

# SPECIAL NARM ISSUE: LOTSA REAL DUMB NARM FILLER.

March 25, 1991

Volume 5

Issue 234

\$6.00

# HITS

## WINNERS

### FLASHMAKERS

DIVINYLS Virgin

KEEDY Arista

EXTREME A&M

A. O'NEAL Epic/Tabu

### CROSSOVERS

HI-FIVE Jive/RCA

QUEENSRYCHE EMI

FIXX Impact

REM WB

### EARPICKS

REM WB

JESUS JONES SBK

SHEENA EASTON MCA

MIKE + MECH Atlantic

### BREAKOUTS

REM WB

BULLETBOYS WB

NEW JACK CITY(ST) Giant

RICK ASTLEY RCA

### WILDCARD

EXTREME A&M

See Page 10 For Details

## HOT NEW RELEASES

MARIAH CAREY

*I Don't Want...*

Col 38T-73743

DAISY DEE

*Crazy*

LMR/RCA 2812-4RS

INXS

*Bitter Tears*

Atlantic 4-87760

CHRIS ISAAK

*Don't Make Me...*

Reprise 19357

ANNA MARIE

*This Could Take...*

MCA N/A

DONNY OSMOND

*Love Will Survive*

Capitol 44707

PAJAMA PARTY

*Got My Eye On You*

Atlantic 4-87752

K-9 POSSE

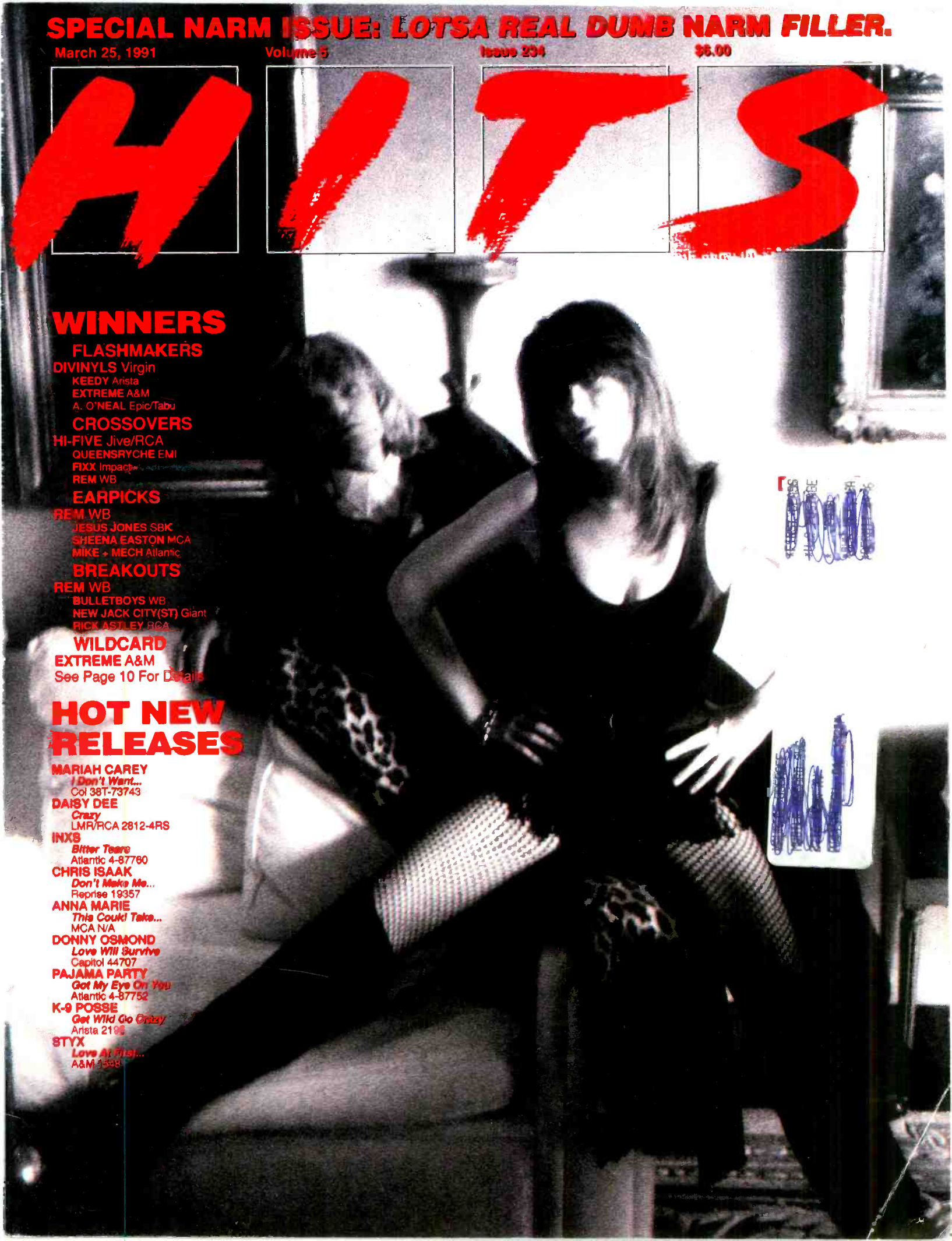
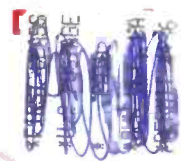
*Get Wild Go Crazy*

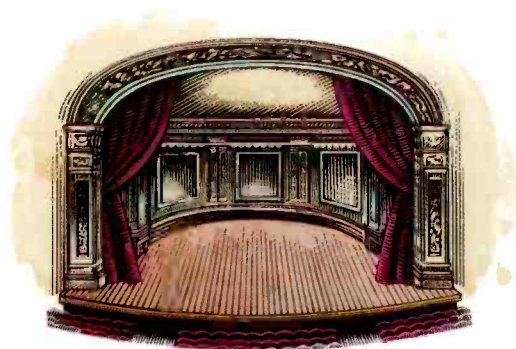
Arista 2198

STYX

*Love At First...*

A&M 3598





**TAKING A CLASS ACT TO THE TOP**



## EMI MUSIC MOVES TO CARNEGIE HALL TOWER

PEOPLE COME TO CARNEGIE HALL TO SEE REMARKABLE PERFORMANCES. WE ARE FLATTERED THAT SO MANY PEOPLE HAVE BEEN CALLING OUR TEAM'S RECENT PERFORMANCE REMARKABLE AS WELL. AND WE KNOW THIS IS JUST THE BEGINNING.

FROM ROCK TO RAP, FROM CLASSICAL TO COUNTRY, FROM R & B TO JAZZ — EMI MUSIC'S RECORD LABELS, EMI MUSIC PUBLISHING, OUR CEMA DISTRIBUTION SYSTEM AND OUR MANUFACTURING FACILITIES ARE SETTING AN INDUSTRY STANDARD FOR EXCELLENCE. LIKE CARNEGIE HALL, WE'RE NURTURING AND SHOWCASING THE WORLD'S FINEST ARTISTIC TALENT.

THAT IS WHY EMI MUSIC IS PROUD TO HAVE RELOCATED OUR NEW HEADQUARTERS TO CARNEGIE HALL TOWER. BECAUSE WHEN YOU'RE A CLASS ACT, CARNEGIE HALL TOWER IS THE PLACE TO BE.



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NEW YORK, NY 10019  
212/261-3000

A I R



J E S U S

Just play it!

"Right Here, Right Now." Jesus Jones



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

**DEBUT 43 HITS TOP FIFTY ALBUMS!**

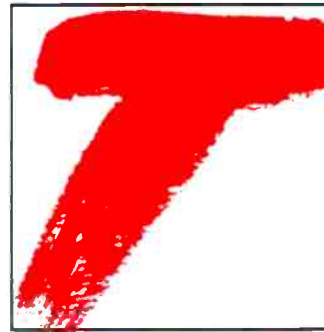
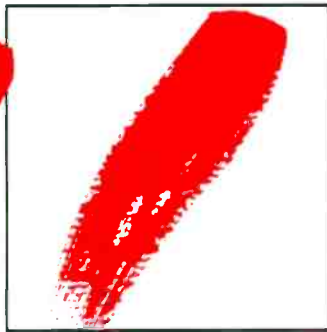
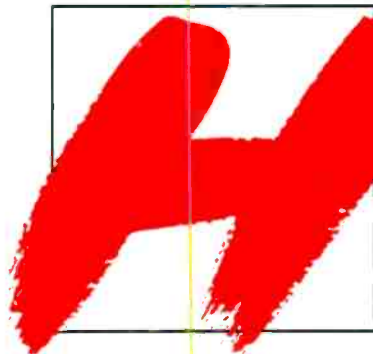
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K96.7 add  
KZZU add  
KKYK add  
KAKS add

KQIZ add  
99KG add  
999KHI add  
KFTZ add  
KKHT add

WIXX add  
ZFUN add  
BREAKING AT:  
HOT94.9  
WPST



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Facility Manager

**COLOR WEST**

Lithography

15477 Ventura Blvd.  
 Sherman Oaks, CA 91403  
 (818) 501-7900

**SINGLES**

Gloria Estefan's comeback is in full swing as her debut single hits #1. Congrats to all at Epic for their efforts.

6

**DIALOGUE**

A NARM spectacular with lotsa dumb stuff like a special retail rountable and dialogues with Camelot's Jim Bonk, Spec's Ann Spector-Lieff, NARM's Pam Horovitz, Virgin's Jeff Ayeroff and less, less, less.

36

**POST MODERN**

REM takes charge. Wonder if anyone else'll ever be #1?

65

**JAMS**

Zoo Entertainment scores with Lazet Michaels' "Kraze," while JAMS' Graham "And Swiss On Rye" Armstrong just acts that way.

79

**NEOBILLY**

Shelby Lynne's the newest face to come out of Music City, while the only thing wrong with Neobilly Cajone-Smasher Holly Gleason's mug is it includes her mouth.

85

**ALBUMS**

Mariah still leads as REM and the Doors soundtrack become Top Five challengers.

100

**Flashmakers** 28 **Earpicks** 58  
 Divinyls & Keedy. REM & Jesus Jones.

**Crossovers** 32 **Top Tens** 93  
 Hi-Five & Queensryche. REM eyes the lead.

**Requests** 34 **Breakouts** 97  
 Queensryche explodes! REM in a rout.

**Front Page** 13 **Hollyville** 85  
**Near Truths** 22 **Rerap** 90  
**Far Truths** 25 **Mini-Mugs** 90  
**Post Toasted** 65 **Wavelength** 104

**Mr. Smith Goes To NARM**



*He's got the #1 album and the #1 single and he's delivering the keynote speech at this year's NARM convention. Sony Music Distribution President Paul Smith is the company's Silver Fox, a savvy veteran who knows how to pump projects through those pipelines. Hey, the guy does everything but choreograph Michael Jackson's videos, though he's been known to do a mean "Moonwalk" on occasion. The only thing missing from Paul's life was this HITS "Contents" mention. Guess his luck's starting to change for the worse.*

**On The Cover**

If this Divinyls cover shot doesn't make you want to touch yourself, you're probably making the mistake of equating them with Virgin Promotion geek Michael Plen. This is one cool band and we sincerely apologize to them for this cover appearance.



# HITS TOP FIFTY SINGLES

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W  
E  
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K

*Gloria Estefan's come back single knocks Mariah out of the #1 spot this week. The C&C Music Factory looks like a lock for a repeat performance moving from #27 to #18. Exploding sales and big airplay move the Divinyls 7 points to #33. The*

*debut single from the Triplets goes from #42 to #37 with 51 new debuts at Top 40. The highest debut of the week is Voices That Care at #39 and Extreme comes on at #50 as this week's Wildcard.*

- 3 3 1
- 1 1 2
- 2 2 3
- 9 4 4
- 13 6 5
- 11 8 6
- 17 12 7
- 14 11 8
- 16 13 9
- 7 7 10
- 18 14 11
- 25 19 12
- 19 15 13
- 12 10 14
- 4 5 15
- 22 18 16
- 5 9 17
- 40 27 18
- 24 20 19
- 32 24 20
- 28 25 21
- 26 22 22
- 37 29 23
- 30 26 24
- 33 28 25

| ARTIST                       | TITLE                       | LABEL                 | COMMENTS                  |
|------------------------------|-----------------------------|-----------------------|---------------------------|
| <b>GLORIA ESTEFAN</b>        | <b>COMING OUT OF THE...</b> | <b>Epic 34T-73666</b> | <b>From platinum Lp</b>   |
| MARIAH CAREY                 | SOMEDAY                     | Columbia 73561        | Holding solid             |
| TIMMY T                      | ONE MORE TRY                | Cuality 4JM-15114     | Smash                     |
| TARA KEMP                    | HOLD YOU TIGHT              | Giant 19458           | Solid                     |
| ENIGMA                       | SADENESS PART 1             | Charisma 4-98864      | From exploding Lp         |
| LONDONBEAT                   | I'VE BEEN THINKING..        | Radioactive 12-53992  | Solid at radio            |
| WILSON PHILLIPS              | YOU'RE IN LOVE              | SBK 07343             | From triple platinum Lp   |
| ANOTHER BAD CREATION         | IESHA                       | Motown 20704          | Smash                     |
| TEVIN CAMPBELL               | ROUND AND ROUND             | P.Park/WB 19748       | Building Top 40           |
| TRACIE SPENCER               | THIS HOUSE                  | Capitol 44652         | Peaking now               |
| TESLA                        | SIGNS                       | Geffen 19653          | Smash                     |
| AMY GRANT                    | BABY, BABY                  | A&M 1549              | Leading hot new Lp        |
| GERARDO                      | RICO SUAVE                  | Interscope 94-98871   | Smash                     |
| OLETA ADAMS                  | GET HERE                    | Fon/Mercury 878-476   | From Gold Lp              |
| CELINE DION                  | WHERE DOES MY HEART         | Epic 73536            | New single starting       |
| STEVIE B                     | I'LL BE BY YOUR SIDE        | LMR/RCA 2758          | Steady increases          |
| WHITNEY HOUSTON              | ALL THE MAN I NEED          | Arista 2156           | Peaked                    |
| <b>C&amp;C MUSIC FACTORY</b> | <b>HERE WE GO...</b>        | <b>Col 38T-73690</b>  | <b>Hot 45 and video</b>   |
| WHITNEY HOUSTON              | STAR SPANGLED BANNER        | Arista 2207           | Sales                     |
| ROXETTE                      | JOYRIDE                     | EMI 50342             | Tons of Top 40            |
| ROBERT PALMER                | MERCY, MERCY ME             | EMI 50344             | Strong increase at Top 40 |
| FATHER MC                    | I'LL DO 4 YOU               | Uptown/MCA 53914      | Steady                    |
| HI-FIVE                      | I LIKE THE WAY              | Jive/RCA 1424-4-JS    | Crossing                  |
| RICK ASTLEY                  | CRY FOR HELP                | RCA 2774-4            | Developing nicely         |
| BINGOBOYS                    | HOW TO DANCE                | Atlantic 4-87756      | Hot dance and MTV         |

(Based on a combination of sales and airplay)

# Sony Music Distribution And Our Family Of Labels Salutes NARM

**COLUMBIA**

**Def**  
**Jam**  
recordings

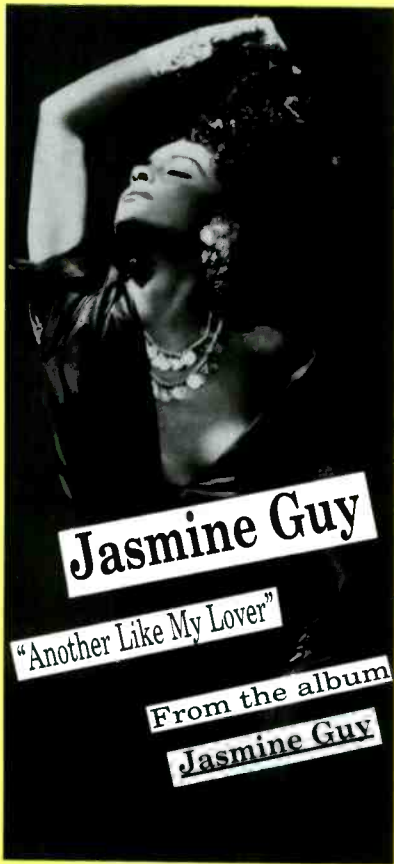


**Sony Music Nashville**



**Sony Music Special Products**

# Looking for some

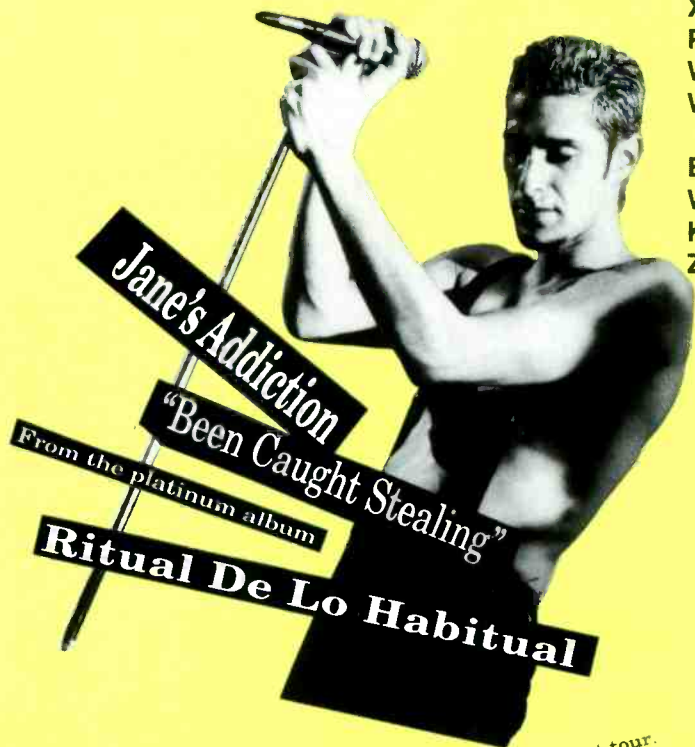


**Jasmine Guy**

"Another Like My Lover"

From the album

**Jasmine Guy**



**Jane's Addiction**

"Been Caught Stealing"

From the platinum album

**Ritual De Lo Habitual**

XL106 ad  
PWR92 ad  
WNYP ad  
WWFX ad

**BREAKING**  
WPST  
KFMW  
ZFUN

Breaking from MTV and a sold-out tour.  
Tests produce instant phones!

Z90 add  
HOT94.9 add  
WBPR add

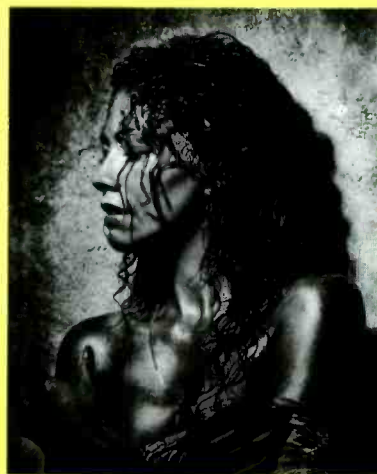
**23 JAMS SINGLES!**  
**FLASHMAKER!**

KPRR deb 25  
Y107 deb 28  
KFBQ deb 32  
KWOD deb 40

B95 12-10  
KDON 18-11  
KKMG 26-18  
HOT97.7 26-19  
I94 31-20  
KTFM 25-21  
KKRZ 26-22  
KZFM 29-25  
KBEO 32-27  
KXXR 33-28  
WFLY 40-30  
G105 35-31  
WSPK 38-34

**BREAKING AT:**

PWR106  
Z95  
KMEL  
KPLZ  
Q105  
FM102  
KKFR



**Sheila E**  
"Sex Cymbal"

**ALREADY ON AT:**  
HOT97

KMEL B95  
KXXR WCKZ  
KKFR WQXA  
KS104 KZFM

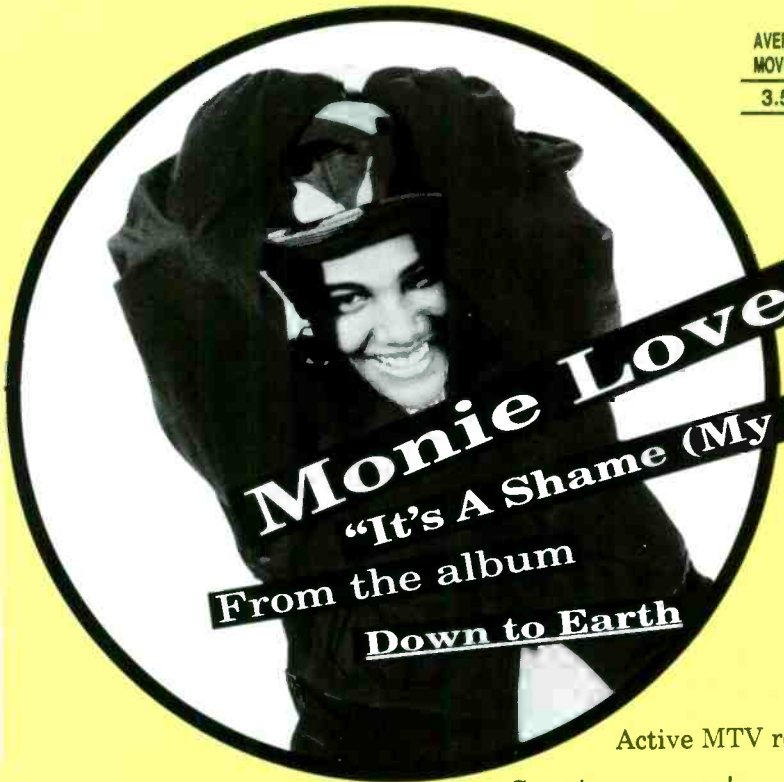
From the album  
**Sex Cymbal**





# good action?

© 1991 Warner Bros. Records Inc. Diversify and be fruitful.



|                 |
|-----------------|
| AVERAGE<br>MOVE |
| 3.50            |

PWR96 add  
KXXR add  
HOT97.7 add  
WMXP add  
KKFR add  
WRVQ add  
KMMG add  
CK105 add  
KBFM add  
WFHN add  
WJLQ add

**FLASHMAKER!**  
**15-13 JAMS SINGLES!**

KDON deb 12  
WHYT deb 14  
KKSS deb 25  
WXKS deb 29  
WKSS deb 29  
KTFM deb 29  
KOY deb 30  
KZFM deb 38

KMEL 7-6  
WIOQ 21-9  
WNVZ 15-12  
B95 22-15  
Q106 24-21  
Z90 27-24  
HOT97 32-29  
I94 34-29

**BREAKING AT:**  
WPGC  
Q105  
FM102  
HOT102  
KS104  
KHTK

Active MTV rotation and Top 15 urban action!

Crossing pop now!

## Rod Stewart - "Rhythm Of My Heart"

Produced By Trevor Horn  
from the album "Vagabond Heart"

**35-30 HITS TOP FIFTY SINGLES!**  
**ALBUM IN STORES APRIL 2ND!**

|                 |                            |
|-----------------|----------------------------|
| AVERAGE<br>MOVE | AGGRESSIVES<br>(4 or more) |
| 4.52            | 119                        |

## Tevin Campbell - "Round & Round"

Produced, Arranged, and Composed by Prince  
from the soundtrack "Graffiti Bridge"

**WILDCARD 1/21 !**  
**13-9 HITS TOP FIFTY SINGLES!**

|                            |           |          |                       |                       |
|----------------------------|-----------|----------|-----------------------|-----------------------|
| AGGRESSIVES<br>(4 or more) | TOP<br>10 | TOP<br>5 | REQUESTS<br>(1 to 10) | 45 SALES<br>(1 to 10) |
| 60                         | 67        | 24       | 8                     | 8                     |

Paisley Park

38 73743

Mariah Carey  
*I don't wanna cry*

THE NEW SINGLE AND FOLLOW-UP TO THREE CONSECUTIVE GOLD NO. 1 HITS.  
FROM HER FIVE-TIMES PLATINUM DEBUT ALBUM.



YOU CAN'T HOLD IT BACK. ON COLUMBIA.



Management: Champion Entertainment Organization, Inc.

Produced by Narada Michael Walden.

Executive Producer: Tommy Mottola

TOP 50

# HITS TOP FIFTY SINGLES

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43 33 27

34 30 28

35 32 29

42 35 30

6 16 31

46 39 32

49 40 33

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36 34 35

44 38 36

-- 42 37

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-- -- 39

48 43 40

50 45 41

-- 48 42

-- 50 43

10 21 44

15 23 45

20 31 46

23 46 47

-- 49 48

38 37 49

-- -- 50

| ARTIST                  | TITLE                   | LABEL               | COMMENTS               |
|-------------------------|-------------------------|---------------------|------------------------|
| STING                   | ALL THIS TIME           | A&M 1541            | Ready for new single   |
| CATHY DENNIS            | TOUCH ME                | PLG 879-467-4       | MTV and Top 40         |
| MICHEL'LE               | SOMETHING IN MY         | Atco 74-98385       | Sales                  |
| REMBRANDTS              | JUST THE WAY IT IS      | Atco 74-98374       | Steady increases       |
| ROD STEWART             | RHYTHM OF MY HEART      | Warner Brco 19366   | Lp hits this week      |
| STYX                    | SHOW ME THE WAY         | A&M 1536            | Peaked                 |
| RUDE BOYS               | WRITTEN ALL OVER        | Atlantic 74-87805   | Sales                  |
| DIVINYLS                | I TOUCH MYSELF          | Virgin 98873        | Exploding              |
| ESCAPE CLUB             | POISON                  | Atlantic 4-87759    | Steady gains at Top 40 |
| LISETTE MELENDEZ        | TOGETHER                | Fever/RAL/Col 73629 | Steady                 |
| GUY                     | LET'S CHILL             | MCA 54051           | Crossing               |
| TRIPLETS                | YOU DON'T HAVE..        | Mercury 878 864     | Tons of Top 40         |
| NELSON                  | MORE THAN EVER          | DGC 19002           | Steady gains           |
| <b>VOICES THAT CARE</b> | <b>VOICES THAT CARE</b> | <b>Giant 19350</b>  | <b>Sales</b>           |
| HARRIET                 | TEMPLE OF LOVE          | East West 74-98863  | Lots of Top 40         |
| ALEXANDER O'NEAL        | ALL TRUE MAN            | Epic/Tabu 73627     | Crossing               |
| KEEDY                   | SAVE SOME LOVE          | Arista 2153         | Sweeping Top 40        |
| RALPH TRESVANT          | STONE COLD GENTLEMEN    | MCA 54043           | Crossing               |
| MADONNA                 | RESCUE ME               | Sire/WB 19430       | Peaked                 |
| LL COOL J               | AROUND THE WAY GIRL     | D Jam/Col 73609     | Title cut shipping     |
| CHRIS ISAAK             | WICKED                  | Reprise 19704       | Over now               |
| C&C MUSIC FACTORY       | GONNA MAKE YOU          | Columbia 73604      | Still selling          |
| VANILLA ICE             | I LOVE YOU              | SBK 4JM-07346       | Sales                  |
| WINGER                  | EASY COME EASY GO       | Atlantic 74-87773   | Falling now            |
| EXTREME                 | MORE THAN WORDS...      | A&M 1552            | Smash                  |

(Based on a combination of sales and airplay)

**NEXT UP**

MONIE LOVE (WB)  
QUEENSRYCHE (EMI)

UB40 (Virgin)  
FIXX (Impact)

SHEENA EASTON (MCA)  
FIREHOUSE (Epic)



**After seven years of hard work,  
CHRIS ISAAK is an overnight sensation.**

SUDDENLY, there's Chris Isaak! You can't miss him. His latest video is in heavy rotation on VEI-1 and is number one on MTV's Top Twenty. Driven by the multi-format gold single "Wicked Game," HEART SHAPED WORLD has picked up speed and rocketed to over a million in sales.

**"DON'T MAKE ME DREAM ABOUT YOU"**

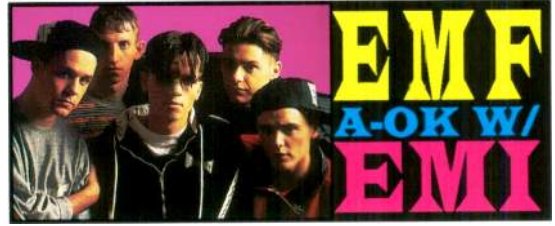
The New Single · Produced by Erik Jacobsen From the Album HEART SHAPED WORLD  
NATIONAL TOUR STARTS APRIL 12! Management: Erik Jacobsen ©1991 Reprise Records



**OVER 250,000 ALBUMS SOLD IN ONE WEEK.**

**HITS**

# FRONT PAGE



March 25, 1991

Volume 5

Issue 234

\$6.00

**Hey NARM, Latest WB Project Debuts At #2 This Week**

# R.E.M. SOARS!!!

## Paula Scam Descammed

The folks at the always-reputable *Globe* have egg on their face — as well as a possible lawsuit on their hands — following their story on background singer **Yvette Marine**, who was quoted as saying that she, not **Paula Abdul**, provided the lead vocal on the single "Opposites Attract."

Wanting to avoid some ridiculous publicity scam by a woman whom we won't call a publicity-seeking bimbo, Virgin Records gathered affidavits from the song's engineer and producer, sent for the master recording and readied a lawsuit against the woman whom we won't call a publicity-seeking bimbo.

Faced with the possibility of litigation, Marine's vocal coach, who backed up her story in the *Globe*, is suddenly claiming she's been misquoted. Marine is suddenly not talking after failing to appear at a news conference to explain her claims. At presstime, Abdul's management was waiting on a sworn statement from Marine denying her claims in the *Globe*. That's far too much attention already paid to this woman whom we won't call a publicity-seeking bimbo.

## Related To Jack Weston?



*Sheena Easton: Not only does she have the most added single of the week, but every time we think of her we touch ourselves. Thank you.*

## Stax On Wax

"The Complete **Stax/Volt** Singles 1959-1968" will be released as a 9-CD deluxe boxed set with 244 tracks and an extensive 64-page booklet by The Atlantic Group April 30. The set features all the single A-sides and hit B-sides released by the Memphis based Satellite/Stax/Volt labels during those years, by such artists as **Otis Redding, Sam & Dave, Eddie Floyd,**

**Rufus & Carla Thomas, Booker T & the MGs, Albert King, Johnnie Taylor** and **Stan "Wild Dog" Silverman.**

The boxed set is the first release from "The Atlantic Group," which consists of Atlantic, Atco and East West Records, so you can schmooze the publicists at all three labels for your promotional copy.

The once -alternative, critic's darling and rage of the PoMo community, **R.E.M.**, will have a hard time denying their mainstream appeal after debuting this week at **#2** on the HITS Top 50 Albums chart.

In its first week on the street, the band's second Warner Bros. project, "Out Of Time," is snagging #1 reports from **Record Bar, National Record Mart, Turtles, Wherehouse, Music Plus, Strawberries/ Waxie Maxies, Record Theater** and tons and tons more.

Sales action reflects a slew of Top 40 adds on the single "Losing My Religion," as well as heavy rotation on **MTV**. Said WB's **Stu Cohen**: "Is R.E.M. on Warner Bros.? Golly, no wonder they were walking around the office." That nutty Stu.

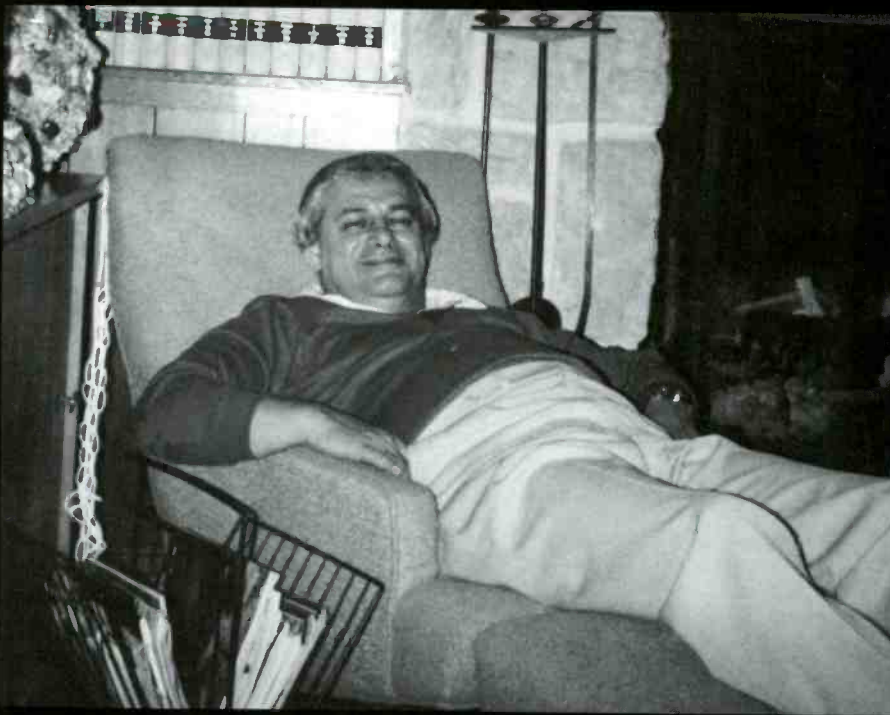
According to **Jeff Cohen** at **Strawberries**, where the project is outselling its nearest competitor by a 5 to 1 margin: "The project is outselling its nearest competitor by a 5 to 1 margin!!!" That nutty Jeff.

Here's NARM's Dir. of Meetings & Conventions **Stan Silverman.**





PIC OF THE WEEK



**Silverman: Man, Myth, Legend**

Here's NARM Dir. of Meetings & Conventions Stan Silverman displaying the energy, vitality and zeal that has made the annual NARM convention the action-packed, non-stop, thrill-packed conclave it is. According to Stan (who once told us that the HITS Dunking Booth, which raised over \$2000 in 1988 for the NARM Scholarship Fund, "would never work"): "The 8-track will never die!!!"

**Quick Hits**

MTV adds **Another Bad Creation** (Motown), **Candyman** (Epic), **Extreme** (A&M), **Mike & the Mechanics** (Atlantic), **Bob Dylan** (Columbia), **Raw Youth** (Rhino), **Rhythm Corps** (Epic) and **Eric Johnson** (Capitol). Rotation increases go to **Poison** (Capitol), **Tara Kemp** (Giant) and **Wilson Phillips** (SBK).

**J&K In NARM's Way**

Jeff Jones and Gerry Kopecky have been named Vice President of Marketing and Vice President of Sales, respectively and in alphabetical order, for the PolyGram Label Group. President/CEO **Rick Dobbis** made the Jones announcement, while Sr. VP **John Barbis** announced the Kopecky promotion.

Jones was most recently VP Marketing East Coast for MCA Records, while Kopecky was San Francisco Branch Manager for PolyGram Group Distribution.

Both will be located in New York City.

Jones will form and develop the label's product management staff, supervising artist development and directing the core marketing team for the various labels under the PLG umbrella. Kopecky will assemble a national sales staff and establish four regional sales positions, working closely with PGD to assure maximum awareness for PLG product. The two will take showers together to save water.

**Jacko Signs**

**Michael Jackson** has inked a long-term, multi-media partnership agreement with **Sony Software's** Sony Music Entertainment and Columbia Pictures Entertainment for films and records that has the potential to reach a billion dollars. His new agreement will establish Michael's own **Jackson Entertainment Complex** and a custom label, **Nation Records**. The first project will be a new album, due for summer release on Epic, with several "short films" planned, to be directed by the likes of **Tim Burton** and **David Lynch**. In addition, Jackson has inked for a full-length Columbia Pictures feature, a musical action adventure based on his idea. Jackson and Sony are currently hiring executive teams to staff the enterprise. Said Sony Software President **Michael Schulhof**, "This is a great opportunity for us to both continue and expand our relationship with Michael Jackson." And how.

**WILD CARD**

**EXTREME (A&M)**

This sensational song is taking radio by storm, pulling immediate phones and kicking in with album sales. All signs point to **HIGH CHART POTENTIAL**. This week's stats include 33 debuts, and 31 stations moving it 4 or more. Hot adds include **KBEQ, KZZP, KHMx, B104, KISN, WRVQ** and **KFRX**. **Rick Stone's** new promo regime has already nailed **Top Toppers** for **Sting** and **Amy Grant**. Bet big on three in a row.



Jeff Jones: Don't call him J.J.



Gerry Kopecky: Rhymes with Shecky.

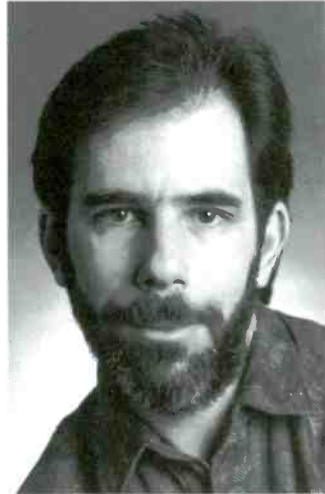
## NARM Romances Stone

**Rick Stone** "Roll Away The" has been named Senior Vice President of Promotion at A&M Records, it was announced by **Al "I'll Have Cream In My" Cafaro**, President of the label.

Stone joined A&M in 1976 as a local marketing person in New York, eventually rising to National Singles Director and Vice President of Promotion in 1983. He broke into the music business selling bootleg eight-tracks at flea markets.

Commenting on the appointment, Cafaro said: "Rick Stone is a music man. He sings in the shower, he hums in staff meetings, he whistles while he works. I wish we could get him to keep quiet once in a while so we can get something done around here."

Said Stone: "I have been offered the opportunity to lead a great promotion staff at a time when A&M has some unusually good music." (Translation: *If I stiff, I'll have no excuses.*)



**Rick Stone:** *The legendary sixth Stone.*

## A Marva Hicks NARM Photo



New Polydor sensation **Marva Hicks** (c) tries her best to look happy upon discovery of "The Dork Quotient" among the highest ranks of her record label. Marva is pictured asking the immortal question, "Seriously, what do you guys REALLY do for a living?" to PLG President/CEO **Rick Dobbis** and PGD President/CEO **Gary Rockhold**. Hicks concluded: "Why can't you guys be more like NARM's Dir. of Meetings & Conventions **Stan Silverman**?"

### Quick Hits

The Most Added singles of the week at Top 40 radio are #1 **Sheena Easton** (MCA), #2 **Celine Dion** (Epic), #3 **Mike & The Mechanics** (At-

lantic), #4 **Extreme** (A&M) and #5 **R.E.M.** (WB). **Queensrÿche** (EMI) continues to grow and spread.

## Two Incredibly Riveting NARM Photos We Ran Together



The photo on the left shows **Janet Jackson** and new boss **Richard Branson** intently attempting to figure the 15% tip for the waitress "and not a penny more!!!" during the superstar's signing luncheon. The ceremony was delayed after Janet opted to search for a parking space on the street rather than peel the



\$2.50 for a valet. In the spirit of this incredibly riveting shot, we're more than honored to present the photo on the right, NARM's Dir. of Meetings & Conventions **Stan Silverman**, who has never heard of Janet Jackson. As always, we hope you enjoy both these fine, fine photos.



## A NARM Jack Satter Photo



It just wouldn't be the NARM Convention without a picture of EMI's Sr. VP of Promotion **Jack Satter** hanging at the Gavin Convention. That's Jack hanging with the label's new signing **Huey Lewis**, who spent the evening telling Jack to stop telling him about that night in London with the **Pet Shop Boys** and to fetch him another drink. Pictured (l-r): Jack, WIOQ OM **Mark Driscoll**, Huey, EMI VP of Promotion **Ron Geslin** and KGGG PD **Bob Lewis**, who is only in the picture because he told Jack he was Huey's cousin.

## Steele, Martine At NARM's Length

**Michael "Man Of" Steele** has been named Vice President Field Promotion and **Pat Martine "And Rossi"** was upped to National Promotion Director at MCA Records by **Steve Meyer "Liar, Pants On Fire,"** Senior Vice President Promotion and Product Development at the label.

Steele has been with MCA Records for eight years, most recently as National Pop Promotion Director. He'll be responsible for the coordination of all field activities with Meyer. Martine was previously Director of Regional Promotion, West Coast, for the label. He'll be responsible for the promotion of all Top 40 product. They often mix and match outfits and both

have mustaches.

Said MCA President **Richard Palmese**: "Both of these promotions are richly deserved. Michael's fashion sense and feel for colors should nicely complement Pat's flair with an accessory. Frankly, I'd like to see both of them in chiffon."

Added Meyer: "Michael's new position will allow him to work even more closely with our people in the field. (Translation: Thank God he'll be out of the office a lot.) Pat's new job will allow him to maximize his talents and be even more valuable to us." (Translation: We've increased his life insurance policy and made ourselves the main beneficiaries.)



**Michael Steele:** Seeing spots.



**Pat Martine:** Popularized the "Three Martine" lunch.

## Soul Train Winners

The **Soul Train Music Awards** are cool. We're not. Here are this year's winners. If this is the only place you've read about them, you're a loser. Thank you.

**Best R&B/Urban Contemporary New Artist:** Mariah Carey - "Love Takes Time"

**Best R&B/Urban Contemporary Music Video:** Janet Jackson - "Alright"

**Best R&B/Urban Contemporary Single, Female:** Mariah Carey - "Vision Of Love"

**Best R&B/Urban Contemporary Single, Male:** Johnny Gill - "My, My, My"

**Best R&B/Urban Contemporary Single, Group, Band or Duo:** En Vogue - "Hold On"

**Best Rap Album:** M.C. Hammer - "Please Hammer Don't Hurt 'Em"

**Best Gospel Album:** The Winans - "Return"

**Best Jazz Album:** Najee - "Tokyo Blue"

**R&B/Urban Contemporary Song of the Year:** M.C. Hammer - "U Can't Touch This"

**Best R&B/Urban Contemporary Album of the Year, Female:** Mariah Carey - "Mariah Carey"

**Best R&B/Urban Contemporary Album of the Year, Male:** Johnny Gill - "Johnny Gill"

**Best R&B/Urban Contemporary Album of the Year, Group, Band or Duo:** Bell Biv Devoe - "Poison"

## NARM Photo Or Stephen King Film?



Eeeesh. Here's HMV Vice President Marketing **Peter Herd** with A&M's **Suzanne Vega** following the talented artist's talented performance at HMV's talent-ridden 86th and Lexington NYC outlet. As soon as this photo was taken, the pair took part in a three-hour photo shoot for the cover of *Cosmo*.

## NARM Awards Banquet Highlights

Yo NARMies, think the scholarship dinner was something to write home about? Check out what's going down at the awards banquet: **Hilton salad** to include six varieties of seasonal **greens** and **herbs** to start, followed by **sauteed breasts of chicken** with **peppercorn sauce**, **wild mushrooms**, **diced tomatoes**, **dutchess potatoes** and **green beans almondine**.

The yummy dessert is **Grand Marnier cake** with **whipped cream**. Wheat tablecloths with white napkins set the tone of the room, necessitating the employ of **Martha Quinn** as host. This will be the first year NARM will hire a spokesmodel (NARM Dir. of Meetings & Conventions **Stan Silverman** in drag) to handle turquoise envelopes with a gold seal.



# PGD is...

Van Morrison  
The Neville Brothers  
Robert Cray  
Kathy Mattea  
Bananarama  
Cinderella  
Extreme  
Roger Waters (The Wall)  
Johnny Cash  
Melissa Etheridge  
Def Leppard  
Suzanne Vega  
Bon Jovi  
Shirley Horn  
Frank Morgan  
Moody Blues  
Courtney Pine  
Kiss  
Canadian Brass  
Jessye Norman  
Sting  
Sir Georg Solti  
Scorpions  
Safire  
Jimmy Somerville  
The Harper Brothers  
Hothouse Flowers  
Gang of Four  
Olivia Adams  
Ute Lemper  
Herb Alpert  
Michelle Shocked  
U2  
Tina Turner (PMV)  
Tears For Fears  
Nana Mouskouri  
John Mellencamp  
Dino  
Kentucky Headhunters  
Keith Jarrett  
The Statler Brothers  
Amy Grant  
Cathy Dennis  
Leonard Bernstein  
Trash Can Sinatras  
Eric Clapton (PMV)  
Styx  
Kathleen Battle  
Simple Minds  
Michael Damlen  
Paul McCartney (PMV)  
Anthrax  
Marva Hicks  
Maceo Parker  
Vanessa Williams  
Genesis (PMV)  
Placido Domingo  
Jose Carreras  
Luciano Pavarotti  
Soup Dragons  
Bryan Adams  
Betty Carter  
Saraya  
L.A. Guns  
Mica Paris  
Bob Marley  
Ricardo Silveira  
Toto  
Ringo Starr (PMV)

A&M  
A&M Children's  
A&M Gospel  
Antilles  
Big Life  
Delicious Vinyl  
Delos  
Denon  
Deutsche Grammophon  
ECM  
Elephant Records  
frr  
Fontana  
Go! Discs  
Horizon  
Island  
London  
Mercury  
Mercury Nashville  
Morgan Creek  
Philips Classics  
Polydor  
PolyGram Jazz  
PolyGram Label Group (PLG)  
PolyGram Music Video (PMV)  
PWL  
rooArt  
Smash  
Sussex  
Tuff Gong  
Vertigo  
Verve/Verve Forecast  
Wing



# Ratner's NARM Surprise

Marc "You Dirty" Ratner has been named Vice President of Pop Promotion at Reprise Records, it was announced by Rich "If The Shoe" Fitzgerald, VP of Promotion for the label and "In God We" Russ Thyret, Senior Vice President of Marketing and Promotion for Warner Bros./Reprise Records.

Prior to his promotion, Ratner was National Singles Promotion Director at Reprise for three and a half years. He originally came to Warner Bros. Records to deliver a pizza in 1982, and hasn't left since.

Commented Fitzgerald, who was located on St. Patrick's Day at a Blarney Stone in Pacoima: "Marc has been a key player on the Reprise promotion team ever since the label's revitalization. He was the inevitable choice for this important position and I join with the

rest of the company in extending congratulations. Now barkeep, another green beer please."



Marc Ratner: Now a label cheese.

# AIRHEAD

IDENTIFYING THE REAL CULPRITS IN TODAY'S SOCIETY...



NARM--WELCOME TO THE '90s.

# RANTING AND RAVING

By Roy Dio

## Movie Music & Joni Mitchell

Just can't stop listening to the new **Joni Mitchell** album (Geffen). Re-discovering this incredible songstress has to rate as the musical highlight of the first quarter. In a perfect world, there will be no more war, the **Yankees** will win the pennant, 200 Top 40 radio stations will add "Come In From The Cold" to their playlists even before it is released, it will go Top Ten instantly and everyone will relish this masterpiece. Unfortunately, it's not a perfect world and everyone will think of sensational reasons to avoid this instant classic. The good news, however, is that the public is finding this one quickly and buying it in large quantities. Oh well!

Excitement is abounding in the world of movie music. The **Doors** film has already peaked at the box office, but the fallout at the record store level is enormous. The soundtrack on Elektra is already Top Five, while the "Greatest Hits" is charting Top 30 and the entire audio and video catalog is exploding at retail.

Also off to a strong start is the soundtrack to the controversial "**New Jack City**." The film is #2 nationally and the Giant soundtrack is doing strong early business. This album has long-term potential, with many possible hit

singles included. And don't forget about the instrumental soundtrack for "**Dances With Wolves**" (Epic). It has been doing moderate business now for months, but the big burst could be forthcoming after the expected Oscar night sweep. We suggest retail stock up big-time for collector sales.

We are also expecting a big boost for **LL Cool J's** upcoming "Mama Said Knock You Out" (Columbia) single release, buoyed by its massive exposure in the **Michael J. Fox/James Woods** motion picture, "**The Hard Way**." LL himself appears as a cop in the film, further strengthening his mass-appeal image and boosting exposure for this title cut from his current platinum-plus album. This one could be even bigger than "Around The Way Girl."

And finally, the biggest shock wave of all from the movie music front could be upon us this week with the release of the soundtrack to "**Teenage Mutant Ninja Turtles Pt. 2**" (SBK), featuring the music of superstar rapper **Vanilla Ice** (Ice Baby). The album hits the street 3/26 and all hell could break loose.

Now, I'm off to listen to **Joni Mitchell**, again. I suggest you do the same.



LL Cool J: Movie star "Knocks Us Out."

IMPACT + UP  
ACTIVE + UP  
U.L. + MECHAN  
RADOX + GEF  
REUNION + GR  
IMPULSE + M

U M A

distribution corp.

*More than the sum of its parts.*

A TOUCH OF YESTERDAY AND TODAY,  
 CREATING THE  
 SOUND OF  
 TOMORROW.  
**CROSSOVER!**

# RIFF



SBK RECORDS

IS PROUD TO INTRODUCE

## "MY HEART IS FAILING ME."

RIFF'S MAGICAL DEBUT SINGLE.



PRODUCED BY DENNIS LAMBERT  
 FOR FAIRSHOT PRODUCTIONS  
 SBK MANAGEMENT/ARMA ANDON AND SKIP VAN RENSAIJER  
 © 1991 SBK RECORDS

|      |     |    |
|------|-----|----|
| KQHT | deb | 23 |
| WCKZ | deb | 28 |
| WKZL | deb | 29 |
| WGRD | deb | 32 |
| WQID | deb | 33 |
| WFHT | deb | 34 |
| KZFM | deb | 37 |

|       |       |
|-------|-------|
| WLAN  | 25-19 |
| WNCI  | 25-22 |
| KRQ   | 26-23 |
| Y107  | 28-24 |
| KS104 | 29-26 |
| WOMX  | 30-26 |
| Y100  | 30-27 |
| KISN  | 30-27 |
| WAYS  | 33-28 |
| Q104  | 32-29 |
| B95   | 33-29 |
| KGOT  | 38-35 |

**BREAKING AT:**  
 KIIS Q105  
 WPLJ Q106  
 KMEL HOT97.7  
 KPLZ WNVZ

|         |     |
|---------|-----|
| KKFR    | add |
| WTIC    | add |
| Y108    | add |
| XL106   | add |
| KQKQ    | add |
| HOT99.9 | add |
| KKMG    | add |
| WZKX    | add |
| 93Q     | add |
| KMCK    | add |
| KMOK    | add |
| WAAL    | add |
| WCIL    | add |
| WJAD    | add |
| WJLQ    | add |
| WVBS    | add |
| WVSR    | add |



# 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) |
|-------------------|--------------|-------------------------|--------|-------|--------------------|--------------------|--------------------|
| VOICES THAT CARE  | 5.52         | 35                      | 6      | 3     | 8                  | -                  | 9                  |
| AMY GRANT         | 4.68         | 134                     | 49     | 7     | 8                  | 5                  | 7                  |
| ROD STEWART       | 4.52         | 119                     | 1      | 0     | 2                  | -                  | 2                  |
| ROXETTE           | 4.52         | 128                     | 34     | 6     | 9                  | -                  | 8                  |
| SALT-N-PEPA       | 4.50         | 7                       | 3      | 1     | 3                  | -                  | 3                  |
| NELSON            | 4.01         | 80                      | 0      | 0     | 7                  | 6                  | 5                  |
| DIVINYLS          | 3.94         | 50                      | 2      | 1     | 7                  | 7                  | 8                  |
| QUEENSRYCHE       | 3.74         | 27                      | 0      | 0     | 9                  | 9                  | 4                  |
| CATHY DENNIS      | 3.66         | 89                      | 5      | 0     | 3                  | 2                  | 6                  |
| GERARDO           | 3.52         | 67                      | 31     | 10    | 10                 | 3                  | 10                 |
| MONIE LOVE        | 3.50         | 6                       | 2      | 0     | 5                  | 1                  | 6                  |
| C&C MUSIC FACTORY | 3.49         | 48                      | 5      | 0     | 7                  | 10                 | 8                  |
| BLACK CROWES      | 3.41         | 23                      | 3      | 2     | 7                  | 10                 | 5                  |
| HI-FIVE           | 3.35         | 25                      | 11     | 4     | 8                  | 4                  | 9                  |
| RUDE BOYS         | 3.21         | 13                      | 5      | 2     | 7                  | 5                  | 8                  |
| TRIPLETS          | 3.20         | 64                      | 0      | 0     | 5                  | -                  | 1                  |
| RICK ASTLEY       | 3.18         | 74                      | 23     | 4     | 5                  | 3                  | 7                  |
| EXTREME           | 3.16         | 31                      | 1      | 1     | 5                  | 1                  | 1                  |
| ROBERT PALMER     | 3.12         | 72                      | 39     | 5     | 3                  | 1                  | 7                  |
| REMBRANDTS        | 2.95         | 60                      | 49     | 13    | 4                  | 2                  | 6                  |
| GREAT WHITE       | 2.85         | 30                      | 5      | 2     | 3                  | 9                  | 5                  |
| FIREHOUSE         | 2.84         | 33                      | 5      | 1     | 7                  | 2                  | 1                  |
| ESCAPE CLUB       | 2.61         | 45                      | 3      | 0     | 4                  | 1                  | 1                  |
| KEEDY             | 2.55         | 35                      | 0      | 0     | 6                  | 1                  | 4                  |
| ANOTHER BAD C     | 2.51         | 25                      | 40     | 23    | 10                 | 8                  | 10                 |
| HARRIET           | 2.49         | 29                      | 3      | 1     | 3                  | -                  | 1                  |
| TEVIN CAMPBELL    | 2.49         | 60                      | 67     | 24    | 8                  | 1                  | 8                  |
| UB40              | 2.38         | 3                       | 5      | 3     | 2                  | 2                  | 2                  |
| BINGOBOYS         | 2.38         | 32                      | 6      | 0     | 7                  | -                  | 8                  |
| RALPH TRESVANT    | 2.31         | 31                      | 3      | 0     | 3                  | 7                  | 6                  |
| PARTY             | 2.25         | 10                      | 1      | 0     | 4                  | 1                  | 1                  |
| ROLLING STONES    | 2.19         | 22                      | 2      | 0     | 2                  | -                  | 3                  |
| STEVIE B          | 2.16         | 33                      | 76     | 18    | 5                  | 2                  | 8                  |
| ALEXANDER O'NEAL  | 2.110        | 19                      | 2      | 0     | 2                  | 6                  | 5                  |
| JELLYFISH         | 2.07         | 19                      | 0      | 0     | 2                  | 1                  | 1                  |

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

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

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

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

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

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

# FLASHMAKERS

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

**The Divinyls** lead the way this week with their very sexy single that is generating great sales for their latest album, **Keedy** continues to make her presence known at Top 40 with her first single that is rapidly dominating, and

**Extreme** kicks butt with their ballad that scores Wildcard and is managing to keep ahead of the competition! Also scoring is **Alexander O'Neal** whose current release crosses to take on Top 40!

**DIVINYLS 1 TOUCH MYSELF VIRGIN**

**Singles: 33\* Albums: 34\* Avg Move: 3.94 Aggrsv: 50**  
 This one is so hot it can't be stopped! With big MTV and tons of requests, it's no wonder sales are HUGE! New adds include WDFX, WHYT, Y95, KUBE, WIOQ, Y100, KOY, B94, PRO-FM, Q102, FM102, B97, WTIC, HOT102, WNVZ, WRVQ, KBOZ, KC101, KMOK, Q101, Q104, WBNQ, WBWB, WIFC, WIKZ, WLRW, WNOK, WOVV, WDBR, WMEE and KCAQ. Moving 10-7 at Q106, 34-26 WPLJ, 22-15 Z100, 29-24 WXKS, 23-18 KZZP, 25-15 Q105, 18-11 PWR99, 33-29 KWOD, 33-21 ZFUN, 37-27 KCMQ, 27-18 SLY96, 33-25 KFBQ, 29-23 95XXX, 30-24 G98 and 24-18 KKHT.

**KEEDY SAVE SOME ARISTA**

**Singles: 42\* Albums: — Avg Move: 2.55 Aggrsv: 35**  
 Her first release is doing great at Top 40 with big single sales and strong phones. Check this one out now at HOT97, WDFX, WIOQ, KKRZ, KBEQ, B97, KTFM, HOT94.9, XL106, HOT95, KCMQ, KKSS, KNIN, KSMB, OK95, WAZY, WBPR, WFMF, WHOT, WIKZ, WLRW, ZFUN, WHTO, WLAN, SLY96, WBWB, KRNO, WZKS, WINK, Z102 and WAEB. Jumping 35-30 at Q102, 24-19 HOT102, 40-28 999KHI, 36-29 WIXX, 35-28 WTBX, 39-33 KLYV, 39-33 WAYS, 36-30 WQGN, 39-34 KFFM, 30-25 WIFC and 30-25 WJMX.

**EXTREME MORE THAN A&M**

**Singles: 50\* Albums: — Avg Move: 3.16 Aggrsv: 31**  
 Their powerful ballad is a Top 40 monster and is staying ahead of strong competition as it continues to grow with adds like KHMx, KZZP, KBEQ, B104, B93, KISN, WOMX, WGTZ, WRVQ, WKZL, 93Q, KBFM, KCHX, KFBQ, KFRX, KFTZ, KMOK, KSMB, KZOZ, WCGQ, WHHY, WILN, WKEE, WLRW, WOMP, WPIX, Y102, CK105, WHTO, WPFM, 95XXX and others. Jumps include WRQK 6-5, PRO-FM 32-27, Z99 24-19, KBOZ 38-29, WIXX 39-30, KFMW 37-29, WBWB 34-26, G98 34-27, KKHT 34-27, Q104 30-24, WDBR 39-33, WQUT 27-21, WJMX 39-34, WWFX 40-35, 103CIR 25-21, WVBS 38-34, WSKZ 20-15 and KQIZ 30-24. This week's Wildcard!!!!!!

**ALEXANDER O'NEAL ALL TRUE EPIC/TABU**

**Singles: 41\* Albums: 48 Avg Move: 2.11 Aggrsv: 19**  
 This one is really starting to kick in at Top 40 with strong adds continuing to come in like this week at WPGC, PWR99, WKZL, HOT95, KC101, WBWB, WFHN, WYKS, Y102, Y94, WABB, WTFX, KAY107 and WHTT. Moving at KMEL 11-10, WFHT 8-6, KKRZ 25-21, WGTZ 28-24, Y107 27-23, KFBQ 35-26, KFFM 37-29, 999KHI 24-18, KNOE 28-22, KCHX 18-13, WJLQ 37-32, WJMX 27-22, WLAN 27-22, WSPK 40-35, KBFM 37-33, WQGN 33-29, G105 30-25, K106 34-29, KZZB 38-34 and WFLY 35-29.

**VOICES THAT CARE VOICES THAT... GIANT**

**Singles: 39\* Albums: — Avg Move: 5.52 Aggrsv: 35**  
 This incredibly talented tribute to our men and women who went to the Gulf is getting stronger as our troops come home, showing up on the Hits Top Fifty Singles chart. Gaining this week with adds at B97, Q106, KHTK, FM100, KBOZ, KMOK, WCIL, WHOT, KZOU, JET-FM and WOKI. Jumps include 11-7 at KIIS, 99-10 WDFX, 10-5 WHYT, 10-3 Y100, 9-7 G98, 99-4 KKYK, 32-26 PWR106, 20-13 Q95, 15-11 KUBE and 25-20 PWR96.

**RALPH TRESVANT STONE COLD MCA**

**Singles: 43\* Albums: 38 Avg Move: 2.31 Aggrsv: 31**  
 His latest single with former band mate, Bobby Brown is gaining momentum as it picks up more support this week at KIIS, KC101, WMXF, WILN, WAAL, KF95 and others. Moving 10-8 at KS104, 10-8 B95, 11-8 I94, 34-30 KBEQ, 23-17 Z90, 34-24 WFHN, 19-11 999KHI, 24-16 KDON, 28-22 95XXX, 37-31 KCHX, 37-33 KFBQ, 28-24 KKRZ, 31-27 KNOE, 24-20 SLY96, 31-27 WCGQ, 21-17 WFHT, 17-13 WGRD and 33-29 WJLQ.

**ROLLING STONES HIGHWIRE COLUMBIA**

**Singles: — Albums: — Avg Move: 2.19 Aggrsv: 22**  
 Hot moves are telling the story as this War-inspired single makes its way through Top 40 with an add at WCIL. Jumping at WSKZ 10-6, WNYP 33-24, WAAL 34-26, KFMW 26-19, PWR92 34-27, WQUT 28-22, WSTW 34-28, G98 26-21, KYYY 40-35, WWFX 28-23, 99KG 35-31, KC101 27-23, KCMQ 35-31, KFBQ 40-36, KKHT 36-32, KWTX 34-30 and Q101 28-24.

**FIREHOUSE DON'T TREAT EPIC**

**Singles: — Albums: — Avg Move: 2.84 Aggrsv: 33**  
 This one is a killer Pop Rocker that is developing steadily at Top 40 with hot new adds at 95XXX, KBFM, KZIO, WBXX and WCGQ. Gaining 12-8 at WRVQ, 14-8 WRQK, 15-10 WQUT, 9-7 KFMW, 7-5 WSKZ, 25-21 I95, 20-12 KFBQ, 29-21 KLYV, 23-15 Y94, 38-32 PWR92, 26-21 Q104, 34-29 WJMX, 25-20 WLRW, 21-16 ZFUN, 40-36 KBOZ and 37-33 KMOK. Pulls phones!

**GREAT WHITE CALL IT ROCK CAPITOL**

**Singles: — Albums: 17 Avg Move: 2.85 Aggrsv: 30**  
 The first from their newest album is still climbing with hot Crossover action including Top 40 adds at WCGQ, WIKZ, WLAN, WVBS, Y94 and WTFX. Moving at KFBQ 10-5, WRQK 15-10, KFMW 11-8, WSKZ 11-9, KATM 8-3, WNYP 34-21, WAAL 38-29, KLYV 24-16, 99KG 28-22, KTRS 36-30, WHTO 40-34, WWFX 26-20, OK95 27-22 and WQUT 23-18.

Soon we'll all be

LIVING IT UP



Chrysalis®



# REQUESTS

*Tesla continues to get tons of calls with Top Ten single and album sales telling the story. Enigma continues to perform at Top 40 with programmers reporting an increase in calls. Another Bad Creation is en-*

*joying both a Top 25 album and Top 10 single as it gets the nod this week from MTV. Queensryche is pulling immediate phones at Top 40 as it spreads like wildfire with heavy MTV play setting the pace.*

 **GERARDO RICO SUAVE INTERSCOPE/EW**

Tons of calls continue to pour in wherever played with active rotation on MTV lending support. Hot mentions this week include: HOT947, KOY, KXXR, WAVA, WIOQ, 99KG, G98, K92, KBFM, KFBQ, KFQX, KJ103, KKYK, KMCK, KOKZ, KQIZ, KRLC, KRQ, KWOD, KZOU, PWR93, WAAL, WAEB, WAPE, WCKZ, WKEE, WKSE, WLRW, WPFR, WQGN, WRHT, WRQN, WRVQ, WSNX, Y102 and Y97.

 **ENIGMA SADENESS CHARISMA**

This one is huge at radio as well as retail with a smash selling album and single telling the story. PD's at HOT947, KEGL, WAVA, WIOQ, 98PXY, B98, HOT949, KBFM, KFQX, KISR, KKYK, KMCK, KOKZ, KWOD, KZFM, KZOU, WABB, WAEB, WAPE, WKEE, WKSE, WLRW, WPXR, WQGN, WQXA, WRVQ and Z102 are reporting heavy phones.

 **ROXETTE JOYRIDE EMI**

The first release of their latest album continues to smoke at Top 40's across the country with tons of calls pouring in this week at KEGL, WAVA, 98PXY, G98, HOT949, KBFM, KFFM, KFQX, KG95, KMCK, KOKZ, WAAL, WAEB, WAYS, WCIR, WKEE, WOMX, WQID, WRHT, WRQN, WZKS, Y102 and Z104.

 **ANOTHER BAD CREATION IESHA MOTOWN**

Huge sales continue to lead the way on this killer urban crossover as it continues to climb the Top Fifty Singles Chart. Monster phones this week at HOT102, HOT947, KOY, KXXR, WAVA, WIOQ, HOT949, HOT999, I94, K92, KWOD, WAEB, WAPE, WCIL, WGTZ, WKSE, WKSS, WQGN, WQXA, WRQN, WRVQ and Y97.

 **AMY GRANT BABY, BABY A&M**


This killer pop single continues to perform extremely well in pulling upper demo phones in all dayparts. This week's hits include: 98PXY, 99KHI, B98, HOT949, KFFM, KFQX, KJMZ, KKYK, KQIZ, KWOD, KZOU, WAYS, WAZY, WCKZ, WKEE and WOMX. Selling albums!

 **VOICES THAT CARE VOICES THAT... GIANT**


As our troops make their way home this star-studded tribute continues to grow. Heavy phones reported this week by 98PXY, G98, KKHT, KKYK, WCKZ, WKEE, WKSS, WOMX, WPXR, WQID, WRQN, WRVQ, Z102 and Z104. Selling!

 **LONDONBEAT I'VE BEEN... RADIOACTIVE**


This Top 10 single continues to perform at radio with heavy rotation on MTV setting the pace. Hot mentions this week include: 99KHI, B98, HOT999, KFFM, KFRX, KJ103, KKHT, KTFM, KWOD, KG95, WKEE, WQID and WZKS.

 **QUEENSRYCHE SILENT LUCIDITY EMI**

This killer ballad continues to crossover with immediate reaction at Top 40's across the country and a Top twenty album telling the story. Igniting the phones this week at 98PXY, 99KG, B98, KIXY, KFQX, KKYK, KMCK, WCIL, WOMX, WPFR, WQGN, WQID and WRQK.

 **T CAMPBELL ROUND AND... P PK/WB**


This former Wildcard is getting heavy airplay in all regions as it continues to spread. Artist Development VH-1 lending support as programmers at KOY, B98, G98, KLYV, KMCK, WAPE, WCIL, WILN, WQGN, WQXA and Y102 are reporting an increase in requests.

 **HI-FIVE I LIKE THE... JIVE/RCA**


Top fifteen single sales are leading the way for this former Wildcard as it continues to pull big phones wherever played. Hot mentions this week include: HOT947, KOY, WIOQ, I94, KTFM, PWR93, WCKZ, WFHT, WQXA and Z90.

 **GUY LET'S CHILL MCA**

Major markets are leading the way on this crossover smash as it continues to develop at Top 40. Heavy phones this week at KOY, KJMZ, KWOD, PWR93, WABB, WAPE, WCIL, WFHT at WQXA.

 **C&C MUSIC HERE WE GO COLUMBIA**

Second single from their Top 5 album is building quickly at radio as this smash is pulling major league requests at HOT102, I94, K967, KJMZ, KOKZ, WAPE, WCKZ, WILN and WLRW.

 **W PHILLIPS YOU'RE IN LOVE SBK**

Fourth smash from their debut album continues to perform at both radio and retail with hot mentions this week coming from 99KG, G98, KISR, KKHT, KQIZ, KZOU, WLRW and WQID.

**ALSO GAINING REQUEST MOMENTUM**

**DIVINYLS  
NELSON  
BINGOBOYS**

**I TOUCH MYSELF VIRGIN  
MORE THAN... DGC  
HOW TO DANCE ATLANTIC**

**TRIPLETS  
KEEDY  
FIREHOUSE**

**YOU DON'T...  
SAVE SOME...  
DON'T TREAT... MERCURY  
ARISTA  
EPIC**





# Donny OSMOND

## LOVE WHO SURVIVE

The first ballad from Donny Osmonds album, cassette & compact disc  
**EYES DON'T LIE**

Produced by Carl Sturken and Evan Rogers, Executive Producer, Donny Osmond



# DAVE KOZ

## "Castle of Dreams" from the album DAVE KOZ

THIS HOT INSTRUMENTAL SPEAKS FOR ITSELF!

**CROSSOVER!**

|      |     |                     |       |
|------|-----|---------------------|-------|
| KISR | add | G98                 | 35-32 |
| KQMQ | add | KZFM                | 35-32 |
| KYRK | add |                     |       |
| KBFM | add | <b>BREAKING AT:</b> |       |
| WNYP | add | KNOE                | WJLQ  |
|      |     | KTMT                | WJMX  |

Produced By Jeff Koz/Dave Koz.  
 Executive Producers: Bruce Lundvall/Allen Kovac/Randy Niklaus.



# Great White

from the album HOOKED



## "Call it Rock n Roll"

**FLASHMAKER! 17 HITS TOP FIFTY ALBUMS!**

|      |     |      |      |       |      |       |
|------|-----|------|------|-------|------|-------|
| WTFX | add | WRVQ | deb  | 31    | WGUT | 23-18 |
| WCGQ | add | WYKS | deb  | 33    | WWFX | 26-20 |
| WIKZ | add | G98  | deb  | 34    | WNYP | 34-21 |
| WLAN | add | KZZU | deb  | 34    | B98  | 26-21 |
| WVBS | add |      |      |       | 99KG | 28-22 |
| Y94  | add | KATM | 8-3  |       | OK95 | 27-22 |
|      |     | KFBQ | 10-5 |       | WTEX | 30-25 |
| WVIC | deb | 20   | KFMW | 11-8  | WAAL | 38-29 |
| WAEB | deb | 24   | WSKZ | 11-9  | KMCK | 32-29 |
| WCIL | deb | 26   | WRQK | 15-10 | KF95 | 34-29 |
| WKPE | deb | 30   | WOKI | 15-12 | KTFS | 36-30 |
| WPXR | deb | 30   | KMOK | 19-15 | WBBQ | 36-31 |
| WSTO | deb | 30   | KLYV | 24-16 | KZZZ | 36-31 |

Produced and arranged by Alan Niven and Michael Landie  
 Career Affairs: Stravinski Brothers



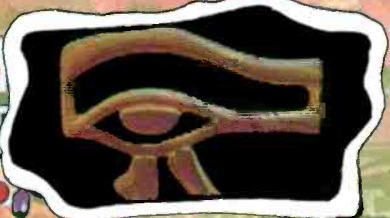
**THIS IS NOT A MAP OF NAPA'S BEAUTIFUL WINE COUNTRY**

(It's merely another sleazy Elektra advertising gimmick which just happens to include a map of the scenic Napa wine country conveniently located a scant few miles north of the San Francisco Hilton.)

While you're not winery hopping in that rental car that you're not expensing, please give some thought to these fine Elektra releases:



**DANNY GATTON**  
88 Elmira St.



**THE SISTERS OF MERCY**  
Vision Thing



**INSPIRAL CARPETS**  
Life



**LYNCH MOB**  
Wicked Sensation



**BRAND NUBIAN**  
One For All



**HAPPY MONDAYS**  
Pills 'N' Thrills And Bellyaches

Be sure not to check out the mud baths in Calistoga... on Elektra cassettes, compact discs and records.

DO NOT TEAR ALONG DOTTED LINE FOR EASY REFERENCE

*She's pert and charming, but don't make the mistake of thinking NARM Executive Vice President Pam Horovitz is a pushover. The music business veteran has taken a leading role in such important retail issues as censorship, packaging and the emerging technologies. She hasn't shied from the more political aspects of her job, either, fighting against labeling legislation and actively supporting the "Rock the Vote" registration campaign. The Minneapolis-born Horovitz entered the music business in 1973 after graduating from the University of Minnesota as a local promo rep for Atlantic Records in her hometown. She entered the sales arena five years later, moving to Chicago and becoming a music products branch rep for Warner Home Video. Joining NARM in 1985 as Director of Special Projects, Pam worked her way up to Executive Vice President, a post she's held for almost two years now. Horovitz oversees all Association programs and activities and is the liaison with the Board of Directors, which doesn't even begin to explain why she agreed to sit down with HITS' own liaison to the kitchen, Senior Editor Roy "I Never Met A Philly Cheese Steak I Didn't Like" Trakin.*



**swallowing up smaller retailers mean for the record business?**

The fewer players at the top that you end up with, in a way, the more opportunity there is for somebody down at the bottom to find customer niches. For a smaller company, there is less of a financial risk in trying new things. If you talk to any one-stop out there right now, you'll find that a sizable portion of their customers are in fact stores that are catering to the college market, the dance market, the rap market, the metal market, the classics market, the CD market, or even the Lawrence Welk customer.

**Tell us about NARM's involvement in "Rock the Vote."**

I think Jeff Ayeroff et al. really deserve credit for waking us all up to the fact that a voter registration drive was a really important contribution that we as an industry could be making, not only to our own business, but to the political process in general. As we at NARM start to explore what the program is about, we are finding that we have a lot of members who would be very comfortable doing a "Rock the Vote"-style in-store promoting voter registration. But there are probably some others who would be more comfortable with something that's not as closely aligned with industry issues, but is perhaps a more generic public service-oriented campaign. But there is an awful lot we can do in this first year, like finding out exactly what is doable in terms of voter registration drives executed from the store locations, and making sure that all of our members have that information.


**Will anything be decided definitively about the CD longbox issue?**

Of the prototypes we've seen, we think the most promising ones fall into the size category of 5x11, and therefore the statement issued by the board in their meeting last January was to officially reverse the association's position of only endorsing the 6x12. The good news is the progress that's been made in terms of putting the problem on the table and saying, "Let's make a real concerted, don't-stop-until-we-solve-this effort."

**What are some of the new in-store fixtures and innovations being looked at?**

We've got a seminar called the Store of the Future. We've seen a lot of different kinds of electronic merchandising systems or informational systems that are getting ready for development at the store level. With one system, you take any piece of product in the store and you wand the barcode, and up pops information about that particular album. In another one, you punch the button of the album jacket and up comes some clips of music and video from that particular release. There are a couple of informational systems where you type in the kind of information or music you're looking for, and it gives you a cross reference. If you type in Sinead O'Connor, for example, it will tell you what other people who like Sinead O'Connor have been buying lately.

**Dave wanted to know what Stan Silverman might be wearing to the opening night cocktail party this year.**

I don't know, but I'll have to do my homework and find out if the lovely Stanley is wearing coordinated socks and shirts this year. 

# NARM'S RIGHT ARM

**NARM has been faced with such high-profile issues as record stickering and the CD longbox controversy. What hot issues do you anticipate dealing with this year?**

I think packaging will be right up there again this year, and legislation will still be up there. In the last week and a half, we've had three states introduce legislation, and we've got a "watch" list of another ten. The game plan will be to use the convention to make sure we've got everybody up to speed as to what's happening, and to see if there are things we need to be doing in particular states.

**This issue has turned you into very much a lobbying organization.**

We never even had a line item in our budget for lobbying in the past, but you better believe we have a big one in there now. This stuff is life and death for retailers. It's the kind of stuff that can put you out of business, so you have to stay on top of it from a trade association standpoint. There are also issues at the federal level that we're watching, as well as new technologies. Certainly you're aware of the discussions going on with DAT and DCC [Digital Compact Cassettes], and I'm sure retailers will be curious to know exactly what suppliers' intentions are relative to the two formats. But there's another new acronym on the horizon, DAB [Digital Audio Broadcast], and I know a lot of people are watching very closely to find out what the government's attitude towards this eventually turns out to be.

**What are the retailers' feelings on the new technologies?**

Most retailers fall into one of two camps when it comes to new technologies. There are some retailers whose attitude is, if there is a new technology out there — a new form of delivering pre-recorded sound to the consumer — then they want to have that new configuration in their store and available for their customers. There are other retailers who quite frankly would prefer to let the first group do the testing, to see the dust settle and find out which of the new technologies is wanted by the consumer before they make the decision to allocate any significant dollar investment of inventory towards it.

**What does the trend of larger conglomerates**

AN EXCLUSIVE HITS INTERVIEW WITH JEFF AYEROFF BY JOE MEDWICK

# IN AYEROFF WE TRUST

While the CD packaging question, new technology and the economy will be prime topics of discussion at this year's NARM convention in San Francisco, there are other issues, though not specifically tied to the industry, which are still urgently important to the nation in general. One of those critical areas is the continued threat of censorship in America and the increasing involvement of government in dictating how the music industry conducts its business. Coupled with those conditions is a staggering level of voter apathy on the part of most of our citizens — many of them young — to become involved in the political process. Virgin's Co-Managing Director Jeff Ayeroff will address the convention at the general session regarding "Rock The Vote," a drive to get the populus to exercise its vox — especially young people. HITS' own political animal Joe Medwick, who last lent his political savvy to Adlai Stevenson, got off his own soap box long enough to hear what Ayeroff had to say.

**There are those who are going to ask, why do you get involved in this political stuff?**

There's no way of avoiding it when you're in this kind of business. Rock & roll has always been a whipping boy for politicians to put fear into the minds of an older generation. You know, devil music is going to take over their lives. Those of us that have been involved in it for a long time know that it's not true. I, for one, got tired of being made to seem like Satan's messenger — when in fact I'm just a really nice Jewish kid from L.A.! If you don't stand up for yourself, people will step on you. It's important for the industry. If you don't have a constituency that votes and writes letters, if you don't have a grass roots connection to the people that want what you sell, you're going to be pushed around by the people that don't want what you sell, especially if they're actively engaged in coming after you.

**What has given you hope so far in getting "Rock The Vote" across?**

The artistic community's response. There is recognition by the artists, MTV and the record companies that we have certain obligations. We are accused of unplugging a generation. If that's true — and there is a part of me that thinks, yes we have been involved in that — then it's a generation that's unplugged for a great many reasons, not just because of us. Maybe we can be part of an industry that plugs that generation back in. I'm concerned about this country; I don't like the fact that only 17% of the people under 23 vote! I'm sort of scared for the future of this country. Is America meant to be run by people in their 60s? Or is it meant to be

run by everybody? That's my concern, and I figure I have some talents in the area of marketing that could just help communicate to kids how important it is to vote. It's important to have politicians speak to you. I'm old enough to remember what it was like when John Kennedy ran for the presidency. I was 12, my father was active in politics and I remember JFK speaking to a "younger generation," talking about the positive aspect of things. Who talks like that now? Politicians don't talk to kids anymore. There are a few that do, but the point is we need to get kids involved in the political process.

**What's been the biggest stumbling block so far in getting your message across?**

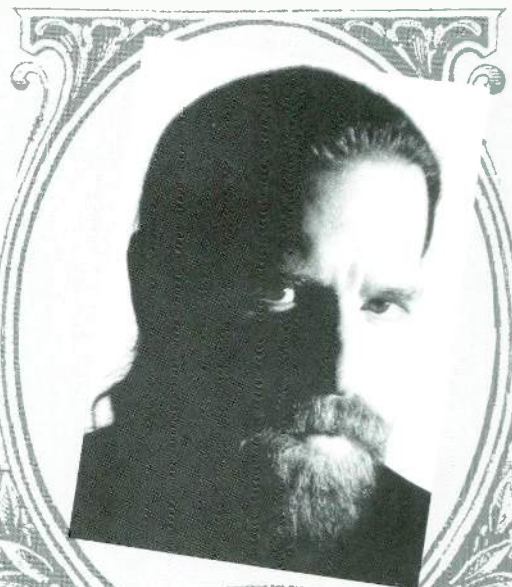
Money. Actually, the interesting thing is

that there haven't been a great many stumbling blocks. I think it's been about having enough time — we are now putting together a Board of Directors. We're now involved with the RIAA and NARM. I think we are now defining ourselves. We're starting to deal with long-term issues now. We're starting to build a computer bank with half a million names on it of kids who give a shit about rock & roll and its relevance to censorship issues, who can tell politicians, "Stay away from this stuff — it's none of your business!" It doesn't just have to be kids, either. It could be people like me, who are in their 40s and say, "I may be worried about what my children are exposed to, but I'm going to make those decisions, not you." Am I going to let my kids lis-

ten to 2 Live Crew? Not at the age they are now. Time will tell. But I'm going to make those decisions, not Jack Thompson or some DA in L.A. or Dallas. It's a libertarian issue, not a left-wing issue.

**Did "Rock The Vote" begin as a reaction to those censorship crusaders?**

Actually, it started off as a reaction to the last five years. I've been involved with a great many artists that people have said some scary things about, passing judgment about more than whether the music was good or bad. They've tried to pass judgment on their validity, on whether they were undermining the values of America — doing a God-and-country thing on us. The musicians in this industry have done enough for consciousness-raising, helping the homeless, feeding the poor, dealing with starvation in Ethiopia and the farm crisis to balance out the one, two or three percent of music which is tasteless. It doesn't say in the Constitution that stuff can't be tasteless. One of the problems for me is that I did go to law school. I understand the Constitution and the First Amendment. The First Amendment is the most valuable thing that we have. It's the thing that makes us different from everybody else. And when people start to tear that down — even if it's because you're giving it up because you think 2 Live Crew's "disgusting"... well, they've got the right to be disgusting. This is America. I don't like people pushing other people around and then using that to make people scared about voting. Much of it comes down to racism. Jordan and I both felt that as an industry, we needed to speak back. It's like, enough already!



**"I, for one, got tired of being made to seem like Satan's messenger -- when in fact I'm just a really nice Jewish kid from L.A.!"**



# diVINYLS

## I TOUCH MYSELF

from the album "DIVINYLS"

**NATIONAL MOST ADDED!**  
**MTV BUZZ BIN!**  
**FLASHMAKERS WINNER!**  
**40-33 HITS TOP FIFTY SINGLES!**  
**NOW ON OVER 150 TOP 40s WITH**  
**38 NEW INCLUDING:**

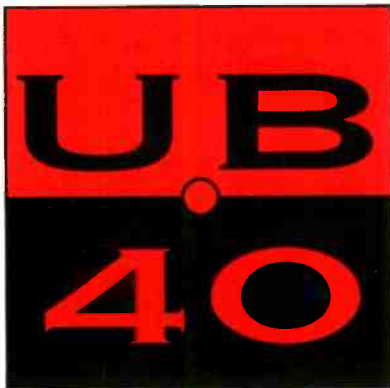
WDFX add  
 WHYT add  
 Y95 add  
 KUBE add  
 WIOQ add  
 PRO-FM add  
 Q102 add  
 Y100 add  
 B94 add

B97 add  
 FM102 add  
 KOY add  
 HOT102 add  
 WTIC add  
 WNVZ add  
 WAVA deb 21  
 KDWB deb 28  
 KPLZ deb 30  
 KKRZ deb 30  
 KBEQ deb 34  
 KXXR deb 35

| AVERAGE<br>MCVE | AGGRESSIVES<br>(4 or more) | TOP<br>10 | TOP<br>5 | REQUESTS<br>(1 to 10) | Lp SALES<br>(1 to 10) | 45 SALES<br>(1 to 10) |
|-----------------|----------------------------|-----------|----------|-----------------------|-----------------------|-----------------------|
| 3.94            | 50                         | 2         | 1        | 7                     | 7                     | 8                     |

**AVG. MOVE 3.96!**

WRQK 1-1  
 Q106 10-7  
 PWR99 18-11  
 KRBE 15-12  
 Z100 22-15  
 Q105 25-15  
 KZZP 23-18  
 KIIS 24-21  
 WZZU 26-23  
 WXKS 29-24  
 WPLJ 34-26  
 KKBQ 29-26  
 KEGL 30-27  
 KWOD 33-29



# "HERE I AM"

FROM THE ALBUM "LABOUR OF LOVE II"

**FLASHMAKER!**

KZZP add  
 Q105 add  
 WPHR add  
 Q106 deb 29

KRBE 6-2  
 KKBQ 6-3  
 KHMV 13-10  
 WKBQ 26-10  
 WNCI 33-30

**BREAKING AT:**  
 KIIS  
 HOT97.7

**NEW BELIEVERS!**

K96.7 add  
 WGTZ add  
 Z99 add  
 WBBQ add  
 K106 add  
 KZZB add  
 KBFM add  
 KNIN add  
 KNOE add  
 KSMB add



"going through the motions"  
 from the album "AFTERSHOCK"

Z90 add  
 KZFM add  
 KYRK add  
 KBFM add  
 FM102 deb 25  
 KMEL deb 27  
 KLUC deb 29

**AVG. MOVE 4.91!**

HOT97.7 9-8  
 KDON 28-14  
 B95 24-16  
 KKFR 21-17  
 KTFM 28-23  
 KPRR 29-24  
 KKMG 31-25



# BANKING BONK



Camelot's straight-shooting Executive VP/CEO Jim Bonk looks set to become the next NARM President. With Sound Warehouse's Terry Worrell stepping down as VP, Bonk is next in line and the traditional choice as the org's chief exec. Bonk, who headed last year's highly charged censorship/stickering panel, will no doubt be front-and-center once again, with the future of the 6x12 packaging on the minds of most industryites in San Francisco. Pretty heady stuff for a guy who admittedly got his big break from Camelot owner Paul David in 1968, fresh out of the Marine Corps, to help head up the company's growing retail concerns. With the offer to "get into show biz," Bonk guided Camelot's rack activities through the late '60s to the late '70s, when his mission shifted to the retail division, first as Executive VP, then as CEO, a title he holds today. While Bonk remains eternally grateful to the break David gave him in '68 to get into the business on the ground floor, HITS remains eternally embarrassed by the break it gave its own ground floor guy, GI ("Generally Incompetent") Joe Medwick.

**When did you first become involved with NARM?**

I attended my first convention in the early '70s. Mr. David served on the board in the early '80s and, when he came off the board, I guess NARM felt that it was important that we continue to be represented. I had a great deal of experience on the Retailers' Advisory Committee. I was one of the originals on that committee with Russ Solomon, Lou Fogelman, Jack Eugster and people like that. This is my fourth year on the NARM board. I've served as secretary and treasurer, and through the generosity and kindness of Pat Moreland, I've accepted the post of convention Chairman this year. The industry has been great to Camelot and to me personally. Being involved in NARM gives us a chance to put a little something back into the industry. I remember my first convention, seeing people who were the fathers of this business! Now I'm proud to be a part of the industry's decision-making process — to help us get to where we're going. **What are your hopes for the industry going into NARM?** Obviously, business has been a little soft; hopefully, we can get that turned around. I'd like to see us put this entire censorship issue behind us. I'd like to see the CD packaging issue settled. Some of this new technology is very exciting. In the next decade, we are going to

be challenged to find new ways to market our product and reach the consumer. There is more and more demand on us as merchants to get our share of the leisure-time business. Our customer base has broadened and gotten older and it will be a real challenge to reach them. Hopefully, somewhere down the line we'll get charts and real sales figures so that we know what is in fact selling, in what markets and where it's breaking. It's a more sophisticated world out there. As we all improve at controlling our inventory and managing our businesses, we as chain retailers and racks are going to have to be able to compete with the theaters, game businesses and all the sporting attractions that eat away at our dollars.

We need to help develop artists that appeal to our customer base — that is the key. To find more of the Harry

**artist development is a shared key element in the continued growth of the business. And that doesn't just mean youth-oriented acts.**

That's right. We don't have any problem selling rap or metal, but we need to reach those baby boomers. This past Christmas was proof of that. We saw an artist like Yanni go on the talk show circuit and now he's hotter than a firecracker. Those are the kinds of artists we have to learn to work. We've got to do a better job on these box sets that we've had so much success with. These are big-dollar items that we all make a profit on.

**Are the censorship crusades finally abating?**

I would like to see that. We have labeled the product that the manufacturer has deemed needs stickering. That was something we promised we'd do, and we did it. I think everybody is working with it. I

**"Being involved in NARM gives us a chance to put a little something back into the industry."**

Connick Jr.s., Mariah Careys and so on. Our audience today is no different than what General Motors is dealing with. The baby boomers are now in their 40s and they have spendable and discretionary dollars. We're going to have to find ways to reach them. **Just like for the labels then,**

certainly don't want to see us get any legislation passed that smacks of censorship. I think the rest of the world feels that way too. I also believe that there are many people in our customer community that don't want us to cross the boundaries of good taste. We spend millions of dollars pro-

moting our stores and building our reputations. You've got to play it down the middle and do what's best for you and what's best for your customers. **Regarding the packaging issue, do you like any of the longbox alternatives you've seen?**

From Camelot's standpoint, we're ready to go jewel box only. We have very strong feelings that this is the way it's going to go. The one situation we don't like at all would be to have to use an interim package. I firmly believe that at least three or four of the big six want to go to a jewel box only. We're getting pressure from an environmental standpoint and from the artists. It's an economic issue, and I think that no one wants to talk about that. If we do go to a jewel box only, I hope the manufacturers work with us so that we have an adequate window for the migration time and that we also get some economic help for refixturing and retooling or whatever we need to do to sell the product. **I've talked to a lot of chains that are going to a modular-type fixturing scheme, so as to better deal with changing packaging and configurations.** And rightfully so, but I think that it only makes sense to do that and go with the jewel box. It's already a worldwide accepted package and we are going to be dealing in a worldwide market. Five of our



Camelot's **Jim Bonk** (on his knees at left) will tell his grandchildren about the day he took a picture with superstar **Sheena Easton** (second from r). Of course, he'll conveniently forget to mention the seven others who were also around, including MCA's **Dave Moyer** (top l) and Camelot Senior VP **Joe Bressi** (top row, third from l.) The rest of you will just have to fade into obscurity.

**W**hen you think aggressive marketing, you have to think Joe Mansfield. Capitol Nashville's VP of Marketing and Sales went in hard on Garth Brooks — pursuing an all-out advertising and retail placement campaign — and came up with three million "No Fences" and a million and a half "Garth Brooks" LPs sold. And the numbers just keep climbing.

Mansfield, who was born in Rhode Island and somehow ended up in Texas for high school, drifted into the music business after two-and-a-half intense years as a "nerdy" pre-med student. Attempting to round himself out, fratman Mansfield jocked at the campus radio station, leading to an offer from a local station. Med school didn't work out, so when his wife became pregnant, Joe became a d.j. to pay his bills — until CBS' Gene Ferguson offered him a regional gig in Dallas.

From there, Mansfield scaled the corporate ladder, working as a branch manager, promotion manager and sales manager, eventually landing in New York as Vice President of Merchandising and later, VP of Marketing. Along the way, he did stints at RCA and Capitol L.A. Twenty years later, Mansfield finally realized his dream of living in Nashville as part of Jimmy Bowen's brave new Capitol Nashville team, an outfit well on its way to returning a once-vital force in country music to its former glory. It was a dream that quickly turned into a nightmare when he was forced into the same room as HITS' Neobilly Nonentity Holly Gleason.

## Music City's Marketing Maven



### You've been key in last year's greatest sales success story, Garth Brooks.

I hope that's true, but it's really a team effort and all our departments really got together on this one. We had a good year with him, and I think it's because we had a lot of vitality within the company.

### Did you think that Garth would achieve the kind of sales figures he has?

It was the only record we had at the time that had any legs between 100,000 and 200,000. I'd seen him perform, so I knew he was charismatic. Given that, we laid out a four-month plan for April, May, June and July with all the rack jobbers and retailers — even though we knew there'd be a new album in August. Handelman wondered why we were doing that with a new album coming — and in hindsight I got lucky because "The Dance" hit in June. Then we had retailers asking us to hold the release of the second album because the first was selling so well. But I said, "No, we're going to release it and we're going to market the two albums side-by-side. The first won't stop selling and the second one's going to explode."

### Was it hard convincing people to chase a year-old record?

No, and you know why? There was no risk to the accounts. They follow our lead, and we hope it's good information because we don't want to give them stiff records. On a new record, like Linda Davis, you get the "buy it, try it." That's what we're doing now with her, Billy Dean and the Pirates, who we're trying to explode. We're trying to get a regional explosion with them, since we don't have mass exposure yet. Career development's what we're working on. We've done a good job with Garth, but in my opinion, we've got a long way to go. Now we need to break another act. In the next year, I've given myself the personal assignment of breaking at least two more.

### Is there a difference between the way you'd market an "established" country act vs. a "new" act like Garth?

The same principles apply. The key to country music with a new artist is getting that airplay. Garth Brooks had consistently major #1 records with heavy rotations. The whole key is the song. You could have one, I could have one. Milli Vanilli had one — and it was a scam. The whole

crux of any artist is the song. Once you get that career song, like Garth had with "The Dance," everyone becomes aware of it. We have a new artist named Dude Mowery, who is real traditional country, and he could be the next Garth Brooks. I'm not saying he is, but he sure could be if radio embraces his music.

### How are your marketing methods different from what's traditionally been done?

It seemed Nashville-based records were targeting more "country" people — the Southwest, Texas, Atlanta, the Carolinas — until they had a record they could really blow out. And this year, practically every label did. But before Garth, no country artist had gotten that high on the pop charts. Now everybody's looking to cross over. You have to go beyond the rack-jobbers, though. Before I got here, I looked at the country busi-

ness, and it was all racks. I thought, "Wait a minute, these retail accounts have flipped over. Racks used to be 70% of the business and retail 30%, but

that's reversed itself." So, the way to grow this business is to stick with the three or four dominant racks and pursue that retail base. Now, a year later, the retailers are all up in the Top 25 accounts. There's an attitude that Tower Records is a rock & roll chain that can't sell country music. That's bullshit! Garth Brooks was their #1 seller at many stores.

### Is there a way to get better placement in stores?

You buy it. To me, that's what advertising does. I'm still not sure that someone buys the *Tennessean* or the *L.A. Times* or the *New York Times* and races to the "Arts and Leisure" section to see what Tower has on sale. When people go into a store, they want to see what's new. The first thing you see is what somebody's paid to have there — and that little slug in the paper is what puts it there. When you look at the new release wall, those are the things you'll see. But if you're going to buy an old Earl Thomas Conley record, you'll have to go to the country section.

### With increasing sales, will country move from the back of the store?

I don't think you'll ever see 22 racks of country in the front of the store, nor do I think the section itself is going to come forward. But I do think the hits that everybody has are going to be in the front — whether it's Aaron Tippin, Travis Tritt or Billy Dean. ★

"The key to country music with a new artist is getting that airplay."



SPEAKING OF

# HITS

THESE GUYS WILL HAVE THEM

L.A. & BabyFace

Doug D'Arcy

Terry Ellis

Jimmy Ienner

Lou Maglia

Greg Peck

Nile Rodgers & Tom Cossie

ALL NEW LABELS AND THROUGH



DEDICATED

(i-mä'gō)



ENTERTAINMENT

BAHIA



AN EXCLUSIVE HITS INTERVIEW WITH ANN SPECTOR-LIEFF BY JOE MEDWICK

# Turning Over A New Lieff

*Specs' always-amiable NARM board member Ann Spector-Lieff, whose dad Martin Spector founded the company 43 years ago, grew up in the record business and over time has found that family and business can go hand-in-hand. It was no surprise then, after spending almost every weekend, holiday and summer vacation working in the store as a child, Ann would end up back in Florida after graduating from the University of Denver in 1974. Her career began as a buying assistant in one of the five Specs stores and progressed to positions in buying, management, merchandising and regional operations before she was made President/CEO of the 57-store chain in 1980. From an early age, Ann has had music in her blood. In fact, she can still remember working behind the counter as a youngster and being insulted when she heard someone say, "Isn't she a little young to be working here?" These days, Spector-Lieff has her own seven-year-old that follows her around and is equally miffed at suggestions she might be a tad young to be working in a record store, so the family tradition is indeed being passed on. One person it certainly hasn't been passed on to is HITS' resident juvenile delinquent "Ho" Joe Medwick, who still doesn't know what he wants to do when he grows up.*



**Heading into this year's NARM convention, what are you most concerned about?**

A concern of everyone right now is the war. We're all happy that it's over. We saw — at least in South Florida — a very strong January and then the war broke and things came to a virtual standstill. People were watching CNN instead of going out buying things. I'm very optimistic now that the war seems to be over, business will pick up. We're already seeing that a little bit. It's a concern to me because it's such a competitive environment right now — not only in our business, but in all retail businesses. We're finding several areas that are very "overstored." We have to be better retailers. Specs is really focusing on figuring out ways to improve and to do more in-store promotions with radio stations to boost our market share. In the upcoming year, I think things are

going to be even more competitive — especially in our business.

**Yet Specs has continued to grow and prosper at a pretty good rate.**

In the last year, we've opened over 100,000 square feet of new selling space in Florida. Right now, our thinking is to concentrate on doing more business in those locations. I'm extremely optimistic since we've done well with the new Sting record and the new Gloria Estefan album. It still comes down to the product. If it's there, we're going to sell it.

**At last year's NARM, the big issue was censorship, sticker-ing and related legislative efforts. How has the situation changed for your company in the last year?**

In the last two or three months, I'm happy to say it has really died down. Specs has really been in the hotspot in Florida with Jack 54

**GERARDO**  
"Rico Suave"

"We Want The Funk"

From MO RITMO  
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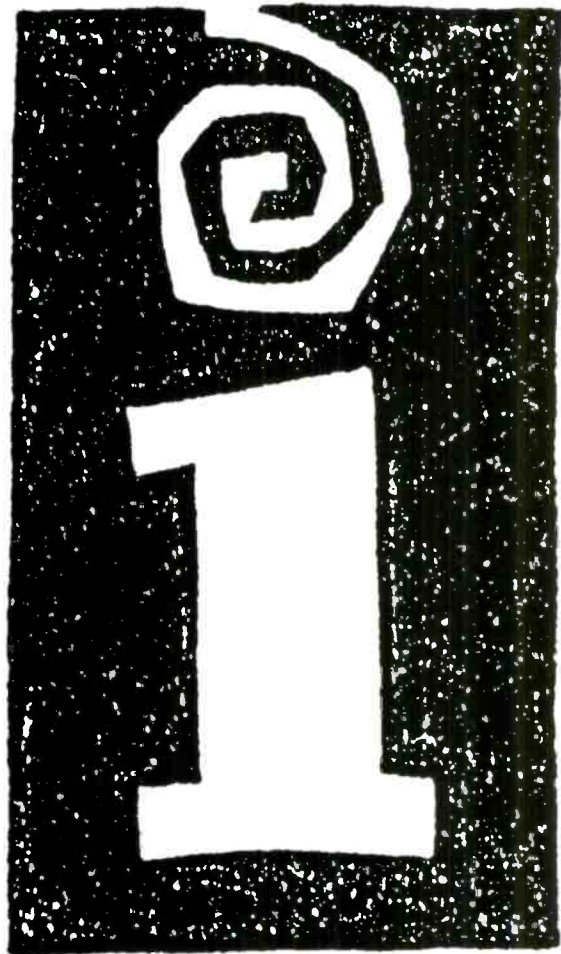


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***"It would be a heck of a lot harder to work for a label than to do what I'm doing now in terms of corporate attitudes towards women."***

Thompson and all of his interest in this. We have the "18 to buy" in our stores, and that was something that we didn't have last year. We felt, because we had always viewed ourselves as a family store, that was the right position to take. In the beginning, it hurt business and I know that many chains across the country went back and forth on the issue, but we feel it's an obligation we have to the community. The parents that shop in our stores appreciate it and we keep it low-key, but we are very cautious about whom we sell product to. Maybe that's part of the reason that it has settled down.

***One of the major issues at***

the nice things about being a little smaller — if 57 stores can be considered a small chain at this point — is that you can react a little bit quicker. We've always taken pride in that. When the cassette single took off, we were right there with new fixturing in place. Still, it gets much harder and more expensive to do as you get larger. As far as new formats, we are making a lot of room for laser discs. We're finding it's one of the fastest-growing configurations out right now.

***In which areas do you feel NARM has been most effective?***

They're doing a good job of communicating with the members and keeping them abreast of what is

when people say you've done such a good job running Specs, I must say it certainly isn't me alone, but me and about 750 other people. I am a working President. As far as being slighted because of being a woman, I really haven't felt it. Maybe it's because I'm a Spector. I grew up in the business and I have credibility because it's family. It certainly isn't the same as it is for some women I have spoken to who have joined bigger corporations. To be honest, it would be a heck of a lot harder to work for a label than to do what I'm doing now in terms of corporate attitudes towards women.

***What are some of your hopes***

***for the future?***

We want to continue to be profitable, keep our shareholders happy and have fun. I work with a wonderful group of people and I look forward to seeing them become successful and prosperous. It's really more than just a business — it is a real extension of our family. I feel very fortunate to be in a position like this, but I also know that it can slip away quickly and — like a family — it needs constant care and attention so that it can continue to flourish and be healthy. I know that sounds a bit hokey but it's the way I honestly feel, and I know the people that work here feel the same way. ♣



***NARM will still be CD packaging. Do you see hope for a resolution this year?***

We're continuing to back NARM's official position of supporting the 5x11 package. But it's important to see how these alternative packages come along. The CBS package shows a concern for fixturing, and the cost it would take to change our stores. Our hope is that there will be some sort of package, but if there isn't, we simply have to do the best we can. We do stand united with all the other retailers who have concerns about fixturing costs. I hope that something of substance will be agreed upon soon.

***What's next regarding new formats or configurations in your stores?***

The last group of stores we opened has a tremendous amount of grid fixturing that is easily adaptable to whatever kind of product we have, so we can be more flexible. One of

going on in the industry. The retailers, wholesalers and one-stops are now getting heard by the heads of distribution and manufacturing. That's real positive. I also believe NARM is spending a lot of time, effort and money on their lobbying efforts and getting a great many good things done. It's a priority for us — which is good for the industry. The membership is also up over last year and attendance will be up for this year's convention.

***Do you think the fact that you came from working in your family's stores, has helped you in fighting off any slights you may have received as a woman in a top executive position?***

Absolutely. I'm still in the trenches. My expertise has always been in the operations end of the business. It's just second nature to me at this point. I grew up in the retail environment. Of course, now I have a much larger management team, so





# Ooh La La

The American debut single and video of David Hallyday (5282-2-SBDJ)

from the forthcoming album

**rock 'n'**  
**heart**

(5204-2-SB)

**david hallyday**



CEMA Sales VP Joe McFadden will never be mistaken for a Melrose Avenue shirt-buttoned-to-the-top, no-tie, music biz fashion-plate. On the contrary, the Sacramento-born son of legendary honky-tonk agent Jack McFadden is more the belly-to-the-bar, Bud-to-the-mouth, Palomino-type record exec who has no problem letting his neck have a little breathing room. After working for his Dad's company OMACK Artist Corp. — at the time, the premier West Coast country music agency with Buck Owens, Merle Haggard and the whole Hee-Haw crew — Joe got his label start with Capitol in L.A. in 1974. Calling on the one-stop giants of the day and budding retail accounts in town at that time, Joe got a real lesson in the biz. "With Buck, I was naive enough to think that records just kind of showed up in stores!," he laughed. Young Joe was soon shipped off to Miami and Minneapolis as Branch Manager, returned to L.A. in 1982 to become CEMA National Sales Manager, then VP of National Accounts, and finally, VP of Sales in '88, the position he holds today. Known in the business as a street-smart, straight-shooting people person, McFadden nevertheless took the time to speak to HITS' round mound of sound, "Slow" Joe Medwick.

# HEY, JOE!

**What was it like growing up in the music business?**

I worked for Buck Owens and my Dad for six or seven years and I learned about how to deal with creative people, about what their needs are and about how to survive in a creative atmosphere. As part of my job with Dad and Buck, I spent a great deal of time on the road working with some of the artists. I learned about business and I learned how to properly motivate people.

**What do you see as the major factors in CEMA's recent remarkable sales increases?**

There are several key ingredients to our overall success. The first, obviously, is the product. This year, we were blessed with unprecedented successes. We had Hammer, Vanilla Ice, Garth Brooks, Poison and Heart. We also broke a great many acts — Smitherens, Megadeth, Eric Johnson, the "Pretty Woman" soundtrack, Sinead O'Connor, Billy Idol and Slaughter.

Another key was the development of the new organizational structure within CEMA. About two years ago, we

changed the entire branch structure. We went from being a vertical company to a horizontal company. We instituted an infrastructure that enabled us to deal with the labels and break more product. I'm absolutely convinced that, had we not made those changes, we wouldn't have had the success that we've had this year.

**Did Vanilla Ice's amazing sales performance catch you by surprise?**

We felt that Vanilla Ice would be big, but we had no idea that he was going to sell seven to eight million units. In early August, when the SBK people told us they were going to acquire Ice from a small independent label, we had all the confidence that they were going to make this record big, but obviously we didn't think it would sell eight million copies by Christmas.

**Like Hammer and Ice, Garth Brooks is an example of someone who crossed over from his genre to become a mass-appeal superstar.**

When dealing with most country artists, you usually have a very limited target audience, and that's country radio. But



in the case of Garth Brooks, it's very obvious that Capitol Nashville has broadened his base significantly. When you go to a Garth Brooks show, you see demographics that take you from the age of 18 to 50.

**Much has been written about retail's health over this past holiday season. What's your take on the current state of the business?**

We're very concerned about the economic environment. We're concerned about the situation in the Middle East because that is going to be a major factor, but we're also concerned about the impact it has on exposing our product at retail. It appears to me that our customers' first priority is to increase

a few things that we have to do. First of all, we have to expand and keep the pressure up on our mid-price catalog. We see music video as becoming a major push in our overall music plan. We're also going to try to take advantage of Blue Note and Angel. For us to continue enjoying this success, we have to increase our incremental sales. We cannot depend entirely on big-selling acts like Vanilla Ice and M.C. Hammer to keep our market share.

**The biggest change may be the fact that CEMA's leaving "The Tower" for Woodland Hills.**

We feel it's time for us to develop our own image and our own identity. We think the move will be important in ac-

**"We cannot depend entirely on big-selling acts like Vanilla Ice and M.C. Hammer to keep our market share."**

complishing that goal. **If you could single out one thing that distinguishes the "old" CEMA from the "new" CEMA, what would it be?** One of the biggest factors is the mutual confidence and respect that CEMA has for their labels, and that the labels have for CEMA. We have all the confidence in the world that our labels will deliver great product and they have all the confidence in the world that we'll deliver to the street and maximize their sales for them. Another major factor is the quality of people we have. We think that's our biggest asset — what's going to separate us from our competition.

**In which new areas do you see CEMA stepping up its involvement over the coming year?**

For us to keep the market share that we've acquired in the last year, there are

# RYKODISC: BIG

ENOUGH TO MATTER...

SMALL ENOUGH TO CARE.



## NILS LOFGREN

*silver lining*

The breakthrough new album from one of rock's premiere guitarists and songwriters, featuring the multi-format hit "Valentine."



**Just added to  
VH1 To Watch  
rotation!**

Produced by:  
**Keven McCormick  
and Nils Lofgren**

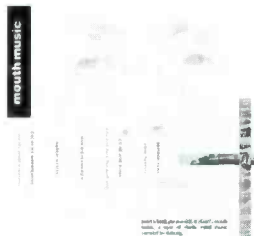
RCD 10170/RACS 0170



### John & Mary Victory Gardens

RCD 10203/RACS 0203

John & Mary are John Lombardo - a founding member of 10,000 Maniacs - and Mary Ramsey.

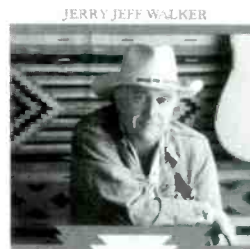


### Mouth Music

RCD 10196

*"Mouth Music's combination of intelligence, beauty, and nerve has the power to unite both world-beatniks and mainstream rock fans in mutual exhilaration. Rating: A"*

- Entertainment Weekly



### Jerry Jeff Walker Navajo Rug

RCD 10175/TTCS 9175

As trusty as a ten-gallon hat; featuring the hit single and video "Navajo Rug."

**And Coming in April:**

The next

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# EARPICKS

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

**REM** comes on strong this week with a solid win in this section as well as a respectable first week at radio and a Top 10 debuting album. And speaking of Pomocrossovers, **Jesus Jones** has the base and the buzz to make a run at

Top 40 and we like it. **Sheena Easton** is back and dancing with a new single that's going on the radio. The new **Mike & the Mechanics** looks like another pop winner out of the chute. **Extreme** is ready to explode with a video on the way.

## WINNERS

|                             |                       |                             |                              |
|-----------------------------|-----------------------|-----------------------------|------------------------------|
| <b>1</b> <b>REM</b>         | LOSING MY... (WB)     | <b>6</b> <b>QUEENSRYCHE</b> | SILENT LUCIDITY (EMI)        |
| <b>2</b> <b>JESUS JONES</b> | RIGHT HERE... (SBK)   | <b>7</b> <b>MONIE LOVE</b>  | IT'S A SHAME (WB)            |
| <b>3</b> <b>S EASTON</b>    | WHAT COMES... (MCA)   | <b>8</b> <b>EXTREME</b>     | MORE THAN... (A&M)           |
| <b>4</b> <b>MIKE + MECH</b> | WORD OF... (Atlantic) | <b>9</b> <b>KEEDY</b>       | SAVE SOME LOVE (Arista)      |
| <b>5</b> <b>CELINE DION</b> | ANY OTHER... (Epic)   | <b>10</b> <b>HI-FIVE</b>    | I LIKE THE WAY... (Jive/RCA) |

**HITMAN** /99.9KHI/OCEAN CITY  
T Can Sinatras/Michel'le/REM/B Crowes

**JUGG** /TRACKS/CHARLOTTE  
Keedy/M Love/Firehouse/Replacements

**GREG ADAMS** /KFFM/YAKIMA  
J Jones/M & The Mechanics/A Marie

**D AGRESTO** /TRACKS/NORFOLK  
M Church/K Of The Hill/R Stewart/Fishbone

**ROGER ALLEN** /K96.7/AUSTIN, TX  
J Jones/REM/S Easton

**K ALTOMARE** /RHINO RECORDS/LA  
R Kross/G Parker/REM/D N Cryin

**JON ANDERSON** /KQIZ/AMARILLO  
M + Mechanics/S Easton/C Dion/C&C Music

**D ANTHONY** /TALENTMASTERS/ATL  
C Dion/C Me Bad/UB40

**DANNY B** /KZFM/CORPUS CHRISTI  
C Williams/S Easton/S N Peps

**G BAIN** /Q REC & VIDEO/MIAMI  
C Dion/S Easton/M Love/REM

**S BEAN** /HARMONY HOUSE/DET  
C Dion/REM/Q Jones

**FRANKIE BLUE** /Z100/NY  
C Me Bad/King Tee/L Fisher

**E BRADLEY** /WCKZ/CHARLOTTE  
S Easton/T Spencer

**T BRENNER** /ARROW DIST/OHIO  
REM/R McGuinn/R Harper/R Galager

**G BROUILLARD** /CKOI/MONTREAL  
S Minds/C Dion/J Jones/M & The Mechanics

**SCOTT BURTON** /WRCK/UTICA  
C Dion/Cartouche/S Easton

**LORI CAMPBELL** /B94/PITTS  
REM/Keedy/Extreme/S Easton

**P CANNON** /PRO-FM/PROVIDENCE  
R Boys/C&C Music Factory/Roxette

**D CARROLL** /CD ONE-STOP/CONN  
R Stones/L Kravitz/Morrissey/H Gurus

**TOM CASEY** /KJMZ/DALLAS  
Pebbles/R Boys/C&C Music Factory

**BILL CATCHER** /PWR93/GREENVILLE  
R Boys/C Dion/Guy

**S CHALFANT** /WALL TO WALL/PHILA  
Morrissey/REM/A Grant/R Stones

**J CHAMETTI** /ROSE RECORDS/CHIC  
REM/B New Heavies/360's/Dinosaur Jr

**BOB CHASE** /KISR/FT SMITH  
Divinyls/C Dion/S Easton/R Tribe

**M CHASE** /KMCK/FAYETTEVILLE  
M & The Mechanics/J Jones

**J CHRISTIAN** /HOT977/SAN JOSE  
S Easton/A Bad Creation/C England

**TIYA COLEMAN** /TOWER/LAS VEGAS  
J Jones/M Love/REM/Q Jones

**CAT COLLINS** /98PXY/ROCHESTER  
REM/M Cohn/Hi-Five/Queensryche

**D COLLINS** /KFBQ/CHEYENNE, WY  
S Easton/C Dion/Poison/Pebbles

**DAVE CURTIS** /LECHMERE/BOSTON  
J Jones/REM/M & The Mechanics/M Love

**JEFF DAVIS** /103CIR/BECKLEY  
Queensryche/UB40

**JEFF DAVIS** /KLYV/DUBUQUE  
S Easton/C Dion/Jellyfish/Riff

**CHUCK DAVIS** /WQGN/NEW LONDON  
S Easton/M & The Mechanics/Fixx/A Marie

**RICK DEAM** /HEGEWISCH/CHICAGO  
Triplets/H Mondays/V That Care/Keedy

**M DICKS** /MICH REC & VIDEO/WV  
Divinyls/J Jones/Front 242/REM

**JOHNNY DIVE** /WRHT/WASHINGTON  
T Dean/Trilogy/Riff/J Jones

**STEVE DOUGLAS** /KXXR/KC  
R Tribe/S Easton/La Tour

**JIMMY EDWARDS** /KZOU/L ROCK  
C Dion/Queensryche/M & The Mechanics

**V ELLIOTT** /V VENDORS/KALAMAZOO  
V That Care/R Stones/Firehouse/T Spencer





# HARRIET

From the album *Woman To Man*

**"Isn't it time your listeners entered The Temple?"**

## 43-40 HITS TOP FIFTY SINGLES!

|        |        |        |       |
|--------|--------|--------|-------|
| Z99    | add    | KDON   | 5-3   |
| WNNK   | add    | WJAD   | 15-8  |
| K106   | add    | WLAN   | 12-10 |
| CK105  | add    | WNCI   | 16-13 |
| HOT95  | add    | WJMX   | 17-13 |
| KC101  | add    | Z90    | 19-14 |
| KIXY   | add    | Y102   | 17-14 |
| KMOK   | add    | WKRZ   | 18-14 |
| KWNZ   | add    | B98    | 20-16 |
| WLRW   | add    | KISN   | 22-19 |
|        |        | WWFX   | 24-19 |
| WPHR   | deb 25 | KZZP   | 27-24 |
| I95    | deb 26 | Y108   | 27-24 |
| Q101   | deb 27 | PWRPIG | 32-26 |
| KKRZ   | deb 29 | WHTO   | 31-26 |
| KPRR   | deb 29 | WFLY   | 37-27 |
| WFHT   | deb 30 | WBBQ   | 33-28 |
| WAPE   | deb 30 | WXKS   | 33-30 |
| WTFX   | deb 30 |        |       |
| WYCR   | deb 30 |        |       |
| KISR   | deb 31 |        |       |
| XL106  | deb 33 |        |       |
| WQQN   | deb 33 |        |       |
| WCIL   | deb 34 |        |       |
| WYKS   | deb 34 |        |       |
| PWR106 | deb 35 |        |       |



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© 1991 Atlantic Recording Corp. A Time Warner Company

Produced by Duncan Bridgeman  
Management: Vicki Wickham  
for Crane-Fishlock Productions



## "Temple Of Love"

**THE BUZZ IS GETTING BIGGER!**

# The Family Stand

Produced by V. Jeffrey Smith & Peter Lord  
for The Neptune Factor.  
Managed by Platinum Management.  
Promoted and marketed by East-West Records America.

## SWEET LIBERATION

From the album *Chain*

"WARNING: this record doesn't sound like every other record on your radio station. The good news is "Sweet Liberation" is generating TOP 5 PHONES after only 4 weeks of airplay the hipness factor of this song is 150%."  
— John Christian, APD/MD, HOT 97.7/San Jose

"INSTANT FEMALE PHONES - performing well in middays."  
— Hosh Gureli, MD, KMEL/San Francisco

"We've been playing it for a week, pulling INSTANT PHONES. Sounds great on the air." — Darrin Stone, MD, KSND/Eugene

**THIS IS THE YEAR OF LIBERATION!**



# EARPICKS

**RENEE SEK/G98/PORTLAND, ME**  
J Jones/J Crew/D Koz

**J SHAHINIAN/RECORD EXCH/CLEVE**  
C Dion/J Jones/L Mob/REM

**MARK SHANDS/WCKZ/CHARLOTTE**  
C Rock

**JAY SHANNON/KFQX/ABILENE**  
Pebbles/J Jones/REM/M Bolton

**G SHAVER/MUSIC PEOPLE/OAKLAND**  
REM/A Collins/LL Cool J/EPMD

**K SHEDD/D IN THE VALLEY/MPLS**  
REM/Morrissey/EMF/M Issue

**D SIBEL/HARVARD CO-OP/BOSTON**  
J Frost/Dinosaur Jr/Hollow Men/JW Harding

**K SIMMONS/H OF GUITARS/ROCH**  
REM/G Thorogood/N Lofgren/D Gatton

**RICK SIMON/KEWB/REDDING**  
M & The Mechanics/REM/J Jones

**KATT SIMON/KOKZ/WATERLOO**  
J Jones/REM/C Dion

**D SMITH/NATION REC MART/PITTS**  
J Jones/REM/C Dion/S Easton

**M SMITH/WILMI SALES CORP/NY**  
REM/M & The Mechanics/C Dion/J Jones

**RICHARD SPIRES/KZZB/BEAUMONT**  
R Boys/Triplets

**K STAMM/SOUNDS & VIDEO/MIL**  
S Easton/M Love/REM/M & The Mechanics

**WILLIE STEVENS/B98/FT SMITH**  
J Osborne/S Easton/Extreme

**TIM STOBIE/TOWER/FRESNO**  
K Of Distinction/T Can Sinatras/Morrissey

**RICK STONE/WOMX/ORLANDO**  
Steelheart/Hi-Five/Fixx/B Crowes

**ERIC STRYKER/WPXR/QUAD CITY**  
S Easton/Trilogy/Extreme

**R SUMMERS/HOT94.9/S LAKE CITY**  
M & The Mechanics/Keedy/A Marie

**P TANIS/B IN MUSIC/GRAND RAPIDS**  
REM/M Love/J Jones/Q Jones

HT/SPRINGFIELD

**GRANT TRESSEL/KTMT/MEDFORD**  
Fixx/Extreme/Queensryche

**SCOTT TYLER/WAYS/MACON**  
S Easton/Extreme/Hi-Five/Cinderella

**DAVE VAN STONE/KS104/DENVER**  
C Me Bad/R Boys

**T WAITEKUS/WCIL/CARBONDALE**  
S Easton/H Mondays/Riff/Extreme

**CHRIS WALSH/WKSS/HARTFORD**  
S Easton/R Boys

**D WATSON/KARMA/INDIANAPOLIS**  
REM/Queensryche/Divinyls

**L WEBB/MUSIC CITY/NASHVILLE**  
S Easton/L Mob/REM/M & The Mechanics

**JOEL WIDDOWS/WZKS/LOUISVILLE**  
M + Mechanics/S Easton/Jellyfish/Triplets

**RALPH WIMMER/Z102/SAVANNAH**  
Fixx

**S WOLFE/MUSIC TO GO/IN**  
La's/Michel'le/Roxette/Bingoboy

**DENA YASNER/KOY/PHOENIX**  
S Easton/L Vandross/Ice-T

**Try Us, You'll Hate Us.** → → → →



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WFHT add

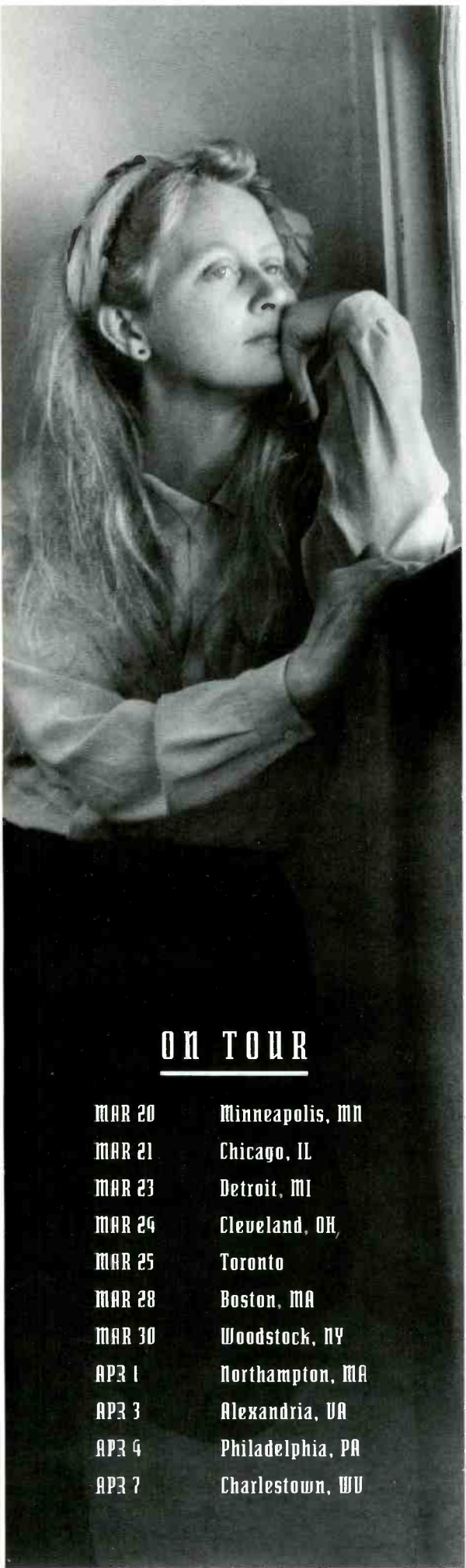
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WNVZ 27-24  
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WKSS 30-27  
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# ROBIN HOLCOMB

“★★★★

Robin Holcomb is a find—and a keeper.”

*Rolling Stone*

Record of the Year

*Detroit Metro Times*

“THE overlooked album of 1990.”

*Hits Magazine*

“Ms. Holcomb has done something remarkable here: she has created a new American regionalism, spun from many threads—country rock, minimalism, Civil War songs, Baptist hymns, Appalachian folk tunes...the music that results is as elegantly simple as a Shaker quilt, and no less beautiful.”

*The New York Times*

“...a singular vision in wistful songs full of longing for people and places left behind.”

*Boston Phoenix*

In October, we released an album and single of uncommon beauty.

Now, we have a four-star Rolling Stone review, one of the Village Voice's Pazz & Jop Best Albums of 1990, rave reviews from press throughout the country, a national showcase tour currently in progress, and

an album and single of uncommon beauty.

“Nine Lives”

the single from the album

**Robin Holcomb** 60983

Produced by Wayne Horvitz



Elektra Musician

on Elektra Musician Compact Discs and Cassettes

## ON TOUR

- MAR 20 Minneapolis, MN
- MAR 21 Chicago, IL
- MAR 23 Detroit, MI
- MAR 24 Cleveland, OH
- MAR 25 Toronto
- MAR 28 Boston, MA
- MAR 30 Woodstock, NY
- APR 1 Northampton, MA
- APR 3 Alexandria, VA
- APR 4 Philadelphia, PA
- APR 7 Charlestown, WV

# POST MODERN

(Based on a combination of airplay and sales.)

| LW | TW | ARTIST-LABEL                                     | COMMENTS        |
|----|----|--|-----------------|
| 4  | 1  | R.E.M. - WB<br>Losing My Religion                | #1 Everything!  |
| 2  | 2  | JESUS JONES - SBK<br>Right Here/I.B.Y.T.         | POP SALES!!!    |
| 1  | 3  | DIVINYLS - Virgin<br>I Touch Myself              | MTV BUZZ BIN    |
| 3  | 4  | STING - A&M<br>Various                           | A GEN US!!!     |
| 5  | 5  | ENIGMA - Charisma<br>Sadness Part 1              | Crossing Pop    |
| 6  | 6  | DANIEL ASH - BB/RCA<br>This Love                 | Crossing Pop    |
| 7  | 7  | MORRISSEY - Sire/Reprise<br>Our Frank            | HUGE SALES!     |
| 8  | 8  | DINOSAUR JR. - Sire/WB<br>The Wagon              | Better Than You |
| 9  | 9  | KITCHENS OF DIST... - A&M<br>Drive That Fast     | Sales LEAP!     |
| 10 | 10 | DRIVIN-N-CRYIN - Island<br>Fly Me Courageous     | POP SALES!!!    |
| 13 | 11 | MATERIAL ISSUE - Mercury<br>Valerie Loves Me     | Mondo Requests  |
| 12 | 12 | HAPPY MONDAYS - Elektra<br>Various               | MTV BUZZ BIN    |
| 11 | 13 | SCREAMING TREES - Epic<br>Bed Of Roses           | Lanegan Rules!  |
| 17 | 14 | EMF - EMI<br>UNBELIEVABLE                        | POP/POMO HIT    |
| 21 | 15 | FEELIES - Coyote/A&M<br>Sooner Or Later          | Pick to Click!  |
| 19 | 16 | FIXX - Impact<br>How Much Is Enough              | Cy IS FoMo!     |
| 16 | 17 | SISTERS OF MERCY - Elektra<br>Detonation Blvd.   | On tour soon!   |
| 20 | 18 | BUTTHOLE SURFERS - FoughTrade<br>Hurdy Gurdy Man | Gibby > Cy!     |
| 14 | 19 | FRONT 242 - Epic<br>Various                      | SALES!SALES!    |
| 25 | 20 | GODFATHERS - Epic<br>Unreal World                | Will be HUGE!   |
| -- | 21 | THROWING MUSES - Sire/WB<br>Various              | Early Hits!!!   |
| 18 | 22 | POP WILL EAT ITSELF - RCA<br>Various             | Bruce < Tad!    |
| -- | 23 | JONI MITCHELL - Geffen<br>Come In From...        | Beautiful LP!   |
| -- | 24 | HAVANA 3 A.M. - IRS<br>Various                   | Yay Lori B!!!   |
| 15 | 25 | CHARLATANS UK - BB/RCA<br>Then/White Shirt       | Heavy Pomocity! |

## POST TOASTED *By Ivana B. Adored*

**THERE SHE GOES:** God do I love the La's album! I'm not alone, either. 91X's Mike Halloran said it best: "Obviously, Jon Landau has never heard the La's." If that was over your head, ask Tim Hyde, the poster child for Mensa.... Well, it's off to SXSW in beautiful Austin. Tons of great bands to see, if I can wrest myself away from mai tais poolside at the Four Seasons. Once a year I get to hang out at a nice hotel and act like a big shot. I've already warned the Concierge that PoMo babes may be trying to

bribe the hotel staff into letting them sneak into my room. Hey, give 'em a key!....You can plan your schedule of live music ecstasy by following Ivana's well conceived agenda: Thursday: Charlie Burton, Skeletons (ex-Morrells), Southern Culture on the Skids and Love Tractor. Friday: Stamey & Holsapple, Uncle Tupelo, Gear Daddies, Antietam, Bob Mould and Drivin-N-Cryin. Clearly, Friday night is "Friends of Ivana"

night! Saturday: Lava Love, Cavedogs, Chainsaw Kittens and Jack Officers, etc. etc. Can you believe that Destroy All Monsters is playing? I'll believe it when I see it.... Needless to say, I'll be hanging with either Gibby or Rocky Erickson.....It's almost THAT time. You know, when Sonic Youth hits this coast with Neil Young. Apparently, Neil is completely enamored with the Youth, and you should follow suit. "Dirty Boots" is performing quite splendidly on the KJQ, WDRE, WFNX, KITS and CD-101's of the world. Kim Gordon has been keeping a tour diary to be published in an upcoming issue of HITS; I'm sure that her diary will be *even more* interesting than Laura Palmer's.....Don't forget, the return of "Twin Peaks" is March 28th. Opposite "Cheers." Another brilliant programming move.....The Hoodoo Gurus were "Most Added" this week with "Miss Freeloze '69," from the forthcoming LP "Kinky," which is too awesome for even Bruce Flohr to screw up. Like Wow!.....Virgin PoMo god Allen Wilson probably didn't expect that dinner with yours truly also involved seeing the Cowsills (unbelievably great, and I think Allen has a crush on Susan Cowsill), Redd Kross (always a treat) and the monumental Screaming Trees. For your information, the Trees' Conner brothers played trumpet in their high school marching band....Crusade of the week: "Nine Lives" from Robin Holcomb's album is WAY-PoMo. Think of Suzanne Vega, Jane Siberry and Mary Margaret O'Hara. Or think for yourself.

**KIM GORDON:**



*More Exciting Than Laura Palmer!*

# POST MODERN

## HOTS

1. R.E.M. (WB)
2. JESUS JONES (SBK)
3. DIVINYLS (Virgin)
3. THROWING MUSES (Sire/WB)
5. MATERIAL ISSUE (Mercury)
5. MORRISSEY (Sire/Rep)

## ADDS

1. HOODOO GURUS (Single) (RCA)
2. LENNY KRAVITZ (Single) (Virgin)
3. THROWING MUSES (LP) (Sire/WB)
4. SEA STORIES (LP) (IRS)
5. PHRANC (Single) (Island)
5. TOO MUCH JOY (LP) (Giant)

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

**BOW WOW RECORDS / GARETT  
WHATLEY / ALBUQUERQUE**  
R.E.M.  
Dinosaur Jr.  
Enigma  
Galaxie 500

**KACV / JAMIE KARR /  
AMARILLO**  
R.E.M.  
Divinyls  
Fixx  
Havana 3 AM  
Bodeans

**PLASTIC FANTASTIC / DAVID  
CASTLEMAN / ARDMORE, PA.**  
R.E.M.  
Morrissey  
Joni Mitchell  
Feelies  
Throwing Muses

**TURTLES / THOM DRAM / AT-  
LANTA**  
R.E.M.  
Morrissey  
Jesus Jones  
Daniel Ash  
Feelies

**WRAS / JEFF CLARK / ATLANTA**  
R.E.M.  
Material Issue  
Judybats  
Dinosaur Jr.  
Daniel Ash

**WATERLOO RECORDS / DON  
DAVIS / AUSTIN**  
Feelies  
Shoulders  
Drivin-N-Cryin  
Dinosaur Jr.  
Skatenigs

**RECORD & TAPE TRADER /  
ROSS HEWSON / BALTIMORE**  
Godfathers  
Mind Funk  
Havana 3 AM  
Bad Brains  
Nine Inch Nails

**KUGS / SEAN CUNNINGHAM /  
BELLINGHAM**  
Mad Professor  
Phranc  
Legendary Pink Dots  
Dream Warrior  
Crungehouse

**HARMONY HOUSE / VINCE  
DELEON / BERKELEY, MI**  
Throwing Muses  
Butthole Surfers  
Book of Love  
Gary Numan

**CD ONE STOP / DAVE CARROLL  
/ BETHEL**  
La's  
EMF  
Jack Frost  
Havana 3 AM  
Godfathers

**PLAY IT AGAIN / JOE HANNA /  
BETHLEHEM**  
Too Much Joy  
Motorhead  
11th Dream Day  
Butthole Surfers  
Godfathers

**RECORD EXCHANGE / SCOTT  
SMITH / BOISE**  
R.E.M.  
Enigma  
Morrissey  
Tad  
Drivin-N-Cryin

**NEWBURY COMIX / NATALIE  
WERLIN / BOSTON**  
Godfathers  
Tanita Tikaram  
Bongwater  
R.E.M.  
Throwing Muses

**WBCN / OEDIPUS/CARTER ALAN  
/ BOSTON**  
Divinyls  
Throwing Muses  
R.E.M.  
Meat Beat Manifesto  
Morrissey

**WFNX / KURT ST JOHN /  
BOSTON**  
R.E.M.  
EMF  
Jesus Jones  
Divinyls  
Meat Beat Manifesto

**KUCB / KIM MCCLESKEY /  
BOULDER**  
Tame Yourself  
R.E.M.  
EMF  
Material Issue  
Jesus Jones

**WBNY / MIKE PARRISH / BUF-  
FALO**  
Divinyls  
John & Mary  
360's  
Dinosaur Jr.  
11th Dream Day

**KGRK / TERRY BROWN / CEDAR  
FALLS**  
R.E.M.  
Kitchens of ...  
Jesus Jones  
Divinyls  
John Wesley Harding

**KUNI / AL SCHARES / CEDAR  
FALLS**  
Nova Mob  
Throwing Muses  
Tanita Tikaram  
Homestead Grays  
Laughing Academy

**DR. WAX / MIKE MANN /  
CHICAGO**  
R.E.M.  
Galaxie 500  
Dinosaur Jr.  
Tad  
Beat Happening

**WXCI / ROB KENNEDY / DAN-  
BURY**  
Jesus Jones  
R.E.M.  
Morrissey  
Throwing Muses  
Frazier Chorus

**WDET / ANNE DELISI / DETROIT**  
Joni Mitchell  
R.E.M.  
Divinyls  
Material Issue  
11th Dream Day

**SAM'S JAMS / PAULETTE FIN-  
NERTY / FERNDALE, MI**  
Bulletboys  
Throwing Muses  
Morrissey  
Boogie Down Prod.  
Another Bad Creation

**HARMONY HOUSE / AMY  
BLANKENHORN / GROSSPOINT,  
MI**  
Tame Yourself  
Rhythm Corps  
Trash Can Sinatras  
John Wesley Harding  
Throwing Muses

**RECORD RACK / BRUCE GOD-  
WIN / HOUSTON**  
High  
Farm  
FLS  
808 State  
Westban

**HYDE PARK CORNER / ROBERT  
GRAHAM / IRVINE**  
Frazier Chorus  
La's  
Screaming Trees  
Gary Numan  
Butthole Surfers

**PEER RECORDS / RICH  
ZUBRAD / IRVINE**  
R.E.M.  
Enigma  
Happy Mondays  
Jesus Jones  
Drivin-N-Cryin

**VINYL VENDORS / VALERIE EL-  
LIOT / KALAMAZOO, MI**  
Joni Mitchell  
Morrissey  
Jesus Jones  
Throwing Muses  
Rembrandts

A full-body photograph of Lenny Kravitz. He is standing against a dark, textured background. He has long, dark dreadlocks and is looking slightly to the right. He is wearing a light-colored, patterned, short-sleeved shirt that is unbuttoned at the top, revealing his chest. He is also wearing high-waisted, wide-leg trousers with vertical black and white stripes. He is wearing dark shoes. The lighting is dramatic, highlighting his physique and the textures of his clothing.

# LENNY KRAVITZ

ALWAYS ON THE RUN

Virgin

FROM THE ALBUM MAMA SAID. PRODUCED BY LENNY KRAVITZ. © 1991 VIRGIN RECORDS AMERICA, INC.

# POST MODERN



## CHERYL BATEMAN KUT, AUSTIN

Poor Cheryl. As all of us music lemmings descend upon her fair city, she has been put in the awkward responsibility of being the PoMo representative of the Austin Chamber of Commerce. Where should we go to eat? What bands should we see? Where is **Waterloo Records**? Where's **Rob Patterson**, I'm supposed to have my registration comped? And she doesn't even get to stay at the Four Seasons. But one thing Cheryl, since you're *my* friend, where does **Sterling Morrison** live?

### HOTS:

1. BOILED IN LEAD
2. TWO NICE GIRLS
3. MYSTERE... BULGARES
4. JACK FROST
5. ENIGMA
6. TAME YOURSELF
7. PHRANC
8. JOLLY BOYS
9. LEGENDARY PINK DOTS
10. HOLLOW MEN

**CHRIS' WARPED RECORDS /  
DAVE SWANSON / LAKEWOOD,  
OH**

- Ride
- Chris Isaak
- Jesus Lizard
- Enigma

**KJHK / CHRIS GILLESPIE /  
LAWRENCE, KS**

- Royal Crescent Mob
- Dinosaur Jr.
- Maggie's Dream
- 11th Dream Day
- R.E.M.

**KCRW / RICK LAMM / LOS AN-  
GELES**

- Cowboy Junkies
- Kitchens of ...
- R.E.M.
- Ali Farka Toure
- Vinx

**KROQ / TRIP REEB / LOS AN-  
GELES**

- R.E.M.
- Jesus Jones
- EMF
- Farm
- Daniel Ash

**WEQX / JIM MCGUINN /  
MANCHESTER, VT**

- Material Issue
- Blues Traveler
- Jesus Jones
- Chris Isaak
- Black Crowes

**SOUNDS & VIDEO INC. / KATHY  
STAMM / MILWAUKEE**

- New Jack City
- R.E.M.
- Throwing Muses
- Morrissey

**KJJO / LORI KELLY / MIN-  
NEAPOLIS**

- Hollowmen
- Daniel Ash
- Kitchens of ...
- Material Issue
- Divinyls

**KFMH / MARY REILLY / MUS-  
CATINE, IA**

- J.Biafra/No Means No
- Material Issue
- Jesus Lizard
- Buttsteak
- Butthole Surfers

**RHYMES / MORY MCCARTHY /  
NEW HAVEN**

- KLF
- Greater Than One
- Butthole Surfers
- Cyberaktif
- Leaving Trains

**WTUL / JEN LARSON / NEW OR-  
LEANS**

- Bongwater
- Tad
- Shonen Knife
- Hypnolovewheel
- Stereo Taxic Device

**MUSIC DROME / JIM VINING /  
NORCROSS**

- R.E.M.
- Doors
- Morrissey
- Rembrandts
- Enigma

**WMDK / MIKE THOMAS /  
PETERBOROUGH**

- Material Issue
- Havana 3 AM
- Kitchens of ...
- R.E.M.
- An Emotional Fish

**3RD STREET JAZZ / MARK  
SCHREIBER / PHILADELPHIA**

- J.Biafra/No Means No
- 360's
- Tragically Hip
- 808 State
- Shadowey Men on a ...

**KUKQ / JONATHAN L. / PHOENIX**

- Enigma
- Material Issue
- Pet Shop Boys
- Divinyls
- R.E.M.

**X15 / DANN GLUNT / PIT-  
TSBURGH**

- R.E.M.
- Material Issue
- Fixx
- Kitchens of ...
- John Wesley Harding

**WECI / JASON YOUNGSTROM /  
RICHMOND**

- Echo & the Bunnymen
- Enigma
- June Tabor
- Mouth Music
- Sting

**KLPI / SHANI ATWOOD /  
RUSTON**

- Beat Happening
- Drumming on Class
- Dinosaur Jr.
- Screaming Trees
- Smashing Pumpkins

**KJQ / MIKE SUMMERS / SALT  
LAKE CITY**

- R.E.M.
- Material Issue
- Divinyls
- Happy Monday
- Jesus Jones

**91X / MIKE HALLORAN / SAN  
DIEGO**

- Sting
- Simple Minds
- Divinyls
- EMF
- Morrissey

**KITS / STEVE MASTERS / SAN  
FRANCISCO**

- R.E.M.
- Divinyls
- Jesus Jones
- Simple Minds
- Pet Shop Boys

**RECKLESS RECORDS / JEFF  
PARKER / SAN FRANCISCO**

- Beat Happening
- Bongwater
- Butthole Surfers
- Naked City
- Mummies

**KSCU / STEVE CASTRONOVO /  
SANTA CLARA**

- Screaming Trees
- Ride
- Poets
- Bad Brains
- R.E.M.

**EUCLID / JOE SCHWAB / ST.  
LOUIS**

- R.E.M.
- Ride
- Teenage Fan Club
- Posies
- Sneetches

**WVFS / CHRIS WHITE / TAL-  
LAHASSEE**

- Throwing Muses
- Tad
- Feelies
- Big Drill Car
- Boiled in Lead

**WYNF / RON DURING / TAMPA**

- R.E.M.
- Feelies
- Screaming Trees
- Jesus Jones
- Dinosaur Jr.

**VINYL SOLUTION / JILLANA  
ENTEEN / TUSCALOOSA**

- Jesus Jones
- Butthole Surfers
- Tad
- Feelies

**WAXTREE RECORDS / BOB  
PONDER / WINTER PARK, FL**

- Tad
- Jack Frost
- Cavedogs
- Throwing Muses
- Nova Mob

**WDST / JEANNE ATWOOD /  
WOODSTOCK**

- R.E.M.
- Simple Minds
- Radiators
- Divinyls
- Frazier Chorus





# NO DANCE REMIXES

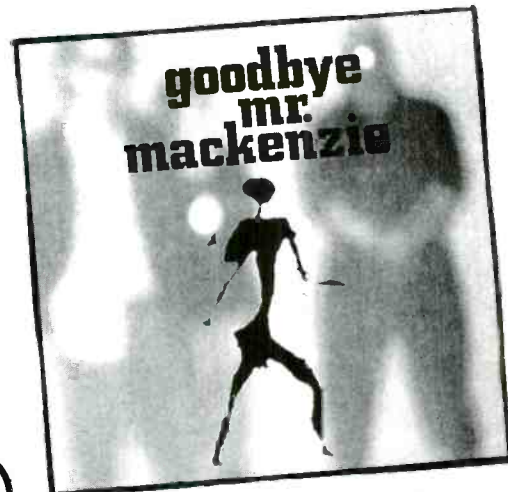


## THE BLESSING "Highway 5"

The First Release From The Forthcoming Album  
*Prince of the Deep Water*

MCA.

Produced By Neil Dorfsman



## GOODBYE MR. MACKENZIE "Blacker Than Black"

From Their Self-Titled Album  
Now On Your Desk.

Produced By Terry Adams And The MacKenzies  
Mixed By Matt Wallace



radioactive

# WHAT A SHAME



## start making sense

*"When 'Stop Making Sense' made money, I was asked to do movies on bands that hadn't even made a record yet!"*

*"I like being around musicians. I like their energy and ideas."*

Jonathan Demme straps HITS'  
Craig Modderno in for the ride.

*There are few if any film directors currently working who understand and appreciate modern music as well as Jonathan Demme. After all, this is the man who directed the Talking Heads concert movie, "Stop Making Sense," put out a compilation album of Haitian music, did several rock videos and cast the Feelies as perhaps the weirdest prom band of all time in "Something Wild." A former employee of Roger Corman's New World Pictures, the affable and candid Demme made his directorial debut for his mentor on the 1974 low-budget potboiler "Caged Heat." Always a critical favorite, he helmed "Meekins and Howard" — which earned Oscars for writer Bo Goldman and supporting actress Mary Steenburgen — and two acclaimed offbeat black comedies, "Something Wild" and "Married To The Mob," before scoring his first box office smash in the terrifying psychological thriller "The Silence Of The Lambs." Anthony Hopkins' Dr. Hannibal "The Cannibal" Lecter was pretty scary, but poor Jonathan Demme couldn't have imagined in his wildest dreams the horror of coming up against HITS' own ghoulish correspondent Craig "Buffalo Bill" Modderno.*

*Since "The Silence Of The Lambs" is a thriller, it would've been natural to use music to heighten the tension, yet that doesn't occur.*

When Howard Shore, who composed the original music, and I thought about the score, we decided we wanted the music to complement the action on screen rather than draw attention to the soundtrack. Music in movies can either enhance the mood of the script or be thrown together with a few hit singles to sell a soundtrack. In "The Silence Of The Lambs," we use classical music to show the soothing side of Lecter, which makes him even more dangerous because you tend to briefly sympathize with him. I mean, anyone who likes classical music can't be all bad, right? But that's just another director's trick to get you hooked into the film.

*Jodie Foster gives an excellent performance. What makes her so good?*

She has her own ideas about how a character should be played, based partly on her instinct and her own research. Jodie came to me with her character's accent and asked what I thought. She gave me choices so I wasn't telling her how to play the character, but I was still directing her. Your good actors and actresses want to be directed, but they'll often test you to see just how much you know about their character and how flexible

you are in the creative process. Jodie listens, questions and then makes her choices based on all the information available. She's always looking for a little thing -- like an article of clothing perhaps that defines her character. Joanne Woodward once said, as soon as she can discover what kind of hat her character wears, then she's locked into the part. The great actors are like that.

*What made you decide to do "The Silence Of The Lambs"? You've never really done a thriller quite like this before.*

I wanted to make a movie that was about our times to force people to think about a serious problem they wouldn't normally address. I think movies today need to reflect the problems of society instead of attempting to carbon what was successful the previous year. Too many filmmakers and studios have forgotten what it's like to do risky dramas that examine our times. I wanted to go against that trend.

*What made you take on a cult project like the Talking Heads documentary, "Stop Making Sense"?*

In Hollywood, they always want you to do something that's commercial. I know I'm not the first one to say it, but it's show business, not show art. Of course, when "Stop Making Sense" made money, I was asked to do movies on bands that hadn't even

made a record yet!

*What fascinated you about Talking Heads?*

Many things. Their music was very experimental. Each band member had a distinct personality that refused to be overwhelmed by another band member. And they were extremely talented. David Byrne understands film and seems to write a lot of songs with strong visual images. Besides, he wasn't afraid to make fun of himself, which gives a director a great deal of freedom to be creative. I always thought that the Talking Heads had a stage act that was extremely theatrical and deserved to reach a wider audience. David and I became friends and he later helped me with the soundtrack of "Something Wild." I like being around musicians. I like their energy and ideas. I cast Chris Isaak in "Something Wild" and "The Silence Of The Lambs."

*You've said you learned how to make movies from your early days working with Roger Corman. Any offbeat piece of advice he gave you that might help aspiring film or video directors?* [Laughs.] No matter what kind of film you're doing, actors are absolutely essential to your work. Treat them with respect, but don't ever tell them how valuable they are because, once you do, then they'll want more money!



IT FEELS SO GOOD...

# "It's a Sin"

THE NEW SINGLE AND VIDEO FROM

## maggie's dream

REMIXED BY THE DUST BROTHERS AND FEATURING

THE JIMMY D. IS IN THE HOUSE MIX

FROM THE DEBUT ALBUM MAGGIE'S DREAM

ON CAPITOL CASSETTES, COMPACT DISCS AND RECORDS

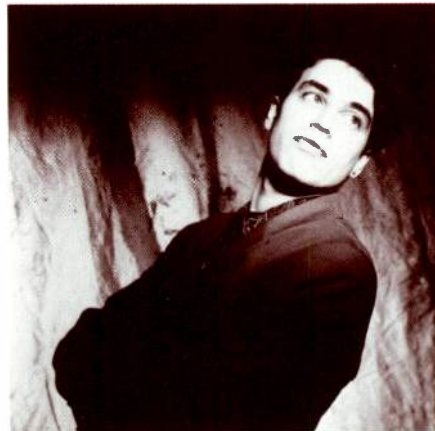
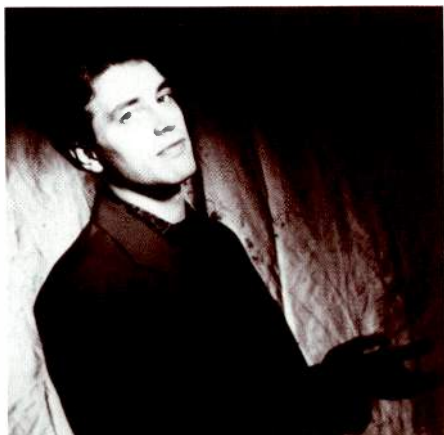
PRODUCED BY JOSH DEUTSCH AND MAGGIE'S DREAM

MANAGEMENT: WARREN ENTNER MANAGEMENT

©1991 CAPITOL RECORDS, INC.



**H**e's very British, very articulate (though he does talk about a million miles an hour), a brilliant songsmith, handsome, effervescent, Oxford-educated... Hell, John "Please, Call Me Wes"-ley Harding is just about damn near perfect. He studied English Literature at Cambridge and then commenced PhD work in Social and Political Sciences, "but I gave it up after a couple of years to concentrate on my music." Last year saw the release of the critically acclaimed "Here Comes The Groom" (Sire/Reprise) album, followed by a stateside jaunt with Ocean Blue and the Mighty Lemon Drops. Now Wes is back with another collection of brilliant poptunes on his second Sire/Reprise effort, "The Name Above The Title," which features, once again, his band the Good Liars, including ex-Elvis Costello collaborators drummer Pete Thomas and bassist Bruce Thomas, as well as guitarist Steve Donnelly and keyboard player Kenny Graddock. The erudite JWH descended upon L.A. recently to sow his seeds of wisdom — which proceeded to die on the vine thanks to HITS' resident brown thumb Erin "Do The Hulley" Culley.



**How would you compare "The Name Above The Title" with your last album?**

I think the standard of writing is better, the production's better, and the playing's better because we're more of a band. I wanted the people who liked the first album to know that it wasn't a fluke.

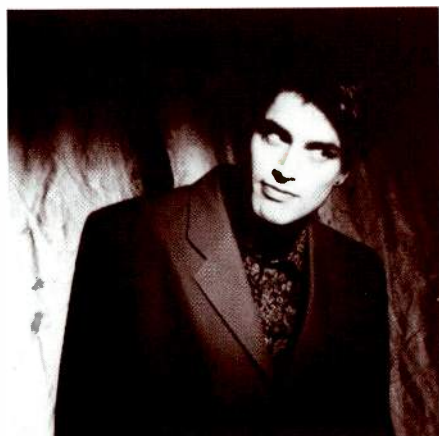
**There's a lot of contrast within the record.**

Definitely. There's a Memphis-y track, then there's a cut that sounds a bit like the Carpenters and so on. I didn't want it to be only one type of music because that would be boring. I've got a very short attention span, so my music is for people with very short attention spans. If the New Testament of rock & roll is people like Sting and Peter Gabriel and the Old Testament is Bob Dylan and Bruce Springsteen, then my music is like the Gnostic Gospel, the addendum.

**What's the most frustrating thing to you about the music industry?**

Seeing the same Top Ten alternative records on everybody's lists. There's a lot more out there than those ten albums — even if I was #1, I'd still think the same thing, "Why is everybody picking my LP?" It's because they all read the same fucking magazines, and they all kind of buy into the same concept. That to me is unenjoyable — coming up against this stone wall of what's commercial and what's alternative.

**What do you have against Mike**



"My music is for people with very short attention spans."

**Scott of the Waterboys?**

I performed a song at the Roxy here in L.A. recently called "Mike Scott Blues, By A Fisherman," which was the fisherman's retort to Mike Scott. It's very easy for Mike Scott, or any rock star, to be a fisherman, but if you're a fisherman, you can't be a rock star, which is a fairly sensible point — not that I want to be the arbiter of sensible points. It was a fairly infatuous little song but unfortunately between the first and second shows, somebody stole the lyrics, so I couldn't really remember it because I'd only written it that afternoon on the plane to the gig. So that's it, it's gone.

**I take it you're not one for writing political songs.**

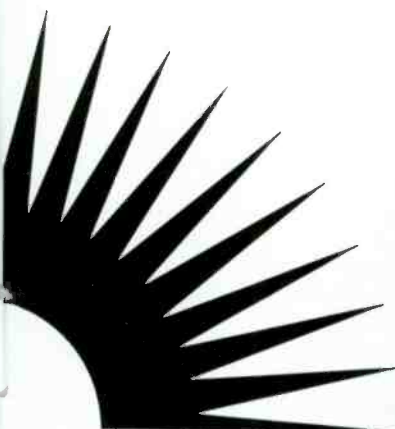
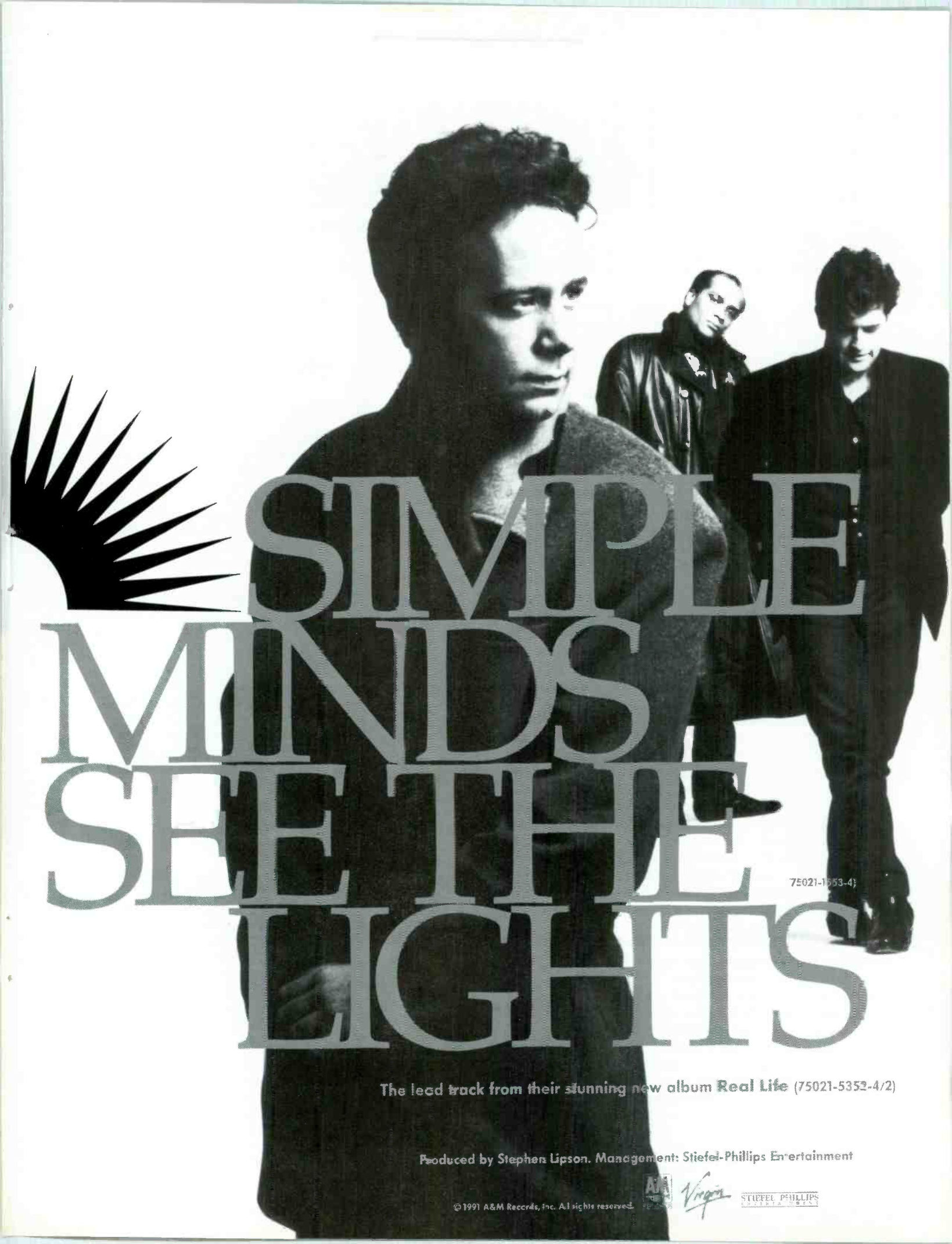
When it comes to politics, there are a few important things, but they're all taken care of by people who are much more boring than me, like Peter Gabriel and Sting, so I can concentrate on naughtier things that people like Sting needn't concern himself with. He should take care of the big things because he sells more records, he's more famous and he's better-looking than me. So he can sing about the rainforest and I can sing about things that I consider important and political.

**Such as?**

Incidents which could happen in anybody's life. Like the first song on the new album's called "The World and All Its Problems," which deals with the fact we live in a really, really dangerous world where martyrs and superstars are created overnight, and it's very difficult to keep a relationship going because of all the things that are happening around you. It's a frightening place to live. I haven't got any huge solutions, but nobody's really singing about the problems of everyday living. I leave the larger issues to the big boys, because they've lived longer than I have. And they'll die sooner.

**And then you'll be one of the big boys.**

[Laughs.] Maybe, but I doubt it. I'll probably still be writing my little morality plays. ★



# SIMPLE MINDS SEE THE LIGHTS

7E021-1553-4

The lead track from their stunning new album *Real Life* (75021-5352-4/2)

Produced by Stephen Lipson. Management: Stiefel-Phillips Entertainment

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STIEFEL PHILLIPS  
ENTERTAINMENT

# POST MODERN

## POMO PICKS

Edited by Karen Glauber

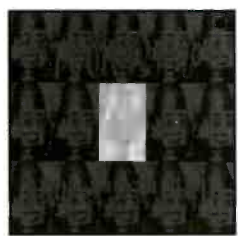


The La's

**The La's, "The La's" (Go! London):** The scene is a small crowded club in Hoboken, NJ. According to the Village Voice, this is THE show of the week. Anticipation for the La's show is charged and emphatic. Here is the first band we've heard this year that appeals on the same level as Jellyfish. Seamless pop songs are this Liverpool band's specialty, reminiscent of the Kinks and the Zombies, though Steve Lillywhite's production is definitely NOT retro. "There She Goes" is a PERFECT song on every level. This is bliss....(continued)

### Hypnolovewheel, "Space Mountain"

**(Alias):** One thing about this club in 'boken (Maxwell's), you'll never hear Depeche Mode. The guy whose glasses are like mine is raving about the next band. He's wearing a Yo La Tengo shirt, so I'm apt to trust him. And he's right. Hypnolovewheel's third album is everything one could hope for in indie rock: lots of chiming guitars, brilliantly obtuse lyrics, shirts buttoned to the neck and a guest appearance by Michael Cudahy from Christmas (the band). Call this "geek love at first sight"....(continued)



**360's, "Illuminated" (Link c/o Hollywood):** My new friend is trying to get me to leave to see his collection of Bullwinkle videos. Hell no, I love the 360's album. Crash and burn. Search and destroy. Round and round. Audrey Clark is one of the coolest vocalists from Boston since the Dangerous Birds and Kim Deal. "Heroin" is the big crowd pleaser, but I'm swept up in the entire swirling miasma of dual guitars, like I've been transported into the movie "Wings of Desire." I want to own this band's t-shirts....(continued)

### Goodbye Mr. Mackenzie, "Goodbye Mr. Mackenzie"

**(Radioactive)** : Goodbye Mr. Mackenzie can barely fit on the tiny stage. The room is now packed with little hardcore kids in flannel shirts who have heard that lead guitarist John Duncan used to be in the Exploited. Oi. This Scottish sextet sounds more like an aggressive del Amitri or early Cult. It's hard to stage-dive AND listen to lyrics, but it seems to me that lead singer Martin Metcalfe's deceptively simple prose obscures a greater truth. "Blacker Than Black" is a hit, whether it's about war or poverty. Yes, it's been a fine evening of music.



## POMO MUGS



**WHO'S IN THE BAND?** Things are getting pretty sad when you can't tell the difference between the artists and the record weasels. Can you tell which of the above are in the emp'oy of A&M and which are members of Kitchens of Distinction. What happened to over-indulgent flamboyance? What happened to getting so drunk that you can't form syllables correctly? What happened to drugged-out stupidity and loutish behaviour? What happened to getting ahead without the slightest clue of what is going on around you at any time? What? Oh yeah. I forgot about **Tim Hyde**. Gee, I LOVE this business!



**BABE HANGS WITH FOSSILS:** Why **Rhino's** resident mega-babe **Greg Seese** would want to hang with a bunch of over-40 rock stars instead of taking his rightful place on **Ivana's** lap is beyond us. She's got more hair than **Les Chappell**, knows **Cleveland** better than **Chrissie Hynde**, and has sung on more duets than **Kate Pierson**. What? Neurotic? She is NOT neurotic! She is not! She is not! She is not!



**THE ONLY WEASEL THAT MATTERS:** If poor, poor **WHFS M.D. Weasel** had been born with a full head of hair, he could have been a contender! If he hadn't decided to grow a little lip worm in compensation, he could have gone places! If he had decent taste in clothing, he might have avoided appearing in this sleazy rag! But we love him anyway. First, he has the good taste to be pictured with **Drivin-N-Cryin**. He returns our phone calls, never points out how lame our jokes are, and always picks up the check. He respects us. Who's neurotic?



"I THINK THE SUN WILL NEVER VISIT MY SKY. UNTIL THE TRUTH IS SEEN BY EACH AND EVERY EYE!"  
FISHBONE. SUNLESS SATURDAY THE FIRST TRACK FROM THE FORTHCOMING ALBUM,  
"THE REALITY OF MY SURROUNDINGS."  
LOOK FOR THE VIDEO, DIRECTED BY SPIKE LEE.  
SEE FISHBONE ON "SATURDAY NIGHT LIVE," MARCH 23.  
ON COLUMBIA.



Available on 12" promo and special CD5, containing the bonus tracks:

Fishy Sea Stars and Underneath Me—not available on the album.

Produced by Fishbone and David Kahne.

Management: Ellen Roberts and Frank Stronach for Loudon Management.

Columbia: Reg. U.S. Pat. & M. Off. Marca Registrada. © 1991 Sony Music Entertainment Inc.

Pop Will Eat Itself has come a long way since its days on Chapter 22 Records, where their first album, "The Poppies Go Crazy," sported songs like "Love Missile F1-11" and "Beaver Patrol." Today, with the backing of major label RCA, they've achieved their biggest pop success to date in England with the single "Touched By the Hand of Cicciolina," a song about the porn star-turned-Italian Parliament member. Experiences such as being the first indie group to play the Soviet Union have helped the band "grow up a little," according to guitarist Adam Mole. PWEI's songs are now concerned with the environment ("X Y & Zee" is the single putting the band on the stateside PoMo map), the hypocrisy of religion ("The Incredible PWEI vs. The Moral Majority"), and any other topic they find it necessary to make a statement on. PWEI — which includes, besides Mole, vocalists Clint Mansell and Graham Crabb, along with bassist Richard

# POP and THE WEASEL

March — will begin their second U.S. tour next month, but HITS' own weasel Bruce "Passover" Matzkin couldn't wait until then and instead badgered them in Sydney, Australia, where Mole gallantly fielded his questions, little knowing we were calling collect.



**"(Jimmy Swaggart) may as well own up to being some kind of pervert, idiot, fool or villain."**

**You guys have gone from songs like "Love Missile" and "Beaver Patrol" to tunes about the Moral Majority and the Super Power conflict. Why the change in subject matter?**

It's just a case of growing up a little. Early on, most bands sing, "My girlfriend's just left me," but we've gotten to the stage where we wanted to sing songs like "X Y & Zee," which is about environmental issues. It's something we wanted to do for awhile but shied away from because of the history of the band as being sort of lovable rogues. It's sometimes hard to start singing about something new and be taken seriously.

**What was it like to be the first indie band to play in Russia?**

People like Elton John and Wham! had been there, but we were the first band of our type to go. A guy named Art Troitski, who has written a book about music that's a best seller in that country, had the blessing of the Russian government to hunt out a band that he thought would go over well there. Don't ask me why, but for some reason he came to see us and we were the

band he wanted. We played a gig to about 7,000 people, and when we came off-stage, although we were high from the gig, there was a certain strange feeling. The people don't have the chance to see bands every day, and so although they went absolutely crazy for us, we obviously knew they would have gone crazy for anybody.

**Tell me about "Touched by the Hand of Cicciolina."**

We were intrigued by her story. In Britain, there's so much snobbery by politicians, and all the papers are always trying to dig up dirt. A political career can be ended by some rumor about some sexual relationship a guy may have had with his secretary 20 years ago. We were really intrigued by the fact that a porn star who is totally open about the fact she was a porn star had been elected by the people. We met her, and she didn't speak a great deal of English, but she had a certain charm and aura about her. She stayed with us all day, and took us to the Coliseum, St. Peter's Square, all around Rome — it was great.

**PWEI is making some headway in the pop scene in England.**

I think the charts have become more open. I don't know if people have changed, but a lot of bands are getting on Top 40 now. The Happy Mondays have had a couple of Top Five records now, the Stone Roses, the Charlatans — all the Manchester bands are doing well. But there are also other bands, like Ride and Jesus Jones, that are in the Top 20 or thereabouts, which is really good to see.

**"The Incredible PWEI vs. The Moral Majority" comes down pretty hard on Jimmy Swaggart and his type.**

We thought it was interesting that this guy is preaching to all these people, telling them what to do and what not to do, and he gets caught for basically doing what he's preaching not to do. The guy got collared. He may as well own up to being some kind of pervert, idiot, fool or villain. I suppose if you can con gullible people out of money, then people are always going to do that. We're not really into religion at all to tell the truth — we're very skeptical about it.

**What's "Nightmare at 20,000 Feet" all about?**

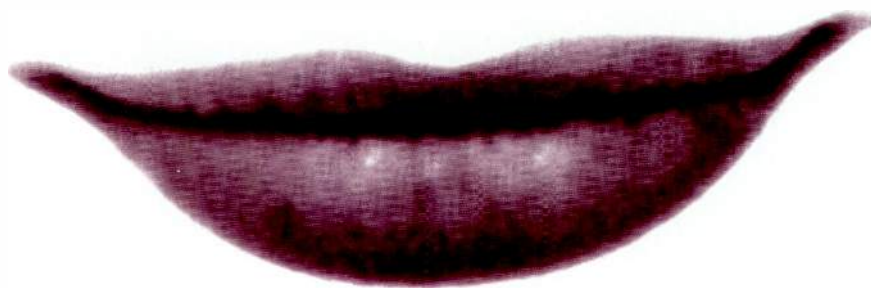
That's a song Clint wrote because he's absolutely terrified of flying. He sits on the floor with his head in the chair. He absolutely can't stand it. At the very start of the song, there's like this little ghost voice, which is a hypnotist Clint went to in Sturbridge to try to get over his fear of flying. It's from a cassette he made for Clint to take on the plane. But it doesn't help at all. To him, it's a hunk of junk metal flying through these little fluffy white clouds.

**This will be your second tour of America. How did it go the first time?**

The last time we played in America, the gigs were generally good. The L.A. gig in particular was one of the greatest for us. We had done quite a few little clubs along the way, but when we got to L.A., it was like a big gig, and there was a big stage. San Francisco was my favorite town in America. It's very similar to Sydney actually, where we are at the moment. It has a very similar waterfront, and the polite sort of attitude that people have. ●



When Liverpool plays, people listen.



**The La's** featuring the first track  
**"There She Goes"\*** from their  
self-titled debut album

The La's pronounced (L)ah(S).  
On your desk now.

Produced by Steve Lillywhite \*Produced by Bob Andrews, mixed by Steve Lillywhite



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# innocence

Featuring Gee Morris

From the Debut Album

*belief*



It's happenin' on the dance floor,  
in the alleys, on the streets...  
and NOW on the radio!!  
The steaming new single  
**let's push it**  
(perfect for your spring book)

The bold new sound of the new black music division on...

  
Chrysalis.  
cooltempo™

# JAMS

**#1 BLACK SINGLE**  
HI-FIVE "I Like The Way..." Jive/RCA

**#1 BLACK ALBUM**  
MARIAH CAREY "Mariah Carey" Col

**#1 RAP ALBUM**  
DIG. UNDERGROUND "This ..." T. Boy/Rep

**#1 QUIET STORM**  
GUY "Let's Chill" Uptown/MCA

New Zoo Kid Has All The Right Moves

# LAZET'S A LOCK!



While we don't usually jump on records out of the box, we've got to make an exception for the slammin' funk pop of **Lazet Michaels'** "Kraze," which represents the first full-on attack on the Black Music market from those cute little knuckleheads at **Zoo**.

Zoo VP of Urban Promotion **Jesus Garber** and his talented team, including radio vet **Marvin Robinson**, are pumped to bring this one home, and have tons of ammunition to do it with.

"Lazet is a multi-talented artist, writer and performer," raves the 'Sus man. "We've been able to put together a complete package that has garnered early support from **BET**, retail, and radio. We've left no stone unturned! We're not going to play catchup on this one. Catch up is for **McDonalds!**" (Nice one Jesus! Give us a call if you ever need a gig! — Ed.)

Fortunately, Garber is better at rakin' in adds than he is at makin' jokes, and has pulled in early adds from **WZAZ**, **WBLX**, **WZHT**, **WPGA**, **KMJM**, **WNOV**, **KKFX** and **KYEA**, whose PD **John Wilson** calls "Kraze," "A brilliant start that displays Lazet's talent like 'Kraze.'" (What is this, Puns 'R Us? — Ed.)

OK, no more bad puns. This week. Get on this one before it gets away!

## HOT NEW RELEASES

**G. ALBRIGHT**  
*Can't You Feel*  
Atlantic 3821-2

**MARIAH CAREY**  
*I Don't Wanna...*  
Col CSK 73743

**FAZE**  
*The Things You...*  
Bahia/RCA 2783

**K-9 POSSE**  
*Get Wild Go...*  
Arista 2196

**KOOL MOE DEE**  
*Rise N' Shine*  
Jive/RCA 1438

**LONDONBEAT**  
*I've Been Thinking...*  
Radioactive 5192

**ONE CAUSE...**  
*Turntable Genius*  
Capitol 79436

**T. SPENCER**  
*Tender Kisses*  
Capitol 79503

**STEREO MC'S**  
*Elevate*  
4th&B'way 519-2

**YA KID K**  
*Awesome*  
SBK 05384

# BLACK SINGLES

## THE TOP THIRTY

| 2W | LW | TW | ARTIST              | TITLE                       | LABEL             | 2W | LW | TW | ARTIST               | TITLE                       | LABEL              |
|----|----|----|---------------------|-----------------------------|-------------------|----|----|----|----------------------|-----------------------------|--------------------|
| 2  | 1  | 1  | HI-FIVE             | <i>I Like The Way...</i>    | Jive/RCA          | -- | 22 | 16 | TONY, TONI, TONE     | <i>Whatever You Want</i>    | Wing/Mercury       |
| 10 | 5  | 2  | FREDDIE JACKSON     | <i>Do Me Again</i>          | Capitol           | 7  | 12 | 17 | ANOTHER BAD CREATION | <i>Iesha</i>                | Motown             |
| 6  | 2  | 3  | O'JAYS              | <i>Don't Let Me Down</i>    | EMI               | 20 | 19 | 18 | B.D.KANE/B.WHITE     | <i>All Of Me</i>            | C. Chillin/Reprise |
| 1  | 4  | 4  | RUDE BOYS           | <i>Written All Over...</i>  | Atlantic          | 24 | 21 | 19 | GERALD ALSTON        | <i>Getting Back To Love</i> | Motown             |
| 12 | 11 | 5  | GUY                 | <i>Let's Chill</i>          | Uptown/MCA        | 8  | 13 | 20 | MICHEL'LE            | <i>Something...</i>         | Atco/Atlantic      |
| 9  | 7  | 6  | TARA KEMP           | <i>Hold You Tight</i>       | Giant             | 26 | 24 | 21 | WHISPERS             | <i>Is It Good To You</i>    | Capitol            |
| 11 | 9  | 7  | JOHNNY GILL         | <i>Wrap My Body Tight</i>   | Motown            | -- | 25 | 22 | SURFACE              | <i>All I Want Is You</i>    | Columbia           |
| 3  | 3  | 8  | ALEXANDER O'NEAL    | <i>All True Man</i>         | Epic/Tabu         | 25 | 23 | 23 | JASMINE GUY          | <i>Another Like My...</i>   | WB                 |
| 13 | 10 | 9  | MARIAH CAREY        | <i>Someday</i>              | Columbia          | 30 | 27 | 24 | MARVA HICKS          | <i>Never Been In ...</i>    | Polydor            |
| 5  | 6  | 10 | LEVERT              | <i>All Season</i>           | Atlantic          | -- | 29 | 25 | CHRISTOPHER WILLIAMS | <i>I'm Dreamin</i>          | Giant/Reprise      |
| 4  | 8  | 11 | WHITNEY HOUSTON     | <i>All The Man That...</i>  | Arista            | 29 | 26 | 26 | LOOSE ENDS           | <i>Cheap Talk</i>           | MCA                |
| 16 | 14 | 12 | RALPH TRESVANT      | <i>Stone Cold Gentleman</i> | MCA               | -- | -- | 27 | THE BOYS             | <i>Thanx 4 The Funk</i>     | Motown             |
| 22 | 15 | 13 | MONIE LOVE          | <i>It's A Shame</i>         | WB                | 28 | 28 | 28 | SHAWN CHRISTOPHER    | <i>Another Sleepless...</i> | Arista             |
| 21 | 17 | 14 | AL B. SURE!/D. ROSS | <i>No Matter What...</i>    | WB                | -- | -- | 29 | THE WOOTEN BROTHERS  | <i>Tell Me</i>              | A&M                |
| 17 | 16 | 15 | DIGITAL UNDERGROUND | <i>Same Song</i>            | Tommy Boy/Reprise | -- | -- | 30 | HARRIET              | <i>Temple Of Love</i>       | East-West/America  |

(Based on a combination of radio airplay and retail sales)

KEITH WASHINGTON *Qwest/WB*  
KEITH SWEAT *Vin/Elektra*

EN VOGUE *Atlantic*  
DELLS *Virgin*

### MOST ADDED

BLACK BOX *Decon/RCA*  
LAZET MICHAELS *Zoo*

COLIN ENGLAND *Motown*  
SHEENA EASTON *MCA*

**OUT OF THE BOX:** Bugs Bunny is all smiles this week as **Qwest/WB** recording artist **Keith Washington** scores big with "Kissing You," this week's Most Added champion. The debonair young singer, who hails from the Motor City, is ready to take the industry **BY STORM!** If you're not on it, it's gonna blow by you!... **Keith Sweat** had a very good week with "Your Love, Pt. II," which continues his long chart run very effectively. I'll bet he can make **YOU** sweat!... **Robert Townsend** had the dubious honor of graduating from Chitown's **Austin High School**, which also produced yours truly. Despite that misfortune, he left with enough sense to recruit the services of veteran Chicago Doo-Wop outfit **the Dells** to sing on the soundtrack to his upcoming flick, "The

## THE 411



By Graham Armstrong

Five Heartbeats." The first single, "A Heart Is A House for Love," is **SMOKIN** the airwaves from coast to coast. You know what to do.... Hot on the heels of their **TRIUMPHANT** performance on last week's **Soul Train Awards**, **En Vogue** continues their winning ways with heavy action on "Don't Go." It seems that radio's love affair with these talented ladies is far from over.... L.A.'s **Zoo** keepers are going **NUTSO** over the initial response to **Lazet Michaels'** "Kraze." Quite an impressive start!... Keep an eye on **Black Box**, **Nikki D.**, **Nicki Richards**, **Sheena Easton**, **Jon Lucien**, **Bel Biv DeVoe**, **Will Downing**, **Genius**, **Teena Marie** and **Tony Terry**. Congratulations go out to the record industry's many A&R weasels, who just keep kickin' out the JAMS! Later.

# EPMD

what's with the  
**RAMPAGE ...?**

**Parrish:** "The beat can get rugged tough, hard like P try to play my man but you couldn't touch me"

**L.L.:** "The ripper, the master, the overlordian playing MC's like an old accordion I get the inspiration of a necessary 'sation"

**Erick:** "When I come around homeboy watch your nugget I'm master on the beatdown my style's rugged. When I pack the microphone close the zone rap scene's dangerous can't roam."

44T 73705  
47067 **Rampage:** the new single from "BUSINESS AS USUAL." Follow-up to the smash, *Gold Digger*. Featuring L.L. Cool J. Remixed by Pete Rock.

PRODUCED BY ERIC SERMON  
AND PARRISH SMITH

**NOT ICE CREAM. RAP.**  
On Def Jam/RAL/Columbia.

Management: Rush Artist Management

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada.  
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Def  
Jam  
recordings

ral  
RAP RECORDS UNIT

COLUMBIA

RUSH  
ARTIST MANAGEMENT

# ALBUMS

## BLACK ALBUMS

| 2W | LW | TW | ARTIST                       | TITLE                       | LABEL            |
|----|----|----|------------------------------|-----------------------------|------------------|
| 1  | 1  | 1  | <b>MARIAH CAREY</b>          | <i>Mariah Carey</i>         | Columbia         |
| 5  | 2  | 2  | <b>C&amp;C MUSIC FACTORY</b> | <i>Gonna Make You Sweat</i> | Columbia         |
| 3  | 4  | 3  | <b>WHITNEY HOUSTON</b>       | <i>I'm Your Baby...</i>     | Arista           |
| 2  | 3  | 4  | <b>MC HAMMER</b>             | <i>Please Hammer...</i>     | Capitol          |
| -- | 8  | 5  | <b>OLETA ADAMS</b>           | <i>Circle Of One</i>        | Fon/Mercury      |
| 4  | 5  | 6  | <b>GUY</b>                   | <i>The Future</i>           | Uptown/MCA       |
| 7  | 7  | 7  | <b>L.L. COOL J</b>           | <i>Mama Said Knock...</i>   | Def Jam/Columbia |
| 8  | 9  | 8  | <b>ANOTHER BAD CREATION</b>  | <i>Coolin' At The...</i>    | Motown           |
| 6  | 6  | 9  | <b>DIGITAL UNDERGROUND</b>   | <i>This Is An E.P....</i>   | T. Boy/Reprise   |
| -- | -- | 10 | <b>NEW JACK CITY</b>         | <i>Soundtrack</i>           | Giant/Reprise    |
| 14 | 11 | 11 | <b>JANET JACKSON</b>         | <i>Rhythm Nation</i>        | A&M              |
| -- | 13 | 12 | <b>RUDE BOYS</b>             | <i>Rude Awakening</i>       | Atlantic         |
| -- | 14 | 13 | <b>D J QUIK</b>              | <i>Quik Is The Name</i>     | Profile          |
| 10 | 10 | 14 | <b>BELL BIV DEVOE</b>        | <i>Poison</i>               | MCA              |
| 9  | 12 | 15 | <b>RALPH TRESVANT</b>        | <i>Ralph Tresvant</i>       | MCA              |

(Based on retail sales)

## RAP ALBUMS

| 2W | LW | TW | ARTIST                     | TITLE                       | LABEL            |
|----|----|----|----------------------------|-----------------------------|------------------|
| 1  | 1  | 1  | <b>DIGITAL UNDERGROUND</b> | <i>This is an E.P...</i>    | T. Boy/Reprise   |
| 2  | 2  | 2  | <b>L.L. COOL J</b>         | <i>Mama Said Knock...</i>   | Def Jam/Columbia |
| -- | 8  | 3  | <b>NEW JACK CITY</b>       | <i>Soundtrack</i>           | Giant/Reprise    |
| 5  | 3  | 4  | <b>D J QUICK</b>           | <i>Quick Is The Name</i>    | Profile          |
| 3  | 4  | 5  | <b>EPMD</b>                | <i>Business As Usual</i>    | RAL/Columbia     |
| 10 | 5  | 6  | <b>TOO SHORT</b>           | <i>Short Dogs In The...</i> | Jive/RCA         |
| 7  | 6  | 7  | <b>ICE CUBE</b>            | <i>Kill At Will</i>         | Priority         |
| 9  | 9  | 8  | <b>GANG STARR</b>          | <i>Step In The Arena</i>    | Chrysalis        |
| -- | 10 | 9  | <b>CHUBB ROCK</b>          | <i>Treat 'em Right</i>      | Select           |
| 4  | 7  | 10 | <b>FATHER M.C.</b>         | <i>Father's Day</i>         | Uptown/MCA       |
| 13 | 12 | 11 | <b>V.BASE/MAGIC MIKE</b>   | <i>Back to Haunt You</i>    | Cheetah          |
| 14 | 11 | 12 | <b>CANDYMAN</b>            | <i>Ain't No Shame...</i>    | Epic             |
| -- | 14 | 13 | <b>M C HAMMER</b>          | <i>Please Hammer...</i>     | Bust It/Capitol  |
| -- | 15 | 14 | <b>MONIE LOVE</b>          | <i>Down To Earth</i>        | WB               |
| -- | -- | 15 | <b>PROFESSOR X</b>         | <i>Years Of The 9...</i>    | 4th B'way/Isi    |

(Based on retail sales)

**TOP BILLIN':** Major news in the Big Apple as Capitol National Director of Black Music Marketing **Gwen Franklin** exits to become VP/Marketing, Rhythm & Black Music at **Mercury**. Franklin will stay in New York, but her successor, former Capitol West Coast regional **Michael White**, will run thangs from La La Land.... **Sarah Melendez** has parted company with the folks at **Columbia**. No word yet on her future plans.... Is former **WBLS** PD **Fred "Boomin'" Buggs** exiting the airwaves to take a high profile A&R gig at a major rap indie? Sources say it's a done deal.... Is there good fortune ahead for former **WB** jazz promo honcho **Harold Childs**? Is he a leading contender for a highly-coveted opening in money-makin' Manhattan? It'll take mucho incentives to get him to move back, but insiders say this **DEFINITELY** could be worth it.... Is talented chanteuse **Phyllis Hyman** headed over to **Zoo** to mess around in the gorilla cage with **Jesus**?... The big shakeup in Radioland this week is at

## INSIDE DOPE

the Howard University-owned and D.C.-based **WHUR**, where PD **Bobby Bennett** has just been ousted, to be followed by MD **Mike Archie** on April 1. In addition, industry legend **Jerry Bledsoe** has been released from his morning duties. Insiders say the aftermath of all

this movement might not be pretty, and that this story is definitely **NOT** over.... **Antonio Shepherd** follows **Bo Jackson's** lead and busts a move from Kansas City. He's headed for Little Rock's **KMZX**, where he will take the GM job.... At Seattle's **KKFX**, PD/MD **Deacon Baker** steps into the open morning slot as well. The rumors that he will take on research, maintenance, and groundskeeping duties are totally false.... Finally, we head over to chilly Chitown, where former **WGCI** morning man **Harold Rush** heads over to **WLNR** to handle the A.M. drive with **Darryl Daniels**. **Eddie Thomas** steps up to the sales throne.... **Everybody's Talkin'** — **Kevin Fleming, John McClain & John Garry**.

# QUIET STORM

## ALBUMS

| 2W | LW | TW | ARTIST                   | TITLE                    | LABEL         |
|----|----|----|--------------------------|--------------------------|---------------|
| 2  | 1  | 1  | <b>WHITNEY HOUSTON</b>   | <i>I'm Your Baby...</i>  | Arista        |
| 1  | 2  | 2  | <b>GUY</b>               | <i>The Future</i>        | Uptown/MCA    |
| 7  | 3  | 3  | <b>RUDE BOYS</b>         | <i>Rude Awakening</i>    | Atlantic      |
| 5  | 4  | 4  | <b>ALEXANDER O'NEAL</b>  | <i>All True Man</i>      | Epic/Tabl     |
| -- | 8  | 5  | <b>TEDDY PENDERGRASS</b> | <i>Truly Blessed</i>     | Elektra       |
| 6  | 5  | 6  | <b>O'JAYS</b>            | <i>Emotionally Yours</i> | EMI           |
| -- | 6  | 7  | <b>TONY, TONI, TONE</b>  | <i>The Revival</i>       | Wing/Mercury  |
| 12 | 9  | 8  | <b>FREDDIE JACKSON</b>   | <i>Do Me Again</i>       | Capitol       |
| 8  | 10 | 9  | <b>OLETA ADAMS</b>       | <i>Circle Of One</i>     | Fon/Mercury   |
| 4  | 7  | 10 | <b>KEITH SWEAT</b>       | <i>I'll Give All...</i>  | Vin/Elektra   |
| -- | 12 | 11 | <b>RALPH TRESVANT</b>    | <i>Ralph Tresvant</i>    | MCA           |
| 3  | 11 | 12 | <b>BELL BIV DEVOE</b>    | <i>Poison</i>            | MCA           |
| 9  | 13 | 13 | <b>LEVERT</b>            | <i>Rope A Dope Style</i> | Atlantic      |
| -- | 15 | 14 | <b>MICHEL'LE</b>         | <i>Michelle</i>          | Atco/Atlantic |
| -- | -- | 15 | <b>WHISPERS</b>          | <i>More Of The Night</i> | Capitol       |

(Based on retail sales)

## SOFT & WARM



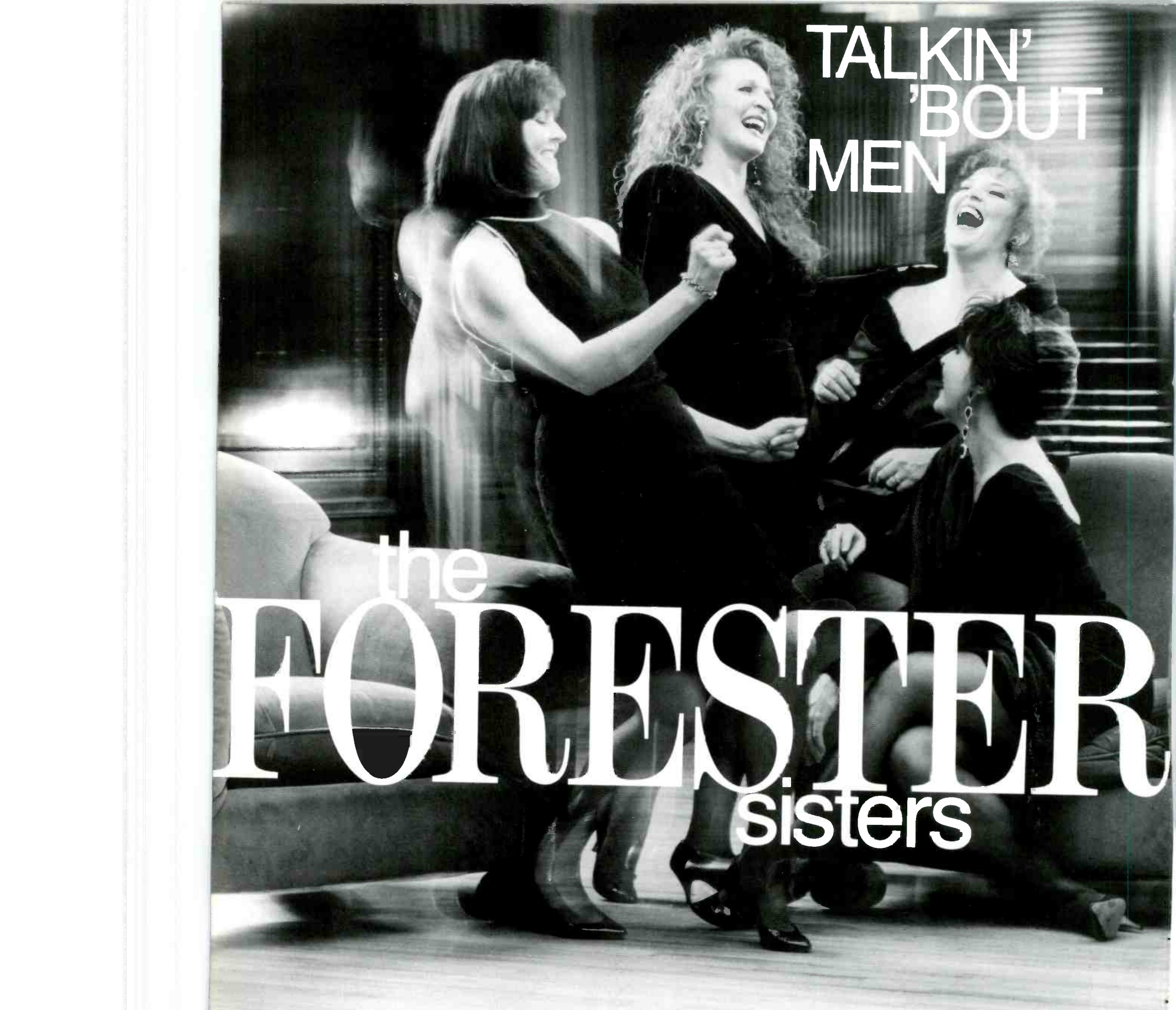
**STORM WATCH:** This week's Quiet Storm stud is our own **Darryl Lindsey**. That's right, the Big D, Mr. Smooth, the man that all the ladies call when they need a sensitive shoulder to cry on. Darryl's picks to click include **Keith Washington**, whose **Qwest/WB** debut "Kissing You" is making

big noise. D. also grooves on **Will Downing's** cover of **Angela Bofill's** "I'll Try" (**Island**), **Ralph Tresvant's** "Do What I Gotta Do" (**MCA**), and **George Howard's** touching rendition of **Cherelle's** "Everything I Miss At Home" (**MCA**). "Each of those songs makes me go straight for the box of hankies," our research god confirms. But the track that really puts Darryl over the edge is **Teddy Pendergrass'** (pictured) "It Shuld Have Been You" (**Elektra**), which, in his words, "Makes me think of my poodle Fifi." Isn't that nice?

## RADIO AIRPLAY

| 2W | LW | TW | ARTIST                   | TITLE                       | LABEL             |
|----|----|----|--------------------------|-----------------------------|-------------------|
| 1  | 1  | 1  | <b>GUY</b>               | <i>Let's Chill</i>          | Uptown/MCA        |
| 5  | 3  | 2  | <b>FREDDIE JACKSON</b>   | <i>Do Me Again</i>          | Capitol           |
| 10 | 5  | 3  | <b>WHISPERS</b>          | <i>Is It Good To You</i>    | Capitol           |
| 7  | 7  | 4  | <b>GERALD ALSTON</b>     | <i>Getting Back To Love</i> | Motown            |
| 2  | 2  | 5  | <b>RUDE BOYS</b>         | <i>Written All Over...</i>  | Atlantic          |
| 21 | 11 | 6  | <b>TONY, TONI, TONE</b>  | <i>Whatever You Want</i>    | Wing/Mercury      |
| 4  | 4  | 7  | <b>LEVERT</b>            | <i>All Season</i>           | Atlantic          |
| 15 | 13 | 8  | <b>SURFACE</b>           | <i>All I Want Is You</i>    | Columbia          |
| 9  | 8  | 9  | <b>B.D.KANE/B.WHITE</b>  | <i>All Of Me</i>            | C Chillin/Reprise |
| 12 | 9  | 10 | <b>AL B.SURE/D.ROSS</b>  | <i>No Matter What...</i>    | WB                |
| 16 | 12 | 11 | <b>PHIL PERRY</b>        | <i>Call Me</i>              | Capitol           |
| 18 | 14 | 12 | <b>TEDDY PENDERGRASS</b> | <i>It Shuld've...</i>       | Elektra           |
| 20 | 17 | 13 | <b>MARVA HICKS</b>       | <i>Never Been In Love</i>   | Polydor           |
| 3  | 6  | 14 | <b>WHITNEY HOUSTON</b>   | <i>All The Man...</i>       | Arista            |
| 22 | 19 | 15 | <b>WOOTEN BROTHERS</b>   | <i>Tell Me</i>              | A&M               |
| -- | -- | 16 | <b>O'JAYS</b>            | <i>Don't Let Me Down</i>    | EMI               |
| 8  | 15 | 17 | <b>BELL BIV DEVOE</b>    | <i>When Will I See...</i>   | MCA               |
| 6  | 10 | 18 | <b>MICHEL'LE</b>         | <i>Something In My...</i>   | Atco/Atlantic     |
| 13 | 16 | 19 | <b>TROOP</b>             | <i>I Will Always...</i>     | Atlantic          |
| -- | 23 | 20 | <b>RIFF</b>              | <i>My Heart Is Failing</i>  | SBK               |
| 19 | 21 | 21 | <b>ALEXANDER O'NEAL</b>  | <i>All True Man</i>         | Epic/Tabu         |
| -- | -- | 22 | <b>HI-FIVE</b>           | <i>I Like The Way...</i>    | Jive/RCA          |
| 11 | 18 | 23 | <b>ANITA BAKER</b>       | <i>Fairytales</i>           | Elektra           |
| -- | -- | 24 | <b>TONY TERRY</b>        | <i>With You</i>             | Epic              |
| -- | -- | 25 | <b>GEORGE HOWARD</b>     | <i>Everything I Miss...</i> | GRP               |

(Based on radio airplay)



TALKIN'  
'BOU  
MEN

the  
**FORESTER**  
sisters

**The New Album**

---

Produced by Robert Byrne and Alan Schulman

---

**Featuring the smash single "MEN"**

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Coming soon from Warner Reprise Video...

"TALKIN' 'BOU MEN"

The New Home Video

Management:  
Judy Seale/Refugee Management, Inc.



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# NEOBILLY

## ALBUMS

| 2W | LW | TW | ARTIST                    | TITLE                       | LABEL    |
|----|----|----|---------------------------|-----------------------------|----------|
| 1  | 1  | 1  | <b>GARTH BROOKS</b>       | <i>No Fences</i>            | Capitol  |
| -- | 3  | 2  | <b>VINCE GILL</b>         | <i>Pocket Full Of Gold</i>  | MCA      |
| 2  | 2  | 3  | <b>CLINT BLACK</b>        | <i>Put Yourself In...</i>   | RCA      |
| -- | -- | 4  | <b>DOLLY PARTON</b>       | <i>Eagle When She Flies</i> | Columbia |
| -- | -- | 5  | <b>RONNIE MILSAP</b>      | <i>Back to the ...</i>      | RCA      |
| -- | 17 | 6  | <b>KENTUCKY H HUNTERS</b> | <i>Pickin' On Nash.</i>     | Mercury  |
| 3  | 5  | 7  | <b>GARTH BROOKS</b>       | <i>Garth Brooks</i>         | Capitol  |
| -- | 18 | 8  | <b>KATHY MATTEA</b>       | <i>A Collection Of Hits</i> | Mercury  |
| 4  | 4  | 9  | <b>REBA MCENTIRE</b>      | <i>Rumor Has It</i>         | MCA      |
| 18 | 10 | 10 | <b>ATKINS/KNOPLER</b>     | <i>Neck And Neck</i>        | Columbia |
| -- | -- | 11 | <b>TRAVIS TRITT</b>       | <i>Country Club</i>         | WB       |
| 8  | 7  | 12 | <b>ALAN JACKSON</b>       | <i>Here In The...</i>       | Arista   |
| -- | -- | 13 | <b>RANDY TRAVIS</b>       | <i>Heroes and Friends</i>   | WB       |
| 7  | 6  | 14 | <b>KEITH WHITLEY</b>      | <i>Greatest Hits</i>        | RCA      |
| 6  | 8  | 15 | <b>JUDDS</b>              | <i>Love Can Build A...</i>  | Curb/RCA |
| 10 | 14 | 16 | <b>GEORGE STRAIT</b>      | <i>Livin' It Up</i>         | MCA      |
| 13 | 13 | 17 | <b>RONNIE MCDOWELL</b>    | <i>Unchained Melody</i>     | Curb     |
| 9  | 9  | 18 | <b>CLINT BLACK</b>        | <i>Killin' Time</i>         | RCA      |
| -- | -- | 19 | <b>MIKE REID</b>          | <i>Turning For Home</i>     | Columbia |
| -- | -- | 20 | <b>MARTY STUART</b>       | <i>Tempted</i>              | MCA      |

Based on retail sales.

## NEXT UP

- RICKY VAN SHELTON (Columbia)
- ALABAMA (RCA)
- LEE GREENWOOD (MCA)
- MICHAEL M MURPHEY (WB)

## HOLLYVILLE

ALL THE NEOBILLY NAMES FIT TO DROP  
by Holly Gleason, Nashville

With Music City still reeling over the deaths of seven members of **Reba McEntire's** band, her road manager and a pilot, one must consider the cost of those who give their lives to making music. With touring so much a part of an artist's career, tragedy of this nature touches everyone — and so it is that the Reba McEntire Band Fund has been set up at Third National Bank/1025 16th Ave. So., Nashville, TN 37212... Hard to believe it's over, but it is, and I'd especially like to thank my new best friends — KPLX's **Mac Daniels**, WPOC's **Greg Cole**, KIKK's **Joe Ladd**, WYNY's **Steve "Such A Snob" Blatter** and KNIX's **Buddy Owens** — for

making CRS a little slice of heaven... **Shelby**

### Shelby Shines

**Lynne** was awe-inspiring on the *New Faces* show, delivering a vocal tour de force on her new single, the gut-wrenching "What About The Love We Made," that earned her a well-deserved standing ovation. Sure she's a tortured artist, but this chick bleeds when she wails.... Also stellar: **SBK's Billy Dean**, whose "Somewhere In My Broken Heart" is even more substantial than "Only Here For A Little While"



Shelby Lynne: Big winner at *New Faces*.

(which says something), and **Kevin Welch**, who proves that true singer/songwriters are alive and well and living in **Hollyville**... Welch did the Samson, no Delilah — giving it up an inch at a time for Seminar. Only his hairdresser knows for sure... **Carlene Carter**, **Mike Reid** and **Mark Collie** rocked at the **ASCAP** luncheon — making it the entertainment combo and proving diversity still rules... **Matraca Berg's** really coming into her own, judging by her performance on the **RCA** cruise. With former **Eagle Bernie Leadon** in her band, Berg flexed on all the songs from her wonderful debut and "That Kind Of Girl," the Top 5 single she wrote for **Patty Loveless**... Oh, and **Weston** is hell with a personal flotation device. How do I know? I know... **Warner** hosted CRS's first no-smoking suite. Woo-wco! But, how can that be given the collective dynamic of these folks and a roster like that? Just asking... Required Reading: *Rolling Stone's Rosanne Cash* profile... **NARAS' Mike Greene** was in for **Grammy in the Schools**, where high school girls from across Tennessee got to squeal throughout **Garth Brooks'** mini-set. Geez, you'da thought he was the **Beatles**... Hmmm, maybe it's Garth's new designer stubble.

# NEOBILLY

## RED HOTS

## BREAKOUTS

1. GARTH BROOKS/Fences (Capitol)
2. CLINT BLACK/New (RCA)
3. VINCE GILL (MCA)
4. RANDY TRAVIS (WB)
5. REBA MCENTIRE (MCA)
5. DOLLY PARTON (Columbia)

1. DOLLY PARTON (Columbia)
2. VINCE GILL (MCA)
3. RONNIE MILSAP (RCA)
3. GEORGE JONES (MCA)
4. MIKE REID (Columbia)
5. MARTY STUART (MCA)

**ARC DISTRIBUTORS / BYRON RUSSELL / CINCINNATI**

Garth Brooks/Fences  
Clint Black  
Randy Travis

Dolly Parton  
Ronnie Milsap  
George Jones

**ARROW DIST. / TONY BRENNER / AKRON**

Garth Brooks/Fences  
Clint Black  
Reba McEntire

Ronnie Milsap  
Dolly Parton  
George Jones

**ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX**

Reba McEntire  
Vince Gill  
Kathy Mattea

Dolly Parton  
George Jones  
Ronnie Milsap

**BELIEVE IN MUSIC / AMY BANNING / GRAND RAPIDS**

Reba McEntire  
Garth Brooks/Fences  
Vince Gill

Dwight Yoakam  
Alan Jackson  
Marty Stuart

**BEST BUY / JEFF ABRAMS / MINNEAPOLIS**

Garth Brooks/Fences  
Clint Black  
Randy Travis

Vince Gill  
Pam Tillis  
Billy Joe Royal

**EAST WEST RECORDS / BRIAN MARTIN / WINTER PARK**

Garth Brooks/Fences  
Vince Gill  
Pam Tillis

Mike Reid  
My Heroes Have...  
Marcia Thornton

**GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURGH**

Dolly Parton  
George Jones  
Garth Brooks/Fences

Dolly Parton  
George Jones  
Ronnie Milsap

**GREAT AMERICAN / ANNA GANJE / MINNEAPOLIS**

George Jones  
Dolly Parton  
Vince Gill

George Strait  
Jimmy Collins  
Ronnie McDowell

**HARMONY HOUSE / SANDY BEAN / DETROIT**

Clint Black  
Garth Brooks/Fences  
Reba McEntire

Vince Gill  
Dolly Parton  
Paul Overstreet

**HARVARD COOP / DAVID SIBEL / BOSTON**

Atkins/Knopfler  
Lonesome Val  
Carlene Carter

Marty Stuart  
Patty Loveless  
Buck Owens

**J.J.'S EAR CANDY / PAT CONROY / CARSON CITY**

Garth Brooks/Fences  
Vince Gill  
Lee Greenwood

Kathy Mattea  
George Strait  
Dolly Parton

**K.S.G. / DAVE CRTIZ / LAYTON**

Dolly Parton  
Garth Brooks/Fences  
Judds

Ronnie Milsap  
George Jones  
Eddie Rabbit

**MICHELLE'S RECORDS & VIDEO / MICHELLE DICKS / PARKERSBURG**

Garth Brooks/Fences  
Reba McEntire  
Alan Jackson

Vince Gill  
Dolly Parton  
Aaron Tippin

**MUSIC CITY / LARFY WEBB / NASHVILLE**

Dolly Parton  
Vince Gill  
Ronnie Milsap

Dolly Parton  
Ronnie McDowell  
George Jones

**MUSIC TO GO / STEVE WOLFE / INDIANAPOLIS**

Vince Gill  
Garth Brooks/Fences  
Clint Black

George Strait  
Kathy Mattea  
Marty Stuart

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

Vince Gill  
Ronnie McDowell  
Kathy Mattea

George Jones  
Dolly Parton  
Ronnie Milsap

**NOVA / JOHN UNDERWOOD / ATLANTA**

Dolly Parton  
Garth Brooks/Fences  
Ronnie McDowell

Ronnie Milsap  
Vince Gill  
Mike Reid

**PACIFIC COAST ONE-STOP / RICH LOCKWOOD / LOS ANGELES**

Atkins/Knopfler  
Garth Brooks/Fences  
Judds

Dolly Parton  
Ronnie Milsap  
George Jones

**PARK AVE CD'S / STEVE ALLEN / ORLANDO**

Garth Brooks/Fences  
Kentucky H Hunters  
Clint Black

Marty Stuart  
Mike Reid  
Vince Gill

**PEPPERLAND / MIKE ROBERTSON / LEWISTOWN**

Garth Brooks/Fences  
Ray Kennedy  
Patty Loveless

Patty Loveless  
Martin del Ray  
Vince Gill

key: RED HOTS  
BREAKOUTS

Hots & Breakouts from the nations leading retail & racked accounts.

# REID...ALL ABOUT HIM!

MIKE REID is **TURNING FOR HOME** and **TURNING AMERICA ON!**



His debut single,  
**"WALK ON FAITH,"**  
went all the way to #1!

And Mike Reid is as hot as his record!  
Just last week you saw him on  
*Good Morning America* and *The Joan Rivers Show*. In weeks to come, watch  
for him on *CBS This Morning*,  
*The Tonight Show*, and *Late Night  
With David Letterman*.

Mike Reid is news. You've seen  
articles on him in *Sports Illustrated*,  
*GQ*, and *USA Today*...with *USA  
Weekend* on the way!

**THE MORE YOU REID...  
THE MORE YOU LIKE!**

His new single:  
**"TILL YOU WERE GONE"**  
From his debut album  
**TURNING FOR HOME**

46148

ON COLUMBIA

# NEOBILLY



## JACK WESTON, RCA RECORDS

Sure, Weston hosted the coolest party at this year's Country Radio Seminar — featuring Matraca Berg and B.B. Watson on the General Jackson — and he's hell with a personal flotation device, but that's not the reason for this coveted "HOTS/BREAKOUT" slot. No campers, it's for the way he ran the panel on "Hidden Costs In Breaking An Artist." Funny, factual and to the point, all moderators should be so together...

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

Garth Brooks/Fences  
 Ronnie Milsap  
 Mike Reid

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Ronnie Milsap  
 Vince Gill  
 Mike Reid

**RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND**

Kentucky H Hunters  
 Garth Brooks/Fences  
 Clint Black

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Mike Reid  
 Travis Tritt  
 Aaron Tippin

**ROUND UP / LAURA AVERY / SEATTLE**

Garth Brooks/Fences  
 Randy Travis  
 Clint Black

---

Vince Gill  
 Ronnie McDowell  
 Dolly Parton

**RTI ONE-STOP / JODY PANKHURST / OMAHA**

Vince Gill  
 Garth Brooks/Fences  
 Ronnie McDowell

---

Dolly Parton  
 Ronnie Milsap  
 George Jones

**SEA PORT / WILTON MERRITT / PORTLAND**

Dolly Parton  
 George Jones  
 Garth Brooks/Fences

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Aaron Tippin  
 Paul Overstreet  
 Ricky Van Shelton

**SOONER SOUNDS / JEFF JAKOBER / TULSA**

Garth Brooks/Fences  
 Clint Black  
 Randy Travis

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Vince Gill  
 Marty Stuart  
 Alison Krauss

**SOUNDS AND VIDEO / KATHY STAMM / MILWAUKEE**

Garth Brooks/Fences  
 Clint Black  
 Reba McEntire

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Dolly Parton  
 Vince Gill  
 George Strait

**SOUTH WEST WHOLESALERS / PAUL BROCKMAN / HOUSTON**

Garth Brooks/Fences  
 Garth Brooks/Old  
 Clint Black

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Dolly Parton  
 Mike Reid  
 Alan Jackson

**STATEWIDE / MARK MARTENS / MICHIGAN**

Garth Brooks/Fences  
 Alan Jackson  
 Randy Travis

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Mike Reid  
 Lee Greenwood  
 Dolly Parton

**STREETSIDE / KIM HAYES / ST. LOUIS**

Garth Brooks/Fences  
 Lee Greenwood  
 Mike Reid

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Dolly Parton  
 Lee Greenwood  
 Billy Joe Royal

**TOWER / RICHARD STROMM / FRESNO**

Garth Brooks/Fences  
 Judds  
 Garth Brooks/Old

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Vince Gill  
 Marty Stuart  
 Marcia Thornton

**TRACKS / DONNA AGRESTO / NORFOLK**

Garth Brooks/Fences  
 Clint Black  
 Garth Brooks/Old

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Paul Overstreet  
 Dolly Parton  
 Mike Reid

**TURTLES / KATHY ROBERTS / ATLANTA**

Garth Brooks/Fences  
 Vince Gill  
 Clint Black

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Vince Gill  
 Patty Loveless  
 Mary-C Carpenter

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

Clint Black  
 Garth Brooks/Fences  
 Randy Travis

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Alison Krauss  
 Billy Dean  
 Travis Tritt

**VINYL VENDORS / VALERIE ELIOT / KALAMAZOO**

Vince Gill  
 Garth Brooks/Fences  
 Ronnie Milsap

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Dolly Parton  
 George Jones  
 Vince Gill

**WALL TO WALL / BEN BRENT / PHILADELPHIA**

Garth Brooks/Fences  
 Mike Reid  
 Kentucky H Hunters

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Dolly Parton  
 K.T. Oslin  
 Mike Reid

**WHEREHOUSE / KEVIN MILLIGAN / LOS ANGELES**

Garth Brooks/Fences  
 Clint Black  
 Garth Brooks/Old

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Vince Gill  
 Mike Reid  
 Ray Kennedy

**WHEREHOUSE / STAN SEETO / FRESNO**

Mike Reid  
 Michael M Murphey  
 Marty Stuart

---

Marty Stuart  
 Ronnie McDowell  
 Vince Gill

**WILMI / MICHAEL SMITH / NEW YORK**

Atkins/Knopfler  
 Ricky Van Shelton  
 Randy Travis

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Dolly Parton  
 Rosanne Cash  
 Vern Gosdin

**ZIPS / RICK ANDRADE / TUCSON**

Garth Brooks/Fences  
 Clint Black  
 George Strait

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Vince Gill  
 Marty Stuart  
 Paul Overstreet

RED HOTS  
 BREAKOUTS

Hots & Breakouts from the nations leading retail & racked accounts.

THE KENTUCKY

# HEADHUNTERS

## NARM-

THANKS FOR ALL THE SUPPORT  
LAST YEAR.



And what a year it was...  
"Pickin On Nashville" Platinum...  
Grammy, CMA, ACM, and the AMA Awards...  
plus a NARM Nomination.

And now there's "Electric Barnyard"  
featuring the smash single "The Ballad Of Davy Crockett"  
in stores April 2nd.

Brought to you by   
THE MUSCLE THAT MOVES THE MUSIC.



# RERAP

by Mitch Perliss & Sue Kelley

With the 33rd annual **NARM Convention** beginning tonight, retailers and one-stops have been spending recent weeks putting together their agendas, setting their goals for the convention and trying to figure out what color socks **Stan Silverman** might be wearing... **Mr. and Mrs. Martin Spector**, Spec's President and NARM Board member **Ann Lieff**, **Roz Zacks**, **Jeff Clifford** and **Cindy Barr** will fly in from the company's Miami headquarters. A big supporter of NARM, **Cindy** says that Spec's "always gets a lot out of the convention because we attend everything available to us there"... Bringing the labels up to date on all of their marketing and store plans is the main goal of **Camelot's Lew Garrett**, who'll attend with **Paul David**, **Joe Bressi**, **Jeff David**, the entire music buying staff, and NARM Treasurer and convention committee Chairman **Jim Bonk** ... **Pacific Coast One-Stop's Lory Shaw** says she will be looking for some new retail items such as gift wrap and laser accessories, as well as setting up meetings with labels. "We're an up-and-coming company, so it's good for us to go and talk with the labels and become better known." Also

## He'll Be There!



**Lou Fogleman:** *Heading the Show Industries delegation.*

present will be owner **Steve Kall** and **Brett Ortone**... **Lou Fogleman** will head the **Show Industries** delegation. Joining Lou will be **Angie "Let's Make A" Diehl** (who'll be getting married May 4 in Hawaii to **Avalon's #2** guy, "**A Rolling Stone Gathers No**" **Moss Jacobs**), **Sam Ginsburg**, **Shelly Tucker** and **Rochelle Seidman**. Some of the buying staff — including **Mike Zamarippa**, **Liz Hayes** and **Debbie Ward** — are traveling up the coast on their own. NARM President **Pat Moreland** and **Shamrock's Mark Siegel** round out the Show contingent... Having joined **Streetside** in November of 1990, this will be Director of Stores **Bob Hayes'** first NARM, and among his goals is to "integrate himself into the retail community and have a good time." Call 'em if you head over to the tenderloin district... Also attending from Streetside will be **Randy Davis** and **J.D. Mandeker**... **Kemp Mills'** **Howard Applebaum** is bringing his regular contingent of six this year. "We're going to have fun and tell the labels of our specific marketing plans." He'll be the one wearing a lampshade... **Sandy Bean** and **Bill Thom** of **Detroit's Harmony House** want to tell of their three new stores skedded for '91... **Bob Say** of **Moby Disc** is anti-convention and will not be attending NARM. He feels that he "already knows everything I need to know. I'm not a big chain and anything I say doesn't mean anything anyway." We couldn't have said it better ourselves... **Personics** will close its doors as a retail operation and is pulling out of all stores beginning March 31. They are in the process of exploring other opportunities in the direct mail/mail order/premium business... Ai.

# MINI MUGS

More Hits Mini Mugs



**DOES ANYONE HERE KNOW THE WORDS TO "FEELINGS"?:** Members of new EMI Records signing **Or 'N' More** practice their scales with label bigwigs shortly before discovering the only thing Senior A&R VP/Staff Producer **Ron Fair** can play is "Chopsticks." Trying to hit a bouncy C are the following muso types (top row, l-r): band members **Mike Moore** and **Orfeh** as well as label President/CEO **Sal Licata**. Bottom row (l-r) are: Fair and band mgr. **Rick Cooper**.



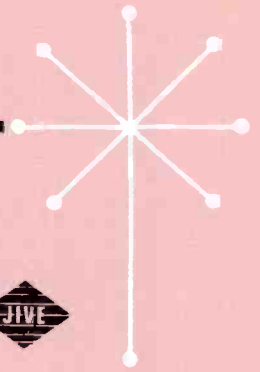
**WICKED FAME:** **Chris Isaak** and his **Silvertone** band discover the gold plaques they hold are actually made of tin foil. Reprise VP of Promotion **Rich Fitzgerald** was on hand for a party at **Atlas** shortly after the band's **SRO** **Wilern Theater** gig to inform the guys the cost of the fake plaques was indeed recoupable against future royalties. Wondering if they could borrow \$20 to get their suits dry-cleaned are (l-r): bassist **Rowland Salley**; **Isaak**; drummer **Kenney Dale Johnson**; **Fitzgerald**; and guitarist **James Calvin Wilsey**.



**JUST A PAWN IN THE GAME:** **Audrey** and **Bob Philpot** are presented with a guitar autographed by **Deep Purple's Ritchie Blackmore** at **Tower Records' Downtown New York** store by the band's lead singer **Joe Lynn Turner** in a contest sponsored by the store and **RCA Records**. The pair then wandered down to 48th St., where they traded in the instrument at a pawnshop for 40 acres and a mule. Seen trying to convince them the axe would serve as an excellent doorstop are (l-r): **Bob Anderson**, NE Reg. Label Dir., **RCA Records**; **Bob Philpot**; **Audrey Philpot**; **Turner**; and **Howard Cespedes**, Mgr., **Tower Records Downtown**.



# Hi-Five



**"I LIKE THE WAY"**  
(the kissing game)



**CROSSOVERS WINNER!**  
**EARPICKS WINNER!**  
**29-23 HITS TOP FIFTY SINGLES!**

**NOW ON OVER 105 TOP 40s WITH 26 NEW INCLUDING:**

|        |     |       |     |    |       |       |         |       |
|--------|-----|-------|-----|----|-------|-------|---------|-------|
| WPLJ   | add | WHYT  | deb | 18 | KS104 | 7-6   | Q105    | 22-16 |
| KKBQ   | add | KHTK  | deb | 30 | WNVZ  | 10-6  | HOT97.7 | 23-18 |
| KEGL   | add |       |     |    | WCKZ  | 10-8  | WKSS    | 29-20 |
| PRO-FM | add | WPGC  | 4-2 |    | KKFR  | 11-9  | KTFM    | 23-20 |
| B97    | add | KMEL  | 4-3 |    | Z90   | 13-10 | Z95     | 24-21 |
| Y108   | add | KGGI  | 8-5 |    | WIOQ  | 20-11 | Y107    | 25-22 |
| WAPE   | add | FM102 | 7-6 |    | KOY   | 19-16 | KXXR    | 31-26 |
|        |     |       |     |    |       |       | WTIC    | 34-28 |
|        |     |       |     |    |       |       | B93     | 36-28 |
|        |     |       |     |    |       |       | HOT97   | 34-31 |
|        |     |       |     |    |       |       | KWOD    | 36-32 |

| AVERAGE MOVE | AGGRESSIVES (4 or more) | TOP 10 | TOP 5 | REQUESTS (1 to 10) | 45 SALES (1 to 10) |
|--------------|-------------------------|--------|-------|--------------------|--------------------|
| 3.35         | 25                      | 11     | 4     | 8                  | 9                  |

**MTV MEDIUM!**

# Daniel Ash



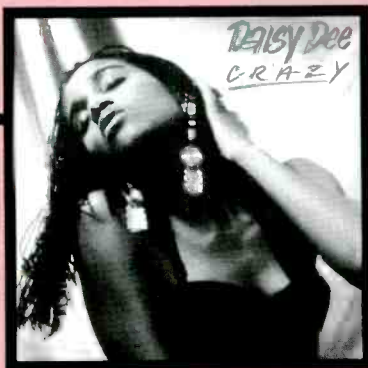
**"THIS LOVE"**

|         |       |    |
|---------|-------|----|
| KXX106  | deb   | 30 |
| KISR    | deb   | 38 |
| KFBQ    | deb   | 40 |
| WJMX    | deb   | 40 |
| HOT94.9 | 28-25 |    |
| KF95    | 36-31 |    |

**TOP 5 POST MODERN!**

**BREAKING AT:**

|      |        |      |      |      |      |
|------|--------|------|------|------|------|
| WNVZ | XL93   | KFTZ | KZOZ | WILN | WRHT |
| KZZU | 999KHI | KMOK | OK95 | WIXX | WRQK |
| KTUX | KFFM   | KNOE | Q104 | WKSF | ZFUN |
| KZFM | KFMW   | KTMT | WABB | WNYP |      |



# Daisy Dee



**"CRAZY"**



**FLASHMAKER!**

**EARLY ACTION INCLUDES:**

|       |     |      |     |
|-------|-----|------|-----|
| KS104 | add | KYRK | add |
| Z90   | add | WBPR | add |
| KZFM  | add | WFHT | add |

|      |     |    |       |       |
|------|-----|----|-------|-------|
| WIOQ | deb | 30 | B96   | 3-2   |
| WNVZ | deb | 35 | HOT97 | 23-17 |
|      |     |    | KMEL  | 25-21 |
|      |     |    | B95   | 30-21 |
|      |     |    | Q106  | 26-23 |

|                     |      |      |
|---------------------|------|------|
| <b>BREAKING AT:</b> |      |      |
| PWR106              | WMXP | KPRR |
| Z95                 | KTFM |      |

**GOING FOR TOP 40 ADDS 3/25-3/26!**





**#1 NATIONAL MOST ADDED!**  
**EARPICKS WINNER!**  
**FLASHMAKER!**

|      |     |        |     |
|------|-----|--------|-----|
| Z95  | add | WKBQ   | add |
| Q105 | add | WMXP   | add |
| KOY  | add | WTIC   | add |
| KXXR | add | Y108   | add |
| Q106 | add | KXX106 | add |



"What Comes Naturally" From the album What Comes Naturally

**MTV ACTIVE!**  
**42 HITS TOP FIFTY ALBUMS!**  
**CROSSOVER!**  
**GOLD LP!**  
**NOW ON OVER 60 TOP 40s!**



|        |        |      |       |      |       |
|--------|--------|------|-------|------|-------|
| WBBQ   | add    | KMYZ | 9-7   | KNIN | 31-26 |
| WAEB   | add    | Q104 | 14-9  | WTBX | 31-26 |
| WYCR   | add    | KATM | 11-10 | KWTX | 32-27 |
| WOMP   | add    | WPST | 16-13 | KYYY | 33-29 |
| WPXR   | add    | 99KG | 21-18 |      |       |
| JET-FM | deb 30 | WKRZ | 23-18 |      |       |
| XL93   | deb 30 | WIXX | 22-19 |      |       |
| WQID   | deb 32 | WQUT | 22-19 |      |       |
| G98    | deb 35 | KISR | 26-22 |      |       |
| PWR92  | deb 35 | WQGN | 27-24 |      |       |
| KLYV   | deb 36 | WOKI | 27-24 |      |       |

MECHANIC



"One in a Million" From the album One in a Million

**MTV ACTIVE!**  
**FLASHMAKER!**  
**OVER 250,000 UNITS SOLD!**  
**NOW ON OVER 50 TOP 40s!**



|      |     |      |        |      |       |      |       |
|------|-----|------|--------|------|-------|------|-------|
| KZOU | add | KQHT | deb 28 | Q104 | 3-2   | WKZL | 32-28 |
| KWNZ | add | WCGQ | deb 35 | KFBQ | 27-17 | WJLQ | 34-30 |
| KYYY | add | WKSF | deb 37 | WSTO | 25-20 | KISR | 36-30 |
| KZII | add | WPST | deb 38 | WJMX | 28-23 | ZFUN | 40-35 |
| WPFR | add |      |        | KKYK | 32-23 | KCMQ | 38-35 |
| WZYP | add |      |        | KTUX | 29-25 | WQGN | 39-36 |
| WKFR | add |      |        |      |       |      |       |

MCA



"I'll Never Let You Go" From the album Steelheart



# TOP TENS

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

## WINNERS



### MOST #1's

1. R.E.M.
2. STING
3. MARIAH CAREY

### MOST TOP 5's

1. MARIAH CAREY
2. R.E.M.
3. STING

### MOST TOP 10's

1. MARIAH CAREY
2. STING
3. CHRIS ISAAK

### Lieberman Enterprises

DUSTY BOWLING  
2400 Racked  
Accounts (MPLS)

#### LIEBERMAN NATIONAL

1. VANILLA ICE
2. MARIAH CAREY
3. WILSON PHILLIPS
4. GARTH BROOKS
5. GREAT WHITE
6. DOORS (SOUNDTRACK)
7. M.C. HAMMER
8. STYX
9. TIMMY T
10. BETTE MIDLER

Trans World Music @rp. DAN CROCE  
500 Retail Stores  
(Albany)

#### TRANSWORLD

1. R.E.M.
2. MARIAH CAREY
3. BLACK CROWES
4. VANILLA ICE
5. TESLA
6. WILSON PHILLIPS
7. C&C MUSIC FACTORY
8. LL COOL J
9. DOORS (SOUNDTRACK)
10. ANOTHER BAD C



JEFF COHEN  
145 Retail Stores  
(Boston/Wash D.C.)

#### STRAWBERRIES/WAXIE MAXIE'S

1. R.E.M.
2. MARIAH CAREY
3. CHRIS ISAAK
4. DOORS (SOUNDTRACK)
5. C&C MUSIC FACTORY
6. DIVINYLS
7. BLACK CROWES
8. 3 TENORS
9. WILSON PHILLIPS
10. VANILLA ICE



DOUG SMITH  
110 Retail Stores  
(Pittsburgh)

#### NAT'L RECORD MART

1. R.E.M.
2. MARIAH CAREY
3. DOORS (SOUNDTRACK)
4. C&C MUSIC FACTORY
5. BLACK CROWES
6. BULLETTYOYS
7. ENIGMA
8. ANOTHER BAD C
9. TESLA
10. LL COOL J

### WALL-WALL SOUND & VIDEO

BEN BRENT  
120 Retail Stores  
(Philadelphia)

#### WALL TO WALL

1. DOORS (SOUNDTRACK)
2. MARIAH CAREY
3. BLACK CROWES
4. C&C MUSIC FACTORY
5. TESLA
6. QUEENSRYCHE
7. WILSON PHILLIPS
8. CHRIS ISAAK
9. BETTE MIDLER
10. VANILLA ICE



RON PHILLIPS  
184 Retail Stores  
(Durham)

#### RECORD BAR

1. R.E.M.
2. DOORS (SOUNDTRACK)
3. MARIAH CAREY
4. C&C MUSIC FACTORY
5. BLACK CROWES
6. ENIGMA
7. CHRIS ISAAK
8. OLETA ADAMS
9. QUEENSRYCHE
10. ANOTHER BAD C



KATHY ROBERTS  
116 Retail Stores  
(Atlanta)

#### TURTLES

1. R.E.M.
2. MARIAH CAREY
3. BLACK CROWES
4. C&C MUSIC FACTORY
5. DRIVIN-N-CRYIN
6. OLETA ADAMS
7. GUY
8. ENIGMA
9. ANDREW LLOYD WEBER
10. DOORS (SOUNDTRACK)



There's no end to the music  
at MUSIC PLUS  
SHELLY TUCKER  
82 Retail Stores  
(Los Angeles)

#### MUSIC PLUS

1. R.E.M.
2. MARIAH CAREY
3. DOORS BEST OF (2 LP)
4. DOORS (SOUNDTRACK)
5. CHRIS ISAAK
6. ENIGMA
7. DIGITAL UNDERGROUND
8. ANOTHER BAD C
9. C&C MUSIC FACTORY
10. BLACK CROWES



JODY PANKHURST  
800 Accounts  
(Omaha)

#### RTI ONE STOP

1. R.E.M.
2. BULLETTYOYS
3. DOORS (SOUNDTRACK)
4. DOORS BEST OF (2 LP)
5. ENIGMA
6. TESLA
7. NEW JACK CITY
8. C&C MUSIC FACTORY
9. BOOGIE DOWN PROD.
10. FIREHOUSE

# TOP TENS

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

**NAVARRE CORPORATION** TOM TUOMELA  
200 Accounts  
(Mpls)

**NAVARRE**

1. MARIAH CAREY
2. STING
3. WHITNEY HOUSTON
4. GLORIA ESTEFAN
5. WILSON PHILLIPS
6. DOORS (SOUNDTRACK)
7. QUEEN
8. R.E.M.
9. VANILLA ICE
10. GREAT WHITE

**PACIFIC COAST ONE-STOP** RICH LOCKWOOD  
300 Accounts  
(Chatsworth)

**PACIFIC COAST ONE-STOP**

1. STING
2. DOORS (SOUNDTRACK)
3. TESLA
4. CHRIS ISAAK
5. R.E.M.
6. BLACK CROWES
7. MADONNA
8. ENIGMA
9. MARIAH CAREY
10. C&C MUSIC FACTORY

**ROUNDUP MUSIC DISTRIBUTORS, INC.** DON JENSEN  
98 Rack Accounts  
(Seattle)

**ROUND UP**

1. DOORS (SOUNDTRACK)
2. MARIAH CAREY
3. CHRIS ISAAK
4. BETTE MIDLER
5. SIMPSONS
6. WILSON PHILLIPS
7. M.C. HAMMER
8. GLORIA ESTEFAN
9. AC/DC
10. MADONNA



JIM COLLIER  
1500 Accounts  
(Woodland)

**VALLEY RECORD DIST.**

1. DJ QUIK
2. CHRIS ISAAK
3. ENIGMA
4. C&C MUSIC FACTORY
5. DOORS BEST OF (2 LP)
6. MARIAH CAREY
7. GREAT WHITE
8. BLACK CROWES
9. STING
10. TESLA



VALERIE ELLIOT  
700 Accounts  
(Kalamazoo)

**VINYL VENDORS**

1. NEW JACK CITY
2. ENIGMA
3. DOORS (SOUNDTRACK)
4. DOORS BEST OF (2 LP)
5. DJ QUIK
6. BLACK CROWES
7. C&C MUSIC FACTORY
8. TESLA
9. MARIAH CAREY
10. OLETA ADAMS

**ROSE RECORDS** CHRIS MORRISON  
27 Retail Stores  
(Chicago)

**ROSE RECORDS**

1. 3 TENORS
2. MARIAH CAREY
3. CHRIS ISAAK
4. DOORS (SOUNDTRACK)
5. JONI MITCHELL
6. OLETA ADAMS
7. C&C MUSIC FACTORY
8. JESUS JONES
9. ENIGMA
10. BLACK CROWES

**THE RECORD EXCHANGE** JOHN SHAHINIAN  
6 Retail Stores  
(Cleveland)

**RECORD EXCHANGE**

1. MARIAH CAREY
2. VANILLA ICE
3. STING
4. WILSON PHILLIPS
5. WHITNEY HOUSTON
6. BETTE MIDLER
7. M.C. HAMMER
8. BLACK CROWES
9. C&C MUSIC FACTORY
10. CHRIS ISAAK



DAVID SIBEL  
4 Retail Stores  
(Boston)

**HARVARD COOP**

1. JONI MITCHELL
2. STING
3. ENIGMA
4. CHRIS ISAAK
5. PAUL SIMON
6. INDIGO GIRLS
7. MORRISSEY
8. MARIAH CAREY
9. DOORS (SOUNDTRACK)
10. CHEIFTANS



TED SINGER  
4 Stores  
(Minneapolis)

**TITLE WAVE**

1. R.E.M.
2. ENIGMA
3. C&C MUSIC FACTORY
4. DIVINYLS
5. CHRIS ISAAK
6. HARRY CONNICK JR
7. DOORS (SOUNDTRACK)
8. AMY GRANT
9. MARIAH CAREY
10. BULLETBOYS

**Pro One-Stop** PAUL JOHNSON  
200 Accounts  
(Phoenix)

**PRO ONE-STOP**

1. R.E.M.
2. ENIGMA
3. MARIAH CAREY
4. DJ QUIK
5. GREAT WHITE
6. WILSON PHILLIPS
7. BLACK CROWES
8. BETTE MIDLER
9. GUY
10. GARTH BROOKS



LYNN BATCHCHECK  
36 Retail Stores  
(Columbus)

**RECORD & TAPE OUTLET**

1. R.E.M.
2. DIGITAL UNDERGROUND
3. MARIAH CAREY
4. GUY
5. C&C MUSIC FACTORY
6. ANOTHER BAD C
7. BLACK CROWES
8. NEW JACK CITY
9. TEDDY PENDERGRASS
10. DOORS (SOUNDTRACK)



RICK ANDRADE  
5 Retail Stores  
(Tucson)

**ZIPS**

1. R.E.M.
2. CHRIS ISAAK
3. BLACK CROWES
4. STING
5. QUEENSRYCHE
6. TESLA
7. ENIGMA
8. JANE'S ADDICTION
9. ANOTHER BAD C
10. GREAT WHITE

# ANOTHER bAd

## MTV ADD!

**11-8** HITS TOP FIFTY SINGLES!

**30-23** HITS TOP FIFTY ALBUMS!

ON OVER 100 TOP 40s!

Z100 add  
Y95 add  
KEGL add  
WEGX add  
WPHR deb 22  
PWR99 deb 31

## ALREADY NUMBER ONE AT:

WDFX #1  
WHYT #1  
KKFR #1  
Q106 #1  
WBXX #1  
CK105 #1  
KDON #1  
B95 #1

## TOP TEN AT:

WXKS 3-2  
HOT97.7 4-2  
WZOU 8-4  
Q105 4-4  
KIIS 8-5  
PWR106 7-5  
WMXP 8-5  
WAVA 9-6  
WIOQ 12-7  
Z90 8-7  
WCKZ 9-7  
KHTK 9-8  
WTIC 11-8  
WKSS 10-8  
Z95 15-10  
KWOD 12-10  
KTFM 10-10

## MORE MAJORS:

HOT102 14-11  
PWR96 16-13  
WKSE 23-13  
KXXR 21-17  
B97 24-20  
KBEQ 28-23  
WPLJ 31-27  
HOT97 33-30

FIVE DAY: 36,644 SINGLES!

FIVE DAY: 47,000 ALBUMS!

## HOT SALES AT:

#4 Northern Lights Music/Mpls  
#6 Record & Tape Outlet/Col  
#8 Nat'l Record Mart/Pitts  
#8 Music Plus/L.A.  
#9 Harmony House/Detroit  
#9 City One Stop/L.A.  
#10 Transworld/Natl  
#10 Wherehouse/L.A.  
#10 Record Bar/Natl

CO  
RE  
FA  
TO

IISHA



# Ear Candy

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**Ear Candy** (ē'r', kan'dē), *n.*

1. A musical riff or solo; that which stimulates the auditory sense.
2. A musical term for overdubbing or sweetening of a multi-track recording.
3. Sound so good, you can taste it.
4. A new record label headed by Nile Rodgers and Tom Cossie; located at:  
149 Fifth Avenue, New York, NY 10010.

\*Ear Candy Logo™ RoCo Entertainment Corp. BMG Logo® Registered Trademark of BMG Music. ©1991 RoCo Music Group.\*

**BMG**  
INTERNATIONAL

\*International representation by BMG International. BMG International is a division of BMG Music, a Bertelsmann Music Group Company.\*





# BREAKOUTS

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

**MUSIC PEOPLE / GREGG SHAVER / OAKLAND**  
New Jack City (ST)  
Ed OG & Da Bulldogs  
REM  
Bulletboys

**NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH**  
REM  
Bulletboys  
Dolly Parton  
BD Productions (Live)  
Rick Astley  
New Jack City (ST)  
Doors (G-Hits)

**NAVARRÉ / TOM TUOMELA / MPLS**  
REM  
Bulletboys  
Quincy Jones  
Doors (G-Hits)  
New Jack City (ST)  
BD Productions (Live)  
Amy Grant

**NORTHEAST ONE-STOP / GEORGE SMITH / ALBANY**  
REM  
Joni Mitchell  
Rick Astley  
Bulletboys  
Godfathers  
Morrissey  
Triplets

**NORTHERN LIGHTS / KIRK MILLER / ST PAUL**  
REM  
Morrissey  
Throwing Muses  
Material Issue  
Nova Mob  
Godfathers

**NOVA / JOHN UNDERWOOD / ATLANTA**  
New Jack City (ST)  
REM  
Doors (ST)  
BD Productions (Live)

**PACIFIC COAST ONE-STOP / RICH LOCKWOOD / CHATSWORTH**  
REM  
Bulletboys  
Earl Klugh  
New Jack City (ST)  
Teddy Pendergrass  
Albert Collins  
Joni Mitchell

**PRO ONE-STOP / PAUL JOHNSON / TEMPE**  
DJ Quik  
Gang Starr  
Vince Gill  
REM  
Happy Mondays  
Brand Nubians  
Bulletboys

**Q RECORDS & VIDEO / GERALD BAIN / MIAMI**  
REM  
Earl Klugh  
Rick Astley  
Great White

**RECORD & TAPE OUTLET / LYNN BATCHECK / COLUMBUS**  
REM  
Bulletboys  
New Jack City (ST)  
Rick Astley  
Will Downing

**RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND**  
REM  
Bulletboys  
Godfathers  
Throwing Muses  
Rick Astley

**ROSE RECORDS / CHRIS MORRISON / CHICAGO**  
Doors (ST)  
Joni Mitchell  
Oleta Adams  
Another Bad Creation  
New Jack City (ST)

**ROUNDUP / LAURA AVERY / SEATTLE**  
Enigma  
New Jack City (ST)  
REM  
Vince Gill  
Cathy Dennis

**SHOW INDUSTRIES / SHELLY TUCKER / LA**  
Oleta Adams  
Amy Grant  
Rembrandts  
New Jack City (ST)

**SOUNDS & VIDEO / KATHY STAMM / MILWAUKEE**  
REM  
Bulletboys  
Oleta Adams  
BD Productions (Live)  
Jesus Jones  
Firehouse

**STATEWIDE / MARK MARTENS / POTTSVILLE, MI**  
REM  
Enigma  
Radiators  
Godfathers  
Bulletboys

**STREETSIDE / KIM HAYES / ST LOUIS**  
REM  
Saigon Kick  
Great White  
Bulletboys  
King Of The Hill

**TOWER / TIM STOBIE / FRESNO**  
K Of Distinction  
Sa-Fire  
George Thorogood  
Fixx

**TOWER / LOUIE ANTHONY / LAS VEGAS**  
REM  
Santana  
Nova Mob  
John & Mary  
Bloc

**TOWER / GARY SHUFFLER / SAN DIEGO**  
New Jack City (ST)  
REM  
Joni Mitchell  
Divinyls  
Material Issue

**TOWER / MICHELLE ERICKSON / SHERMAN OAKS**  
REM  
Doors (G-Hits)  
Material Issue  
Blasters  
Tanita Tikaram  
LL Cool J

**TOWER ATLANTA / SARA DEEL / ATLANTA**  
REM  
Joni Mitchell  
Ben Tankard  
Shirley Horn  
Jellybean

**TRACKS / DONNA AGRESTO / NORFOLK**  
REM  
Amy Grant  
Blues Travelers  
Feelies  
Samples

**TURTLES / KATHY ROBERTS / ATLANTA**  
Vince Gill  
Jesus Jones  
Gang Starr  
Herb Alpert  
Bulletboys  
REM  
Tara Kemp

**UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA**  
Doors (ST)  
Jesus Jones  
Amy Grant  
Teddy Pendergrass  
REM

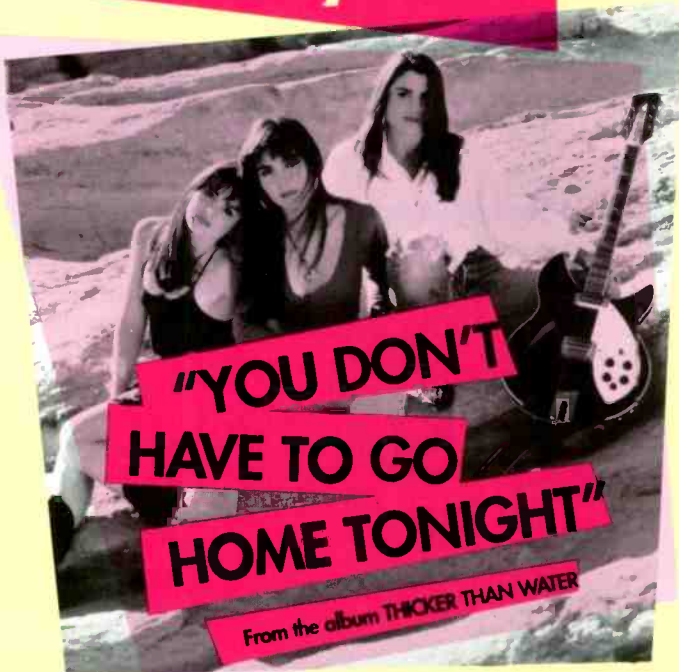
**VINYL VENDORS / VALERIE ELLIOTT / KALAMAZOO**  
REM  
Bulletboys  
BD Productions (Live)  
Rick Astley  
K-9 Posse  
Earl Klugh  
Tanita Tikaram

**WALL TO WALL / STEVE CHALFANT / PHILADELPHIA**  
Jesus Jones  
Amy Grant  
REM  
Queensryche  
Londonbeat

**WHEREHOUSE / BOB BELL / LA**  
REM  
New Jack City (ST)  
Amy Grant  
Bulletboys  
BD Productions (Live)

**WILMI SALES CORP / MICHAEL SMITH / NEW YORK**  
REM  
Bulletboys  
Rick Astley  
Radiators  
Godfathers

# triplets



**"YOU DON'T  
HAVE TO GO  
HOME TONIGHT"**

From the album **THICKER THAN WATER**

# Cinderella



**"HEARTBREAK  
STATION"**

From the album **HEARTBREAK STATION**

Written By The Triplets/E. Lowen/D. Navarro \* Produced By Steve Barrn & Timy Peluso for Star Song Productions

## OVER 50 DEBUTS THIS WEEK! 42-37 HITS TOP FIFTY SINGLES!

|         |     |       |       |  |
|---------|-----|-------|-------|--|
| YT00    | add |       |       |  |
| I95     | add |       |       |  |
| KJ103   | add |       |       |  |
| KCAQ    | add |       |       |  |
| WZKS    | add |       |       |  |
| WYCR    | add |       |       |  |
| HOT95   | add |       |       |  |
| WABB    | add |       |       |  |
| WFHN    | add |       |       |  |
| WHHY    | add |       |       |  |
| WHOT    | add |       |       |  |
| WSSX    | add |       |       |  |
| KXYQ    | deb | 28    |       |  |
| KPLZ    | deb | 29    |       |  |
| B94     | deb | 29    |       |  |
| KEGL    | deb | 30    |       |  |
| HOT94.9 | deb | 30    |       |  |
| KBEQ    | deb | 33    |       |  |
| WIOQ    | deb | 34    |       |  |
| WBNQ    |     |       | 30-25 |  |
| PWR99   |     |       | 29-26 |  |
| KYYY    |     |       | 38-26 |  |
| WERZ    |     |       | 34-26 |  |
| KKRZ    |     |       | 30-27 |  |
| KKRD    |     |       | 32-27 |  |
| KISR    |     |       | 34-27 |  |
| WGTV    |     |       | 34-28 |  |
| WDBR    |     |       | 38-28 |  |
| WHTO    |     |       | 36-28 |  |
| Q102    |     |       | 32-29 |  |
| KFBQ    |     |       | 39-29 |  |
| KCMQ    |     |       | 36-29 |  |
| WWFX    |     |       | 36-29 |  |
| WBWB    |     |       | 35-29 |  |
| WTFX    |     |       | 35-29 |  |
| KFFM    |     |       | 38-30 |  |
| WAYS    |     |       | 38-30 |  |
| WQUT    |     |       | 36-30 |  |
| WVSR    |     |       | 36-30 |  |
| KWOD    |     |       | 34-31 |  |
| KZZU    |     |       | 38-31 |  |
| WSTW    |     |       | 38-32 |  |
| KNOE    |     |       | 39-33 |  |
| WNCI    |     | 23-20 |       |  |
| KISN    |     | 25-21 |       |  |
| FM104   |     | 30-22 |       |  |
| 999KHI  |     | 30-23 |       |  |
| KIKX    |     | 30-24 |       |  |
| WLAN    |     | 34-25 |       |  |

| AVERAGE MOVE | AGGRESSIVES (4 or more) |
|--------------|-------------------------|
| 3.20         | 64                      |

## CROSSOVER!

|        |     |       |  |
|--------|-----|-------|--|
| WKDD   | add |       |  |
| K92    | add |       |  |
| KKYK   | add |       |  |
| WTFX   | add |       |  |
| WRCK   | add |       |  |
| KIKX   | add |       |  |
| B98    | add |       |  |
| WQID   | add |       |  |
| KG95   | add |       |  |
| KZII   | add |       |  |
| Q101   | add |       |  |
| WAYS   | add |       |  |
| WAZY   | add |       |  |
| 103CIR | add |       |  |
| WSSX   | add |       |  |
| WSTW   | add |       |  |
| WTFX   | add |       |  |
| Y102   | add |       |  |
| WSKZ   |     | 18-14 |  |
| WOKI   |     | 18-15 |  |
| Q104   |     | 21-16 |  |
| KTUX   |     | 27-21 |  |
| WNCI   |     | 26-23 |  |
| WDBR   |     | 29-25 |  |
| OK95   |     | 30-26 |  |
| Z104   |     | 30-27 |  |
| WRVQ   |     | 31-28 |  |
| WWFX   |     | 33-28 |  |
| KBOZ   |     | 31-28 |  |
| KNIN   |     | 35-29 |  |
| WPRR   |     | 33-30 |  |
| KZZU   |     | 33-30 |  |
| KIXY   |     | 36-31 |  |
| WAAL   |     | 36-32 |  |
| KMOK   |     | 38-34 |  |
| WPST   |     | 37-34 |  |
| KAKS   |     | 40-35 |  |
| WVBS   |     | 40-36 |  |
| KISR   |     | 40-36 |  |
| WOMP   |     | 40-37 |  |
| KF95   |     | 40-37 |  |
| Z99    | deb | 25    |  |
| KFBQ   | deb | 35    |  |
| KFTZ   | deb | 39    |  |
| KYYY   | deb | 39    |  |
| 999KHI | deb | 40    |  |
| WVSR   | deb | 40    |  |

Produced by John Jansen and Tom Keifer \* Mixed by Steve Thompson and Mike Barbiero

PolyGram





# HITS TOP FIFTY ALBUMS

2  
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*R.E.M.* explodes out of the box to debut at #2. The *Doors* soundtrack jumps from #16 to #5. *Another Bad Creation's* single leads the album up the chart with a 7-point jump to #23. *New Jack City* soundtrack debuts at #33 and jumps from #8 to #3 on Jams' rap albums. Other debuts this week are *Teddy Pendergrass* at #35, *Timmy T* at #40, and *Jesus Jones* at #43. *Londonbeat* and *Amy Grant* debut at #49 and #50, both with smash singles leading the way.

|    |    |    |
|----|----|----|
| 1  | 1  | 1  |
| -- | -- | 2  |
| 2  | 2  | 3  |
| 8  | 4  | 4  |
| -- | 16 | 5  |
| 11 | 9  | 6  |
| 10 | 5  | 7  |
| 4  | 6  | 8  |
| 3  | 3  | 9  |
| 6  | 8  | 10 |
| 18 | 12 | 11 |
| 5  | 7  | 12 |
| 7  | 10 | 13 |
| 9  | 11 | 14 |
| 13 | 14 | 15 |
| 12 | 15 | 16 |
| 23 | 13 | 17 |
| 15 | 17 | 18 |
| 26 | 22 | 19 |
| 38 | 27 | 20 |
| 25 | 26 | 21 |
| 17 | 19 | 22 |
| 36 | 30 | 23 |
| 19 | 21 | 24 |
| 20 | 24 | 25 |

| ARTIST               | TITLE                | LABEL             | COMMENTS                 |
|----------------------|----------------------|-------------------|--------------------------|
| <b>MARIAH CAREY</b>  | MARIAH CAREY         | Columbia 45202    | New single shipping      |
| <b>R.E.M.</b>        | OUT OF TIME          | Warner Bros 26496 | Detonates out of the box |
| STING                | THE SOUL CAGES       | A&M 6405          | Ready for new single     |
| C & C MUSIC FACTORY  | GONNA MAKE YOU...    | Columbia 47093    | Second 45 smash          |
| DOORS                | SOUNDTRACK           | Elektra 61047     | Movie mania              |
| CHRIS ISAAK          | HEART SHAPED WORLD   | Reprise 25387     | Hot video                |
| BLACK CROWES         | SHAKE YOUR MONEY     | Def Am/Rep. 24278 | Big MTV                  |
| WILSON PHILLIPS      | WILSON PHILLIPS      | SBK 93745         | Smash single leads       |
| VANILLA ICE          | TO THE EXTREME       | SBK 95325         | Single developing        |
| WHITNEY HOUSTON      | I'M YOU'RE BABY...   | Arista 8616       | Ready for new single     |
| ENIGMA               | MCMXC AD             | Charisma 91642    | Hot video, smash 45      |
| GLORIA ESTEFAN       | INTO THE LIGHT       | Epic 46829        | New single soon          |
| MC HAMMER            | HAMMER DON'T HURT... | Capitol 92857     | Hot video                |
| BETTE MIDLER         | SOME PEOPLE'S...     | Atlantic 82129    | Steady                   |
| TESLA                | FIVE MAN ACOUSTICAL  | Geffen 24311      | Smash single leads       |
| MADONNA              | IMMACULATE COLL      | Sire/WB 26440     | Falling                  |
| GREAT WHITE          | HOOKED               | Capitol 95330     | Single developing        |
| GUY                  | THE FUTURE           | Uptown/MCA 10115  | Single crossing          |
| QUEENSRYCHE          | EMPIRE               | EMI 72806         | Single going Top 40      |
| OLETA ADAMS          | CIRCLE OF LOVE       | Fon/Mer 846-346   | Lp Gold now              |
| L L COOL J           | MAMA SAID KNOCK...   | DJ/Col 46888      | Title cut shipping       |
| AC/DC                | THE RAZOR'S EDGE     | Atco 91413        | Falling some             |
| ANOTHER BAD CREATION | THE PLAYGROUND...    | Motown 6318       | Smash single leads       |
| DIGITAL UNDERGROUND  | THIS IS AN EP...     | Tommy Boy 964     | Falling                  |
| INXS                 | X                    | Atlantic 82140    | Ready for new single     |

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



# R.E.M.

## "LOSING MY RELIGION"

THE NEW SINGLE

PRODUCED BY SCOTT LITT & R.E.M.

FROM THE ALBUM OUT OF TIME

★★★★

ROLLING STONE

HEAVY ROTATION

ON MTV

**MOST ADDED! CROSSOVERS WINNER! BREAKOUTS WINNER!**  
**EARRICKS WINNER! DEBUT <sup>2</sup>HITS TOP FIFTY ALBUMS!**

KKBQ add  
KRBE add  
I95 add  
K96.7 add  
HOT94.9 add  
98PXY add  
KSND add  
KZZU add  
WAPE add  
WBBQ add  
WPST add  
Z102 add  
KTUX add  
WOKI add  
KZZB add  
KATM add  
WYCR add  
99KG add



G98 add  
KFBQ add  
KFMW add  
KFTZ add  
KKHT add  
KNIN add  
KZOZ add  
PWR92 add  
WAAL add  
WBNQ add  
WCGQ add  
WHTO add  
WJLQ add  
WKSF add  
WNYP add  
WQUT add  
WSTW add  
ZFUN add

HOT SALES AT:

#1 Transworld/Natl #1 Strawberries/Boston #1 Nat'l Record Mart/Pitts #1 Record Bar/Natl  
#1 Turtles/Atlanta #1 Warehouse/L.A. #1 Karma/Indianapolis #1 Specs/Florida  
#1 Sounds & Video/Milwaukee #1 Q Records & Video/Miami #1 Title Wave/Mpls



©1991 WARNER BROS. RECORDS INC.

TOP  
50

# HITS TOP FIFTY ALBUMS

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K

|  | 2<br>W<br>K<br>S<br>A<br>G<br>O | L<br>A<br>S<br>T<br>W<br>E<br>E<br>K | T<br>H<br>I<br>S<br>W<br>E<br>E<br>K | ARTIST               | TITLE                | LABEL                      | COMMENTS                 |
|--|---------------------------------|--------------------------------------|--------------------------------------|----------------------|----------------------|----------------------------|--------------------------|
|  | 21                              | 23                                   | 26                                   | PAUL SIMON           | RHYTHM OF SAINTS     | Warner Bros 26078          | Consistent seller        |
|  | 16                              | 18                                   | 27                                   | GARTH BROOKS         | NO FENCES            | Capitol 93866              | #1 Neobilly              |
|  | 14                              | 20                                   | 23                                   | SIMPSONS             | THE SIMPSONS SING... | Geffen 24308               | New 45 developing        |
|  | --                              | 46                                   | 29                                   | DOORS                | BEST OF              | Elektra 60345              | Movie mania              |
|  | 22                              | 28                                   | 30                                   | HARRY CONNICK JR.    | WE ARE IN LOVE       | Columbia 46146             | Falling some this week   |
|  | 24                              | 25                                   | 31                                   | PHIL COLLINS         | SERIOUS HITS...LIVE  | Atlantic 82157             | Falling some             |
|  | 40                              | 34                                   | 32                                   | THREE TENORS         | DOMINGO, CARRERAS..  | London 430-433             | PBS Special              |
|  | --                              | --                                   | 33                                   | <b>NEW JACK CITY</b> | <b>SOUNDTRACK</b>    | <b>Giant/Reprise 24409</b> | <b>From #2 movie</b>     |
|  | --                              | 36                                   | 34                                   | DIVINYLS             | DIVINYLS             | Virgin 91397               | Hot 45 & MTV             |
|  | --                              | --                                   | 35                                   | TEDDY PENDERGRASS    | TRULY BLESSED        | Elektra 60891              | Breaking at retail       |
|  | 29                              | 35                                   | 36                                   | DAMN YANKEES         | DAMN YANKEES         | Warner Bros 26159          | New single shipping      |
|  | --                              | 39                                   | 37                                   | JONI MITCHELL        | NIGHT RIDE HOME      | Geffen 24302               | Hot at retail            |
|  | 34                              | 37                                   | 38                                   | RALPH TRESVANT       | RALPH TRESVANT       | MCA 10166                  | New 45 breaking Top 40   |
|  | 35                              | 33                                   | 39                                   | BELL BIV DEVOE       | POISON               | MCA 6387                   | Falling some             |
|  | --                              | --                                   | 40                                   | TIMMY T              | TIME AFTER TIME      | Quality 15103              | Contains #1 single       |
|  | 27                              | 32                                   | 41                                   | JANET JACKSON        | RHYTHM NATION        | A&M 3920                   | Huge radio smash leading |
|  | 28                              | 31                                   | 42                                   | TRIXTER              | TRIXTER              | Mech/MCA 6389              | Rock                     |
|  | --                              | --                                   | 43                                   | JESUS JONES          | DOUBT                | SBK 95715                  | 45 starting at Top 40    |
|  | --                              | 44                                   | 44                                   | DJ QUIK              | QUIK IS THE NAME     | Profile 1402               | Rap                      |
|  | 32                              | 29                                   | 45                                   | QUEEN                | INNUENDO             | Hollywood 61020            | Falling this week        |
|  | 30                              | 48                                   | 46                                   | EPMD                 | BUSINESS AS USUAL    | DJ/RAL/Col 47067           | Rap mavens               |
|  | --                              | 45                                   | 47                                   | MORRISSEY            | KILL UNCLE           | Sire/Reprise 26514         | Pomo King                |
|  | 33                              | 42                                   | 48                                   | ALEXANDER O'NEAL     | ALL TRUE MAN         | Epic/Tabu 45349            | Contains multi format 45 |
|  | --                              | --                                   | 49                                   | LONDONBEAT           | IN THE BLOOD         | Radioactive 10192          | Top 10 single leads      |
|  | --                              | --                                   | 50                                   | AMY GRANT            | HEART IN MOTION      | A&M 5321                   | Smash single leads       |

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

**NEXT UP**

RICK ASTLEY (RCA)  
RUDE BOYS (Atlantic)  
HI-FIVE (Jive/RCA)

VINCE GILL (MCA)  
STEELHEART (MCA)  
BULLET BOYS (WB)

R MCGUINN (Arista)  
WARRANT (Columbia)  
FIREHOUSE (Epic)



## digital underground

### "Same Song"

From the forthcoming motion picture soundtrack Nothing But Trouble

#### FLASHMAKER!

#### 24 HITS TOP FIFTY ALBUMS!

|                |       |                     |
|----------------|-------|---------------------|
| <b>KIIS</b>    | add   | <b>BREAKING AT:</b> |
| <b>WMXP</b>    | add   | <b>WIOQ</b>         |
| <b>WBXX</b>    | add   | <b>Q105</b>         |
|                |       | <b>FM102</b>        |
| <b>PWR106</b>  | 6-3   | <b>Q106</b>         |
| <b>KS104</b>   | 5-4   | <b>KTFM</b>         |
| <b>FM102</b>   | 5-5   | <b>KS104</b>        |
| <b>B95</b>     | 11-9  | <b>Z90</b>          |
| <b>KKFR</b>    | 17-13 | <b>B95</b>          |
| <b>HOT97.7</b> | 19-13 | <b>KCAQ</b>         |
| <b>KPRR</b>    | 18-14 | <b>KYRK</b>         |
| <b>WFHT</b>    | 23-20 | <b>WQXA</b>         |
| <b>WAVA</b>    | 25-22 | <b>WBPR</b>         |
| <b>I94</b>     | 27-22 | <b>WRHT</b>         |
| <b>HOT97</b>   | 31-28 |                     |



**ACTIVE!**

Management: Altron Gregory



## The Black Crowes

### "She Talks to Angels"

From the album Shake Your Money Maker

#### CROSSOVER!

#### 7 HITS TOP FIFTY ALBUMS!

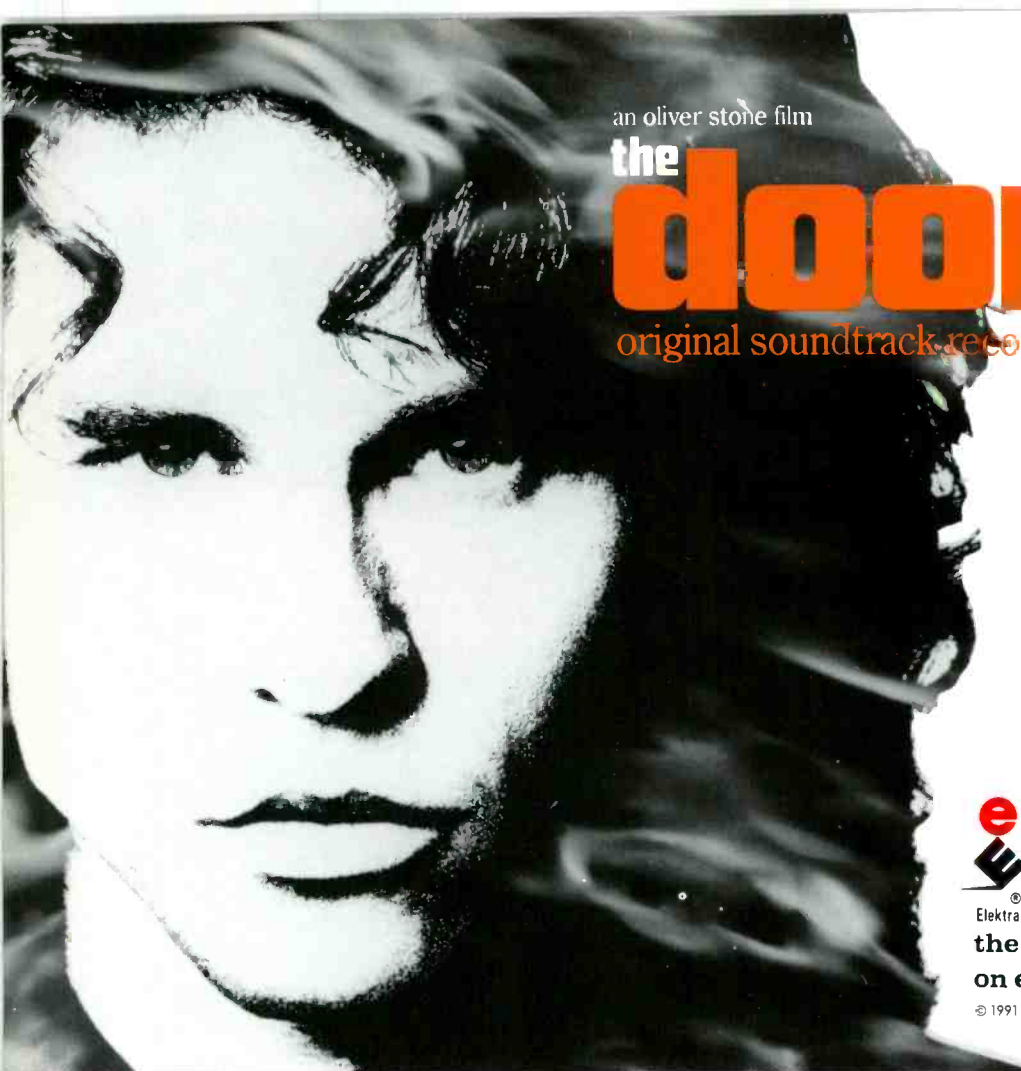
|              |     |             |        |              |       |
|--------------|-----|-------------|--------|--------------|-------|
| <b>Z99</b>   | add | <b>WRQK</b> | deb 25 | <b>KATM</b>  | 4-2   |
| <b>WERZ</b>  | add | <b>Q101</b> | deb 28 | <b>WSKZ</b>  | 9-3   |
| <b>Z104</b>  | add | <b>WABB</b> | deb 29 | <b>I95</b>   | 8-6   |
| <b>KCHX</b>  | add | <b>WRVQ</b> | deb 30 | <b>KFMW</b>  | 19-14 |
| <b>KMCK</b>  | add | <b>WSSX</b> | deb 30 | <b>WOKI</b>  | 17-14 |
| <b>PWR92</b> | add | <b>WQID</b> | deb 31 | <b>WAPE</b>  | 22-18 |
| <b>WSNX</b>  | add | <b>Y107</b> | deb 33 | <b>G98</b>   | 23-20 |
| <b>WTBX</b>  | add | <b>KFBQ</b> | deb 34 | <b>Z102</b>  | 24-20 |
|              |     | <b>WIFC</b> | deb 35 | <b>KTUX</b>  | 24-20 |
|              |     | <b>WSTW</b> | deb 35 | <b>CK105</b> | 25-21 |
|              |     |             |        | <b>Q102</b>  | 27-23 |
|              |     |             |        | <b>WIXX</b>  | 30-24 |
|              |     |             |        | <b>WCIL</b>  | 29-24 |
|              |     |             |        | <b>KISR</b>  | 29-24 |
|              |     |             |        | <b>WQUT</b>  | 31-25 |
|              |     |             |        | <b>WNYP</b>  | 29-25 |
|              |     |             |        | <b>WKZL</b>  | 34-26 |
|              |     |             |        | <b>WWFX</b>  | 35-27 |
|              |     |             |        | <b>WKSF</b>  | 34-27 |
|              |     |             |        | <b>Q104</b>  | 31-27 |
|              |     |             |        | <b>WNCI</b>  | 31-28 |
|              |     |             |        | <b>WCGQ</b>  | 37-29 |

#### HOT SALES AT:

- #3 Transworld/Natl
- #3 Turtles/Atlanta
- #3 Wall To Wall/Phila
- #3 Best Buy/Col
- #3 Karma/Indianapolis
- #5 Record Bar/Natl
- #5 Warehouse/L.A.
- #6 Vinyl Vendors/Cetorit
- #7 Strawberries/Boston
- #7 Record Theater/Bufalo

Produced by George Drakoulis  
Executive Producer: Rick Rubin

© 1991 Reprise Records



an oliver stone film

# the doors

original soundtrack recording

**16-5 HITS TOP FIFTY ALBUMS!**  
**BREAKOUTS WINNER!**

**"break on through"**  
the single and video

**ON THE AIR AT:**

**KHMX/HOUSTON**  
**Z100/NEW YORK**  
**KIIS/LA**

The **DOORS** soundtrack already  
gold, **Billboard d. 40\***  
**THE BEST OF THE DOORS-150,000**  
ten day, **Billboard 71\***

**On MTV active rotation.**

**film grossed over**  
**\$18 million in 2 weeks**  
**of release**



Elektra

**the ceremony has begun again...**  
**on elektra cassettes and compact discs.**

© 1991 Elektra Entertainment, A Division of Warner Communications Inc. A Time Warner Company.

**HITS**

# WAVELENGTH



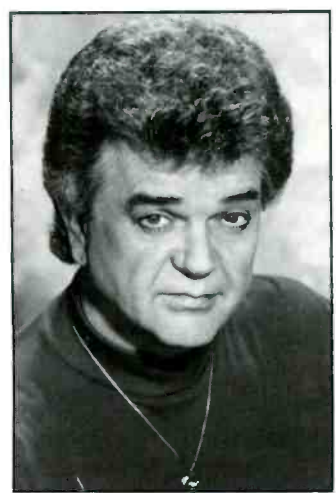
by **Lenny Beer & Mike Murphy**

**Rick Dees** and **Wally Clark** lose seven zillion dollar lawsuit, **Houston Rockets** soar with newly named **Hakeem Olajuwon** (Hakeem, isn't he an indie promoter?), **Big Tuna** now repping the hottest talent in radio, Top 40 radio discovers **Another Bad Creation** and **Tesla** (better late than never, but what the hell's the problem?), **Joni Mitchell** makes the year's best album, **Queensryche** breaks big at **MTV** and soars at Top 40 with the potential for a #1 single and #1 album combo, **REM** debuts on our album chart at #2 (we suggest you talk to your local retailers, this thing is huge), **Jeff McCluskey & Assoc.** close to locking up a deal with **Baghdad Radio**. Expect Parallel status if they carry "Future Hits"..... **Lee Durham** signs

on with **Columbia** in Atlanta, **UNLV** takes the **Chicago Bulls** in four straight to win the NBA Championship and **Generalissimo Francisco Franco** is still dead..... New candidates this week at **KDWB** Minny include **Louis Kaplan**, **Kevin Robinson**, **Mark Todd** and **John Ivey**, but we're still **BETTING ON BOLKE**..... **B94** Pittsburgh is still a hotbed of activity with PD **Danny Clayton** exiting for the PD chair at **WKTI** Milwaukee. Current **KTI** PD **Mike Berlak** upped to **OM**..... **Z95** Chicago now **HOT94.7** (this week). Next week they could be **NOTSOHOT**. **HELL NO**, **HELL YES!**..... **HOT97** New York morning man **Bill Lee** exits for the morning zoo at **KMEL** San Francisco. Also, **Keith Naftaly** looking for

streetwise news reporter. Send T&R, don't call..... Look for **Ardman Broadcasting** to purchase **KXXR** Kansas City..... The **Howard Stern/KLSX** LA deal getting closer to reality..... **KDON** Salinas PD **Steve Wall** out. Current **KSRR** San Antonio APD **Michael Newman** in..... **Don Robertson** out as PD at **KIXY** San Angelo & will remain on air. **Scotty Snipes** from **KKLS** Amarillo takes over..... **John Squyres** new GM at **KRZR** Fresno..... **WJMX** Florence MD **Bob Chase** is out with **Dave Allen** taking over..... **Ric Austin** new MD at **WFHT** Tallahassee..... MD **Mike Browne** resigns at **Y102** Redding..... APD **Pat Thomas** is out at **KWNZ** Reno and can be reached at 702-329-7039..... **Blowin' In The Wind**: **Eddie**

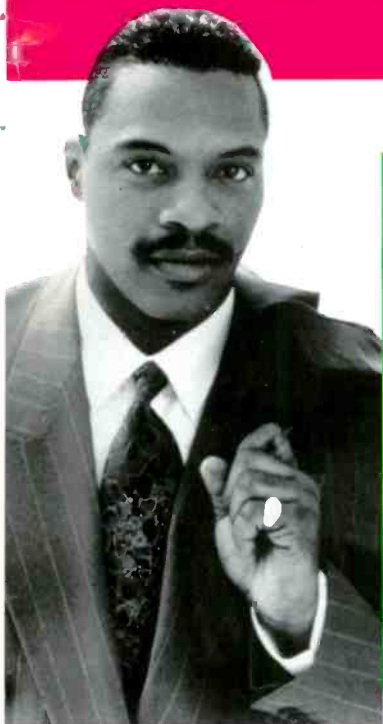
**Haskell**, **Sky Daniels** and **MJ Kelli**..... **ARB** monthlies have **Z100** NY, **KIIS** and **KPWR** LA all dropping..... **Hensley** misplaced our **Danny Clayton** photo, so thought you'd like this one of **Conway Twitty**.



# CELINE DION

"(If there was) Any Other Way"

**TOP 40 MOST ADDED!  
A/C MOST ADDED!  
FLASHMAKER!  
EARPICKS WINNER!**



## Alexander O'Neal

"All True Man"

From the album All True Man

**FLASHMAKER!**

**45-41 HITS TOP FIFTY SINGLES!  
#1 URBAN HIT!**

|       |        |        |       |              |
|-------|--------|--------|-------|--------------|
| WPGC  | add    | KXXR   | 14-11 | BREAKING AT: |
| PWR99 | add    | WNVZ   | 16-13 | PRO-FM       |
| Y94   | add    | PWR106 | 24-21 | Q105         |
| FM102 | add    | KKRZ   | 25-21 | KBEQ         |
|       |        | Y107   | 27-23 | FM102        |
| Q106  | deb 30 | KISN   | 29-26 | KDWB         |
| WPLJ  | deb 34 | WXKS   | 34-31 | KKFR         |
| WIOQ  | deb 35 |        |       | HOT102       |
|       |        |        |       | WTIC         |
|       |        |        |       | WPHR         |
|       |        |        |       | WKSS         |
| KMEL  | 11-10  |        |       |              |



# FIREHOUSE

"Don't Treat Me Bad"

From the album Firehouse

**NOW ON OVER 100 TOP 40's!  
FLASHMAKER!**

"This is a perfect song for resurgence of mainstream Top 40. This song is testing very well!"  
Garrett Michaels, WZPL

"14-8 Top 5 phones for the last 2 weeks! Don't daypart this record — it's an across the board smash."  
Scott Hughes, WRQK



# CANDYMAN

"Nightgown"

From the album Ain't No Shame in My Game

**MTV ADD!  
OVER 800,000 SOLD!  
EARLY TOP 40 ACTION!**

|         |      |      |      |
|---------|------|------|------|
| B96     | WIOQ | WFHT | KPRR |
| HOT97.7 | KTFM | WJAD | WFLY |
| KXXR    | B95  | WCKZ | WRHT |



# THIS IS AN AD ABOUT STORIES.

Poison, Heart and Bonnie Raitt, it's our developing artists that create our framework.



Listen in 1991 as we begin to construct our future and break new

expanded their alternative base and ascended to a new level.



With two Top 5 AOR tracks and the gold album **AH VIA MUSICOM**,

**MAKE THE DIFFERENCE** with her rich voice and the message of her crossover hit "This House." But while these artists lay the groundwork for the future, we

captures the energy and excitement of the '90s dance boom.

**KYM MAZELLE**

is bringing the London house scene to its knees with her four-octave

his own with a debut album, a #1 NAC and Top 10 AC track.



The view from the street looks incredible as we continue our upward climb with **AT YOUR**

But It Productions have helped Capitol *Hammer* out the shape of things to come by assembling a roster of artists that are destined to strengthen our structure.

**ONE C**

album. **SPECIAL GENERATION** TAKE IT TO THE FLOOR with their new single "Spark Of Love." And the vocal punch

reinforcement, and we've imported some artists to give us an additional foothold. With three gold and platinum-plus albums, **THE BOX** break out of Canada and

Record Mirror raving "For songwriting craft...Horse have few peers."



But friends are many for the talented **PHIL PERRY**, who

THE HEART OF THE MAN. With a new release, **MANTRONIX** has everyone moving at the clubs and radio with "Step To Me (Do Me)" from

**DREAM**, a 5-piece band that blends the styles of rock, funk, soul and folk for a unique, accessible sound. And putting the final touches on their self-titled debut,



These are just a few of the stories we'll be creating as we ascend to new heights in '91. For Capitol, the sky's the limit.

## CAPITOL RECORDS. BUILDING

And Capitol Records' commitment to nurturing new talent and building careers. While a sturdy foundation has been set this past year by multi-platinum artists such as M.C. Hammer,

ground in a variety of musical formats. With the 4AD/Capitol album **HEAVEN OR LAS VEGAS**, **COCTEAU TWINS** have

**ERIC JOHNSON** has become an instrumental part of rock radio. Fifteen-year-old **TRACIE SPENCER** continues to

continue to take artist development to new heights.



The movement becomes non-stop as **ADEVA** and her explosive self-titled debut

vocal range and **BRILLIANT!** debut album. After playing with Tom Scott, U2, Jeff Lorber, Richard Marx and many more, saxman **DAVE KOZ** steps out on

**OWN RISK** from rapper **KING TEE** and the M.C. Ren-produced **TO HELL & BLACK** from **C.P.O.**



**AUSE ONE EFFECT**, just off tour with M.C. Hammer, are preparing to **DROP THE AXXE** with a third single from their debut

of **B ANGIE B** and her self-titled **Bust It** debut is currently knocking out urban radio.



But no structure is complete without

onto AOR radio with their U.S. debut album **THE PLEASURE AND THE PAIN**. And Europe has already embraced Scottish band **HORSE** with

started out his career singing backup for everyone from Barbra Streisand and Quincy Jones to George Duke and Madonna. Some even lend a hand on his debut album

**THE INCREDIBLE SOUND MACHINE**.



Currently building an alternative base is the vision of **MAGGIE'S**

**SCHOOL OF FISH** are helping to mold new music with their first single, video and out-of-the box alternative hit "3 Strange Days."



**FROM THE GROUND UP.**

**Giant Records Delivers  
The New Power For The New Decade  
NEW JACK CITY**

Featuring songs by

**Ice-T**

**Guy\***

**Keith Sweat**

**Christopher Williams**

**Johnny Gill**

**2 Live Crew**

**F.S. Effect**

**Essence**

**Color Me Badd**

**Danny Madden**

**Troop / Levert** featuring rap by **Queen Latifah**

\*on CD only

**Music From The Motion Picture Soundtrack**



**NEW JACK CITY**

**giant** 

On Giant Cassettes and Compact Discs

New Jack City is a Warner Bros. Inc. Motion Picture. Executive Producers: Doug McHenry and George Jackson

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