its upper ranks.

Label toppers **Skip Miller** and **Lee Young Jr.** have announced the appointment of industry veteran **Al Bell** to head up the label's A&R team.

Bell is the founder and former President of Stax Records, the legendary label

that fostered a number of major careers including **Isaac Hayes**, **Otis Redding** and **Sam & Dave**.

In addition, **Michael Lessner** has exited his post as Vice President of Promotion. Skip Miller is "actively overseeing" the Promotion activities while he looks for someone to head up the department.

### Sock It To Them



*The folks from WINK in Ft. Myers sponsored a special contest called "Which Member Of Def Leppard Stuffs The Biggest Burlington Sock Down His Shorts?" Pictured checking out the action (l-r): **George Luthin**, PolyGram; **Joe, Rick, Steve, Phill** and **Rick** from Def Leppard. Front: **Marty Berger PD** and **Caroline Berger wife of PD** at WINK-FM.*

### Miami Movie Machine

**Miami Sound Machine** lead singer **Gloria Estefan** has been inundated with scripts sent to her by Hollywood types. "I wouldn't want to blow my first chance

on something that's tacky," said the Cuban-born crooner, turning down the lead in "Mandingo III: The True Story of **Jimmy The Greek**."



## Mystery Beak of The Week



It's hard to believe this garbage is continuing, but here it is again. It became obvious to us that last week's "Mystery Beak Of The Week" was just too dang (we love that word) easy. Of the 659 phone calls we received, 658 guessed correctly that it was Capito! VP of Promotion **John Fagot** (left). The one caller in error was — you guessed it — **John Fagot** who said it was **Donna Reed**. We think it'll be easier to blow this week's nostrils in question (right). Give it a try, call the BEAK HOTLINE at (818) 501-7900, and you could qualify for your worst nightmare: a lifetime subscription to HITS (at least until we're drummed out of the business).

## Jackie Mason Says

**Jackie Mason** is fighting fire with fire, after being hit with a paternity suit filed by a 36-year-old actress who claims the comic is the father of her two-year-old daughter. Mason has responded by starting his own legal action

against **Ginger Reiter**, whom he claims is using copyrighted material of his without permission in her one-woman show, "Oh, Jackie, Oh," which she performs at Florida condominium complexes.

### This Week On Top Of The Pops

#### U.S.

Bangles  
Eric Carmen  
Natalie Cole  
Great White  
INXS



Fridays On CBS-TV

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

#### U.K.

Morris Minor &  
The Majors  
Terence D'Arby  
Steppenwolf  
Tiffany

## HOT TOPICS

# C.D. Pricing

*Hits' examination of CD pricing continues this week with comments from CEMA's Dennis White, RCA's Pete Jones, PolyGram's Bob Jamieson and Kenny G. manager Dennis Turner. The labels are moving slowly but surely in this area, analyzing market research and sales figures to determine their direction. There seems to be a consensus that new or developing acts could profit from a reduced list price, not only on CD, but album and cassette also. The key word, though, is still variable pricing, meaning front-line, superstar product will remain at current levels for the time being.*

**Dennis White, President, CEMA:** "We have taken key catalogue product and put it at mid-price with some of our older catalogue at still a lower price in our three-tier structure. By the end of March, we will have more than 100 titles at that low price. We feel that's the way to go. Selected baby bands will be introduced via mid or low-priced CD's, as well as discounted albums and cassettes. I don't see superstar product coming down too much, though. I've even had a number of retailers resist that move. We have developed a product that is of high quality in the consumer's mind and we shouldn't be too quick to lessen its perceived value."

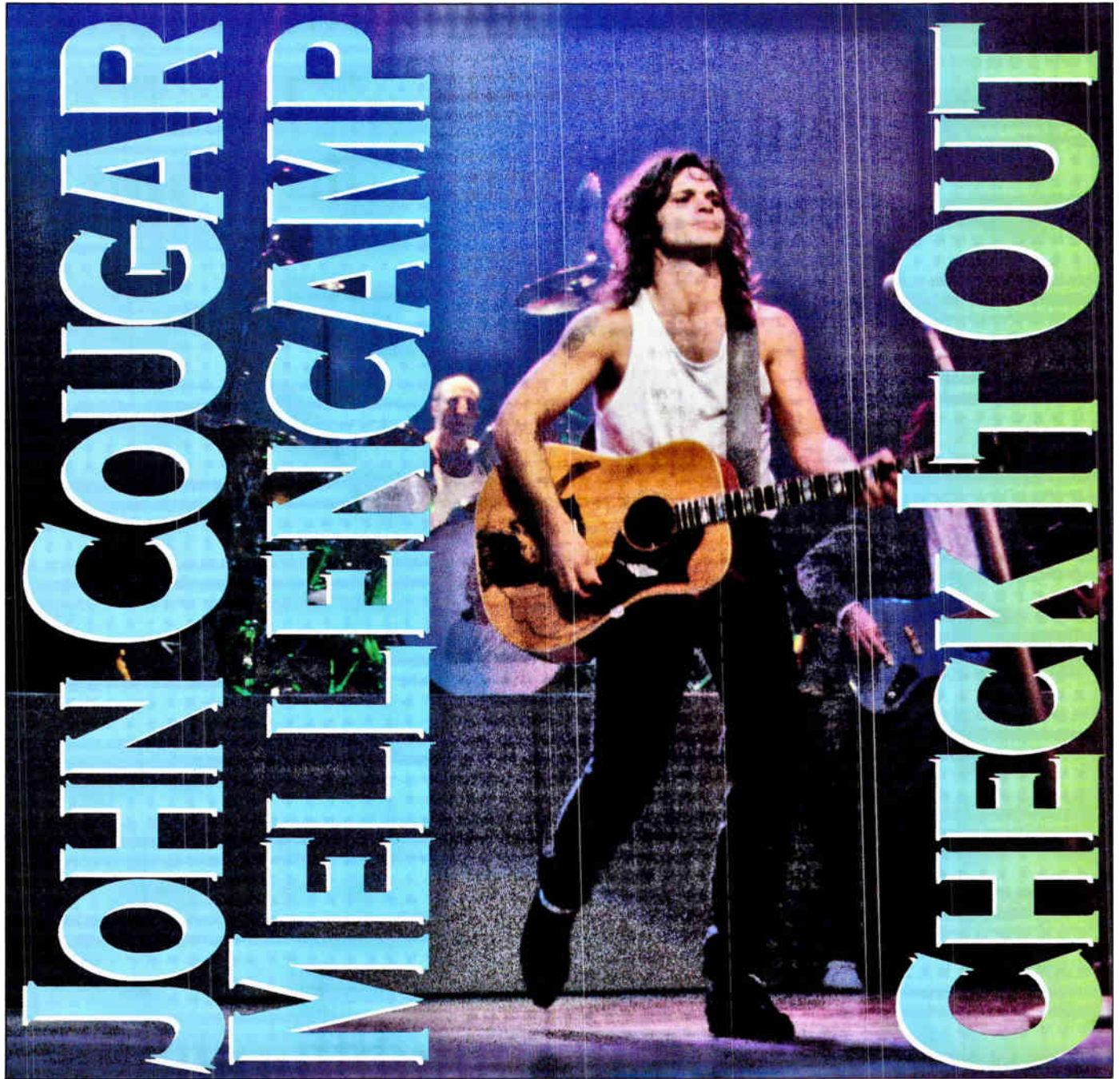
**Pete Jones, President, RCA/A&M/Arista Distribution:** "As far as front-line product goes, we all understand the wisdom of variable

pricing. I don't think we'll do anything drastic. We're going to continue to look very carefully at the marketplace. At this stage, our low price is reserved for catalogue items only. The labels that believe in a low CD price for new artists will pursue that, and the ones that don't, won't. That's a label by label decision. I still think it's too soon to make generalizations. As production costs continue to drop, we may make further adjustments."

**Bob Jamieson, Executive VP, Marketing & Sales, PolyGram:** "We're looking at our pricing in a number of areas. We have a mid-line CD that we're looking to build on in the pop and classical areas. Nothing has been decided yet; it's still too early. We'll continue to watch what the competition is doing. We've taken a number of our catalogue items down in price, and we're still looking at other areas that we might reduce. We now have two different prices for CD product and are looking at options for new and developing bands. We don't feel pressed to make a move, though."

**Dennis Turner, Manager, Kenny G.:** "There are two ways to look at it. In terms of royalties, artists are still at a vinyl rate, but the higher the CD price, the more they make. On the other hand, it's probably much better to have a quality product in the marketplace, i. e. the CD, at an affordable price, so everybody can participate. I think it's important that supply and demand be kept balanced, though."

C H E C K I T O U T (870-126-7)



THE NEW SINGLE FROM  
"THE LONESOME JUBILEE" (832 468-1 Q-1)

PRODUCED BY JOHN MELLENCAMP AND DON GEHMAN

MANAGEMENT: TOMMY MOTTOLA, CHAMPION ENTERTAINMENT ORGANIZATION, INC.

ON MERCURY COMPACT DISCS, CHROME CASSETTES & RECORDS



© 1988 POLYGRAM RECORDS, INC.

Manufactured and Marketed by  
PolyGram Records  
.....

# FRONT PAGE

## ON RECORDS By Lenny Beef

### L. P. Chart Thoughts

The one-two battle at the top of the chart between MCA's child star **Tiffany** and Columbia's **George Michael** continues. We saw this one coming for months before it happened, and now it's time to step out and make another prediction. You see, that other teenage phenom, **Debbie Gibson** (Atlantic), is poised to make her own move to the top. That's right, this two way struggle will soon be a three-way affair. Gibson's new single, the album's title cut "Out Of The Blue", is exploding at radio this week and will be the final piece toward her superstar puzzle. Look for Debbie to be battling for #1 in February.... And how about **INXS** (Atlantic), the other newcomer to the Top Five. Their huge hit single, "Need You Tonight", has propelled this band into the forefront of the rock scene. Are stadium tours in their future?..... **Linda Ronstadt's** Spanish language album (Elektra) is one of the surprise early hits of the new year. She has tapped this marketplace like no artist since **Jullo Iglesias** on Columbia. Linda keeps breaking new ground, and keeps selling records..... **Salt 'N' Pepa's** album (Next Plateau) is proving that dance smashes can sell albums for anyone, if their lead single is big enough. And this one, "Push It", is as big as any song out there..... The **Less Than Zero** soundtrack (Def Jam/Columbia) has already proven to have legs far longer than its movie partner. It contains the Top Five smash by the **Bangles**, a hot album cut

from **Polson**, and now a new single from **LL Cool J** that may be a factor. A second major hit could make this album a Top Ten contender.... We've been talking on and off about Geffen's **Guns 'N' Roses**, a hard rock/heavy metal outfit that is gaining quickly on the national charts. The album is a major hit in Los Angeles and its national spread is becoming serious. Credit this one to the video outlets for exposing a band that can really sell. Their image is on the dark side, sort of metal's **Rolling Stones**. It will be interesting to watch how far this project can go without a hit single. We expect it to go higher than you might think.... Two newcomers are also doing big numbers. Arista's **Taylor Dayne** and Elektra's **Keith Sweat** have come smoking out of the box with hit singles leading. Both albums are babies and will be around for some time to come.... And finally, we can't help but wonder if the two-sided **Prince** hit and a Grammy nomination for *Best Album* will turn the tide and set his Lp back into major action. We are seeing the first signs of an upswing this week. We'll be watching this one closely.



**Guns 'N' Roses** — *Bigger than you think.*

### WTIC Bucks Around



*Gosh, those nutty folks at WTIC in Hartford, Connecticut will do anything for a listener, and this time, those bozos gave away \$10,000 biggies. We're not really sure what the listener had to do, and we don't really care — all we know is she's got the major greenbacks and we don't. Pictured (l-r): The husband of the winner; the winner (we call her Bula); Jonathan Monk, Promotion Director; Bula's daughter and the driver of the armored car (he later ran off with Bula).*

### Bruno Blasted

**Bruce Willis'** singing bow, "The Return of Bruno," was named in an *L. A. Times* survey of rock critics, D. J.'s, record company execs, managers and fans as the Worst Album of 1987. Of course the news didn't bother Bruce who sat next to his wife **Demi Moore** and read the item in his silk bathrobe while lounging by the pool of his newly refurbished 16-room mansion in Malibu.

### Two Guys



*Hot Tabu/Epic act Alexander O'Neal (left) hangs with KMEL S.F. PD Keith Naftaly during the station's Annual Christmas concert to benefit the S.F. AIDS Foundation. Keith then turned to Alexander and uttered the immortal words: "Were you pissed-off when your daughter Tatum married John McEnroe?"*

### Back To Lake Wobegone

Radio humorist **Garrison Keillor** will produce a "second annual farewell radio show," through Minnesota Public Radio, which produced his "Prairie Home Companion show" for NPR for thirteen years before going off the air last year.

**BLACK »EVERYTHING'S COMING UP ROSES«**

AM 2995

In the past 12 months, an artist has emerged who has captivated Europe. International gold and platinum albums, pandemonium at personal appearances, and almost unprecedented press enthusiasm have greeted **BLACK** at every turn. **»EVERYTHING'S COMING UP ROSES«** is **BLACK**'s new single.



From the album **»WONDERFUL LIFE«** SP 5165  
Produced by Dave Dix  
© 1988 A&M Records, Inc. All Rights Reserved.





# FRONT PAGE

## Ire Of Texas Is Upon Them

Now **Def Leppard** knows not to pick on the Lone Star State. The band is meeting with resistance to their planned El Paso, TX, concert next month because of lead singer **Joe Elliot's** comments four years ago that the city "is the place with all those greasy Mexicans." The band has issued an apology and made a donation to the local orphanage, but the town's mayor remains adamant at scrapping the show. "I meant the food, not the people," insisted the group's vocalist, munching on a quesadilla to prove no hard feelings.

## Nice Of Her



*B-94 Pittsburgh MD Lori Campbell (left) graciously allows Aerosmith's Steven Tyler to rub his sweaty armpit on the back of her shoulder during a recent bash in Pittsburgh. (Editor's Note: This type of armpit humor is disgusting. Obviously, we couldn't come up with anything close to funny for this caption.)*

## The Ladder

*A rundown of executives on the move.*



Gilbert



Drosins



Conte



Blair

**Bill Gilbert** has been named Vice President, Director of Sales for A&M. He has been with the label since 1978..... **Patricia Drosins** is the new Vice President, Advertising and Creative Services, PolyGram Records. A 12-year veteran of the company, Drosins was most recently Senior Director..... **Patti Conte** has been named Vice President, Press & Publicity for EMI-Manhattan Records. She was most recently Director, Media Relations for Atlantic Records..... **Jerry Blair** has been appointed Director of West Coast Promotion for Chrysalis. He was most recently New England Regional Promotion Manager. In addition, VP **Daniel Glass** wins this week's "Most Nauseating Quote In A Press Release" by stating: "I hope the West Coast is ready for a hungry, aggressive street cat like Jerry. I defy anyone to call him laid-back." (*Editor's note: Did he say "Street Cat"?*) Also at Chrysalis, **Laura Kuntz** is named Northeast Regional

Promotion Manager; and **Chantay Taylor** has been named National Special Markets Promotion..... **Slash Records** has appointed **Matt Wallace** and **Jason Lockett** to the A&R staff..... **Pat Baird-Taylor** has been appointed Publicity Director for BMI. She was most recently National Director of Publicity for RCA Records..... **Art Turner** is the new Midwest Regional R&B Manager for A&M. He was most recently with RCA in Chicago..... **The Group Public Relations** has joined forces with **Guy Thomas Creative Services**. The newly-merged companies will fly under The Group banner with Thomas and Group founder **Bob Gibson** being equal partners. In the past, Gibson represented everyone in the music industry..... **Tracy Bule** has been named Director of Booking for the Wiltern Theatre in Los Angeles. She has handled booking and promotion at the venue since it opened in 1985.

## On The Front Line



*Hey folks, we don't ask for this type of this stuff, but if you're going to send it, we're definitely going to run with it. We received this photo of Frontline Management ruler **Denny Rosencrantz** hard at work at the office. If you're offended by this, don't yell at us — here's the letter that accompanied the photo: Dear Hits: The girls at Frontline thought you might enjoy this photo of Denny Rosencrantz and his secret harem. Surrounding Denny are (l-r): **Susan Caruso**, **Jill Einhorn**, **Julie Finkel** and **Malinda Ramirez**. The somewhat indecent poser is **Andrea Accardo**. Happy Holidays, The Girls. (*Editor's Note: This is really sick, and quite frankly, we're more than a little embarrassed for these people.*)*



Taylor



Wallace



Lockett



Turner

# RICK SPRINGFIELD



TM&© Registered RCA Corporation, except BMG logo TM BMG Music · © 1988 BMG Music

**S**ometimes the best way to prove you're at the top of your craft is to go through the depth of your soul.

"Rock of Life" 6853-7-R, the first single and title track of his new album. Song for song, beat for beat, the new Rick Springfield. On RCA cassettes, records and compact discs.

Produced by Keith Olsen and Rick Springfield  
Management: Ron Weisner Entertainment

# ROCK OF LIFE

## FEEL THE BIG BEAT



# FOUR SCOO

**OUT OF THIS WORLD!**

*"Out of the Blue"*

(7-89129) (DMD 1140)

by

*Debbie Gibson*

the follow-up to her TOP 5 SMASHES  
"Only In My Dreams" and "Shake Your Love"

from the Gold album  
**OUT OF THE BLUE**

(81780)

Produced by Zarr/Gibson

Executive Producer: Douglas Breitbart, Broadbeard Productions, Inc.



On Atlantic Records, Cassettes and Compact Discs

© 1988 Atlantic Recording Corp. A Warner Communications Co.

**FLASHMAKERS WINNER!**

**HITS TOP FIFTY ALBUMS!**

**19\*-14\* BB ALBUMS!**

**MOST ADDED!**

Z100	add	WHYT	add	Q107	add
WAVA	add	PWR106	add	KBEQ	add
WXKS	add	KMEL	add	WNCI	add
KRBE	add	Q106	add	KCPW	add
PWR95	add	KWK	add	B100	add
Z93	add	KHTR	add	KCPX	add
B97	add	WLLOL	add	WGH-FM	add
B96	add	KDWB	add	WTIC	add





# DRE ... BIG!

## INXS

**H** HITS TOP FIFTY SINGLES!

**H** HITS TOP FIFTY ALBUMS!

2\*-1\* R&R CHR!

6\*-4\* BB ALBUMS!



## FOREIGNER

**13** HITS TOP FIFTY SINGLES!

**18** HITS TOP FIFTY ALBUMS!

13\*-10\* R&R CHR!

21\* BB ALBUMS

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	Lp SALES (1 to 10)	45 SALES (1 to 10)
3.88	42	35	6	9	9



## WHITE LION

THE NEW SINGLE "WAIT" FROM THE HOT ALBUM "PRIDE"  
SHIPPING NOW!

30\* R&R AOR TRACKS!

HOT VIDEO!

BREAKING OUT AT:

Central South/Nashville

Harmony House/Detroit

Lechmere/Mass

National Record Mart/Pittsburgh

Navarre/Mpls

Pacific Coast One-Stop/LA

Radio Docs/Milwaukee

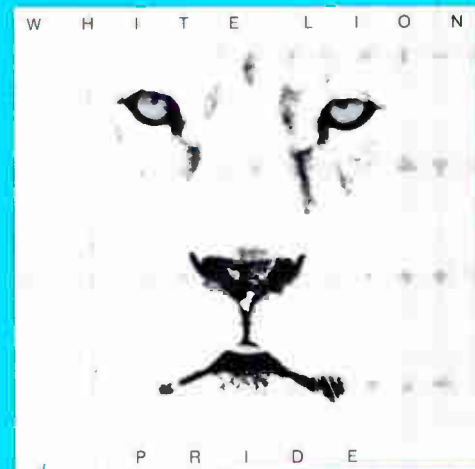
Record Bar/Durham

Record Exchange/Cleveland

Record World/NY

Sight & Sound/Portland

Wax Works/Owensboro





# NEAR TRUTHS

by I. B. Bad, L.A.

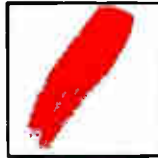
Look for a very aggressive Atco Records under an energetic Jerry Greenberg. Some of the things to expect: major A&R activity and a new West Coast staff..... Billy Idol will be snarling for manager Tony Dimitriadis for the foreseeable future..... The search for the new head of Nipper's Promo team has been found, and they didn't have to look far. Butch Waugh will be assuming the RCA Promotion throne after some grand fourth quarter heroics. Congrats Butch..... Michael Lessner has exited Motown (see this week's Cover Story on page 9), and the search for his replacement begins..... PolyGram's Marty Diamond has a Uni in his future. He'll be handling Marketing and Artist Development chores..... Is the team of Bob Geddes and Tony Bassett looking to acquire a major management firm?..... Is a major league East Coast Management company about to be purchased by a major label? Should we expect some large scale executive shuffling at both companies?..... Despite a number of rumors surrounding his possible departure from MTV, Sam Kaiser informed us that he's not going anywhere..... More than one

## Boosted



Butch Waugh — *The South rises yet again.*

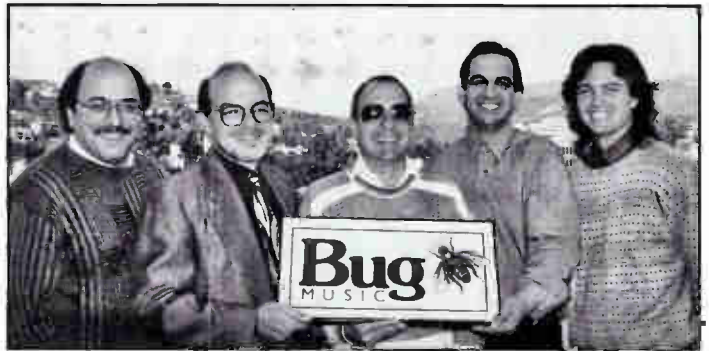
person mentioned to us how things have changed for Lee Abrams and his annual convention. While Lee was once on the cutting edge of "progressive radio," he now finds himself consulting a group of Classic Rock stations. Makes us wonder who'll play the new records on his label.... Jeff Pollack having a confab of his clients as you read this. One of the events is a dinner at Spago where a number of labels chipped in to foot the bill. Folks looking for entertainment only had to look across the street to Tower Sunset where David Lee Roth's "live" mountain featuring female mountain climbers sits perched atop the roof..... A lot of smiling faces at CBS as the Sony booty was distributed to key executives at the label..... There's a smile on Frank Dileo's face lately, as he just engineered Michael Jackson's third (!) #1 single in a row..... And speaking of management, howabout Rob Kahane who made a very successful transition from Triad agent to one-half of the sizzling Michael Lippman/Kahane team? Both men have demonstrated skill and savvy in directing the career of their very young superstar.... The war to run the huge Los Angeles Coliseum and Sports Arena complex is about to come to an end. We'll keep you posted on the winner..... Rod Stewart celebrated his 43rd birthday at a gala bash in his Beverly Hills palace. Among the attendees: Rod's Managers Arnold Stiefel and Randy Phillips, George Michael, Tom Ross, Michael Ostin, and of course, Lester Knispel as the Nightfly..... Names in the rumor mill this week include Step Johnson, John Boulos and Brenda Romano.... and the beat goes on.



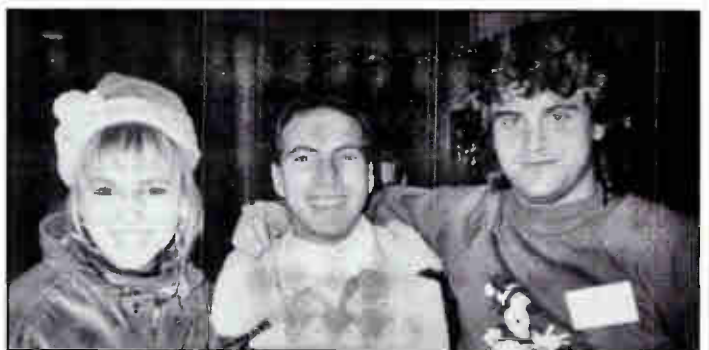
# MUG SHOTS



AIN'T NOTHIN' GOIN' ON BUT THIS SIGNING PHOTO: Someone crack out the scrabble board. Acclaimed singer/songwriter/producer/arranger Gwen Guthrie (third from left) proudly models the quarry from her fox-hunting expedition with fellow sportsmen (left to right) Oscar Fields. Warner Bros. Records VP/Black Music Sales; Mo Ostin, WB Records Board Chairman; Guthrie; Lenny Waronker, WB Records President; Ernie Singleton, WB Records VP/Black Music Marketing; and Bob Caviano. Guthrie's manager, at the occasion of the Newark, NJ native's signing to Warner Brothers Records. Guthrie's label debut, "Lifeline," is slated for Spring release.



BUG HUNTING: Bug Music has signed an exclusive record label deal with Capitol Records. The publishing co. represents such artists as Iggy Pop, The Blasters, Los Lobos and John Hiatt. Pictured at the label deal signing (l-r): Evan Meadow, Attorney, Bug Music; Dan Bourgoise, Chairman & Founder, Bug Music; David Berman, President, Capitol Records; Fred Bourgoise, President, Bug Music; Tom Whalley, VP of A&R, Capitol.



NOT ANOTHER DEBBIE GIBSON MINI-MUG: Just when you thought it was safe to read the fine print on these photo captions, here comes Hits' publicity hound, the one and only Long Island Pop Queen, Ms. "Shake Your Love" herself, Debbie Gibson (left) doing what she does best, making a promotional visit to NYC's Wallman Ice Skating Rink, where she did some figure-eights with HOT-103's Steve Ellis (right) and promoter Joe Giaco (center) at a fete for the local station.



# LETTERS TO THE EDITOR

## Broadcast Blooze

Dear Sirs, Madames (!) or whatever:

Here I sit, "paying my dues" as part-timer at KXFM, 99.1 in Santa Maria, CA; It's 3:45 AM, the phones are dead, and the humor is dry. I've been awake for 31 straight hours (two shifts, production and an air-check "critiquing" with the P. D.\*) Please, someone out there who survived this critical time in a Radio Personality's life (or so I've been told), tell me *why* do I do this to myself?! 'Scuze me.....I have to read a liner card.

\*Who, may I add, is a really swell guy! No, I mean it! John, you're the tops (did he buy it?)

P. S. How much does the job mentioned in issue #69 pay?

Regards,

Chris James

Part-time today, P. D.

tomorrow—somewhere!!

KXFM

Santa Maria, CA

*Whatever replies: Stop daydreaming your life away, Chris, fantasizing that you're a P. D. at some major radio station when you can make big bucks as a tonsorial engineer, helping others achieve the foliage of their dreams at the Hits Hairclub. Just fill out the enclosed match book cover, draw the rabbit and mail \$20 to Follicles Anonymous, P. O. Box 666, Sherman Oaks, CA for our amazing formula. We guarantee a "Beard-Off" in your future.*

My Ever-So-Dearest Hits Folks:

Let me comment on your new (?) Hot Topics column. First of all, it's great that ye of elementary school/bathroom humor have decided to tackle some o' the burning issues of our industry. How can folks who insist on "Beard-off's" and "Mystery Beak of the Week" be considered to have an intellectual viewpoint and/or any

credibility at all? I mean, does anyone read *Mad Magazine* or *National Lampoon* for political or business issues? Perhaps you could put out a sister publication called "Serious Hits?" Or maybe, *youse* cats should stick to the funny stuff *youse* seem to be so well acclimated to. Luff N' Kitheth,

Yo faithful reader,

Esa Katajamaki

Navarre Corporation

Crystal, MN

*Ever-So-Dearest reply: Esa, the Minnesota winter must have frozen yer frontal lobes. Sorry if our "Hot Topics" went over your head, but we get our politics from Johnny Carson's monologue and the Hustler Guide to Current Events. Why doncha just stick with the TV Guide crossword puzzle, guy? As for "Serious Hits," have you ever considered Billboard (yawn)?*

Hi Lenny:

Roy Trakin has never caught a fish in his life!! I bet he simply walked between those two Marlins and said, "cheese."

If you want a picture of a real he-man fisherman, please consider this 9 pound/10 oz. largemouth bass that I actually caught.

Fish or cut bait, landlubber!!

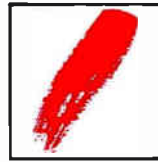
Rich "Hula Popper"

Schmidt

Windham Hill Productions, Inc.

Hollywood, CA

*Lenny replies: If Trakin didn't catch those fish, what's that smell coming from his office? Guess that real Windham Hill Promotion Men don't eat quiche or brie or listen to George Winston, they land bass. By the way, Rich, you can come by the office and pick up yer catch. Murphy's finished deboning the sucker and we can't keep the cats away.*



# FAR TRUTHS

by Danny Fields, New York

## A Long Way



Rick Astley — Reaping the whirlwind.

It's a long way from Newtonle-Willows, England, to New York, but if you're **Rick Astley**, with a #1 record all over the world that's now breaking in the USA, it's not so far to travel for a whirlwind of activity organized by the smiling superiors of RCA. Such is the momentum of "Never Gonna Give You Up" that Astley never had an idle minute on his hands, as press, tv and radio got in line for a piece of the action. The shy and talented star was accompanied by manager **Tony Graham** and RCA UK's **Chrissie Harwood**, for a visit with **Bob Buziak**, and when evening rolled around, they all went down to the absolutely hottest new spot in town, the Canal Bar, where everybody is somebody, you bet. In the festive party were Astley, Graham and Harwood, and from RCA in New York, **Greg Brodsky**, **Joe Hecht**, and **Marilyn Lipsius**. Astley dined on steak and chips.....The crowd at BMI was very busy with two megamajor back-to-back parties. First, the publicity staff — **Robbin Ahrold**, **Pat Baird**, **Burt Korall**, **Howard Colson** and **Howie Levitt** —hosted a "Publicists only" office warming, attended by about thirty super press agents, including **Susan Blond**, **Mike Krumper**, **Tracy Nicholas**, **Bob Kaus** and **Simo Doe**. Then the next night, the legendary **Frances Preston** and her performing rights staff—**Stan Catron**, **Bobby Weinstein** and **Rick Sanjek** —toasted **Richie Cordell**, writer of "Mony Mony" and "I Think We're Alone Now" for his two consecutive #1's. Joining **Richie** were publisher **Phil Kahl**, **Tito Puente**, **Kenny Aaronson** of the **Billy Idol** band, and **Anton Fig** of the **Late Night** band....On the weekend of the Big Snow, Arista held its International Conference at the Versailles Room of the St. Regis, high-

lighted by **Clive Davis'** brilliant presentation of the label's '88 product to the marketing reps from **BMG's** worldwide affiliates and licensees. Among the dazzling music previewed were records by **Patti Smith** ("People Have The Power"), **Hall and Oates**, **Carly Simon**, **The Four Tops**, **Taylor Dayne** and **the Church**. Following **Clive's** presentation, the assemblage cross-country skied over to the **Four Seasons**, where **BMG International's** **Rudi Gassner** and **Heinz Henn**, and **Arista's** **Roy Lott** hosted a dinner attended by **LaLa**, **Levi Stubbs**, **Kashif** and **the Cruzados**, and all those marketing guys.....The Capitol crowd returned to their offices after the holiday hiatus, and found some delightful and important new music to listen to, in the form of a new album from **the Smithereens**, played for the eager execs by band members **Pat DiNizio** and **Dennis Diken** themselves. Due for mid-March release, the LP is titled "Green Thoughts," and it was hot from just being mixed the week before Capitol's Hollywood studios, under the aegis of everybody's favorite producer (and many people's favorite total human being), **Don Dixon**. **Vivian Piazza**, **Joan Myers** and **Tim Carr** were among the Capitolians at the session.



# 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	6.18	90	3	1	10	10	6
RICK ASTLEY	5.22	65	7	1	10	5	8
PATRICK SWAYZE	5.21	59	4	0	10	10	8
PET SHOP BOYS	4.22	55	20	4	8	6	9
JODY WATLEY	4.07	10	0	0	6	7	6
DAVID LEE ROTH	4.00	35	0	0	9	-	-
BELINDA CARLISLE	3.98	41	1	0	8	8	6
FOREIGNER	3.88	42	35	6	4	9	9
KEITH SWEAT	3.86	15	4	3	5		
MIAMI SOUND MACHINE	3.85	44	14	2	4	4	7
RICHARD MARX	3.80	28	0	0			-
MARRS	3.65	34	26	5	10	-	9
PEBBLES	3.57	6	3	1	8	4	5
DAN HILL	3.50	16	1	1		2	3
GLENN MEDEIROS	3.20	4	2	1	3	1	1
PAUL CARRACK	3.18	36	27	13	4	4	8
GLADYS KNIGHT	3.14	18	1	0	2		7
CHER	3.13	24	12	3		4	
ERIC CARMEN	3.07	33	58	17	4	10	9
SALT & PEPA	3.03	25	29	21	10	8	10
FLEETWOOD MAC	3.02	35	21	5	1	8	7
DEF LEPPARD	2.90	15	1	0	3	10	-
COMMUNARDS	2.89	4	0	0	7	4	2
SQUEEZE	2.73	18	1	0	4	5	6
THE JETS	2.71	10	0	0	5	3	-
NATALIE COLE	2.64	34	21	8	3	3	8
STING	2.60	16	0	0	3	9	3
TT D'ARBY	2.57	8	0	0	7	4	2
BOY GEORGE	2.52	12	0	0	5	2	3
COVER GIRLS	2.33	13	7	2	8	4	7
SPRINGSTEEN	2.28	26	20	6	2	9	8
MICHAEL BOLTON	2.12	8	0	0	5	3	-
EURHYTHMICS	2.03	5	2	1	3	7	6

*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.

**ONE OF THE MOST ADDED**

**AEROSMITH**



**OVER 50  
STATIONS  
1st WEEK OUT**

**WXKS  
Z94  
PRO-FM  
99DTX  
WMMS  
B94  
KKBQ  
KATD...**

**“Angel”**  
the second  
CHR single  
from Aerosmith.



From the multi-platinum  
album “Permanent  
Vacation” Available on  
Geffen Records, Cassette and  
compact disc.  
Produced by  
Bruce Fairbairn  
Management: Tim Collins



COLLINS MANAGEMENT, INC.





# FLASHMAKERS

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

**M/A/R/R/S** scores big with another giant week of airplay, solid requests and lots of 12" sales. Big video rotation is also helping. Following closely behind is **Richard Marx** which is closing quickly and already generating phones. **Debbie Gib-**

**son** is off and running with smash #3 from her Top 10 album and **Michael Bolton** makes big gains with a 2nd hit that is closing quickly with major market airplay.

## **M/A/R/R/S PUMP UP 4th & B'Way/Isi**

**CHARTS - Singles: 14\*** Albums: — Avg Move: 3.65 Aggrsvv: 34 Pulling huge requests nationally, selling lots of records and quickly making its way to the top. New at KIIS, WLOL, KOY, Q102, KWSS, KWOD, Q105, B104, KKRZ, WZPL, WKSE, Q100, WKRZ, KIKX, WSKZ, G105 and many more. Hot jumps: 12-7 PWR95, 11-7 Z100, 12-10 PWR106, 7-6 Y95, 14-10 WHYT, 8-5 PWR99, 6-5 Z93, 10-6 KATD, 8-7 WQUE, 11-7 KTFM, 5-4 WTIC, 11-10 KITY, 16-10 B93, 11-6 KXX106, 11-6 WRVQ, 12-7 WFLY, 9-8 BJ105, 8-7 Y106, 14-10 KMGX, 9-6 WAPE, 7-6 Z102, 20-14 Z95, 15-11 B96, 31-22 Z94, 29-22 Q107, 20-15 WXKS, 27-22 WPGC, 24-20 Y100, 28-23 Q106, 23-19 FM102 and the list goes on.

## **RICHARD MARX ENDLESS EMI/MANH**

**CHARTS - Singles: 41\*** Albums: 42 Avg Move: 3.80 Aggrsvv: 28 Third smash is closing with new adds at KIIS, WBLI, Z94, KKBQ, HT105, KPLZ, WLOL, KWK, FM102, WRNO, Q102, Q106, B104, 92X, WNCI, WNVZ, WKSS, K98, WGTZ, WRVQ, WROQ, WTLQ, WDJX, KJ103, WNNK and many more. Early moves at WKTI 24-19, KWSS 35-31, KXYQ 20-16, Y108 30-20, KXX106 39-34, WKDD 39-28, Q100 36-32, KIYS 33-25 and WERZ 39-32. Debuts for Z95, KEGL, Y95, 99DTX, Q107, KRBE, KUBE, B94, 94Q, KDWB, WMMS, Q105, B97, KATD, B100 and WGH-FM.

## **DEBBIE GIBSON OUT ATLANTIC**

**CHARTS - Singles: 52\*** Albums: 10\* Avg Move: 2.40 Aggrsvv: 2 Big album sales and huge out of the box action for this 3rd straight smash. Adds at PWR106, PWR95, Z100, B96, WXKS, WHYT, Q107, KRBE, WAVA, KMEL, KDWB, WLOL, Z93, KHTR, KWK, B97, KBEQ, KCPW, B100, KOY, Q106, WNCI, KSAQ, WGH-FM, WTIC, KITY, K98, B93, WKSE, 98PXY, FM100 and zillions more. Jumps 16-11 HOT103 and 38-33 Z102.

## **MICHAEL BOLTON DOCK COLUMBIA**

**CHARTS - Singles: 43\*** Albums: — Avg Move: 2.12 Aggrsvv: 8 Second hit from his current album is closing quickly and already showing request action. New this week at KRBE, KMEL, KHTR, FM102, KATD, B100, KROY, WQUE, Q102, WNCI, K98, WAPI, WMJQ, 98PXY, WRVQ, WGF, WKDD, KQKQ, WNNK, WPST, WSKZ, Z102, Z104 and many others. Jumps 29-24 Q105, 35-27 KIKX, 35-28 KIYS, 35-30 WBBQ, Deb 29 94Q, Deb 30 PWR99, Deb 37 WMMS, Deb 37 KDWB, Deb 30 KXYQ, Deb 39 WGH-FM, Deb 40 KSAQ and Deb 30 Y107.

## **MADONNA SPOTLIGHT SIRE/WB**

Album cut continues to pick up new support each week and pull solid phones. New at WBLI, KUBE, WOKI, WTHH and WSSX. Moving at KROY 7-6, KITY 10-9, WDJX 14-10, Z102 14-9, KQKQ 10-7, WAPE 10-9, WXKS 25-21, B100 25-19, Q102 31-26, WTLQ 28-22, WKDD 28-23, Y107 20-15, KCPX 22-18, WNNK 29-21, KIYS 26-21, KRQ 25-21, Z104 19-15 and WRCK 24-20.

## **COVER GIRLS BECAUSE SUTRA**

**CHARTS - Singles: 33\*** Albums: — Avg Move: 2.33 Aggrsvv: 13 Big crossover record has now made its way well into the Top 40 system and is making gains each week. New airplay at KKBQ, PRO-FM, KWSS, WKLQ and WZKX. Moving at WXKS 10-9, Q106 11-9, KROY 10-8, WFLY 10-6, Z102 12-8, KMGX 7-4, KRBE 28-19, Y100 22-18, WKSS 26-22, KXX106 36-29, BJ105 22-16, Y106 23-19, KEZB 25-19, WRCK 30-25 and KCAQ 30-26. Debuts for HOT105, FM102, 92X, WNNK, KTUX and WPST. Big club play.

## **BUSTER POINDEXTER HOT HOT RCA**

**CHARTS - Singles: 38\*** Albums: — Avg Move: 3.65 Aggrsvv: 19 Spreading each week and pulling solid request action where played. Adds at KROQ, KATD, KSAQ, KJ103, Q100, KCAQ, KIYS, WBBQ, KSMB, KFMV and OK95. Moving at WMMS 20-13, WGH-FM 26-18, WFLY 26-21, WPST 28-24, WKSS Deb 32 and WKSI Deb 40. Hot video play leads the way.

## **BOY GEORGE LIVE MY VIRGIN**

**CHARTS - Singles: 39\*** Albums: — Avg Move: 2.52 Aggrsvv: 12 Building each week and spreading with adds at WPGC, KWSS, KSAQ, WMJQ, WDJX, WKZL, WSSX, WVBS, KFMW, WIKZ, WQCM and KISR. Jumps 33-29 KIIS, 21-13 KRBE, 35-30 Z94, 28-24 KDWB, 35-30 PRO-FM, 32-27 WGH-FM, 29-24 WKSS, 31-27 Y106, 34-29 WBBQ, 33-28 WRCK and 36-32 WNYZ. Debuting for KKDA, BJ105, WROQ, WFLY, WTLQ, KIKX, WNNK and Z102.

## **YES RHYTHM ATCO**

**CHARTS - Singles: 40\*** Albums: 35 Building steadily and showing up in requests. New this week at WROQ, WNNK, WNOK, KFMW, KBIU and KHOP. Hot moves at WMMS 25-19, WLOL 28-24, KSAQ 30-24, WAPI 26-21, KJ103 30-26, KZZU 28-22 and WPST 38-34. Strong debuts for WXKS and WRCK. Many programmers are mentioning the 12" version.



# MICHAEL BOLTON

## *(Sittin' On) The Dock of the Bay*

featuring  
Journey's Neil Schon and Jonathan Cain

**FLASHMAKERS WINNER!**  
**EARPICKS WINNER!**  
**DEBUT HITS TOP FIFTY SINGLES!**  
**22\*-14\* R&R AOR TRACKS!**  
**24\*-17\* ALBUM NETWORK**

KRBE	add	94Q	deb	29
KMEL	add	PWR99	deb	30
KHTR	add	WMMS	deb	37
Q102	add	KDWB	deb	37
FM102	add	WGH-FM	deb	39
KATD	add			
B100	add			
KROY	add	Q105	29-24	
WQUE	add	KIKX	35-27	
WNCI	add	KIYS	35-28	
99WAYS	add	WBBQ	35-30	

Taken from the Columbia Lp: "The Hunger" 40473  
Produced by Jonathan Cain for Cain Street Productions





# FLASHMAKERS

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

## DAN HILL NEVER COLUMBIA

**CHARTS - Singles: 42\*** Albums: — Avg Move: 3.50 Aggrsv: 16  
Former #1 Pop/Adult smash is spreading at Top 40 with requests leading the way. Adds this week at WKSE, 100KHI, Y93, KDON, OK95, Q104, WANS and others. Jumps 6-2 KIMN, 21-17 PRO-FM, 36-30 KSAQ, 27-20 WKDD, 34-28 WKSI. 25-21 KCPX, 25-21 WBCY, 33-26 KIKX, 40-34 WNNK, 16-11 KIYS. 29-24 KSND, 17-12 WBBQ and 40-35 WERZ. Debuts for KKBB, B94, KDWB, WGH-FM, WFLY and KZOU.

## EURHYTHMICS I NEED RCA

**CHARTS - Singles: 45\*** Albums: 36\* Avg Move: 2.03 Aggrsv: 5  
Heavy video rotation and solid album sales are the story here. Spreading steadily with new action at 99DTX, KUBE, WRCK, JET-FM and KQIZ. Jumps 8-7 KITS, 35-26 KRBE, 22-16 WXKS, 30-25 WKSS, 37-32 KSAQ, 32-28 KZZU and Deb 28 KXYQ.

## DEF LEPPARD HYSTERIA POLYGRAM

**CHARTS - Singles: 46\*** Albums: 8 Avg Move: 3.65 Aggrsv: 19  
Average Move: 2.90 Aggressives: 15  
Another giant week of action for this third single from the platinum plus album. Adds include Z100, WBLI, KDWB, 94Q, PWR99, WRNO, KATD, Y108, WNVZ, WKZL, WROQ, Y106, KQKQ, KZOU, WERZ, Z102, Z104 and WRCK. Hot jumps: 17-9 KEGL, 40-32 WMMS, 29-25 KCPX, 40-36 Q100, 37-33 WTLQ and 40-27 KIYS. Strong debuts for 99DTX, HT105, WL0L, WKTI, WGH-FM, KSAQ, WAPI, WZPL, WKDD, KTUX, WSKZ, KIKX, WNYZ and KZZU. Poised for a quick close.

## SWING OUT SISTER TWILIGHT POLYGRAM

**CHARTS - Singles: 50\*** Albums: —  
Picking up lots of momentum this week with new support coming from PWR106, WXKS, PWR99.7, KXYQ, KCPX, KTUX, Z104, KFIV, PWR92, WZKX, WJDQ, WPFM and KYNO. Moving at HOT103 28-22, Q106 27-22, KSAQ 38-33, WFLY 32-28 and WNNK 39-35. Breaking at PRO-FM, K98, KIKX and WERZ. Top 10 on the Pop/Adult charts.

## DEPECHE MODE NEVER SIRE/WB

**CHARTS - Singles: 55\*** Albums: 45\*  
Making its way through the system with the help of solid requests and major market airplay. New at FM102, K98, KIKX, WSKZ, WRCK, KJQ, WOMP, K106, KKXL, WBNQ, KTRS, WAEB and KNAN. Moves at KCPX 11-8, KRBE 26-20, KKBB 30-25, Z93 33-28 and KZZU 35-30. Debuts for WXKS, WMMS, KITY, KSAQ, KIYS, KSND, WBBQ and KZOU. Album sales are gaining.

## THE JETS ROCKET MCA

**CHARTS - Singles: 56\*** Albums: — Avg Move: 2.71 Aggrsv: 10  
Building quickly with new support this week at KRBE, WHYT, KKBB, WEGX, KWK, KZZP, WKSS, KSAQ, 98PXY, Y107, WFLY, KSND, WNNK, WNYZ, WRCK and many others. Gaining at KKDA 33-27, PWR96 18-11, KMEL 25-20, KDWB 27-22, KXX106 38-32, KCPX 30-26. KIKX 31-25, Z102 34-30, PWR106 Deb 37, Z93 Deb 29. KKRZ Deb 34, WNCI Deb 35, Y106 Deb 39, KCAQ Deb 33, KMGX Deb 34 and WBBQ Deb 38.

## ELISA FIORILLO FORGET CHRYSALIS

**CHARTS - Singles: 59\*** Albums: —  
Steadily making its way with new airplay at WTIC, WGH-FM, WZPL, K92, KSND, KTUX, WFX, WCGQ, KFIV and KBOS. Moving 25-21 KWK, 38-34 WL0L, 37-32 KIYS, Deb 34 KRBE and Deb 31 WKSS. Her promo tour is helping (can you dig it?).

## COMMUNARDS GOODBYE MCA

**CHARTS - Singles: 64\*** Albums: — Avg Move: 2.89 Aggrsv: 4  
Already a monster in the clubs that looks to be a big hit in the making at Top 40. Out of the box action includes B96, WXKS, WL0L, Z93, KMEL, 92X, WGH-FM, Q100, KCPX, K92, KMGX, KZOU, WBBQ, WPST, Z102, WNYZ, WRCK and many more. Early moves at KKBB 23-19, PWR99.7 24-20, KXX106 31-26 and Y106 37-30. Early requests point to a major hit.

## SCARLETT & BLACK KNOW VIRGIN

**CHARTS - Singles: 66\*** Albums: —  
Hot new act is making big moves and picking up major market airplay each week. New at WMMS, KMEL, KDWB, 94Q, PRO-FM, KXYQ, KSAQ, WGH-FM, WMJQ, Y106, KIKX, KSND, KZOU, WNYZ, WRCK, KJQ, K106, JET-FM, KFRX, WJAD, WDBR, KRNO, SLY96, WWHT, WCGQ, WZMM and KKRQ. Jumps 35-31 at WL0L. Earpicks winner.

## KANE GANG LOOK CAPITOL

**CHARTS - Singles: 85\*** Albums: —  
Second single from their debut album is off to a strong start. Out of the box action includes KATD, WKSS, Q100, KIKX, KSND, KZZU, WJAD, WFX, KFM, WJMX, KF95, KTRS, KQIZ, WZKX, KWTO, KISR, WPFM and WSPT.

## GENE LOVES JEZEBEL MOTION GEFEN

**CHARTS - Singles: Albums: —**  
Big video play and requests are forcing this cut at Top 40. New at KIKX, KTUX, WJMX, SLY96 and others. Moving at KRBE 36-30, KKBB 35-31, K98 Deb 37 and KZZU Deb 35.





**FLASHMAKER!**

**35 HITS TOP FIFTY ALBUMS!**  
**46-40 HITS TOP FIFTY SINGLES!**  
**GRAMMY NOMINEE!**  
**BEST ROCK PERFORMANCE BY A DUO OR GROUP WITH VOCAL!**

WROQ	add	WKTI	19-16	KSAQ	30-24	BREAKING AT:
WNNK	add	WRNO	19-16	WZPL	28-25	KEGL
WNOK	add	WMMS	25-19	KJ103	30-26	KRBE
KFMW	add	WAPI	26-21	WBBQ	30-27	Z94
KHOP	add	KZZU	28-22	WPST	38-34	99DTX
KBIU	add	WLOL	28-24	KCPX	39-36	PRO-FM
						94Q
						PWR99
						WGH-FM

**"RHYTHM OF LOVE" IS DEFINITELY A MASS APPEAL RECORD!"**

—DENISE LAUREN-MD WKTI; MILWAUKEE

**"THE RECORD'S SELLING GREAT IN THIS AREA, THE PHONES ARE HOT ESPECIALLY 18-34 MALE & FEMALE. I THINK IT'S THE BEST CUT ON THE ALBUM AND THE 12" REMIX IS HOT!"**

—KATHIE ROMERO-MD KSAQ; SAN ANTONIO

**YES**  
**"RHYTHM OF LOVE"**  
 the new single

from the album  
**BIG GENERATOR**

Produced by Yes, Trevor Rabin, Paul DeVilliers, Trevor Horn  
 Management: Tony Dimitriadis, Elliot Roberts/Robert Richards  
 for Lookout Management

**OUT NOW ON MAJOR NATIONAL TOUR!**



On Atco Records  
 Division of Atlantic Recording Corporation

© 1981 Atlantic Recording Corporation. All Rights Reserved.





# CROSSEOVERS

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

Former Wildcard pick, Keith Sweat, is closing quickly and selling lots of albums while Gladys Knight continues to close behind solid sales. Terence Trent D'Arby picks up

speed with requests and sales and this week's Wildcard, Carly Simon is making big gains with her new hit from the platinum plus album.

## BLACK/DANCE

### KEITH SWEAT I WANT ELEKTRA

Average Move: 3.86 Aggressives: 15

Last week's Wildcard is closing with adds at WBLI, WXKS, KRBE, WHYT, Q107, Z94, WPGC, Y100, Z93, FM102, KCPW, KOY, KKRZ, KTFM, WTIC, KXX106, 98PXY, Y107, BJ105, WFLY, WKZL, KTUX, KZOU and WAPE. Moves at HOT103 6-4, PWR95 10-9, KKDA 9-4, PWR106 34-27, KIIS 21-17, Z100 16-12, KMEL 16-11, KWSS 33-27, KROY 24-18, Q106 31-27 and KITY 32-24. Breaking at WQUE, KZZP and KATD.

### GLADYS KNIGHT OVERBOARD MCA

Average Move: 3.14 Aggressives: 18

Former Wildcard pick has made its way well into the Top 40 system and is now quickly climbing the charts. Adds at KIIS, WAVA, KUBE, KZZP, FM102, Y108, K98, 98PXY, WGTZ, WGFM, K92, WPST and more. Jumps at PWR106 30-24, KRBE 34-25, WXKS 24-17, WPGC 23-19, KROY 23-16, B100 33-27, Q106 20-16, KKRZ 24-19, WKSS 32-21, KITY 29-25, WDJX 32-28 and Y106 35-31. Requests building.

### TERENCE T. D'ARBY WISHING COLUMBIA

Average Move: 2.57 Aggressives: 8

Second single is making big gains. New at KITS, KKRZ, Q100, BJ105, WKDD, WVSR, Y97, WIGY, KDON, OK95 and WPFM. Moving 29-23 WXKS, 25-19 Q106, 31-23 WKSS, 32-27 KCPX, 38-32 KIKX and 37-32 WPST. Debuts for KPLZ, PWR99.7, Y108, K98, WNNK, KMGX and WERZ. Gaining quickly.

### ALEXANDER O'NEAL NEVER KNEW EPIC

Hot duet with Cherele is breaking big with new airplay at HOT103, WPGC, B100, KATD, KITY, WKSS, KXX106, KCAQ, KSND, WBBQ, WNNK, WERZ and others. Breaking at WHYT, KWSS, WVIC, KMEL, WFLY, WGCI and more.

### STEVIE WONDER YOU WILL MOTOWN

Ballad is steadily crossing with new action at WXKS, KSAQ, WAPI, KTUX, KSMB, WJMX, 100KHI, KBOS, WPFM and more. Moves at WGCI 28-24, KKDA 30-22 and WNNK Deb 40.

### PEBBLES GIRLFRIEND MCA

Average Move: 3.57 Aggressives: 6

Big in the clubs and crossing with adds at KROY, KEZB, KRQ, WKQB, KDON and KGGI. Jumps 9-7 KMEL, 40-35 PWR106, 31-24 KWSS, 26-20 KZZP, 24-15 KCAQ and 24-15 KMGX. Debuts for WPGC, KOY and Z102.

### DAKRASH WASN'T CAPITOL

Making gains this week and already beginning to show phones. New at KITY, WNNK, KSMB, KF95, I-94 and KBFM.

### EARTH, WIND & FIRE THINKING COLUMBIA

Early support this week comes from WGCI, KITY, KXX106, WFLY, KZZU, WZMM and KNAN. Jumps 28-25 WPGC.

### JODY WATLEY SOME MCA

Average Move: 4.07 Aggressives: 10

Major market airplay has forced the label to release this cut as a single (shipping next week). Early action at Q107, KITY, KRQ, Y97, KBIU and PWR105. Jumps at PWR106 27-23, HOT103 22-18, WAVA 31-26, PWR96 27-23, KMEL 22-16, KROY 18-11, Q106 26-21, WKSS 33-29 and KXX106 25-19.

## ALBUM/ROCK

### R.E.M. WORLD I.R.S.

Second single from the platinum album gets new airplay at Y95, KJ103, WFLY, WKDD, KIKX, WPST, WSKZ, WTHT, WJAD, SLY96, WBNQ and KSMK. Moves 11-8 KITS and 34-25 KATD. Debuts for WRNO, WGH-FM, KZOU and Z104.

### AEROSMITH ANGEL GEFEN

Huge out of the box action includes Z94, 99DTX, KKBQ, PWR96, B94, WMMS, PRO-FM, KATD, WKSS, KSAQ, KCPX, KJ103, WFLY, WGFM, WKSJ, KCAQ, KZZU, WERZ, WNNK, WNYZ, KJQ, WTHT, WOMP, KKXL, WJAD, WFX, KFM, WDBR, WGLF, WJMX, 95XXX and many others. Earpicks winner.

### GREAT WHITE SAVE CAPITOL

2nd single is moving with adds at KEGL, Z94, PRO-FM, K98, WRQN, KKRC, WKZQ, OK100, WOMP, WZMM, WQUT, KQIZ, WZKX, KWTO and KISR. Jumps: WGH-FM 36-28 and KZZU Deb 39.

### LOVE & ROCKETS TALE RCA

Big video play leads the way. New this week at WMMS and KIYS. Jumps 9-6 KITS. Solid album sales nationally.

### TOMMY SHAW WORLD ATLANTIC

Strong ballad picks up adds this week at KCPX, WTLQ, KIYS, WJMX, WZMM and Z97.

## POP/ADULT

### CARLY SIMON ALL I WANT ARISTA

This week's Wildcard pick is making strong moves at Top 40 and gaining momentum each week. New at KRBE, 94Q, Q105, B100, WNCI, K98, WMJQ, KXX106, WGFM, KSND, KZOU, KZZU, WERZ and many more. Jumps 16-12 KIMN, 20-16 KIYS, Deb 35 Z94, Deb 33 PRO-FM and Deb 38 KIKX.



# KEITH SWEAT

**CROSSOVERS WINNER!  
BREAKOUTS WINNER!  
EARPICKS WINNER!**

**WILDCARD 1/18/88!**

**4\*-2\* R&R U/C**

**49-34 HITS TOP FIFTY SINGLES!**

WBLI	add	WQUE	deb	20
WXKS	add	WNNK	deb	27
KRBE	add	KZZP	deb	29
WHYT	add	KATD	deb	32
Q107	add	WRCK	deb	40
Z94	add			
WPGC	add	HOT103	6-4	
Y100	add	PWR95	10-9	
Z93	add	KMEL	16-11	
FM102	add	Z100	16-12	
KCPW	add	KMGX	21-14	
KKRZ	add	KIIS	21-17	
KOY	add	KROY	24-18	
KTFM	add	896	22-19	
WTIC	add	Z102	33-22	
98PX	add	KITY	32-24	
KXX106	add	PWR106	34-27	
Y107	add			

## "I WANT HER"

*from the debut album,  
Make It Last Forever*

• The single is already a Top 5  
R&B track in R&B and Billboard

• Over 150,000 LPs sold

• **CROSSING OVER NOW—**  
Billboard Pop Albums 133\*  
Billboard Pop Singles 2-77\*

Produced by Keith Sweat  
Executive Producer: Vincent Davis



AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 12	TOP 5
3.86	15	4	3

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

\*Billboard Pop Albums & Singles  
For more information, call 1-800-368-5777



# REQUESTS

George Michael has the #1 album, the #1 most requested song in the country that also looks to be headed for a #1 spot on the singles chart. Next up are M/A/R/R/S, making giant moves and pulling big phones, Patrick Swayze and Rick Astley-both

making their way up the charts. Look out for David Lee Roth and Richard Marx-already showing big phone action with the help of major video play nationally.

## GEORGE MICHAEL FATHER COLUMBIA

Hot superstar with the biggest album in the country is making big moves and pulling giant requests everywhere played. Hots include KMEL, 94Q, 98PXY, B97, BJ105, JET-FM, KHTR, KOY, KPLZ, KQCR, KRBE, KRNO, KXYQ, KZOU, KZZO, PWR92, Q104, SLY96, WBLL, WEGX, WHYT, WLOL, WNOK, WNVZ, WOMP, WPFM, WPST, WPXR, WQCM, WQUT, WRQN, WSSX, WTIC and WZYQ. Going #1.

## M/A/R/R/S PUMP 4th & B'Way/IsI

Closing quickly and making its way toward the top with continued request action nationally. This week's reports include WPGC, 92X, 98PXY, BJ105, FM102, K106, K98, KIIS, KITV, KMEL, KOY, KRBE, KX106, KYYY, WBBQ, WCIL, WEGX, WHYT, WIGY, WINK, WKQB, WLGA, WLOL, WNOK, WNVZ, WPST, WQCM, WTIC, WVBS, WWHT, WZYQ, Y97 and Z93.

## PATRICK SWAYZE WIND RCA

Hot ballad scores again as it continues to generate huge phones everywhere. Mentions at 92X, B98, FM102, JET-FM, K106, KRBE, KXYQ, KYYY, KZZO, OK100, Q104, Q107, SLY96, WIGY, WIKZ, WINK, WJDQ, WKSE, WLAN, WLOL, WOMP, WSPT, WSSX, WTIC, Y108 and Y97.

## RICK ASTLEY NEVER RCA

Beginning to sell singles and the phones keep lighting up. Pulling solid requests at KIIS, 92X, 94Q, 98PXY, BJ105, JETFM, KCMQ, KDON, KFMV, KKRQ, KKRQ, KMEL, KPLZ, KQCR, KRNO, KSMK, KZZO, OK100, Q104, WIGY, WIKZ, WKLQ, WLOL, WNVZ, WPFM, WPGC, WWHT, WZLD, Y97, Z93 and others.

## DAVID LEE ROTH PARADISE WB

Hot video in major rotation and now one of the most requested songs at radio. Hots include B97, B98, JETFM, K106, KBIU, KEYN, KFMW, KJQ, KKRC, KKRQ, KKXX, KLYV, KNAN, KWTO, OK100, OK95, Q104, SLY96, WAPI, WBBQ, WCGQ, WIGY, WJMX, WLGA, WNYZ, WOMP, WPFM, WQUT, WZLD and WZYQ.

## DEF LEPPARD HYSTERIA POLYGRAM

Huge second week action and already pulling big phones. Hot reports come from WTIC, KEYN, KFQX, KFRX, KIXY, KJQ, KNAN, KWTO, OK95, Q104, WBBQ, WCGQ, WCIL, WIGY, WINK, WJDQ, WKQB, WOMP, WPST, WPXR, WQCM and WQUT.

## BELINDA CARLISLE WEAK MCA

Follow up to #1 smash is making big gains and album sales continue to be strong nationally. Big requests this week at WLOL, K98, KF95, KFMW, KKXL, KLUC, I-94, KNIN, KQCR, KWTO, KZOU, WDTX, WIGY, WJMX, WNOK, WOMP, WPST, WQCM, WQUT, Y97 and more.

## CHER SOMEONE GEFEN

Closing steadily while making significant gains each week. Big phones for B97, KBFM, KBIU, KJQ, KKAZ, KKXX, KNIN, KRBE, KTRS, Q104, WIKZ, WINK, WLAN, WMMS, WZMM, Y108 and others.

## COVER GIRLS BECAUSE SUTRA

A monster in the clubs across the country and crossing with the help of big request action at FM102, K98, KDON, KGGI, KITV, KJKC, KMEL, KSMB, KSMK, KZOZ, WEGX, WPST and WTIC.

## DAN HILL NEVER COLUMBIA

Former #1 Pop/Adult smash is crossing steadily and pulling big phones this week at JET-FM, KJQ, KWTO, KZOU, KZOZ, WIGY, WJMX, WLAN, WOMP, WPFM, WTHT, WVSR and others.

## RICHARD MARX ENDLESS EMI/MANHATTAN

Second week out and already generating big phones. Early reports include 94Q, KDON, KFMW, KKXL, KNAN, KQCR, KRNO, WBBQ, WOMP, WQCM and WQUT.

## POISON ROCK 'N ROLL DEF JAM/COL

Album cut from the "Less Than Zero" soundtrack continues to be a big phone record for KHTR, KBIU, KJQ, KKRQ, WAEB, WKQB, WPXR and more.

### ALSO GAINING REQUEST MOMENTUM:

BOY GEORGE	LIVE	VIRGIN
R.E.M.	WORLD	I.R.S.
PEBBLES	GIRLFRIEND	MCA
BUSTER POINDEXTER	HOT	RCA
GREAT WHITE	SAVE	CAPITOL



# Kane Gang



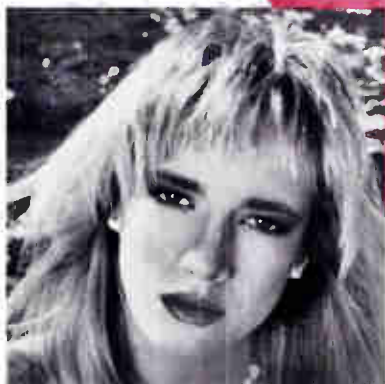
**DON'T  
LOOK  
ANY  
FURTHER**

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

**29 OUT OF THE BOX ADDS!  
DON'T LOOK ANY FURTHER  
FOR A HIT RECORD!**



# Great White



**SAVE  
YOUR  
LOVE**

**CROSSOVER!  
SMASH TOP 20 AOR TRACK  
# 2 REQUEST AT ALBUM ROCK RADIO  
OVER 800,000 UNITS SOLD  
TOUR WITH WHITESNAKE BEGINS  
JANUARY 22ND  
MAJOR MTV AND VIDEO ROTATIONS**

**FOUR STRAIGHT WEEKS OF DOUBLE DIGIT ADDS**

**HOT SALES AT: # 8 Camelot/Canton # 16 Western Merchandisers/Amarillo  
# 22 Record & Tape Outlet/Columbus # 23 Vinyl Vendors/Kalamazoo  
# 27 Apple Tree/Illinois # 30 National Record Mart/Pittsburgh**



# HOOSIER HI

## An exclusive **Hits** interview with John Cougar Mellencamp

*A great many people, including Hits, feel John Cougar Mellencamp is finally poised to become rock's next big thing of the moment after U2's reign ends. Whether he wants to or not.*

*It's hard to say if Mellencamp desires the cover-of-Time, sold-out stadium scene. It's certainly not something he's planning on; peruse the following interview and you'll read the words of a performer with a bit of an insecurity problem, scarred from the days when he was called a junior-league Bruce Springsteen.*

*But that was then, when he was the product of David Bowie svengali Tony De Fries, a much-hyped personality with poor material and immature talent. Precious few artists have survived that type of disparity.*

*This is now, however, and Mellencamp has survived in spades. His latest record, "The Lonesome Jubilee," is another million-selling gem in a development that began with 1981's "Nuthin' Matters and What If It Did" and has continued through "American Fool," "Uh-Huh" and "Scarecrow." This time around, his ideas are tighter and more focused as he confronts aging and the conflict of innocent dreams with adult realities, looking through the eyes of the unemployed, the lovelorn, the desperate and the plain old Joes seeking some higher level of being.*

*Mellencamp pulls it off by remaining close to his southern Indiana roots, living near his hometown of Seymour — not far from Bloomington — and keeping a studio in nearby Belmont, where this interview was conducted.*

**Some reviewers have stated that "The Lonesome Jubilee" proves you're a folk singer. How do you plead?**

Well, I've always written songs on acoustic guitars, whether that's good or not. I guess that makes you a folk singer, right?

**Still, you've come a long way from being a self-proclaimed "American Fool." How do you react to these revelations that John Cougar Mellencamp is (gasp) a serious artist?**

Actually, I'm getting a bit, unh, disenchanted with all that. Everybody thinks I'm taking myself so seriously. In reality, they're the ones taking me too seriously. I just write

what I'm feeling— you can't feel "R.O.C.K. in the U.S.A." all the time, can you?

**There's definitely a sense of nostalgia that runs through this record that hasn't been present on the others.**

A lot of people think this is the most personal record I've ever made. To some extent it's true. I'm a little pretentious; I've always felt that about any writer. You have to have a certain amount of child in you to want to talk about yourself.

But it's not like I can't remove myself as a writer. When I sit down to write a song, it's not always, 'Well, I'll just sit and write another song about me and my friends.' I'm only reporting on the human condition as I see it.



**But aren't you also making statements?**

In my mind, I never think I'm doing that. I don't know what these statements are. "Down and Out in Paradise," to me, is not saying any more than "These People are Public Servants." To me, that's not much of a statement. "We are the People," to me, had a nice, caring feel about it. The political things don't really matter

**"I've accepted the fact....I'm never going to be more than a footnote to Bruce Springsteen."**

to me. When I sing "If you try to divide and conquer/We'll rise up against you," that's eighth grade political science class, as old as the world. To me, that's not political. That's just the way it is.

**When you try to write something meatier than another love song, isn't that kind of setting yourself up as a target for criticism?**

Sure, I have noticed that people judge me harder than they do other people. Maybe that's just me, but I've had it pointed out by my other critic friends, too. I'm more under the microscope than Whitney Houston or U2. See, I'm not supposed to be doing this, that's where I come from. From the very beginning, I've been this guy who's not a songwriter; I was the hype of some manager. They can't

seem to get that out of their minds.

**So where does that leave your legacy?**

Let's face it, I've accepted the fact that, as far as John Mellencamp is concerned, I'm never going to be more than a footnote to Bruce Springsteen. I'm never gonna be able to achieve more than I've achieved now because I'm

# HITS THE TOP

by Gary Graff

kinda in the Little League. I have to live with that day to day; that's what reality seems like to me. And that's nothing against Bruce; he's a great guy, and we get along real well.

**I think you're selling yourself short there.**

Maybe, but that's how I feel. When I make a record, it's really under the microscope, more than he is, more than U2. I don't know why that is; maybe it's a persecution complex. That's reality, but it's O.K. with me.

**In "Cherry Bomb," you sing 'Seventeen has turned thirty-five/I'm surprised that we're still livin'.' That's a pretty frightening sentiment.**

I think that's true for everybody. When you're a teenager or in your early adulthood, you can't kill a guy, y'know? You're Steve Austin, the Bionic Man. All of a sudden, you get into your mid-'20s, and you realize how dangerously you lived those

I'm 36 years old. When I was 22, it was hard for me to listen to praise and criticism. I haven't seen that many bad reviews on this record, which is good for me. But there was a review in one big publication, a real good review, and the guy said that I had misplaced this one line. I read it and said, "No, you're wrong; that line needs to be there. It's making an important point." Maybe five or six years ago, I might have said, "He's right." But now I can read it and say, "No, he's wrong." I'm very confident about what I do. Goddamn, you do it for 20 years, you ought to be good at it.

**Let's talk about the music on "The Lonesome Jubilee." With the fiddles and pennywhistles and hammer dulcimers and all that, it's a bit different than your everyday rock 'n' roll album.**

The idea was to try to make a record that sounded completely different than anything I'd ever done. We had a lot of time to discuss what we wan-

We knew there was something to start with there. She didn't play on the 'Scarecrow' record, but there was a real untapped talent. When I found out that John (Cascella) could play accordion, I knew those two things put together would definitely make an interesting sound, particularly if we didn't use them in a traditional

fashion. Musically, that was the foundation of this record; all the other instruments came out of that.

**Didn't some of the band members learn new instruments for the album?**

I've read that, but it's not true. No one learned anything except Larry (Crane); he

**"A lot of people think ["Lonesome Jubilee"] is the most personal record I've ever made."**

years. I started living day to day at that point. I don't live in big long stretches, though sometimes I'd like to. Everyday, I'm surprised; it's like, "Look at this, I'm still alive." I'm getting to a point where I have hopes for people other than myself, which is a nice place to be.

**Does that orientation make you more confident?**

ted to do last year on the road. We spent a lot of time on the bus talking about making a record. We came to the agreement that we should get something in mind, follow suit with it, have a vision of what the record should be and stay with it.

**How did you pick this particular direction?**

We had Lisa (Germano).



# HOOSIER HITS THE TOP

## Continued

learned to play pedal steel. Kenny (Aronoff) knew how to play hammer dulcimer; Christ, he's got a master's degree in percussion. And Mike Wanchic already knew how to play slide guitar and dobro.

**The novelty, of course, is that you used these instruments within a rock 'n' roll structure.**

We never wanted to get away from making a rock 'n' roll record. We never had the intention of making a country record or making a New Orleans-sounding record.

**Still, it was a bold move.**

Well, an artist has to change himself, redesign his career every so often. You can't do what Todd Rundgren used to do; he wrote these great songs, but then he'd get into the Utopia stuff and it was, "Man, I don't understand this." You

can't abandon everything you've ever done, but this record does kind of re-make John Cougar Mellencamp. You can't say, "Oh, this sounds like 1986." It's 100 degrees from anything else, on records and in record stores.

**The B-side of "Cherry Bomb" was a real corker — "Shama Lama Ding Dong" from "Animal House." How'd you decide on that?**

I was at a New Year's party a few years ago. Otis Day was there, and we got up and played it with them. We did it at some sound checks last year, too. I thought it was an old song. It wasn't until we started looking around for the publishing that we realized it was written for the movie. I coulda sworn I heard it when I was a kid.

I'll tell ya, it's getting hard to do covers. You have to be

careful, 'cause the corporations and advertising are ruining all this music. It's like, 'Let's do this song,' and you realize you can't because there's a bunch of raisins dancing to it on TV.

**Have any advertising people approached you about using your songs in their ads?**

From pouring catsup out of it to driving cars to it, and everything in between. I got a big bucks offer two weeks ago, man, that I thought I must be out of my mind to turn down.

But if I took all that money, I couldn't put corporations down, and let's face it, they are the enemy. Corporate living came into all these towns and changed their spirit for the worst. They've put local merchants out of business, taken the spirit away from these towns. You can't drive

through a town where you don't see the Golden Arches or Hardee's. They are not the friends of America. It wasn't so bad when there was a Coca-Cola sign here or there; that actually gave the country some unity, but now it's like, let's get dressed up in black pants and white shirts, cut our hair the same way. God is money, and that's it. Screw everything else.

**You're starting to sound like the angry young man here.**

I'm not angry anymore; I'm just disgusted, and there's a difference. When you're angry, you can get depressed about it. Being disgusted is just like, fed up with it. You know there's not a hell of a lot you can do about it, so you get on with your life.

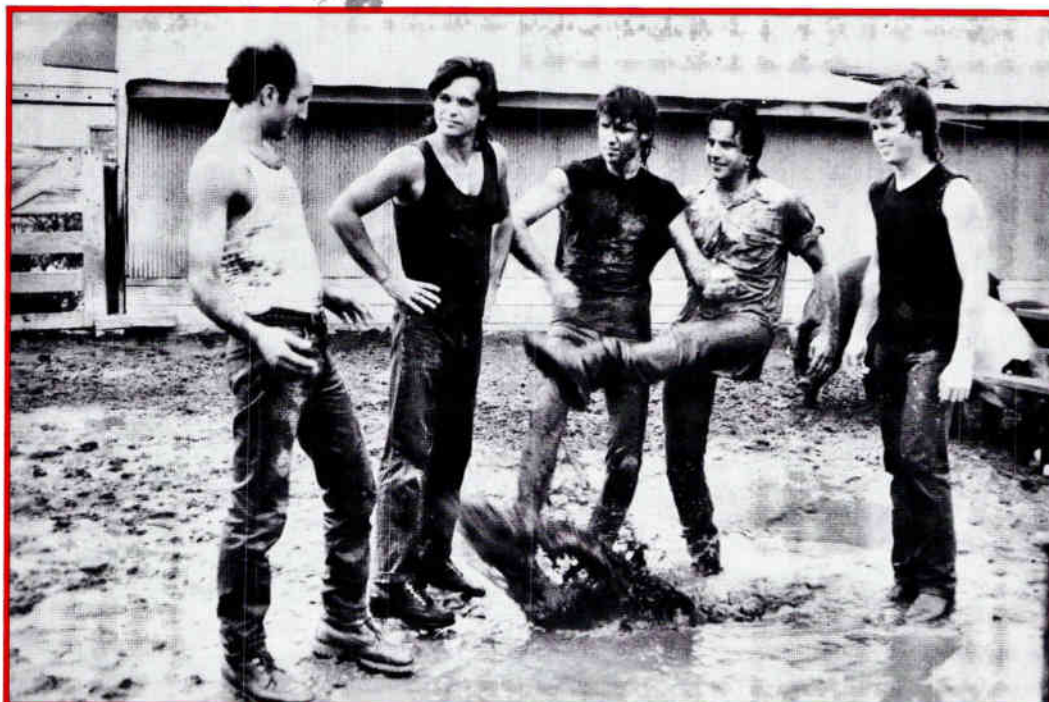
That's the ultimate goal, isn't it? You want to come to the end of yourself and be able to, someday, in the face of all evil, say, "You're gonna have to kill me before you can hurt me anymore." I think that's when you come to the end of yourself, when they can't do anything to you anymore.

**Speaking of not doing things, this is supposed to be your last tour for a while.**

I think so. I've been making records since 1976, and going out on tour for each one. I figure that anyone who's wanted to see me, after this tour, will have had the opportunity to see what I do, then I'll give them a break from it, give me a break from it.

What's becoming more important to me is the record and everything about it, the touring and madcappery that goes with it is dwindling, the fire is going out. I'm not saying that in five years I won't be ready to sock it in the nose again, but I think that, for awhile at least, I'm gonna write and concentrate more on my records.

**"The idea was to try to make a record that sounded completely different than anything I've ever done."**





# AAAARGH IT'S BACK!!

(Pronounced "aaaargh")

WIN COLOR TV's, CD PLAYERS & OF COURSE, ABUSE  
AS **HITS** AND PolyGram Records™ PRESENT  
\*\*\*\*\*

## THE SECOND ANNUAL DUMB GRAMMY CONTEST

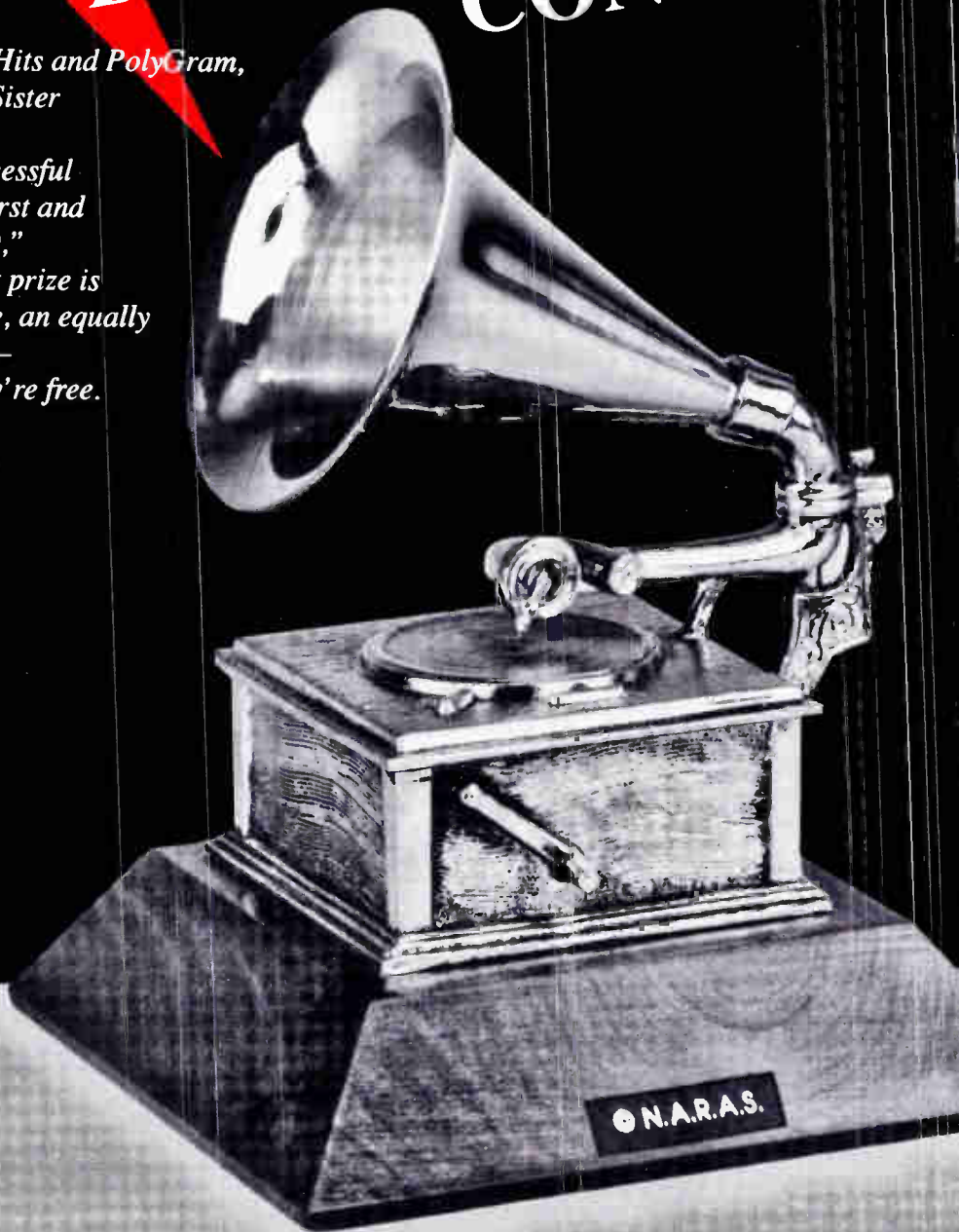
*That's right, despite your pleas for mercy, Hits and PolyGram, who are rolling with nominees Swing Out Sister and Robert Cray, have brought back last year's dreadfully stupid but incredibly successful Dumb Grammy Contest. We're awarding first and second prizes in three categories: "RADIO," "RETAIL," and "OTHER VERMIN." First prize is a highly discounted Color TV. Second prize, an equally cheap, low budget, Compact Disc Player — the way we figure it, what do you care, they're free.*

*All you have to do to scam the free goods is guess the winners in the following categories. Even single brain-celled low lifes like you HITS readers can do this:*

- Record Of The Year**
- Album Of The Year**
- Song Of The Year**
- Best New Artist**
- Pop Vocal Female**
- Pop Vocal Male**
- Producer Of The Year**
- Rock Vocal Male, Female**
- Rock Vocal, Duo, Group**
- R&B Vocal, Duo or Group**

*Rules of the game are simple:  
Deadline is the day before the Grammys.  
One entry per person. You can call us,  
or write if you're not to cheap  
to hock up the big 22 for postage.*

*As always, good luck and God bless you.*





# EARPICKS

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

Youth triumphs again this week as sweet, young (but how innocent?) **Debbie Gibson's** third single takes the throne followed closely by **Alexander O'Neal's** new duet with **Cherelle**. Next up

is the new **Aerosmith** and the hot new offering by MCA's **Communards**. Last week's Wildcard **Keith Sweat** continues his impressive rise.

## WINNERS

<b>1</b>	<b>DEBBIE GIBSON</b>	<b>BLUE</b>	(Atlantic)	<b>6</b>	<b>SCARLETT &amp; BLACK</b>	<b>KNOW</b>	(Virgin)
<b>2</b>	<b>ALEXANDER O'NEAL</b>	<b>NEVER</b>	(Tabu)	<b>7</b>	<b>KEITH SWEAT</b>	<b>I WANT HER</b>	(Elektra)
<b>3</b>	<b>AEROSMITH</b>	<b>ANGEL</b>	(Geffen)	<b>8</b>	<b>KANE GANG</b>	<b>LOOK</b>	(Capitol)
<b>4</b>	<b>COMMUNARDS</b>	<b>GOODBYE</b>	(MCA)	<b>9</b>	<b>STEVIE WONDER</b>	<b>YOU</b>	(Motown)
<b>5</b>	<b>MICHAEL BOLTON</b>	<b>SITTIN' ON</b>	(Columbia)	<b>10</b>	<b>JETS</b>	<b>ROCKET</b>	(MCA)

**J ABRAMSON/TOWER-SUN/LA**  
Sting/Squeeze/E Fiorillo/Bardeux

**D AGRESTO/TRACKS/NORFOLK**  
B Carlisle/INXS/S Wonder/daKrash

**J ALEXANDER/KKRZ/CHEYENNE**  
R Marx/TT D'Arby/S & Black/C Simon

**J ALLEN/KZOU/LITTLE ROCK**  
D Gibson/TT D'Arby/Pebbles/S & Black

**D ALLEN/WSSX/CHARLESTON**  
R Springfield/D Gibson

**RICK ANDRADE/ZIPS/TUCSON**  
S O Sister/D Mode/TT D'Arby/G Michael

**JACK ARMSTRONG/KF95/BOISE**  
Communards/Whodini/Kane Gang/Spagna

**ED AUGUST/WNNK/HARRISBURG**  
S Wonder/daKrash/Covergirls

**JOHN AUSTIN/WPXR/DAVENPORT**  
Tiffany/D Gibson/S & Black

**ROBIN BANKS/JET-FM/ERIE**  
B Trouble/S & Black/L & Rockets

**CY BARNES/SOUND OF/PHILI**  
D Gibson/S & Papa/T Terry

**K BAXTER/SIGHT & SOUND/PORT**  
R Astley/Squeeze/INXS/DL Roth

**S BEAN/HARMONY HOUSE/DET**  
G Woo/A O'Neal/S Wonder/G Michael

**M BERGER/WINK/FT MYERS**  
Communards/D Gibson/Aerosm/T Shaw

**PATRICIA BOCK/KIIS/LA**  
Whodini/Jets/K Sweat/TT D'Arby

**B BRENT/WALL TO WALL/PHILI**  
B Carlisle/Jets/D Leppard/D Gibson

**LORI CAMPBELL/B94/PITTS**  
Aerosmith/D Gibson/M Bolton

**J CANDEY/ROUNDUP/SEATTLE**  
B Springsteen/A O'Neal/Aerosmith

**BOOM BOOM CANNON/WKSE/BUFF**  
REM/G Harrison/Covergirls/Jets

**TOM CASEY/WKSS/HARTFORD**  
daKrash/Aerosmith/A O'Neal/K Sweat

**GUY CASSINGHAM/METRON/ATL**  
Flesh For L/L Lovett/S O'Conner/GL Jzebl

**BILL CATCHER/WKZL/WIN-SAL**  
S & Black/K Sweat/S Wonder/D Hill

**MICKEY CAULTER/WQID/BILOXI**  
Eurythmics/D Gibson/K Sweat

**J COHEN/STRAWBERRIES/BOST**  
S Of Mercy/Communards/H Of Freaks

**CATHY CRUISE/WNVZ/NORFOLK**  
Pebbles/G Knight/D Gibson

**T CUNNINGHAM/WPST/TRENT**  
T Terry/Black/Kane Gang

**JEFF DAVIS/KLYV/DUBUQUE**  
T Shaw/D Gibson/Jets/G Woo

**LEO DAVIS/Q104/GADSEN**  
Aerosmith/EW & Fire/K Sweat/T Shaw

**J DAVIS/WPFM/PANAMA CITY**  
A O'Neal/C Simon/M Bolton/S & Black

**J DEE/WKZQ/MYRT BEACH**  
EW & Fire/S & Black/Squeeze/REM

**ALBIE DEE/WPGC/WASH DC**  
T Seville/P Bryson/Roger/A O'Neal

**R DENNIS/SHOW INDUSTRIES/LA**  
B Poindexter/Cur Killed/DL Roth/G Michael

**LISA DENT/Q106/SAN DIEGO**  
M Day/D Gibson/A O'Neal/Nocera

**M DINA/TOWER-DOWNTOWN/NYC**  
DL Roth/S Out Sister/C Raisins/K Sweat

**DEBBIE DODD/PEACHES/SEATTLE**  
Replacements/Eurythmics/Reivers/REM

**MIKE DORN/CML/ST LOUIS**  
G Michael/Bardeux/R Marx/K Sweat

**S ELIOT/WJAD/BAINBRIDGE**  
D Gibson/M Bolton/TT D'Arby/A O'Neal

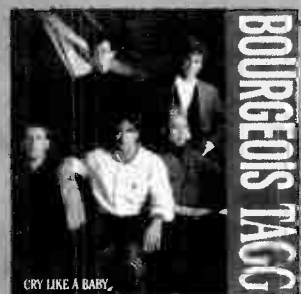
**V ELLIOTT/V VENDORS/KALA**  
R Marx/S Wonder/B Mark/B Carlisle

**STEVE ELLIS/HOT103/NY**  
Stacy Q/Jellybean/Spagna

# BOURGEOIS TAGG

## "CRY LIKE A BABY"

The follow-up to the multi-format  
smash "I Don't Mind At All."  
From the album *YOYO*.



Produced by Todd Rundgren for Alchemedia Productions,  
Inc. in association with Brent Bourgeois and Larry Coryell



On Island Compact Discs, Albums and Cassettes



# EARPICKS

**N FAYE/WFXX/WILLIAMSPORT**  
GL Jezebel/Aerosm/E Fiorillo/D Gibson

**LESLIE FLEECE/LIEBERMAN/CLEV**  
Icehouse/M Bolton/Eurythmics/Squeeze

**LESLIE FRAM/WABB/MOBILE**  
K Sweat/D Leppard/M Bolton

**KELLY GIEDIT/TOWER/SH OAKS**  
INXS/GL Jezebel/N Order/Smiths

**A GONZALES/BENEL DIST/NY**  
Flesh For Lulu/Communards/S Wonder

**KGRAHAM/WES MERCH/AMA**  
A O'Neal/K Gang/Communards/D Gibson

**JIMMY HEIKKALA/RAINBOW/SF**  
M Day/D Gibson/Aerosmith/A O'Neal

**D HOUGHTON/UNIVERSAL/PHILI**  
R Astley/B Mercedes/B Poindexter

**JAMIE HYATT/KSND/EUGENE**  
D Gibson/Black/R Springfield/C Simon

**BOB JACKSON/WBAM/MONT**  
Pebbles/Communards/Covrgirls/S & Black

**M JACKSON/WHYT/DETROIT**  
Communards/Pebbles/M Day/D Gibson

**KELLY JAY/KEYJ/ABILENE**  
Aerosmith/Communards/Supertramp

**B JOHN/WYKS/GAINESVILLE**  
Jets/D Leppard/M Bolton/S & Black

**E KATAJAMAKI/NAVARRE/MPLS**  
Aerosmith/daKrash/A O'Neal/D Gibson

**W KAUFFMAN/WQCM/HAGARS**  
D Gibson/K Sweat/A O'Neal/D Wakeling

**KIDD KELLY/KSMK/FLAGSTAFF**  
REM/TKA/Dokken/B Carlisle

**JOE KELLY/KZOZ/S L OBISPO**  
S & Black/K Sweat/TT D'Arby/S O Sister

**MJ KELLY/WGH-FM/NORFOLK**  
E Fiorillo

**L LEON/PACIFIC COAST/CHATS**  
Aerosm/Communards/A O'Neal/S Wonder

**S LEPERE/KITY/S ANTONIO**  
A O'Neal/daKrash/E Fachin

**JIM LEVEN/WWFX/BANGOR**  
R Marx/Squeeze/Eurythmics/G Knight

**JACK LUNDY/Y94/FARGO**  
D Leppard/M Bolton/G Michael/C Simon

**M MACRO/CAVAGES/BUFF**  
Aerosmith/Communards/Kane Gang

**M MANDZIA/BUZZ'S NEST/COL**  
E Fiorillo/R Marx/D Leppard/B Trouble

**G MARSHALL/STRTSIDE/ST. LOUIS**  
W Ash/S Copeland/V Astley

**M MASKA/S GOODY-EST/EDI**  
Aerosmith/A O'Neal/K Gang/D Gibson

**STEVE MASTERS/LIVE105/SF**  
REM/CCCP/S & Black

**GORDON MATLOCK/KZZO/CLOVIS**  
D Gibson/Aerosmith/S Wonder/K Gang

**M MAXWELL/WHIT/HARRISB**  
MARRS/G Knight/Covergirls/DL Roth

**LEE MCCARD/WCGQ/COLUMBUS**  
K Sweat/M Bolton/J Watley/Eurythmics

**H MCCKAY/100KHI/OCEAN CITY**  
K Sweat/D Hill/DL Roth/Jets

**DAN MCCOLLY/KIYS/BOISE**  
L & Rockets/D Siegel/T Shaw

**M MCCORMICK/WGRD/GR RAPIDS**  
G White/Sting

**G MCCULLOUGH/Z107/WHEELING**  
C Simon/Supertramp

**TJ MCKAY/WZLD/COLUMBIA**  
A O'Neal/Jets/M Bolton

**JILL MEYER/WDJX/LOUISVILLE**  
D Gibson/A O'Neal/Communards

**TOM MITCHELL/98PXY/ROCHESTER**  
Jets/D Leppard/K Sweat/A O'Neal

**LARRY MORGAN/FM102/SACTO**  
J Cole/T Seville/E Fachin/A O'Neal

**LISA MRAZ/TOWER/WESTWOOD**  
J Watley/Sting/M Bolton/S Wonder

**CHRIS MURRAY/WLAN/LANCASTER**  
B Trouble/M Bolton/B Farmers/S & Black

**KEITH NAFTALY/KMEL/SF**  
S & Black/E Fachin/Sting

**CHARLIE O/KKXL/GRAND FORKS**  
Whitesnake/G White/S & Black/G Knight

**ED O'DONNELL/LIEB/MT. LAUREL**  
R Astley/MARRS/DL Roth/G Michael

**TK O'GRADY/KWTO/SPRINGFIELD**  
S & Black/D Leppard/A O'Neal

**GYNNY O'HARA/KIKK/DAVENPORT**  
M Bolton/K Sweat/TT D'Arby

**DARRYL OHRT/CD/BETHEL**  
S Of Mercy/A Camera/Communards

**D PAARMAN/KQCR/CED RAPIDS**  
Aerosm/T Shaw/D Gibson/Communards

**DAN PEARMAN/KEYN-FM/WICHITA**  
G Harrison/R Springfield/Communards

**J PRIMERANO/REC THEATR/BUFF**  
D Gibson/A O'Neal/S Wonder/G Woo

**CHUCK REDDEN/KNAN/MONROE**  
Communards/daKrash/K Sweat/Tiffany

**JIM REITZ/WRCK/UTICA**  
D Gibson/Communards/Jets/M Bolton

**KEITH RICHARDS/KAKS/AMARILLO**  
Communards/D Leppard/T Shaw/A O'Neal

**R RICHARDSON/SW WHOLE/HOUST**  
Sting/D Leppard/Yes

**BOB SAY/MOBY DISC/LA**  
DL Roth/S Out Sister/L & Rockets

**TONY S BRIGLIA/TRANS/BUFF**  
G Harrison/R Astley/G Medeiros/D Mode

**BARBARA SELTZER/ATCO/NY**  
Communards/Kane Gang/daKrash/A O'Neal

**J SHAHINIAN/REC EXCH/CLEV**  
Aerosmith/D Gibson/A O'Neal/S Wonder



# Gladys Knight and The Pips

## Love Overboard

45 SALES (1 to 10)	AVERAGE MOVE	AGGRESSIVES (4 or more)
7	3.14	18

### CROSSOVERS WINNER!

■ HITS TOP FIFTY ALBUMS!

■ ~~45~~ HITS TOP FIFTY SINGLES!

KIIS add	WKSI deb 38	PWR106 30-24
WAVA add	KSAQ deb 39	KRBE 34-25
KUBE add	KIKX deb 40	KITY 29-25
KZZP add		B100 33-27
FM102 add	KMEL 15-12	KCAQ 34-27
Y108 add	WHYT 18-15	WDJX 32-28
K98 add	KROY 23-16	Y106 35-31
98PXY add	Q106 20-16	KMGX 34-31
WGTV add	WXKS 24-17	KTUX 39-35
WGFM add	PWR99 21-18	WRCK 39-35
K92 add	WPGC 23-19	
WPST add	KKRZ 24-19	
	WBBQ 25-20	
WEGX deb 30	Z102 25-20	
B97 deb 30	WKSS 32-21	
WFLY deb 36	HOT103 26-23	

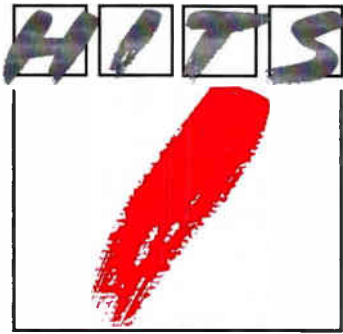
# THE JETS

## Rocket 2 U

### FLASHMAKER!

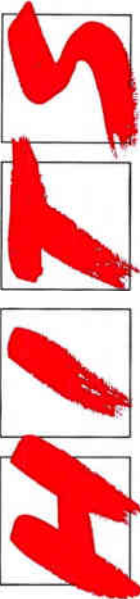
### EARPICKS WINNER!

KKBQ add		
KRBE add		
WHYT add		
KWK add		
WEGX add		
KZZP add		
WKSS add		
KSAQ add		
98PXY add		
Y107 add		
WFLY add		
KSND add		
WNNK add		
WNYZ add		
WRCK add		
Z93 deb 29		
KCAQ deb 33		
KKRZ deb 34		
KMGX deb 34		
WNCI deb 35		
PWR106 deb 37		
WBBQ deb 38		
Q100 deb 39		
Y106 deb 39		
PWR96 18-11		
KMEL 25-20		
KDWB 27-22		
WPGC 26-23		
KIKX 31-25		
KCPX 30-26		
B96 30-27		
Z102 34-30		
KXX106 38-32		
WTIC 36-33		



# EARPICKS

<b>VICKI SHARP/KRNQ/DES MOINES</b> Whodini/L Hartman/Kane Gang/Cucumbers	<b>L ST JAMES/KKRC/SIOUX FALLS</b> K Gang/A O'Neal/Communrds/G Harrison	<b>R TAYLOR/LIEBERMAN/CHI</b> R Marx/D Foster/P Sisters/J Taylor
<b>M SHISHIDO/PWR92/HONOLULU</b> C Simon/D Gibson/S & Black/S Wonder	<b>D ST JAMES/KKXX/BAKERSFIELD</b> D Gibson/Aerosmith/D Mode/R Parker Jr	<b>STEVE THEROUX/KZOZ/S L OBISPO</b> K Sweat/Curiosity/G Knight/TT D'arby
<b>M SHORE/BIG TIME/HOLLYWOOD</b> Godfathers/DL Roth/A Camera/Siouxsie	<b>K STAMM/RAD DOCS/MILWAUKEE</b> Sting/R Springfield/DL Roth/Aerosmith	<b>CAT THOMAS/K92/ROANOKE</b> Aerosm/Communrds/E Fiorillo/M Bolton
<b>D SILVA/SLY96/SL OBISPO</b> Aerosmith/G Knight/M Bolton/E Fiorillo	<b>J STARR/WKRZ/WILKES-BARRE</b> E Fiorillo/D Gibson/G Woo	<b>B THOMAS/WFMI/LEXINGTON</b> M Bolton/D Leppard/Aerosmith/D Mode
<b>K SIMMONS/H OF GUITRS/ROCH</b> Kinks/G Harrison/REM/Ry Cooder	<b>R STEELY/CENTRL STH/NASH</b> M Bolton/R Marx/Aerosmith/T Seville	<b>M TINNES/WKLQ/GRAND RAPIDS</b> M Bolton/Alarm/Eurythmics/TT D'Arby
<b>CAT SIMON/KEZB/EL PASO</b> Communards/D Gibson/B George/A O'Neal	<b>J STEFFAN/WSPT/STEVENSPT</b> REM/Bodeans/G White/S & Black	<b>M TOCKER/HARVARD/BOST</b> L & Rockets/Aerosmith/D Academy
<b>S SKEETER/CAPITOL/HOLLYWOOD</b> H Of Freaks/S & Pepa/W Lion/G Michael	<b>B STEVENS/WBBQ/AUGUSTA</b> R Springfield/D Gibson/Aerosm/Communrds	<b>GLENN TRENT/WKSF/ASHVILLE</b> A O'Neal/Jets/Dokken/J Watley
<b>STEVE SMALL/KSMB/LAFAYETTE</b> K Sweat/D Gibson/daKrash/Co B	<b>JJ STONE/WGGZ/BATON-ROUGE</b> B Carlisle/D Gibson/DL Roth	<b>STEVE WILLIAMS/KARMA/INDI</b> G Michael/Squeeze/J Watley/Dee
<b>D SMITH/NATL REC MART/PITTS</b> Aerosmith/Communards/Kane Gang	<b>RICK SWANN/WVSR/CHARLESTON</b> Jets/C Simon/E Fiorillo	<b>G WILLIAMS/KCAQ/OXNARD</b> G Harrison/B Poindexter/M Day/A O'Neal
<b>JOE SONDERMAN/KHTR/ST LOUIS</b> D Gibson/daKrash/G Harrison/Aerosmith	<b>D SWANSON/S GOODY-WST/LA</b> Kane Gang/S Wonder	<b>KAREN WONG/WLOL/MPLS</b> D Gibson/Aerosmith
<b>J SPEAR/TOWER/DWNTWN/NYC</b> INXS/Dokken/Tiffany/N Order	<b>AL TAVERA/PWR106/LA</b> D Gibson/A O'Neal/G Michael	<b>C ZETYE/TOWER/SH OAKS</b> L & Rockets/REM/B Poindexter/G Michael



## Subscription Card

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

A full one year first class subscription rate is \$200.00 OVERSEAS \$ 300.00

Payment Enclosed  M/C  Visa

Card #

Exp. Date

Signature \_\_\_\_\_

Please send all subscription requests to:

Hits Magazine  
15477 Ventura Blvd.  
Suite 300  
Sherman Oaks, CA 91403

818-501-7900

# daKrush



WASN'T   
I GOOD  
TO YA

**CROSSOVER!**

**MOST ADDED TWO WEEKS IN A ROW AT BLACK RADIO!  
PRODUCED BY JESSE JOHNSON OF "THE TIME"**

**ALREADY ON AT KMEL AND KITY**

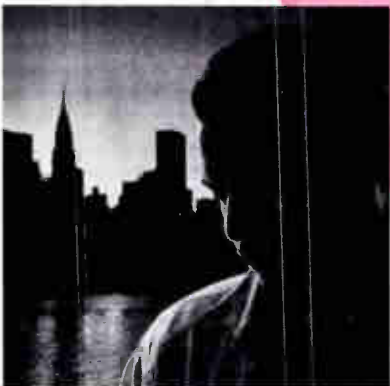
# Martha Davis



TELL IT   
TO THE  
MOON

**IF YOU'RE LOOKING  
FOR A MULTI FORMAT FEMALE,  
ADULT APPEAL RECORD  
YOU MUST HEAR THIS SONG!**

# View From the Hill



NO   
CONVERSATION

**BREAKING AT A/C!  
GAVIN A/C CHART DEBUT!  
TEN NEW ADDS R&R A/C!  
VH-1 NOUVEAU VIDEO  
READY TO CROSS MASS APPEAL!**



# Some Of The Same Grammy Nominatio

*Wow, can you believe it, Grammy time again already (yawn — just kidding). We know you're all handicapping this year's choices, trying to scam the goods in our Second Annual Hits Dumb Grammy Contest, that's why we paid some sucker a ridiculously small amount of money to type in these categories. As always, we're paying the most attention to the "Best Polka Recording" where Lenny Gomulka & Dick Piller are facing some strong competition from Eddie Blazonczyk's Versatones. Anyhow, we haven't printed all the nominations, because we're too cheap to give up the pages that otherwise would go to advertising — besides, we'll read them in Billboard (yawn — just kidding).*

## Record Of The Year

**Back In The High Life Again**  
Steve Winwood (Island)  
**Graceland**  
Paul Simon (Warner Bros.)  
**I Still Haven't Found What I'm Looking For**  
U2 (Island)  
**La Bamba**  
Los Lobos (Slash)  
**Luka**  
Suzanne Vega (A&M)

**Somewhere Out There**  
James Horner-Barry Mann-Cythia Weil,  
Songwriters (MCA)  
**Luka**  
Suzanne Vega, Songwriter (A&M)

## Best New Artist

**Breakfast Club**  
(MCA)  
**Cutting Crew**  
(Virgin)  
**Terence Trent D'arby**  
(Columbia/CBS)  
**Swing Out Sister**  
(Mercury)  
**Jody Watley**  
(MCA)

## Best Pop Vocal Performance, Female

**Coming Around Again**  
Carly Simon (Arista)  
**Heaven Is A Place On Earth**  
Belinda Carlisle (MCA)  
**I Want To Dance With Somebody (Who Loves Me)**  
Whitney Houston (Arista)  
**Luka**  
Suzanne Vega (A&M)  
**One Voice**  
Barbra Streisand (Columbia/CBS)

## Best Pop Vocal Performance, Male

**Bad**  
Michael Jackson (Epic)  
**Brilliant Disguise**  
Bruce Springsteen (Columbia/CBS)  
**Bring On The Night**  
Sting (A&M)  
**Candle In The Wind**  
Elton John (MCA)  
**Moonlighting (Theme)**  
Al Jarreau (MCA)

## Song Of The Year

**Didn't We Almost Have It All**  
Michael Masser & Will Jennings,  
Songwriters (Arista)  
**I Still Haven't Found What I'm Looking For**  
U2, Songwriters (Island)  
**La Bamba**  
Adapted by Ritchie Valens (Slash)

## Best Pop Performance By A Duo Or Group With Vocal

**Alone**  
Heart (Capitol)  
**Breakout**  
Swing Out Sister (Mercury)  
**(I've Had) The Time Of My Life**  
(Track from "Dirty Dancing" Original Soundtrack)  
Bill Medley and Jennifer Warnes (BMG/RCA)  
**La Bamba**  
Los Lobos (Slash)  
**Somewhere Out There**  
Linda Ronstadt and James Ingram (MCA)

## Best Rock Vocal Performance, Female, Male

**Better Be Good To Me** (Track from Prince's Trust 10th Anniversary Party)  
Tina Turner (A&M)  
**Don't Mean Nothing**  
Richard Marx (Manhattan)  
**Shakedown**  
Bob Seger (MCA)  
**Tunnel Of Love**  
Bruce Springsteen (Columbia/CBS)  
**Unchain My Heart**  
Joe Cocker (Capitol)

## Best Rock Performance By A Duo Or Group With Vocal

**Bad Animals**  
Heart (Capitol)  
**Big Generator**  
Yes (Atco)  
**By The Light Of The Moon**  
Los Lobos (Slash)  
**The Joshua Tree**  
U2 (Island)  
**Keep Your Hands To Yourself**  
Georgia Satellites (Elektra)

## Best R&B Vocal Performance, Female

**Aretha**  
Aretha Franklin (Arista)  
**Everlasting**  
Natalie Cole (Manhattan)  
**For The Love Of You** (Track from Whitney)  
Whitney Houston (Arista)



# ns That Were Printed Everywhere Else.

## **Forbidden Lover**

Nancy Wilson (Columbia/CBS)

## **Looking For A New Love**

Jody Watley (MCA)

## **Best R&B Vocal Performance, Male**

### **Bad**

Michael Jackson (Epic)

**In The Midnight Hour** (Track from American Soul Man)

Wilson Pickett (Motown)

### **Just To See Her**

Smokey Robinson (Motown)

### **Lies**

Jonathan Butler (Jive)

### **Skeletons**

Stevie Wonder (Motown)

## **Best R&B Performance By A Duo Or Group With Vocal**

### **Casanova**

LeVert (Atlantic)

### **I Knew You Were Waiting (For Me)**

Aretha Franklin & George Michael (Arista)

### **Lean On Me**

Club Nouveau (King Jay/Warner Bros.)

### **Rock Steady**

The Whispers (Solar/Elektra)

### **U Got The Look**

Prince & Sheena Easton (Paisley Park)

## **Best Country Vocal Performance, Female**

### **Angel Band**

Emmylou Harris (Warner Bros.)

### **80's Ladies**

K.T. Oslin (BMG Music/RCA)

### **King's Record Shop**

Rosanne Cash (Columbia/CBS)

### **The Last One To Know**

Reba McEntire (MCA)

### **Love Me Like You Used To**

Tanya Tucker (Capitol)

## **Best Country Vocal Performance, Male**

### **All My Ex's Live In Texas**

George Strait (MCA)

## **Always & Forever**

Randy Travis (Warner Bros.)

## **Born To Boogie**

Hank Williams, Jr. (Curb/Warner Bros.)

## **Exit O**

Steve Earle (MCA)

## **Hillbilly Deluxe**

Dwight Yoakam (Reprise)

## **Best Country Performance By A Duo Or Group With Vocal**

### **Can't Stop My Heart From Loving You**

The O'Kanes (Columbia/CBS)

### **The Desert Rose Band**

The Desert Rose Band (MCA)

### **Heartland**

The Judds (BMG Music/RCA)

### **I'll Still Be Loving You**

Restless Heart (BMG Music/RCA)

### **Trio**

Dolly Parton, Linda Ronstadt & Emmylou Harris (Warner Bros.)

## **Best Country Vocal Performance, Duet**

### **Another World**

Crystal Gayle & Gary Morris (Warner Bros.)

### **A Face In The Crowd**

Michael Martin Murphy & Holly Dunn (Warner Bros.)

### **The Hand That Rocks The Cradle**

Glen Campbell and Steve Wariner (MCA)

### **Make No Mistake, She's Mine**

Ronnie Milsap & Kenny Rogers (BMG Music/RCA)

### **You Are**

Glen Campbell & Emmylou Harris (MCA)

## **Best Country Song**

### **All My Ex's Live In Texas**

Sanger D. Shafer & Lyndia J. Shafer Songwriters (MCA)

### **80's Ladies**

K.T. Oslin Songwriter (BMG Music/RCA)

### **Forever And Ever, Amen**

Paul Overstreet & Don Schlitz Songwriters (Warner Bros.)

### **I'll Still Be Loving You**

Mary Ann Kennedy, Pat Bunch, Pam Rose and Todd Cerney Songwriters (BMG Music/RCA)

## **Tellin' Me Lies**

Linda Thompson & Betsy Cook

Songwriters (Warner Bros.)

## **Best Polka Recording**

*(Our personal fave)*

### **In Polka Unity**

Lenny Gomulka & Dick Piller (STELJO)

### **It's Polkamatic**

Walt Groller & His Orchestra (Chalet)

### **Let's Celebrate Again**

Eddie Blazonczyk's Versatones (Bel Aire)

### **A Polka Just For Me**

Jimmy Sturr & His Orchestra (Starr)

### **Polka Mania**

The Kryger Bros. (Starr)

## **Best Comedy Recording**

### **The Best Of Bob & Ray - Volume One**

Bob Elliott & Ray Goulding (RadioArt)

### **A Night At The Met**

Robin Williams (Columbia/CBS)

### **Polka Party!**

"Weird Al" Yankovic (CBS Associated/Rock 'n' Roll)

### **The World According To Me!**

Jackie Mason (Warner Bros.)

### **Would Jesus Wear A Rolex?**

Ray Stevens (MCA)

## **Producer Of The Year (Non-Classical)**

### **Emilio & The Jerks**

Quincy Jones & Michael Jackson

Daniel Lanois And Brian Eno

John Mellencamp & Don Gehman

Narada Michael Walden

## **Best Contemporary Blues Recording**

### **After All**

Bobby Bland (Malaco)

### **Glazed**

Earl King and Roomful of Blues (Black Top/ Rounder)

### **On A Night Like This**

Buckwheat Zydeco (Island)

### **Standing On The Edge Of Love**

B.B. King (MCA)

### **Strong Persuader**

Robert Cray (Mercury/Hightone)



## An exclusive **Hits** interview with PWR 99.7 Operations Manager Matt Farber

by Mike Murphy

*One of the few radio programming executives with minimal on-air experience, this N. Y. native worked at IBM while attending college at University of Pennsylvania until he realized "it wasn't for me." He began his radio career at WWSH in Philadelphia, where Bobby Rich hired him as a morning show producer. After being promoted to promotions director at the station (which became Z106), Farber took a job at WGBS-TV in the same city in a similar capacity. In September '86, he was tapped by G. M. Bill Phippen as National Sales Manager at PWR 99.7 in Atlanta, GA, a position he wasn't completely comfortable with. Last May, he was boosted to Operations Manager, where he has combined with P. D. Rick Stacey to create an image-conscious, high-energy Top 40 outlet in the high-stakes market.*

**Where did you get your programming experience?**

While I was promotion director in Philadelphia, I did a lot of programming "duties." I wasn't Assistant P. D. actually, but I got involved and learned a lot. I also learned quite a bit from Jeff Wyatt (now P. D. at Power-106 in Los Angeles) while he was at WUSL in Philadelphia. I spoke to him a great deal.

**What qualifies a promotion director to become P. D.?**

I don't think most people look at a promotion director in a station as a possible P. D. I personally feel that a really good promotion director can make a good P. D. Because the best promotion people are marketing people and marketing is such an important part of programming. I got a break when Bill Phippen believed in me. I was lucky to work with someone who would take a chance on me.

**Tell us about the transition when Steve Davis left your station in July until Rick Stacey was hired last October.**

I was made Operations Manager for programming during that interim period. We went through the summer book, going 3.3 to 5.6. I worked just about 24 hours a day. I concentrated on the focusing and the marketing of the station.

**Hasn't the station suffered in the past because of image**

**problems?**

Yes. The problem was that the station had no clear direction. It has been under a Top 40 heading since 1986, but it had no real position. We had to adopt an image and attitude that we could live up to. We had to make sure everything we did fit with that image. Music, promotions, etc.

We became an energetic Top 40 radio station that plays the hits. The key phrase is "energy." We felt there was a hole for a high-energy music station. Nobody was doing that musically. We became much more progressive. Fun music, fun promotions and programming elements supporting that.

**The morning battle is hot in Atlanta. Tell us about mornings on PWR-99.7.**

In mid-June, we hired Steve McCoy, former Z93 morning man for the past six years. Z93 hired Randy Miller and, while Randy is very talented, Steve McCoy is a tremendous personality that people in Atlanta really love.

**You've made some recent additions to your staff.**

Yes, we made Randy "Boomer" Sutton full-time and put him on mid-days. P. D. Rick Stacey does afternoons. We just hired former KJ103 Oklahoma City d.j. Tony

"Domino" Collins from KGGI-Riverside/San Bernardino for nights.

**How are you positioned in relation to 94Q and Z93 in your market?**

94Q musically is much more Adult Pop-oriented at this point. I describe it as a TV station in that it is pretty much block programmed. Gary McKee's morning show is very personality-oriented. During mid-days, the music is very Adult/oldies-based. Afternoons, they are very Top 40 and at night, they are jazz.

Z93's slogan has been and probably always will be "hit radio." It's straight-ahead Top 40. They're doing ten and twenty in a row.

By using "fun" and "energy" as buzz-words on PWR 99.7, we've tried to emphasize those aspects of our station to give us position in people's minds. Obviously, our first competitor is Z93.

**What kind of promotions are you doing?**

We have an on-going promotion called "The Mystery Man." We try to do games and contests that cause talk and that the listener can get involved in.

**How do you and P. D. Rick Stacey work together?**

The great thing is that we are of one mind. We bounce things off each other. Each one of us is always available to the other. Rick and I are on the same wavelength,

**"I feel that a really good promotion director can make a good P. D."**

which is just what I wanted. Someone that can completely understand the big picture. Not only as a programmer, but as a marketer.

**How do you split the duties?**

Right now, I take care of marketing, promotion and image. But that doesn't mean that Rick's not involved in those areas also. Rick takes care of the talent and music end and I get involved there, too.

We work together as a team.

**HITS** January 25, 1988

AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)
3.50	16	7

# DAN HILL

NEVER THOUGHT (THAT I COULD LOVE)

## FLASHMAKER!

**HITS TOP FIFTY SINGLES!**  
**TOP 5 POP ADULT SMASH!**  
**102 R&R CHR REPORTERS!**

WKSE	add	Q106	add
100KHI	add	Q98	add
Y93	add	WINK	add
KDON	add	WIXX	add
OK95	add	KYRK	add
Q104	add		

B94	deb	28	WBCY	25-21
KKBQ	deb	32	KSND	29-24
WGH-FM	deb	35	KIKX	33-26
KDWB	deb	36	WKSI	34-28
			KSAQ	36-30
KIYS	16-11		WRCK	34-31
WBBQ	17-12		WNNK	40-34
PRO-FM	21-17		WERZ	40-35
WKDD	27-20		KZZU	39-36
KCPX	25-21		KRBE	40-37



# EARTH WIND AND FIRE

THINKING OF YOU

## CROSSOVER!

#1 MOST ADDED R&R U/C!

KITY	add	KZZU	add	95XIL	add	WPGC	28-25
KXX106	add	KNAN	add	KZIO	add		
WFLY	add	WZMM	add	WBWB	add		
		K104	add				

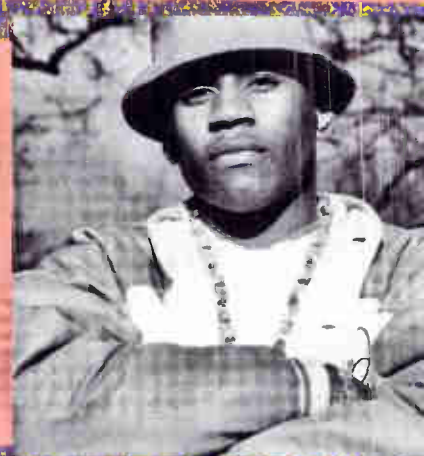
GOING BACK TO CALI

# L.L. COOL J.

BRAND NEW & OUT OF THE BOX!

FROM THE ORIGINAL MOTION PICTURE  
 SOUNDTRACK "LESS THAN ZERO"

KMGX add



# WENDY & LISA

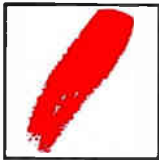
HONEYMOON EXPRESS

Taken from the Columbia Lp: "Wendy and Lisa"  
 Produced by Bobby Z and Wendy and Lisa

HOT CD MIX OUT!

Columbia



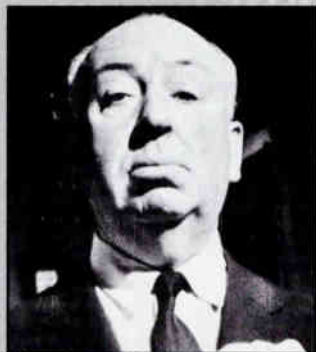


# RERAP

by Toni Profera

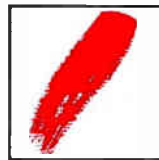
After a sleepy start, retail-land is beginning to show signs of waking up a little, with hot titles like **Keith Sweat** and **Taylor Dayne** giving indications of being smashes. Also major anticipation from dealers on the **Megadeth** and **George Thorogood** Lps, to say nothing on the obvious **David Lee Roth** which hits the street momentarily....Rerap would like to extend a formal welcome to new reporters **Dusty Bowling**, who is now furnishing us with a national rundown of the top sellers at **Lieberman** as well as **George Smith** and **Fred Pence** who have begun contributing on behalf of the Interstate Group. In addition **Tony Brenner** of Arrow Dist is now a weekly party to our shenanigans here at *Hits*.... From Detroit, it seems someone impersonating **George Harrison** has been calling around to all the stores in the Detroit area to "check" on the progress of his record. **Martin Bandyne** from **Dearborne Music** had his suspicions as to the authenticity of the call and just about hung up on the dude! Then, in an attack of self doubt and guilt, he called the **WEA** distributor to see if,

## Not There



**Alfred Hitchcock** — *Needless to say, he didn't buy any records last week (Editor's Note: He's still dead).*

per chance, that was indeed the Beatle. The response: "Are you nuts, of course that wasn't **George Harrison!**" Pretty funny....**CML** Onestop in St. Louis will be sponsoring a new jazz show as of Jan. 17th on classic rock album station **WMRY** every week entitled "Night Tracks". The marketing program includes in-store merchandising with major plans for expansion in development. Folks at **CML** are also very busy with an annual **Anheuser Bush** promotion (St. Louis is headquarters for the brew) for charity with **KSHE** and a local sporting goods store. The brewery brings a snowmaking machine to **Forest Park**, blankets the place, **CML** brings the **Boom Box** and **KSHE** tells everybody in town about it. Famous proskiers like **Billy Kidd** come and give free instruction, **KSHE** does Lp giveaways along with concert tickets and generally speaking, a party is had by all.... From points east, rerap hears that the **Virgin Record** stores in England are definitely up for sale and rumors are that the price is mighty steep.... Is there a doctor in the house? Folks at **Harmony House** in Detroit have a rather personal interest in PolyGram's hot new release by **Gerry Woo**. Seems that Dr. Woo, Gerry's father is the attending physician to at least five of the retail chain's staffers.... **Prince** started the new year off on a charitable foot with a New Years Eve benefit concert for the homeless in his palatial **Paisley Park** studio. Finally, Happy Birthday to **Sam Goody's Mike Maska** who turned 32 last week, and for whom 1988 is off to a rockin' start. More on that later.



# ODDS & ENDS

by Schmedrick Griswald

Yo, anyone want a gig? There seems to be a plethora of A&R jobs up for grabs out there, what with the new **Atco** opening up its doors on the West Coast. But that ain't all. We understand they're looking for some good fresh ears at **Columbia**, **Geffen**, **Uni** and **Elektra** West Coast (now that **Steve Pross** has exited). However the biggest want ad belongs to the "New **Chrysalis**" where **Susan Collins'** recent departure left zero (count 'em) A&R folk..... Those A&R folk still working have been busy trying to earn their keep as **Suicidal Tendencies** has been inked to **Epic** and **Devo** has been tagged by fast rising **Enigma**..... Final A&R note concerns action around L.A. (by way of Wayne,

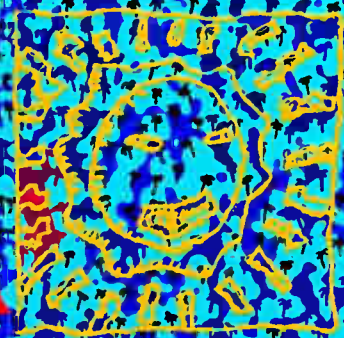
## No More



**Pamela Des Barres** — *Embarrassing, but it got her photo printed.*

**NJ**) based **Dramarama** who have developed quite a West Coast following via an indie project (? Records) and hot-shot management (**Steve Rennie** of **Avalon Attractions**). Players include **Atlantic**, **MCA** and **Capitol**..... A lot of buzz over the proposed "Monsters Of Rock" tour being organized by **Sharon Osbourne** who manages **Ozzy** and **Lita Ford**. Our inside sources tell us that **Ozzy**, **Iron Maiden**, and **Poison** are confirmed, but there's still one biggie missing. As we understand it, **Whitesnake**, **Aerosmith** and **AC/DC** have been approached, but they're all still fishin'..... At long last, the screening of the **Rolling Stones** film *C—sucker Blues* went down at the "Rock On Film" series at the Wiltern Theatre in L.A. After an initial screening was cancelled due to the loss of what was believed to be the only print, Wiltern ruler **Bill Graham** contacted **Mick Jagger** who provided the theatre with his own copy. While this movie (home movie, to be exact) might be some people's cup of tea, the next time it screens we're going to stay home and do something more enjoyable — like trim our nose hairs..... Even more of an embarrassment than the film was self-proclaimed "Bimbo To The Stars" **Pamela Des Barres** who was chosen to introduce the film, supposedly because of the appropriate title. As Pamela was being booed off the stage, she turned to the audience and uttered the immortal comeback, "Hey, did you f—k Mick Jagger?" Will someone please retire her?..... Hot new **Elektra** artist **Keith Sweat** continues to hold down his job as a commodities broker on the New York Stock Exchange. The way we see it, he'll be hanging up the pinstripes soon.... Quote of the week from **Whitesnake's David Coverdale** defending himself against the "sexist" tag given him by the media: "I think that women realize I'm not being sexist. I have the greatest respect for women. More so than men, and I think they know it. Women have more balls than most of the men I know." David made those comments while dining with **Jimmy The Greek** at a Washington restaurant.... **J.B. Carmicle**, the latest employee to leave **Cash Box** (it's a music trade publication).

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	40 SALES (1 to 10)
3.65	34	26	5	10	9



# MARRS

- pump

up



ISLAND



the

volume

**FLASHMAKERS WINNER!**  
**18-14 HITS TOP FIFTY SINGLES!**

KIIS	add	HOT103	1-1-1
Q102	add	KMEL	2-2
Q105	add	WTIC	5-4
WLOL	add	PWR99	8-5
B104	add	Z93	6-5
KWSS	add	Y99	7-6
KKRZ	add	KKBO	6
KWOD	add	KATD	10-6
KOY	add	WAPE	9-6
WZPL	add	PWR95	12-7
WKSE	add	Z190	11-7
		PWR106	12-10
		WHYT	14-10
		B96	16-11
		Z95	20-14
		WXKS	20-15
		FM102	23-19
		Y100	24-20
		Z94	31-22
		Q107	29-22
		WPGC	27-22
		Q106	28-23
		92X	35-28



# NEW ARTISTS

## THE HORIZON THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Buster Poindexter breezed out on tour this past week, injecting a little tropical fever into the cold and wintry weather on the West Coast with two sizzling nights at L.A.'s Roxy. It was martinis all around as Buster was in top form, spinning tales, acting the part of gin-soaked society fop and animating all the rhythm 'n swing dance numbers from his RCA album including the viddy-hit "Hot Hot Hot". That's entertainment.....Two acts overlooked in the year end round-ups: veteran chanteuse **Marianne Faithful** whose "Strange Weather" on ISLAND was a moody, compelling album including songs by **Dylan**, **Tom Waits** and **Leadbelly** as well as a re-make of "As Tears Go By" twentysomething years on.....and **Throwing Muses**, a Boston-based group with a unique and powerful rock edge, released a great debut "The Fat Skier" on SIRE.....Having now heard much of the new **Lyle Lovett** album "Pontiac" on MCA, we can predict without much difficulty that this cool Texan singer/songwriter will be in the honor's lists at this years end. His warm and soulful blues and lyrical sensitivity come the closest yet to filling the void left by **Little Feat** and in another sense **Jim Croce**.....**View from a Hill**, a new trio from the U.K. are stirring the waves with the single "No Conversation" from their "In Time" album on CAPITOL.....Austin band, **the Wild Seeds** plan an extensive cross-country tour in support of their new album "Mud, Lies & Shame" out this month on PASSPORT.....Other new albums on the way include the long-awaited return of **Tonio K.** with "Notes From the Lost Civilization" on WHAT/A&M and **George Thorogood & the Destroyers'** latest effort "Born to be Bad" on EMI/MANHATTAN.....**The Christians** make their American debut with "Forgotten Town" on ISLAND; **L.A. Guns'** first album is due on VERTIGO and the new one from **Feargal Sharkey** is on the way with guitar-slinger **Keith Richards** adding some licks.....Perhaps the most striking debut of all is that by twenty-year old Irish dervish **Sinead O'Connor** entitled "The Lion and the Cobra" on CHRYSALIS. It is a remarkable album with a broad stylistic range from romantic folk to eerie, synthesized even crunching rock that, like **Kate Bush**, extends the limitations of pop into uncharted regions.....And the world is waiting for the new **Smithereens** album. Produced by the venerable **Don Dixon** and now set for a March release by CAPITOL, the album includes cameos from **Del Shannon**, **Los Lobos** saxman **Steve Berlin** and singer **Marti Jones** who duets with **Smithereens** vocalist **Pat DiNizio** on the **Frank and Nancy Sinatra** nugget "Something Stupid".....**CHAMELEON RECORDS** are kicking off the new year with an expanded roster and a new mandate under **Stephen Powers** who has just taken over the reins there. Recent signings include West Coast acts the **Bonedaddys**, **the New Marines**, **Children's Day** and **Walking Wounded** whose first album for the label is called "The New West" and is already receiving strong critical acclaim.....Another newcomer with strong credentials is RCA/BEGGARS BANQUET artist **Pierce Turner** whose debut "It's Only a Long Way Across" is produced by **Philip Glass** and **Kurt Munkacsi** and is full of strong pop with infectious rhythms and lilting Irish melodies.



**Keith Sweat**

Title  
"I Want Her"

Label  
Elektra

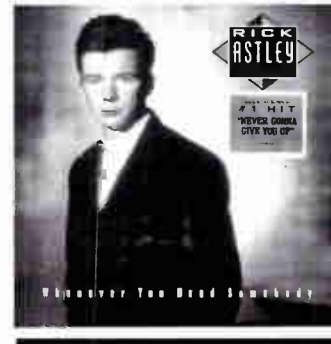
*Elektra knew it had a star on its hands when they introduced this charismatic soulster. With "I Want Her," the first single from the Lp "Make It Last Forever," heading to the top spot on the R&B charts, Top 40 is taking serious notice. There's major action nationwide on this one, as the single is getting heavy club play. Stations who play this soulful, very dancable cut, are reporting strong reaction, and it looks like Elektra has a hit on its hands.*

#### Suggested Cuts

"I Want Her" is the cut. Stations who play it say this guy's the goods.

#### Label Comments:

"It's looking tremendous," said Elektra's Sr. VP of Promotion **Brad Hunt**. "It's a Top 5 Urban record, and it's breaking at major markets all over the country. This is not a regional record." According to **Hunt**, sales figures on the project have been very impressive, with the both the 12 inch and the 45 well over the 100,000 mark, and the Lp about to clear 200,000. "It's a sales phenomena," said **Hunt**. "This one's going to last - there's no indication of burnout."



**Rick Astley**

Title  
"Never Gonna Give You Up"

Label  
RCA

*A huge #1 European smash heads stateside to strong Top 40 reaction, as this dashing young Brit hits big. An undeniable hook combined with a rollicking dance beat makes this one perfect Top 40 fare. The man's got the pipes with a deep resonating voice (though it makes you look twice at the baby-faced crooner on the cover). The folks at Nipper are expecting big things from this young international star, and early indicators are pointing the right direction.*

#### Suggested Cuts

"Never Gonna Give You Up" is a killer. It's the perfect teen-appeal dance cut.

#### Label Comments:

"This one's outta sight now," remarked **Nipper's** VP of Pop Promotion **Butch Waugh** about Top 40's reaction to "Never Gonna Give You Up." "We knew we had a very special record on our hands — it was a giant #1 record all over Europe." **Waugh** and his crew are equally happy about the prospects for the future. "Listen to the album," he noted. "We're at least three or four tracks deep."

# SWING OUT SISTER



**TWILIGHT  
WORLD**

**FLASHMAKER!**  
DEBUT **■** HITS TOP FIFTY SINGLES!  
TWO GRAMMY NOMINATIONS!  
BEST NEW ARTIST!  
BEST POP PERFORMANCE BY  
A DUO OR GROUP WITH VOCAL!

PWR106	add	PRO-FM	deb	35
WXKS	add	KIKX	deb	36
PWR99	add	WERZ	deb	37
KXYQ	add	K98	deb	38
KCPX	add	KIYS	21-18	
KTUX	add	HOT103	28-22	
Z104	add	Q106	27-22	
KFIV	add	KMEL	29-26	
PWR92	add	WKTI	29-26	
WZKX	add	WFLY	32-28	
WPFM	add	KMGX	35-32	
KYNO	add	KSAQ	38-33	
WJDQ	add	WNNK	39-35	
		WPST	40-37	

# MEN WITHOUT HATS



**POP  
GOES THE  
WORLD**

**28\*-25\* R&R CHR!**  
**21** HITS TOP FIFTY SINGLES!

WRNO	add	WRCK	25-21
WLAN	add	KIIS	26-22
KDWZ	add	92X	32-22
WHOT	add	WNCI	25-22
KFMW	add	FM100	25-22
B100	8-5	Z94	26-23
WTLQ	11-6	FM102	26-23
KUBE	9-8	KCAQ	28-23
WGH-FM	12-9	98PXY	30-24
KSND	13-10	WERZ	27-24
Q107	15-12	HOT103	29-25
WKDD	20-17	93Q	30-25
Y108	23-18	PWR106	29-26
WKRZ	26-18	WBLI	30-27
KXYQ	23-20	PRO-FM	31-28

# DEF LEPPARD

**HYSTERIA**

**FLASHMAKER!**  
8 HITS TOP FIFTY ALBUMS!  
DEBUT 46 HITS TOP FIFTY SINGLES!  
8\* R&R AOR TRACKS!

WBLI	add	WNVZ	add
CKOI	add	KDWB	add
B100	add	Y108	add
PWR99.7	add	KATD	add

# CURIOSITY KILLED THE CAT

**ORDINARY DAY**

BREAKING AT KITS  
IN SAN FRANCISCO!

PolyGram Records

# GERRY WOOL

**HOW LONG**

31/11 URBAN!  
PWR 99.7 & WHYT FULLTIME TEST!

HOT URBAN ACTION IN  
CLEVELAND & DETROIT!

# Depeche Mode



“NEVER LET ME DOWN AGAIN”

From the album **MUSIC FOR THE MASSES**  
*Produced by Depeche Mode and David Bascombe*

## FLASHMAKER!

### ■-■ HITS TOP FIFTY ALBUMS!

FM102	add	WBNQ	add	KSAQ	deb	38	BREAKING AT:
K98	add	KTRS	add	KSND	deb	39	KITS
KIKX	add	WAEB	add	WBBQ	deb	39	PWR99
WSKZ	add	KNAN	add	WMMS	deb	40	KATD
WRCK	add			KZOU	deb	40	KXYQ
KJQ	add			KCPX	11-8		KXX106
WOMP	add	WXKS	deb 34	KRBE	26-20		WKDD
K106	add	KITY	deb 35	KKBQ	30-25		WFLY
KKXL	add	KIYS	deb 35	Z93	33-28		
				KZZU	35-30		



MUTE  
RECORDS





# TOP TENS



## JIMMY HEIKKALA: RAINBOW RECORDS

Seven years ago when this aggressive San Francisco based outfit purchased Banana Records, they also found themselves stuck with young Mr. Heikkala. Since then, Jimmy has become an important member of the team which is now celebrating its 10th Anniversary, covering the Bay area with 27 hot retail outlets. Among the projects catching the attention of the chain is the current conversion from a manual to a computerized inventory system, and Jimmy is heavily involved in the transition, which will make their emphasis on "special orders" run much smoother. Another of JH's specialties is staying on the cutting edge of the R&B & Rap street markets, where he comments that the 12" is exploding.

**RAINBOW**  
JIMMY HEIKKALA  
25 Retail Stores (San Francisco)

1. TIFFANY
2. INXS
3. MADONNA
4. GEORGE MICHAEL
5. MICHAEL JACKSON
6. DEBBIE GIBSON
7. LINDA RONSTADT
8. SALT & PEPA
9. DIRTY DANCING
10. STING

**musicland** DICK ODETTE  
546 Retail Stores  
(Mpls)

### MUSICLAND

1. DIRTY DANCING
2. TIFFANY
3. GEORGE MICHAEL
4. INXS
5. DEBBIE GIBSON
6. WHITNEY HOUSTON
7. MICHAEL JACKSON
8. DEF LEPPARD
9. STING
10. WHITESNAKE

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

### LIEBERMAN NATIONAL

1. GEORGE MICHAEL
2. TIFFANY
3. DOKKEN
4. WHITESNAKE
5. MICHAEL JACKSON
6. DIRTY DANCING
7. WHITNEY HOUSTON
8. FOREIGNER
9. AEROSMITH
10. RANDY TRAVIS

**CAMELOT** LEW GARRETT  
197 Retail Stores  
(Canton)

### CAMELOT

1. TIFFANY
2. INXS
3. DIRTY DANCING
4. DEF LEPPARD
5. DEBBIE GIBSON
6. TAYLOR DAYNE
7. GEORGE MICHAEL
8. WHITESNAKE
9. EXPOSE
10. GUNS AND ROSES

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

### SOUND WAREHOUSE

1. INXS
2. LINDA RONSTADT
3. DIRTY DANCING
4. GEORGE HARRISON
5. GEORGE MICHAEL
6. STING
7. TIFFANY
8. U2
9. PINK FLOYD
10. DEF LEPPARD

**Trans World Music @rp** DAVE ROY  
233 Retail Stores  
(Albany)

### TRANSWORLD

1. TIFFANY
2. DIRTY DANCING
3. GEORGE MICHAEL
4. INXS
5. DEBBIE GIBSON
6. JC MELLENCAMP
7. AEROSMITH
8. MICHAEL JACKSON
9. DOKKEN
10. DEF LEPPARD

**TOWER RECORDS/VIDEO** STAN GOMAN  
43 Retail Stores  
(Sacramento)

### TOWER NATIONAL

1. GEORGE MICHAEL
2. STING
3. INXS
4. TIFFANY
5. GEORGE HARRISON
6. DIRTY DANCING
7. MADONNA
8. LINDA RONSTADT
9. PINK FLOYD
10. EURHYTHMICS

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

### WEST. MERCH.

1. TIFFANY
2. DIRTY DANCING
3. DEF LEPPARD
4. GEORGE MICHAEL
5. WHITESNAKE
6. GEORGE STRAIT
7. INXS
8. DOKKEN
9. MICHAEL JACKSON
10. CALIFORNIA RAISINS

**Sam Goody** MIKE MASKA  
133 Retail Stores  
(Edison)

### SAM GOODY/EAST

1. DIRTY DANCING
2. GEORGE MICHAEL
3. TIFFANY
4. DEBBIE GIBSON
5. INXS
6. MICHAEL JACKSON
7. WHITNEY HOUSTON
8. EXPOSE
9. SPRINGSTEEN
10. WHITESNAKE

**Record Theatre** JIM PRIMERANO  
17 Retail Stores  
(Buffalo)

### TRANSCONTINENT

1. GEORGE MICHAEL
2. MICHAEL JACKSON
3. TIFFANY
4. WHITNEY HOUSTON
5. GEORGE HARRISON
6. PINK FLOYD
7. INXS
8. SPRINGSTEEN
9. GLADYS KNIGHT
10. JC MELLENCAMP

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



# Buster Poindexter

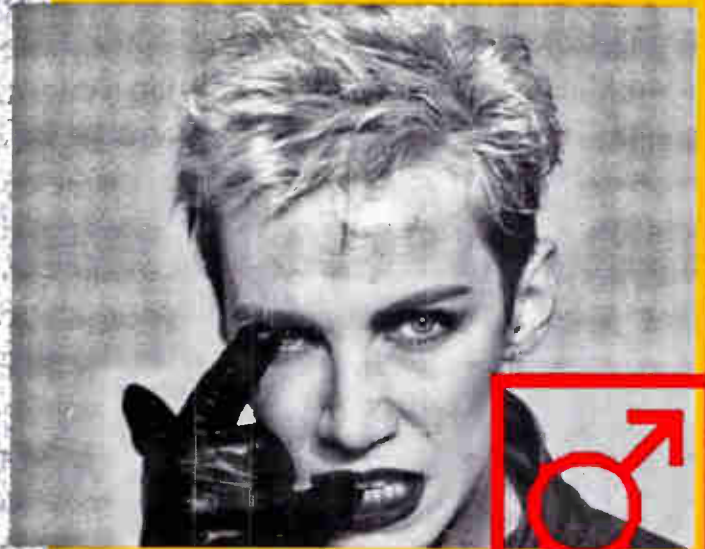
## Hot, Hot, Hot

### FLASHMAKER!

#### HITS TOP FIFTY SINGLES!

KROQ	add				
KATD	add	WMMS	20-13	BREAKING AT:	
KSAQ	add	WQUE	20-17	KIIS	
KJ103	add	WGH-FM	26-18	HOT103	
Q100	add	KITY	23-20	WXKS	
KCAQ	add	WFLY	26-21	KRBE	
KIYS	add	WPST	28-24	KDWB	
WBBQ	add	WRCK	29-26	KITS	
KSMB	add	PWR106	36-33	KTFM	
KFMY	add	WKDD	36-33	WTIC	
OK95	add			KXX106	
KDWZ	add			Y107	
WKFR	add				
KUUB	add				

WKSS deb 32  
WKSI deb 40



# Eurythmics

## I Need A Man

### FLASHMAKER!

#### HITS TOP FIFTY ALBUMS!

#### HITS TOP FIFTY SINGLES!

99DTX	add		
KUBE	add	WKSS	30-25
WRCK	add	KRBE	35-26
JET-FM	add	WPST	30-27
KQIZ	add	Z102	30-27
		KZZU	32-28
KROQ	1-1	KPLZ	35-32
KITS	8-7	KSAQ	37-32
WXKS	22-16	KSND	35-32
KCPX	26-23	KZOU	38-35

# Love And Rockets

## No New Tale To Tell

20\*-19\* AOR TRACKS!  
19\* ALBUM NETWORK

WMMS add  
KIYS add  
KZFN add

**CROSSOVER!**





# TOP TENS

## THE INTERSTATE GROUP, INC.

FRED PENCE  
700 Racked  
Accounts  
(Baltimore)

### INTERSTATE GROUP

1. TIFFANY
2. MICHAEL JACKSON
3. WHITESNAKE
4. DIRTY DANCING
5. GEORGE MICHAEL
6. DEF LEPPARD
7. JC MELLENCAMP
8. AEROSMITH
9. GEORGE HARRISON
10. STEVIE WONDER



DEAN FINE  
70 Retail Stores  
(New York)

### RECORD WORLD

1. TIFFANY
2. INXS
3. JC MELLENCAMP
4. DIRTY DANCING
5. GEORGE HARRISON
6. DEBBIE GIBSON
7. GEORGE MICHAEL
8. MICHAEL JACKSON
9. WHITNEY HOUSTON
10. WHITESNAKE



LORI SHAW  
449 Accounts (Los  
Angeles)

### SHOW INDUSTRIES

1. KEITH SWEAT
2. LINDA RONSTADT
3. SALT & PEPA
4. TOO SHORT
5. TIFFANY
6. JODY WATLEY
7. ROGER
8. GEORGE MICHAEL
9. COVER GIRLS
10. DEBBIE GIBSON



DARRYL OHRT  
3000 Accounts  
(Connecticut)

### CD ONE STOP

1. GEORGE MICHAEL
2. GEORGE HARRISON
3. INXS
4. PINK FLOYD
5. DEBBIE GIBSON
6. PAUL MCCARTNEY
7. BUSTER POINDEXTER
8. DIRTY DANCING
9. TIFFANY
10. ROBBIE ROBERTSON



DOUG SMITH  
75 Retail Stores  
(Pittsburgh)

### NAT'L RECORD MART

1. TIFFANY
2. GEORGE MICHAEL
3. DIRTY DANCING
4. DEF LEPPARD
5. INXS
6. WHITESNAKE
7. DOKKEN
8. EXPOSE
9. JC MELLENCAMP
10. AEROSMITH



JEFF COHEN  
60 Retail Stores  
(Boston)

### STRAWBERRIES

1. TIFFANY
2. DIRTY DANCING
3. GEORGE MICHAEL
4. DEBBIE GIBSON
5. INXS
6. EXPOSE
7. FOREIGNER
8. ROGER
9. TT D'ARBY
10. GLADYS KNIGHT

### Harmony House records and tapes

SANDY BEAN  
22 Retail Stores  
(Detroit)

### HARMONY HOUSE

1. TIFFANY
2. GEORGE MICHAEL
3. INXS
4. DIRTY DANCING
5. GEORGE HARRISON
6. WHITESNAKE
7. JC MELLENCAMP
8. MICHAEL JACKSON
9. AEROSMITH
10. DEBBIE GIBSON



KATHY STAMM  
550 Accounts  
(Milwaukee)

### RADIO DOCTOR'S

1. INXS
2. TIFFANY
3. GEORGE MICHAEL
4. DIRTY DANCING
5. DEF LEPPARD
6. JC MELLENCAMP
7. GEORGE HARRISON
8. WHITESNAKE
9. GUNS AND ROSES
10. STING



BRIAN MCEVOY  
84 Retail Stores  
(Philadelphia)

### WALL TO WALL

1. INXS
2. TIFFANY
3. GEORGE MICHAEL
4. DIRTY DANCING
5. DEBBIE GIBSON
6. JC MELLENCAMP
7. WHITNEY HOUSTON
8. EXPOSE
9. WHITESNAKE
10. STEVE WINWOOD



KAREN LONG  
84 Retail Stores  
(Atlanta)

### TURTLES

1. GEORGE MICHAEL
2. DIRTY DANCING
3. INXS
4. TIFFANY
5. DEF LEPPARD
6. SALT & PEPA
7. PINK FLOYD
8. WHITESNAKE
9. STING
10. REM

### PACIFIC COAST ONE-STOP

LENNY LEON  
300 Accounts  
(Chatsworth)

### PACIFIC COAST

1. GEORGE MICHAEL
2. DIRTY DANCING
3. TIFFANY
4. INXS
5. STING
6. SALT & PEPA
7. LINDA RONSTADT
8. GEORGE HARRISON
9. RICK ASTLEY
10. EXPOSE



STEVE WILLIAMS  
11 Accounts  
(Indianapolis)

### KARMA

1. INXS
2. GEORGE MICHAEL
3. JC MELLENCAMP
4. ROGER
5. YES
6. KEITH SWEAT
7. STEVIE WONDER
8. AEROSMITH
9. TIFFANY
10. MICKEY HOWARD

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



# BREAKOUTS

Some interesting new albums are becoming factors in this section. Atlantic's **White Lion** continues to grow, and their time in the sun may be soon. The **Communards** are coming out smok-

ing with a hot album and single, while Talking Head **Jerry Harrison** is selling out of the box and **Terence Trent D'Arby** is making strong gains behind his second single and hot video.

## WINNERS

<b>1</b>	<b>TAYLOR DAYNE</b>	(Arista AL8529)	<b>40%</b>	<b>6</b>	<b>SALT 'N' PEPA</b>	(Next Plateau PL1007)	<b>16%</b>
<b>2</b>	<b>RICK ASTLEY</b>	(RCA 6822-1-12)	<b>38%</b>	<b>7</b>	<b>JERRY HARRISON</b>	(Sire 25663)	<b>15%</b>
<b>3</b>	<b>KEITH SWEAT</b>	(Elektra 60763-1)	<b>29%</b>	<b>8</b>	<b>LOVE &amp; ROCKETS</b>	(Big Time/RCA 6058-1-B)	<b>14%</b>
<b>4</b>	<b>WHITE LION</b>	(Atlantic 7 81768-1)	<b>22%</b>	<b>9</b>	<b>KINKS</b>	(MCA 42107)	<b>13%</b>
<b>5</b>	<b>COMMUNARDS</b>	(MCA 53224)	<b>17%</b>	<b>10</b>	<b>TERENCE T. D'ARBY</b>	(Columbia 40964)	<b>10%</b>

**ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO**  
Rick Astley  
Black Sabbath  
Pet Shop Boys  
Anthrax  
Elton John

**BENEL DISTRIBUTORS / GLADYS TORRES / NEW YORK**  
Salt & Pepa  
Eric B  
Rick Astley  
Taylor Dayne  
Phantom Of The Opera

**BUZZARD'S NEST / MIKE MANDZIA / COLUMBUS**  
Kinks  
Taylor Dayne  
Paul Dianno  
Ricky Van Shelton  
Men Without Hats

**CAMELOT / LEW GARRETT / CANTON**  
Rick Astley  
Cher  
Gladys Knight  
New Order  
Keith Sweat  
Taylor Dayne

**CAVAGES / JOHN GRANDONI / BUFFALO**  
Rick Astley  
Salt & Pepa  
Great White  
Michael Bolton  
Exodus

**CENTRAL SOUTH / ROBIN STEELY / NASHVILLE**  
George Thorogood  
Taylor Dayne  
White Lion

**FLIPSIDE / DAVID SLANIA / CHICAGO**  
Kinks  
Jerry Harrison  
Taylor Dayne  
Paul Carrack  
Rick Astley  
Buster Poindexter  
Just-Ice

**HARMONY HOUSE / SANDY BEAN / DETROIT**  
Icehouse  
Keith Sweat  
White Lion  
Salt & Pepa  
Rick Astley

**HARVARD CO-OP / MICHAEL TOCKER / BOSTON**  
Buster Poindexter  
Communards  
Scruffy The Cat  
Flesh For Lulu

**HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER**  
Flesh For Lulu  
Rick Astley  
Shanice Wilson  
Love & Rockets

**KARMA / STEVE WILLIAMS / INDIANAPOLIS**  
Taylor Dayne  
Chris Jasper  
David Lee Roth  
Men Without Hats  
George Medeiros  
Stryper

**KEMP MILL / HOWARD AP- PLEBAUM / BELTSVILLE**  
Rick Astley  
Keith Sweat  
Jerry Harrison  
Terence Trent D'Arby  
Taylor Dayne

**LECHMERE / DAVE CURTIS / WOBURN**  
White Lion  
Terence Trent D'Arby  
Europe  
Michael Bolton

**LIEBERMAN / LESLIE FLEECE / CLEVELAND**  
INXS  
Icehouse  
Belinda Carlisle  
Squeeze  
Paul Carrack  
Taylor Dayne

**LIEBERMAN / JIM COFFIN / DALLAS**  
Salt & Pepa  
Cher  
KT Oslin

**LIEBERMAN-NATL / DUSTY BOWLING / MPLS**  
Salt & Pepa  
Taylor Dayne  
Rick Astley

**METRONOME / GUY CASSINGHAM / ATLANTA**  
Jerry Harrison  
Communards  
R Astley  
Fishbone  
Sinead O'Conner  
Radiators  
Terence Trent D'Arby

**MOBY DISC / BOB SAY / LOS ANGELES**  
Rick Astley  
Red Hot Chili Peppers  
firehose

**MUSIC PEOPLE / NANCY LEWIS / OAKLAND**  
NRBQ  
David Grisman  
Kinks  
Communards

**MUSICLAND / DICK ODETTE / MINNEAPOLIS**  
Taylor Dayne  
Covergirls  
Rick Astley  
Keith Sweat  
Men Without Hats  
Icehouse



# BREAKOUTS

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

Taylor Dayne  
Rick Astley  
Keith Sweat  
White Lion  
Dan Hill  
Georgio

**NAVARRRE / ESA KATAJAMAKI / MINNEAPOLIS**

White Lion  
Salt & Pepa  
Keith Sweat  
Taylor Dayne  
Guns & Roses

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

Keith Sweat  
Taylor Dayne  
White Lion  
Michael Bolton  
Salt & Pepa

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

Linda Ronstadt  
Eurythmics  
Jerry Harrison  
Foreigner  
Communards

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

Pebbles  
Jerry Harrison  
Rick Astley  
Kiss  
KT Oslin  
Kinks  
Joe Satriani

**RADIO DOCTORS / KATHY STAMM / MILWAUKEE**

Communards  
Keith Sweat  
White Lion  
Sinead O'Conner  
Expose  
Kinks

**RAINBOW / JIMMY HEIKKALA / SAN FRANCISCO**

Keith Sweat  
Guns & Roses  
Taylor Dayne  
Rick Astley  
Jerry Harrison

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

Michael Cooper  
Cher  
Salt & Pepa  
Stevie Wonder

**RECORD BAR / PAUL FUSSELL / DURHAM**

White Lion  
Rick Astley  
Love & Rockets  
New Order  
George Thorogood

**RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND**

Taylor Dayne  
Keith Sweat  
Love & Rockets  
Buster Poindexter  
White Lion

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

Rick Astley  
Kinks  
Sisters Of Mercy  
Love & Rockets  
White Lion

**ROUNDUP / DON JENSEN / SEATTLE**

Europe  
Barry Manilow  
Squeeze  
Terence Trent D'Arby  
Love & Rockets

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

Lyle Lovett  
Communards  
Keith Sweat  
Kinks  
Linda Ronstadt

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

Rick Astley  
Taylor Dayne  
Keith Sweat  
Eurythmics  
Guns & Roses

**SAM GOODY-WEST / DEBBIE SWANSON / LOS ANGELES**

Expose  
Salt & Pepa  
Cher  
Anthrax  
Joe Satriani  
Natalie Cole

**SIGHT & SOUND / KATHY BAXTER / PORTLAND**

Dokken  
White Lion  
INXS  
Billy Joe Royal  
Squeeze  
Calif Raisins

**SOUND WAREHOUSE / TRACY DONIHOO / DALLAS**

Paul Carrack  
Love & Rockets  
Keith Sweat  
Rick Astley  
Michael Cooper  
Basia

**SOUTHWEST WHOLESALE / ROBERT RICHARDSON / HOUSTON**

Lyle Lovett  
George Howard  
Communards  
Henry Johnson

**STRAWBERRIES / JEFF COHEN / BOSTON**

Taylor Dayne  
Gladys Knight  
Love & Rockets  
Keith Sweat  
Roger  
Terence Trent D'Arby

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

Joe Kenyon  
Michael Cooper  
Deele  
Echo & The Bunnymen  
Gerald Albright

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

Europe  
Love & Rockets  
Miki Howard  
Phantom Of The Opera  
Michael Bolton

**TOWER/DOWNTOWN / JESSICA SPEAR / NYC**

Communards  
Dokken  
Sinead O'Conner  
Tiffany  
Debbie Gibson

**TOWER/NATL. / STAN GOMAN / SACRAMENTO**

Keith Sweat  
Erasure  
Rick Astley  
Sinead O'Conner  
TV Greatest Hits III

**TRACKS / DONNA AGRESTO / NORFOLK**

Jerry Harrison  
Hiding Out  
Taylor Dayne  
Harry Chapin

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

Gamelon  
Just-Ice  
Gerald Albright  
Elton John  
New Order

**TURTLES / KAREN LONG / ATLANTA**

Taylor Dayne  
Robbie Robertson  
Jethro Tull  
Keith Sweat  
Michael Cooper

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

Taylor Dayne  
George Thorogood  
Terence Trent D'Arby  
Eurythmics  
Rick Astley

**VINYL VENDORS / VALERIE ELIOTT / KALAMAZOO**

David Lee Roth  
Megadeth  
George Thorogood  
Sinead O'Conner

**WALL TO WALL/LISTENING BOOTH / BEN BRENT / CINCINNAMINSON**

Joe Cocker  
Cher  
Rick Astley  
Warlock  
Housemartins  
S Blue Messiahs

**WAX WORKS / HAROLD GUILFOIL / OWENSBORO**

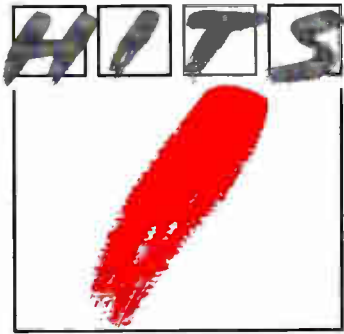
White Lion  
Jerry Harrison  
Megadeth  
Metallica  
George Thorogood

**WESTERN MERCHANTISERS / KEN GRAHAM / AMARILLO**

Taylor Dayne

**ZIPS / RICK ANDRADE / TUCSON**

Rick Astley  
Gerald Albright  
Keith Sweat  
Miami Sound Machine  
Guadalcanal Diary



# TOP FIFTY ALBUMS

The serious news this week concerns little **Debbie Gibson**, whose album surges to #10 and is heading even higher. Her new single, the album's title cut, took radio by storm and can only

help elpee sales. In case we're not being clear enough, we're talking potential; #1 sales right here. Anyone who has purchased a **Tiffany** album is also a probable for Debbie. Think about it!

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	GEORGE MICHAEL	FAITH	Columbia CSK 2850	Giant 45 leads	104.1
2	2	TIFFANY	TIFFANY	MCA 5-793	Monster sales	100.1
3	3	DIRTY DANCING	SOUNDTRACK	RCA 6408-1	Multiple singles	86.7
4	4	INXS	KICK	Atlantic 7 81796-1	Solid	62.4
5	5	MICHAEL JACKSON	BAD	Epic 40600	Steady this week	52.3
6	6	WHITESNAKE	WHITESNAKE	Geffen 24099	Won't go away	49.8
7	7	JC MELLENCAMP	LONESOME JUBILEE	PolyGram 832-465-1	Solid sales	41.9
8	8	DEF LEPPARD	HYSTERIA	PolyGram 830-675-1	Title cut smokin'	41.3
9	9	GEORGE HARRISON	CLOUD NINE	D.Horse/WB 9 25643-1	Steady	40.4
15	10	DEBBIE GIBSON	OUT OF THE BLUE	Atlantic 7 81780-1	May go one	37.4
10	11	WHITNEY HOUSTON	WHITNEY	Arista 8405	Approaching 6 million	36.6
14	12	DOKKEN	BACK FOR THE ATTACK	Elektra 9 60735-1	Back up	36.1
12	13	PINK FLOYD	MOMENTARY LAPSE	Columbia OC 40599	Slipping now	34.6
13	14	STING	NOTHING LIKE THE SUN	A&M SP6402	New 45 breaking	34.3
11	15	BRUCE SPRINGSTEEN	TUNNEL OF LOVE	Columbia OC 40999	Slipping now	27.9
16	16	MADONNA	YOU CAN DANCE	Sire 9 25535-1 (WB)	Dance mixes	26.7
18	17	U2	THE JOSHUA TREE	Island 7-90581-1	Steady	24.3
23	18	FOREIGNER	INSIDE INFORMATION	Atlantic 7 81808-1	Hot single leads	24.0
19	19	STEVIE WONDER	CHARACTERS	Motown 6248ML	New 45 breaking	22.9
17	20	AEROSMITH	PERMANENT VACATION	Geffen 24162	Down slightly	20.2
21	21	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Steady	19.4
22	22	EXPOSE	EXPOSE	Arista AL 8441	Exploding	19.1
20	23	BELINDA CARLISLE	HEAVEN ON EARTH	MCA 42080	New 45 exploding	18.4
26	24	LINDA RONSTADT	CANCIONES DE...	Elektra 60765	Breaking big	17.2
25	25	STEVE WINWOOD	CHRONICLES	Is/WB 9 25660-1	Best of	12.8

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

# HITS

## BOY GEORGE "LIVE MY LIFE"

FLASHMAKER!

**43** **39** HITS TOP FIFTY SINGLES!

WPGC	add	KRBE	21-13
KWSS	add	WXKS	23-20
KSAQ	add	KMEL	24-21
WMJQ	add	KROQ	30-23
WDJX	add	KDWB	28-24
WKZL	add	WLOL	29-26
WSSX	add	WGH-FM	32-27
WVBS	add	Y106	31-27
KFMW	add	WRCK	33-28
WIKZ	add	KIIS	33-29
WQCM	add	WTIC	32-29
KISR	add	WBBQ	34-29
BJ105	deb 33	Z94	35-30
WROQ	deb 35	PRO-FM	35-30
KIKX	deb 39		
WNNK	deb 39		
Z102	deb 39		

*From the LP  
Hiding Out.*

*Single produced by Paul Fox  
and John Robie.*

## SCARLETT & BLACK "YOU DON'T KNOW"

EARPICKS WINNER!  
FLASHMAKER!

WMMS	add	WNYZ	add	KISR	add
KMEL	add	JET-FM	add	PWR105	add
KDWB	add	KFRX	add	KQCR	add
PRO-FM	add	WJAD	add	KFQX	add
94Q	add	WDBR	add	WSPT	add
KXYQ	add	KRNQ	add	KWTX	add
WGH-FM	add	SLY96	add		
KSAQ	add	WCGQ	add	WLOL	35-31
WMJQ	add	WZMM	add		
Y106	add	KKRQ	add	BREAKING AT:	
KIKX	add	WIGY	add	WXKS	
KSND	add	Y93	add	KRBE	
KZOU	add	KKAZ	add	KITS	

*From the LP's Scarlett & Black  
and Hiding Out.*

*Produced by Daize Washbourn—  
Paul Harding, Paul Fox, Skip Drinkwater,  
a Peter Waterman Production.*

Virgin



# TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
33	26	SALT & PEPA	HOT, COOL & VICIOUS	Next Plateau 1007	Hot 45 leads	12.5
24	27	REM	DOCUMENT	IRS 42059	New 45 breaking	12.3
29	28	KENNY G	DUOTONES	Arista 8427	Needs new 45	12.2
34	29	GUNS & ROSES	APPETITE FOR ..	Geffen M5624148	Metal	10.8
28	30	BILLY IDOL	VITAL IDOL	Chrysalis 41620	New 45 breaking	10.4
27	31	ROGER	UNLIMITED	Reprise 9 25496-1	Steady sales	10.0
31	32	LESS THAN ZERO	SOUNDTRACK	Def Jam 44042 (Col)	Bangles 45 leads	9.9
35	33	ELTON JOHN	LIVE IN AUSTRALIA	MCA 2-8022	Hot single leads	9.8
36	34	JODY WATLEY	JODY WATLEY	MCA 5898	Hot resurgence	9.6
30	35	YES	BIG GENERATOR	Atco 7 905221	Slipping a little	9.0
38	36	EURHYTHMICS	SAVAGE	RCA 6794-4-12	45 leads	8.7
47	37	NEW ORDER	SUBSTANCE	WB/Q West 25621	Resurging	8.7
32	38	HEART	BAD ANIMALS	Capitol 12546	Slipped this week	8.3
37	39	RANDY TRAVIS	ALWAYS & FOREVER	WB 25568-1	Country winner	6.8
43	40	ROBBIE ROBERTSON	ROBBIE ROBERTSON	Geffen 24160	Up again this week	6.7
39	41	ANITA BAKER	RAPTURE	Elektra 60444	Falling some	6.6
40	42	RICHARD MARX	RICHARD MARX	Manhattan 53049	New 45 due	6.4
42	43	GLADYS KNIGHT	ALL OUR LOVE	MCA 42004	45 leads	6.2
44	44	KISS	CRAZY NIGHTS	PolyGram 832-626-1	Video Play	6.0
49	45	DEPECHE MODE	MUSIC FOR THE MASSES	WB/Sire 25614	Building again	5.8
	46	TAYLOR DAYNE	TELL IT TO MY HEART	Arista AL 8529	Smash 45 leads	5.8
41	47	CALIFORNIA RAISINS	CALIFORNIA RAISINS	Priority 4XL 9706	Peaking	5.5
48	48	JETHRO TULL	CREST OF A KNAVE	Chrysalis 41590	Steady	5.4
--	49	PET SHOP BOYS	ACTUALLY	EMI/MANH 46972	45 helping sales	5.3
50	50	EUROPE	FINAL COUNTDOWN	Epic 40241	Steady	4.6

## NEXT UP

PRETENDERS (Sire)  
KEITH SWEAT (Elektra)  
EARTH, WIND & FIRE (Columbia)

CURE (Elektra)  
WHITE LION (Atlantic)  
GREAT WHITE (Capitol)



# THE GAVIN SEMINAR FOR MEDIA PROFESSIONALS



Celebrating 30 Years of the Gavin Report  
 Friday, February 12th–Saturday, February 13th  
 Westin St. Francis, San Francisco

## UPDATED 1988 GAVIN SEMINAR AGENDA

### THURSDAY, FEBRUARY 11th

- SEMINAR REGISTRATION DESK OPENS AT NOON
- PRE-SEMINAR ALBUM/ALTERNATIVE CONCLAVE 6 PM-8 PM

### FRIDAY, FEBRUARY 12th

- KEYNOTE ADDRESS by LINDA ELLERBEE



Linda Ellerbee has brightened the tube and the airwaves--while sometimes dismaying her corporate superiors. Learn what she has found out through the ups and downs of big-bucks media.

- THE INEVITABLE TOP 40 AND URBAN/ CONTEMPORARY FACE-OFF!
- THE THIRD ANNUAL ALBUM/ALTERNATIVE CUTTING EDGE SHOW
- STATE-OF-THE-ART PRODUCTION ON A STATE-OF-THE-ECONOMY BUDGET
- THE REVENGE AND RETURN OF ROCK TRIVIA
- THE GAVIN CELEBRITY COCKTAIL PARTY
- HOSPITALITY SUITES OPEN FOR YOUR ENJOYMENT

#### ON-GOING EVENTS

- RAM, ROM AND ROTATIONS-- PROGRAMMING YOUR STATION'S MUSIC BY COMPUTER
- STRATEGIC RADIO RESEARCH
- SONY DEMONSTRATES DAT

### SATURDAY, FEBRUARY 13th

- URBAN/CONTEMPORARY: RATINGS AND REVENUE--ARE YOU GETTING YOUR FAIR SHARE?
- ADULT/CONTEMPORARY: THE FIRST 15 YEARS AND THE NEXT GENERATION
- MAKING THE MOST OF YOUR RADIO STATION WITH MARKETING AND PROMOTIONS
- THE "DIRTY DANCING" SOUNDTRACK PHENOMENON--HOW MOVIES MUSIC ROCKED RADIO
- GET JAZZED--BEFORE JAZZ GETS YOU
- MARKETING COUNTRY
- THE LEANING TOWER OF TOP FORTY
- THE GAVIN MEDIA PROFESSIONALS 30 YEAR ACHIEVEMENT AWARDS BANQUET

### SUNDAY, FEBRUARY 14

A free day to check out the Golden Gate, those little cable cars and the rest of San Francisco. After all, Monday, February 15 is Presidents' Day, a federal holiday.

**DON'T BE DISAPPOINTED.  
 RESERVE YOUR ROOM AND  
 REGISTRATION EARLY.**



Questions? Contact: the Gavin Report (415) 392-7750



# MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 GOOD MORNING VIETNAM	11.7m	14972	12.8m	Soundtrack on A&M
2 3 MEN AND A BABY	7.9m	4398	105.1m	_____
3 MOONSTRUCK	5.07m	7983	6.4m	_____
4 FOR KEEPS	4.8m	5206	4.8m	_____
5 LIVING DEAD 2	3.6m	2486	3.6m	_____
6 BROADCAST NEWS	3.5m	4688	27.4m	_____
7 THE COUCH TRIP	3.4m	2553	3.4m	_____
8 THROW MOMMA	2.8m	1819	45.5m	_____
9 RAW	2.7m	2259	43.2m	_____
10 WALL STREET	2.06m	2136	29.8m	Soundtrack on MCA

Film Information Courtesy of **THE *Hollywood* REPORTER**



# WAVELENGTH

by Lenny Beer & Mike Murphy

Top news of the week has **Nationwide** radio super-heavyweight **Bill Richards** taking the PD slot at **KKBQ** in Houston. (Which makes us think once again of a **Guy Zapoleon** promotion and/or move to the Nationwide national office in Columbus).... Also **Bob Mitchell** from **WKSS** in Hartford is the winner of the **WPGC** Washington PD sweepstakes. Mitchell starts at the hot outlet on the 25th.... **Chrysalis'** **Daniel Glass** called to say that he is starting a new

format—**BOR**—for *bald oriented radio* with his **Sinead O'Connor** single.... **Brian Bridgeman** has been upped to MD at **KBEQ** in Kansas City.... **Harley Davidson** leaves **KROY** Sacramento for **KSJQ** Modesto as OM & PD.... **Kathy Means** moves from MD into promotions at **WCZY** Detroit, with PD **Brian Patrick** handling MD duties.... **Dr. Dave Dawson** leaves **B93** Austin for an afternoon position at **HOT105** in Miami. **B93** is looking for an afternoon jock

and production director.... Congrats to **Gregg Rolling** and **KKYK** Little Rock on their move to the #1 12+ Top 40 position in the market.... The new PD at **WVSR** Charleston is **Mark Callaghan** who moves up from his weekend air position.... **KC Edwards** is the new PD at **Z97** Valdosta.... **KKRQ** Iowa City/Cedar Rapids' **Clare Carver** is moving to **KGGG** in Rapid City, with MD **Joe Nugent** in as acting PD.... At **WHIT** Harrisburg, **Brian Cleary** is now MD and **John "Moose"**

**Maxwell** is Asst. MD.... **KEYJ** Abilene's **Kelly Jay** is looking for an MD.... **Marc McKay** is leaving **Y106** Orlando, and the gossip has it that he's headed for **KFKF** Kansas City.... Word out of Atlanta has it that **Z93** has been leaning heavily toward urban music in the last few days.... Happy Birthdays to **KCPW** Kansas City's **Dene Hallam** 1/18 and **KF95** Boise's **Jack Armstrong** 1/16.... And finally, how come no one ever gossips about **Nick Ferrara** anymore?

# PAINT THE TOWN

# Red

WITH  
THE COMMUNARDS

**FLASHMAKER!  
BREAKOUTS WINNER!  
EARPICKS WINNER!**

B96 add  
WXKS add  
KMEL add  
WLOL add  
Z93 add  
92X add  
WGH-FM add  
KCPX add  
Q100 add  
K92 add  
KMGX add  
KZOU add  
WBBQ add  
WPST add  
Z102 add  
WNYZ add



WRCK add  
WJAD add  
WFXX add  
KF95 add  
WKQB add  
WQCM add  
KLUC add  
KQIZ add  
WZKX add  
WQCR add  
B98 add  
WSPT add  
WPXK add  
KEYN add  
WZLD add  
KFQX add

THE NEW ALBUM  
FEATURING THE FIRST SINGLE

# “NEVER CAN SAY GOODBYE”



PRODUCED BY STEPHEN HAGUE  
MANAGEMENT: LORNA GRADDON

KKBQ 23-19  
HOT103 23-20  
PWR99 24-20  
KXX106 31-26

MCA RECORDS

MICHAEL JACKSON  
MAN IN THE MIRROR



**Make The World A Better Place**



On CBS Records, Cassettes and Compact Discs.

Frank M. Dileo/Management

Produced by Quincy Jones for



Co-Produced by Michael Jackson for



Recorded and mixed by Bruce Swedien