



LINDA RONSTADT

WINNERS

FLASHMAKERS

NEW KIDS Columbia
QUINCY JONES Qwest/WB
JOE COCKER Capitol
SKID ROW Atlantic

CROSSOVERS

SEDUCTION Vend/A&M
BABYFACE Solar/Epic
MOTLEY CRUE Elektra
E MONEY Columbia

EARPICKS

E MONEY Columbia
SKID ROW Atlantic
CHICAGO Reprise
NENEH CHERRY Virgin

BREAKOUTS

PHIL COLLINS Atlantic
RUSH Atlantic
B BROWN (REMIX) MCA
WHITESNAKE Geffen

WILDCARD

SA-FIRE Mercury
See Page 10

HOT NEW RELEASES

ARTHUR B
The Message Is Love
A&M 1474

KATE BUSH
Love And Anger
Col 34T-73092

C NOUVEAU
No Friend Of Mine
WB 7-22769

DEPECHE M
Personal Jesus
Sire/Rep 2-21328

DINO
Never 2 Much Of U
Isl/Bway 7495

EXPOSE
Tell Me Why
Arista AS1-9918

KAOMA
Lambada
Epic 34T-73090

KON KAM
Move To Move
Atlantic 7-31934

MELISSA M
Walk On By
Poly 873-012-7

Z MARLEY
One Bright Day
Virgin 3193

SA-FIRE
I Will Survive
Merc 876-368-7

SCORPIONS
I Can't Explain
Merc 876-190-7

Paul McCartney



NEW TOUR DATES JUST ANNOUNCED!

2/1-2/2	Detroit, MI
2/4-2/5	Detroit, MI
2/6	Philadelphia, PA
2/8-2/9	Boston, MA
2/11	Lexington, KY
2/14-2/15	Indianapolis, IN
2/17-2/18	Atlanta, GA

Figure of Eight

THE NEW SINGLE FROM THE "FLOWERS IN THE DIRT" ALBUM

Produced by Chris Hughes, Paul McCartney, Ross Cullum • Remixed by Bob Clearmountain

THE McCARTNEY NORTH AMERICAN TOUR

LOS ANGELES, THE FORUM—NOV. 23, 24, 27, 28, 29

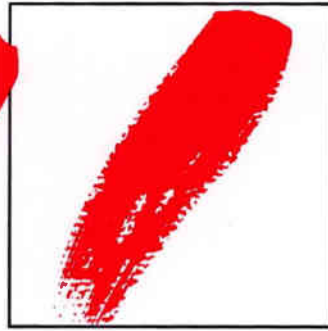
CHICAGO, ROSEMONT HORIZON—DEC. 3, 4, 5

NEW YORK, MADISON SQUARE GARDEN—DEC. 11, 12, 14, 15

**SOLD OUT IN
ONE HOUR!**
**SOLD OUT IN
ONE HOUR!**
**SOLD OUT IN
ONE HOUR!**

Capitol.

©1989 Capitol Records, Inc.



DENNIS LAVINTHAL
 Publisher
LENNY BEER
 Editor In Chief
TONI PROFERA
 Senior Editor

DAVID ADELSON
 Vice President/Managing Editor
MIKE MURPHY
 Sr. Broadcast Editor
DOUG BROWN
 Creative Director

ANITA WEBB
 Operations Manager
DANNY OSTROW
JON LESHAY
TODD HENSLEY
 Research Editors

MARK PEARSON
 Research Coordinator
TERRY MOSER
NICK BULL
MARCI SCHUSTER
ANGELA GARCIA
KARYN PARKER
MATT ZACKY
 Research Assistants

HOLLY GLEASON
 Features Editor

MICHAEL ALLEN
 Computer Operations
KEITH MACLEOD
 Art Director
HEATHER LOSE
DRUANNE WATERS
BRIAN LINDSEY
VAN ARNO
 Art & Design

DANNY FIELDS
BUD SCOPPA
JOHN SUTTON-SMITH
ROY TRAKIN
 Contributing Editors

MICHAEL FLYNN
 Facility Manager

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. Reprints
 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: \$250.00 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.

Headquarters:
 15477 Ventura Blvd.
 Suite 300
 Sherman Oaks, CA 91403
 (818) 501-7900

SINGLES

Billy Joel surges to #1, knocks off Milli Vanilli, and stops Paula Abdul's #1 streak at three in a row. It's a tough world out there, let's face it!

4

DIALOGUE

Virgin Records' Jordan Harris and Jeff Ayeroff have made their three year old division into a raging success. They console old friend Bud Scoppa, who's stuck in this cesspool.

32

WRQN's PD John O'Rourke has turned a small station 20 miles outside Toledo into the scourge of the market. HITS' resident scourge Danny O'Ostrow picked up a few pointers.

30

Record World's Steve Lerner started at the bottom and worked his way up. HITS' retail fellow Joe Medwick can't get any lower.

56

POST MODERN

Kate Bush is still #1 by a lot. The Smithereens score a big move, though, from #9 to #3.

43

ALBUMS

MILLI VANILLI IS STILL #1, MILLI VANILLI IS STILL #1, MILLI VANILLI IS STILL #1, MILLI VANILLI IS STILL #1, MILLI VANILLI IS STILL #1.

62

Flashmakers 22 **Earpicks** 36
 New Kids & Quincy. Eddie Money romps.

Crossovers 26 **Top Tens** 57
 Seduction & Babyface. Milli Vanilli still ruling.

Requests 28 **Breakouts** 60
 Phil Collins rings the bell. Whitesnake wins.

Front Page 9 **New Artists** 50
Near Truths 18 **Horizon** 50
Mini-Mugs 18 **Wheels & Deals** 52
Far Truths 19 **Wavelength** 66
Letters 19

Graham's Grand



Bill Graham is no less a San Francisco Institution than his legendary Fillmore Theatre. Thus, it came as no surprise that Graham would spearhead "Earthquake Relief," the rock n' roll relief effort for his damaged city by the Bay. In true pioneer tradition, Graham has orchestrated a 12 hour concert and TV telethon that will feature 46 acts — from Santana to Neil Young to Los Lobos — performing at three main venues. When it came time to mobilize the music community, there just wasn't another man for the job.

On The Cover

Linda Ronstadt's come back to pop music with "Cry Like A Rain Storm, Howl Like The Wind" and a duet with Aaron Neville "I Don't Know" that's cruising up the charts. She's beautiful, talented and has the power to follow her musical vision, whether it's singing Nelson Riddle standards or traditional Mexican mariachi music. She had it all — until she graced this cover!

TOP FIFTY SINGLES

Based on a combination of sales and airplay

Billy Joel takes over the #1 slot this week with *Top 3* album sales and giant video play leading. **Phil Collins** enters the Top 5 and looks to be #1 bound, **Lou Gramm** takes a big leap up to #19 with sales developing, **Joe**

Cocker debuts on the first page with requests now in full force and **Eddie Money** makes a solid out of the box debut with a new single from his *Greatest Hits* album. Watch the **Tina Turner** — now pulling phones.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
4	1	BILLY JOEL	WE DIDN'T START	Col 38-73021	Lp #3
1	2	MILLI VANILLI	BLAME IT ON THE	Arista 9904	Lp at #1 for 6 weeks
2	3	PAULA ABDUL	THE WAY THAT	Virgin 7-2931	Leading smash Lp
3	4	BAD ENGLISH	WHEN I SEE YOU	Epic 34-69082	Leading Top 30 Lp
8	5	PHIL COLLINS	ANOTHER DAY IN	Atlantic 88774	Lp debuts at #31
5	6	RICHARD MARX	ANGELIA	EMI 50218	Turning Lp around
7	7	SOUL II SOUL	BACK TO LIFE	Virgin 99205	Solid
12	8	LINDA RONSTADT	DON'T KNOW MUCH	Elektra 7-69261	Lp #13
10	9	ALICE COOPER	POISON	Epic 34-68958	Good single sales
13	10	TAYLOR DAYNE	WITH EVERY BEAT	Arista ASI 9895	Lp breaking
6	11	B-52'S	LOVE SHACK	Reprise 7-22817	Leading Top 10 Lp
15	12	BON JOVI	LIVING IN SIN	Mercury 876070-7	Hot video
16	13	KIX	DON'T CLOSE	Atlantic 7-88902	Turning Lp around
9	14	ROXETTE	LISTEN TO YOUR	EMI 04422	Peaked
17	15	BELINDA CARLISLE	LEAVE A LIGHT ON	MCA 53706	Steady growth
18	16	TECHNOTRONIC	PUMP UP THE JAM	SBK V-19701	Former Wildcard
21	17	JANET JACKSON	RHYTHM NATION	A&M 1455	Good single sales
11	18	GLORIA ESTEFAN	GET ON YOUR FEET	Epic 34-69064	Peaking now
28	19	LOU GRAMM	JUST BETWEEN..	Atlantic 88781	Big jumps at Top 40
23	20	JODY WATLEY	EVERYTHING	MCA 53714	Steady growth
22	21	KEVIN PAIGE	DON'T SHUT ME	Chrysalis 23389	Steady
24	22	SYBIL	DON'T MAKE ME OVER	Next Plateau 325	Solid increases
26	23	CHER	JUST LIKE JESSE	Geffen 22844	Steady growth
25	24	DON HENLEY	LAST WORTHLESS	Geffen 7-22771	Up a little
29	25	JOE COCKER	WHEN THE NIGHT	Capitol 44437	Performing at Top 40



DINO

NEVER 2 MUCH OF U

WRITTEN, ARRANGED, PRODUCED
AND PERFORMED BY DINO

FROM HIS GOLD DEBUT ALBUM, 24/7

ON TOUR NOW WITH NEW KIDS ON THE BLOCK

MANAGEMENT: STEVE G. MANAGEMENT

AVAILABLE ON 4TH AND BROADWAY
COMPACT DISCS, CASSETTES AND RECORDS



TOP FIFTY SINGLES

Based on a combination of sales and airplay

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
30	26	MICHAEL BOLTON	HOW AM I SUPPOSED	Columbia 38-73017	Potential #1
36	27	TOM PETTY	FREE FALLIN'	MCA 53748	Exploding
31	28	MADONNA	OH FATHER	Warner Bros 7-22723	Gaining
32	29	TESLA	LOVE SONG	Geffen 22856	Smash
34	30	ROLLING STONES	ROCK AND...	Columbia 38-73057	Steady increases
33	31	PRINCE	THE ARMS OF ORION	Warner Bros 7-22757	With Sheena Easton
35	32	PAUL CARRACK	I LIVE BY THE	Chrysalis B23427	Continues to gain
39	33	ROD STEWART	DOWNTOWN TRAIN	Warner Bros 7-22685	Hot at Top 40
41	34	NEW KIDS	THIS ONE'S FOR	Columbia 38-73064	Xmas song
38	35	WHITESNAKE	FOOL FOR YOUR	Geffen 4-22715	Lp move to #5
37	36	GREAT WHITE	ANGEL SONG	Capitol 44449	Steady
49	37	JIVE BUNNY	SWING THE MOOD	Atco 3039-2	Smash
42	38	BABYFACE	TENDER LOVER	Epic 74003	Solid Top 40 action
43	39	QUINCY JONES	I'LL BE GOOD TO YOU	WB/Qwest 7-22697	Lp hitting at press time
44	40	SEDUCTION	TWO TO MAKE IT RIGHT	Ven/A&M VV 1464	Gaining
27	41	YOUNG MC	BUST A MOVE	D. Vyl/IsI Dv105	On the way out
48	42	MICHAEL DAMIAN	WAS IT NOTHING	Cypress/A&M 1451	Big gains
50	43	SKID ROW	I REMEMBER YOU	Atlantic 2748	Another smash
19	44	NEW KIDS	DIDN'T I BLOW	Columbia 38-68960	Over now
--	45	EDDIE MONEY	PEACE IN OUR TIME	Columbia 38-73047	Most added
20	46	BOBBY BROWN	ROCK WIT'CHA	MCA 53652	Falling now
--	47	AEROSMITH	JANIE'S GOT A GUN	Geffen 22727	One of the most added
14	48	JANET JACKSON	MISS YOU MUCH	A&M 1445	Over now
45	49	TEARS FOR FEARS	SOWING THE SEEDS	Fontana/Merc 874710	New single breaking
--	50	MOTLEY CRUE	KICK START MY HEART	Elektra 7-69248	Second cut hot

POCO (RCA)
TEARS FOR FEARS (Fontana/Merc)

NEXT UP

TINA TURNER (Capitol)
YOUNG MC (D. Vin/Island)

Depeche Mode

Depeche Mode

"Personal Jesus"

THE SINGLE

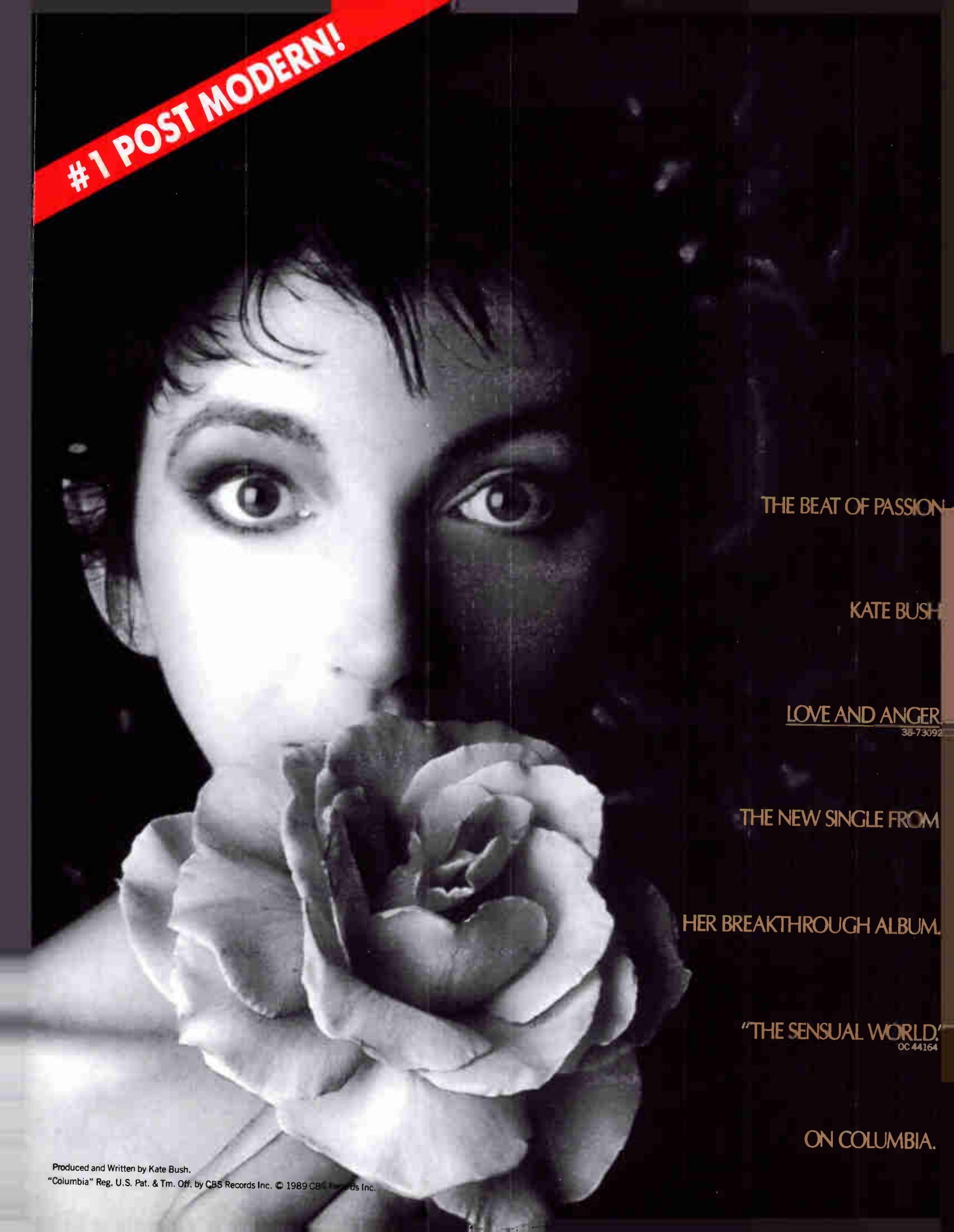
PRODUCED BY

DEPECHE MODE AND FLOOD

U.S. REPRESENTATION: SECOND VISION MANAGEMENT



#1 POST MODERN!



THE BEAT OF PASSION

KATE BUSH

LOVE AND ANGER

38-73092

THE NEW SINGLE FROM

HER BREAKTHROUGH ALBUM.

"THE SENSUAL WORLD!"

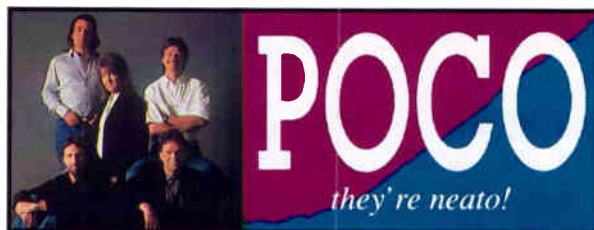
OC 44164

ON COLUMBIA.

Produced and Written by Kate Bush.
"Columbia" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1989 CBS Records Inc.

HITS

FRONT PAGE



November 27, 1989

Volume 3

Issue 168

\$5.00

Obligatory "Batman" Story

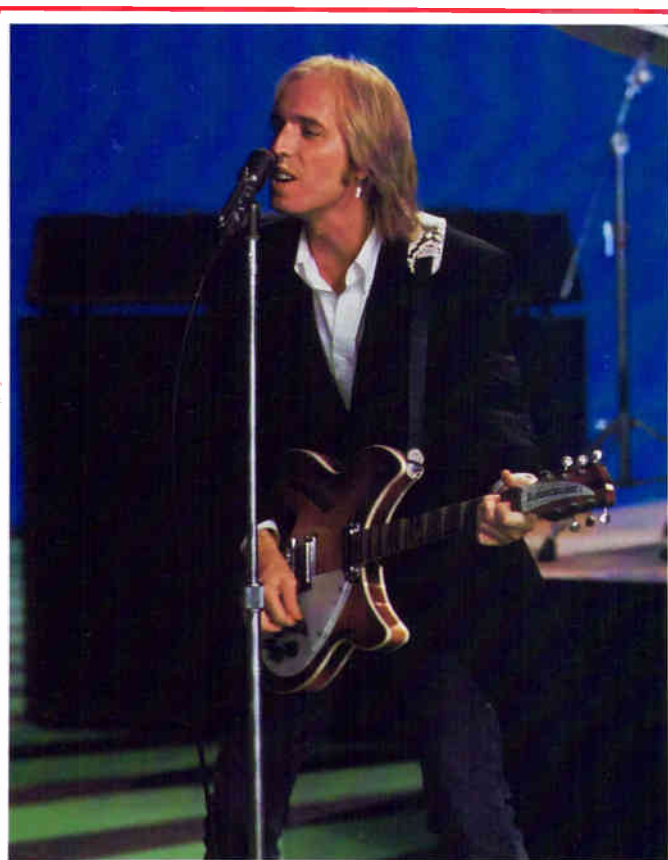
GOING BATTY!!!

All You Gotta Do Is Act Un-naturally

If you made a bad deal that you want to get out of, just say you were on drugs and alcohol at the time, and *voila*, case dismissed. This remarkable legal precedent was set when a superior court judge in Atlanta permanently barred producer **Chips Moman** from releasing an album he'd cut with **Ringo Starr** while the ex-Beatle was on the sauce, etc. Will Ringo have to pay Moman \$146,239 in expenses incurred during the making of the album? Does Chips have the rights to future Ringo records? That's what the *next* trial is all about. Stay tuned.

Quote Of The Week

This week's quote of the week comes from that female bison of sitcoms, **Roseanne Barr**, who described her sexual appetite to *The New York Times* thusly: "I stood for sex. Fat, sweatin', ground-grabbin', sex like the boys like it around the Midwest — below the Corn Belt." (*Ed note: Not a very pretty picture, is it?*)



Tom Petty — *Programmers were callin' for "Free Fall-in'" — Now that they've got it, their listeners are callin'.*

EMI Music Pumps Up The Volume

Bigger, beefier **EMI Music Worldwide** reports a 33% increase in total sales for the first half of its fiscal year, and a whopping 256% leap in total sales before tax and interest. (We'd tell you the amounts, but there's no "pounds" symbol on the

computer.) **Richard Marx** and **Great White** contributed to the strong showing of domestic wing **Capitol-EMI Music Inc.**, which took over distribution of **Chrysalis** and purchased a 50% share of **Enigma** during the same period.

Since Thanksgiving is a time of celebration and joy with your loved ones, we here at HITS felt compelled to bring nightmare and misery into your meaningless lives. Thus, we take pleasure in presenting our obligatory "Batman" headline story. We hope you enjoy it. (*Ed Note: To be honest, we don't really care. Thank you*)

Early reports indicate that the "Batman" video has absolutely ruled at retail since hitting the stores last Thursday, Nov. 16., no matter what price retailers are selling it for. In its first four days of release, the Batvid's only serious competition is coming from **New Kids On The Block**, whose music vid had a two-day head start.

Gary Ross of Musicland, which keeps daily sales figures, says the Batvid is the chain's No. 1 video by 10-to-one, and that's at \$17.99 to \$19.99. "Other folks are blowing it out price-wise," says Ross. "We're not."

Gerald Bain of Q Records in Miami told us that the chain pre-sold 600 units as a loss leader at \$9.95, but moved 400 pieces at \$19.94 in its first two days of release. Says Bain, "Based on the response so far, it will either meet or beat 'E.T.'"

Drake Colley, Director of Video Purchasing for the *Continued on page 16*

FRONT PAGE

PIC OF THE WEEK



This Is Horrifying

We've run some nightmarish photos of the famous North American Radio Weasel in the past, but this one could be the most horrifying. What you see here is K92 Roanoke/Lynchburg Operations Manager Eddie Haskell (foreground) judging at the station's cheerleading competition at a local mall. Eddie is a lecherous slime. Folks, does it disturb you that someday Eddie may be deciding what YOUR children are listening to?

Quick Hits

Retail activity continues to build on the Bonham album (WTG), as the single fights its way through the Top 40 maze. Growth accounts on the project include Record Bar #37-26, Vinyl Vendors #29-15, Camelot #24-21, Seaport #50-20 and Sound Warehouse #29-26.

WILD CARD

SA-FIRE (Mercury)

This remake of the Gloria Gaynor disco era classic is exciting programmers everywhere. It's already pulling phones at early test stations, and we expect an out of the box explosion as soon as people finish gobbling down their birds. From the "She-Devil" motion picture (featuring Roseanne Barr and Meryl Streep) soundtrack. Ready, set, this one's a GO!

Plen Promoted At Virgin

"Gosh, they were so hot, and they went and did something like this. Oh geez, the story's started already..." Virgin has promoted Michael "Don't Call Me Ballpoint" Plen to the post of Vice President of Promotion. Based in Los Angeles, Plen will oversee the overall pop promotion efforts of the company.

Plen joined Virgin at its inception as VP of Field Promotion. After Michael successfully alienated his entire field staff, Jeff and Jordan figured they'd inflict him on programmers for a while.

"Michael was available," said Virgin's Sr. VP Sales and Marketing Jim Swindel, outlining Plen's unique qualifications.

Plen whose meteoric rise in the industry has coincided with his new found ability to walk and chew gum at the

same time, had this to say: "Huh?"

Thanks Michael.

Despite being a first-rate promotion weasel, Plen controls no Laker seats, can't get us tickets to Paul McCartney and has never used his credit card to buy us dinner. Can you say "noodnik"?



Michael Plen — Has never stuck a telephone in his nose.

Two Guys With Their Mouths Open



That's Sire President Seymour Stein (l) with the masterful David Byrne following one of Byrne's New York performances in support of his Sire album "Rei Momo." Moments later, Byrne turned to Stein and stated: "Geez, I love these kind of chummy photos. Now, will you tell me who the hell you are?"

FRONT PAGE

Pop Goes The Motown

Motown has re-entered the pop promotion field with the appointment of **Frank "I Didn't Mean To Turn On"** to the post of Senior Vice President of Promotion.

MCA has been handling Motown's pop promotion chores since purchasing the label two years ago.

According to Motown President/CEO **Jheryl Busby**: "I love Tina Turner and I've always wanted her on this label. I'm thrilled to welcome her to Motown." Ah, Jheryl, we're talking about your new Sr. VP Frank Turner. "Oh, he's cool too."

Turner spent seven and a half years at MCA, most recently serving as Vice President of Promotion.

According to the executive: "Let me be frank with you. We will create a pop image for moving into the '90s that is worthy of their past. In

addition, we will be buying a lot more subscriptions to *Billboard*. We love *Billboard*."

Thanks Frank, we love *Billboard* too.

Turner was congratulated by his wife, **Kathleen**.



Frank Turner — *Doesn't eat red M&M's.*

Cool People--Dark Photo



Here are the folks from Virgin's **NRBQ** hanging with labelmate **Keith Richards** following one of the *Stones'* West Coast performances. Pictured (l-r): **NRBQ's Terry Adams, Tom Ardollino, Joey Spampinato and Keith**. According to Richards, "I wanted to be in the shot because I really like your music, but more importantly, for once I'm the best-looking guy in the photo."

Quick Hits

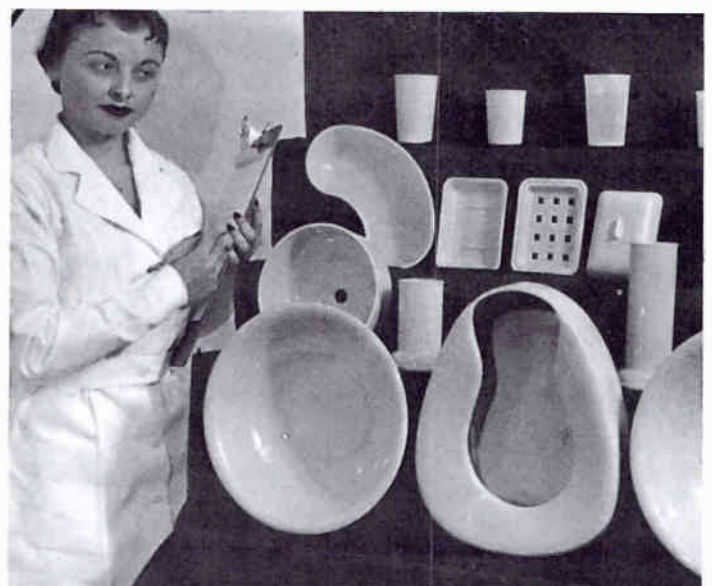
Hot new albums in the street include **Phil Collins** (Atlantic), **Rush** (Atlantic), **Bobby Brown** (MCA), **Terence Trent D'Arby** (Columbia), **Britny Fox** (Columbia)

and **Scorpions** (Mercury). The Collins album should shortly be contending for #1, while the Rush album is the first release following their label switch to Atlantic.

Two Photos We Ran Together



The photo on the left is **Global Satellite Network** President **Howard Gillman**, magician **David Copperfield** and "Reelin' In The Years" host **George Taylor Morris**, hangin' at one of those Hollywood parties these people always attend. The photo on the



right is a nurse standing with a selection of bed pans, enema buckets, emesis basins, surgery spill pails, toast covers and for-cep jars. We hope you enjoy both these fine, fine photos.

FRONT PAGE

Alice Doesn't Stiff Here Anymore



Nuthin like a comeback story to brighten up our day, especially when the Comeback Coot is good ol' Al Kooper, whose swirling Hammond organ work... Wait a minute, wrong organ. Uhm, especially when the Comeback Coot is good ol' Alice Cooper, who's once again Epic, thanks in large measure to the label of the same name. Alice wishes to thank (l-r) longtime manager Shep Gordon and Epicureans Ken Komisar, Jean Johnson, Don Grierson, His Highness Dave Glew, Bob Pfeifer (nice shoes, Bob), Larry Stessel, Steve Einczig and Larry Douglas for the attractive wall hanging, not to mention the live dove. Yummy.

ON RECORDS By Lenny Bear

Holiday Scorecard

MILLI'S STILL NUMBER ONE: Who woulda figured it? In the midst of a superstar glut, in the heart of **New Kids On The Block** mania, Arista's **Milli Vanilli** - a studio album whose only face is false - would be the dominant #1 album in the land for the sixth consecutive week. And Milli's lead over the nearest competitors is growing, not shrinking! It's already four #1 hits deep and it has more to come. I guess that's why the game of the record business is played. The unusual becomes the norm, and the hits just keep on a comin'.... Everybody, and we mean everybody, is talking about the boom of new labels about to descend at the turn of the decade. Where will they find executive talent, and much more importantly, where will these new execs find the product necessary to compete? Will it come from Europe, as was the case with Virgin, from superstars whose contracts are up a la Geffen, or will the new companies steal a trick or two from Luke Skywalker, Delicious Vinyl, Next Plateau, Megaforce, Relativity, etc. and attempt the street record strategy? Stay tuned. The game is afoot.... And what about radio changes? **Rock 40** has come along and created a starting point for companies to break rock records, just as the urban leaning stations created a launching pad for dance hits. But Rock 40's have already found a shortage of real hit product and sales staffs lacking in the ability to sell the

younger demos the format produces, which is already causing some to re-evaluate their music mix and move more toward the center. Just this week, **WDFX** in Detroit and **WROQ** in Charlotte have widened their Rock 40 spectrum to include the **Paula Abdul's**, Milli Vanilli's and **Janet Jackson's** of the world. What will happen next? Stay tuned.... And about those upper demos, howabout hit records from oldtimers like **Rolling Stones**, **Linda Ronstadt**, **Billy Joel**, **Phil Collins**, **Alice Cooper**, **Cher** and **Rod Stewart** all hitting the airwaves simultaneously to state emphatically that the original baby boomers are still alive, well, and buying CD's as fast as they bought records in their college days. The music habit, once established at youth, is a hard one to break.

So, as we all sit down to break bread with those closest to us this week, let's all give thanks that our industry (however inscrutable it might be) is here to stay as a vibrant entertainment force to be reckoned with in the 90's as it has been since the dawn of rock n' roll.



Milli Vanilli — Frontmen for a hit factory.

AIRHEAD

THE SEARCH FOR EXECUTIVE TALENT GETS DESPERATE...



HEY, HOW COME NO ONES OFFERED US A GIG?...



**"NO
FRIEND
OF
MINE"**

THE NEW SINGLE

PRODUCED BY JAY KING AND CHRISTOPHER F DIXON
FROM THE ALBUM UNDER A NOUVEAU GROOVE



© 1989 Warner Bros. Records Inc.

FRONT PAGE

Ciao Baby This



"Two minutes is about all the time you can spend with me before you start puking violently," said the Cult's Ian Astbury (r), hanging with Chris Carter (l) from Chameleon's hot act **Dramarama**. Ian is currently out with your daughter.

Stones To Japan

The Rolling Stones' North American tour draws to a close Dec. 19, but that doesn't mean they're finished. Plans call for the Steel Wheels Tour to roll across Japan at the end of February, including a two-week stand in Tokyo. It's the first time the Stones have been able to play Japan in a very long time, because **Keith Richards'** drug record made it impossible for him to enter the country. But now that evening tea, mineral water and Geritol have taken over as the band's major vices...

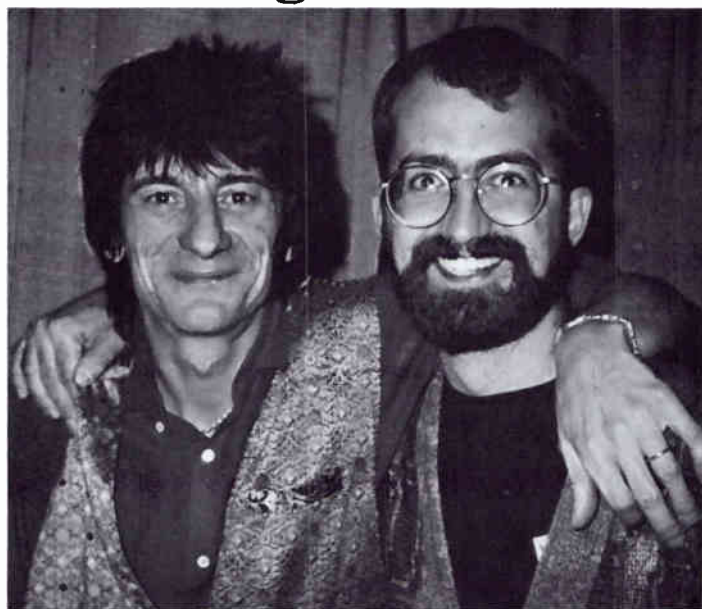
Purple Wonder

Tickets for **Prince's** three Wembley Arena shows sold out in a mere two hours, though the shows are skedded for June — over six months from now.

MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUND TRACK
1 HARLEM NIGHTS	16.1m	7384	16.1m	—
2 LOOK WHO'S TALKING	8.5m	5171	85.1m	—
3 LITTLE MERMAID	6.0m	6068	6.1m	Disney
4 STEEL MAGNOLIAS	5.4m	11,303	5.5m	Polydor
5 ALL DOGS GO TO HEAVEN	4.7m	2988	4.7m	—
6 DAD	3.1m	2800	10.8m	MCA
7 PRANCER	2.9m	1701	2.9m	—
8 THE BEAR	2.8m	2648	20.1m	—
9 CRIMES & MISDEMEANORS	1.4m	2884	11.1m	—
10 STAYING TOGETHER	0.9m	935	3.4m	—

Ron Hangs With Losers



A lot of people are arguing over which **Rolling Stones** performances were the best. Some argue New York, others L.A., others Philly. Our vote for the best performance goes to guitarist **Ron Wood** for pretending to tolerate the presence of that dreaded creature, the **North American Radio Weasel**. The photo on the



left is Ron with **KKRZ Portland PD Mark Capps** at the Vancouver show. The photo on the right is Ron with **Power 106 morning goon Jay Thomas** in L.A. Just moments later, Ron turned to Thomas and asked the immortal question, "When do I get to meet Scott Shannon?"

HIT AFTER HIT FROM ATLANTIC!

SKID ROW

"I REMEMBER YOU"

FLASHMAKERS WINNER!

MOST ADDED!

EARPICKS WINNER!

26-23 HITS TOP FIFTY ALBUMS!

50-43 HITS TOP FIFTY SINGLES!

OVER 30 ADDS INCLUDING:

PIRATE add
 KIIS add
 KPLZ add
 WHYT add
 Q107 add @30
 WLOL add
 WZOU add @28

Y108 deb 30

KXYQ 23-19
 B104 25-21
 KRBE 25-22
 WAVA 30-27
 Z100 29-27



"EVERYTHING YOU DO (YOU'RE SEXING ME)"

(A duet with Kip Winger)

CROSSOVER!

KOY	add	KATM	28-18
WPHR	add	KDWZ	33-19
K104	add	92X	24-21
KJ103	add	KXYQ	29-22
WVSR	add	95XIL	37-28
WDBR	add	KXXR	36-31
ZFUN	add		
WGY	add		
WSSX	add		
WQID	add		
WAYS	add		
WZYP	add		
KIOK	add		
KHTY	add		



On Atlantic Records, Cassettes and Compact Discs

FRONT PAGE

Dorks--Dark Photo



Every once in a while we receive a real dark photo that makes people's faces difficult to see. We can only hope this one is dark enough, and we apologize in advance for any clarity in their mugs. Pictured at Z100 in New York with MD Frankie Blue (center) are Kiss' Eric Carr, Paul Stanley and Gene Simmons. Can you say "eeeesh."

Batman Video

continued from page 9

high-volume Western Merch./Hastings chain, goes even further, predicting that the Batvid will outsell "E.T.," partly because he's seeing an overall shift from rentals to

purchases in the movie-vid market.

The new message is clear: Put out a must-see video at under 20 smackers and watch the bucks roll in.

The Ladder

a rundown of executives on the move



Ramos MacPherson Smith Shapero

"How the hell am I supposed to know what's happening out there — Irv Lichtman hasn't called me back. Ooops, we've started."... At Columbia, where they don't call him Donnie for nothing (*Ed Note: What the hell does that mean?*), Wanda M. Ramos has been promoted to the post of Director, National Promotion, Black Music. Wanda, who has been at the label for nearly three years, should not be confused with Wanda B. Ramos, Wanda G. Ramos and of course, Tom Carvel.... Kenny MacPherson is the new Director of Creative Operations at Warner/Chappell, where Les Bider runs around yelling, "I look just like Martin Scorsese." MacPherson was recently at the Turner Mgmt. Group, where he managed Turners.... Steve Smith is the new Southeast Reg. Promotion Manager for Atco. Steve, who was previously at Mercury, is not, contrary to popular belief, Kurt Rambis on some bad acid. Steve's qualifications for the job include the ability to tell Promo VP Craig Lambert how studley he is 432 times a week..... Alyson Shapero is

the new Director, College Marketing, at CBS Records. Alyson's first duty in College Marketing will be buying produce for Hofstra University.... At A&M, Amy Stanton is the Director of Music Video Promotion. Stanton, who has been with A&M for 10 years, was most recently a video producer. According to Stanton: "Videos are neat." Thanks Amy.... At Arista, where Larry Jenkins utters the immortal words, "Let's talk about me," Jordan Katz has been named Regional Marketing Manager, Northeast. Katz, who started as an intern nearly three years ago, was congratulated by his friends, Jordan Dogz, Jordan Donkeyz and Jordan Goatz.... Andrew Wohl has been named Attorney, Legal Affairs, at PolyGram. Wohl, who was recently at a law firm with a lot of funny names, will try to determine exactly who is having an affair, and whether or not it's legal.... At Geffen Music, Jaymes Foster-Levy has been named Creative Consultant. Foster-Levy is so bright that Geffen also hired Foster-Grant.

UNCONVENTIONAL WISDOM

Who will rule and who will gruel? The street takes a look at the bumper crop of new labels hitting the scene in the very near future, and while there's plenty of excitement and anticipation, it's the ol' "Let's wait and see" attitude that prevails. Stay tuned.

Azoff Records	Life in the fast lane.
Disney	Could make a big SPLASH.
Charisma	Not short on product.
Asylum	But which inmate will be running it!?!
RCA West	Is Nipper having puppies?
Hits Records	Your worst nightmare. At least it would get us out of the rag trade.



Stanton Katz Wohl Foster-Levy

URGENT!

"The Message Is Love" [AM 1474]

From Merge, the new album by
[SP 5262]

ARTHUR BAKER
and the bäck:bea't disci'ples

featuring

Al Green

on lead vocals!

The new single

from the man

who co-wrote

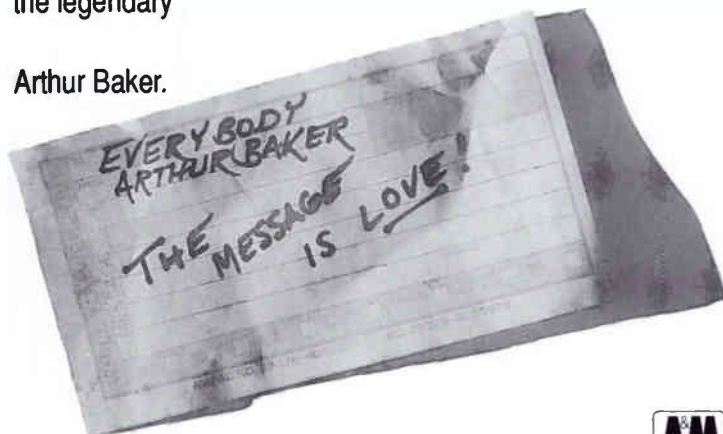
"With Every Beat

Of My Heart"

for Taylor Dayne--

the legendary

Arthur Baker.



Produced and arranged by Arthur Baker and
Richard Scher for ABI



© 1989 A&M Records, Inc. All Rights Reserved

GIVE IN TO SEDUCTION.

"Two To Make It Right" [AM 1473]

Look for
Seduction
on their
2-month
club tour!



From the
debut album
**Nothing Matters
Without Love**

[SP 5280]

CROSSOVERS WINNER!
44-40 HITS TOP FIFTY SINGLES!

MAJOR MARKET SMASH AT:

B96	KKBQ	PWR99	WZOU
FM102	KMEL	PRO-FM	Y108
HOT102	KNRJ	PWR96	Y95
HOT94.9	KRBE	Q106	KUBE
HOT97.7	KS104	WMJQ	WHYT
KIIS	KTFM	WNVZ	Z100
KISN	HOT97	WPLJ	KKRZ
KITY	PWR106	WXKS	

Produced by David Cole and Robert Clivilles for
Cole/Clivilles Music Enterprises

Executive Producers: Larry Yagar and Bruce Carbone

Direction: Clivilles and Cole Group Ent., Inc.

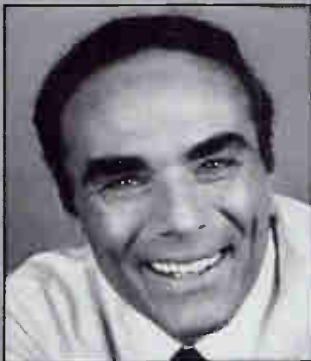
NEAR TRUTHS

By I. B. Bad, Los Angeles

After months of speculation, rumors and uncertainty, Dick Asher has officially exited his post and bid farewell to his staff at PolyGram. Asher was one of the key forces in the rejuvenation of a once floundering Poly, and rumors of his impending departure intensified as he neared the end of his contract. Who will assume the Poly throne? Bob Jamieson, currently the senior executive at the label, is the frontrunner, with speculation that Poly Worldwide's Alain Levy will fly to New York to handle interim duties. Further speculation revolves around Asher himself. Given the current executive talent vacuum, it will be interesting to see where he lands. Stay tuned folks, plenty of action to come..... And while we're on the subject of Presidents in motion, look for Mike Bone's final day at Chrysalis to be December 15. That means the Butterfly will be joining the already crowded search for qualified top level gunslingers..... Retail movement as Lieberman (owned by Live) purchases Minneapolis-based Navarre..... Jimmy Iovine is still shopping for a home for his new label. Do his current ties between A&M and his

studio complicate negotiations with other suitors?..... ICM is considering opening a branch in London. Would such a move include the acquisition of a U.K. based agency?..... Brian Sheperd has exited his post at A&M U.K..... How did CAA's Mitch Rose facilitate Andy Somers' move from F.B.I. to Triad?..... Look for the red-hot trio of Stock, Aitken & Waterman to open an independently distributed label in the United States..... Gary Gersh and Tom Zutaut will be responsible for the signings at the newly revived Asylum..... Sandy Gallen emerges as the frontrunner in the derby to ink the Pet Shop Boys for representation..... Michael Jackson has parted ways with business manager Marshall Gelfand and has enlisted the services of Jerry Breslauer..... Has the world of A&R evolved to the point where if you strike paydirt once, you can basically write your own ticket from there?..... While concert sales for both the Aerosmith/Skid Row and Motley Crue/Warrant dates are solid, neither bill is doing the multiples many had expected..... Meanwhile, the concert that is causing the big buzz is the forthcoming Billy Joel tour.... Regarding the impending distribution deal for the new Disney label, it's interesting to note that Disney already packs \$60 million in billing through independent distribution of its children's records. Which pipeline wouldn't want that?..... Major L.A. Attorney arousing cries of "conflict of interest" as he negotiates on behalf of a superstar act with a label he also represents..... Names in the Rumor Mill: Bob Pfeifer, Tim Collins, Bennett Freed, Susan Clary and Sheryl Ingber.... And the beat goes on.

Bids Farewell



Dick Asher — Where's he going, and who's replacing him?

MINI MUGS

More Hits Mini Mugs



FLESH FOR FANTASY: Getting down with MTV's "Downtown" Julie Brown at the Hub Club in Boston are the members of Capitol's fabulous **Flesh For Lulu**, currently criss-crossing the country in support of their brand new "Plastic Fantastic" LP. Pictured (l-r): **Flesh's Nick Marsh and Rocco Barker**, Brown, **Flesh's Derek Greening**, **Mike Steed** and **Hans Persson**. Moments after this once in a lifetime photo op took place, Brown looked at Barker and uttered the immortal words, "Now be a love and get that cold glass away from my cleavage..."



BUST-A-GOLD MINE: Young M.C., the rapper who wrote Tone-Lo's mega-selling "Wild Thing" and "Funky Cold Medina"'s mining a little precious metal of his own with "Bust A Move," his debut release from Delicious Vinyl. Helping him savor the moment are: (l-r) Delicious Vinyl's Dir. of Marketing **Paul Moshay**, Dir. of Merchandising **Mike Matousek**, GM **Rick Ross**, Dir. of A&R **Orlando Aguillen**, President **Michael Ross**, Young MC and Dir. of National Promotion **Wendell Greene**.



STYLIN': That's Warner Bros. always sultry singing sensation **Karyn White** in the arms of equally suave labelmate **Michael Jeffries** during a shooting break of the video for their duet, "Not Thru Being With You." Stopping by to check out the curves and the angles are (l-r): songwriter **Jellybean Johnson**, White, Jeffries and producers **Terry Lewis** and **Jimmy Jam**.

LETTERS

FAR TRUTHS

By Danny Fields, New York

Ignoramus Fills Space

Dear Hits:

I'm sick of looking at the funk on the cover of your magazine! Don't you think it's time you give credit where credit is due and put "Elton John" on the cover. I was extremely thrilled you did an article on him, and I must say it was a damn good one at that! Yet some of those one hit wonders you've been running don't deserve a cover. Elton does!!! Wake up and smell the roses!

Sincerely,
Diana Porter
Associate
Camelot Music
Indianapolis

Hits Replies: You know it's a REAL slow week for letters when we lead with this particular literary achievement, Diana. Anyway, for your 411, Elton John graced our cover on July 25, 1988 — but that was a long time ago, and we don't expect you to remember since you were only three. As for one hit wonders Dianski, welcome to the club babes, because as far as letters go, how shall we say it?..... howabout, "That's all she wrote."

Stoked Over Otis

Dear David:

Enclosed is "A Woman Like You", the first 12" and cassette single from Otis Stokes' debut album on Curb Records, which is due to be released in early 1990.

The album, "Wishful Thinkin'" is the first solo outing for the former lead singer of Lakeside. In addition to singing and writing all of the songs, Otis produced the album as well.

If you need any additional information, please do not hesitate to contact me.

Regards,
Debra Burley
Curb Records
Los Angeles

Hits Replies: Thanks for the note Debs. As a matter fact there is some additional information you could provide us. First, how do we avoid keeping our undies from bunching up on us when we ride our bicycle? Second, what's 65,987 divided by five, and finally, how much do our offices weigh? Debster, a quick reply would be appreciated. God bless you, you little dickens.

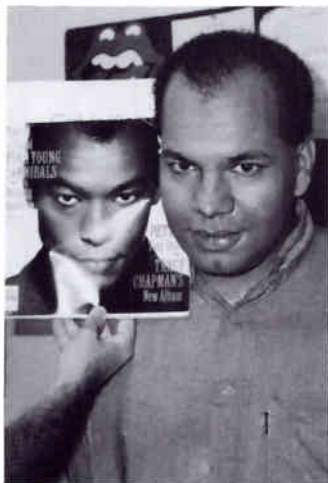
More Stuff To Fill Space

Dear Hits:

We really enjoy your magazine! Thought we would send you this photo of our Asst. Manager Rey. Do with it what you please!

The Staff
Spec's Music
Miami

Hits Replies: Thanks for the cheesy shot guys, and despite the fact he's got a mug we wouldn't wish on our worst enemy — it's obvious Rey's got a real GIFT for retail. Hare Krishna.



Commanding!!



Joe Smith — Auctioneer of the stars.

"The Second Annual Silver Clef Award Dinner and Auction For The Benefit of the Nordoff-Robbins Music Therapy Foundation, Inc." came off splendidly, with a huge industry turnout at the picturesque Puck Building who came to see Roger Daltrey and John Entwistle of the Who and manager Bill Curbishley pick up their Silver Clef awards for donating a million dollars to the beloved charity. Thanks to Tanqueray gin, which underwrote the cost of the entire dinner (beef roulade, zucchini boats, sanddab mousse, "seafood pasta medley," grilled tournedos and chocolate cake, catered by that acme of gourmet-dom, the Hard Rock Cafe), \$350,000 was raised by the event. Ahmet Ertegun and Joe Smith were Co-Chairmen of the evening, and galaxies of orchids should be given to Ian and Sunny Ralfini, who coordinated everything to perfection. Auctioneer Joe Smith conducted that part of the evening with commanding aplomb, bringing down hefty prices for such treasured prizes as a Stratocaster autographed by Jeff Beck and Stevie Ray Vaughan (\$3200 to John Reid), one week at the WCI villa in Acapulco (\$30,000 to Charles Koppelman, who also walked off a Rolling Stones neon bar sign for \$7500), an hour of MTV airtime (\$25,000 to Epic's Dave Glew), and a weekend with John Reid himself ("But no shuffling!!" cautioned Smith), to Linda Stein. At the end of the night, we asked Roger Daltrey what, for him, was the highlight of the evening, and he graciously said that it was seeing his manager get an award. "These people work so hard behind the scenes for those of us out front," he said. "It's good to see them recognized for what they do." Afterwards, whoever had the energy and the invitation

(including Ms. Stein, Seymour Stein and Bob Feiden) headed up to the magnificent apartment of Mick and (the breathtakingly gorgeous) Ann Jones, who were entertaining such mighties as Jann and Jane Wenner, Carly Simon, John Lovitz, Sylvia Miles, and many other beautiful, rich and famous guests..... BMG presented its first Bertelsmann Music Group Global Achievement Award to Alabama, as 350 happy BMG/RCA types gathered in historic Studio A for this cosmic occasion, lead by BMG's Monti Lueftner, Michael Dornemann and Rudi Gassner; RCA's Bob Buziak, and RCA-Nashville's Joe Galante and Randy Goodman. The group received its award in front of a display of their 45 gold and platinum albums, signifying sales of 40 million Lp's worldwide. A champagne toast to this most honored of country bands was led by Mr. Dornemann..... Island's extraordinary Gavin Friday packed CBGB's on the bountiful Bowery, and following a heart-stopping performance, was honored at what was certainly the hippest industry party of the month so far. In the vast and strange back of room of the Blue Willow, an ineffably trendy crowd ate curious food and rejoiced in each other's company.

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)
JANET JACKSON	4.7	107	17	2	8	10	9
NEW KIDS ON THE BLCK	4.45	55	17	5	8	10	8
LOU GRAMM	4.15	90	10	1	8	1	5
M.BOLTON	3.97	83	9	1	5	6	6
JOE COCKER	3.95	65	12	5	8	2	2
TOM PETTY	3.69	50	12	3	4	9	6
ROLLING STONES	3.69	56	10	1	4	10	5
ROD STEWART	3.67	64	0	0	8	3	-
CHER	3.39	51	19	4	6	8	8
AEROSMITH	3.36	22	1	0	7	10	-
FIONA	3.35	16	1	0	8	-	-
MADONNA	3.24	51	1	0	7	5	5
MICHEL'LE	3.09	12	0	0	8	-	-
WHITESNAKE	3.03	36	5	0	2	10	5
PAUL CARRACK	3.03	56	8	0	3	1	3
TECHNOTRONIC	3.00	44	38	21	8	-	10
TESLA	2.97	27	25	13	7	4	8
JODY WATLEY	2.80	41	19	4	6	3	8
TAYLOR DAYNE	2.75	60	61	8	3	5	8
TINA TURNER	2.74	20	0	0	4	5	2
SEDUCTION	2.73	33	4	0	7	2	3
QUINCY JONES	2.62	39	0	0	6	-	2
SKID ROW	2.62	17	12	6	8	8	-
YOUNG MC	2.58	12	2	0	8	9	5
JIVE BUNNY & MASTER	2.58	27	13	1	7	-	9
PRINCE	2.54	37	7	3	3	2	6
LINDA RONSTADT	2.44	43	16	51	6	9	10
BONHAM	2.40	11	3	2	8	7	-
ERIC CLAPTON	2.34	18	0	0	3	8	-
DON HENLEY	2.27	38	30	9	1	7	6
BABYFACE	2.23	16	1	0	8	8	3
SYBIL	2.18	28	29	13	9	6	8

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.

SAFIRE

WILDCARD!

I will Survive

(876 358-4)

The first single
from the original motion picture
soundtrack "SHE DEVIL"
(841 583-1)

Produced by Oliver Leiber for The Noise Club
On Mercury compact discs, chrome cassettes and records.



She-Devil!



When you
**PLAY IT,
SAY IT!**

A SEIDELMAN/BRETT Production MERYL STREEP ROSEANNE BARR "SHE-DEVIL" ED BEGLEY, JR. SYLVIA MILES and LINDA HUNT Music by HOWARD SHORE Director of Photography OLIVER STAPLETON Edited by CRAIG MCKAY, A.C.E.
Production Designer SANTO LOQUASTO Costume Designer ALBERT WOLSKY Co-Producer G. MAC BROWN Screenplay by BARRY STRUGATZ & MARK R. BURNS Produced by JONATHAN BRETT and SUSAN SEIDELMAN Directed by SUSAN SEIDELMAN

PG-13 PARENTS STRONGLY CAUTIONED
Some Material May Be Inappropriate for Children Under 13

DOLBY STEREO
IN SELECTED THEATRES

Soundtrack Album Available on Records, Cassettes and Compact Discs

SPECTRAL RECORDING
DOLBY STEREO
IN SELECTED THEATRES

Prints by Deluxe®

An **ORION** PICTURES Release
© 1989 Orion Pictures Corporation. All Rights Reserved



FLASHMAKERS

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

New Kids dominates this section for the zillionth time — this time with their holiday smash from the Top 10 Christmas album. **Quincy Jones** scores with another great week at Top 40 (listen to the album — it's a killer!),

Joe Cocker has proven itself to be a major hit with phones now really kicking in with the help of a hot video and **Skid Row** is heading for the top once again. Watch **Neneh Cherry's** new single — a great first week!

NEW KIDS THIS ONE'S COLUMBIA

Singles: 34* **Albums:** 7 **Avg Move:** 4.68 **Aggrsv:** 24
The phones action took a hefty leap this week while this "Merry Merry Christmas" album remains Top 10. "Hangin' Tough" moves up to #2 this week and "New Kids" takes a jump back up to #15. Anyway, this single is closing big this week with new action at WBLI, Q107, WLOL, Q105, KITY, X106, WRVQ, WDJX, KTRS, KTXV, WBNQ, WQUT and many more. Already Top 10 at KJMZ 3-2, WZOU 10-7, WAVA 12-10, B104 12-10, WTIC 9-4, KS104 12-8 and WNVZ 11-10. Other hot moves include B94 27-22, WMJQ 19-15, WGTZ 26-18, WKZL 34-29 and KMPZ 18-13.

QUINCY JONES I'LL BE WB

Singles: 39* **Albums:** — **Avg Move:** 2.56 **Aggrsv:** 19
So, if you haven't listened to this guy's new record, you're really missin' something — it's a killer! This first single featuring Chaka and Ray Charles scores with another big week at radio including adds at Q102, KSAQ, X106, WRVQ, SLY96, WPRR, JET-FM, KPRR and others. Already jumps 34-30 HOT102, 38-30 WTIC. 32-24 KITY, 30-26 KMPZ, 30-25 B98, 40-35 KTRS, 37-33 KTMT, 37-33 WAZY, 36-27 WAEB, 24-19 G105, Deb 30 HOT97, Deb 28 KRBE, Deb 23 Q105 and Deb 29 K98. Early phones are showing up.

JOE COCKER WHEN NIGHT CAPITOL

Singles: 25* **Albums:** — **Avg Move:** 3.26 **Aggrsv:** 32
This former Wildcard pick developed in secondary markets with stations reporting big phones. Majors began testing it and found the same results. It is now a bonafide hit with album sales on the rise and new airplay this week at Z95, WTIC, KWNZ, WAAF, WLAP and others. Hot jumps at WRVQ 8-4, CKOI 11-9, WWFX 10-8, KATM 12-9, Q101 29-24, WKZL 30-24, WGTZ 29-25, WNYP 33-24, 95XIL 27-19, KYYY 25-18, Q104 33-27, B98 29-24, KTRS 38-33 and ZFUN 26-21.

SKID ROW I REMEMBER ATLANTIC

Singles: 43* **Albums:** 23* **Avg Move:** 3.33 **Aggrsv:** 12
Album sales are back up this week while stations that have been testing it and playing it for months are now officially adding. New this week at PIRATE, Q107, WZOU, WLOL, WKZL, KLUC, KYYY, SLY96, WCIL, WWFX, Q104, WNYP, KNIN, WINK, WKQB and many more. Hot jumps this week at WKLQ 8-6, KZOU 16-10, Z104 14-10, KATM 9-3, KXYQ 23-19, B104 25-21, WPRR 31-24, ZFUN 20-15, KTXV 19-15, WWCK 34-30 and WZOK 20-16. Also breaking at Y108 Deb 30, WDBR Deb 19, 95XXX Deb 37 and WOKI Deb 30. Hot video now in rotation.

MICHAEL DAMIAN WAS IT CYPRIAN

Singles: 42* **Albums:** —
This ballad continues to make solid gains each week with major markets now leading the way with jumps and lots of female phones. New this week at WMJQ, KYYY, WAEB and others. Hot moves at WLOL 12-10, Y108 6-5, Q102 29-25, KSAQ 39-34, KTRS 39-34, SLY96 36-31, KS104 Deb 21, WDJX Deb 30, WCIL Deb 27, WNYP Deb 35, WIBW Deb 38, WAZY Deb 40, ZFUN Deb 40, WAPE Deb 30, Z104 Deb 39, WRCK Deb 40 and WKQB Deb 25.

JIVE BUNNY & MASTER SWING ATCO

Singles: 37* **Albums:** — **Avg Move:** 2.57 **Aggrsv:** 12
The phones continue to light up with single sales getting bigger each week and major international success also helping. MTV has the video in solid rotation while WZOU, WNVZ, K98, Q104, WIBW, WLAP, WNYP, WPST, WOKI and WYCR all kick in with new support. Jumps 17-9 WVSR, 19-10 G105, 13-9 Z104, 21-17 KS104, 16-11 KITY, 20-12 WMJQ, 24-12 KYYY, 37-29 KQIZ, 40-36 95XXX, 35-26 KCAQ and 30-23 K92.

TINA TURNER STEAMY CAPITOL

Second single from her "Foreign Affair" album is moving through the system with solid jumps and phones telling the story. New believers this week include KXXR, KNIN, WLAP and WRCK. Already moving at Q102 35-30, 95XIL 36-25, KTMT 40-34, WAZY 39-34, WQUT 39-34, KDWZ 35-25, B98 Deb 28, WBNQ Deb 38, KYYY Deb 40, WIBW Deb 40 and K104.

POCO NOTHIN TO RCA

This second single and follow-up to their comeback hit is making big moves with second week adds at KXXR, 95XIL, KQIZ, KTXV, KYYY, Q104, WHHY, WIBW, WNYP, WVSR, WWFX, ZFUN, WPRR, WVBS, KF95, K104, KDWZ, WYCR and many more. Already breaking big for KRBE, KUBE, WMMS, KDWB, WPHR, KISN and KCPX. Programmers are telling us they're already starting to see upper demo phones.

TEARS FOR FEARS WOMAN MERCURY

Singles: — **Albums:** 25
Killer sounding ballad is gaining lots of momentum with a video in solid rotation at VH1. Programmers are telling us that they're getting lots of curiosity calls for this one. Picking up new support this week at CKOI, 95XIL, KTMT, KTRS, KWNZ, WBNQ, WHHY, WSPK, KQIZ, WAPE, JET-FM, WKRZ, WKQB and many more. Early gains: Deb 40 KXXR, Deb 35 WKLQ, Deb 36 SLY96. Already breaking at KKBQ, KPLZ, WMMS, KXYQ, KISN, KZBS, KC101, KFBQ and KFMW.

*Melissa
Manchester*

"Walk On By"

(873 012-7/4)

From The Debut
Mika/Polydor Album,

Tribute (841 273-1/2/4)

Produced by Ron Nevison

Management: Lippman Kahane Entertainment



When you
PLAY IT,
SAY IT!



FLASHMAKERS

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

CHICAGO WHAT KIND REPRISE

New single from their Greatest Hits album is off and running with immediate support from WLOL, KKRZ, WKSE, WKZL, KFTZ, KTMT, KTRS, Q104, WAZY, WCIL, WLAP, WAEB, 98PXY, WINK, WPST, JET-FM, KF95, KZFM, KDWZ and many, many more. One of the Most Added Records of the week.

YOUNG MC PRINCIPAL'S DIVISLAND

Singles: — Albums: 14 Avg Move: 2.54 Aggrsv: 4
 Many programmers across the country are still scoring big with "Bust A Move" which also remains a fave at MTV. Big request action is already showing up for this hot follow-up while new Top 40 supporters include WLOL, KS104, WGTZ, WRVQ and WZKX. Hot moves: 12-9 HOT94.9, 28-23 X100, 18-14 WWCK, 30-26 HOT99.9, Deb 34 HOT97 and Deb 32 KTXV.

SHOOTING STAR TOUCH ME ENIGMA

This single broke with the Rock 40's and is now steadily making its way through the system with early success at the mainstreams. New supporters include KTMT, WZOK and ZFUN. Jumps at KATM 15-8, KDWZ 4-3, WCIL 34-22, WIBW 32-28, KTXV Deb 38, WWSR Deb 38 and WVBS Deb 40. MTV has the video in medium rotation.

CHRISTOPHER MAX SERIOUS KI EMI

This cut's been creating a buzz among programmers everywhere with major markets now leading the way. Picking up speed this week with new airplay at HOT97.7, SLY96, WDBR, WOMP, KCAQ, WRCK and others. Already breaking at WXKS, KITY, WIOQ, WAPE, Y107, WYCR, WWCK and HOT94.9.

DIVING FOR PEARLS GIMME YOUR EPIC

This mainstream Top 40 rock single is making solid gains this week with early solid jumps and new airplay at 92X, WWFX, JET-FM and more. Jumps 32-27 KDWZ and Deb 38 SLY96. Also breaking big for WROQ, OK95, KRZR, KSAQ, 100KHI, 95XIL, KWNZ and KZZU.

CURE LULLABY ELEKTRA

Third single and follow-up to their first Top 10 smash, "Love Song," is making solid gains each week with some really strong jumps (especially in the South). New believers this week include WABB, KRZR, KKMGM, KJ103, WCKZ, KNIN and WINK. Hot jumps at KSAQ 16-9, 95XXX 39-35, Q104 34-30 and KZFM 40-35. Also breaking big for KOY, KKFR, K98, KFTZ and KWTX.

NENEH CHERRY HEART VIRGIN

Nice out of the box week! Stations have been buzzing about this cut for some time now. Majors are leading the way for this fourth single from the critically acclaimed album, "Raw Like Sushi." Immediate believers include HOT97, HOT97.7, HOT102, HOT94.9, WHHY, WWCK, HOT99.9, KZFM, WRCK and KKSS. Watch for a new video to be released shortly.

ROBIN BECK SAVE UP ALL MERCURY

Hot new artist is beginning to generate lots of male phones with a video now in rotation helping. New believers this week include KXYQ, KQIZ, KTRS and WCIL. Jumps at KNIN 35-30 and 95XIL Deb 40. Breaking big this week at WNYP, KZOU, 95XIL, KYYY, WHTO, WIBW and WOMP. Lots of Midwest action here.

M.MORALES IDONT POLYDOR

Singles: — Albums: — Avg Move: 2.00 Aggrsv: 3
 New single is spreading quickly through the system with hot new airplay this week at WNVZ, WRVQ, KYYY, WCIL, WIBW, WNYP, WVBS, K92 and many others. Already jumps 40-34 KQIZ, 37-32 WWCK, 39-35 SLY96 and Deb 33 KFTZ. New video is soon to be released.

HOOTERS 500 MILES COLUMBIA

Debut single from their brand new album, "Zig Zag," is developing with new airplay this week at KFTZ, WPRR, WANS, KATM and many others. Jumps at 95XIL 40-33, WQUT 40-35 and WPST 35-30. Also gaining at Q95, WEGX, WNVZ, KNIN, WKPE, WNYP and KZZU.

CHUNKY A OWWWWWWI MCA

Multi-media star now has a video in solid rotation which is helping to propel this first single through the Top 40 system. It is winning in battles at stations everywhere this week while new support comes from WQXA, WAZY, KCAQ, WANS and many others. Jumps 33-29 KITY and 30-26 K98. Also developing at KS104, KZBS, KQKQ, KPRR and more.

COVER GIRLS WE CAN'T CAPITOL

Singles: — Albums: — Avg Move: 4.20 Aggrsv: 2
 Programmers tell us that ballads are this act's forte. Picking up new support this week from HOT97, X100, KLUC, HOT99.9, KZOU, KPRR and others. Breaking at HOT97.7 Deb 29, WTIC Deb 38, KITY Deb 28 and KZFM Deb 38.

ELTON JOHN SACRIFICE MCA

Second single from his current album also has a video in solid rotation on VH1. New believers this week include Q101, KXYQ, CKOI, WBNQ, WPRR and K104.



CHRISTOPHER MAX



“Serious
Kinda
Girl”

FLASHMAKER!

HOT97.7 add
KTFM add
KPLZ add
KISN add
KSAQ add

SLY96 add
WOMP add
WRCK add
WDBR add
KQKQ add
KKRD add
WJMX add

KNOE add
KKXX add
KWTX add

Y107 deb 28
KQCR deb 40

HOT102 36-33
KNRJ 40-35

“Sounds great in the mix and already getting phones, we like it!”

JOEL SALKOWITZ - OM/PD - HOT97, NEW YORK

“Has a sound that jumps out of the radio. It’s the kind of song you can sing to the first time through. This record could happen big at Top 40.”

LOU SIMON - PD - HOT94.9, SALT LAKE CITY

“Promising star with a great outlook on life. Could be a serious hit.”

RICK UPTON - PD - KITY, SAN ANTONIO

“We love the sound of this record, it’s got a great street feel.”

JEFF MCCARTNEY - PD - KTFM, SAN ANTONIO

“‘Christopher Max’ has the immediate appeal of other funk/pop records that have gone Top 10 for us this year.”

P.J. OLSON - MD - WLOL, ST. PAUL

BREAKING AT:

KITY WYCR
WLOL WWFX
HOT97 KZFM
WMJQ KQIZ
HOT94.9 WAPE
CKOI WCKZ
WWCK
KYYY
WANS



From the album **MORE THAN PHYSICAL**



CROSSOVERS

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

Seduction leads the section with lots of club and Top 40 play with **Babyface** close behind with early phones and good moves. **Motley Crue** continues to sell and draw huge requests and **Eddie Money** heads the add

list this week with the first single from his greatest hits package. Keep watching **Marcia Griffiths** — monster 12" sales in the east and it is spreading!!!!

BLACK/DANCE

SEDUCTION TWO TO MAKE IT VENDETTA/A&M
*Singles: 40** *Albums: —* *Avg Move: 2.82* *Aggrssv: 20*
 Closing fast with adds at Z100, X100, KKRZ, K98, HOT94.9, B98, KCMQ, WCGQ, WHHY, WPFR, WWSR, WNOK and JET-FM. Jumps at HOT97.7 21-13, PWR99 27-23, WKSS 28-22, WTIC 29-24, KITY 21-15, KC101 24-19, WJMX 36-31, WSPK 39-34, KKRD 31-27, SLY96 33-29, WPRR 33-29, WAEB 33-24 and HOT99.9 29-21.

BABYFACE TENDER LOVER SOLAR/EPIC
*Singles: 38** *Albums: —*
 Huge at Black and Top 40 radio with new support at X106, WDJX, B98, KSMB, KTXY, WKEE, WPFR, WSPK, WWSR, WZKX, WAEB and WNNK. Moves 13-9 WUSL, 26-20 HOT102, 20-14 KITY, 36-30 WPRR, 39-34 KCMQ, 31-27 SLY96, 37-33 KCAQ, Deb 26 FM102, Deb 39 WTIC, Deb 39 WAZY and Deb 40 WOMP.

MICHEL'LE NO MORE LIES ATCO
Singles: — *Albums: —* *Avg Move: 3.67* *Aggrssv: 6*
 Building fast with new support at WUSL, PWR99, KSMB, KCAQ and WPST. Jumps at WKSS 33-26, Y108 27-21, WTIC 35-31, KITY 31-20, KPRR 35-26 and KKSS 20-16.

SHARON BRYANT FOOLISH HEART POLYDOR
Singles: — *Albums: —* *Avg Move: 2.00* *Aggrssv: 3*
 Steve Perry remake is beginning to cross with early support in the South and West with adds at KTFM, Y107, FM102, KZFM, KZBS, WANS, KFBQ, KF95 and WANS. Moves at WUSL 17-13, HOT102 33-29 and KITY Deb 32.

MARCIA GRIFFITHS ELECTRIC BOOGIE MANGO/ISLAND
Singles: — *Albums: —* *Avg Move: 3.17* *Aggrssv: 4*
 Huge 12" sales in Baltimore and Wash. DC and spreading now with new radio support at WAVA, WGH-FM, KMPZ, KKRD, KCAQ, WNNK, WANS and WKRZ. Jumps at Q107 21-16, B104 22-18, WRVQ 19-14 and WWSR Deb 36.

JERMAINE JACKSON DON'T TAKE ARISTA
 Building from Black Radio play with new Top 40's at KITY, Q104, SLY96 and others. Moves 18-13 FM102, Deb 29 KKRZ, Deb 34 KWNZ, Deb 38 KFTZ and Deb 40 KZFM.

ALBUM/ROCK

MOTLEY CRUE KICK START MY HEART ELEKTRA
*Singles: 50** *Albums: 11*
 Rocker continues to sell with new support at KDWB, WMJQ, WKDD, KJ103, KFTZ, KQIZ, KTMT, WAAF, WPXR, WWSR, WPRR, KQKQ, WFLY and WRQN. Moves 39-32 KXXR, 33-29 WLRS, 31-24 KNIN, 37-33 WANS, 20-16 KATM and Deb 20 PIRATE.

EDDIE MONEY PEACE IN OUR TIME COLUMBIA
Singles: — *Albums: —*
 The most added record of the week including adds at PIRATE, Q101, KRBE, WAVA, KDWB, WLOL, KXYQ, KXXR, Q102, STR94, WNVZ, WTIC, Y108, 92X, WKSS, WAPI, X106, CKOI and 95XIL.

AEROSMITH JANIE'S GOT A GUN GEFEN
*Singles: 47** *Albums: 8* *Avg Move: 3.54* *Aggrssv: 17*
 New adds this week at B94, WNVZ, KC101, WAAF, WBNQ, WZOK, SLY96, WAEB, 98PXY, K92, KQKQ, WPST, Z104, K104, KF95, KZOU, G105, WRCK and FM104. Jumps at WLRS 11-7, Q102 34-29, WWCK 33-27, KNIN 25-20, PIRATE Deb 18, KXXR Deb 33, 92X Deb 24, WKSS Deb 37, CKOI Deb 39 and KWNZ Deb 27.

ERIC CLAPTON PRETENDING REPRISE
Singles: — *Albums: 21** *Avg Move: 2.15* *Aggrssv: 9*
 Big LP sales lead with new airplay at KSAQ, KFTZ, 98PXY and WAYS. Moves for KXYQ 22-17, 95XIL 33-27, KTMT 36-30, WIBW 40-35, WKLQ 35-30, KYYY 35-31, K104 24-17, WRVQ Deb 32, WHHY Deb 30, WNYP Deb 32, SLY96 Deb 37 and WJMX Deb 38.

BONHAM WAIT FOR YOU WTG
Singles: — *Albums: 41** *Avg Move: 2.36* *Aggrssv: 6*
 MTV and Rock 40 play lead with adds at Q104, WPXR, ZFUN and others. Jumps 8-6 KXXR, 7-4 WLRS, 9-5 WAAF, 32-28 CKOI, 34-27 WKLQ, 29-23 KNIN, 39-34 95XIL, Deb 28 WNYP, Deb 22 K104, Deb 29 KATM and Deb 34 KDWZ. Good requests!!

LOVERBOY TOO HOT COLUMBIA
 First single from greatest hits package goes right on the air at PIRATE, KXYQ, KXXR, 92X, WLRS, WAZY, WWSR, KATM and KDWZ.

FIONA EVERYTHING YOU DO ATLANTIC
Singles: — *Albums: —* *Avg Move: 3.20* *Aggrssv: 12*
 Rocker is pulling phones from MTV play with new radio play at KJ103, WDBR, WWSR, ZFUN and K104. Jumps at KXYQ 29-22, KXXR 36-31, WLRS 27-23, 95XIL 37-28, KNIN 40-33, WAFX 29-23, WSPK 35-31, KF95 40-36, KDWZ 33-19 and KATM 28-18.

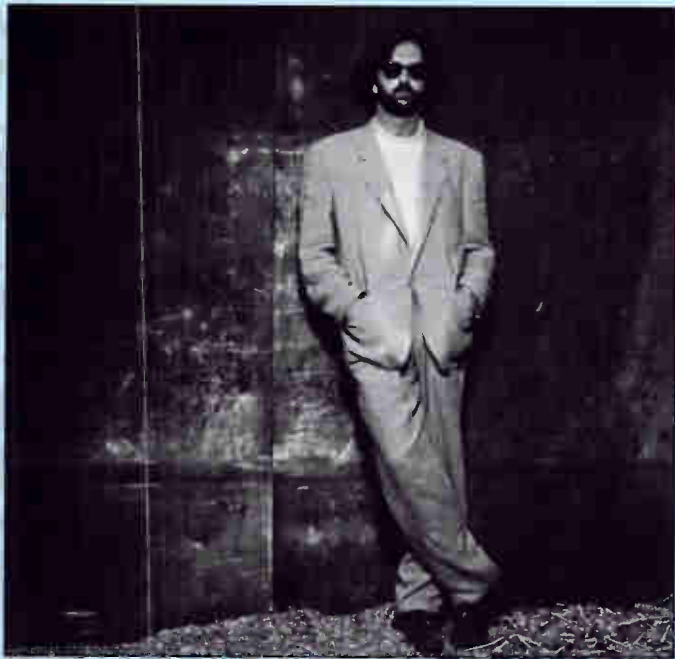
SARAYA BACK TO THE BULLET POLYDOR
 Picking up new airplay this week with adds at WIBW, WJMX and WSPK. Moves 11-8 KNIN, 34-29 WBNQ, Deb 40 KSAQ, Deb 34 WRVQ and Deb 36 WRCK.

KISS HIDE YOUR HEART MERCURY
Singles: — *Albums: 44*
 Early elpee sales and MTV play lead with adds at KTXY, WAZY, WNYP and FM104. Moves at WLRS 25-19, WKLQ 33-28, WOKI 20-13, KDWZ 27-22, KDWB Deb 25, KXXR Deb 39 and 92X Deb 26.

POST MODERN

SMITHEREENS A GIRL LIKE YOU ENIGMA/CAPITOL
 Huge at PoMo and Album radio with new Top 40 support this week at 92X, KSAQ, WOMP, ZFUN, WPST, KTUX, 99KG and others. Moves at KXXR 33-27, KNIN 33-26 and KDWZ Deb 35.

LENNY KRAVITZ LET LOVE RULE VIRGIN
 Album is beginning to sell with video play helping. New this week at CKOI, KNIN, Z107 and KDWZ. Breaking at KSAQ and KQIZ.



ERIC CLAPTON

▶ **“PRETENDING”**
 The New Single
 From The Album JOURNEYMAN

CROSSOVER!
31-21 HITS TOP FIFTY ALBUMS!

KSAQ	add	Z100	5-4	BREAKING AT:	
KPAT	add	K104	24-17	WOMP	95XXX
WAYS	add	KXYQ	22-17	CKOI	FM104
		WOKI	25-22	KF95	WWFX
KATM	deb 30	X106	26-23	WPST	Q104
WHHY	deb 30	KTUX	27-23	WHOT	WKZL
Y107	deb 30	X106	26-23	WDBR	ZFUN
WNYP	deb 32	WQUT	27-24	KWNZ	
WRVQ	deb 32	95XIL	33-27		
KISN	deb 36	WCGQ	31-28		
SLY96	deb 37	WVBS	32-29		
WJMX	deb 38	WKLQ	35-30		
WVSR	deb 39	KTMT	36-30		
		JET-FM	33-30		
		KYYY	35-31		
		WYCR	34-31		
		WFLY	35-32		
		KXYR	37-34		
		WPFR	37-34		
		KFBQ	38-34		



◀ **“WHAT KIND OF MAN WOULD I BE?”**
 The New Single

Produced by Chas Sandford
 Remixed by Humberto Gatica

From The Album That Features
 Five #1 Singles and Seven Top 5 Hits
GREATEST HITS 1982 - 1989

FLASHMAKER!


OUT OF THE BOX:

KKRZ	add	KZ93	add
WLOL	add	WCIL	add
Y100	add	WAZY	add
B97	add	KSMB	add
KPLZ	add	KTUX	add
KF95	add	WAEB	add
KTMT	add	WXKS	add
KBOZ	add	WMEE	add
K104	add	WCGQ	add
KQHT	add	WPXR	add
KFRX	add	WLAP	add
KZZU	add	KRNQ	add
KCIR	add		



© 1989 Reprise Records



CHICAGO® and  are marks owned by CHICAGO MUSIC, INC. These marks are registered in the U.S. Patent and Trademark Office, and in foreign countries, and licensed for use to Reprise Records. © 1989 Reprise Records



REQUESTS

As expected, **Phil Collins** takes the lead in requests with his first of many singles to come from his brand new album. **Janet** follows closely behind with her second smash in the making, **Soul II Soul** continues to generate

huge phones everywhere in the country and **Technotronic** has now spread from a dance club hit to a major Top 40 fave. **Rod Stewart** makes huge gains this week with his killer new hit from "Storyteller."

PHIL COLLINS PARADISE ATLANTIC

The album hits the streets this week and should make a hefty out of the box debut. Meanwhile the video is one of the hottest in the country with huge requests week after week. More mentions come in this week from B94, B97, FM102, KC101, KEWB, KIIS, KITY, KKRZ, KMEL, KQCR, KRQ, KZZP, WBWB, WKLQ, WLOL, WRCK and WRQN.

JANET JACKSON RHYTHM A&M

Second single from the already multi-platinum album takes a huge leap in phone action this week with single and album sales continuing to go through the roof. The video is currently Top 10 at MTV with much more growth in sight. Hots this week include B94, B97, FM102, KC101, KEWB, KIIS, KITY, KKMGM, KKRZ, KMEL, KRQ, KZZP, WBWB, WJMX, WLOL, WNVZ and WPGC.

SOUL II SOUL BACK TO VIRGIN

This second single developed in major markets around the country at stations who swore it was a giant reaction record. It has now spread in secondary markets and continues to be one of the hottest phone records in the country with hot mentions this week coming in from B97, FM102, KC101, KIIS, KKMGM, KKRZ, KMEL, KRQ, KZZP, Q106, WLOL, WNVZ, WRCK, WRQN, WSPK and more.

TECHNOTRONIC PUMP UP SBK

Huge dance crossover sensation is generating big phones everywhere with hot 12" sales and video play helping. Big reports this week include B97, G98, HOT97, KC101, KIIS, KITY, KKMGM, KKSS, KMEL, KQCR, Q106, WPGC, WQXA and WSPK.

LOU GRAMM BETWEEN ATLANTIC

Great week on the phones! Early sales are beginning to show up at national retail accounts with the video at MTV helping. Big request action at B94, B97, G98, KC101, KKRZ, KNIN, KQCR, KQIZ, WBWB, WGLU, WKLQ, WLOL, WQCM, WQUT and many others.

JOE COCKER WHEN THE NIGHT CAPITOL

Former Wildcard pick is making significant gains each week at both radio and retail. The album is growing each week and the video is in solid rotation at MTV. Big mentions this week: B97, G98, KKRZ, KQCR, KQIZ, KZZP, WJAD, WJMX, WMMS and WNVZ.

NEW KIDS THIS ONE'S COLUMBIA

Their three albums all remain Top 20 on the Top Fifty Albums Chart with lots more momentum with the holiday season approaching. Hots this week come from B94, FM102, KIIS, KKRZ, KZZP, WBWB, WGTZ, WJMX, WNVZ, WOMP, WQXA and WRCK.

SYBIL DON'T NEXT PLATEAU

This one's been out for a while now and has spread steadily through the system with big requests leading the way. Hots this week include B97, KC101, KIKX, KITY, KKMGM, KKRZ, KQCR, KZZP, WBWB, WQXA and WSPK.

ROD STEWART DOWNTOWN WB

New single from his "Storyteller" compilation is exploding on the phones with MTV Exclusive video exposure. Hot phones this week at B94, B97, KC101, KKRZ, KQCR, KZZP, Q107, WJMX and WLOL.

SKID ROW REMEMBER ATLANTIC

Now officially out as a single, this one is goin' all the way. Strong album sales continue with requests now really kicking in. Big mentions at B94, KATM, KC101, KZZP, WJMX, WPRR, WQXA, WZUU, ZFUN and many more. Former Wildcard.

MADONNA OH FATHER SIRE/WB

Her brand new video is now in solid rotation at MTV and should help propel this ballad up the charts even faster. Big increases in phone action this week at KIIS, B94, B97, FM102, KZZP, WBWB, WOMP, WSPK, WWFX and many others.

BABYFACE TENDER SOLAR/EPIC

Second single and follow-up to his Top 10 debut hit is already generating big phones at the dance-leaning Top 40's with early development at the mainstreams. Hots include FM102, HOT97, KITY, KKRZ, KMEL, KRQ, KZZP, WPGC and WPRR.

FIONA SEXING ATLANTIC

Her video with Kip Winger seems to be a major factor in the success of this first single at radio. Requests are building with mentions this week from 95XIL, G98, KQIZ, KWTO, WJMX, WSPK, WWFX and WZUU.

ALSO GAINING REQUEST MOMENTUM

SEDUCTION
TOM PETTY
KEVIN PAIGE

TWO
FREE
SHUT

VEN/A&M
MCA
CHRYSALIS

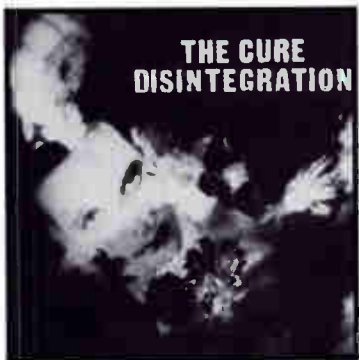
PRINCE
TINA TURNER
MICHAEL BOLTON

ARMS
STEAMY
HOW CAN

WB
CAPITOL
COLUMBIA



TOO BAD IRVING DIDN'T LIVE TO SEE THIS.



THE CURE
"Lullaby"

the single and video
from the PLATINUM PLUS *DISINTEGRATION* album.

FLASHMAKER!

WABB	add	KSAQ	16-9
KRZR	add	KNRJ	22-11
KKMG	add	HOT94.9	23-20
KNIN	add	KTUX	31-25
WINK	add	Q104	34-30
KJ103	add		
WCKZ	add		



Mötley Crüe
DR. FEELGOOD

MÖTLEY CRÜE
"Kickstart My Heart"
the single and video from the
DOUBLE PLATINUM PLUS *DR. FEELGOOD* album.

CROSSOVERS WINNER!
DEBUT **50** HITS TOP FIFTY SINGLES!
11 HITS TOP FIFTY ALBUMS!

WMJQ	add	KATM	20-16
KBEQ	add	92X	26-23
WPHR	add	KNIN	31-24
KDWB	add	WANS	37-33
KJ103	add	KWNZ	34-31
WFLY	add	95XXX	39-35
		KZFM	40-35
KDWZ	deb	29	
WPST	deb	37	



Linda Ronstadt
featuring
Aaron Neville
Cry like a rainstorm
Howl like the Wind

LINDA RONSTADT
featuring **Aaron Neville**
"Don't Know Much"
the single and video from the PLATINUM
CRY LIKE A RAINSTORM, HOWL LIKE THE WIND album.

128 HITS TOP FIFTY SINGLES!
13 HITS TOP FIFTY ALBUMS!

KXYQ	add	KJ103	10-4	
WOKI	add	KZFM	17-10	
WPRR	add	Z95	17-11	
		Y108	15-11	
WLWL	deb	27	Q107	15-11
			WZOU	17-12
			K92	20-15
KLUC	1-1		WKSE	23-18
G105	2-1		WAVA	23-19
KSAQ	6-4		WRVQ	27-21
Q104	6-4			

ON IT'S WAY TO #1!!!

ON YOUR DESK NOW THE CROSSOVER URBAN SMASH
ENTOUCH—"ALL NITE."

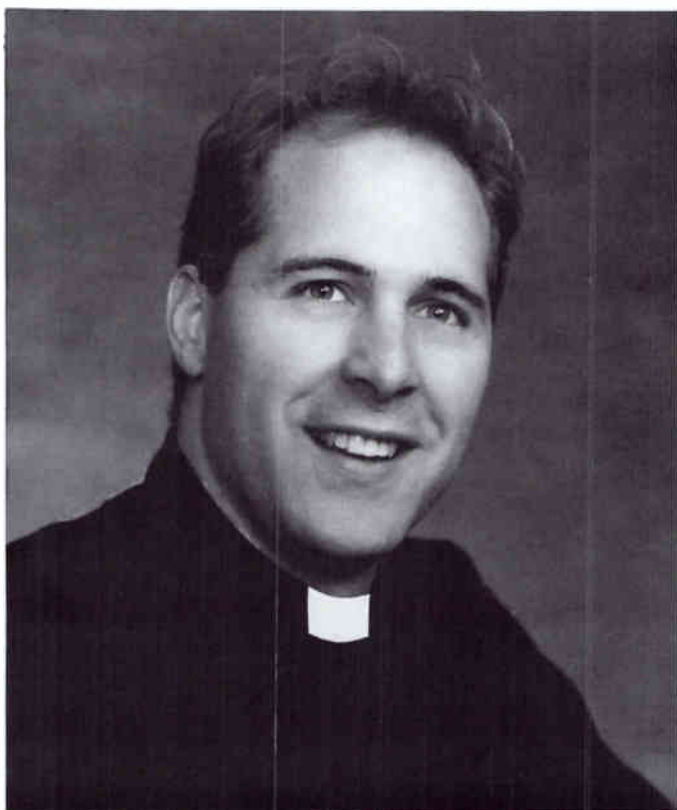
DAN QUAYLE COUNTDOWN:
1146 days to go

We're Berlin hot... on Elektra cassettes, compact discs and records.

©1989 Elektra Entertainment, a Division of Warner Communications Inc., ®

When you play it, say it!





HOLY TOLEDO

Born in Freeport and educated in Athens — that's Illinois and Ohio, you jerk, not the Bahamas and Greece! — John O'Rourke's taking the PD gig at Toledo's WRQN pretty serious. So far, he's set his station attacking the two market leaders, not bad for a guy who graduated from Ohio University in 1983 and went to WWJM in New Lexington, Ohio for the swing thing. Along the way, he's also worked at WIBZ in Parkersburg, West Virginia, WNCI in Columbus where he did the swing thing again and produced the morning show, before heading to KZZP in Phoenix for overnights. Now, though, he calls the shots, as opposed to HITS' Danny Ostrow who spends most of his time dodging bullets.

What made you decide to leave Nationwide?

It really wasn't a conscious decision to leave Nationwide. It was a conscious decision to get into programming. I love Nationwide; I think they're incredible fun and a very fair company. They've got some great talent there and working for them was probably the highlight of my career so far. I just wanted to get into programming and there wasn't anything with Nationwide that I could do in that area. John Sinton works pretty closely with some of the Nationwide AOR stations and I'd heard a lot of good things about him; Guy recommended him highly. So, Sinton bought WRQN and when I decided to go, the folks from Nationwide said, "Hey, we're not going to let you go too far." So, I'm hoping one day I'll be back with Nationwide in one of their markets!

Do the other major Ohio market

stations influence you?

I look at certain things; WMMS' playlist doesn't affect me a whole lot in terms of, "If WMMS adds it, I should." I do like to see what that market is doing, though, because I think we're close to Cleveland demographically, an industrial town, more of a blue collar town than I've been used to. It's more blue collar than, say, Columbus or Cincinnati is. I like to know what's going on in Cleveland, but I'm more interested when I can find out little tidbits of research here and there as to how records are doing in Cleveland, not just WMMS, but all the stations there. Detroit, too, to some extent — although Detroit tends to be much more of an urban market than Toledo.

When you got to WRQN, how did you decide how to position and image the station?

The imaging and positioning of WRQN was pretty much set when I

got here. The Operations Manager, Steve Mason, who was acting PD at the time, had pretty much set the tone for the station. And I don't want to say Pirate Radio, either, because it was before Pirate and we are not Pirate. But that reckless attitude, that "Hey, we're the little guys, the 2000 watt station twenty miles outside of town that just wants to do what you want to hear" type of attitude, that's what we're about. We were leaning a little bit more rock for lower demos at the time, because the stations we were going against were a classic dinosaur of Album Rock, WIOT, and a hot adult station, WMHE. Those

and get by with it. We came on really hard, really aggressive and attacked both stations, took their images and drove them home in the minds of the listeners. (We) made WIOT look like it was a station for drug crazed rock and rollers and WMHE look like it was a station for blue hair old ladies. We just pounded that into the listeners heads, while at the same time saying we were the cool, hip station. We referred to them as "The Wimps" and "The Dinosaur" on the air. In other words, we positioned them as a heavy metal station and a wimpy station because they were vulnerable. The one thing that's

"The one thing that's really happened — and I've heard it from the record people that come through — is that radio in this town all over the dial has gotten a lot better."

two had been around since God was a kid and traditionally pulled 15 and 17 shares, back when this station was pulling 3s and 4s. We needed to go someplace where they hadn't been. WMHE was very A/C, especially during the day, and WIOT was practically a classic rock, so that left us a niche to sound Rock 40-ish and still play the Madonna's and what not.

How has WRQN changed the Toledo market?

I'd say the biggest way we've changed it is by breaking it up. Like I said, there were two giants in this town: WMHE and WIOT. They've been around forever and had never had any really serious competition. They didn't compete with each other too much; they each had a good chunk of the market and were happy with that. WRQN, this little dinky station 20 miles outside of town was always just sort of an also ran. So to pick up steam, we had to wake the town up. It sure woke those two stations up! No longer could they just sit there doing what they were doing for several years

really happened — and I've heard it from the record people that come through — is that radio in this town all over the dial has gotten a lot better. And I have to attribute that to this radio station. We forced everybody to get on their toes. Toledo is a very tough market right now, it's a neck and neck battle down to songs and breaks.

Why haven't you mentioned Guy Zapoleon or Bill Richards yet?

That's right, two incredible programmers! I've worked with both of them. Bill gave me my first shot at a real radio station and I appreciate that. And what can I say about Guy Zapoleon? I mean, he's Guy Zapoleon, someone I look up to and probably always will. The thing that I liked about Nationwide is that I got to network with such incredible talent, guys like Dave Robbins, Clark Ingram, Kevin Weatherly, Todd Fisher and Gene Baxter. Whenever I can pick their brains, I'll do it and they know it. I would like to see that whole team reunited one day — and when that happens, look out world! ■

MICHAEL MORALES

"I DON'T KNOW"

FROM THE ALBUM **MICHAEL MORALES**

FLASHMAKER!

WNVZ	add	KCMQ	add	SLY96	39-35
WIBW	add	WKSI	add	WAZY	40-37
WCIL	add	KFBQ	add	BREAKING AT:	
WNYP	add	KTUX	add	KEGL	
WVBS	add	WERZ	add	KRBE	
KYYY	add			Y108	
WRVQ	add	WWCK	37-32	Y107	
K92	add	KQIZ	40-34		



WING

SARAYA

"BACK TO THE BULLET"

FROM THE ALBUM **SARAYA**

CROSSOVER!

WSPK	add	KMIN	11-8	BREAKING AT:	
WIBW	add	OK95	13-8	WMMS	
KNOE	add	92X	15-13	KXXR	
K106	add	Q107	30-27	KRBE	
WJMX	add	WBNQ	34-29	Y107	
		WPHR	33-30		
KSAQ	deb 40				



Sharon Bryant

"FOOLISH HEART"

FROM THE ALBUM **HERE I AM**

CROSSOVER!

KTFM	add	KZFM	add	KITY	deb 32
FM102	add	KFBQ	add	HOT102 33-29	
Y107	add	KZBS	add	BREAKING AT:	
KF95	add	KNMQ	add	KJMZ	
WANS	add			WTIC	



WING RECORDS



"Can those two car nuts actually run a record company?" That was the question the entire industry was asking in September, 1986, when classic-car buff Jeff Ayeroff and part-time race driver Jordan Harris jointly took the wheel of Virgin's new American operation. Ayeroff and Harris had worked closely at A&M before the former moved to Warner Bros. to head the label's creative efforts, while the latter took over A&M's A&R department. Each seemingly had everything — money, power, visibility, great gigs at respected labels, the works — but they wanted something more: to run a record company.

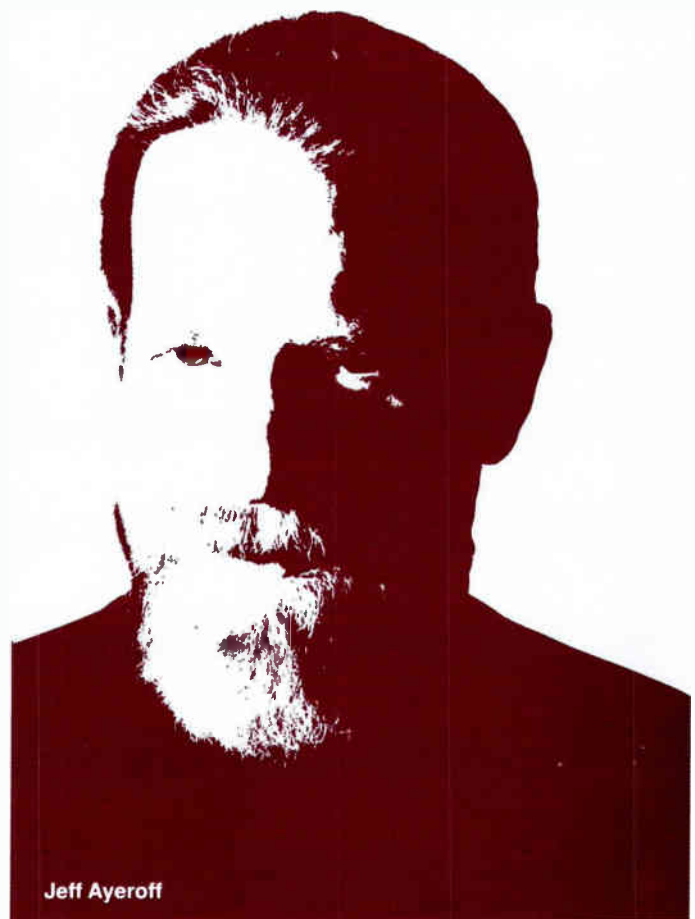
So when Richard Branson knocked, Jeff and Jordan answered, and the industry waited for them to crash and burn. But instead of stalling out, they took off, clicking with British pop from the parent company while they gradually built a formidable domestic roster that runs the gamut from A (Paula Abdul) to Z (Ziggy Marley & the Melody Makers). Now, just three years later, Virgin Records America is a major player, with big hits and big plans for the '90s — as HITS' Bud Scoppa discovered when he sat down with his former colleagues from the A&M product management department (circa 1977-78). Ayeroff and Harris own lots of cars, Scoppa's still saving up for an oil change.

Jeff & Jordan's excellent

Adventure



Jordan Harris



Jeff Ayeroff



Jordan rolls with it.

BUD SCOPPA: This operation is a far cry from our little offices above the A&M soundstage. At the rate you're going, can feature films be far off?

JEFF AYEROFF: I used to think I wanted to be in the film business; now I think I wanna be a farmer.

JORDAN HARRIS: Jeff always knew that his attention span was too short to ever make feature films. Now he's decided his attention span's too short to make music videos!

JA: Yeah, I think I'm gonna get into subliminal messages and soundbites.

JH: In fact, Jeff's now bored with this interview.

JA: So, what do you want to know...

BS: What led you two to leave those great gigs you had and hang 10 with a new label?

JA: It was a perfect opportunity — Virgin needed us and we needed to make a move. We didn't have to move; we needed to do it for our own career goals and our own psyches. That's what life's about. We had both apprenticed in good schools and were ready to make a move, and there was no room where we were to take that step. So the next logical step was to take the risk and start a company with good people backing us. That's what we did and that's why we've succeeded — it's the synergy between the good people backing us and us.

JH: That, and being able to handpick good people to work with.

BS: You didn't hire stars for your key slots; you mostly took younger, less well-known people. And quite a few of them have come through in a big way.

JH: I don't think we took anybody at the peak of their careers or their abilities. We took people who were on the right side of the curve.

JA: We come from a very unique

background — and since you were part of that background, you probably understand it better than anybody else who could write an article on us. We learned one basic tenet from A&M, and that was to be artist-oriented. It sounds like a cliché, but it's not. As Roland Young [A&M's

Art Director in the '70s] used to say, "Enjoy the artists in this business and you'll enjoy the business." We've always bought into that. We've always tapped ourselves into young artists, old artists, recycled artists, recirculating artists — the energy that comes from the art form we're involved in. Between the two of us, we probably have disdain for the business aspects. I'm not capable of doing it — I don't

have the psyche for it. Jordan can do it because it's a challenge to him, but I think he endures it more than he enjoys it. So I think the reason we're successful is that we override a lot of it. We short-wire it and we tap into the energy of creativity. And we looked for people who weren't jaundiced by the nature of our business. We hit people at the right time, and created an environment that promotes creativity. It's the kind of environment we've seen before; it's not like we invented it. We reinvented what we'd seen at A&M and Warner Bros.

JH: Those are the two places where we both worked.

JA: And they're the only two places where we probably could've worked.

JH: Talking about "artist-oriented companies" and all that; it may be rhetoric, but we're two guys who bought it and believed it and tried

"The whole point of our business is to ride to the windmills. That's what it is. It's about having dreams and being the fool — but having power when you do that."

to put it into practice.

JA: To a certain extent it is rhetoric, but the bottom-line situation for us is not necessarily that Paula Abdul and Soul II Soul are selling a lot of records. If I was to put a paragraph together about us, I would say that it's Paula Abdul's success, it's Neneh Cherry's reviews, it's Lenny Kravitz's potential, it's the overall excellence of Syd Straw, Sam Phillips, Bob Mould

and Julia Fordham, it's Camper Van Beethoven being where they are now, it's our classical label getting great respect, it's a great new LP from like Warren Zevon, it's seeing Soul II Soul on the cover of the L.A. Times Sunday Calendar, it's the After 7 record going up the charts, it's Ziggy Marley & the Melody Makers getting the kind of respect and recognition they deserve, it's how cool E.U. is, it's UB 40 returning to us, it's Ryuichi Sakamoto's Academy Award, the genius of Steve Winwood and Keith Richards, the Roy Orbison phenomenon... Y'know, you look at us and we are our roster. In this three-year period, the phenomenon of our company is not our sales, or the fact that we're making money, or that we look good on the charts — it's our roster. Because all that success flows out of the crafting of our roster. That's the craft we learned at A&M and Warner Bros.

BS: From a purely aesthetic standpoint, there aren't a lot of generic acts on Virgin.

JA: I'm proud of that. And whether we're in the black or the red with our artists is insignificant relative to the synergy that's created in terms of being able to sign the next Lenny Kravitz, NRBQ or Syd Straw. It tells me we're doing the right thing. **BS:** There was a period before the label kicked in when skeptics around the industry pointed to Virgin and said, "They're spending way too much money, and they don't seem to be getting results from that expenditure."



The "I Wonder?" Years — A&M's original product mismanagers in '77 (l-r): Scoppa, Jamie Cohen, Ayeroff, Dorene Lauer, Harris (nice hair, Jordan).



Jeff's thinking, "After this photo shoot, I'm gonna go down to Garage #14 and sit in my '55 Chevy Nomad..."

JA: Do we spend any more money than other labels? I've worked at companies, I know what budgets are. We don't spend any more money than other labels do.

BS: But that's the perception.

JH: If people have that perception, maybe we're getting value for the dollars we're spending.

JA: Let's put it this way: Yes, we spend more money than anybody has ever spent in the history of the record business on every aspect of what we do — including lunch. And we're gonna continue to do that. But somehow we make money doing that! So we're happy, and we eat well.

BS: To ask what may be a leading question, got any big plans for the '90s?

JA: The next phase for us is we're going to expand — but not to the point of growing to fail. We'll be cautious and do it in the same manner as we've done it before. It's also good for our staff. We're deep on the bench in promotion, for example; it allows for growth to come out of that area. Because creatively we have the ability to have too much. When you have that, you have a real problem, because the things you're losing are too good to lose.

JH: Rather than allowing bureaucracy and corporate thinking to get into this company as it gets bigger and bigger, the growth pattern for us is to do what we've done in the U.K. — and that's to spin off into several creative centers —

JA: Two small companies rather than one big company.

JH: — so you can have a number of smaller creative areas where the artists and records will get a lot of individual attention. But, the whole adds up to more.

JA: So an artist becomes the number one or two artist on your label in a certain category rather than the sixth, because of the level of the act's sales and because of the workload. It's those kinds of situations that we're trying to remedy.

JH: It's recognizing what works and what's special. Everything changes and evolves into something else. We

"I don't think we hired anybody at the peak of their careers or their abilities. We took people who were on the right side of the curve."

know that if we build something that doesn't allow the two of us and the creative staffs to be involved in every project, and to make sure that everything we release is marketed properly and given a fair shot, then something's wrong.

JA: The point is, creativity is the god.

JH: If Jeff and I have bosses, it's the artists on our roster.

JA: And just like in any business, our bosses make us crazy. It's the nature of the beast. We strive for great-looking ads, we strive for great-looking videos, we strive for great promotion people, we strive for honesty... There's a lot of stuff, and it's been working.

JH: We decided early on that if we were gonna do this, we were only going to do it one way — by setting really high standards for the kind of people that we work with and the artists that we work with. We've held onto that, and it's too important for us to take shortcuts.

JA: The whole point of our business is to ride to the windmills. That's what it is. It's about having dreams and being the fool — but having power when you do that.

BS: From what I've seen and from what you say, the fuel that powers Virgin is emotion.

JA: It's fairly well-known that I have passions, and one of my statements is that all acts are not created equal. I may get more passionate about one artist than another. We have many children, and one of the things we'll beef up in our expansion is the passion factor, so we can have more people with the ability to generate energy internally — specifically, a product management department.

BS: So fuck objectivity — go with what you're excited about.

JA: Objectivity gets in the way, because it causes you to step on the brake pedal as opposed to the gas pedal. See, brake pedals are dangerous when you're in a race — you don't win a race if you've got your foot on the brakes. In a race, I'd rather be very proficient with the gas pedal and not the brakes. That's what it's about. At a certain point you've gotta say, "Put the brakes on

national figures at radio. There are very different spheres of the record business: the light that is cast on Jim Swindel in the sales and distribution community, the light that is cast on Phil Quartararo... we've had some good spotlights. People were dubious about our ability to be president of a record company, but I don't think anybody was ever dubious about us as a creative director and an A&R head. I still think Jordan and I are on a learning curve — we're in this process of being two guys running a record company. Every other day I learn something I screwed up on or I should've done or I did right. And I think we're gonna be learning for a long time.

BS: When you stop learning, that's when it's time to —

JA: — to hang up the old needle... or should I say laser?

BS: What are your actual titles, anyway? I keep seeing different versions.

JH: We change it every week.

JA: It doesn't matter. We're partners. That's what it is, a very good partnership. I don't think in a million years I could run this company without Jordan. And he better not think he can run it without me!

JH: And that's one thing that has worked better than either one of us ever could've imagined is our partnership. We've been friends and we've worked together for a long time.

BS: Well, I remember when Jeff first saw you he immediately liked your hair.

JA: It's true, Jordan has great hair... Hey, you wanna have a discussion about cars... ●



Jordan decides to find out for himself what Neneh's Adidas smells like. Mmmm, nice.

NENEH CHERRY

"Heart"

From the album **RAW LIKE SUSHI**

FLASHMAKER!

WXKS	add	HOT97	add	HOT97.7	add	HOT94.9	add	KKSS	add
WKBQ	add	WIOQ	add	WLUM	add	WWCK	add	KJMZ	add
KMEL	add	KKFR	add	KZHT	add	WRCK	add	KZFM	add
								WHY	add
								WCGQ	add

LENNY KRAVITZ

"Let Love Rule"

From the album **LET LOVE RULE**

CROSSOVER!

		KNIN	add		
CKOI	add	WAAL	add	BREAKING AT:	
KDWZ	add	KZZU	add	KSAQ	

REDHEAD KINGPIN

"Pump It Hottie"

From the album **A SHADE OF RED**

WIOQ	add	BREAKING AT:	
KBFM	add	KNRJ	
KKMG	add		

ZIGGY MARLEY

"One Bright Day"

From the album **ONE BRIGHT DAY**

ON YOUR DESK NOW!

Virgin

EARPICKS

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

Eddie Money takes it this week with his first single from a hits project. The new old **Skid Row** is a home run, if you haven't already played it, you should now. Reprise keeps the heat on with the new **Chicago** single followed by the

fourth **Neneh Cherry** cut. **Loverboy** is back and ready to rock and the **Tears for Fears** continues to get mentions. Radio says the **Poco** is a hit. The new **Paul McCartney** single is supported by a huge sold out national tour.

WINNERS

1 EDDIE MONEY	PEACE	(Columbia)	6 ROD STEWART	DOWNTOWN	(WB)
2 SKID ROW	REMEMBER	(Atlantic)	7 LOVERBOY	TOO HOT	(Columbia)
3 CHICAGO	WHAT KIND	(Reprise)	8 TEARS FOR FEARS	WOMAN	(Merc/Font)
4 NENEH CHERRY	HEART	(Virgin)	9 POCO	NOTHIN'	(RCA)
5 AEROSMITH	JANIE'S GOT	(Geffen)	10 P MCCARTNEY	FIGURE	(Capitol)

DOMINICA /WKQB/CHARLESTON
E Money/M Damian/Fiona

K ALTOMARE/RHINO RECORDS/LA
K Bush/J Jeff/Prince

RICK ANDRADE/ZIPS/TUCSON
Aerosmith/Whitesnake/R Stewart/L Kravitz

P ANTHONY/EPIC/NEW YORK
Mrs Morrison

D BAKER/WJMX/FLORENCE
S Row/Poco/R Stewart

ROBIN BANKS/JET-FM/ERIE
E Money/Fiona

M BARNHILL/REC BAR/DURHAM
F Beverly/N Cherry/Max Q/P McCartney

CINDY BARR/SPECS/MIAMI
Quincy/C King/T LeMans/F Beverly

G BAXTER/X100/SAN FRANCISCO
Chicago/S Row/Aerosmith/B Boys

BOB BECK/KYYY/BISMARK
Roxette/E Money

D BENSON/BURKHART/ATLANTA
Chicago/S Row

KEN BENSON/WTHT/PORTLAND
Chicago/E Money

C BLANE/REVOLVER REC/SF
K Tracy/O Blue/O Newton John/J Tesh

D BON LEVIN/ATCO/LOS ANGELES
D Osmond/Bonedaddys/Carpenters/O Blue

J BRACKEEN/TOWER/WESTWOOD
P Abdul/R Stewart/S Row/S Bryant

CONNIE BREEZE/KKRZ/PORTLAND
E Money/Michel'le

T BRENNER/ARROW DIST/OHIO
I McCulloch/S Colvin/D Dixon/Wonderstuff

B BRENT/WALL TO WALL/PHILA
M Crue/Aerosmith/Cure/S Row

GUY BROUILLARD/CKOI/MONTREAL
E Money/L Kravitz/G Jones

TOM BROWNE/B98/FT. SMITH
D For Pearls/S Bryant/E Money

JON BRYANT/G98/PORTLAND
D For Pearls/E Money

AL BUNCH/WZZU/RALEIGH
Loverboy/W Lion

SCOTT BURTON/WRCK/UTICA
N Cherry/S Row/S Bryant/C Max

BILL CAHILL/94Q/ATLANTA
T Turner/P Carrack/E Money

L CAMPBELL/B94/PITTSBURGH
E Money/Aerosmith

J CERONE/WBWB/BLOOMINGTON
Aerosmith/Poco/W Lion/Company B

B (DUDE) CHIN/A&M REC/LA
JW Harding/J Butcher/G Kings/M Shocked

D CLARK/SLY96/SAN LUIS OBISPO
S Row/C Max/Quincy/J Jackson

LARRY CLARK/WWFX/BANGOR
E Money/S Row/M Morales/Loverboy

BEAVER CLEAVER/WNVZ/NORFOLK
E Money/M Morales/T For Fears

J COHEN/STRAWBERRIES/BOSTON
Max Q/N Cherry/Chunky A/TT D'Arby

JJ COOK/KFRX/LINCOLN
E Money/Chicago/T For Fears/M Damian

JOE CRAIN/WTBX/DULUTH
S Row/Bonham/Poco

DAVE CURTIS/LECHMERE/BOSTON
P McCartney/E Money/Chicago/S Colvin

D DARUS/ISLAND/LOS ANGELES
S.A.C.

F DAVIS/ANGOTT/DETROIT
Ministry/9" Nails/Quincy

J DAVIS/KIKX/COLORADO SPGS
J Jackson/T Turner/Seduction/Babyface

J DAWSON/WJAD/BRAINBRIDGE
T For Fears/H Impact/Chicago/Babyface

ALBIE DEE/WPGC/WASH DC
Yvonne/S Bryant

"EVERYTHING"

From the album *Larger Than Life*

Jody Watley

23-20 HITS TOP FIFTY SINGLES!
OVER 20 ADDS INCLUDING:

KDWB	add	Y108	9-6
B104	add	WZOU	19-14
WNVZ	add	HOT97	19-16
WMJQ	add	KS104	19-16
B94	deb	X100	25-18
	29	KRBE	28-25
KITY	4-3	Y100	30-27
Q105	8-6	PWR99	32-29
FM102	7-6	KISN	39-33



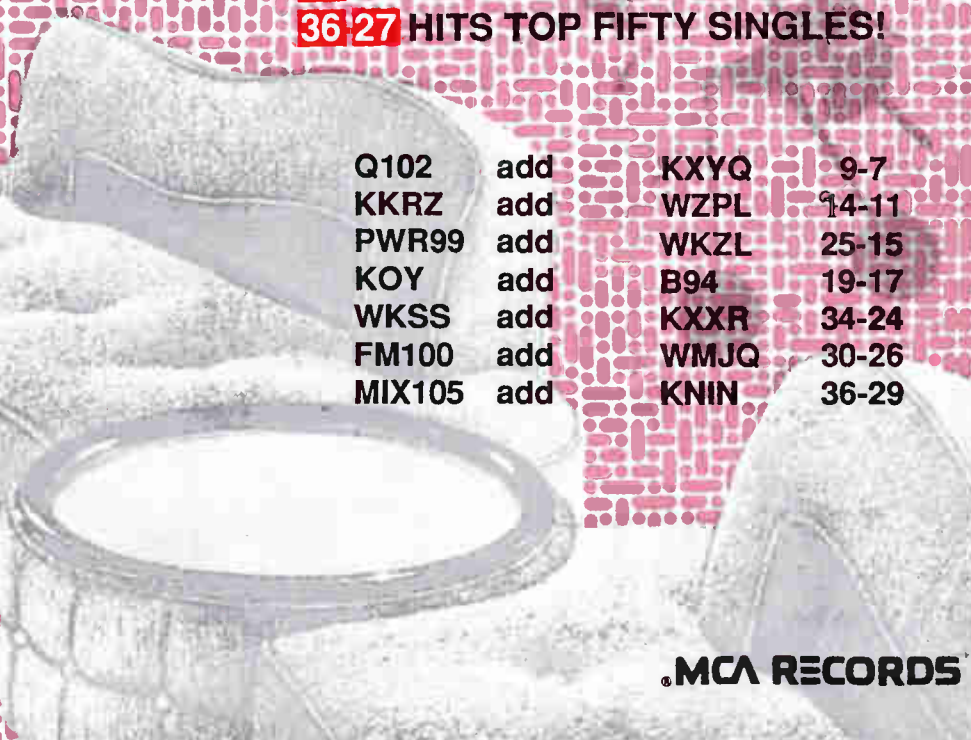
"FREE FALLIN'"

From the album *Full Moon Fever*

Tom Petty

16 HITS TOP FIFTY ALBUMS!
36-27 HITS TOP FIFTY SINGLES!

Q102	add	KXYQ	9-7
KKRZ	add	WZPL	14-11
PWR99	add	WKZL	25-15
KOY	add	B94	19-17
WKSS	add	KXXR	34-24
FM100	add	WMJQ	30-26
MIX105	add	KNIN	36-29



MCA RECORDS

EARPICKS

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

PAUL DONOVAN/B96/CHICAGO
Shana/Young MC/T LeMans

G ESMINO/SEA PORT/PORTLAND
C Nouveau/J Watley/Aerosmith

SAM ESTEBON/KQM/Q/HONOLULU
E Money/B All Means

MARK FEATHER/WQXA/YORK
C Girls/R Base

K GEIDT/TOWER/SHERMAN OAKS
N Cherry/Max Q/Megadeth/P McCartney

T GILLETTE/GEFFEN/LOS ANGELES
J Strummer/W Guthrie Tribute

KAREN GLAUBER/A&M/LA
Megadeth/XYZ/S Bryant

B HANSON/WMMS/CLEVELAND
E Money/P McCartney

N HARRISON/K106/BEAUMONT
E Money/Young MC/Babyface/Michel'le

EDDIE HASKELL/K92/ROANOKE
S Row/E Money/M Griffiths/Poco

H HAZE/KKSS/ALBUQUERQUE
R Stewart/N Cherry/R Kingpin

STEVE HELLER/ZFUN/MOSCOW
Nylons/E Money

M HERZER/RECORD BAR/C CHRISTI
Young MC/Whitesnake/Aerosmith/S Row

C HOLMSTROM/ROUND UP/WASH
K Bush/R Stewart(Box)/Poco/P Himmelman

D HOUGHTON/UNIVERSAL/PHIL
Smithereens/N Cherry/P Carrack/Ace

L HUGHES/95XIL/PARKERSBURG
E Money/Bonham/R Beck

JACK ISQUITH/EPIC/NEW YORK
D Amitri/Walkers

C JACK/KKSS/ALBUQUERQUE
H Impact/Paris By Air/R Kingpin

K JAKIELA/GALAXY/PITTSBURG
R Stewart/S Row/Prince/Chunky A

J JOHNSON/BUZZ'S NEST/COL
P McCartney/Megadeth/S Row

P JOHNSON/PRO/TEMPE
Ministry/Stevie B/T Base/Rush

JAY BEAU JONES/WEGX/PHILLY
Babyface/Young MC/S Row/Aerosmith

MIKE JONES/ZIA'S/PHOENIX
I McCulloch/L Kravitz/E Z'Nuff

W KAUFFMAN/WQCM/HAGARS
E Money/B All Means/S Row/T For Fears

J LASPESA/TOWER SUNSET/LA
G Clinton/Prince/P McCartney/M Penn

SCOTT LIEF/WERZ/EXETER
B All Means/S Row/E Money/Robin B

MARK LOBEL/WBLI/LONG ISLAND
E Money/Fiona/Company B

S MANN/WQUT/JOHNSON CITY
Chicago/S Row/S Mills/E Money

S MARTINEZ/RECD BAR/OKLAHOMA
Quincy/Kix/Babyface/P Collins

D MATHES/STREETSIDE/ST. LOUIS
Quincy/J Jackson/Whitesnake/Fiona

CHUCK MCGEE/WOMP/WHEELING
Chicago/E Money/Loverboy/Smithereens

J.J. MCKAY/KWTO/SPRINGFIELD
R Beck/Whitesnake/Poco/S Row

K MEDIN/GALGANO/CHICAGO
S Row/Ministry

RITA MELOTTI/KFBQ/CHEYENNE
D For Pearls/RH Chili Peppers

M MERCURIO/REC & TAPE/OHIO
E Money/C King/Max Q/Megadeth

L METZ/LIEBERMAN/MT. LAUREL
S Row/Max Q/N Cherry/E Money

KEVIN MCCABE/HOT97/NY
Michel'le/D Or Alive/N Cherry/Expose

TIM MIKKELS/KKNB/LINCOLN
E Money/Megadeth/Smithereens

JOHN MILLER/ZIA'S/TEMPE
I McCulloch/D Mode/B Surfers/K Bush

J MOSKOW/SCHWARTZ/WASH D.C.
T For Fears/M Crue/Aerosmith/R Stewart

JOHN O'ROURKE/WRQN/TOLEDO
Chicago/Young MC/D For Pearls/Saraya

PJ OLSEN/WLOL/MPLS
E Money/S Row/Chicago

D PAARMAN/KQCR/CEDAR RAPIDS
R Beck/E Money

D PARHAM/J&R MUSIC/NEW YORK
J Lee Hooker/FB Boys/E Clapton/R Crowell

ALAN POWERS/KIMN/FT COLLINS
Chicago/E Money/Eurythmics

DOUG RICHARDS/KOKZ/WATERLOO
Chicago/B All Means/A Winbush/E John

DON RIVERS/KBIU/LAKE CHARLES
Loverboy/Stevie B/Aerosmith

KEVIN ROBINSON/WVIC/LANSING
Bonham/E Money

T ROSS/CENTRAL SOUTH/NASH
E Money/S Row/N Cherry/Max Q

RANDY ROSS/WGTZ/DAYTON
E Money/Chicago

B ROSSER/MIDDLE EARTH/DOWNEY
S Roses/T Waits/REM

DAVE ROY/TRANSWORLD/ALBANY
R Stewart/Scorpions/Angels/P Collins

CHRIS RUH/KZOZ/SAN LUIS OBISPO
S Row/N Cherry/B All Means/H Impact

STEF RYBACK/KC101/NEW HAVEN
Chicago/Aerosmith/E Money

M SANTOSUOSSO/KZZP/PHOENIX
T LeMans/B All Means/S Lewis/D Lazy

B SAY/MOBY DISC/LOS ANGELES
S Row/P McCartney/D Dixon/Megadeth

T SBRIGLIA/TRANSCON/BUFFALO
S Bryant/J Airplane/Max Q/S Row

S SCHANTZ/WSPK/POUGHKEEPSIE
E Money/T For Fears/Babyface/Saraya

M SCHNEIDER/APPLE TREE/ILLINOIS
S Row/M Crue/R Stewart/T For Fears

T SCHWARTZ/LOU'S REC/INCINTAS
T Dayne/After 7/Camouflage/M Pfeiffer

TINA TURNER

"STEAMY WINDOWS"

FROM THE ALBUM FOREIGN AFFAIR

FLASHMAKER!

**RADIO AGREES: BETTER THAN "THE BEST"!
OVER 20 ADDS AND 20 DEBUTS!!**

**WILL GO ROCK 40 AND THE NEW DANCE MIX WILL BUST A MOVE IN THE CLUBS!
5 STAR VIDEO!**

JOE COCKER

"WHEN THE NIGHT COMES"

FROM THE ALBUM ONE NIGHT OF SIN

FLASHMAKERS WINNER!

29-25 HITS TOP FIFTY SINGLES!

**ALL RIGHT RADIO - THIS IS THE ONE YOU WANTED!
DONE! CLOSED! GONE JOHNSON! NEXT! FINE!
THANK YOU RADIO! YOU BELIEVED!**

SMITHEREENS

"A GIRL LIKE YOU"

FROM THE ALBUM 11

CROSSOVER!

9-5 POST MODERN!

TOP 5 ALBUM ROCK!

ALREADY SOLD 200,000 ALBUMS!

SELL-OUT 200 DATES A YEAR!

MTV ACTIVE ROTATION!

92X	add			
KUBE	add			
KSAQ	add	KSND	deb	33
KPLZ	add	KDWZ	deb	35
WPST	add			
WOMP	add	KITS		8-6
ZFUN	add	KRZR		15-13
KTUX	add	KNIN		33-26
KFMW	add	KXXR		33-27
KMOK	add	KBFM		36-32

COVER GIRLS

"WE CAN'T GO WRONG"

FROM THE ALBUM WE CAN'T GO WRONG

FLASHMAKER!

RICK UPTON - KITY - DEB 28!

RANDY BROWN/JOHN COOK - KKBQ - ADD!

STEVE SMITH/MICHAEL NEWMAN - KNRJ - DEB 30! 1ST WEEK!

KEN RICHARDS - HOT97.7 - DEB 29! 1ST WEEK!

JEFF MCCARTNEY/RICK HAYES - KTFM - DEB 25! 1ST WEEK!

DAVE SHAKES - WTIC - DEB 38! 1ST WEEK!

MARK SHANDS/DON O'NEAL - WCKZ - DEB 34! 1ST WEEK!

BOB CASE/MICHELLE SANTOSUOSSO - KZZP - ADD!

JOEL SALKOWITZ/KEVIN MCCABE - HOT97 - ADD!

ELVIS DURAN/FRANK CERAME - WIOQ - ADD!

BILL RICHARDS/GENE BAXTER - X100- ADD!

KEITH NAFTALY/HOSH GURELI - KMEL - ADD!

JERRY DEAN/JAY TAYLOR - KLUC - ADD!

GARY WALL/KEVIN WEATHERLY - KKLO - ADD!

RON PARKER/JIM MORALES - KKFR - ADD!



EARPICKS

L SCOTT/CAMELOT/FLORISSANT
R Stewart/P Collins/Rush/P Benatar

JIM SCOTT/KNIN/WITCHITA
Whitesnake/M Crue/T For Fears/R Stones

ROGER SCOTT/KRQ/TUCSON
T For Fears/L In A Box/Poco

J SELF/REC BAR/OKLAHOMA CITY
Chunky A/C Williams/New Kids/L Minelli

BARBARA SELTZER/ATCO/NYC
Megadeth/Young MC/Cure

J SHAHINIAN/RECORD EX/CLEVE
S Row/E Money/N Cherry/S Bryant

A SHANE/WIKZ/CHAMBERSBURG
E Money/M Griffiths

C SHEDD/DOWN..VALLEY/MPLS
Wonderstuff/M Shocked/K Bush

JIM SHEPPARD/WJAD/BAINBRIDGE
T Turner/S Row/R Stewart

L SHOSTAK/Q107/WASH D.C.
Chicago/S Row/Aerosmith/Poco

D SIBEL/HARVARD CO-OP/BOSTON
Ministry/J & Mary Chain/LN Vertes/Eat

LINDA SILVER/K92/ROANOKE
E Money/T Turner/Poco/Bonham

RICK SIMON/KEWB/REDDING
Chicago/S Row/T Turner/P Carrack

D SMITH/NATL REC MART/PITTS
N Cherry/E Money/Chicago/J Airplane

M SMITH/WILMI SALES CORP/NY
Max Q/S Mills/P McCartney/N Cherry

D SORENSEN/KATM/COLORADO SP
E Money/Loverboy

SCOTT ST.JOHN/WPRR/ALTOONA
Loverboy/E Money/Hooters

K STAMM/RADIO DOCS/MILWAUKEE
Max Q/Chicago/P McCartney/N Cherry

S STEELE/KQLZ/LOS ANGELES
Smithereens/Loverboy

D STONE/KHTY/SANTA BARBARA
S Star/Loverboy/E Money/D For Pearls

RICK STONE/MX105/ORLANDO
E Money/Chicago/Bonham/Seduction

JAY TAYLOR/KLUC/LAS VEGAS
S Row/C Girls/Dino

M TINNES/WKLQ/GRAND RAPIDS
J Airplane/E Money/Loverboy

JOHN TRAVIS/OK95/TRI-CITIES
S Row/Loverboy/W Lion/D Cruel

PAM TRICKETT/B104/BALTIMORE
E Money/Michel'le/Chunky A/Shana

RICK UPTON/KITY/SAN ANTONIO
A Winbush/B All Means/C Girls

J WARD/WKSS/HARTFORD
S Row/Babyface/Michel'le

D WATSON/KARMA/INDIANAPOLIS
Whitesnake/J Satriani/E Clapton

K WEATHERLY/Q106/SAN DIEGO
Timmy T/D Mob/T LeMans/R Stewart

RICK WIDELL/WAYS/MACON
E Money/Chicago/Poco/S Row

BRIAN WOLF/WGLU/JOHNSTOWN
Chicago/S Row/E Money/Loverboy

S WYROSTOK/PWR99/ATLANTA
Michel'le/S Row/B All Means

DEENA YASNER/KOY/PHOENIX
E Money/Babyface/Michel'le/T For Fears

Try Us, You'll Hate Us. → → → → →



NAME _____ TITLE/POSITION _____

COMPANY NAME _____ TYPE OF BUSINESS _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____



A full one-year first-class subscription is \$250.00. Overseas \$350.00. Please send all subscription requests plus check or money order to: **HITS MAGAZINE** 15477 Ventura Blvd., Suite 300 Sherman Oaks CA 91403 818-501-7900 FAX 818-789-0259

STARSHIP

"I DIDN'T MEAN TO STAY ALL NIGHT"

From the album **LOVE AMONG CANNIBALS**

FLASHMAKER!

WANS	add	WIXX	25-20	BREAKING AT:
WMHE	add	KATM	30-23	KXYQ
KZBS	add	WPRR	40-34	WMMS
KFBQ	add	KDWZ	34-24	
WTHT	add	KZZU	32-25	
		KFTZ	35-30	
KF95	deb 39	KSND	37-31	
		KXXR	40-37	



POCO

"NOTHIN' TO HIDE"

From the album **LEGACY**

**FLASHMAKER!
EARPICKS WINNER!**

MOST ADDED!

OVER 30 ADDS INCLUDING:

KXXR	add	WVSR	add	Q104	add	KFMW	add
WZPL	add	KYYY	add	KQIZ	add	KNMQ	add
WIBW	add	95XIL	add	WHHY	add	WZYP	add
KTXY	add	ZFUN	add	WKDD	add	KISR	add
WNYP	add	WPRR	add	KPAT	add		
KF95	add	WYCR	add	HOT92	add	BREAKING AT:	
WVBS	add	WWFX	add	KZZU	add	KDWB	
				WKSF	add	Q107	
				KMOK	add		



BOBBY ROSS AVILA

"MUSIC MAN"

From the album **MUSIC MAN**

HOT97.7	deb 30	KPRR	25-22	BREAKING AT:
		KITY	30-26	KMEL
		KZFM	38-33	KKSS
		KZOZ	40-36	KCAQ



LAURIE ANDERSON



Heroine of Modern Music and
unique stylist. Her new LP is
STRANGE ANGELS, featuring
the infectious "BABY DOLL."

DEBUT 25 POST MODERN

Make your brain "real bossy!"



Strange?...Nah
Just...completely COOLSVILLE!

POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	KATE BUSH - Columbia Love & Anger	#1 Air/Sales
2	2	CAMPER VAN BEETHOVEN - Virgin Various	Solid
9	3	SMITHEREENS - Enigma/Capitol A Girl Like You	Big sales/air
3	4	R H CHILI PEPPERS - EMI Higher Ground	Big video
8	5	IAN MCCULLOCH - Reprise Candleland	Great week
6	6	DAVID BYRNE - WB Make Believe Mambo	Solid sales
7	7	MIGHTY LEMON DROPS - Sire/Reprise Into The Heart...	Local sales
4	8	SUGARCUBES - Elektra Various	Peaking
5	9	DEPECHE MODE - Sire/Reprise Personal Jesus	Slipping
18	10	PSYCHEDELIC FURS - Columbia Shine	Great week
21	11	JESUS & MARY CHAIN - WB Blues From A Gun	Early sales
12	12	FLESH FOR LULU - Capitol Time & Space	Holding
11	13	THE PRIMITIVES - RCA Secrets/Sick Of It	Steady
10	14	BIG AUDIO DYNAMITE - Columbia Contact/J Brown	Slipping
15	15	EURHYTHMICS - Arista Various	Good week
13	16	TRACY CHAPMAN - Elektra Crossroads	Up and down
17	17	PETER MURPHY - B Banz/RCA Line Between...	Steady week
19	18	ERASURE - Sire/Reprise Drama	Steady gains
14	19	DEBORAH HARRY - Sire/Reprise I Want That Man	Slipping
23	20	MICHAEL PENN - RCA No Myth	Big video play
24	21	MICHELLE SHOCKED - Mercury On The Greener Side	Early sales
--	22	LENNY KRAVITZ - Virgin Let Love Rule	Big gains
25	23	WONDERSTUFF - Polydor Radio Ass Kiss	Breaking big
20	24	JAZZ BUTCHER - Genius Big Planet...	Up and down
--	25	LAURIE ANDERSON - WB Strange Angels	Big sales/air

POST TOASTED By Ben Dover

Major kudos to Lewis over at KROQ on the appointment of his new position as Music Director. If you've been to L.A. and listened to this guy, you'd know that his musical tastes and talents are as good as his air talent — congratulations you weasel!... CBS Nashville is making moves into the PoMo sector by releasing "The Hitch Hiker Volume II" sampler, featuring Rodney Crowell, Rosanne Cash (PoMo goddess deluxe!), The O'Kanes, Shawn Colvin (great album!), James McMurtry and Indigo Girls in an attempt to show roots-oriented country isn't so different from the best of mainstream alternative music — check it out.... Big mover of the week on the chart is The Smithereens who are now selling lots of albums and generating tons of hots at both radio and retail. Harry Levy says, "Huh?"... As we've told you for the past few weeks, Lenny Kravitz has been making strong gains at radio with support from the dudes at MTV



Ms. Anderson — Bruford, Wakeman & Howe?

helping. "Let Love Rule" is generating lots of Hots now with national retail accounts reporting Breakout sales. Programmers have been telling us that his live show has also been a big reason for the increases in airplay.... Psychedelic Furs take a hefty leap to #10 this week with a tour currently underway and a video now in solid rotation.... Another record that has had programmers buzzing more and more in the past few weeks due to requests and sales is Laurie Anderson's "Strange Angels." The album has been selling consistently for the past four weeks with a new video now out. Check out her tour — pretty great live show..... Eurythmics have actually picked up in airplay again with "Don't Ask Me Why" now leading the way. The video is in solid rotation on MTV and the album continues to sell..... Giant Records has released a killer new album by The Walkers who will be signing to Atlantic in the near future. Check out the cut, "89¢ (Coffee On The Dashboard)" — sounds pretty darn good.... A&M's Del Amitri is already creating quite the buzz and it's still a couple of months from being released. These guys are happening and this album should definitely make major moves in the PoMo marketplace. The lead track is called, "Kiss This Thing Goodbye" but the entire album is full of great songs.... Last but not least, Kevin McDermott put on an amazing show here in L.A. If you didn't give his record a listen, do yourself a favor and do so.

POST MODERN

HOTS

1. KATE BUSH (Columbia)
2. JESUS & MARY CHAIN (WB)
3. SMITHEREENS (Enigma/Cap.)
4. IAN McCULLOCH (Reprise)
5. SCREAMING BLUE MESSIAHS (Elektra)
6. MINISTRY (Sire/WB)

ADDS

1. 11th DREAM DAY (Atlantic)
2. LILAC TIME (Mercury)
3. MINISTRY (Sire/WB)
4. CREATURES (Geffen)
5. MARTY WILSON PIPER (Rykco)
6. JOHN WESLEY-HARDING (Sire/Reprise)

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

WCDB / JIM MCNEIL / ALBANY

Mekons
House of Freaks
Glass Eye
Mudhoney
Queen Latifah

KACV / JAMIE KARR /

AMARILLO
Kate Bush
Innocence Mission
Smithereens
Lenny Kravitz
Webb Wilder

WHFS / DAVID EINSTEIN / AN-

NAPOLIS
Warren Zevon
Melissa Etheridge
Rolling Stones
Bob Dylan
Rickie Lee Jones

ACRN / WILL McCOOL / ATHENS

Flesh For Lulu
Bodeans
Wendy Wall
Kevin McDermott
Jimmy Cliff

TURTLES / THOM DRAM / AT-

LANTA
Camper Van Beethoven
Kate Bush
Smithereens
Psychedelic Furs
Lenny Kravitz

WRAS / KIM SAADE / ATLANTA

Jesus & Mary Chain
Peter Murphy
Uncle Green
Creatures
Ian McCulloch

KLBJ / JODY DENBERG / AUSTIN

Lenny Kravitz
Glass Eye
Jane Siberry
Jonathon Richmond
Screaming Blue ...

WBCN / OEDIPUS/CARTER ALAN / BOSTON

Tragically Hip
Julee Cruise
Ian McCulloch
Jesus & Mary Chain
Mekons

WFNX / BRUCE MCDONALD / BOSTON

B 52's
Kate Bush
Red Hot Chili ...
Think Tree
Stone Roses

KUCB / DAVE DELASKY / BOULDER

Red Lorry Yellow ...
Jesus & Mary Chain
Screaming Blue ...
Thrill Kill Kult
Beautiful Pea G.Boat

WBNY / GINA GALLI / BUFFALO

Soundgarden
Jane Siberry
Bad Brains
Jesus & Mary Chain
Voodoo Gearshift

WXRT / LIN BREHMER / CHICAGO

Camper Van Beethoven
Hoodoo Gurus
B 52's
Black Rain
Tragically Hip

RECORD REVOLUTION / BOB FULLER / CLEVELAND

Joe Cocker
Jeff Beck
Red Hot Chili ...
David Byrne
Grateful Dead

WKHR / JOANN MOLTER / CLEVELAND

Ian McCulloch
Mighty Lemon Drops
Kate Bush
Laurie Anderson
Creatures

KBVR / DOUGLAS CRIST / COR- VALIS

Like a Girl ...
Ministry
Love Gods in ...
Operation Ivy
Plaid Retina

KDGE / LARRY NIELSON / DALLAS

Depeche Mode
Eurythmics
B 52's
Smithereens
Ian McCulloch

WXCI / GREG VEGAS / DAN- BURY

Lenny Kravitz
Psychedelic Furs
Mekons
Julee Cruise
Creatures

WDET / ANNE DELISI / DETROIT

Kate Bush
Jeff Beck
Melissa Etheridge
Laurie Anderson
Michelle Shocked

LOU'S RECORDS / TOBEE SCHWARTZ / ENCINITAS, CA

Creatures
Eggplant
Sly & Robbie
Joe Satriani
Gary Clail

WNUR / PAM KONKOL / EVANSTON, IL

Das Damen
Badger A Go-Go
Complacency
Full Fathom 5
Dope, Guns & ...

VINTAGE VINYL / ROB ROTH / FORDS N.J.

Grateful Dead
Voivod
Smithereens
Joe Satriani
Overkill

KTCL / JOHN HAYES / FT. COL- LINS

Kate Bush
Sugarcubes
Tears For Fears
Camper Van Beethoven
Big Audio Dynamite

KARMA / GEORGE SEYMOUR / FT. WAYNE

Wonderstuff
Eat
Ian McCulloch
Hopscotch Army
Screaming Blue ...

WHMI / JEFF WELLING / HOWELL, MI

Kate Bush
David Byrne
Peter Murphy
Jesus & Mary Chain
Depeche Mode

KUCI / GARY DOWNS / IRVINE

Jesus & Mary Chain
Das Damen
Lush
Butthole Surfers
Galaxie 500

WBFR / GREG LUDEK / KEN- FIELD

Kate Bush
Jesus Jones
Mighty Lemon Drops
Nine Inch Nails
Mekons

WKSJ / BRIAN QUINN / KENT, OH

Nine Inch Nails
Sugarcubes
Screaming Blue ...
Timbuck 3
Erasure

KCRW / TOM SCHNABEL / LOS ANGELES

Tononho Horta
Les Negres Vertes
David Byrne
Daniel Lanois
Mercedes Sosa

Spin These.

The
Innocence
Mission

"I
Remember
Me"



"Easily one of the 5 best PoMo LPs this year,
perhaps even the best?"
HITS

"The Innocence Mission is the genuine article?"
SAN FRANCISCO BAY GUARDIAN

"Mystical and sensual—and entirely captivating?"
ROLLING STONE REVIEWS

"Filled with images and emotions to soothe the soul?"
MUSICIAN

NOW ON TOUR:

November 27 Northampton, MA
November 29 Portland, ME
November 30 Boston
December 1 Neptune, NJ
December 4 Charlottesville, VA
December 5 Alexandria, VA
December 6 Richmond
December 8/9 Philadelphia
December 10 New York
December 13 Port Chester, NY
December 14 Baltimore
December 15 Hoboken
December 16 Washington, DC

Contact your A&M representative for details.
In-store marketing materials also available.

From the debut album **THE INNOCENCE MISSION** (SP 5274)
Produced by Larry Klein
Management: Asher/Krost Management



Squeeze

frank
(SP 5278)

Be sure to see the ever-so entertaining Squeeze special **Squeeze, Frankly Speaking** on VH-1 Saturday, December 2 at 9:30pm Eastern/6:30pm, repeated on December 3, 4, 8 and 9.

And catch Squeeze songwriters Difford and Tilbrook in an acoustic performance on the debut of the new MTV show **Unplugged**, a show so surprising that we don't even know when it's on yet—but it's soon, so look sharp and don't be left in the dust.

See Squeeze on tour:

November 28 Burlington, VT
November 29 Worcester, MA
November 30 Providence
December 2 New Brunswick, NJ
December 12/13 San Diego
December 3 Washington, DC
December 7 Boulder
December 9 San Francisco
December 11 Los Angeles

How can we be more frank than that?

Produced by Eric "E.T." Thorngren and Glenn Tilbrook
Management: Miles Copeland and John Lay for Talent Bank



© 1989 A&M Records, Inc. All rights reserved.

when you play it
say it



POST MODERN



JAMIE KARR KACV AMARILLO, TX.

We would have liked to see Jamie's whole face (well, we wouldn't really but it sounded like a nice thing to say) but he chose to send us only half of it. Therefore, we can only assume that this guy is not completely happy, does not have 20/20 vision and has mucus build-up in his right nostril only. Hey Jamie, thanks for the effort. And by the way, nice shirt.

HOTS:

1. MICHAEL PENN
2. KATE BUSH
3. MELISSA ETHERIDGE
4. TRACY CHAPMAN
5. LENNY KRAVITZ
6. SUGARCUBES
7. DEBORAH HARRY
8. DEPECHE MODE
9. MIGHTY LEMON DROPS
10. FLESH FOR LULU

KROQ / TRIP REEB / LOS ANGELES

- B 52's
- Alarm
- Ocean Blue
- Tears For Fears
- Martin Gore

WFIT / HELEN URRIOLO / MELBOURNE, FL

- Nine Inch Nails
- Jesus & Mary Chain
- Screaming Blue ...
- David Byrne
- Jazz Butcher

EASTSIDE / MIKE DUGAN / MILWAUKEE

- Poi Dog Pondering
- Ministry
- Lenny Kravitz
- Red Hot Chili ...
- Jesus & Mary Chain

RADIO DOCS / KATHY STAMM / MILWAUKEE

- Skinny Puppy
- Jesus & Mary Chain
- Ian McCulloch
- Grateful Dead

WNCS / JODY PETERSON / MONT PILIER

- Daniel Lanois
- Animal Logic
- Shawn Colvin
- Grateful Dead
- John Lee Hooker

KFMH / MARY REILLY / MUSCATINE, IA

- Voodoo Gearshift
- Red Hot Chili ...
- Einstuerzende ...
- Dread Zeppelin
- Pajama Slave Dancers

RHYMES / MORY MCCARTHY / NEW HAVEN

- David Bowie
- Tommy Bolin
- Jesus & Mary Chain
- Cult
- Creatures

WDRE / MCNAMARA / NEW YORK CITY

- Depeche Mode
- Erasure
- Tears For Fears
- Flesh For Lulu
- Kate Bush

KRCK / PAUL KRIEGER / OMAHA, NE

- Kate Bush
- Big Audio Dynamite
- Wonderstuff
- Peter Murphy
- Psychedelic Furs

MURMUR / DON GILLIAND / ORLANDO

- Brazil Classics II
- Tater Totz
- Joe Strummer
- Suicidal Tendencies
- D.R.I.

WOXY / PHIL MANNING / OXFORD, OH

- Red Hot Chili ...
- Smithereens
- Psychedelic Furs
- Kate Bush
- Toad The Wet ...

WMDK / MIKE THOMAS / PETERBOROUGH

- Grateful Dead
- Kate Bush
- Squeeze
- Big Audio Dynamite
- Warren Zevon

KUKQ / JONATHAN L. / PHOENIX

- Camouflage
- Big Audio Dynamite
- Depeche Mode
- Squeeze
- Will & the Bushmen

UNICORN / DREW JOHANSEN / PORTSMOUTH

- Bad Brains
- Camper Van Beethoven
- Flaming Groovies
- Jazz Butcher
- Mekons

WBUR / TED MCENROE / PROVIDENCE

- Depeche Mode
- Primitives
- Erasure
- Mighty Lemon Drops
- Smithereens

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MINN.

- Marty Wilson Piper
- 11th Dream Day
- Ministry
- Jesus & Mary Chain
- Galaxie 500

91X / MIKE HOLLORAN / SAN DIEGO

- Smithereens
- Tears For Fears
- Ian McCulloch
- Alarm
- Kate Bush

KITS / STEVE MASTERS / SAN FRANCISCO

- Erasure
- Kate Bush
- The The
- Iggy Pop
- Big Audio Dynamite

KOTR / RAY DIGGINS / SAN LUIS OBISPO

- Uncle Green
- Dramarama
- Georgia Sattelites
- Roy Orbison
- Timbuck 3

KSCU / CREIGHTON MENDIVIL / SANTA CLARA

- Kate Bush
- Smithereens
- Tangerine Dream
- Flesh For Lulu
- Men Without Hats

C89 / SHELLY HART / SEATTLE

- Erasure
- Red Hot Chili ...
- Nine Inch Nails
- Ministry
- Psychedelic Furs

ORPHEUM RECORDS / JEANNE LEGAULT / SEATTLE

- Les Negreses Vertes
- Funkadelic
- Lucky Dube
- Roxanne Shante
- Divine Styler

WEST END WAX / DEBBIE MIKLES / ST. LOUIS

- Grace Jones
- Jesus & Mary Chain
- Smithereens
- Ministry
- Young MC

WVFS / MIKE RITTBERG / TALAHASSE

- Elvis Hitler
- Screaming Blue ...
- Smithereens
- Big Wheel
- Legacy

KTAO / BRAD HOCKMEYER / TAOS

- Don Dixon
- Kate Bush
- Jimmy Cliff
- David Byrne
- Eric Clapton

WTSR / CHRIS BERGEN / TRENTON

- Daniel Lanois
- Jesus & Mary Chain
- Jazz Butcher
- Smithereens
- Ice T

WDST / JEANNE ATWOOD / WOODSTOCK

- Shawn Colvin
- East of Eden
- Paul Kelly
- Iggy Pop
- Tears For Fears

WLND / GROVER / YOUNGSTOWN, OH

- Young Fresh Fellows
- Jazz Butcher
- Sneetches
- Smithereens
- Jesus & Mary Chain



SHAWN

COLVIN

"STEADY ON."

Pure voice
honest songs
powerful performance

◆
Featuring "Steady On,"

"Diamond In The Rough"

"Shotgun Down The Avalanche"

and more.

◆
The debut. SHAWN COLVIN. "Steady On."
On Columbia Cassettes, Compact Discs and Records.

"'Steady On' sounds great on the radio. Comparisons to Peter Gabriel's 'In Your Eyes' are unavoidable."

DENNIS MCNAMARA - PD
WDRE 92.7, NEW YORK

"Due to her legendary live-performances, Boston has become Shawn Colvin's second home. Her debut album and single 'Steady On' delivers on the promise of her live shows, and the listener and retail response has been nothing short of phenomenal!"

BRUCE MCDONALD - MD
WFNX, BOSTON

ADD WRAS
#1 WDST
#12 KTAO
44-26 KOTR
34-28 WDRE
#33 WFNX

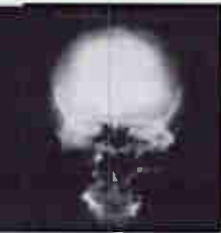
EARLY SALES:

8-6 Plastic Fantastic/Philadelphia
#9 Metronome/Atlanta
#14 Harvard Coop/Boston
#18 Strawberries/Boston
31-23 Tower/Newbury
Deb 38 Title Wave/Mpls.

POST MODERN

POMO PICKS

Edited By **Holly Gleason**



Ministry, "The Mind Is A Terrible Thing To Waste" (Sire): The language on parts of "The Mind Is A Terrible Thing To Waste" gets a bit rough, but this may be **Ministry's** most challenging work yet. **Alien Jourgensen** and **Paul Barker** are working at their strident best, bludgeoning listeners with a thrashing backbeat, buzzing sonics and themes that put the harsh realities in your face — as on the opening "Thief" that promises in the end "I will kill you." Frustration personified, **Ministry's** made a disturbing LP to reflect our times.

The Roches, "Speak" (MCA): **Maggie, Lizzy** and **Terre Roche** sing like angels — and "Speak," the Greenwich Village folkies' MCA debut, is filled with those most ethereal voices, alternating between the sublime and the not-so-subliminal. "Big Nuthin'" is filled with liligreed harmonies, quantum leaps of voice and the iron-willed irony of success; ditto for "The Anti-Ex Backlash of the '80s." "Everyone Is Good" is a piece of harmonic confection that will transfix you with its sweetness, while "I Love My Mom" is close to the mainstream.



Les Negresses Vertes, "MLAH" (Sire/Warner Bros.): Nine acoustic musicians who celebrate life, exuberance and their collective heritage, **Les Negresses Vertes** are a whirlwind flamenco adventure: whirring rhythms, strummed nylon guitars, pumping accordions and a passion one doesn't need

translator for. Their far-flung zest for life drives "Zobi la louche," which alternates almost chanted verses with wildly cheered a capella choruses. Merging the sounds of Algeria, Memphis, Seville and Paris, **Les Negresses** are onto something.

Miriam Makeba, "Welela" (Urban Africa/Mercury): With the current focus on apartheid and human rights violations, African music is more topical than ever. Who better than **Miriam Makeba**, herself exiled since the '60s, to serve as an entry way to this music? "Welela," her Urban Africa debut, is built on African rhythms, the ebb and flow of vocal parts and the nature of the the South African soul. Makeba's voice is rife with the struggle, surging with conviction and pulsing with motion and strength. "Soweto Blues" deals with the 1966 anti-apartheid riots, while "Hapo Zamani" is about its after-effects.



POMO MUGS



CRUELTY TO ANIMALS: **WHMI's** **Jeff Welling** was recently seen torturing his dog (we'll call him **Chuck**) with this filth-ridden sleazeball of a magazine. Immediately after **Chuck** sunk his little teeth into the publication, **Welling** was seen shouting, "When I said, 'Up, Chuck!' I meant sit up — not throw up!" (Note: This was as embarrassing to write as it is painful for you to read as we sincerely apologize).



THE SECOND PHOTO: **ACRN's** Music Director, **Will McCool** (and we believe that's his real name, too) had this picture taken of a stripper taking a dollar bill out of his fly with her mouth. Moments later, the stripper turned to **McCool** and screamed, "You cheap bastard — all you had was one lousy dollar when there was room in those pants for at least a hundred bills." **McCool** ran to the bathroom to see if that was true. It was.



ANOTHER DOG PIC: **Columbia's** **Poi Dog Pondering** played for the masses at the beautiful **Plastic Fantastic** in beautiful **Ardmore, PA.** **Columbia** the serious side of things, we saw these guys live (yes, we got invited to a show) and heard some stuff from their forthcoming album which sounded killer. **Promerace** **Steve Tipp** was at the show — Gosh, he looks good in short sleeve shirts, doesn't he?

LOU GRAMM



NOV. 27

L I V E
via satellite

ROCKLINE

HOSTED BY BOB COBURN

GLOBAL SATELLITE NETWORK

THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

'Tis the season for boxes, and two of the best come from a couple of Anglo icons with nearly a half century of pop service between them. Few have had more influence on it all than the incredible **David Bowie**, and the essential "Sound + Vision" compilation package, lavishly styled and meticulously assembled, captures the breadth of Bowie's repertoire through his numerous incarnations. The **Rykodisc** effort chronicles the young performance artist into Ziggy through the Thin White Duke to the techno-pop pioneering of his days with **Eno**, selecting some tasty, not always obvious pieces. Highlights include the current radio favorite, a fierce version of **Springsteen's** "It's Hard To Be A Saint In The City" from the "Station To Station" sessions, and heretofore unreleased versions of "Space Oddity" and "Changes." Unlike most compilations, which merely serve as nostalgic retrospectives of an artist's career, this set actually functions as the precursor for a comprehensive release schedule from the label of every Bowie album from 1969's "Space Oddity" through 1980's "Scary Monsters," each of which will reportedly include various outtakes, additional tracks and/or alternative takes.... **Rod Stewart**, another mod from swinging '60s London, was a rocker and blues stylist, in contrast to the theatrically inclined Bowie, but likewise provided a tremendous understanding and cultivation of pop as a culture. And if the costumes and buffoonery seemed garish at times, there was never a doubt that the man could sing a blues or a ballad. Much like the **Clapton** and **Allman Brothers** packages, Rod's "Storyteller" collection is the sort of classy catalog redevelopment many labels have yet to fully undertake. Created and released by **Warner Bros.**, thanks to the enlightened understanding of the **Mercury** and **CBS** folk, the set is a complete retrospective, including early solo gems like "Handbags and Gladrags" and "Gasoline Alley," as well as essential **Jeff Beck** and **Faces**-era material through an incredible streak of hit songs that spans two decades.... Last word on the subject of boxes: **MCA's Chess** packages on **Willie Dixon**, **Chuck Berry** and the just-released **Muddy Waters** are the class of the older catalog sets, researched and documented with all due love and respect by **Andy McKale**.... Trendy pop stylists **Everything But The Girl** have left Warners after three albums there to sign with Atlantic. Always considered a huge hit prospect in this corner, **ETBG's** new album, "The Language Of Life," is due out in February.... Church activities: Individual members of stylish Australian pop band **the Church** continue with their ever-impressive series of secular solo projects. **Steve Kilbey** has a new album "The Slow Track" just out on Rough Trade, while **Marty Willson-Piper's** latest on Rykodisc, "Rhyme," is full of attractive hooks bathed in new romantic notions, ranging from **Bryan Ferry** to **David Sylvian**.... Two worth a second listen: **the Subdudes'** self-titled debut on **Atlantic** is a refreshing mix of rural rhythmic pop, and the same can be said of Irish folk-rockers **the Black Velvet Band**, with their impressive first album on **Elektra**.... Album of the week: "Automatic," from **Jesus & Mary Chain**, who just get better and better, this time extending a kinder, gentler edge to the furious guitar-driven Velvets sheen on standout tracks like "Halfway To Crazy" and "Her Way Of Praying" (WB).... And former Television mastermind **Tom Verlaine** is getting strong radio response to his U.K. single "Shimmer."

NEW ARTISTS



Marcia Griffiths

Title
"Electric Boogie"

Label
Mango/Island

*This six-year-old tune, with a new treatment by **The Jerks**, is exploding out of the D.C.-Maryland-Virginia market, in a synergistic embrace with the **Electric Slide**, a new dance craze that is taking over the clubs. The record's high-octane reggae groove is a fitting entree into the pop mainstream for Griffiths, a onetime backup singer for the legendary **Bob Marley**. We defy you to sit still for this one.*

Suggested Cuts

"Electric Boogie," the song, meets **Electric Slide**, the new dance. The time-honored phenomenon strikes again.

Label Comments:

"...And there's somethin' fishy about that new guy Paige is dating..." Give it up, Craig, your turn was last week. You're history, dude. We have to talk to Island Promo Banger **Bob Catania**. "Melanie Griffith has been a favorite of mine since *Body* — " Wrong, Bob. "I have the greatest respect for Richard Griffiths, who — " Wrong again. "Andy Griffith's a very funny — " Nope. "I often go to Griffith Park for lun—" Oh, never mind. You were saying, Craig?



Christopher Max

Title
"More Than Physical"

Label
EMI

*Max's initial batch of "funk 'n' roll" was concocted with the expert help of **Nile Rodgers**, who co-produced and wrote three songs with the young artist (the son of '60s star **Gene McDaniels**). One of the **Rodgers-Max** collabs is the punchy single, "Serious Kinda Girl," an immediate grabber. Also check out "Virgin Girl," a **Smokey**-esque ballad that shows off the newcomer's emotiveness and versatility.*

Suggested Cuts

"Serious Kinda Girl" is the cut to get this strong-image act out of the gate.

Label Comments:

"Max," states EMI pop expert **Jack Satter**, "is one of the great artists of our generation, though he has never had the hip cachet of Warhol or Rauchenberg. But his Day-Glo, acid-drenched images are the quintessence of '60s pop art. In a sen—" Excuse us, Jack, but you're discussing Peter Max. We want to know about **Christopher Max**. "Oh. Haven't seen his work, but I'm sure he's good too... I wonder if Peter would put me in one of his pictures..." Thanks, Jack.

SHOOTING STAR

"TOUCH ME TONIGHT"

FROM THE ALBUM **TOUCH ME TONIGHT**

ROCK 40 & MAINSTREAM TOP 40 SMASH!
BIG CALL-OUT RESEARCH!
MTV - MEDIUM!
TOP 15 REQUESTS FOR OVER ONE MONTH!
NOW HEADLINING MAJOR MARKET TOUR!



		WPXR	4-2		
		KDWZ	4-3	WCIL	34-22
KTMT	add	KATM	15-8	KZZU	28-22
ZFUN	add	92X	14-12	WIBW	32-28
WZOK	add	OK95	28-21	WOMP	36-33

XYZ

BREAKING BIG-TIME AT ROCK RADIO!
ON MTV!
DESTINED TO BE A MONSTER!

"INSIDE OUT"

FROM THE ALBUM **XYZ**



WHEELS & DEALS

BY BUD SCOPPA

One-stop shopping. That's why A&R people have been frequenting showcase club the **Coconut Teaszer** on the corner of Sunset and Laurel Canyon. Club bookers **Len Fagan** and **Carol Miller** have come up with two novel concepts that have made the Teaszer a hit with talent scouts: "residencies," in which selected bands are given weekly slots, and "L.A.'s Best Kept Secrets," a twice-a-month series featuring a bunch of hand-picked bands performing mini-sets. Every Best Kept Secrets night is an A&R convention, and people are actually signing bands *on the spot*. RCA's **Bennett Kaufman**, for example, made his move on **Kik Tracee** right after the band's BKS appearance, while **Tom Zuta**

Coconut Geezer



Len Fagan — he knows L.A.'s best-kept secrets.

taut nailed **I Love You** within a month after spotting the band during its Teaszer residency. Among the BKS and resident bands that have been signed to record, publishing or management deals are the **Rock City Angels**, **Flies on Fire**, **Burning Tree**, **Rebel Train**, **Rhino Bucket**, **Food for Feet**, **Red River** and **Rick Elias**. More recently, I.R.S. grabbed **Slaves of Babylon**, and Capitol's **Nigel Harrison** walked away with **Shrine**, a funk-metal dance band featuring ex-Cruzados guitarist **Steven Hofsteader**.... But wait, there's more: **Richard Perry**

has told the **Sheilas** that he wants them to be the first act on his new WB-distributed label, and just the other night **Tom Werman** brought down a bunch of **PolyGram** people to check out **Slave** featuring **E.G. Daily** (whose **A&M** contract will probably not be picked up). At press time the big buzz surrounded **Olivia Barash & 13th Step**; "The other night the A&R men were all over their manager like a Batsuit," says Fagan. And among the bands Len predicts will go next are the **Passion**, **Mail Order Brides**, **Nicole Jones** (whose bandleader is the venerable **Kenny Edwards**) and **London McDaniel** (who has no band yet but is working with GNR associate **West Arkeen**). Len's personal fave is **Epic** power trio **Burning Tree**, who still play regularly at the Teaszer — and at a pre-deal price. "They're throwbacks to the old days," Len says. "If it came down to a choice between going to the **Rainbow** and getting laid or coming over and jamming, they'd jam every time. And these guys can tear it up."... Fagan has just made an agreement with **ASCAP** talent scout **Tom DeSavia** to host a monthly ASCAP-sponsored showcase series, which'll kick off in January. The first band Tom has nailed down is Beatlesque Vancouver-based quartet the **Odds**, who got positive responses from A&M's **Aaron Jacoves**, Columbia's **Ron Oberman** and **Michael Leshay** at **Famous** during their recent visit to L.A. ASCAP's **Mona Cecil** was the band's first industry supporter, and it was **Mona** and **DeSavia** who introduced the **Odds** to nightlife in **Babylon**. Tom admits the experience was a tad wearing on his loyal Canadians.... Credit where credit is due: It was **Nick Clarke** of **Virgin's 10 Records** who signed **Soul II Soul**. **Jeff & Jordan** appreciate that very, very much.

MINI MUGS

More Hits Mini Mugs



THE ENIGMA LOW-GO: *Suave Enigma execs* **William Hein** "I'll Show You Mine If You Show Me Your" **Sam Kaiser** "Wham, Bam, Thank You Ma'am" **Ralph King** and **Gilles Gauthier** display their urbanity at a release party for **XYZ**. That's **XYZ's Paul Monroe** admiring the Enigma logo up close and personal. Hey, Paul, are you gonna put that straw back in your mouth?! (We hadda crop from the top on this one.)



TWO GUYS WHOSE NAMES START WITH "VEE": *Black activist* **Vernon Reid** shows his support for singer/songwriter **Vinnie James** after the Cypress artist's mini-set at a **BRC** party honoring **Living Colour**. Vinnie's got some other friends in high places, like **Benmont Tench**, **Bob Glaub** and **Kenny Aronoff** — all of whom are playing on James' debut album. Then there's **Vernon's friend Nelson George**, who's a big Vinnie fan — odd considering Vinnie thinks rap is something you do to gifts.



TWO GUYS WHOSE NAMES START WITH "EL": *No, this isn't a going-away party for* **Rick Shoemaker** — he won't be leaving **Universal City** for **Warner/Chappell** till the early '90s. It's a signing shot involving **El DeBarge** (second from right), whom **MCA Music** has just inked to one of those "worldwide co-publishing and writer" deals. Other celebrants are **VP of Creative Services Carol Ware**, **VP of Film & TV Music Scott James**, attorney **Gary Gilbert**, manager **Fred Moultrie** and the extremely personable **Leeds Levy**, King of **MCA Music**. They are all very happy about it.

YOUNG * M.C.

"Principal's Office"

From the album Stone Cold Rhymin'

MARCIA GRIFFITHS

ELECTRIC BOOGIE

FLASHMAKER!

14 HITS TOP FIFTY ALBUMS!

KMEL	add
WLLOL	add
KS104	add
FM102	add
Q102	add
WRVQ	add
WGTZ	add
WZKX	add
HOT97	deb 34
HOT94.9	12-9
WWCK	18-14
KHTK	21-15
X100	28-23
WMJQ	26-23
WMHE	34-24
HOT99.9	30-26
KNRJ	31-27

CROSSOVER!

WXKS	add
WAVA	add
WNNK	add
WKRZ	add
WANS	add
KKRD	add
WIXX	add
WVSR	deb 36
WRVQ	19-14
Q107	21-16
B104	22-18

**LEARN THE ELECTRIC SLIDE
DO THE ELECTRIC SLIDE**

CLOSE COVER BEFORE STRIKING

BY ALL MEANS

"Let's Get It On"

KZOZ	add
KZFM	add
KZBS	add

KITY deb 25

BREAKING AT:

WZOU
WMHE
KQMQ



ISLAND



THE PLANE TAKES OFF AGAIN

Hey, if the Who, the Rolling Stones, Poco and the Doobie Brothers, etc., can come back, why not Haight-Ashbury's favorite sons (and daughter), the Jefferson Airplane? Principal members Grace Slick, Paul Kantner, Jorma Kaukonen, Jack Casady and Marty Balin have buried the hatchet in the oft-acrimonious feud which has raged on and off since their last album, 1972's *Long John Silver*. With John Cougar Mellencamp drummer Kenny Aronoff and producer Ron Nevison filling in the gaps, the band has re-formed for a brand new, self-titled LP and a tour, which has been drawing critical kudos at most stops. The 50-year-old Slick is still one of the best interviews in all of rock 'n' roll, as feisty and frank as ever, while cohorts Jorma Kaukonen and Marty Balin provide a steady stream of color commentary for HITS' totally groovy Roy Trakin, who wears a flower in his hair.

"Each time I quit, I said, 'I'm gonna become a Mill Valley housewife and get real spiritual.'"

What brought you all back together again?

Marty Balin: I came into it easy. I had a couple songs that fit the concept. When the concept fits, it's easy to be convinced to do it. I had a few songs I thought were Airplane tunes when I was doing them by myself. When I was asked to take part, I happened to have music that fit.

I heard you resisted at first, Marty.

Grace Slick: Yeah, and then he got hate mail.

MB: I was told I wasn't wanted in the first place. Which made me totally relieved. Great! I'm thinking about a reunion for years, and then I'm told I'm not included. The burden was off, so I went about my business. Then, they came around and wanted songs, so here I am. Then Paul asked me why I didn't sing the songs, so I

said, "Great."

Is that true, Grace?

I wrote to Marty about it because he used to draw pandas for me and I happen to like pandas. We started communicating through the mail. And we began talking about this happening.

It must have been quite an undertaking to get everybody back together.

GS: It just sort of slopped together, little chunks here and there. Pretty soon, there you are...

Jorma Kaukonen: There were many realms from which this came together. Jack and I were doing a thing with Paul, and one night Grace came down to make Paul miserable. No, seriously, Grace sang a few songs with us and it sounded great.

MB: Paul was the instigator. He'd been wanting to do this for years.

GS: He's more a band person.

PK: He's the prime mover. I resisted at first, too, but then the roses started smelling, y'know? And some days they smell better than others. The music is the easy part. We all have different lifestyles, different axes to grind. But once that stuff was out of the way, it's been pretty smooth.

GS: Paul's into family and having a lot of people around him. He works better that way. The rest of us aren't like that. I like working by myself, and so does Marty. When I was a kid, when everybody else was playing jacks and jumping rope, I was off in museums alone. I prefer it that way.

JK: Sometimes I don't even like working for Jack, and I've been with him for 25 years now.

GS: We would have made a terrible baseball team. We're isolated, introspective individuals who happen to be able to do the band at some points in life. It amazes me.

JK: Nothing short of miraculous.

MB: It's like doing another James Bond movie every so often. They keep offering you a lot of money to do one more.

How did you feel, Grace, as the last original Airplane member in Starship, which was essentially a different band?

I'm just sorta sad RCA didn't let 'em re-name it, because Starship had nothing to do with the Airplane. That band was just more pop-rock-oriented in a way I don't write in. I didn't want to force myself on them and they didn't want me to force myself on them. I just got hungry. And I'm not even talking about money, because Starship had three #1 singles and some good songs. But I like to write and I like the rest of my band to write, so I can tell what they're thinking. Starship wasn't like that.

How much of a role did money play in the decision to re-form the band?

GS: Not a whole lot for me, simply because I'm so negative. I always think things aren't going to make any money. I'm real cynical. I never assume anything. I think this is a format for these particular songwriters to communicate with people who like the music. Period. Of course, more people are attracted to the Airplane than they would be to a solo album from each individual in the group at this point. We're reaching more people for our music with the name Airplane and, as songwriters and musicians, that's our goal.

MB: Of course, everybody around us is making a lot of money.

I've read stories, Grace, that you're very sensitive about the age issue.

GS: Because it's still placed on women to look good. Not so much for men or even black people, because they look better when they get older. But the pressure's on me to look, say, 35. Our manager'll come down to the photo shoot and say he likes me in a particular hairstyle because it makes me look younger.

JK: I had one photographer tell me to hold my arm up so the veins'd look smaller. That was the best. Society puts a lot of pressure on you to look young, but we're gonna change all that with this record.

GS: You just don't quit making music. I've walked away twice saying, "I hate this goddamned music business, to hell with this, blah, blah, blah..." But I can't stop writing. So, whether or not I leap around onstage, which I think is sort of unattractive for a woman anyway, I'll always write. Each time I quit, I said, "I'm gonna become a Mill Valley housewife and get real spiritual." But, it didn't work because I couldn't stay away from the piano. Neither my husband or child likes to eat anything green, anyway; they'd rather go to McDonald's. Or have pizza. I mean, you see these women on Hollywood Blvd. in their sixties wearing cinch belts, short skirts, spiked heels, loaded with make-up with bleached blonde hair and

they're pathetic. And I don't wanna do that.

JK: Hey, they need 'em for heavy metal videos.

What's it like working with Paul again for you, Grace?

GS: Shit. (laughs) There's part of him I think is extraordinarily charming and interesting and part of him I want to strangle. And that will never change. He's gotten a little better, not a lot. If you push the wrong buttons on Paul, he goes to the moon. And you can see it in his face. You know the atom bomb is coming. It's just a matter of how long you want to argue. Our business meetings were hysterical. Jorma was always the one who'd stay with the argument the longest.

JK: But, I don't do that anymore. I'd rather take a nap now.

After all the great album titles you've had, how come you decided to call this one Jefferson Airplane?

JK: Trouble was, none of the best ones were printable.

GS: We filled pages and pages of legal paper with potential names.

JK: I still like *Sweaty Nut Love*.

Did the '60s have a positive or negative influence?

GS: Everyone says they didn't work, but look at Arsenio Hall. He's black and he's a talk show host on a major

TV network.

Didn't the '60s also produce the Charles Mansons and Mark David Chapmans, though?

GS: There have been axe murderers since time began.

JK: And how do you know Yoko didn't hire him?

MB: I always thought John Lennon hired him to kill Yoko and he missed.

What does your daughter China think about the Airplane coming back, Grace?

GS: It's not a huge deal or anything for her. She's used to her parents and various step-parents being in this business. It's just another shift. She likes it better, obviously, when Paul and I are getting along. It's hard for her when he and I are at each other's throats, as we were for the previous three years. I think a lot of young people will come to get a taste of what the '60s were like.

Are you having a good time?

JK: I'm still here.

GS: Truth be known, he likes his motorcycle more than either music or his wife.

JK: It's been fun for everybody. I mean, there are thorns on the roses, too. But basically, they still smell pretty good. *

"I've walked away twice saying, 'I hate this goddamned music business, to hell with this, blah, blah, blah...' But I can't stop writing."



LERNER-ED ONE

Record World's Steve Lerner began his career in the record business like most successful retail executives: at the bottom. In 1972 at age 17, Lerner was looking for a summer job. Through his father, a buyer, Steve was hired as a gopher in Record World's warehouse. After a few years of cleaning floors and putting away stock, he transferred to a store where he "substantially increased" the audio cassette sales, which in 1975 wasn't exactly the configuration of choice. He did such a fine job, in fact, that he was offered the new position of tape buyer for the chain. During the climb to his current position of Director of Purchasing, Lerner attended C.W. Post and Nassau College but "couldn't sit still long enough to finish." With legs still aching from the New York Marathon, Steve was more than happy to sit still for HITS' Joe Medwick.

You're in one of the most dense and competitive markets in the country. How do you keep an edge?

From my experience, we thrive on catalog. I think catalog is the backbone of this business. There are a lot of angles to the business, but I've always felt that if a customer came in and wanted something that no one else had, you're going to get that customer back. I also started in the company when there were only six stores in the

chain. Now there are 81, so that gives you an indication of how far we've come and how much my frustration has built up.

How do you balance your purchasing budget while at the same time breaking new acts?

With a lot of luck. We have guidelines. If a company is going to do X amount of dollars per year, you only need so many units to do that business. This year, as the business started to drag, we reduced our purchases.

How do you break new acts?

We go to the temple or church and get down on our hands and knees and pray for these damn things to sell. We do have a program that we follow where we try to give them a little more exposure than average records. If one out of 10 hit, we're lucky and it's probably not that high. We have a "Buy It and Try It" program where we feature about 12 new artists every month and sell them at a discount price. They get in-store play and radio advertising. We try to coordinate it with what radio stations are going

to be playing, what we think is going to sell, and what the labels want extra attention given to...but like I said, if it's 10%, that's high.

In regard to cassette singles, is the industry pricing itself out of the youth market? Is there music kids can still afford?

Barely. I'm upset about the fact that they're doing that. I think they're making a mistake by raising the cassingle price.

Have you thought about how not to lose the kids market?

That's a tough question to answer. I just try to fill the stores with what we think is going to sell. About 70% of our stores are located in malls, so you have a built-in crowd of kids already and our strip stores, I guess, are being geared more towards adult-oriented buyers.

What's been your most successful cross-merchandising promotion this year?

We worked with radio station, WNEW, in the New York area, where they put together a CD, and we got together as sponsors. We both had our names on it. They advertised it, we sold it, there was no margin for profit or anything — and it went over far beyond anything we expected!

How does video and radio effect your buying?

I used to get a call from someone who gave me the Hip Clip of the Week and that was helping me tremendously. The problem with radio is that radio stations play so much of the new music, you're going to get calls on everything. It's a matter of timing. If you have it in the stores on time, fine. If you

miss it, then you're onto the next thing already and you've missed sales.

Have you made any major system-operations changes to keep up with the changing business?

We're changing the 45 browsers in the stores to accommodate cassingles and what's left of the 45 vinyl. We're also computerizing most of the stores to become directly on-line with the warehouse. That's a two to three year job before it's fully completed. We've had the computer hooked up at the home office for 10 years, but now to have it hooked up to the stores is going to be a huge change. The computer is to me our only hope to really grow...successfully. You can grow, but you can grow and fall apart a la Crazy Eddie.

What one thing helps your buying procedures the most?

Instincts. I use my computer read-outs, plus I use my own personnel. I've got a dozen excellent managers giving me viable and accurate information. As an example, I've got a feeling about the group Third Bass on Columbia. No one's heard of them. I have inside information on them from two of my stores. From what I hear, they're going to be the next big rap thing. We're putting the puzzle together now and I think they're going to be huge for us.

How would you describe your buying style?

My style is from the old school, you roll your sleeves up and get your hands dirty.

How did the Knicks manage to lose to the Orlando Magic?

I think the Knicks are overrated. ▲



"We go to the temple or church and get down on our hands and knees and pray for these damn things to sell."

TOP TENS

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

WINNERS



MOST #1's

1. MILLI VANILLI
2. BILLY JOEL
3. WHITESNAKE

MOST TOP 5's

1. BILLY JOEL
2. MILLI VANILLI
3. JANET JACKSON

MOST TOP 10's

1. JANET JACKSON
2. BILLY JOEL
3. MILLI VANILLI

musicland *DICK ODETTE*
745 Retail Stores (Mpls)

MUSICLAND

1. MILLI VANILLI
2. BILLY JOEL
3. N.KIDS (CHRISTMAS)
4. PAULA ABDUL
5. JANET JACKSON
6. NEW KIDS ON THE BLCK
7. B52'S
8. WHITESNAKE
9. AEROSMITH
10. PHIL COLLINS

CAMELOT *LEW GARRETT*
250 Retail Stores (Canton)

CAMELOT

1. WHITESNAKE
2. MILLI VANILLI
3. N.KIDS (CHRISTMAS)
4. NEW KIDS ON THE BLCK
5. JANET JACKSON
6. BILLY JOEL
7. PAULA ABDUL
8. YOUNG MC
9. MOTLEY CRUE
10. B52'S

WHEREHOUSE *CHUCK LEE*
250 Retail Stores (Los Angeles)
WHEREHOUSE ENTERTAINMENT, INC.

WHEREHOUSE

1. JANET JACKSON
2. MILLI VANILLI
3. PAULA ABDUL
4. TWO LIVE CREW
5. SOUL II SOUL
6. BILLY JOEL
7. B.BROWN (DANCE)
8. B52'S
9. YOUNG MC
10. WHITESNAKE

RECORD WORLD *DEAN FINE*
81 Retail Stores (New York)

RECORD WORLD

1. BILLY JOEL
2. MILLI VANILLI
3. PAULA ABDUL
4. NEW KIDS ON THE BLCK
5. WHITESNAKE
6. B52'S
7. ROLLING STONES
8. JANET JACKSON
9. N.KIDS (CHRISTMAS)
10. ERIC CLAPTON

TOWER RECORDS | VIDEO *WENDY GREEN*
54 Retail Stores (Sacramento)

TOWER NATIONAL

1. TRACY CHAPMAN
2. BILLY JOEL
3. JANET JACKSON
4. WHITESNAKE
5. GRATEFUL DEAD
6. ERIC CLAPTON
7. ROLLING STONES
8. J.SATRIANI
9. TEARS FOR FEARS
10. MILLI VANILLI

WESTERN MERCHANDISERS *KEN GRAHAM*
2023 Rack, Retail & 1-Stop Accts (Amarillo)

WESTERN MERCHANDISERS

1. MILLI VANILLI
2. NEW KIDS ON THE BLCK
3. N.KIDS (CHRISTMAS)
4. CLINT BLACK
5. GARTH BROOKS
6. CHER
7. MOTLEY CRUE
8. JANET JACKSON
9. R.TRAVIS (NO HOLDIN)
10. RICHARD MARX

Sam Goody *BRIAN ALBRIGHT*
222 Retail Stores (Edison)

SAM GOODY/EAST

1. BILLY JOEL
2. MILLI VANILLI
3. N.KIDS (CHRISTMAS)
4. NEW KIDS ON THE BLCK
5. PAULA ABDUL
6. B52'S
7. JANET JACKSON
8. PHIL COLLINS
9. BARBRA STREISAND
10. AEROSMITH

TARGET *SCOTT LEVIN*
379 Stores (National)

TARGET

1. NEW KIDS ON THE BLCK
2. MILLI VANILLI
3. PAULA ABDUL
4. JANET JACKSON
5. CHER
6. BARBRA STREISAND
7. R.TRAVIS (NO HOLDIN)
8. RICHARD MARX
9. BOBBY BROWN
10. ROLLING STONES

Harmony House *SANDY BEAN*
records and tapes 30 Retail Stores (Detroit)

HARMONY HOUSE

1. N.KIDS (CHRISTMAS)
2. MILLI VANILLI
3. BILLY JOEL
4. JANET JACKSON
5. B52'S
6. NEW KIDS ON THE BLCK
7. LES MISERABLES
8. TEARS FOR FEARS
9. J.SATRIANI
10. PAULA ABDUL

TOP TENS

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



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

KEMP MILL

1. B52'S
2. WHITESNAKE
3. ERIC CLAPTON
4. JANET JACKSON
5. BILLY JOEL
6. LUTHER VANDROSS
7. TRACY CHAPMAN
8. HEAVY D
9. MILLI VANILLI
10. KATE BUSH



KATHY STAMM
600 Accounts
(Milwaukee)

RADIO DOCTOR'S

1. PHIL COLLINS
2. BILLY JOEL
3. WHITESNAKE
4. B52'S
5. RUSH
6. MILLI VANILLI
7. SCORPIONS
8. YOUNG MC
9. ERIC CLAPTON
10. JANET JACKSON

RICH LOCKWOOD
300 Accounts
(Chatsworth)

PACIFIC COAST ONE-STOP

PACIFIC COAST ONE-STOP

1. TRACY CHAPMAN
2. WHITESNAKE
3. BILLY JOEL
4. MILLI VANILLI
5. B52'S
6. ERIC CLAPTON
7. EURYTHMICS
8. SOUL II SOUL
9. JANET JACKSON
10. KATE BUSH



ARROW DISTRIBUTING CO.
30400 BRUCE INDUSTRIAL PARKWAY
SOLON, OHIO 44139

TONY BRENNER
500 Accounts
(Cleveland)

ARROW DISTRIBUTERS

1. NEW KIDS ON THE BLCK
2. MOTLEY CRUE
3. AEROSMITH
4. JANET JACKSON
5. PAULA ABDUL
6. ROLLING STONES
7. BILLY JOEL
8. MILLI VANILLI
9. TEARS FOR FEARS
10. RICHARD MARX



FRANK DAVIS
373 Accounts
(Detroit)

ANGOTT ONE-STOP

1. BABYFACE
2. REGINA BELLE
3. JANET JACKSON
4. LUTHER VANDROSS
5. SOUL II SOUL
6. MAZE
7. RED HOT CHILI PEPPER
8. HEAVY D
9. TEARS FOR FEARS
10. BILLY JOEL

SOUTHWEST

SHERYL DIVIN
478 Accounts
(Houston)

S.W. WHOLESALE

1. LUTHER VANDROSS
2. THIRD BASE
3. MAZE
4. B.BROWN (DANCE)
5. RUSH
6. MAZE (OLD)
7. BABYFACE
8. RON "C"
9. TEMPTATIONS
10. JANET JACKSON



RICK ANDRADE
5 Retail Stores
(Tucson)

ZIPS

1. SOUL II SOUL
2. AEROSMITH
3. JANET JACKSON
4. MILLI VANILLI
5. BILLY JOEL
6. ICE-T
7. BAD ENGLISH
8. GRATEFUL DEAD
9. TOM PETTY
10. PAULA ABDUL



JEFF MOSKOW
500 Accounts
(Wash D.C.)

SCHWARTZ BROS

1. BILLY JOEL
2. NEIL YOUNG
3. B52'S
4. WHITESNAKE
5. TOM PETTY
6. ERIC CLAPTON
7. JANET JACKSON
8. MILLI VANILLI
9. LINDA RONSTADT
10. GRATEFUL DEAD



LYNN BATCHECK
36 Retail Stores
(Columbus)

RECORD & TAPE OUTLET

1. BABYFACE
2. MILLI VANILLI
3. JANET JACKSON
4. RUSH
5. PHIL COLLINS
6. WHITESNAKE
7. NEW KIDS ON THE BLCK
8. LUTHER VANDROSS
9. PAULA ABDUL
10. YOUNG MC



TOM JACOBSON
22 Retail Stores
(Chicago)

ROSE RECORDS

1. MANNHEIM STEAMROLLER
2. JANET JACKSON
3. BILLY JOEL
4. J.SATRIANI
5. B52'S
6. MILLI VANILLI
7. ROLLING STONES
8. ERIC CLAPTON
9. NEW KIDS ON THE BLCK
10. LUTHER VANDROSS



FRANK JENKS
7 Retail stores
(Lansing)

MICHIGAN WHEREHOUSE

1. PHIL COLLINS
2. RUSH
3. THIRD BASE
4. BILLY JOEL
5. B52'S
6. TWO LIVE CREW
7. JANET JACKSON
8. ERIC CLAPTON
9. MILLI VANILLI
10. WHITESNAKE



AMY BANNING
25 Stores (Grand Rapids)

BELIEVE IN MUSIC

1. MILLI VANILLI
2. AEROSMITH
3. BILLY JOEL
4. JANET JACKSON
5. MOTLEY CRUE
6. YOUNG MC
7. TRACY CHAPMAN
8. B52'S
9. TEARS FOR FEARS
10. PAULA ABDUL

We've Got Top 40's SuperStars Talking!

LiveWire™

Hosted by Jay Thomas

Where Your Listeners Reach The Stars!

NEW KIDS ON THE BLOCK

Live Via Satellite

Tuesday, Dec. 12th

11 pm Eastern

8 pm Pacific

© 1989 Columbia Records



Better Hurry, Over Half The Markets Are Already Reserved.

For Exclusivity In Your Market Contact:



GLOBAL SATELLITE NETWORK

(818) 906-1888 FAX: (818) 906-9736

BREAKOUTS

Hot new or resurging albums as reported by the nation's leading record merchandisers

Atlantic Records dominates the streets this week with the one-two punch of **Phil Collins** (who?) and **Rush**. Both are doing big out of the box business (surprise, surprise). Watch out for the **Bobby Brown** "remix" package, it's off

to a good start. Also, good early reaction to the "Best Of" packages from **Eddie Money** (which has a hot new single doing big radio business) and **Scorpions**.

WINNERS

1	PHIL COLLINS	(Atlantic 82040)	65%	6	TERENCE T D'ARBY	(Columbia 45351)	30%
2	RUSH	(Atlantic 82050)	64%	7	HOOTERS	(Columbia 45058)	25%
3	B BROWN (REMIX)	(MCA 6342)	43%	8	EDDIE MONEY	(Columbia 45381)	23%
4	WHITESNAKE	(Geffen 24249)	39%	9	SCORPIONS	(Mercury 842002)	21%
5	ERIC CLAPTON	(Reprise 26074)	32%	10	MINISTRY	(Sire/WB 26004)	18%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT

- Eddie Money
- 9* Nails
- Ministry
- Phil Collins
- Rush
- Third Bass
- Maze

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO

- Bobby Brown (Remix)
- Jody Watley (Remix)
- Eddie Money
- Hooters
- Erasure

BUZZARD'S NEST / JIM JOHNSON / COLUMBUS

- Rush
- Phil Collins
- Hooters
- Bobby Brown (Remix)
- Jody Watley (Remix)

CAMELOT / LEW GARRET / CANTON

- Whitesnake
- Rush
- Phil Collins
- Sir Mix-A-Lot
- Britny Fox

CAMELOT / LISA SCOTT / FLORISSANT

- Rod Stewart (Box)
- Phil Collins
- Rush
- New Kids (Xmas)
- Whitesnake

CAVAGES / JOHN GRANDONI / BUFFALO

- Phil Collins
- Rush

CENTRAL SOUTH / TONY ROSS / NASHVILLE

- Eddie Money
- Hooters
- Gap Band
- Bobby Brown (Remix)
- Britny Fox

CML ONE-STOP / SCOTT FREEMAN / ST. LOUIS

- Rush
- Phil Collins
- Robin Beck
- Rod Stewart (Box)
- Eddie Money
- Scorpions
- Tesla

DOWN IN THE VALLEY / CATHY SHEDD / MPLS

- Phil Collins
- Rush
- Rod Stewart (Box)
- Whitesnake
- Joe Satriani
- Michelle Shocked
- Kate Bush

GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURG

- Scorpions
- Third Bass
- Red Lorry
- Bobby Brown (Remix)
- Ministry
- Jody Watley (Remix)
- Hooters

GALGANO ONE-STOP / KEITH MEDIN / CHICAGO

- Phil Collins
- Rush
- Little Lewis

HARMONY HOUSE / SANDY BEAN / DETROIT

- Grateful Dead
- Joe Satriani
- Whitesnake
- Gap Band
- Terence Trent D'Arby
- DJ Jazzy Jeff

HARVARD CO-OP / DAVID SIBEL / BOSTON

- Eric Clapton
- Grateful Dead
- Indigo Girls
- Ministry
- Maura O'Connell
- Graham Parker
- Jesus & Mary Chain

KARMA / DAVE WATSON / INDIANAPOLIS

- Eric Clapton
- Rush
- Phil Collins
- Young MC
- DJ Jazzy Jeff

LECHMERE / DAVE CURTIS / BOSTON

- Eddie Money
- Terence Trent D'Arby
- Bobby Brown (Remix)
- Hooters
- Shawn Colvin
- Daniel Lanois

LIEBERMAN / LINDA METZ / MT. LAUREL

- Phil Collins
- Rush
- Eric Clapton
- Eddie Money
- Joe Satriani

LIEBERMAN-NATL / DUSTY BOWLING / MPLS

- Whitesnake
- Joe Satriani
- DJ Jazzy Jeff
- Kix
- Bonham

MOBY DISC / BOB SAY / LOS ANGELES

- Rush
- Phil Collins
- Poi Dog Pondering
- Flesh For Lulu
- Shotgun Messiah
- Skinny Puppy

MUSICLAND / DICK ODETTE / MINNEAPOLIS

- Hooters
- Scorpions
- XYZ
- Third Bass

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH

- Bobby Brown (Remix)
- Hooters
- Tesla
- Eddie Money
- Scorpions

BREAKOUTS

Hot new or resurging albums as reported by the nation's leading record merchandisers

**NORTHEAST ONE-STOP /
GEORGE SMITH / ALBANY**

Phil Collins
Rush
Hooters
Scorpions
Whitesnake
Eric Clapton
John Lee Hooker

**PACIFIC COAST ONE-STOP /
RICH LOCKWOOD /
CHATSWORTH**

Rush
Phil Collins
Ministry
Third Bass
Bobby Brown (Remix)
Jody Watley (Remix)
Scorpions

**PEACHES / MARK MICHEL /
MIAMI**

Whitesnake
Eric Clapton
Fabulous Baker Boys
John Lee Hooker
Joe Satriani
Nuclear Valdez
Eurythmics

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

Linda Ronstadt
Stevie B
Clint Black
Ministry
Bobby Brown (Remix)
Rush
Phil Collins

**RADIO DOCTORS / KATHY
STAMM / MILWAUKEE**

Phil Collins
Rush
Hooters
Ministry
Scorpions

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

Phil Collins
Rush
Bobby Brown (Remix)
Jody Watley (Remix)
Eddie Money

**RECORD BAR / MARY HERZER /
CORPUS CHRISTI**

Phil Collins
Rush
Whitesnake
Eric Clapton
Terence Trent D'Arby
Taylor Dayne

**RECORD BAR / MARY
BARNHILL / DURHAM**

Eric Clapton
Robert Palmer
Britny Fox
Bobby Brown (Remix)
Rod Stewart (Box)
Rush
Phil Collins

**RECORD BAR / JASON SELF /
OKLAHOMA CITY**

Bobby Brown (Remix)
Ice-T
Billy Joel
New Kids (Xmas)
Rolling Stones

**RECORD EXCHANGE / JOHN
SHAHINIAN / CLEVELAND**

Rush
Phil Collins
Terence Trent D'Arby
Maze
Bobby Brown (Remix)
Gypsy Kings

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

Phil Collins
Rush
Whitesnake
Eric Clapton
Robert Palmer

**SCHWARTZ BROS / JEFF MOS-
KOW / WASH D.C.**

Hooters
Eddie Money
Bobby Brown (Remix)
Jody Watley (Remix)
Rod Stewart (Box)
Neil Young

**SHOW INDUSTRIES / SHELLY
TUCKER / LA**

Bobby Brown (Remix)
Terence Trent D'Arby
Third Bass
Eric Clapton
Whitesnake
Rush
Phil Collins

**SOUND WAREHOUSE / TRACY
DONIHOO / DALLAS**

Whitesnake
Eric Clapton
R Hot Chili Peppers
Terence Trent D'Arby

SPECS / CINDY BARR / MIAMI

Phil Collins
Rush
Whitesnake
Joe Satriani
Eric Clapton
Bobby Brown (Remix)
R Hot Chili Peppers

**STRAWBERRIES / JEFF COHEN /
BOSTON**

Bobby Brown (Remix)
Third Bass
Scorpions
Hooters
Jody Watley (Remix)
XYZ
Lenny Kravitz

**STREETSIDE / DAVE MATHES /
ST. LOUIS**

Ministry
Phil Collins
Rush
Eric Clapton
Terence Trent D'Arby
Britny Fox
Roxanne Shante

**TOWER / KELLE GEIDT / SHER-
MAN OAKS**

Whitesnake
Phil Collins
Rush
Kate Bush
Terence Trent D'Arby

**TRANSWORLD / DAVE ROY /
ALBANY**

Whitesnake
Terence Trent D'Arby
Joe Satriani
Taylor Dayne
Tesla
Roxette
Rod Stewart (Box)

**TURTLES / ROBIN SHANNON /
ATLANTA**

Terence Trent D'Arby
Britny Fox
Bobby Brown (Remix)
Club Nouveau
Rod Stewart (Box)
Biz Markie
By All Means

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

Rush
Phil Collins
Joe Satriani
DJ Jazzy Jeff
Taylor Dayne
Charlie Brown
Terence Trent D'Arby

**VINYL VENDORS / VALERIE EL-
LIOTT / KALAMAZOO**

Ministry
Scorpions
Eddie Money
Bobby Brown (Remix)
Hooters
Third Bass
Jody Watley (Remix)

**WALL TO WALL / BEN BRENT /
PHILA**

Phil Collins
Rush
Britny Fox
Bonham
Eric Clapton
Whitesnake
R Hot Chili Peppers

**WILMI SALES CORP / MICHAEL
SMITH / NEW YORK**

Whitesnake
Rush
Phil Collins
Scorpions
Terence Trent D'Arby

ZIPS / RICK ANDRADE / TUCSON

Rush
Phil Collins
Bobby Brown (Remix)
Eric Clapton
Whitesnake
Roy Orbison
Terence Trent D'Arby

TOP FIFTY ALBUMS

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

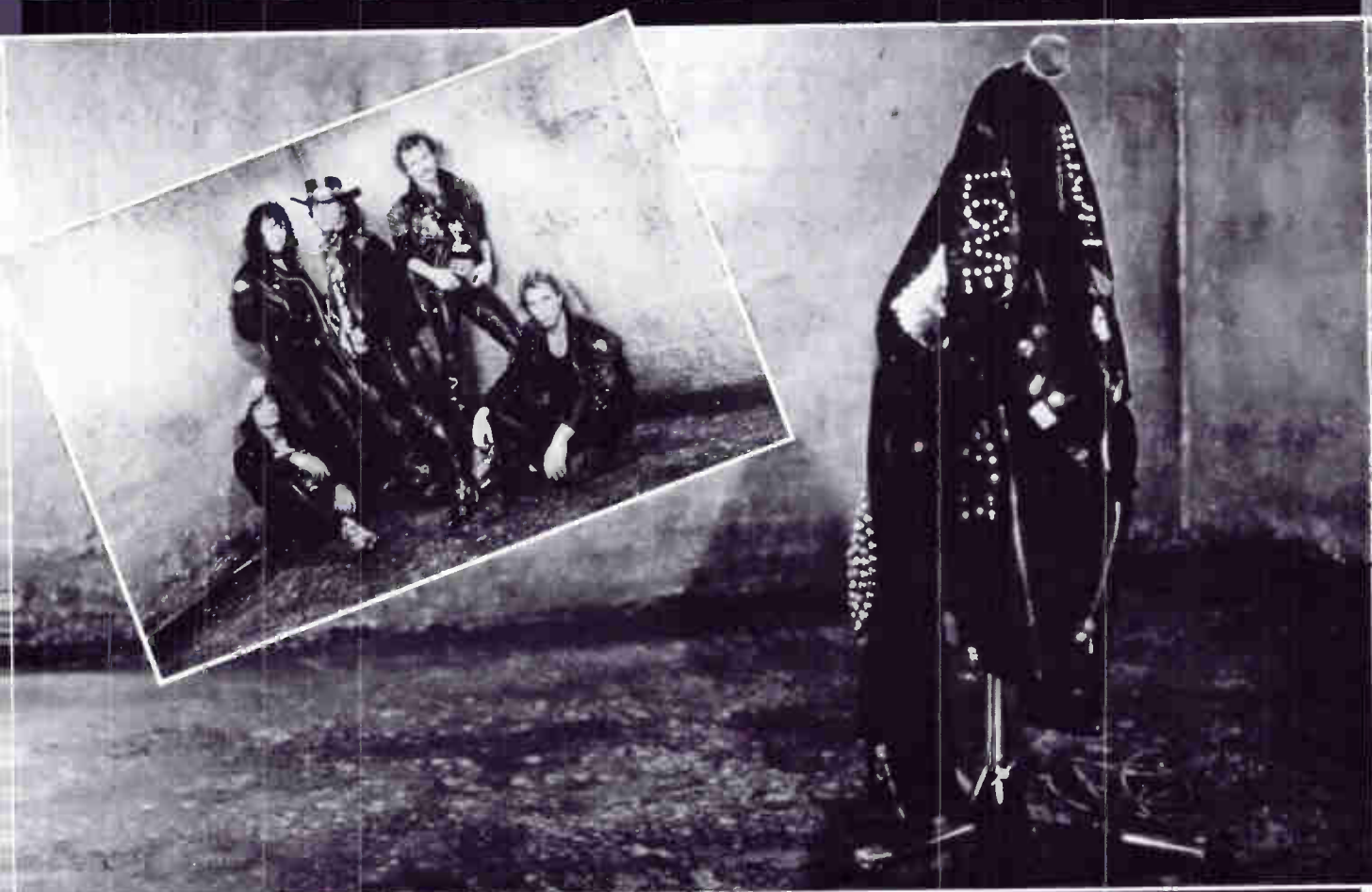
Milli Vanilli takes top honors for the sixth straight week (yipes!), while *New Kids On The Block* surge back to #2 and *Whitesnake* blasts into the Top Ten at #5. *Eric Clapton's* growth pattern continues, while *Skid Row* is back

up with their smash new 45 helping. *Phil Collins* with a hot single leading and *Rush* debut with high expectations for next week.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
	1	MILLI VANILLI	GIRL YOU KNOW	Arista 8592	6th week and growing	138.1
4	2	NEW KIDS ON THE	HANGIN' TOUGH	Col FC 40985	Getting stronger	108.2
2	3	BILLY JOEL	STORM FRONT	Columbia 44366	Monster single leads	98.3
3	4	JANET JACKSON	RHYTHM NATION	A&M 3920	"Rhythm Nation" hot	93.3
12	5	WHITESNAKE	SLIP OF THE TONGUE	Geffen 24249	Huge increases	80.7
5	6	PAULA ABDUL	FOREVER YOUR GIRL	Virgin 90943	Gigantic 45 leads	79.7
6	7	NEW KIDS	MERRY MERRY XMAS	Columbia FC 45280	Single breaking	73.1
9	8	AEROSMITH	PUMP	Geffen 24254	Tons of Top 40	61.2
10	9	B-52'S	COSMIC THING	Reprise 25854	Getting stronger	60.3
7	10	ROLLING STONES	STEEL WHEELS	Col 45333	Hot 45, hot video	59.8
8	11	MOTLEY CRUE	DR. FEELGOOD	Elektra 60829-1	45 breaking	59.7
11	12	TRACY CHAPMAN	CROSSROADS	Elektra 68888	Steady sales	48.4
14	13	LINDA RONSTADT	CRY LIKE A...	Elektra 60872	Hot duet leads	45.7
13	14	YOUNG MC	STONE COLD	D.Vin/Isi 791309	New single developing	45.3
19	15	NEW KIDS	NEW KIDS	Columbia 40475	Back up	42.4
17	16	TOM PETTY	FULL MOON FEVER	MCA 6253	New single breaking	41.0
15	17	SOUL II SOUL	KEEP ON MOVIN'	Virgin 91267	"Back To Life" leads	40.2
18	18	2 LIVE CREW	AS NASTY AS	L Skywalker XR107	Solid sales	39.2
22	19	RICHARD MARX	REPEAT OFFENDER	EMI 90380	Turning around	38.6
21	20	CHER	HEART OF STONE	Geffen 24239	Hot 45 leads	38.2
31	21	ERIC CLAPTON	JOURNEYMAN	Reprise 26074	Single developing	36.5
24	22	LUTHER VANDROSS	BEST OF	Epic 45320	Hits collection	35.9
26	23	SKID ROW	SKID ROW	Atlantic 81936	45 exploding	33.7
23	24	BARBRA STREISAND	A COLLECTION...	Columbia 45369	Hits package	33.5
20	25	TEARS FOR FEARS	THE SEEDS OF LOVE	Mer/Font 838730	"Woman In Chains" going	31.3

NO ONE LIKE

SCORPIONS



"I Can't Explain"

876 190 - 4

The new track and video from the forthcoming album
BEST OF ROCKERS 'N' BALLADS

842 002 - 1/2/4

Produced by Dieter Dierks for Breeze Music.

"I Can't Explain"

Produced by Bruce Fairbairn.

Management: Doc McGhee for McGhee Entertainment, Inc.

Available on Mercury compact discs, chrome cassettes and records.



"I Can't Explain" is also available on the
MAKE A DIFFERENCE FOUNDATION album, "STAIRWAY TO HEAVEN/HIGHWAY TO HELL."

842 093 - 1/2/4

TOP FIFTY ALBUMS

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

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
25	26	BABYFACE	TENDER LOVER	Solar 45288	"Tender Lover " hot	30.6
29	27	JOE SATRIANI	FLYING IN A BLUE	Relativity 1015	Rock monster	30.4
16	28	GRATEFUL DEAD	BUILT TO LAST	Arista 8595	Slipped a bit	28.7
28	29	BAD ENGLISH	BAD ENGLISH	Epic 45083	Ready for new single	28.6
27	30	ALICE COOPER	TRASH	Epic 45137	Top 10 single leads	24.9
--	31	PHIL COLLINS	...BUT SERIOUSLY	Atlantic 82050	Hot out of the gate	23.2
33	32	DON HENLEY	END OF THE ...	Geffen 24217	Top 25 45 leads	22.3
--	33	RUSH	PRESTO	Atlantic 82040	Hot rock	21.3
32	34	BOBBY BROWN	DON'T BE CRUEL	MCA 42185	New one breaking	19.6
42	35	GLORIA ESTEFAN	CUTS BOTH WAYS	Epic 45217	Good week here	18.3
46	36	WARRANT	DIRTY, ROTTEN...	Columbia 44383	Big jump	18.2
40	37	RANDY TRAVIS	NO HOLDIN' BACK	Warner Bros 259881	Contains #1 country 45	17.3
44	38	HEAVY D	BIG TYME	MCA 42302	New video	15.8
--	39	BOBBY BROWN	DANCE...	MCA 6342	Dance mixes	15.6
38	40	DJ JAZZY JEFF	AND IN THIS CORNER	Jive/RCA 1188	Steady sales	15.5
43	41	BONHAM	THE DISREGARD	WTG 45009	Great jumps on single	15.4
35	42	RICKIE LEE JONES	FLYING COWBOYS	Geffen 24246	Falling	15.4
30	43	FINE Y CANNIBALS	THE RAW AND THE	IRS/MCA 6273	Fell some this week	15.4
39	44	KISS	HOT IN THE SHADE	Mercury 838913	45 developing	14.6
36	45	MELISSA ETHERIDGE	BRAVE & CRAZY	Island 91285	Peaking	14.4
34	46	NEIL YOUNG	FREEDOM	Reprise 25899	Peaking	13.9
41	47	ICE-T	THE ICEBERG	Warner Bros 26028	Falling now	13.4
45	48	KATE BUSH	SENSUAL WORLD	Columbia 44164	#1 Post Modern	13.4
--	49	MICHAEL BOLTON	SOUL PROVIDER	Columbia 45012	Top 30 single leads	12.8
--	50	KIX	BLOW MY FUSE	Atlantic 81877	Hot single leads	12.5

NEXT UP

ROXETTE (EMI)
TAYLOR DAYNE (Arista)
TT D'ARBY (Columbia)

R H CHILI PEPPERS (EMI)
THIRD BASS (Col/Def Jam)
SCORPIONS (Mercury)

QUINCY JONES

"I'LL BE GOOD TO YOU"

From the album *BACK ON THE BLOCK*

FLASHMAKERS WINNER!

43-39 HITS TOP FIFTY SINGLES!
OVER 15 NEW ADDS!

Y95 add
Q102 add
PWR99 add
KSAQ add
KPLZ add

Q101	deb	23	Q105	24-19
KKSS	deb	25	KKYK	25-21
WPEY	deb	25	Q107	25-22
KREB	deb	26	WHYT	25-22
HOT30	deb	28	KITY	32-24
KLUE	deb	29	KMEL	28-24
KQMQ	deb	29	WMJQ	25-24
KWNZ	deb	29	WDJX	28-25
HOT97	deb	30	B98	28-23
KKRD	deb	30	KTFM	23-26
WHOT	deb	30	WAZL	28-27
WBNQ	deb	31	KSHO	28-27
WXKS	deb	33	FM100	30-27
WNNK	deb	33	WJMX	28-27
PRO-FM	deb	34		
WPHR	deb	35		

PRINCE

"ARMS OF ORION"

From the soundtrack *BATMAN*

33-31 HITS TOP FIFTY SINGLES!

Q102 add
KQKQ deb 28
X106 deb 28
WAYS deb 31
WINK deb 32
KZOZ deb 33
WHTO deb 34
95XIL deb 35
WYCR deb 35
WKCI deb 35
KSND deb 35

HOT102 4-3
KKMG 6-5
WKBQ 12-6
WLRW 7-7
Z104 11-8

K106	14-10	WNYP	25-19
K98	13-12	KYNO	25-20
WHYH	14-12	WCGQ	24-21
KUBE	15-14	KLUC	25-21
WIBW	17-14	KOCR	25-21
B96	17-15	WBBQ	27-22
WBNQ	18-15	WLOL	28-22
KFTZ	18-15	KISH	28-22
KPLZ	18-15	Q104	25-22
KWNZ	20-18	KTMT	25-22
WKRZ	20-18	KLYV	30-23
Z102	18-18	G98	28-23
Y107	18-16		
KBFM	21-17		
WHYT	21-18		
WRVQ	21-18		
KF95	21-18		
WERZ	21-18		

MADONNA

"OH FATHER"

From the album *LIKE A PRAYER*

31-28 HITS TOP FIFTY SINGLES!

KS104 add
KXXQ add
WHYT deb 23
B96 deb 24
WBLI deb 25
WDLX deb 27
KRQ deb 28
KKBQ deb 28
X100 deb 28
Y108 deb 29
WINK deb 29
WKSE deb 30
KYYY deb 30
WNYP deb 34
KQMQ 13-10
WKBQ 11-11
WBNQ 16-13
WNVZ 14-14
WSPK 18-15

WHYH	17-15	Z102	28-23
KSAQ	24-16	Z100	25-23
WGHFM	17-16	WRVQ	29-23
KUBE	17-16	B93	27-23
KCMQ	21-17	KWNZ	33-23
Q106	19-17	WIBW	27-23
ZFUN	22-16	MIX105	26-23
KPLZ	21-18	WPFR	29-23
KLUC	21-18	KOY	28-24
K98	27-19	Q102	31-24
KZZP	22-19	WNNK	30-24
STR94	26-20	KZOZ	36-24
WKRZ	23-20	KBFM	31-24
KZZU	23-20	95XIL	28-24
KTMT	26-21	WMJQ	29-25
B98	24-21	WLAP	28-25
WRQN	25-22	WTIC	31-25
WNOK	30-22	WREZ	30-25
KISN	31-23	WJMX	29-25
WTBX	27-23		



CROSSOVERS WINNER!
26 HITS TOP FIFTY ALBUMS!
42-38 HITS TOP FIFTY SINGLES!

WXKS add
93Q add
WDJX add
WKEE add
WVSR add
KFBQ add
WPFR add
KQCR add
WAEB add
WSPK add
WNNK add

KQKQ deb 22
FM102 deb 26
B96 deb 29
WTIL deb 39
KNRJ deb 39

KJMZ 13-12 KKFR 25-23
WCIL 15-14 WPGC 29-24
KITY 20-14 HOT97.7 28-25
KMEL 22-16 KZZP 30-27
K104 24-17 KKRZ 30-28
WIOQ 24-17 KKRZ 30-28
HOT102 26-20 HOT97 31-29



babyface

"Tender Lover"

Tender Lover
The Title Track
From The Album
Tender Lover.

Produced by: L.A. and Babyface, for LA'FACE, Inc.



Epic are trademarks of CBS Inc. © 1989 CBS Records Inc.



WAVELENGTH



by Lenny Beer & Mike Murphy

The Gene Baxter/Kevin Ryder saga continues with a new heavyweight West Coast player now entering the mix.... PD Kevin Kenney & GM David Small are out at KBEQ KC. New GM is Tom McKinley, with Bob Laurence handling interim PD duties.... Big changes at WAPI Birmingham. PD John Peake moves to KRQ Tucson to fill the PD opening, MD Lee Chestnut moves to PWR99 Atlanta for the music coordinator slot, and Mark St. John from KWSS San Jose is negotiating to move in as VP Programming. If St. John moves, then what happens in San Jose? It seems that the station's GM just happens to be buds with Buddy Scott from mutual time in Chicago. Wad-dya think?.... Speaking of

Chicago, why not put Mr. Kenney's name right into the hopper? Take Bill Richards out of consideration, and put Dave Robbins on hold.... Did KLUC Las Vegas' Jay Taylor receive an inquiry from Steve Rivers about the Asst. PD/MD job at WZOU Boston? Michael Ventura exits Star94 Atlanta for the GSM slot at Q105 Tampa.... Changes at Z102 Savannah have Stanton Jay promoted to MD and Ray Williams exiting to pursue a promo position. Reach Ray at 912-925-6113.... The Kate Bush album sitting at #1 on the Post Modern chart spawns its first single this week. Check it out!.... Format alterations are underway at WDFX Detroit and WROQ Charlotte.... The Marcia Griffiths record is now

moving out of its Balt-Wash area. It could go all the way.... Is hot air talent Wendy headed from Y95 Dallas to PWR106 LA?.... And speaking of PWR106, super jock Jay Thomas has signed on to host Global Satellite's new LIVEWIRE show debuting Dec 12 with the New Kids as guests.... Susie Sponder takes the Epic local post in Philly.... MD Bob LaBorde exits KISN in Salt Lake.... WPLJ NY mid-day jock Bobby Valentine exits.... PD Bob Mallery named GM at K104 Erie and will continue as VP Programming for Burbach Broadcasting. Bernie Kimble from WNUA Chicago takes the PD slot.... MD Burke Allen out at WKEE Huntington. Reach him at 304-525-7549.... WTHH Portland

GM David Fitts is out.... KOKZ Waterloo PD Scott Lee exits for mornings at KLYV Dubuque.... And here's KRQ Tucson GM Clancy Woods. He reached his peak and now goes back to being anonymous.





HOOTERS "500 Miles"

Taken from the Columbia release "Zig Zag" 45058
Produced by Rick Chertoff · Co-Produced by Eric Bazilian and Rob Hyman

**FLASHMAKER!
BREAKOUTS WINNER!**

WMMS add	WPRR add @38	95XIL 40-33	WNVZ
KISN add	KATM add	WQUT 40-35	B95
WPFR add	WANS add	BREAKING AT:	KXXR
KFTZ add	WPST 35-30	KXYQ	WEGX

PARIS BY AIR

"Voices In Your Head"

Produced, Arranged and Engineered by Lewis A. Martinee



WHYT add	BREAKING AT:	
KKFR add	FM102	PWR106
KNRJ 15-13	KSAQ	KTFM
KITY 34-27	HOT97.7	PWR96
HOT102 39-35	SLY96	WIOQ
		KYNO
		KDON
		KIKI
		KKMG



EDDIE MONEY

"Peace In Our Time"

Taken from the Columbia release "Greatest Hits Sound Of Money" 45381
Produced by Chris Lord-Alge and Eddie Money (Eddie Money for Money Madness Productions)

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

#1 MOST ADDED!

PIRATE add	KEGL add	KISN add	Q102 add @33	WTIC add
KDWB add	KKBQ add	KRBE add	WAVA add @30	Y108 add
		KXXR add	WLOL add	WMMS add
		KXYQ add	WNVZ add	WPHR add

LOVERBOY "Too Hot"

Taken from the Columbia release "Big Ones" 45411
Produced by Bob Rock

CROSSOVER!

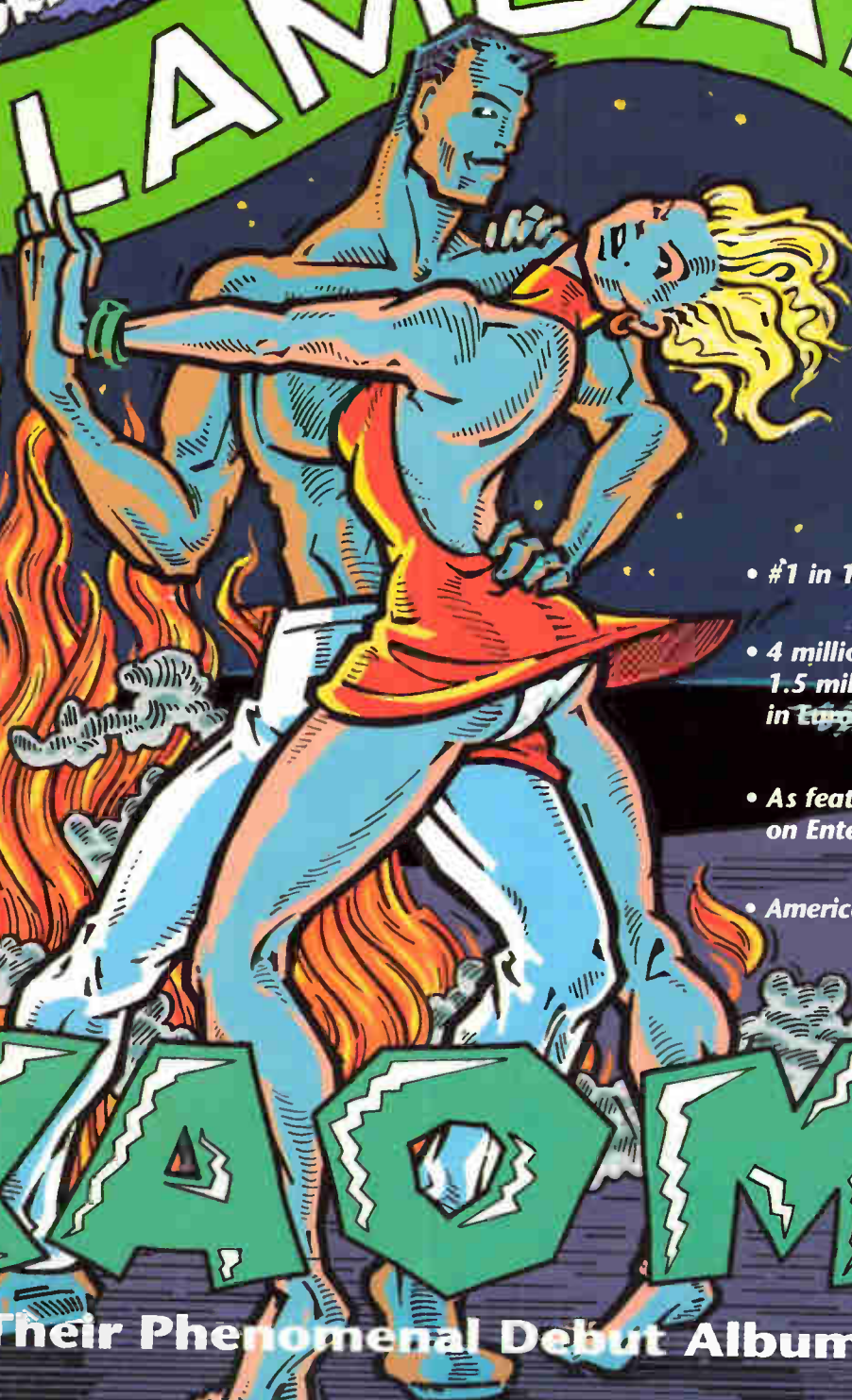
PIRATE add	KXYQ add	WVSR add
92X add	KATM add	KDWZ add
KXXR add	WAZY add	WLRS add



THE SENSUAL NEW DANCE TAKING THE WORLD BY STORM

The
ORIGINAL

LAMBADA



- #1 in 15 Countries!
- 4 million Singles and 1.5 million Albums sold in Europe alone!
- As featured twice on Entertainment Tonight!
- American Tour coming soon!

KAOMA

With Their Phenomenal Debut Album **WORLDBEAT**

Produced by J.C. Bonaventure.

Lambada Comes From Saya, A Bolivian Folk Music.
Ulysse And Gonzalo Hermosa And Olivier Lorsac
Contributed To Its Realization.



KAOMA WORLDBEAT MUSIC ON EPIC RECORDS

"Epic,"  are trademarks of CBS Inc. © 1989 CBS Records Inc.