

H

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S

U 2 IS COMING

See Page 3

WINNERS

FLASHMAKERS

ARETHA/GEORGE (ARISTA)

 BANGLES (COLUMBIA)
 STEVE WINWOOD (ISL/WB)
 ROBBIE NEVIL (MANHATTAN)

CROSSOVERS

GREGORY ABBOTT (COL)

 RATT (ATLANTIC)
 DONNA ALLEN (ATCO)
 PAUL LEKAKIS (ZYX)

EARPICKS

PETER WOLF (EMI)

 GLASS TIGER (MANHATTAN)
 PATTY SMYTH (COLUMBIA)
 PSEUDO ECHO (RCA)

BREAKOUTS

REO SPEEDWAGON (EPIC)

 BRUCE WILLIS (MOTOWN)
 CLUB NOUVEAU (WB)
 LOS LOBOS (SLASH/WB)

WILDCARD

CUTTING CREW (VIRGIN)

Many major market program directors love this first release from new U.S. label. We agree, it sounds like a natural. It is going right on the radio.



Georgia Satellites

These good ol' Southern guitar heroes struck a chord in the heart of record buyers nationwide.

HOT NEW RELEASES

BOSTON "CAN'TCHA SAY" MCA 53029

CUTTING CREW "DIED" Virgin 7-99481

DEEP PURPLE "CALL OF" PolyGram 885-6177

SAMANTHA FOX "DO YA" RCA 1031-7-J

KENNY LOGGINS "HALFWAY" Columbia 38-06690

NEVILLE BROTHERS "WHATEVER" EM 8372

POISCN "TALK DIRTY" Capitol/Enigma 7-89398

PRINCE "SIGN" P.Park/WB 7-28399

SIMPLY RED "RIGHT THING" Elektra 7-69487

STABILIZERS "SIMPLE" Columbia 38-06700

GINO VANNELLI "WILDHORSES" CBS Assoc 4-06699

JODY WATLEY "NEW LOVE" MCA 52956

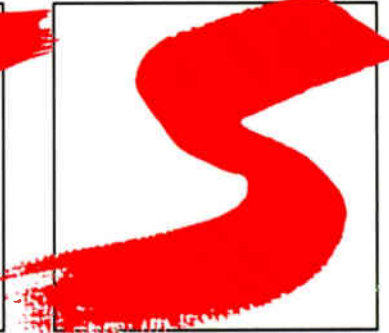
LOOKING FOR A NEW LOVE



Jocky Watley

Produced by André Cymone and David Z.
Direction: Bennett Freccó Management

MCA RECORDS



Headquarters:

15477 Ventura Blvd.
Suite 300
Sherman Oaks, CA 91403

(818) 501-7900



At last year's NARM convention, Jan D. Timmer, chairman and chief executive officer of PolyGram International, told us it was coming, and now, with the joint agreement between Philips and Sony, Compact Disc Video, the revolutionary new audio/video entertainment system, is finally available. The new configuration combines digital audio with LaserVision's analog video to produce the latest in high quality sight and sound. Timmer and PolyGram have consistently been the leaders in CD technology and their latest advance is sure to delight audio and videophiles everywhere.



4

SINGLES

Bon Jovi will not be headed, although a strong field of contenders is looming right behind. Club Nouveau is the hottest jumping record in the world.



28

DIALOGUE

In his more than a quarter century in the music business, Ray Anderson, Senior VP of Marketing for Epic/Portrait and the Associated Labels, has done it all, from his days at Fenway Distributors in Pittsburgh, to running promotion at many major labels, to the current Europe project and the brand-new, eagerly-awaited Michael Jackson album. In an exclusive conversation with Hits' Lenny Beer, the industry veteran shares his philosophy of creative marketing.



40

SPOTLIGHT

This week, Hits is proud to present the first annual Lite Celebrity Grammy Picks, in which daytime hunk John Stamos, Osmond family member Donny, soap star Doug Davidson and "Family Ties" rocker Tina Yothers share their (ahem) expert predictions on this year's music business awards.



44

ALBUMS

The Beastie Boys have done it, nudging out Bon Jovi in a close one-two struggle. No one else comes close.

FLASHMAKERS 18	CROSSOVERS 22	REQUESTS 24
<i>The Aretha/George duet continues its charge to the top.</i>	<i>Gregory Abbott and Ratt lead the pack.</i>	<i>Club Nouveau, Europe and Starship lead the field.</i>
EARPICKS 32	INPLAY 38	BREAKOUTS 48
<i>Peter Wolf and Glass Tiger soar.</i>	<i>Alphabetical info. here.</i>	<i>REO Speedwagon knocks off Bruce Willis.</i>
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NEAR TRUTHS 12	"BEAT'S ME" 42	
FAR TRUTHS 13		



TOP FIFTY SINGLES

Bon Jovi will not rest, nor will it allow anyone to pass it on the chart. Great contenders are mounting a challenge as the Georgia Satellites, Chicago, Jets, Beastie Boys, Huey Lewis, Ronstadt /

Ingram and Bruce Willis all wait their turns. And speaking of turns, note how quickly Club Nouveau is moving for its turn.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	BON JOVI	PRAYER	PolyGram 888 1847	Continues dominating
5	2	GEORGIA SATELLITES	KEEP YOUR HANDS	Elektra 69502	Hot sales
4	3	CHICAGO	WILL YOU	WB 7-28512	Sales gaining
6	4	JETS	YOU GOT IT ALL	MCA 52968	Hot sales
8	5	BEASTIE BOYS	FIGHT FOR RIGHT	DJ/Col 38-06595	Radio catching up now
7	6	HUEY LEWIS	JACOB'S LADDER	Chrysalis 43097	Big radio
9	7	RONSTADT/INGRAM	SOMEWHERE OUT THERE	MCA 52973	Radio catching up
11	8	BRUCE WILLIS	RESPECT YOURSELF	Motown 1876	Cable special hot
2	9	SAMANTHA FOX	TOUCH ME	RCA 006-7-R	New 45 shipping
17	10	JANET JACKSON	LET'S WAIT	A&M 2906	5th smash
12	11	PETER GABRIEL	BIG TIME	Geffen 7-28503	Video action
10	12	LIONEL RICHIE	BALLERINA GIRL	Motown 1873	Peaking
20	13	BRUCE HORNSBY	MANDOLIN RAIN	RCA 5087	Another smash!
3	14	BILLY & THE BEATERS	AT THIS MOMENT	Rhino 74403	New 45 out
28	15	CLUB NOUVEAU	LEAN ON ME	WB 7-28430	Heading #1
18	16	DEAD OR ALIVE	BRAND NEW LOVER	Epic 34-06374	Big gains
22	17	EUROPE	THE FINAL COUNTDOWN	Epic 34-06416	Going the distance
24	18	EDDIE MONEY	I WANNA GO BACK	Columbia 38-06569	Gaining
26	19	STARSHIP	NOTHING'S GONNA	RCA 5019-7-G	Gaining fast
21	20	JOURNEY	ALRIGHT	Columbia 38-06301	Good callouts
23	21	CAMEO	CANDY	PolyGram 888-1937	Another giant
25	22	EXPOSE	COME GO WITH ME	Arista 9555	Hot dance record
31	23	GENESIS	TONIGHT	Atlantic 7-89290	Biggest one yet
15	24	LUTHER VANDROSS	STOP TO LOVE	Epic 34-06523	Lp sales up
19	25	READY FOR THE WORLD	LOVE YOU DOWN	MCA 52947	New 45 starting urban

(Based on a combination of sales and airplay)

CUTTING CREW

BROADCAST

(I JUST) DIED IN YOUR ARMS
WHAT A WAY TO GO!



From The LP BROADCAST. Out Now.
Produced By Terry Brown/John Jansen and
Cutting Crew.

Virgin

© 1987 Virgin Records America Inc.



TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
30	26	WANG CHUNG	LET'S GO	Geffen 7-28531	Good increases
14	1	BOSTON	WE'RE READY	MCA 52985	New 45 shipping
29	28	COREY HART	CAN'T HELP FALLING	EMI 8368	Selling now
1	29	SHIRLEY MURDOCK	AS WE LAY	Elektra 69518	Giant crossover
33	30	REO SPEEDWAGON	THAT AIN'T LOVE	Epic 34-06656	Selling already
35	31	CROWDED HOUSE	DON'T DREAM	Capitol 5614	Good gains
13	32	CINDERELLA	NOBODY'S FOOL	PolyGram 884-8517	On tour with Bon Jovi
16	33	CYNDI LAUPER	CHANGE OF HEART	Portrait 37-06431	New single coming
39	34	LOU GRAMM	MIDNIGHT BLUE	Atlantic 7-89304	Foreigner vocalist
27	35	MADONNA	OPEN YOUR HEART	Sire/WB 7-28508	Over now
34	36	JEFF LORBER	FACTS OF LOVE	WB 7-28588	Falling
44	37	ARETHA/GEORGE	KNEW YOU WERE...	Arista 9559	Going all the way
40	38	STACEY Q	WE CONNECT	Atlantic 7-89331	Steady
42	39	HIPSWAY	HONEYTHIEF	Columbia 38-06579	Good growth
43	40	TINA TURNER	WHAT YOU GET...	Capitol 5668	Some gains
37	41	ANITA BAKER	RAPTURE	Elektra 69511	Needs new single now
48	42	STEVE WINWOOD	THE FINER THINGS	Island/WB 7-28498	Grammy nominee
45	43	BRUCE SPRINGSTEEN	FIRE	Columbia CS7-02639	Peaking early
46	44	DURAN DURAN	SKIN TRADE	Capitol 5670	Some gains
---	45	ROBBIE NEVIL	DOMINOES	Manhattan 50053	Two in a row
36	46	TOTO	WITHOUT YOUR LOVE	Col 38-06570	Falling
---	47	BANGLES	WALKING DOWN	Columbia 38-06674	Fourth hit
50	48	DAVID & DAVID	AIN'T SO EASY	A&M 2905	Some gains
38	49	CHICO DEBARGE	TALK TO ME	Motown 1858	New 45 shipping
---	50	BILLY IDOL	DON'T NEED A GUN	Chrysalis 43087	Radio gains

NEXT UP

A-HA (WB)
 DONNA ALLEN (Atco)
 GLASS TIGER (Manhattan)

PETER WOLF (EMI)
 GREGORY ABBOTT (Columbia)
 GLEN MEDEIROS (Amherst)

(Based on a combination of sales and airplay)

SIMPLY RED



FLASHMAKER!

94Q	add	WKRZ	add
Z93	add	WPST	add
PWR99	add	WNNK	add
KWSS	add	95XIL	add
KZZP	add	WJAD	add
WTIC	add	KDON	add
KATD	add	KKAZ	add
KHIT	add	KZFN	add
KCPX	add		

KKLS	add	WOMP	add
WPFM	add	WFXX	add
KTRS	add	KISR	add
95XXX	add	WZYP	add
KQIX	add	WAZY	add
WCGQ	add	WDBR	add
KFIV	add	KYYA	add
WGAN	add	KTMT	add
		B91	add

"THE RIGHT THING"

[7-69487]

FROM THE FORTHCOMING ALBUM,
MEN AND WOMEN

[60727]

Produced by Alex Sadkin

Representation: Worldwide—So What Art Ltd./USA in association with Burton Management

Elektra Records congratulates Simply Red on their two Grammy Nominations:

Best New Artist

Best Pop Performance by Duo or Group With Vocal—"Holding Back The Years"

Simply Red will be performing live at the
Grammy Award Ceremonies in Los Angeles on February 24th.

**THEY'RE ALL WINNERS...
ON ELEKTRA MUSIC CASSETTES, RECORDS, AND COMPACT DISCS.**

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Spanky and Our Gang

That's none other than newly appointed Z100 New York air personality Spanky McFarland (formerly of Z102, Savannah, GA) stopping by the Hits' (Your #1 Source For Stopping By) office to hang out with our own love goddesses Gertrude (l) and Hermina. Asked about the direction of his fingers, Spanky said, "Oh, I didn't know you said point at the Hits."

Pic Of The Week



CD Video: Big News At NARM

After years of discussion and projections, the CD Video format was *officially* unveiled at this year's NARM convention.

"Last year I told you it was coming," said PolyGram International Chairman and Chief Executive Officer Jan D. Timmer. "Now with the joint agreement between Philips and Sony announced earlier in the week, CD Video is a reality."



**CD Video — At NARM '87,
the future finally happened.**
(continued on page 9)

Poison, Tesla Fuel Metalmania

The metalmania onslaught continues this week with the two latest derby winners: Enigma/Capitol's Poison and Geffen's Tesla.

That's right, the headbangers of America have once again united and made a concerted drive to their friendly neighborhood record store. And they're buying. Boy are they buying! This week Tesla rockets to #25 on the *Hits* Top Fifty Album chart, while Poison climbs to #38.

Account reports on Tesla are impressive. This week the album, "Mechanical Resonance" hits at #2 RTI One Stop; #2 Vinyl Vendors; #6 Sound Video; #8 Sea Port; #10 Harmony House, and on and on.

"Tesla is blowing out the door," said Vicki Olivera of Sea Port. "We've gone through 150 LPs and 800 cassettes in a three week period. Everybody's got to have it."

"It's the fastest selling record out of the gate so far in '87," said Kim Simmons of

House Of Guitars. "It's definitely headed to the top," said Mike Clark of CML One Stop. "It's the first success story of 1987."

As for Poison, account reports list "Look What The Cat Dragged In" at #4 Sound Warehouse; #8 Camelot; #8 Central South; #9 Vinyl Vendors; #16 CML; and the list goes on.

"After having an extremely successful in-store with Poison on Friday the 13th, and after seeing the cross section of turnout, I am certain that this should not be poisonous to any programmer," said CML's Clark.

"I could sum it up in three letters — MTV," said National Record Mart's Doug Smith. "Poison will be in the Top Ten next week for sure and Tesla is right on its heels."

So chalk up another two for the power of MTV, and you can be sure that the metal onslaught will continue.

FRONT PAGE

C o v e r S t o r y

We're Waiting For U2

It's kind of hard to call U2's "The Joshua Tree" Lp, shipping March 9, the band's "breakthrough" album. Take into account that the band's last three studio albums sold in excess of one and a half million units each, and the group's EP, "Wide Awake In America," sold an amazing 600,000 units. Add to that the hysteria created whenever the band announces *any* tour dates in *any* city, and it would be pretty easy to give U2 the always popular tag of "superstar."

Still, with the release of the album, and the single "With Or Without You" (March 2), Island is hoping to break U2

wide open. We're talking multi-format, mass appeal action.

"The first run we really had with a single was with 'Pride In The Name Of Love,'" said Island's head of Promotion Bob Catania. "In retrospect, that single sort of predated the mass appeal impact this band really had."

Catania noted that "Pride" had pretty well run its course at Top 40 by the time the band began touring, and before all the notoriety of Live-Aid and Amnesty International. "What happened was that some of the Top 40s that didn't play the record took a look at their market and suddenly saw the

band selling out five nights and creating hysteria," said the Promotion exec. "I think we had a lot more airplay as a recurrent after the fact. Later, came Live-Aid and Amnesty International and the buzz around the band just continued to grow.

"At this point, I think the Top 40 guys feel it's a band they want to deal with if the music's right," Catania continued. "My ears tell me this is a mass appeal hit."

"It's a great album," said Island President Lou Maglia. "At this point in their career, the band has a lot of expectations to meet, and I think this record is all the things some-



body could expect from U2."

According to the company President, a special manufacturing arrangement has enabled Island to release 300,000 Compact Discs around the time of the vinyl and cassette release dates. And, as usual expect massive consumer press coverage including a *Rolling Stone* cover story on March 19.

CD Video

(continued from page 8)

Timmer demonstrated a five inch gold CD Video Single on a prototype Philips/Magnavox "Combi Player." That player accommodates the new CD Video Single as well as the existing audio-only Compact Disc and LaserVision discs.

"The beauty of CD Video is that it is a standardized system that is both backward compatible — able to play existing CD and LaserVision software — and forward upgradable. No optical discs playable on the CD Video system will ever be obsolete," Timmer stated.

The expected consumer launch date for both the hardware and the software is Fall 1987.

Goldman Blasts Reporting System

RCA/Ariola President Elliot Goldman took some serious swipes at the existing, traditional information reporting system during his keynote address at last week's NARM convention in Miami.

Goldman told the merchandising confab of his uneasiness with "your surprising willingness to accept a store reporting and charting system which not only doesn't reflect your own activity, but encourages attempts to distort and manipulate the existing reporting system."

Goldman's remarks were not directed exclusively to retail though.

"Are we manufacturers so uncertain about our companies' abilities to choose the

right artists and to record commercially successful product that we feel the only way to have commercial success is to hype



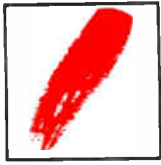
Elliot Goldman — *It's time to change traditional reporting systems.*

our product by means that distort the reporting system at radio and retail?" Goldman queried.

The company President then turned his attention to the retail community and asked, "Are you merchandisers so unsure of your ability to read or influence your customers with progressive forms of marketing that you are willing to take information from whatever source it comes, with no sense of the correctness of that information?"

To both questions, Goldman answered with a resounding, "I think not."

In a direct attack at the longstanding practices of the traditional trade publications, (continued on page 10)



FRONT PAGE

NARM Best Seller Award Winners

The annual NARM Best Seller Awards were handed out in Miami last week. Each winner represents the NARM determined best seller in a given category. And the winners are:

Single (7"), "That's What Friends Are For," **Dionne Warwick**; 12" Single, "Rumors," **Timex Social Club**; Soundtrack, **Top Gun**; Original Cast Album, **Cats**; Country Album Male, **Randy Travis**; Country Album Female, **Reba McEntire**; Country Album Group,

Alabama; Black Music Male, **Lionel Richie**; Black Music Female, **Whitney Houston**; Black Music Group, **Run DMC**; New Artist, **Cinderella, Outfield, Bruce Hornsby & The Range**; Jazz, **Bob James/David Sanborn**; Gospel, **Amy Grant**; Merchandised As Classical, **Andreas Vollenweider**; Music Video, **Van Halen**; Album Male, **Bruce Springsteen**; Album Female, **Whitney Houston**; Album Group, **Bon Jovi**; Best Selling Album, **Whitney Houston**.

Elliot Goldman (continued)

Goldman inquired: "Are our trade publications so dependent on the income generated from reporting systems that are easily influenced by the powerful and wealthy companies of our industry that they would not be willing to forego that income for a verifiably trustworthy sales reporting system?" Again the answer was, "I think not."

Goldman also brought the artist into the picture. "Talented people performing at superior levels that truly induce the consumer to buy their product should see their triumphs reflected in reporting systems that are accurate, reliable and accepted. Anything else cheapens us all."

Goldman blasted the current industry practice of rushing to gain as many station adds as possible in the quickest amount of time on any given record.... "Allowing a building time that is reflective of the audience's listening desire is not only a healthier situation

for all concerned, but is exactly what takes the 'crapshoot' aspect out of our business," he stated. He further condemned what he termed the "175-stations-in-two-weeks-or-bust attitude" that he claimed was the haven of "the uninitiated, uninformed and irresponsible elements of our business."

According to the industry veteran, "The solution is obvious and simple.... It requires a commitment from manufacturers, merchandisers, trade publications and the media to establish accurate and verifiable reporting systems to a central and non-corruptible source, with appropriate penalties for those who choose to attempt to distort that system."

Goldman called for NARM, the RIAA, "the involved trade publications," and the NAB, "to begin the process of setting the timetables and goals to which we must commit ourselves."

The Ladder

A rundown of executives on the move



Weiner



Rovner



Laverty



Whalley

Mort Weiner has been appointed Vice President of Sales and Distribution for Motown. He most recently held the same post for Total Experience Records.... **Jack Rovner** has been appointed Vice President, Marketing, East Coast for Columbia Records. He had been Director, Product Development, East Coast for the past year.... **Marilyn Laverty** has been appointed Vice President, National Press and Public Information, Columbia Records. Both the East and West Coast Publicity staffs will report to her. She had been Director, National Press and Public Information since 1986.... **Tom Whalley** has been promoted to the position of Vice President, A&R, Capitol Records. He was most recently A&R Director for the label.... **Steve Backer** is the new Director, National Video Promotion for E/P/A Records. He had been Director, National College Marketing for CBS since 1984.... **Michael Johnson** is

the new Vice President of Promotion and Marketing for Wing Records. He was previously Vice President, Black Promotion for EMI America. In addition, the label has named **Heather Irving** its Director, Pop A&R. She spent the last eight years at Epic Records.... **Kenneth M. Kaufman** has been named Senior Vice President, Legal Affairs for PolyGram. In addition, the label has named **Bob Payne**, Manager, A&R for PolyGram Records.... RCA has upped four to the position of Regional Promotion Director. **James "Butch" Waugh**, **Steve Leavitt**, **Bill Kennedy** and **Larry Van Druff** previously held the title of Manager, Regional Promotion.... **David Witzig** has been promoted to Capitol's National Director of Sales. He has been a Special Accounts Manager for the label for the past year and a half.... At A&M, **Stuart Goldberg** has been appointed Promotion Rep. in Philadelphia.



Johnson



Backer



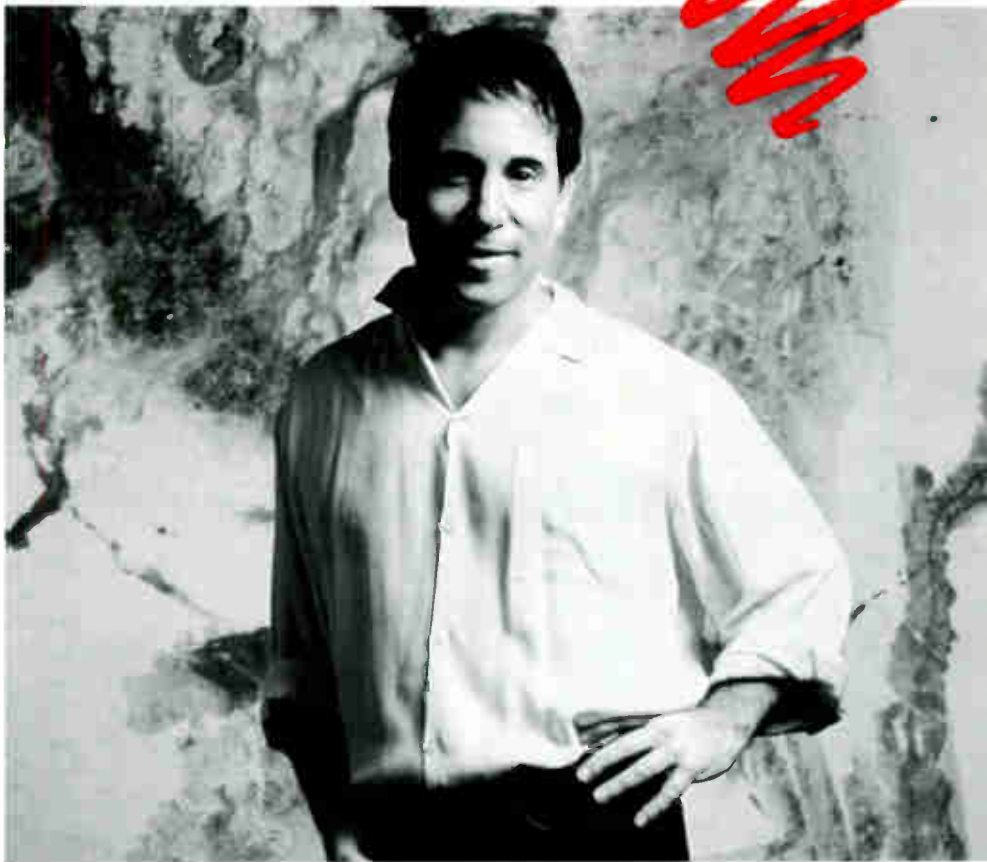
Irving



Payne



P A U L S I M O N



The Boy In The Bubble

15 HITS TOP FIFTY-ALBUMS! GIANT ALBUM SALES
CONTINUE WITH SUPER MULTI MEDIA EXPOSURE.

WMMS	add	FM102	deb 36
CFTR	add	KROQ	deb 37
WINK	add	RK102	deb 39
WHHY	add	KIYS	39-35
WIXX	add	BREAKING AT:	
WFXX	add	95INZ	
Q101	add	KATD	
WVBS	add	WGH-FM	
		WKSI	
		KSND	
		WBBQ	

**The new single from the
Paul Simon album "Graceland
on Warner Bros. Records**

Produced by Paul Simon

Engineer: Roy Halee



© 1986 Warner Bros. Records Inc.



FRONT PAGE

Grandmaster Cassingle



That's an assortment of Elektra artists, including *Grandmaster Flash* (c) displaying *Flash's* new cassingle "U Know What Time It Is," from the artist's upcoming Elektra project.

Sell Out In Africa

Paul Simon performed before more than 20,000 enthusiastic fans at Rufaro Stadium in Zimbabwe over the weekend, accompanied by Miriam Makeba, Hugh Masakela and the a capella South African chorus, the Ladysmith Black Mambazo, in the opening of his "Graceland" tour. There were no reported incidents, even when Masakela closed one song by chanting, "Bring Back Nelson Mandela."

Carr Is Driven

Personal manager extraordinaire Bud Carr has his hands full with a number of winning soundtrack projects. Carr was the music supervisor behind *Salvador* and *Hoosiers* (its score was nominated for an Oscar), and is the man behind the soon to be released *Platoon* soundtrack. In addition, Carr's been hired to do the music for Oliver Stone's new feature about the jungles of Wall Street. It's obvious, Carr knows the score.

Fear And Loathing In Miami

The following is just an assortment of items from the NARM Convention, held last week in Miami, Florida. The information was gathered by a number of spies and sleazy informants. We would have sent Hunter Thompson, but he was busy working on the biography of Oliver North.

Bon Jovi and **Cinderella** were helicoptered into the Fountainbleu to hang out at the label's hospitality suite, which, by the way was close to CBS'. One CBS exec threatened to send the Beastie Boys to label topper **Dick Asher's** home..... There was a lot of buzz about RCA/Ariola topper **Elliot Goldman's** shot at MCA and GRP during his keynote speech. Goldman was not happy about the labels' embracing the DAT format..... A real hot issue is the cassette single. Many think it makes sense since few of today's younger buyers own record players..... It was one of the best run NARM conventions in memory and our hats are off to **Mickey Granberg** and Co. for a job very well done. However, the Fountainbleu gets the "we'd rather stay home" award for the world's worst phone service, slimey rooms and non-existent room service. On the other hand, there were incredible French Fries at the coffee shop..... Was **Dick Williams** really practicing his putting in the aisle of the plane on the way to NARM?..... Hot tennis on the courts by the likes of Chrysalis' **Chris Wright**, Atlantic's **Dave Glew**, WB's **Murray Gitlin**, Arista's **Don Ienner** and MCA's **Lou Mann**..... The scholarship dinner was once again a major triumph and officials were deservedly proud of the role NARM is playing in the

education of many. It's the 20th year of the ceremony, marking over one million dollars of financial assistance to employees, their children or spouses of NARM regular and associate member companies..... Big buzz about the shifting physical location of the CD in outlets. Most stores now have CDs placed decidedly up front with vinyl now being found in the back of the store. The times they are a changin'..... Independent distributors have made a marked comeback over the past year, thanks to video and a slew of hot independent releases on such labels as Profile and Sleeping Bag..... How many video executives at NARM used to be in the music industry?..... Capitol topper **Joe Smith's** plane got cancelled on Saturday, so everyone expected him Sunday afternoon. But lo and behold, there he was courtside on the Lakers-Celtics telecast.

Love Tractor Pull

Love Tractor's (Big Time/RCA) set was cut short when the L.A. police and fire marshalls closed down the popular downtown hangout Al's Bar and arrested owner Mark Kreisel. A crowd of about 260, twice the club's legal capacity, was reportedly dispersed.

MUSIC WITH A STRONG FOUNDATION

CROWDED HOUSE



DON'T DREAM IT'S OVER

35-31 HITS TOP FIFTY SINGLES!
FLASHMAKER!

- KITS 6-3
- WLOL 7-4
- Y108 7-5
- WMMS 9-7
- PWR99 10-7
- KDWB 11-8
- RK102 23-13
- WPHD 17-13
- WLS 22-14
- KWSS 27-17

CAPITOL'S COMMITMENT PAYS OFF



ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
CROWDED HOUSE	3.73	34	6	3	8	7

THE DREAM HAS JUST BEGUN





NEAR TRUTHS

by I. B. Bad, Los Angeles

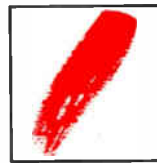
Just a few more notes on NARM '87: At the WEA product presentation, out strolled Elektra Marketing whiz **Mike Bone** in the loudest pair of Bermuda shorts, a clashing Hawaiian shirt, and of course a pair of shades. Bone proceeded to tell an elaborate tale of a forthcoming eight record set from Motley Crue priced at \$4.98 (ala the Isuzu commercial). All the while **Kenny Hamlin** was standing on the side yelling, "He's lying" (Ed McMahon, you have nothing to fear)..... And then there was the Arista presentation with a videotaped skit featuring the label's **Milt Sincoff**, **Joe Franklin** and **Jack Gilford**. The video did the trick as the room broke up and Sincoff is now fielding film offers (*Godfather V?*)..... And finally, who was that very heavy set man with a mustache, wearing a Hard Rock Cafe-New York T-shirt, who accidentally wandered into a Bar Mitzvah being held at the Fountainbleu? That wasn't bad, but he proceeded to keep walking and yell, "Come on Donnie, let's dance."..... Back on the West Coast, here's this week's item from the

"Whoops, how'd that happen dept": Apparently, IRS Records mistakenly failed to renew its option with its young chanteuse **Belinda Carlisle**. Subsequently Ms. Carlisle is in the process of shopping around. Where will she land?.... And the delay in **Michael Jackson's** forthcoming Lp could very well be the wait for duet partner **Barbra Streisand**. Insiders say there will be a duet on the record, if not with Barbra, then with..... Expect more big promotion department changes in the very near future. We're about to enter a serious period of transition..... Frontline's **Howard Kaufman** and **Denny Rosencrantz** in New York playing **Dan Fogelberg's** and **Boz Scaggs'** new tapes to CBS execs..... And the city is gearing for Monday, Feb 23 when Mayor **Tom** "Sure, We'll Give Them a Day" **Bradley** proclaims the day "Bangles Day" in Los Angeles. There's a big bash planned by Columbia staffers and you can expect to see such label heavyweights as **Walter Yetnikoff**, **Al Teller**, **Bob Sherwood** and **John Fagot**. The event takes place at Tramps..... **Tim Neece**, manager of **Bruce Hornsby** and **Charlie Sexton** is looking at a possible joint venture with a Southern California based management company. Leading contenders are **Ron Weisner**, **Ken Kragen** and **Michael Lippman**..... Will Capitol's **Tom Gorman** soon have to abide by New York's doggie leash laws?.... There's a big brou-ha-ha on the rise between **Motown** and **NARM**. According to the label, "No comment," but then again, what we'd expect..... And the beat goes on.

Day Glow



The Bangles— Mayor Tom Bradley declares Feb. 23 Bangles Day in Los Angeles.



CONTESTS

Dumb Grammy Contest!! Last Dumb Week!!!

Win A CD Player!

* * * *

We're So Glad This Is Almost Over!!!

Boy, we timed this contest perfectly. That highly discounted CD player we're going to give to the person who guesses the correct winners in the ten Grammy categories listed below, has just been slashed another 15% by the rip-off retailer we buy all our contest prizes from (we feel obliged to give him our business since he's our bookie). O.K. folks, this is it, the last week before the Grammys, and you know what that means: It means you won't have this Grammy contest to kick around anymore. It means one of the really dumb entries is going to win. It means one lucky person will get down on his knees and thank the lord that Hits Magazine (Your #1 Source For Thanking The Lord) decided to throw this stupid contest so that he or she could win a CD player. Quite frankly, for one of you, it means the greatest day in your entire, senseless life. We'll announce the winners in the March 16 issue, since it will take a few days to sort through some of the really dumb entries. Here are some examples of what we mean:

- Lia Fabro — RCA/Ariola — New York City**
Record Of The Year: "Greatest Love....," Whitney Houston
Album Of The Year: "Graceland," Paul Simon
Song Of The Year: "Friends....," Dionne & Friends
Best New Artist: Bruce Hornsby & The Range
Pop Vocal Female: "Papa Don't Preach," Madonna
Pop Vocal Male: "Higher Love," Steve Winwood
Producer Of The Year: Jimmy Jam & Terry Lewis
Rock Vocal Male: "To Be A Lover," Billy Idol
Rock Vocal Female: "Talk To Me," Stevie Nicks
Rock Vocal Duo/Group: "Missionary Man," Eurythmics

- Wendy Green — Tower — National**
Record Of The Year: "Sledgehammer," Peter Gabriel
Album Of The Year: "Graceland," Paul Simon
Song Of The Year: "Higher Love," Steve Winwood
Best New Artist: Bruce Hornsby & The Range
Pop Vocal Female: "True Colors," Cyndi Lauper
Pop Vocal Male: "Glory Of Love," Peter Cetera
Producer Of The Year: Paul Simon
Rock Vocal Male: "To Be A Lover," Billy Idol
Rock Vocal Female: "Back Where You Started," Tina Turner
Rock Vocal Duo/Group: "Sun City," Artists United.....



LETTERS TO THE EDITOR

Pay For Play

Dear Hits:

I love your magazine, and I'm very impressed that you've been able to last this long, considering what must be your high overhead, glossy look. Maybe it's your cynical, humorous way of presenting things that works — it certainly does for me!

Sincerely,

Jay Bouley
Program Director
WSPT
Stevens Point, WI

Editor replies: High overhead!!! Jay ol' buddy, it costs us a fortune just to keep Publisher Dennis Lavinthal happy with his week's supply of Twinkies. But seriously Jay, the reason we're going to be around for a long time to come is simple: Employee pay toilets. Our policy here at Hits (Your #1 Source For Pay Toilets) is "Hock up the dough if you've got to go."

Dear Sirs:

This publication never ordered your publication. We never read it. We don't want it. Please stop sending the unsolicited magazine.

Sincerely,

Luiane Lee
Entertainment Editor
Star-News
Pasadena, California

Editor replies: Congratulations Luaine, you are the 1000th Letter To The Editor, and in honor of this momentous occasion we are sending you, your entire staff, and your first born male, lifetime subscriptions to Hits Magazine. Oh, by the way Luaine, our receptionist wants to thank you. She could never paper train her Yorkshire Terrier until she started purchasing your publication.

Dear Hits:

I really enjoy the magazine!

Sincerely,

Fred Milani
Music Plus
Los Angeles, CA

Editor Replies: We've sucked another one.

Dear Hits:

Thanks for the kind words in the mag. Feb 2. The picture reminded me that I have to have a new one taken. I think the one you used was taken after several all-nighters with Bon Jovi and Cinderella.

Sincerely,

Derek Shulman
A&R
PolyGram Records

Editor replies: Listen Derek, the picture we used was a lot more flattering than the one we could have used. By the way, who blows up those inflatables anyway? And doesn't it get hot in all that leather?

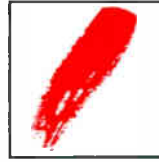
Dear Hits:

I love the line, "When the man sings, the phones ring" from the Hits' Gregory Abbott cover (1/27/87). It should have been the lead sentence. We all get a big kick out of your covers. Have you heard you're considered an editorial cult hit in some quarters of the New York mag. biz?

Sincerely,

Marcelle Clements
New York City

Editor replies: Yo baby, if you liked that line, you'll really flip for "What's Your Sign?" or howabout, "Love Your Nails." Of course, there's always our personal favorite, "Do You Like Mosquitos?" As for being a cult hit, we can only ask, "Do cults advertise?"



FAR TRUTHS

by Danny Fields, New York

Eat with Pete



Dead Or Alive's Pete Burns
—he will not dine alone.

The New York MCA crowd is getting everything in order for the arrival, from Hollywood, of the highest of the high, i.e. **Lew Wasserman, Sidney Sheinberg** and **Irving Azoff**, in New York for the March 5th opening night of "Starlight Express," in which the company has a BIG interest. Plans to cross-market the show and the album, in the style of "Urban Cowboy," kick off this week with the release of **EI Debarge's** version of the title song. Still running in London after three years, the show has something to do with people wearing roller skates pretending they're trains in a cross-country race. Yes. Anyhow, MCA execs are wearing cross-country smiles as the advance sales of the b.o. pass the 5 million point and keep climbing..... They're fuming a bit over at **Epic** on account of **Dead Or Alive** getting beaten out of a spot on *Saturday Night Live* by **Willie Nelson** (one senses a crisis mentality at work at SNL), but nothing can dampen the excitement that P.R. VP **Eliot Hubbard** and his department are experiencing as they contemplate the coming of the irrepressible **Pete Burns** and his boys. "He will not take a meal that is not in the company of an important journalist!" vows Hubbard, as Burns does the N.Y. whirl before flying out to L.A. for CBS' legendary annual Grammy Party, this year at Rex..... Speaking of L.A., Capitol's Promotion Mgr. **Rod Butler**, and A&R Mgr. **Steven Ray** accompanied **Ashford & Simpson** on a photo shoot set in New York's East 60's, where the duo live, which is part of the "Nobody Walks In L.A." promotion set in motion by Capitol and L.A. Gear. To prove the point of the song, A & S donned L.A. Gear, and walked the mean streets of New York, not that the East

60's are all that mean, and if you've followed this item this far, you're likely confused as we are as to what it's about..... **Clive Davis** is estatic that his inspirational pairing of **Aretha Franklin** and **George Michael** on the song "I Knew You Were Waiting," is topping the British charts this week. Davis presented the idea to Aretha, who was eager to do it, and so Michael flew to Detroit (you didn't think she would go to him, did you?) for the recording session, and then came back for the video shoot..... **Kris Kristofferson**, after being arrested in the Nevada desert for taking part in an anti-nuclear demonstration on the site of the underground A-tests (also participating in the protest: the **KBC Band**), stopped off in New York on his way to Moscow and spent some time with PolyGram President **Dick Asher**. K.K. is on his way to the U.S.S.R. as an "opportunity to educate myself," and, of course, is taking advantage of the fact that Donahue is b'casting live from Russia the very week he'll be there. Asher told the activist recording star that he'd be most interested to learn of his impressions of the world behind the Iron Curtain.

EPIC, PORTRAIT



REO Speedwagon

That Ain't Love

**33-30 HITS TOP FIFTY SINGLES!
BREAKOUT WINNER!**

KUBE add	KHTR 30-23	95INZ
WSSX add	92X 27-23	KWSS
WKQB add	KTKS 29-24	KWOD
WIGY add	Y108 28-24	KMJK
KRNQ add	KPLZ 30-25	
KKLS add	RK102 31-26	
Q100 deb 26		
K98 deb 28	BREAKING AT:	
WKTJ deb 29	Q107	
KIMN deb 29	KEGL	HOT SALES AT:
KPKE deb 32	Y95	National Record Mart
WRNO 21-16	KRBE	Pro One-Stop
WSKZ 20-16	KNBQ	Musicland
WLOL 27-17	WCAU	Karma
WERZ 28-21	Z93	Transcontinent
WMMS 26-21	94Q	CML One-Stop
WKSE 27-22	WLS	Lieberman Mt. Laurel
	Z94	Lieberman Chicago
		Lieberman Kansas City

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
REO SPEEDWAGON	3.26	35	6	6	7

Survivor

How Much Love



FLASHMAKER!

FROM THE ALBUM "WHEN SECONDS COUNT"
PRODUCED BY NEVISON/SULLIVAN

WXKS add	WRQN deb 29
KCPX add	KWK deb 30
Y100 add	WRNO deb 30
WZPL add	KQKQ deb 34
WKSE add	
K98 add	B97 29-25
93Q add	FM100 35-31
WANS add	WTLQ 40-35
KKAZ add	
KLUC add	
100KHI add	
KKXL add	
WZOK add	
KNAN add	

ALSO BREAKING AT:

KPLZ
99DTX
WMMS
KCPW
KZZP
WEAG
Y108

Europe

The Final Countdown

**■-■ HITS TOP FIFTY SINGLES!
■ HITS TOP FIFTY ALBUMS!**

#4 Central South
#5 Elroys
#5 Western Merch.

, & ASSOCIATED



The Barbusters

Featuring Joan Jett & Michael J. Fox

Light Of Day



'Til Tuesday

Coming Up Close

FLASHMAKER!

FROM THE ALBUM "WELCOME HOME"
PRODUCED BY RHETT DAVIES!

KCPX add	WXKS 5-2	BREAKING AT:
KSND add	KIYS 13-9	KITS
WFLY add	Z94 14-10	KATD
WGFM add	WPST 15-11	KEGL
KKXL add	WERZ 21-14	KRBE
Q104 add	RK102 33-28	WKSE
WFXX add	WKRZ 40-36	WPHD
Q101 add		WMMS
WGRD add		WCZY
WAZY add		99DTX
		RI104
		KZZU
		KCAQ
		KIKX
		WDJX

FLASHMAKER!

PRODUCED BY JIMMY IOVINE AND KENNY LAGUNA!
WRITTEN BY BRUCE SPRINGSTEEN!
FROM THE MOTION PICTURE SOUNDTRACK
"LIGHT OF DAY"

WXKS add	WRCK add	Z104 deb 36
KTKS add	WSKZ add	WKRZ deb 37
WRNO add	WERZ add	WMMS 37-29
WCAU add	KIYS add	WKDD 40-30
WKSE add	WGFM add	
95INZ add	WNOK add	BREAKING AT:
RK102 add	KSMB add	KRBE
WPHD add	KLUC add	KZZP
BJ105 add	KLYV add	B106
KHIT add	WPFM add	Z95
RI104 add	WQCM add	PWR99
KKRZ add	95XXX add	WROQ
KEZB add	KKXL add	
KRQ add	Q104 add	
KZZU add		

CBS ASSOCIATED



#7 Gamco
#7 Strawberries
#7 Album Den

#8 Kemp Mill
#9 Wall To Wall

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)
EUROPE	4.29	49	8	5	10	10	10





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)
CLUB NOUVEAU	7.55	79	29	14		10	10
GENESIS	6.85	84	14	4		10	
STARSHIP	5.77	76	9	3		-	10
JANET JACKSON	4.39	69	31	7		10	10
MADHOUSE	4.29	4	1	0	4		3
EUROPE	4.29	49	8	5		10	10
BRUCE HORNSBY	4.23	60	38	9	8	10	10
ARETHA / GEORGE	3.75	27	0	0	7		-
CROWDED HOUSE	3.73	34	6	3	8	4	
GLEN MEDEIROS	3.72	10	1	0		-	1
LOU GRAMM	3.62	31	2	0			4
EXPOSE	3.55	45	9	1	7	5	9
WANG CHUNG	3.52	40	2	0	8	1	
REO SPEEDWAGON	3.26	35	1	0	6		
TINA TURNER	3.17	26	0	0	5	4	
BRUCE WILLIS	3.08	43	41	12		10	10
HIPSWAY	3.02	17	0	0	6	4	
GEORGIO	3.00	2	0	0	7	-	
PAUL LEKAKIS	2.90	5	3	2	8	-	
DONNA ALLEN	2.83	6	0	0	5	-	
DURAN DURAN	2.79	16	1	1	6	5	
SHEILA E	2.77	4	2	0	6	-	
PETER GABRIEL	2.77	31	57	31	8	9	8
STEVE WINWOOD	2.72	16	0	0	6		
BANGLES	2.70	12	0	0	6	10	1
ROBERT CRAY	2.68	7	1	0	7	9	4
CAMEO	2.63	20	12	4	7	8	
SHIRLEY MURDOCK	2.55	8	3	3	5		9
BILLY IDOL	2.47	18	2	1	3	5	3
COVER GIRLS	2.40	1	2	1	7	-	
KOOL & THE GANG	2.36	10	0	0	3	5	3
COMMUNARDS	2.30	10	2	0	6	2	
HERB ALPERT	2.29	1	0	0	5	-	3
A-HA	2.21	10	3	0	8	1	4
EDDIE MONEY	2.15	19	40	7	5		8
BARBUSTERS	2.14	4	0	0	7	2	1
STACEY Q	2.09	10	2	1	4	1	
DEAD OR ALIVE	2.01	26	26	9	7		9

THE FOX ROCKS ON

SAMANTHA FOX



DO YA DO YA (WANNA PLEASE ME)

THE HOT FOLLOW UP SINGLE TO THE TOP FIVE HIT: "TOUCH ME (I WANT YOUR BODY)"
FROM HER DEBUT LP **TOUCH ME**

LP 1012-1-J

7 1031-7-J 12 1033-1-JD



1986 Zomba Productions Ltd. **RCA**
Manufactured and distributed by RCA Records.



FLASHMAKERS

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

Aretha / George continue to explode and dominate the market. Hot new adds were scored by **Peter Wolf** and **Glass Tiger**, while the **Bangles**, **Steve Winwood** and **Robbie**

Nevil move into closing gear. Keep your eye on **Glen Medeiros** on **Amherst** who has a major hit in the making.

ARETHA GEORGE WAITING ARISTA

Average Move: 3.75 *Aggressives:* 27
Two giant weeks of adds point to a major smash hit. New this week for PWR 99.7, KUBE, KATD, 99DTX, KDWB, WBLI, B93, KX104, FM100, KMJK, KPKE, KIMN, KCAQ, KIKX, Z104, WKZR, WFLY and many others. Early debuts include Z100, WAVA, Q107, B106, B94, KKBQ, Y100, Z93, 94Q, WGH, KPLZ, KHIT, KMEL, KWSS, KS103, FM102, KWK, KHTR, WL0L, WMMS, WZPL and WBCY.

BANGLES WALKING COLUMBIA

Average Move: 2.70 *Aggressives:* 12
Great action continues with new adds at WRNO, KPLZ, KHIT, KWOD, KWK, WKTI, KCPW, KKRZ, KZZP, WEAG, Y108, WGH, Y95, FM100, WNCI, KJ103, KRQ, KSND, WKDD, KQKQ, 93Q, WFLY, WRCK and WERZ. Moves 20-12 KROQ, 31-27 KATD, 33-29 KMEL. 36-31 FM102 and 40-35 B96.

STEVE WINWOOD FINER THINGS WB

Average Move: 2.72 *Aggressives:* 16
It's the week before the Grammys and the momentum is building with new adds at B94, B97, WLS, KMEL, KMJK, KKRZ, Y108, KWK, KIMN, 98PXY, FM100, WROQ, WKSI, WOKI, WRQN and WRCK. Moves 28-19 94Q, 30-25 WBBQ, 28-21 WEAG, 36-30 KPLZ, 38-33 WKDD, 30-22 KIYS and 37-31 Z104.

ROBBIE NEVIL DOMINOES MANHATTAN

Great action continues on this hot new act. Adds include Z93, PWR 99.7, KMEL, KKRZ, WKSS, RK102, Y107, KHTR, WL0L, WEAG, WRVQ, KRQ, KIYS, KJ103, Z102, WBBQ, WNYZ, WNNK, WERZ and more. Jumps 33-29 WTIC, 29-25 Y108 and 40-31 WGFM. Debuts at WCAU, WKSE, WCZY, KWK, KPLZ, KPKE and WROQ.

LOU GRAMM MIDNITE ATLANTIC

Average Move: 3.62 *Aggressives:* 31
Good album sellthrough is happening here as the record is now into the heart of its developmental stage. Adds at WTIC, KKRZ, WLS, Y107, WGTZ, WKZL, WBCY, WKLQ and WVSR. Hot moves at WPHD 31-9, WMMS 15-11, Z104 12-8, WKZR 14-11, WRNO 22-15, KEGL 30-21, WEAG 19-16, RI104 21-17, WGH 34-30, KPLZ 31-26 and WL0L 40-32.

HIPSWAY HONEYTHIEF COLUMBIA

Average Move: 3.02 *Aggressives:* 17
Turning good chart numbers now that include 17-15 KITS, 22-18 KATD, 28-18 WPHD, 26-21 WXKS, 25-21 RI104, 33-28 KZZU. Adds at B106, B104, KHIT, KWOD, Y107, KRQ, KCAQ, KQKQ, Z104 and others.

ROBERT CRAY BAND SMOKING POLYGRAM

Average Move: 2.68 *Aggressives:* 7
Top 20 album sales and big requests are leading this record to Top 40. Adds this week at WPHD, Q105, WGH, KTUX, KITY, WNYZ, WNNK, WRQN, KATD, KZOU, WKQB and KNAN. Moves 33-26 KSND, 30-26 WROQ, 34-27 WCZY, 15-13 94Q, 40-35 WMMS, 40-33 RK102, 40-33 WPST and Deb 25 95INZ.

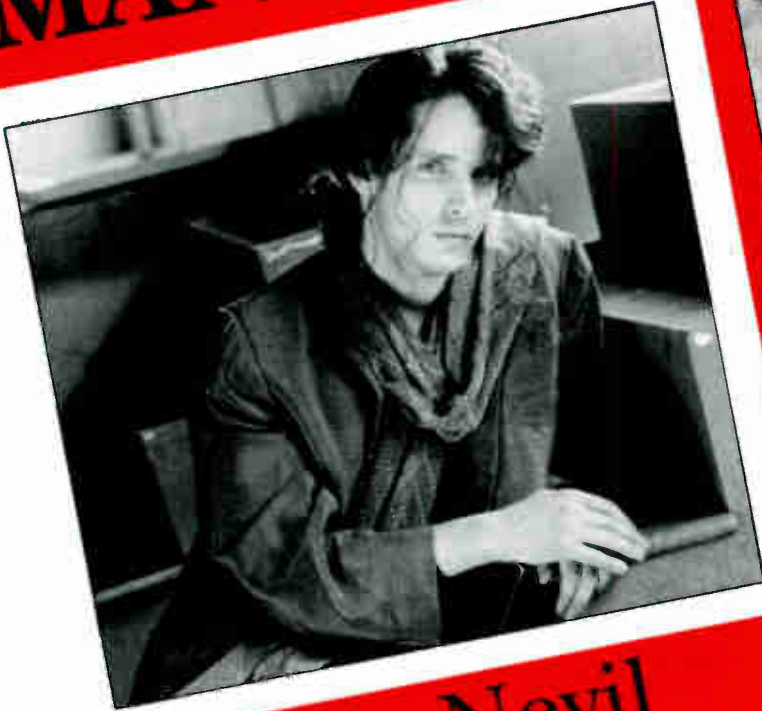
PETER WOLF COME EMI

#1 Most Added record of the week is the debut from his new solo project. It has that hot J. Geils feel and pulls instant adds at KEGL, WMMS, KHTR, PWR 99.7, WXKS, WCAU, Z93, WPHD, WL0L, WBCY, WCZY, 99DTX, WZOU, WROQ, KWK, KCPW, WGH, WZPL, KCPX, KTKS, KROQ, WEAG, KATD and many, many more.

GLASS TIGER I WILL MANHATTAN

Third cut from their solid debut album scores immediate adds at WMMS, WROQ, WBCY, WPHD, B97, WCAU, WXKS, WKSE, KWK, KDWB, 99DTX, WKTI, KATD, KJ103, WKZR, WNVZ, WKDD, K98, WEAG and others. Off to a great start.

MANHATTAN EXPRESS



Robbie Nevil

DOMINOES

FLASHMAKER WINNER!
HITS TOP FIFTY ALBUMS!
DEBUTS AT HITS TOP FIFTY SING

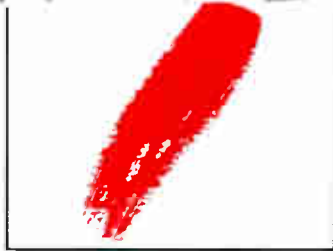
- | | | |
|-----------|-------------|---------|
| KMEL add | KKAZ add | BREAKII |
| KMJK add | KLUC add | 94Q |
| Z93 add | WMJQ add | WXKS |
| PWR99 add | KC101 add | KRBE |
| KHTR add | KNIN add | WGH FI |
| WLOL add | KYNO add | KUBE |
| KKRZ add | KBIU add | KNBQ |
| WKSS add | KTRS add | 99DTX |
| RK102 add | Z103 add | WMMS |
| WEAG add | WZOK add | KDWB |
| WRVQ add | WBAM add | KITS |
| Y107 add | | Y108 |
| KJ103 add | WCAU deb 31 | KHIT |
| Z102 add | KWK deb 32 | KATD |
| WNYZ add | KPLZ deb 32 | WBCY |
| KRQ add | KPKE deb 34 | |
| WNNK add | 92X deb 35 | |
| KIYS add | WCZY deb 37 | |
| WBBQ add | WKSE deb 38 | |
| WERZ add | WROQ deb 38 | |



Glass Tiger

I WILL BE THERE

- FLASHMAKER!**
- | | | |
|-----------|-----------|------------|
| WCAU add | KJ103 add | WNOK add |
| WXKS add | WRCK add | WSSX add |
| B97 add | KTUX add | WJAD add |
| WMMS add | WKOD add | KDON add |
| KDWB add | KZZU add | KKAZ add |
| KWK add | WSKZ add | KZFH add |
| WKTI add | KIYS add | KKLS add |
| WPHD add | WERZ add | 100KHI add |
| WKSE add | KIKX add | |
| 99DTX add | KIHK add | |
| WNVZ add | Y97 add | |
| KATD add | 95XXX add | |
| WROQ add | KOIZ add | |
| WBCY add | WINK add | |
| WKRZ add | WIGY add | |
| 93Q add | WVSR add | |
| K98 add | WCGO add | |
| WGFM add | KKRD add | |
| | WJMX add | |



FLASHMAKERS

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

BARBUSTERS LIGHT CBS ASSSOC

Average Move: 2.14 *Aggressives:* 4
Superstar power of Michael J. Fox and great film debut by Joan Jett are helping to explode this record onto playlists at WPHD, KTKS, 95INZ, KKRZ, WCAU, WRNO, KRQ, WKSE, RK102, BJ105, RI-104, WRCK, WSKZ, KIYS, WERZ, WGFM, KHIT, KZZU, WNOK, KSMB, KLUC, WPFM, WQCM, 95XXX, KKXL, Q104 and KLYV. Big phones are developing.

A-HA CRY WOLF WB

Average Move: 2.21 *Aggressives:* 10
Hot video play is helping produce big phones and new adds at RK102, WNOK, WSSX and WANS. Moves 17-8 Y100, 15-12 KCPX, 17-14 KCAQ, 18-15 PWR96, 26-20 KWSS, 23-18 KHIT, 31-26 KDWB and 33-29 WL0L. Potential hit record needs a bit more time to develop fully. Give this one a chance.

KOOL & GANG STONE POLYGRAM

Average Move: 2.36 *Aggressives:* 10
Quick growth here includes adds this week at WTIC, WKSE, KZZP, KCPX, WNCI, KIMN, 92X, KJ103, KCAQ, RK102, 93Q, KQKQ, WKSJ and KIYS. Jumps 30-24 Y100, 33-29 WKDD, 35-31 KMEL, 37-33 Y106 and 39-34 KCPW.

SURVIVOR HOW MUCH SCOTTI BROS/EPIC

Consistent hitmakers pick up new support from WXKS, Y100, KMJK, KCPX, WZPL, K98 and 93Q. Debuts at KWK, WRNO, KTUX, WKDD, KIYS, KQKQ, WRQN, WKSJ and moves 30-26 Y108 and 40-35 WTLQ.

CHRIS DEBURGH LADY A&M

Steady growth pattern continues with adds at Q107, Z93, 94Q, KRQ, KWK, KDON and KQIZ. Hot moves at RK102 12-10, WXKS 24-20, FM102 8-7, KWSS 29-25, WDJX 36-32 and KSND 26-22. This record has been around for months, has been a hit at both Pop/Adult and Album Rock radio, and will not go away. Check it out!

GLEN MEDEIROS NOTHING AMHERST

Average Move: 3.72 *Aggressives:* 10
Independently distributed smash picks up new adds from 94Q, PWR 99.7, B96, Z95, KITY, BJ105, KX104, WDJX, KZOU, WQCM and WKQB. Jumps 14-9 KSND, 22-15 KBEQ, 23-16 KIYS, 25-18 Q107, 25-20 WKSJ, 30-23 KATD and 28-24 WAVA. Many claim that the record explodes on the phones from as little as one well chosen play. It already went to #2 at KZZP and #1 at KLUC. Can't miss!

TIL TUESDAY CLOSE EPIC

Charismatic video performance by Aimee Mann is helping to convert new believers. Hot action includes moves of 5-2 WXKS, 14-10 Z94, 15-11 WPST, 21-14 WERZ, 13-9 KIYS, 33-28 RK102 and 40-36 WKRZ. Adds include KCPX, WGFM, KSND, WFLY, WWFX, KKXL and Q104. Another record that will not die. It has adult appeal and needs time to develop.

EIGHT SECONDS KISS POLYGRAM

Moves this week include 19-16 KSND, 31-25 KIKX, 36-30 WL0L and 40-36 WROQ. Adds include RK102, WKRZ, WSSX, Y97, KNOE and OK95.

SAMMY HAGAR WINNER COLUMBIA

Soundtrack single is pulling solid requests now and debuts at WPHD, KDWB, KKRZ, WEAG, WTLQ, KIKX and WERZ. Moves 16-14 KEGL, 38-33 KZZU, 37-33 KTUX and 34-30 WCAU. Adds include KUBE, WSPK, Y102, WKSS, WWFX, KZOU, Y97 and others. The movie opened with a first week box office take of over five million dollars. Watch closely.

PATTY SMYTH NEVER COLUMBIA

Former lead singer of Scandal soars out of the box with adds at WROQ, WMMS, 94Q, B97, Z93, WBCY, KWSS, WKRZ, WPST, KZZU, KIKX, KFMV and KNIN. An instant programmer favorite.

SIMPLY RED RIGHT ELEKTRA

Debut cut from their upcoming album picks up adds at 94Q, PWR 99.7, Z93, KZZP, WTIC, KWSS, WKRZ, KATD, WPST, WNNK, KHIT and KCPX.

POLYPOWER

CAMEO

Candy

HITS TOP FIFTY SINGLES!
HITS TOP FIFTY ALBUMS!

KMJK add Y95 13-6 ALSO BREAKING AT:
B94 add KIIS 12-6 WAVA 99DTX
KKBQ add KMEL 8-6 WCAU KBEQ
Q105 add WXKS 16-13 KTKS FM102
KKRD add Y100 24-16 KRBE KWOD
Q104 add KS103 23-19 B104 KKRZ
KDVV add B106 26-21 WTIC KZZP
KOZE add Z100 28-22 B97 KWSS
KTMT add PWR99 26-22 WCZY
WRQN add KCPW 28-24 Z93 38-29

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)
CAMEO	2.63	20	12	4	7	8	8

ROBERT CRAY

Smoking Gun

FLASHMAKER!
HITS TOP FIFTY ALBUMS!

Q105 add WNYZ add 94Q 15-13
WPHD add WNNK add KSND 33-26
KATD add KZOU add WROQ 30-26
WGH-FM add WRQN add WCZY 34-27
KITY add WKQB add RK102 40-33
KTUX add KNAN add WPST 40-33
WIXX add WMMS 40-35
WYKS add
WVBS add
WLRW add
99KG add
KYYA add
SLY96 add

ALSO BREAKING AT
KRBE KPLZ KMJK Z93 KHIT
Y100 KNBQ KKRZ B97 WBCY
PWR99 KWOD 95INZ WEAG Z102

ARTIST	AVERAGE MOVE	REQUESTS (1 to 10)	Lp SALES (1 to 10)
ROBERT CRAY	2.68	7	9

KOOL & THE GANG

Stone Love

FLASHMAKER!

WTIC add KIYS add Q105 deb 30
WKSE add KDON add WGFM deb 33
RK102 add KNIN add WERZ deb 34
KZZP add KYNO add KTUX deb 38
KCPX add KLYV add
WNCI add WINK add
92X add WVSR add ALSO BREAKING AT:
93Q add I-94 add WXKS B96 WROQ
WKSI add WSPT add WKSS KHTR WBCY
KIMN add KRBE KX104

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)
KOOL & THE GANG	2.36	10

EIGHT SECONDS

Kiss You (When It's Dangerous)

FLASHMAKER!

PRO-FM add
RK102 add
WKRZ add
WSSX add
Y97 add
KNOE add
OK95 add
KKRC add
KOZE add
ALSO BREAKING AT:
WCAU KRBE
WXKS KKBQ
KITS WLWL
FM102 KDWB
KCPX KATD
KTKS WGH-FM
KEGL

BILLY BRANIGAN

Maybe Tonite

BUILDING A STRONG SECONDARY BASE!

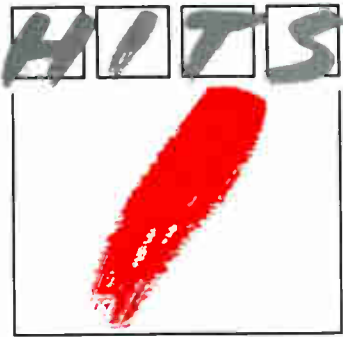
K96 add
KOKZ add
ALSO BREAKING AT:
Q101 99KG
WOMP KLUC

DEEP PURPLE

Call Of The Wild

HITS TOP FIFTY ALBUMS!
BREAKING BIG ALBUM ROCK!
HOT NEW RELEASE ON YOUR DESK!

PolyGram Records



CROSSOVERS

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

Gregory Abbott is exploding through the system and heading for his second straight major hit from his debut album. Ratt has taken their sales base developed from video ex-

posure and turned it into a Top 40 hit record which is pulling instant phones where played. Also developing strongly are Donna Allen and Paul Lekakis.

BLACK/DANCE

GREGORY ABBOTT FEELING COLUMBIA

He's back and heading straight to the top again. Big action this week includes adds at WKSE, KX104, KTUX, KKDA, US1, WKDD, WJMX, KLYV, 100KHI, KQIX and Q104. Early debuts at WCZY, FM102, WROQ, Z102, WKRZ and Z102. Hot album sales at The Wiz, Musicland, Dan Jay, Streetside, Sound Video, Album Den and Lieberman.

DONNA ALLEN SERIOUS ATCO

Average Move: 2.83 Aggressives: 6
Cold streak is over for this label with this instant hit record which picks up adds at WKSS, KTFM, KATD, KWOD, KZZP, KCAQ, WKRZ, WNVZ, KIYS, 92X, KDON, KITE and I-94. Moves 21-17 KMEL, 19-17 B96, 26-20 KRBE, 34-30 WTIC and 40-29 WDJX.

GEORGIO SEX APPEAL MOTOWN

Average Move: 3.00 Aggressives: 2
It was selling well on Macola Records and now is making a fast move on this major. Hot adds include KIIS, KMEL, KCPW, KMJK, WNYZ, WNNK, WERZ, KSMB, KZFN, WKQB, KNAN and I-94. Early moves at Y100 35-20 and KSOL 24-19.

ALBUM/ROCK

RATT DANCE ATLANTIC

Giant album sales and hot requests are doing it here. Adds include Q107, WCAU, Q105, WRNO, WMMS, WKRZ, WRCK, KITY, BJ105, KZZP, WROQ, WAPI, WINK, WGRD, WBAM and KNAN. Hot sales at Record Bar, Roundup, CML and Central South.

LONE JUSTICE SHELTER GEFLEN

Average Move: 2.00 Aggressives: 8
Steady growth pattern continues with adds at B106, KIYS and WZOK. Moves 12-9 WMMS, 19-15 WXKS, 20-15 WPHD, 34-21 KATD, 23-19 WERZ, 36-32 KTUX and 40-34 WKSE.

RUN-DMC IT'S TRICKY PROFILE

Third cut from multi-platinum album is hot with adds at KCPW, WRVQ, Y107, WKSI, KZOU, WCIL, I-94 and KNAN. Pulling phones wherever played.

HERB ALPERT KEEP YOUR EYE A&M

Average Move: 2.29 Aggressives: 1
Jimmy Jam and Terry Lewis production is exploding on the Black charts and crossing with new support from WXKS, Y100, 99DTX, KITY, WDJX, FM102, KWOD, KSMB, KZFN, 100KHI, OK95 and KNAN. Album sales beginning to breakout nationally.

PAUL LEKAKIS BOOM BOOM ZYX RECORDS

Average Move: 2.90 Aggressives: 5
Giant club record is breaking out of New York with moves of 5-3 KTFM, 8-6 Y100, 22-12 KZZP and 23-18 BJ105. #1 at KITY in San Antonio. Added this week at KITS, KWSS, KHIT, B96, KCAQ, WNYZ, B93 and KITE.

ALAN PARSONS WORRY ARISTA

Top Five on the Album lists and scoring at Top 40 for KSND, WNOK, 95XIL, WJAD, Y97, KQIZ and OK95. Hot album sales at Lieberman, Kemp Mill, Karma, Gamco, Warehouse, CML and Tower (Nat'l).

COLIN HAY HOLD ME COLUMBIA

Former Man At Work pick up new believers at Q100, KZZU, WWFX, WJMX, KQIZ and OK95. The album is breaking out at Lieberman (Mt. Laurel) and Vinyl Vendors.

WORLD PARTY FOOLS CHRYSALIS

MTV crusade keeps gaining with adds at KTUX, KATD, KSND, WRQN, WERZ, WWFX, KOKZ, 95XIL and KTRS. Moves 21-17 KITS, 9-9 KROQ and Debuts at RK102 and WMMS.

ARTIST	AVERAGE MOVE	45 SALES (1 to 10)
DONNA ALLEN	2.83	7

**FIRST A MINI-SERIOUS
NOW A MAJOR MOTION HIT!**

DONNA ALLEN

SERIOUS

KZZP add
 KWOD add
 WKSS add
 KATD add
 WNVZ add
 KTFM add
 92X add
 WKRZ add
 KCAQ add
 KIYS add
 CKOI add
 WSPK add
 OK100 add
 I-94 add
 KDON add
 KAMZ add
 WFMI add
 BREAKING AT:
 WXKS
 KCPW
 KITV 26-20
 KRBE 38-27
 KMGX 40-29
 WDJX



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CROSSOVER WINNER!
 "Initial response makes this record a 'Serious' Top Ten hit!" Kevin Kei, MD FM102 Sacramento
 "One of the strongest records around." Kevin Weatherly, MD, KZZP, Phoenix

"A 'Serious' 24 plus female record!" Sonny Joe White, PD, WXKS, Boston
 "Great female response, 'Serious' phone action immediately." Helene Pina, MD, KRBE, Houston

"COMING ATTRACTION TO YOUR PLAYLIST"
EDDIE & THE TIDE
WEAK IN THE PRESENCE OF BEAUTY
 "HOT NEW RELEASE"



REQUESTS

Three hot new singles are dominating the request lines at stations around the country: **Club Nouveau**, **Europe** and **Starship**. All three are heading to the very top of the chart. Of

note, **Ratt** is an instant hit at Top 40, following in the footsteps of its success as a video. Also, **Crowded House** continues its steady build.

CLUB NOUVEAU LEAN ON ME WB

By now, everyone knows the story of this record being forced from the album due to strong requests. Now it has the giant single and album sales to back up the excitement and prove once again that hot request action turns to hot marketplace penetration. Big mentions include **KS103, KX104, WCZY, KZZP, 92X, KMEL, WBLI, B97, B94, WFMF, WKSJ, WNYZ, PWR 99.7, WBBQ, KQKQ, KIIK, WXLK, KJ103, KIIK, KKAZ, WAPE, WPFM** and many others.

EUROPE FINAL COUNTDOWN EPIC

After six months of development, this record has accelerated so quickly that it has quickly moved to the forefront of the active single and album sales records in the nation. This week's mentions include **PWR 99.7, KMEL, B97, B94, WKSS, WTLQ, KWK, KZZP, KS103, 92X, KPKE, WBLI, WPHD, KKAZ, WYKS, WKSE, KATD, 95XIL, WNYZ, WOKI, KQIZ, KLYV, Z103, KNOE, KFMY, WINK, WKLQ, WIGY, KTRS** and **WFMF**.

STARSHIP NOTHIN'S GONNA RCA

A big first week opening for the "Mannequin" film has helped push this record further into orbit. Hot this week include **KZZP, KKRZ, B94, WKSE, WBAM, WQCM, KX104, WKLQ, WSPT, WWFX, KISR, KJ103, 92X, KIIK, WPFM, WNOK, WEAG, WSSX, 95XIL, WNYZ, KSMB, KOKZ, KIYS, WJMX, WKSS, KLYV, KKAZ, WTLQ, WGRD, WKPE** and **100KHI**.

CROWDED HOUSE DON'T DREAM CAPITOL

Building steadily each week and developing into a major hit record. The sales are beginning to come in strongly and the hot phone mentions include **KMEL, KKRZ, KPKE, KATD, RK102, WPST, KTMT, KRNQ, WYKS, WNOK, WKLQ, WSKZ, KSND, WTLQ, KQKQ, 100KHI, KBIU** and others.

GENESIS TONIGHT ATLANTIC

The hot commercial forced release on this cut which has sent the album into orbit and is causing the group's hottest reaction record in some time. This could be a #1 single from the reaction at **KZZP, KKRZ, WKSE, RK102, Z103, WKQB, WINK, WRQN, WNYZ, WOKI, WRCK, KIIK, WKQB, WVSR, WMJQ** and lots more.

SAMMY HAGAR WINNER TAKES COLUMBIA

Hot song from the "Over The Top" film soundtrack is picking up quickly with big phone action. This week's strong mentions include **KPKE, KKRZ, WQCM, KISR, WINK, KBIU, KRNQ, KOKZ, 95XIL, KIYS, KKLS, 95XXX, KQKQ, WGRD** and **KBIU**.

LOU GRAMM MIDNIGHT ATLANTIC

Foreigner lead singer scores with a hit single and hit album on his first try out as a soloist. Hot phone reports at **KWK, WPHD, WNYZ, WKQB, KTRS, WYKS, WSSX, WSKZ, WOKI, KIIK, WIGY, WKQB, WGRD, Q104** and **WPST**.

JANET JACKSON WAIT AWHILE A&M

The Grammys are coming up and Janet should do well, if the public's reaction from sales and requests means anything to the voters. Her fifth straight smash scores with hot reports from **KKRZ, KZZP, WKSS, WINK, WKLQ, 92X, KITY, KKLS, WIGY, KQIZ, WGRD, KFMY, KNIN, WCGQ** and more.

RATT DANCE ATLANTIC

The video support from MTV broke this one and proved it to be a hot phone and album selling smash. Now Top 40 has reacted with play and are receiving the same positive phone message with mentions including **KS103 (#1 Phones at night), PWR 99.7, WQCM, WNYZ, WGRD, WKQB, KISR, WRCK** and **95XXX**.

WANG CHUNG LET'S GO GEFFEN

This group is going for two in a row and scores hot phone mentions that include **B97, WCZY, KWK, KKRZ, Z103, WKLQ, KZIO, WRQN, WJMX** and **KFMY**.

ALSO GAINING REQUEST MOMENTUM:

A-HA	CRY WOLF	WB
ROBERT CRAY	SMOKING	POLYGRAM
HIPSWAY	HONEYTHIEF	COLUMBIA
PAUL LEKAKIS	BOOM BOOM	ZYX
ROBBIE NEVIL	DOMINOES	MANHATTAN
STEVE WINWOOD	FINER THINGS	ISLAND
BARBUSTERS	LIGHT	EPIC
CHRIS DEBURGH	RED	A&M
GLEN MEDEIROS	NOTHING'S	AMHERST

THIS WEEK MAKE YOUR RADIO STATION SOUND THREE TIMES AS GREAT



PATTY SMYTH

"NEVER ENOUGH"

"'NEVER ENOUGH' HITS THE MARK IN TERMS OF CONTEMPORARY MAINSTREAM ROCK APPEAL. PATTY GETS WRITING AND PLAYING ASSISTANCE FROM THE HOOTERS AND TOGETHER THEY COVER ALL THE BASES. SOUNDS LIKE IT'S GOING TO TAKE AT LEAST A FEW HUNDRED SPINS BEFORE I'VE HAD ENOUGH." DAVE SHOLIN'S PERSONAL PICKS, GAVIN REPORT 2/13

FLASHMAKER!

WMMS add	KWSS add	WZZU add	KSMB add	KNIN add
94Q add	WROQ add	WPST add	WJAD add	KNOE add
B97 add	WKRZ add	KIKX add	KKLS add	KQIZ add
Z93 add	WBCY add	WFXJ add	KLYV add	WINK add
		KEYJ add	KFMY add	WCGQ add



THE BANGLES

"WALKING DOWN YOUR STREET"

ALBUM NOW BREAKING THE DOUBLE-PLATINUM MARK

DEBUT **17** HITS TOP FIFTY SINGLES!

5 HITS TOP FIFTY ALBUMS!

FLASHMAKER WINNER!

KWK add	Y108 add	B97 deb 27	KROQ 20-12	Z93 WTIC
WKTI add	Y95 add	WAVA deb 30	KATD 31-27	B104 PWR99
KCPW add	WGH-FM add	Y100 deb 32	KMEL 33-29	KIIS WMMS
KPLZ add	KHIT add	99DTX deb 33	FM102 36-31	KHTR
KWOD add	WEAG add	WDJX deb 34	B96 40-35	
KKRZ add	WNCI add	WPHD deb 35		
KZZP add	WRNO add	KS103 deb 35		

ALSO BREAKING AT:

B106	WL0L
KRBE	KITS
Z93	WTIC
B104	PWR99
KIIS	WMMS
KHTR	



GREGORY ABBOTT

"I'VE GOT THE FEELING (IT'S OVER)"

ONCE AGAIN, A THREE FORMAT WINNER

CROSSOVER WINNER!

23 HITS TOP FIFTY ALBUMS!

WKSE add	WNYZ add	KLYV add	KIYS deb 30
KX104 add	WPST add	100KHI add	FM102 deb 35
WKDD add	WBBQ add	KQIX add	WCZY deb 38
KTUX add	WJMX add	Q104 add	WKRZ deb 39

ALSO BREAKING AT:

94Q	KITY
KPLZ	WROQ
KS103	WBCY
KCPW	Z102
99DTX	KZOU
KATD	WNNK
KHIT	KIKX



AUDIENCE ATTE



HIPSWAY "THE HONEYTHIEF"

"COMBINING POP, SOUL AND JANGLY GUITARS, THEIR SOUND IS SUPERB, ENHANCED BY GRAHAME "SKIN" SKINNERS SULTRY, SOARING VOCALS." RECORD MIRROR

B106 add
B104 add
KWOD add
KHIT add
Y107 add
KRQ add
KCAQ add
Z104 add

KQKQ add
WSKZ add
KQIZ add
WKFX add
KITS 17-15
WPHD 28-18
KATD 22-18
WXKS 26-21

ALSO BREAKING AT:
Q107 Z93 KWK WMMS
WTIC Q105 KHTR KMEL
KRBE KIIS WLOL KPLZ
KKBQ

ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)
HIPSWAY	3.02	17



COLIN JAMES HAY "HOLD ME"

ONE OF THE MOST IDENTIFIABLE VOICES IN POP MUSIC

CROSSOVER!

Q100 add
KZZU add
WFXX add
WJMX add
KQIZ add
OK95 add

ALSO BREAKING AT:
KTKS
KPLZ
KNBQ
KMJK
FM100



PSYCHEDELIC FURS "HEARTBREAK BEAT"

NATIONAL TOUR PLANNED FOR MARCH

R&R AOR TRACKS #33
R&R AOR ALBUM DEB #32
MAJOR MARKET TOP 40 BREAKOUT

CLEVELAND
MINNEAPOLIS
SAN FRANCISCO

WMMS
KDWB
KITS

CONVENTION GETTERS



SAMMY HAGAR **"WINNER TAKES IT ALL"**

WEEK AFTER WEEK BIG NUMBERS AT CHR AND AOR RADIO

KUBE add	WEAG deb 23	KEGL 16-14	KMJK
KZOU add	KDWB deb 33	KPKE 32-29	KCPX
Y97 add	WPHD deb 33	WCAU 34-30	WXKS
WSPK add	KKRZ deb 39	KZZU 38-33	WKSS
KTMT add	WTLQ deb 39	KTUX 37-33	WKSE
Y102 add		KIYS 40-34	WMMS
WWFX add		BREAKING AT:	WGH-FM
WIKZ add		KTKS	KATD
		KRBE	WRNO



THE BURNS SISTERS **"LISTEN TO THE BEAT OF A HEART"**

NOW BREAKING INTO MAJOR MARKET RADIO

R&R A/C #27
GAVIN A/C DEB #25

WXKS **KATD**



SANTANA **"VERACRUZ"**

IN THE TRADITION OF 20 YEARS OF SANTANA HITS

R&R AOR ALBUM BREAKER #18
R&R AOR TRACKS #23

SANTANA TEAMS UP WITH BUDDY MILES FOR ONE OF THE GREATEST SANTANA RECORDS EVER.

K104 add	KMGX add	95CIL add
KBFM add	WERZ add	WDBR add





DIALOGUE

Interview By Lenny Beer



His training started at Fenway Standard Distributors in Pittsburgh in 1962 and his career proceeded with key promotion and management positions through the years in which he established himself as one of the leading executives in the industry.

One of Al Teller's first moves upon his return to CBS Records was to bring along Ray Anderson as VP, Promotion for Columbia Records. After a few years and a remarkable track record of breaking new acts and continuing the careers of the many superstars on the Columbia roster, Anderson was promoted in February of 1986 to the position of Senior VP of Marketing for Epic/Portrait and the Associated Labels.

In this conversation, Anderson talks about his transition, the label's accomplishments since his promotion (including multiple Grammy nominations and new artist development), and takes a look forward to the excitement of 1987. It's the year of the new Michael Jackson project, and Anderson feels he and his staff are ready for the challenge.

Q In the past year, Epic has had a great run with developing new acts. To what do you attribute this success?

A A complete marketing picture has come together including the elements of great talent, strong management and the consciousness of a record company with a long-term commitment to success. With everyone from developing acts like the Fabulous Thunderbirds, Miami Sound Machine, Don Johnson, and now Europe to artists such as Luther Vandross, who we have taken to new levels of market penetration, we have made a commitment to much more than promoting hit singles. When we released these records, we believed very strongly that we would succeed. But the road to success needed to focus on marketing, promoting, advertising, touring and video strategies for particular artists with each having their own identity.

Q Let's talk about Europe, who seem to have burst upon the scene from nowhere in January.

A This is a pet project to me. Europe was signed domestically by Lenny Petze for Epic, but it started to happen first in their home country, Sweden and then in Germany. We realized that these are five young kids who not only have the looks, but play and sing their own material very well. We felt that video was the key to exposing and really breaking this band. We released the album and first video in the summer and began to develop some interest along with video play and requests from some of the smaller cable outfits. We

continued to work the project, increase rotations, pick up album play in selected pockets. Our staff in the field did an excellent job staying with the album, setting up promotions where there was interest and spreading our faith and belief. Then, MTV got involved, sales increased over the holidays, and we felt we were ready for the single and Top 40 radio. The key was, when we approached Top 40, we had laid a legitimate base for the band and the project was poised to take off. The rest, as they say, is history, with both the single and album surging up the charts and a new power force established in the industry.

Q Considering the success that video afforded Europe, what is Epic's overall position on video?

A I would say that selectivity is the overall position. With Europe, we felt we had all of the pieces. A hit song, a hit act and a hit video to expose it. We'll test most developing bands, go out and get a feel from radio, and our people. If we see a record starting to show positive signs in the way of sales, a re-order pattern developing and a station getting requests, then we know we're on to something. Then we start talking video. Don't forget, our budget on just accepting or putting an album into production is anywhere from \$125-200,000. When you throw in an average cost of another \$75,000 for a good video, it starts to add up. On the other hand, with an established act or one that has been built to the 3-500,000 sales level, we will more or

RAY ANDERSON

S U C C E S S T H R O U G H C R E A T I V E M A R K E T I N G

less go out of the box with a video. We feel that it's a good investment.

Could you talk a bit about the label's game-plan for Luther Vandross?

The key strategy for us has been to establish Luther as a major force in the pop marketplace. We've taken our advertising that way, we've taken our marketing that way, and we've taken our videos that way. We placed him on the "Ruthless People" soundtrack in the company of Bruce Springsteen, Mick Jagger, Billy Joel and other pop stars. Luther's single, "Give Me the Reason," is up for a Grammy nomination this year. And now, through a concerted effort, we have our breakthrough pop hit. Luther's prior four albums have all gone platinum plus, but none of them ever really saturated the pop market until "Stop To Love" broke. We have always felt that Luther is a mass market crossover act that should dominate Top 40 radio. With this LP, we took the approach to attack Top 40 radio from the get-go. We delivered the single simultaneously to both pop and black stations and found immediate acceptance on both levels.

Q Where do you go next?

A Luther has been very cooperative; not only has he done every major press interview and key television show, but he has not forgotten his base audience at black radio. The marketing and promotional thrust will include both black and pop audience potential to insure his long-term growth.



Q What does one do to market Michael Jackson?

A First of all, let me say that the music is absolutely unbelievable. Michael is a perfectionist, and he is conscious of the demands on him to please. His manager Frank DiLeo and CBS Records are looking to make history again with Michael. We have to go out with that attitude, but we also know that it was a phenomenon to sell 30 million units. All systems are go now. Martin Scorsese has shot the first video. We have some incredible artwork done and in house to make a statement with point-of-purchase material. And there will be a lot more surprises to come that will take us through '87 and 1988 with this album. I really can't say anything more.

Q How is Epic structured now? How is it different from Columbia

"Just talking to the people in stores is a great start to grasping the bigger picture."

A We have a structure similar to Columbia in that the head of A&R, Don Grierson and a head of marketing (myself), both report to Al Teller, President of the Records Group. Below me, we have Walter Winnick, our VP of Promotion. Walter and his staff have done great work with our roster of new artists in the past year, as has Dan Beck, who heads our marketing staff. Both go hand in hand. Both labels have created a new position in VP of Sales. Jim Camparo, who comes to us from the field, assumes this position. The main difference is our responsibility for marketing the CBS Associated Labels, which Tony Martell runs and runs well. Tony Martell has been a big part of our success this past year, starting the year with the Rocky IV soundtrack and continuing with Survivor, the Thunderbirds and now Joan Jett. The CBS Associated Labels give a consistent flow of hit product.

Q I'm sure in your position at CBS that free time is not one of your most obvious assets, but when you do have some time.... what's Ray Anderson like?

A On a personal level, I find myself relaxing and living comfortably with my wife. I'm not a recluse; we like taking that free time and spending it

with each other. I enjoy Broadway shows, swimming and taking long walks. We can go down Madison Avenue and look on both sides of the street and every window is like two record companies fighting each other for positioning on the charts. They're all going after the attention of each passerby with the finest in-store marketing you'll ever see. I've been fighting the record battles for 25 years, and have really learned to relax and enjoy my spare time at a slower pace. But maintaining that balance is my key.

Q Finally, if someone asked you to suggest a good proving and training grounds for people in the business, what would you say?

A I started at a record distributor that encompassed all the elements—distribution of product (marketing & promotion), sales (the one-stop) and recording (the Vogues)—under one roof. I was very fortunate to work in all aspects of the music business. Being on the ground floor.... seeing what the customers are buying.... seeing the variance in age groups. Just talking to the people in stores is a great start to grasping the bigger picture. I just talked to everybody and asked questions. From there, you get a lot of ideas as well as ground level promotion and merchandising concepts. You begin to recognize public attention, capitalize on these ideas and develop creative marketing concepts which will enhance consumer demand. Bottom line, my son is working at Tower Records in El Toro, CA. I think that's as good a place to start as any.

MUG SHOTS



ANYBODY WANNA BUY A TAPE?— Warner Bros. Records recording artist **Chris Isaak** (second from left) hands a cassette copy of his latest album, the self-titled successor to his critically-acclaimed 1985 debut, to label chairman **Mo Ostin** (right) at a Burbank listening party held recently for company staffers. Also on hand to offer sartorial and tonsorial advice are label prexy **Lenny Waronker** (left) and LP producer **Erik Jacobsen** (second from right).



GRAMMY GOES DEMENTO— The annual Grammy listening session, hosted by the L. A. chapter of NARAS, drew this odd assortment to Motown's legendary Hitsville studio. The ebullient foursome are (from left to right): famed d. j. **Dr. Demento** (**Barret Hansen**); songwriter/producer **Lamont Dozier**; **Al Schlesinger**, President, NARAS, L. A., and **Morgan Ames**, National Trustee, NARAS.

LEWIS PONDER DEES' INDOOR GOLF SCHEME— Chrysalis Records recording artist **Huey Lewis** (left) ponders KIIS-FM on-air personality **Rick Dees'** (right) plan for a home golf course during a recent visit to the station. The duo immediately departed for nine holes at the Lakeside Country Club in nearby Burbank to check out the efficiency of Dees' putter.



LOOK OUT WILLARD SCOTT— Atlantic Records recording artist **Bob Geldof** (left) continues his cross-country talkathon with an interview on the popular "Today" morning show. Mr. Band Aid's appearance came in the midst of an exhausting chat tour in support of his debut solo elpee, "Deep In The Heart of Nowhere" and the single, "Love Like A Rocket." Contributing Music Correspondent **Rona Elliot** (right) helps Bob loose his tongue.

A-HA CRY WOLF



THE NEW SINGLE

From the Warner Bros. album *Scoundrel Days*

PRODUCED BY ALAN TARNEY

Management: Terry Slater



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**FLASHMAKER!
BIG REQUEST RECORD!
HOT VIDEO ACTION!**

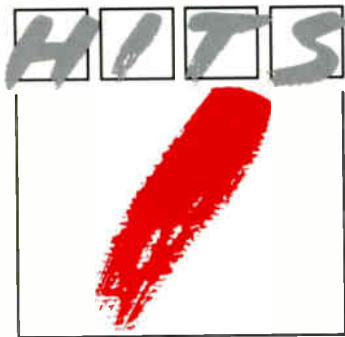
RK102 add
WNOK add
WSSX add
WANS add
KZZB add
Q101 add
KWNZ add

Y100 17-8
KHIT 23-18
KWSS 26-20
WKDD 26-20
WBBQ 25-20
KDWB 31-26
WLOL 33-29
BJ105 38-33
WNYZ 39-34

WAPI deb 27

ALSO BREAKING AT:

Q107
KRBE
Z93
Z95
KPLZ
KITS
Y108
PWR96
WMMS
KCPX
KATD
WRNO
WGH-FM
PWR99
KNBQ
KUBE
WKSE
KITV



EARPICKS

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

There was a close three-way race this week with EMI's **Peter Wolf** easing past Manhattan's **Glass Tiger** and Columbia's **Patty Smyth**. **Pseudo Echo** on RCA is gaining interest and

grabbing fourth place honors. Also attracting interest are **Georgio** (now on Motown), **Starpoint** and **Simply Red** (both on Elektra) and **Julian Cope** (Island).

WINNERS

1	PETER WOLF	COME	(EMI)	6	ARETHA/GEORGE	KNEW	(Arista)
2	GLASS TIGER	I WILL	(Manhattan)	7	BARBUSTERS	LIGHT	(CBS Assoc.)
3	PATTY SMYTH	NEVER	(Columbia)	8	STARPOINT	HE WANTS	(Elektra)
4	PSEUDO ECHO	DREAM	(RCA)	9	BANGLES	WALK	(Columbia)
5	GEORGIO	SEXAPPEAL	(Motown)	10	SIMPLY RED	RIGHT	(Elektra)

DONNA AGRESTO/ TRACKS/ NOR
P Smyth/ J Cope/ G Tiger/ Athens Ga.

D. ALBERTSON/ W. MERCH/ AMA
E Martin/ P Club/ P Echo/ S Ballet

JACK ALEXANDER/ KKAZ/ CHEY
P Smyth/ G Tiger/ Aretha-George/ D Dixon

DON ANTHONY/ TALENTMAST/ ATL
C Girls/ P Smyth/ Barbusters/ Poison

R. ARMIJO/ REC BAR/ CORP CHRISTI
Aretha-George/ C Nouveau/ P Furs/ S Hagar

EDDIE ASHTON/ WEAG/ INDI
R Nevil/ Bangles/ P Wolf/ G Tiger

JIM ATKINSON/ KWK/ ST LOUIS
G Tiger/ J Parr/ S Winwood/ F Ghost

LAURA AVERY/ ROUNDUP/ SEATTLE
P Furs/ C House/ S Winwood/ Aretha-George

BUD BAKER/ ALBUM DEN/ RICHMOND
S Hagar/ G Abbott/ R Nevil/ RFTW

JERRY BANTA/ WYKS/ GAINESVILLE
G Abbott/ S Hagar/ H Alpert

MARY BARNHILL/ REC BAR/ DUR
J Cope/ P Echo/ P Smyth/ Starpoint

MIKE BASHKIN/ SND VID/ CHI
W Party/ M & Kim/ D Allen/ C DeBurgh

GARY BEACH/ WOKI/ KNOXVILLE
R Nevil/ Ratt/ G Tiger/ S Winwood

K. BELCASTRO/ ROCK102/ BUFF
Barbusters/ P Wolf

M. BERGER/ WINK/ FT MYERS
P Wolf/ P Smyth/ C Lauper/ G Tiger

B. BOND/ WNNK/ HARRISBURG
Kenny G/ P Smyth/ P Wolf/ S Robinson

BEN BRENT/ WALL TO WA/ PHIL
Sylvester/ REO/ Bangles

MIKE BRIGANDI/ LIEB/ MT LAUREL
J Eddie/ P Smyth/ P Echo/ A Parsons

DAVE BRYANT/ KISR/ FT SMITH
P Echo/ P Wolf/ Poison/ I Pop

C. BUCHANAN/ KKRZ/ PORTLAND
B Club/ Barbusters/ Bangles/ S Red

BRIAN BURNS/ KFMY/ PROVO
P Wolf/ BK Starr/ P Echo/ Ratt

DEB CAMPBELL/ TOWER/ WESTWD
H Du/ H Budd/ 3 O'Clock/ Shriekback

DAVE CAMPBELL/ MUSIC MAN/ NOR
Tesla/ C Nouveau/ C House/ W Poetics

LORI CAMPBELL/ B94/ PITTSBURGH
Survivor/ Aretha-George/ Ratt

KEVIN CARTER/ KMGX/ FRESNO
J Watley/ Georgio/ D Allen/ P Smyth

MARC CHASE/ Y107/ NASHVILLE
P Lekakis/ G Abbott/ Bangles

TIM CHRIST/ RECORD WOR/ BALT
XTC/ R Blade/ Najee/ P Smyth

MIKE CLARK/ CML/ ST LOUIS
B Dish/ E & The Tide/ P Echo/ P Smyth

MATT CLENOTT/ WGRD/ GRND RPDS
P Wolf/ Ratt/ G Tiger/ C DeBurgh

JEFF COHEN/ STRAWBERRI/ FRAM
Starpoint/ P Smyth/ W Party/ J Watley

DAVE CROCKETT/ Q106/ YORK
S Murdock/ L Justice/ D & David

MIKE CROWDER/ KARMA/ INDI
W Chung/ Starship/ P Smyth/ L Gramm

R. CROWLEY/ RYCO PROMO/ LA
W Week/ C Blonde

TOM CUNNINGHAM/ WPST/ TRENT
J Eddie/ S Red/ P Smyth/ P Wolf

JEFF DAVIS/ WPFM/ PANAMA
P Echo/ P Smyth/ Barbusters

LEO DAVIS/ Q104/ GADSEN
P Wolf/ G Tiger/ Georgio/ D Allen

PAUL DEMILLE/ 95XIL/ PARKER
P Smyth/ R Cray/ Kinks

T. DONOVAN/ LIEBERMAN/ KC
'Til Tues/ REO/ C House

MARK EDWARDS/ WNYZ/ UTICA
P Lekakis/ A Star/ P Wolf/ S Hagar

TWO HOT

CHRIS DEBURGH LADY IN RED

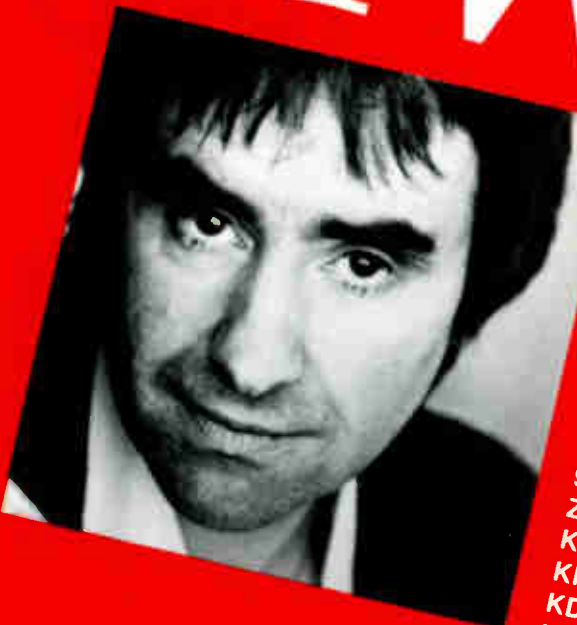
Produced by Paul Hardiman

FLASHMAKER!

MULTI FORMAT HIT GOES TOP 10!

Q197	add	PWR99	deb 29	FM102	8-7
94Q	add	WFLY	deb 30	RK102	12-10
Z93	add	KMEL	deb 33	WXKS	24-20
KWK	add	KATD	deb 33	KSND	26-22
KRQ	add	KDWB	deb 34	KWSS	29-25
KDON	add	KWOD	deb 35	WDJX	36-32
KQIZ	add	WGFM	deb 40		
WGRD	add	WPST	deb 40		
WIXX	add				
WIKZ	add				
WVBS	add				

ALSO BREAKING AT:
WCZY KIKX
99DTX WERZ



HERB ALPERT KEEP YOUR EYE ON ME

Produced by James Harris III and Terry Lewis

**CROSSOVER!
GIANT AT URBAN RADIO!**

WXKS	add	WDJX	add
KWOD	add	100KHI	add
Y100	add	OK95	add
FM102	add	KNAN	add
99DTX	add	KZFN	add
KITY	add	KSMB	add
PRO-FM	add	WDLX	add
WSPK	add	KF95	add
		KYRK	add

ALSO BREAKING AT:
WAVA
B106
WGH-FM
WBBQ
WNNK
WRCK





EARPICKS

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

SELBY EDWARDS/ K98/ AUSTIN
P Wolf/ Survivor/ Barbusters

V. ELLIOT/ VNL VND/ KALAMAZOO
Aretha-George/ S Hagar/ Kool/ C Nouveau

TOM EVANS/ KIYS/ BOIS^E
P Wolf/ G Tiger/ P Furs/ Barbusters

PETE FALCONI/ WERZ/ EXETER
S Winwood/ Kansas/ Starpoint

R. GAITHER/ WKQB/ CHARLESTON
Barbusters/ Sheila E/ Georgio/ Ratt

B. GILBERT/ KBIU/ LAKE CHARLES
G Medeiros/ P Wolf/ S Miller

LISA GILES/ KITV/ SAN ANTONIO
J Watley/ P Echo/ G Abbott/ E & The Tide

DAVE GILLEN/ WKSE/ BUFFALO
G Tiger/ Fahrenheit/ N Order/ Georgio

JOEY GIOVINGO/ B97/ N. ORLEANS
R Nevil/ K Wilde/ D Allen/ Starpoint

KELLY GORDON/ KTRS/ CASPER
W Party/ P Wolf/ P Smyth/ S Hagar

MARTIN GREEN/ WJMX/ FLORENCE
B Raitt/ C Crisis/ P Wolf/ G Tiger

KEVIN HAINES/ 92X/ COLUMBUS
P Wolf/ Barbusters/ D Allen/ J Cope

BRAD HANSON/ WRQN/ TOLEDO
D Dixon/ Poison/ Survivor/ Ratt

LAURIE HARDISON/ WFME/ BTN RGE
El DeBarge/ G Tiger/ P Wolf

STAN HELEVA/ WALL TO WA/ PHIL
J Cope/ Georgio/ P Echo/ P Smyth

MATT HUDSON/ Z104/ MADISON
P Wolf/ S Red/ J Cope/ C Nouveau (#9)

JAMIE HYATT/ KSND/ EUGENE
P Echo/ G Tiger/ Ratt/ Bangles

KELLY JAY/ KEYJ/ ABILENE
P Wolf/ Georgio/ G Tiger

P. JOHNSON/ PRO ONE-ST/ PHOENIX
Hipsway/ A Parsons/ R Ocasek/ C Crisis

SCOTTY JOHNSON/ KRQ/ TUCSON
P Wolf/ Bangles/ Berlin

WILL KAUFMAN/ WQCM/ HAGERS
Fahrenheit/ P Wolf/ G Tiger/ H Alpert

BRENDA KAY/ KNIN/ W. FALLS
Poison/ G Abbott/ Bangles/ G Medeiros

ROBIN KING/ WNOK/ COLUMBIA
G Tiger/ Boston/ Barbusters/ A Parsons

K. KLUTCH/ WAPE/ JACKSONVILLE
R Nevil/ D Allen/ Barbusters/ G Abbott

LENNY LEON/ PACIFIC CO/ CHATS
G Tiger/ P Echo/ A Parsons/ P Smyth

JIM LIBBY/ HARMONY HO/ DETROIT
Tesla/ D Purple/ P Wolf

B. MARCHISIO/ TOWER/DOWN/ NYC
J Cope/ Ratt/ Shriekback/ I Pop

GREG MARSHALL/ ST SIDE/ ST LOUIS
Madhouse/ L Lobos/ G Tiger

DAVID MARTIN/ KZIO/ DULUTH
Kansas/ Venetians/ D Duran/ Pretenders

MIKE MASKA/ SAM GOODY/ PHIL
J Eddie/ G Tiger/ P Echo/ Starpoint

STEVE MASTERS/ KITS/ SF
B Badinov/ Heaven 17/ T Dance/ P Lekakis

LEE MCCARD/ WCGQ/ COLUMBUS
Georgio/ G Tiger/ P Smyth/ W Party

DEE ANN METZGER/ KPKE/ DENVER
D Dixon

JAY MICHAELS/ KMJQ/ HOUSTON
S Robinson/ Klymaxx/ B Face/ G Flash

FRED MILANI/ MUSIC PLUS/ LA
C Blonde/ C House/ W Party/ Hipsway

M. MORENO/ TOWER/ PAN. CITY
S Robinson/ Aretha-George/ J Watley/ A Baker

C. MURRAY/ WLAN/ LANCASTER
Barbusters/ G Tiger/ S Red/ A Star

KEITH NAFTALY/ KMEL/ SF
C Crew/ Heaven 17/ I Pop

GYNNY O'HARA/ KIIK/ DAVENPORT
G Tiger/ P Wolf/ S Red/ W Party

BOB O'NEIL/ KITE/ CORPUS CHRISTI
Beasties (Brass)/ P Lekakis/ 5 Star/ Starship

JIM OWEN/ WKLQ/ GRAND RAPIDS
Beaters/ K & The Gang/ H Alpert

LOU PATRICK/ KJ103/ OK CITY
R Nevil/ G Tiger/ Bangles

TOM PEACE/ KX104/ NASHVILLE
Aretha-George/ G Abbott/ T Code

RACHEL PERKOFF/ ROCKLINE/ LA
P Wolf/ P Furs

HELENE PINA/ KRBE/ HOUSTON
C Girls/ Bangles/ G Tiger/ J Watley

BARBARA PRIETO/ WGCI/ CHIC
Starpoint/ G Abbott/ H Alpert

JIM PRIMERANO/ TRANSC/ BUFF
Starpoint/ G Abbott/ L Gramm/ Najee

KEVIN RABAT/ KDVV/ TOPEKA
R Cray/ C DeBurgh/ Barbusters/ Bangles

CHUCK REDDEN/ KNAN/ MONROE
B Sisters/ H Alpert/ Georgio/ R Cray

JIM RISING/ WKRZ/ WILKES-BARRE
Georgio/ G Tiger/ P Wolf/ S Red

J. ROBERTSON/ WGTZ/ DAYTON
P Wolf/ Venetians/ S Miller

G. ROLLING/ KS103/ SAN DIEGO
Georgio/ Starpoint/ P Smyth

RHONDA ROSE/ MCA/ HOUSTON
G Tiger/ P Echo/ P Furs

S. RYBACK/ KC101/ NEW HAVEN
P Wolf/ S Red/ S Robinson/ Starpoint

VIC SAVINO/ TOWER/DOWN/ NYC
Damned/ T Song/ Santana/ REM

R. SCHNEPP/ MUSICLAND/ MPLS
Aretha-George/ R Cray/ S Winwood/ P Wolf

SCOTT SHANNON/ Z100/ NY
P Wolf/ P Lekakis/ Aretha-George

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Hipsway/ P Wolf/ R Nevil/ G Abbott

KATHY SHEDD/ GAMCO/ MPLS
C Nouveau/ G Allman/ B Willis/ A Parsons

KIM SIMMONS/ HOUSE OF G/ ROCH
W Party/ E Clapton/ S Winwood

LOU SIMON/ KCPX/ S. LAKE CITY
P Wolf/ Poison/ S Red/ Kim Wilde

CAT SIMON/ KEZB/ EL PASO
Barbusters/ D Allen/ Georgio/ P Lekakis

DIXON SINGLETON/ REC BAR/ SAV
J Cope/ P Smyth/ S Hagar/ P Furs

CINDY SMITH/ SND WARE/ DAL
P Furs/ In Pursuit/ E Clapton/ L Justice

DOUG SMITH/ NAT RECORD/ PITTS
J Cope/ G Tiger/ P Echo/ P Smyth

TOMMY SMITH/ WANS/ GREENVILLE
G Tiger/ Survivor/ P Smyth/ Bangles

R. C. SNYDER/ KTMT/ MEDFORD
P Echo/ Aretha-George/ Venetians/ S Miller

ROBIN STEELY/ CENTRAL SO/ NASH
L Gramm/ RFTW/ Jets/ B Orr

JERRY STEFAN/ WSPT/ STEVENS PT
R Cray/ Beaters/ R Nevil

BRUCE STEVENS/ WBBQ/ AUGUSTA
E & The Tide/ P Wolf/ G Tiger/ P Smyth

R. STEVENS/ Z103/ TALAHASSEE
Bangles/ Madonna/ R Nevil

STEVE STILES/ WZPL/ INDIANAPOLIS
P Wolf/ G Tiger/ D & David/ E & The Tide

D. STRATTON/ WAFX/ WILLIAMSPORT
F Tongue/ Fahrenheit/ B Dish/ P Smyth

ROB TAYLOR/ LIEBERMAN/ CHICAGO
S Robinson/ Beaters/ Run DMC/ RFTW

CAT THOMAS/ WXLK/ ROANOKE
G Abbott/ Beaters/ G Tiger/ P Smyth

DON THUERK/ DANJAY/ SEATTLE
P Echo/ J Cope/ M O'Conner/ C Crisis

MICHAEL TOCKER/ HARV CO/ CAMB
W Week/ E Murphy/ 3 O'Clock/ P Smyth

MARK TODD/ KHTR/ ST LOUIS
Aretha-George/ R Nevil/ P Wolf/ G Tiger

RUTH TOLSON/ WBLI/ NY
Aretha-George/ G Tiger/ R Nevil

LISA TONACCI/ B93/ AUSTIN
P Lekakis/ Aretha-George/ Starpoint

CHRIS VAN CAMP/ KBOS/ FRESNO
Georgio/ Triniere/ R Cray/ D Allen

HOWIE WAHLEN/ PEACHES/ SEATTLE
XTC/ 3 O'Clock/ C House/ P Furs

NANCY WALLACE/ GEM ONE/ CLEV
B Club/ C Isaac/ S Red/ Cyre

KEVIN WEATHERLY/ KZZP/ PHOENIX
Starpoint/ S Red/ J Watley/ D Allen

GARY WEINSTEIN/ KATD/ SAN JOSE
S Red/ P Wolf

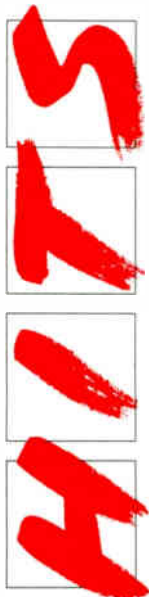
MIKE WILLIAMS/ SHOW INDUS/ LA
W Party/ L Lobos/ S Winwood

CHRIS WILLIAMS/ WROQ/ CHAR
Bangles/ P Smyth/ C House/ 8 Seconds

GREG WILLIAMS/ KCAQ/ OXNARD
Berlin/ Georgio/ M & Kim/ D Allen

STEVE WYROSTOCK/ PWR99/ ATL
A Parsons/ G Tiger/ N Order/ Heaven 17

DEENA YASNER/ 95XXX/ BURL
P Wolf/ D Allen/ Starpoint



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GEORGIA SATELLITES



The Georgia Satellites "Keep Your Hands To Yourself"

from the *Georgia Satellites* LP

5-2 HITS TOP FIFTY SINGLES!

9 HITS TOP FIFTY ALBUMS!

8-5 BILLBOARD TOP LP'S!
OVER 700,000 UNITS SOLD

SHIRLEY MURDOCK!



Shirley Murdock "As We Lay"

from the *Shirley Murdock!* LP
Over 300,000 units sold!

32-29 HITS TOP FIFTY SINGLES!

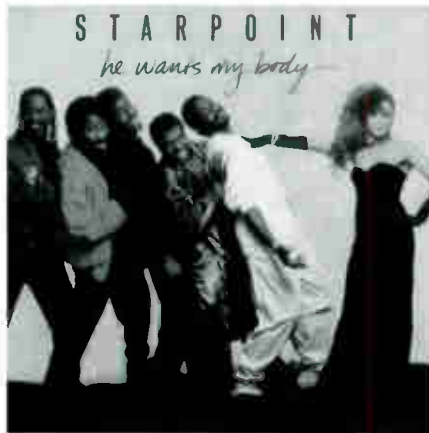
48 HITS TOP FIFTY ALBUMS!

KIIS add
KRQ add
WRQN add
WBLI add
KXX106 add

WLAN add
KC101 add
KF95 add

WJAD add
WBWB add
Z100 3-3
KITY 5-3
WCKN 13-6
Y100 14-11
WCAU 17-14
B96 18-15
WCZY 26-20
Z102 28-22
KTUX 30-25
KZOU 38-30

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	Lp SALES (1 to 10)	45 SALES (1 to 10)
SHIRLEY MURDOCK	2.55	8	7	9



Starpoint "He Wants My Body"

from the forthcoming *Sensational* LP

BIG R&B!
CROSSING NOW!

WKSS add
Y97 add
KNOE add
KITE add

KQIX add
KROY add
WAZY add

BREAKING AT:
KMEL
WKRZ
WHYT
WSPK

THEY MUST BE...ON ELEKTRA MUSIC CASSETTES, RECORDS, AND COMPACT DISCS.



INPLAY

An alphabetical listing of currently active singles

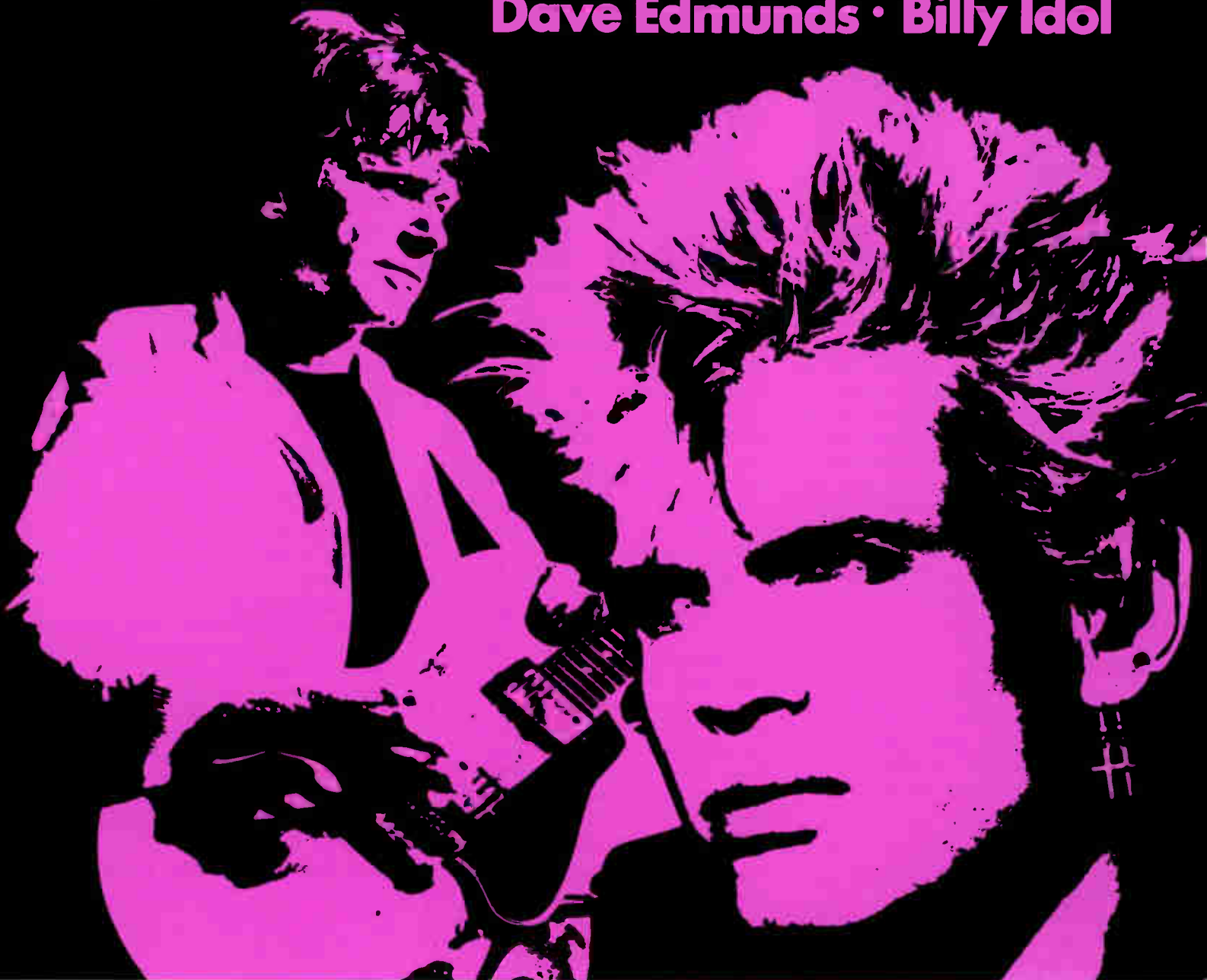
ARTIST TITLE	PRODUCER WRITER	LABEL TIME	COMMENTS
BRANIGAN, BILLY MAYBE TONITE	Rollo Branigan	Poly-8852767 3:35	One to hear.
BURNS SISTERS BAND BEAT OF A HEART	Gottelher Burns/Riddle	Col-38-06641 3:57	Lots of interest here. Building at Pop/Adult radio. Adds at Y95 and KO93.
CHINA CRISIS ARIZONA SKY	Langer/Winstanley China	A&M-2902 4:10	Great sounding record picks up strong early support from KITS and FM102. New this week at KSND, WJMX, KLUC and KQIX.
COMMUNARDS DON'T LEAVE ME...	Thorne Gamble/Huff/Gilbert	MCA-52928 4:36	Great dance single continues to develop in many major markets. Adds this week include WDJX.
COPE, JULIAN WORLD SHUT YOUR MOUTH	Stasium Cope	Island-7-99479 3:32	Hot video leads the action here. It's an MTV crusade record. Add at KQIZ.
DAVID & DAVID AIN'T SO EASY	Sigerson Baerwald/Ricketts	A&M-2905 4:04	Great debut album is a critics' favorite. Adds this week at KKRZ and WZOK.
DURAN DURAN SKIN TRADE	Rodgers/Duran Duran Taylor/Rhodes/LeBon	Cap-5670 4:25	Adds this week at WXKS, WKRZ, WPST, WLWL and KTUX. Moves include 18-12 KITS and 21-15 Y95.
EDDIE & THE TIDE PRESENCE OF BEAUTY	Olsen Ward/Clarke	Atco-7-99470 3:20	Just released. One to hear.
HAY, COLIN HOLD ME	Millar Hay	Col-38-06580 4:09	New adds on former Man At Work include Q100, KZZU, WWFX, WJMX, KQIZ and OK95. See Crossovers.
HOWARD, MIKI COME SHARE MY LOVE	Humes Humes	Atl-7-89351 3:53	Giant Black/Dance cut is ready to cross Top 40. Scoring big on the Pop/Adult charts. Adds include WNNK.
IGGY POP WILD ONE	Bowie O'Keefe/Greenan/Owens	A&M-2909 3:30	Great video leads the way. Key add at WMMS. Check local sales activity. One to watch.
JACKSON, FREDDIE HAVE YOU EVER...	Eastmond Eastmond/Skinner	Cap-5661 4:16	Former #1 urban smash picks up new support from WFLY, WNOK and PRO-FM. Album sales are strong.
KANSAS POWER	Powell Morse/Walsh/Goodrum	MCA-53027 3:43	Second release from the debut album on MCA scores with new adds at WKDD and KBIM.
KINKS LOST & FOUND	Davies Davies	MCA-53015 4:33	Adds this week include WERZ and 95INZ.
MEDEIROS, GLENN NOTHING'S GONNA...	Stone Masser/Gaffin	Amherst-311ABJ 3:45	Indie distributed single moved to #2 at KZZP and is now spreading. See Flash-makers for details.
MEL & KIM SHOWING OUT	Stock/Aitken/Waterman Stock/Aitken/Waterman	Atl-7-89329 3:33	Giant 12" hit picks up new support from WKRZ, KCAQ and WKQB. Hot on the West Coast.
PRETENDERS MY BABY	Clearmountain/Lovine Hynde	Sire-7-28496 4:07	New adds on former #1 Album Rock hit include WNOK, KKAZ and WQCM. Good video in rotation.
PSEUDO ECHO LIVING IN A DREAM	Berry Canham	RCA-5125 3:27	Finishes fourth this week in the Earpicks competition. One to watch.
PSYCHEDELIC FURS HEARTBREAK BEAT	Kimsey Butler/Aston/Butler	Col-38-06420 4:03	Hot new track. Adds include WNNK, WMMS and KHIT. Building.
SANTANA VERACRUZ	Cohen/Santana Santana/Rollie/Thompson	Col-38-06654 3:44	Hot new vocalist highlights this debut from new album. WERZ and KMGX add. Building at Album Rock radio.
SHEILA E HOLD ME	Sheila E SheilaE/Guzman/Mininfield	WB-7-28580 4:10	Taking strong moves where played. Developing urban and selling singles already. Potential hit record.
SIMON, PAUL BOY IN THE BUBBLE	Simon Simon	WB-7-28460 3:45	Third single from Grammy nominated album scores with adds at WMMS, WWFX and WINK. Album still selling Top 20.
TRIUMPH ONE MORE NIGHT	Clink Martin/Fanucchi/Schon	MCA-53014 3:28	Second single from MCA debut album.
VENETIANS SO MUCH FOR LOVE	Swinn Opitz	Chry-43056 3:40	Pop natural scores with third week adds at WMMS, KCAQ, FM102 KZZU, KIKX, KKAZ, KZFN, 100KHI and 95XXX.
VERA, BILLY I CAN TAKE CARE...	Baxter Vera	Rhino-74404 3:26	Re-release follow-up is developing in many markets. Album sales are strong. Check local action.

Reach the stars

ROCKLINE

Hosted by Bob Coburn

Dave Edmunds • Billy Idol



Live • Monday • February 23

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HITS CELEBRITY GRAMMY PIX



JOHN STAMOS



DONNY OSMOND



DOUG DAVIDSON



TINA TURNER

Everyone has an opinion on who's gonna be the big winners at this year's Grammy Awards, so we at *Hits*, your #1 source for minor celebrity predictions, thought it might be fun to find out the picks of some folks who have absolutely nothing to do with the music business (sorry, Donny). Anyway, the idea was to send correspondent Tony Lawrence out into the fray to find out what trends to watch for come the big night, and to give the following folks a chance to get their mugs in our mag. Each personality was asked to pick a winner in the six major categories, and here are the choices of those not too afraid to alienate all their nominated pals:

JOHN STAMOS: *Daytime hunk..... Played Blackie on soap "General Hospital" for five years, earning Emmy nomination..... Currently plays Jack Klugman's son on NBC's "You Again"..... Fan mail runs to 1000 letters a week.....*

Record of the Year: Steve Winwood, "Higher Love" ("This is truly the comeback of the century..... and not just because he's old enough to be my dad.")

Album of the Year: Steve Winwood, "Back In The High Life."

Song of the Year: Carole Bayer Sager/Burt Bacharach, "That's What Friends Are For" ("Deeply touching and applicable to all of us.")

New Artist: Bruce Hornsby ("Good issues and good messages.")

Pop Vocal Performance, Female: Dionne Warwick, "Friends" ("She always sings her ass off.")

Pop Vocal Performance, Male: Peter Cetera, "Glory of Love" ("I've been a fan since Chicago. His voice can cut through a brick.")

DONNY OSMOND: *Member of seminal show biz family..... Recently inked to CBS, now cutting his first solo album in seven years..... A living legend..... What can you say that hasn't already been said?*

Record of the Year: Steve Winwood ("Like the old Winwood, only more percussion.")

Album of the Year: (tie) Steve Winwood and Peter Gabriel, "So" ("Perhaps the edge to Gabriel. He's brave and bold and took a chance.")

Song of the Year: Carole Bayer Sager/Burt Bacharach, "That's What Friends Are For" ("Deeply touching and applicable to all of us.")

New Artist: No pick.

Pop Vocal Performance, Female: Cyndi Lauper, "True Colors" ("She didn't play it safe. What a great idea to go with whispering and talking on the album.")

Pop Vocal Performance, Male: Steve Winwood ("Not unusual, but a lot of energy.")

DOUG DAVIDSON: *Soap hearthrob as seven-year vet of "The Young & The Restless"..... Best friends with Rick Springfield..... Stars in upcoming mini-series, "I'll Take Manhattan" with Perry King.....*

Record of the Year: Robert Palmer, "Addicted To Love" ("I like the lips on the girl in the video.")

Album of the Year: Barbra Streisand, "The Broadway Album" ("It's good to hear her doing what she does best.")

Song of the Year: Robert Palmer, "Addicted To Love" ("Because I am, addicted to love that is.")

New Artist: Bruce Hornsby ("My wife likes him.")

Pop Vocal Performance, Female: Cyndi

Even Famous People Make Dumb Choices

Interviews
Conducted By
Tony Lawrence

Lauper, "True Colors" ("She's a space cadet and deserves full credit for it.")

Pop Vocal Performance, Male: Steve Winwood ("He's always been great.")

TINA TURNER: *Has played Jennifer Keaton on "Family Ties" since the show came on the air..... Thirteen years old and loves to rock..... Getting ready to cut her own album as the definitive "Top 40" sound..... Can't wait, can you?*

Record of the Year: Steve Winwood ("I just love him. I can't believe he's never been nominated before.")

Album of the Year: Janet Jackson, "Control" ("She'll win because she came up with a new dance everyone loves.")

Song of the Year: Steve Winwood

New Artist: Simply Red ("They're weird, and what's more I like their music.")

Pop Vocal Performance, Female: Tina Turner, "Typical Male" ("It's amazing a woman her age could come up with such a hip sound, and I mean that in the positive sense.")

Pop Vocal Performance, Male: Peter Cetera ("I like the chorus and the bridge.")

If we are to believe our less-than-expert-panel, Steve Winwood looks like the big winner, with Sager/Bacharach, Cyndi Lauper, Bruce Hornsby and Peter Cetera also showing strength in their respective categories. And where else do you get this kind of poop 'cept for *Hits*, your #1 source for the wit and witticisms of Donny Osmond. See you soon, when Mister Rogers, John Davidson, Mariette Hartley and Josephine the Plumber give *Hits* their 1987 Oscar picks.

SPOTLIGHT

Pop Go The Oscars

by
Roy
Trakin



The following rockers *will not* be collecting an Oscar this year: Madonna, Prince, David Bowie, Sting, Vanity, Gene Simmons, David Byrne, Ozzy Osbourne, Tom Waits, John Lurie, Wendy O. Williams or Ray Davies. Even though each one appeared in a major motion picture last year. Still, the Academy Awards, once strictly off-limits to rock 'n' rollers, has softened its stance in recent years, allowing the likes of Prince and Bette Midler to sneak in, albeit through the back door.

This year's list of nominees has a strong musical bias, with veteran jazz saxophonist Dexter Gordon leading the way, earning a Best Actor nod for his debut as an expatriate musician living in Paris in Bernard Tavernier's elegiac *'Round Midnight*. With movies like *Mona Lisa*, *Blue Velvet*, *Stand By Me* and *Peggy Sue Got Married* taking their names from popular song titles, motion pictures borrowed heavily from pop iconology to create their atmospheres. Those four films accounted for a Best Actor candidate (Bob Hoskins), a Best Director nod (David Lynch), a nomination for Best Screenplay Adaptation (*Stand*) and one for Best Actress (Kathleen Turner). Martin Scorsese's *The Color Of Money*, with its rock and blues-suffused soundtrack, received nods for Best Actor (Paul Newman), Screenplay and Art Direction. On the other hand, critically-acclaimed music-oriented flicks which didn't receive any nods include Alex Cox's *Sid & Nancy*, David Byrne's *True Stories* and Julien

Temple's *Absolute Beginners*.

The Academy membership is notorious for its conservative leanings over the years. In the past, they've systematically ignored nominating rock songs in any of the musical categories, though things have gotten much better recently. This year, the original song category included three Top 40 hits in Peter Cetera's "The Glory Of Love" (*Karate Kid, Part II*), Linda Ronstadt and James Ingram's "Somewhere Out There" (*An American Tail*) and Berlin's "Take My Breath Away" (*Top Gun*), as well as one that probably should be, Levi Stubbs' great "Mean Green Mother From Outer Space" (*Little Shop Of Horrors*). The other choice is a throwback, Henri Mancini's "Life In A Looking Glass," from the little-seen Blake Edwards comedy, *That's Life*. The main trouble with this category is the voters rarely choose a song from a dud movie, which may well explain the absence of Madonna's "Live To Tell" from husband Sean's flop *At Close Range*.

The big problem with the Oscar's two major musical categories is how they eliminate the most important usage of music in films today.... a soundtrack composed of non-original material, the kind you hear in almost every movie from *Top Gun* to *Stand By Me* to *Hannah and Her Sisters*. This explains why a brilliant score like *Platoon*'s mixture of Georges Delerue's doleful classicism and '60s pop psychedelia or Jonathan Demme's exotic third world backdrop to *Something Wild* could go completely ignored. Their soundtracks were not specifi-

cally composed for the film, but used pre-existing songs. This is why you won't find *Stand By Me*, *Pretty In Pink*, *Ferris Bueller's Day Off* or *The Color Of Money* nominated in the Best Original Score category where veteran composers like James Homer (*Aliens*), Leonard Rosenman (*Star Trek IV*), Ennio Morricone (*The Mission*) and Jerry Goldsmith (*Hoosiers*) hold forth with newcomer Herbie Hancock for *'Round Midnight* (and didn't Herbie merely adapt old tunes?). The Academy should adopt a new award immediately for a soundtrack based on music from another medium; it's the only way to reward those movies like *Platoon* or *Something Wild*.

No, this year's Oscars don't promise a supreme rock 'n' roll moment like Prince winning a few years back, but the world of pop music will be more than well-represented at next month's Academy Awards presentation. In fact, the only thing that could spoil the current romance between rock and the movies are a few more bombs along the lines of *Labyrinth*, *Under The Cherry Moon*, *Shanghai Surprise*, *Trick Or Treat*, *the Bride*, *Krush Groove*.... That might scare rock 'n' rollers back onto video, where some would say they belong. On the other hand, pop music and film should continue to be friendly bedfellows for some time to come, capitalizing on the video/audio revolution and its Yuppie demographics.



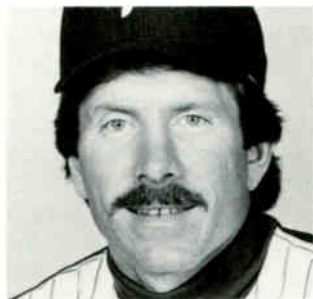
RERAP

by Toni Profera

Notes On NARM

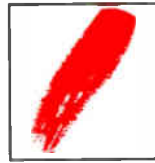
It seemed like *everybody* was in Miami last week for the annual NARM bash, which despite some in-meeting fireworks, will still be remembered for all the action that takes place during the "off" hours. Among the close encounters of the retail kind were monumental schmoozes with **Norman "Don't Call Me Norm" Hunter** who was ecstatic about goings-on at North Carolina's **Record Bar**; and then there was **Tower's** own towers of power **Stan Goman** and **Mike Pompeii**, planning to further take over the country as Tower continues its rapid fire outlet openings on the East Coast..... Also winning their respective schmoozing categories were: **Steve Marmaduke** of **Western Merchandisers**, hanging with the co's head of advertising **Diane Weidling**. Both were hanging with Columbia's National Sales wizard **John Tupper**..... Making a rare appearance at the confab was Sound Warehouse's inimitable **Tracy Donihoo**. Also talking some serious business were **Harmony House's Carl Thom**, **Susan Thom** and **Sandy Bean**..... The crew from **Camelot** was very high

No Hitter



Philadelphia Phillies star and National League MVP **Mike Schmidt** did not attend this year's NARM convention in Miami Beach.

profile as gunslinger **Lew Garrett** led his Canton based troops to the sunny clime. Forty Camelot folk made the trek..... Then there were two exhausted troopers from **Wherehouse**, namely **Lou Kwiker** and **Jim Dobbe** who found themselves in the middle of a room mishap that was *finally* resolved..... And it was great to see decorated industry veteran **Amos Heilicher** and the new generation of decorated industry pro, his son **Ira**..... Taking off for dinner with MCA's **Harold Sulman** and Co. was the **Musicland** crew including **Dick Odette**, **Arnie Bernstein** and illustrious others..... As always, **David Lieberman** was an important presence at the event, and once again played a crucial role in the scholarship program..... CBS Boston Branch manager **Luke Lewis** was busy welcoming attendees to the company's product presentation, which by the way, shows a promising future for the group of labels..... Also out and about were **Larry Gaines** of the Musicland group, **John Salstone** of MS Distributing and the always distinguished **Alan Levenson** of **Turtles**..... Kudos to **Miami Sound Machine** manager **Stan Mores** and the folks of E/P/A for helping develop the band's sizzling live act which was spectacularly showcased at the confab's scholarship dinner. Hats off to good sport **Chuck Blacksmith** of **Roundup** who was pulled on stage by **Gloria Estefan** and proceeded to do the cha-cha to the delight of his peers..... And finally, thanks to everyone who welcomed **Hits** to its first ever NARM convention. Your enthusiasm and feedback was terrific. We're looking forward to being back next year, bigger and better than ever. Thanks!!!



"BEAT'S ME"

A Bi-Weekly Commentary

by Roy Trakin

ROCK 'N RESPECT: Who says the post-punk generation has no sense of history? Both **Cyndi Lauper** and the **Beastie Boys** paid tribute to their elders at a pair of recent L.A. concert appearances. Cyndi, whose touring band includes veteran guitarist **Rick Derringer**, gave the diminutive one a chance during the encore to play both "Hang On Sloopy" (which he recorded as a member of the **McCoys**) and "Rock 'n Roll Hootchie Koo," perhaps his biggest solo hit. As for the bratty Beasties, they showed their true colors by allowing management stablemates **Run-D.M.C.** a chance to finally perform in Los Angeles. In fact, Joe and Darryl's three-song mini-set almost managed to overshadow the B.B.'s own sixty minute triumph. It culminated in a beer-soaked jam, with one and all joining in on "Fight For Your Right," as Jam Master Jay jumped off-stage into the audience and had his unlaced sneakers pinched. When the house lights went up, Beastie MCA was still on the mike, asking the crowd to return the purloined Adidas. A fine time was had by all.....

ROCK 'N ROLL (SOMETIMES) FORGETS: Insiders at **Bob Seger's** Detroit management firm are whispering the veteran rocker will call it quits after his current tour grinds to a halt in his native town later this month. Fatigue with the road grind and a desire to start a family with his new bride-to-be are said to be the main reasons behind Seger's retirement from the rock wars.....

WHERE THERE'S SMOKE: There's **FIREHOSE**, a new band formed by 2/3 of the old **Minutemen**, the San Pedro, CA punk pioneers who lost lead singer **D. Boon** in a tragic car accident a year ago last December. Bassist **Mike Watt** has reformed the group around new singer **Ed "fromOhio" Crawford**, a former Minutemen fan who traveled cross country to be in the new group. Check out the SST release, "Ragin', Full-On," and I dare anyone to tell me these guys don't deserve major label attention.

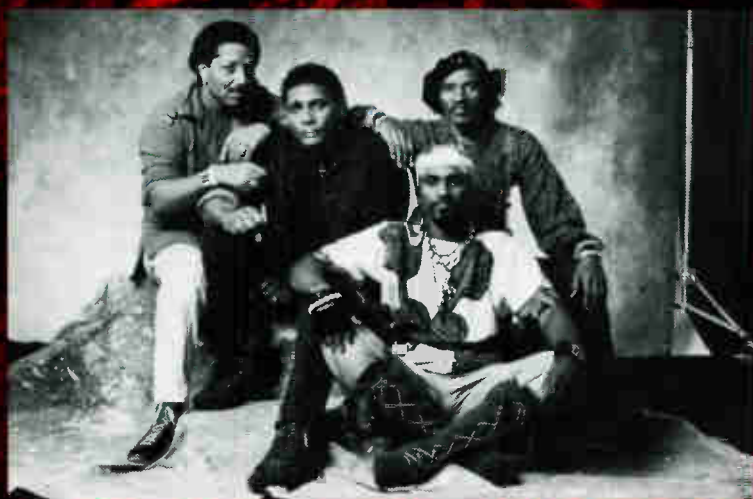
AMERICAN GRAFFITI: Another current fave is **AKA Graffiti Man**, a cassette-only release from native American Indians, poet **John Trudell** and veteran guitarist **Jesse Ed Davis**. This remarkable tape has attracted the interest of no less than **Bob Dylan**, who praised it in a *Rolling Stone* interview last summer as the best record of the year. He also had it played over the P.A. before each of his shows with the **Heartbreakers** while on tour. The duo has just finished its latest effort, another cassette-only project called "Heartjump Bouquet," scheduled for release this week. Meanwhile, Bobby Z. has been spotted at local **Graffiti Band** gigs in Hollywood at Club Lingerie and the Palace, where the group opened for **Lone Justice**. Get copies of these tapes! (For info write: The Peace Co., 7095 Hollywood Blvd., Suite 4322, Hollywood, CA 90028.)

READ THIS BOOK: **Richard Ford's** *The Sportswriter* doesn't have much to do with sports or music, but it's a searingly accurate account of middle-age *ennui* in the style of **John Updike** and **Frederick Exley**. Needless to say, as a rapidly aging rock journalist, it wasn't too difficult to relate.....

(The **HITS** management wants you to know that Roy Trakin's column is **Roy Trakin's** column and does not necessarily reflect the opinion of **HITS**.)

THE

NEVILLE BROTHERS



Whatever It Takes

The first single from the debut album on EMI America Records

Produced by the Neville Brothers
Arranged by Paul Gordon Management



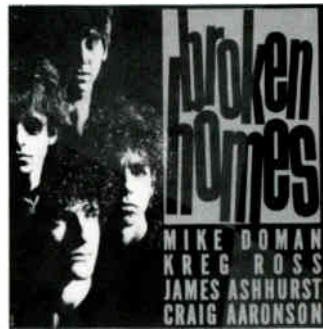


THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

First new delight thus far this year has to be Scottish songsmith and singer, **Andy White**, who is releasing his first album called "Rave On" here shortly on MCA. The label is pushing him very carefully, in the same way they have worked **Steve Earle**, letting his audience find him, and find him they will because White is one remarkable talent with obvious nods of the stylistic hat to everyone from **Bob Dylan** and **Leonard Cohen** to **Lou Reed** and **Van Morrison**..... a noted chartmeister from another leading trade publication pointed out to me that the U.K. charts are full of acts on POLYGRAM and MERCURY that the American label seems to have been ignoring—both the delightful **Swing Out Sister** and flaccid funksters **Curiosity Killed The Cat** have Top 10 singles and the Chicago house sound of **Steve "Silk" Hurley** with his "Jack Your Body" is at Number One over there. The only one of the acts that POLYGRAM here seemed to have picked up is the highly-promising **The Mission**. With such a successful year on the home front, the label seems to feel American metal is the way to go..... other bands to keep an eye open for from across the pond are female duo **Girl Talk**; white funk band **Chiefs of Relief** and Scotland's **Soup Dragons**..... **Lions and Ghosts** are off to England to record their debut album for EMI with producer **Peter Walsh**..... **Chris Butler** is behind the controls for the next **Scruffy The Cat** album on RELATIVITY..... New from GEFEN is English band **Esquire**, led by vocalist **Nikki Squire**. It's English progressive rock with assistance from Nikki's husband **Chris Squire** and producer **Trevor Horn** in the mixing stages..... RHINO is at it again, signing ex-Byrd **Gene Clark** and ex-**Tex-tone Carla Olsen** to record an album together with **Michael Huey** producing..... **Cruzados** have finished up their second LP for ARISTA which should be coming out anytime now..... and guess who's back with an album full of hot, buttered soul? **Isaac Hayes** returns with a new album on EPIC called "U-Turn".....ADD COMEBACKS: Former Kiss guitarist **Vinnie Vincent** is making some noise with his latest project on CHRYSALIS entitled "Vinnie Vincent Invasion" and the band has been ruffling some feathers on their Midwest tour, where parents have not been whole-heartedly in favor of rock and roll in general, and Mr. Vincent in particular..... **The Cure** has also had to cave in to pressure from supposed civil rights groups reacting to their ten year old song "Killing An Arab", the misinterpretation stemming from jingoist, Yankee dj's fueling the current anti-Arab sentiment in this country. Although the song is clearly non-racial, as lead singer **Robert Smith** noted in a recent statement, the band and their label, ELEKTRA have agreed to have the song removed from further airplay..... ON THE INDEPENDENT FRONT: Seattle folk trio, **Uncle Bonsai** impressed L.A. audiences on their recent trip with fine harmony vocals and uncommon wit and humor. Definitely a group to watch for..... RESTLESS, a subsidiary of Enigma have formed a new metal label called MEDUSA and launched it with new signings **D.C. Lacroix** and **Tyton**..... ENIGMA has also signed San Francisco thrash-metal band **Death Angel**..... And by the way, the full name of **Fuzzbox**, the English all-girl band mentioned on this page previously is We've Got A Fuzzbox And We Know How To Use it.



Broken Homes

Title
"Broken Homes"

Label
MCA

MCA is putting the big push behind this promising Los Angeles band's second single, "Steeltown/Bluestown." This is gritty down-to-earth rock and roll highlighted by the energy of lead singer Michael Doman. After a few recent personnel changes, the band is back on track and will be hitting the road shortly. If you get a chance, catch this band live—it's real rock and roll.

Suggested Cuts

"Steeltown/Bluestown," "In Another Land," "An L.A. Rain," "Painless Saturday."

Label Comments:

After releasing "Another Land" before Christmas, MCA decided to service radio with "Steeltown/Bluestown," after the holidays. "We thought we'd take a deep breath, get everything together, and go after this record after the first of the year," said **Bill Bennett**, MCA Vice President of Album Promotion. "Stations are on the cut, and we're waiting to see what develops."



Venetians

Title
"Calling In The Lions"

Label
Chrysalis

Infectious dance rhythms from this Australian quintet which has already scored major chart success **Down Under**. The big cut is "So Much For Love" which is tearing up the dance clubs and finding the welcome mat out at Top 40 and Album Rock alike. The Parole Records import created the buzz and started the ball rolling, now Chrysalis is bringing it home.

Suggested Cuts

"So Much For Love," "Let It All Go," "Inspiration," "Stay," "Set Loose."

Label Comments:

"This is a simultaneous build at Top 40 and Album Radio," said **Kevin Sutter**, National Director of Album Promotion. "Both formats are taking an active role in playing the cut." Sutter said the label is continuing to focus on secondary markets, continuing to build a base. "We're looking at the smaller stations for the real build," said Sutter. Simply put, the single is taking off.

GEORGIO

Sex appeal

CROSSOVER! GIANT DANCE RECORD WITH HOT SALES IN LA, HOUSTON AND PHILLY!

KIIS add
 KMEL add
 KS103 add
 KCPW add
 WERZ add
 WNNK add
 WNYZ add

KSMB add
 KZFN add
 WKQB add
 KNAN add
 I-94 add
 KF95 add

KX106 add
 KYRK add
 KAMZ add
 WILK add
 WJLK add
 KHOP add
 WMMC add

FM102 ceb 34
 WCAU ceb 40

BREAKING AT:
 KRBE
 KMJK
 KTUX
 KMGX
 KSND

ARTIST*	AVERAGE MOVE	REQUESTS (1 to 10)	45 SALES (1 to 10)
GEORGI O	3.00	7	7

CHICO DEBARGE
THE GIRL NEXT DOOR

THE FOLLOW-UP TO HIS
 TOP TEN DEBUT HIT.





TOP FIFTY ALBUMS

In one of the closest battles of the year, the **Beastie Boys** barely edged **Bon Jovi** and grabbed the #1 position on this week's chart. These two albums remain head and shoulders above the pack, out-

selling the #3 album by more than 2 to 1. Heavy metal continues to grow bigger each week as **Tesla** moves to #25, **Poison** to #38 and **Stryper** to #42.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
2	1	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Out of control!	102.7
1	2	BON JOVI	SLIPPERY WHEN WET	PolyGram 830264	Still huge	101.4
3	3	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Tonight 45 the key	48.2
6	4	JANET JACKSON	CONTROL	A&M SP 5106	Fifth single hot	43.6
5	5	BRUCE HORNSBY	THE WAY IT IS	RCA AFL 1 5904	Multiple hits	42.2
4	6	BANGLES	DIFFERENT LIGHT	Columbia 40039	4th single breaking	36.4
8	7	EUROPE	THE FINAL COUNTDOWN	Epic 40241	New superstars	33.6
7	8	CINDERELLA	NIGHT SONGS	PolyGram 830076-1	Solid	27.3
9	9	GEORGIA SATELLITES	GEORGIA SATELLITES	Elektra 60496-1	Hot single leads	26.9
10	10	LUTHER VANDROSS	GIVE ME THE REASON	Epic 40415	Pop appeal	26.7
15	11	ANITA BAKER	RAPTURE	Elektra 60444	Back up strong	26.1
11	12	BOSTON	THIRD STAGE	MCA 6188	New 45 shipping	25.9
23	13	CLUB NOUVEAU	LOVE & PAIN	WB 25531	Hot single leads	24.9
13	14	LIONEL RICHIE	DANCING ON THE ...	Motown 6158	Steady seller	24.7
14	15	PAUL SIMON	GRACELAND	WB 25477-1	Grammy nominee	24.1
18	16	BILLY VERA	BY REQUEST	Rhino 70858	New 45 out	24.0
21	17	BRUCE WILLIS	RETURN OF BRUNO	Motown 6222	Hot 45 leads	22.3
19	18	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	45 breaking now	21.8
20	19	PETER GABRIEL	SO	Geffen GHS 24088	Grammy nominee	21.4
12	20	HUEY LEWIS	FORE	Chrysalis 41534	Lots of hits	21.1
17	21	RUN-DMC	RAISING HELL	Profile 1217	New 45 out	20.1
22	22	GREGORY ABBOTT	SHAKE YOU DOWN	Columbia 40437	New 45 exploding	19.3
16	23	MADONNA	TRUE BLUE	Sire 25442 (WB)	Steady	18.6
24	24	SAMANTHA FOX	TOUCH ME	RCA 10212-1-J	New 45 shipping	17.2
33	25	TESLA	MECH. RESONANCE	Geffen 24120	Heavy metal hit	16.2

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

POISON EXPLODES AT RADIO!

**12-33 HITS
TOP FIFTY
ALBUMS!**

**KTKS add
KCPX add
KPLZ add**

KEGL 35-25



POISON

"We were getting monster phones with the only exposure being MTV. Since airing "Talk Dirty To Me," it has been consistently top 5 phones overall and #1 phones at night."

-John Roberts/PD KEGL DALLAS

"POISON 'TALK DIRTY TO ME' has been the battle of the hits champion for over a week!"

-JD Ryan/MD KEGL DALLAS

**When POISON Talks Dirty,
People Listen!**

POISON EXPLODES AT



"POISON gets consistent top 5 request every day on Dial MTV. They love it!!! And from our research, we're seeing a strong sales pattern."

-Sam Kaiser / MTV

**When POISON Talks Dirty,
People Watch!**

POISON EXPLODES AT RETAIL!

This week alone,
we've sold over 75,000 copies of the POISON LP,
"LOOK WHAT THE CAT DRAGGED IN."

**When POISON Talks Dirty,
People Buy!**

Capitol

ON TOUR NOW WITH RATT

ENIGMA
RECORDS



TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Grammy nominee	13.8
26	27	BILLY JOEL	THE BRIDGE	Columbia OC 40402	Needs new single	13.5
25	28	BRUCE SPRINGSTEEN	LIVE 1975-1985	Columbia 40558	Steady	12.8
29	29	FREDDIE JACKSON	JUST LIKE...	Capitol ST-12485	New single hot black	11.5
32	30	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL8-8212	Won't die	10.6
31	31	CAMEO	WORD UP	PolyGram 830265-1	New 45 hot	10.1
34	32	GEORGE STRAIT	OCEANFRONT...	MCA 5913	Hot country	8.8
40	33	LOS LOBOS	BY THE LIGHT...	Slash/WB 25523-1	Breaking big	8.7
28	34	RATT	DANCING	Atlantic 81683-1	Single breaking	8.6
35	35	PRETENDERS	GET CLOSE	Sire 25488-1 (WB)	New 45 growing	8.5
36	36	DEEP PURPLE	HOUSE OF BLUE LIGHT	PolyGram 831318	Comeback	8.1
41	37	ERIC CLAPTON	AUGUST	WB 25476-1	Gaining	7.0
42	38	POISON	LOOK WHAT THE CAT..	Enigma 12523 (Cap)	Heavy metal	6.5
--	39	CYNDI LAUPER	TRUE COLORS	Portrait OR 40313	New 45 due	6.3
30	40	POLICE	EVERY BREATH ...	A&M 3902	Greatest hits	6.1
45	41	MADHOUSE	8	P. Park 125545 (WB)	Hot instrumental	6.0
46	42	STRYPER	TO HELL WITH THE ..	Enigma 73237 (Cap)	Metalmania!	5.8
50	43	READY FOR THE WORLD	LONG TIME COMING	MCA 5829	Hot single leads	5.7
44	44	ROBBIE NEVIL	ROBBIE NEVIL	Manhattan 53006	2nd single hot	5.6
39	45	EDDIE MONEY	CAN'T HOLD BACK	Columbia FC 40096	Steady sales	5.0
--	46	DAVID SANBORN	CHANGE OF HEART	WB 25479-1	Hot jazz	4.9
47	47	ARETHA FRANKLIN	ARETHA	Arista 8442	Duet smokin'	4.8
--	48	SHIRLEY MURDOCK	SHIRLEY MURDOCK!	Elektra 9-60443-1	Urban smash	4.7
--	49	JUDDS	ROCKIN' WITH RHYTHM	RCA 7042	Hot country	4.6
--	50	JETS	JETS	MCA 5667	Giant single leads	4.5

HANK WILLIAMS JR. (WB)
ALAN PARSONS (Arista)
NEW EDITION (MCA)

NEXT UP

BILLY IDOL (Chrysalis)
DEAD OR ALIVE (Epic)
TOP GUN (Columbia)

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

THE RATT MEMORANDUM:



FACT: The **Ratt** single "**DANCE**" is quickly becoming one of the hottest breaking records in the country!

FACT: The **Ratt** single "**DANCE**" is one of the hottest request records at Top 40 radio this week

**HITS TOP FIFTY ALBUMS!
CROSSOVER WINNER!**

Q107 add
WCAU add
Q105 add
WMMS add
KZZP add
WRNO add
KITY add
WKRZ add
BJ105 add
WROQ add

WAPI add
WRCK add
KIKX add
WINK add
WGRD add
WBAM add
KNAN add
WABB add
WHHY add
WZYP add
KYYY add
WBNQ add

WBWB add
99KG add
KFMW add
KYAA add

KS103 deb 32
Z93 deb 37
Y106 deb 38
WBBQ deb 38

ALSO BREAKING AT:

KTKS WTLQ
KRBE WGFM
Y100 KTUX
PWR99 KZOU
KZZU

HOT SALES AT:

Record Bar
Central South
Roundup
CML One-Stop
Sound Warehouse
Show Industries
Turtles
Harmony House
Strawberries
Wiz
Sam Goody
Transcontinent
Musicland
Sound Video Unltd
Specs





BREAKOUTS

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

REO Speedwagon grabs honors in its first week in the street, blasting by the red-hot albums from **Bruce Willis** and **Club Nouveau**. **Los Lobos** are gaining momentum each week and now are up to fourth place. Heavy metal monsters **Tesla** and

Poison continue to score gains. **Santana** is back with another strong album and the **Judds**, country stars, are starting to make pop inroads.

WINNERS

1	REO SPEEDWAGON	(Epic)	39%	6	LOU GRAMM	(Atlantic)	22%
2	BRUCE WILLIS	(Motown)	37%	7	POISON	(Enigma)	20%
3	CLUB NOUVEAU	(WB)	32%	8	SANTANA	(Columbia)	15%
4	LOS LOBOS	(Slash)	27%	9	SHIRLEY MURDOCK	(Elektra)	12%
5	TESLA	(Geffen)	24%	10	JUDDS	(RCA)	12%

ALBUM DEN/BUD BAKER/RICHMOND

Tesla
Hüsker Dü
B Willis
L Lobos
R Cray

CENTRAL SOUTH/ROBIN STEELY/NASHVILLE

S Fox
L Gramm
B Willis
Jets
G Abbott

CML ONE-STOP/MIKE CLARK/ST. LOUIS

L Gramm
REO
C Blonde

DANJAY/DON THUERK/SEATTLE

REO
Santana
L Lobos
L Gramm
Hüsker Dü

GAMCO/KATHY SHEDD/MINNEAPOLIS

B Willis
R Trower
Hüsker Dü
J Cope
A Collins
Soweto

GEMINI ONE-STOP/NANCY WALLACE/CLEVELAND

C Nouveau
G Sats
Madhouse
SR Vaughan
D Edmunds

HARMONY HOUSE/SANDY BEAN/DETROIT

REO
Tesla
L Gramm
Smithereens
S Murdock

HARVARD CO-OP/MICHAEL TOCKER/BOSTON

N Griffith
L Justice
CS Angels
C House
The The
Thanx K.L. all e picks 4 u now & always.

HOUSE OF GUITARS/KIM SIMMONS/ROCHESTER

L Gramm
Dead Or A
REO
Santana
B Willis

KARMA/MIKE CROWDER/INDIANAPOLIS

REO
R Cray
Europe
Tesla
B Willis
C Nouveau

LIEBERMAN/ROB TAYLOR/CHICAGO

Expose
REO
Santana
Over The Top
Dead Or A

LIEBERMAN/TERRY DONOVAN/KANSAS CITY

N Edition
KBC
Poison
G Abbott
D Purple
REO

LIEBERMAN/MIKE BRIGANDI/MT. LAUREL

REO
KBC
A Parsons
American Tail
C Hay

MUSICLAND/DICK ODETTE/MINNEAPOLIS

REO
Santana
Over The Top

NATIONAL RECORD MART/DOUG SMITH/PITTSBURGH

B Willis
L Lobos
REO
Hipsway
Tesla
C Nouveau

PACIFIC COAST ONE-STOP/LENNY LEON/CHATSWORTH

Poison
REO
B Willis
Tesla
C Nouveau

PEACHES MUSIC & VIDEO/HOWIE WAHLEN/SEATTLE

L Lobos
K Bush
The The
Hipsway
XTC
L Tractor

PRO ONE-STOP/PAUL JOHNSON/TEMPE

Expose
L Gramm
Poison
C Nouveau
Smithereens
Dead Or A
REO

RADIO DOCTORS/KATHY STAMM/MILWAUKEE

L Gramm
Judds
C Crisis
P Echo
Janet Jackson



BREAKOUTS

**RECORD BAR/ROBERTA
ARMIJO/CORPUS CHRISTI**

Europe
B Willis
L & Rockets
S Fox
L Lobos

**RECORD BAR/NORM HUNTER
/DURHAM**

SR Vaughan
B Willis
Tesla
Poison
Dead Or A

**RECORD BAR/DIXON
SINGLETON/SAVANNAH**

Two Live Crew
Poison
Stacey Q
Tesla
RFTW
B Willis
Little Shop

**RECORD OUTLET/CHERYL
BERTIN/DETROIT**

Psychedelic Furs
Concrete Blonde
Los Lobos
Tesla
Crowded House
World Party
Hüsker Dü

**RECORD
REVOLUTION/ROBERT
DeFELICE/PHILLY**

Psychedelic Furs
Colin Hay
B Willis
Tommy Conwell
Shirley Murdock
Billy Idol
Expose

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

B Willis
Santana
REO
P Echo
C Nouveau

**RECORD WORLD/TIM
CHRIST/BALTIMORE**

Mission UK
C House
3 O'Clock
CS Angels
D Schuur

**ROSE RECORDS/TOM
JACOBSON/CHICAGO**

D Edmunds
S Fox
'Til Tues
Hüsker Dü
The Mission

**ROUNDUP/LAURA AVERY
/SEATTLE**

C House
B Willis
L Lobos
Tesla
C Nouveau
Madhouse

**SAM GOODY/MIKE
MASKA/EDISON**

L Lobos
Stacey Q
C Nouveau
L Gramm
S Murdock

**SEAPORT ONE-STOP/VICKIE
OLIVERA/PORT**

REO
Santana
The The
Club Nouveau
B Willis

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

C Crisis
Expose
Judds
Mission UK
Radio Days

**SOUND VIDEO UN-
LIMITED/MIKE
BASHKIN/CHICAGO**

S Murdock
L Lobos
Poison
C Nouveau

**STRAWBERRIES/JEFF
COHEN/BOSTON**

C Nouveau
C House
S Murdock
Poison
Tesla
M Howard
Najee

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

B Willis
L Lobos
Madhouse

**TOWER/DIANE
REA/BEAVERTON**

D. Sanborn
The Mission
Bruce Willis
L Vandross
Judds

**TOWER/MANNY MORENO
/PANORAMA**

Expose
Kopper
V Rotino
D Sanborn
M Howard

**TOWER/PERRY HANSON
/SAN JOSE**

C Nouveau
B Willis
D Sanborn
S Murdock
Judds

**TOWER/DEB CAMPBELL
/WESTWOOD**

Kraftwerk
B Idol
R Cray
C Nouveau

**TOWER DOWNTOWN/VIC
SAVINO/NYC**

R Box
Wasted
B Wow
C Crisis
W Week

**TRACKS/DONNA AGRESTO
/NORFOLK**

Najee
L Lobos
Hipsway
Little Shop
Athens Ga.

**TRANSCONTINENT/RECORD
THEATER/JIM PRIMERANO**

/BUFFALO
A Baker
REO
Santana
V Williams
H Hewitt

**TURTLES/KAREN LONG
/ATLANTA**

Jets
Judds
Madhouse
E Lover
L Lobos

**VINYL VENDORS/VALERIE
ELLIOTT/KALAMAZOO**

L Gramm
C Hay
Wasted
REO
M Howard

**WALL TO WALL LISTENING
BOOTH/STAN HELEVA/PHILLY**

C Nouveau
L & Rockets
Stacey Q
Tesla
American Tail
Jets
RFTW

**WESTERN MERCHAN-
DISERS/DAVA ALBERTSON-
/AMARILLO**

Judds
Poison
B Willis
Europe
B Hornsby
American Tail
Beaters

**WHEREHOUSE/RICH LOCK-
WOOD/L.A.**

Dead or Alive
The The
Alan Parsons
Los Lobos

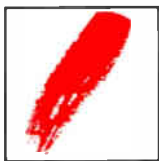


MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 PLATOON	12.9m	10783	54.8m	Soundtrack due on Atlantic.
2 OUTRAGEOUS FORTUNE	6.3m	4846	21.5m	—————
3 MANNEQUIN	6.0m	6509	6.0m	Contains Starship 45.
4 OVER THE TOP	5.1m	2929	5.1m	—————
5 BLACK WIDOW	4.1m	5606	8.7m	—————
6 CROCODILE DUNDEE	2.7m	2241	146.6m	Soundtrack on Varese Sarabande.
7 LIGHT OF DAY	2.0m	1962	6.3m	Soundtrack Lp and Barbusters 45 on Epic.
8 FROM THE HIP	2.0m	2063	5.1m	—————
9 STAR TREK IV	1.4m	1936	103.5m	Soundtrack on MCA.
10 RADIO DAYS	1.3m	9675	5.2m	Soundtrack on RCA.

"American Tail" on MCA, "Top Gun" on Columbia, "Mission" on Virgin, "Stand By Me" on Atlantic.

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



by *Lenny Beer*

WAVELENGTH

Contrary to all of the rumors that are going around, **Z100** New York's **Scott Shannon** will not be coming to Los Angeles, will not be going to San Diego, will not be buying his own station, nor will he be retiring. The truth is that he is re-upping with Malrite to continue the wars against **WPLJ's Larry Berger** and the new challenge of dancing **Hot 103**.... As we predicted last week, **KMET** is now **KTWV** (known as The Wave), the first yuppie only radio station for Los Angeles'

"Bedroom Community" (spin those Vollenweider hits). The record industry doesn't like it because of no new contemporary product, but as usual the results are in the hands of the public. For trivia buffs, the last record played at noon on Saturday the 14th by **KMET** was "The End", and the first on the new **KTWV** was "Set Me Free".... **Radio Days** may be the next surprise hot movie soundtrack. Our key soundtrack barometer has always been the Tower store in

Westwood (where instant sales were reported on *Chariots of Fire* and *Stand By Me* way before the albums broke nationally). Now they are buzzing about top 30 sales on Woody Allen's latest.... **WROQ's John McFadden** called to announce his move to **Q98 (WQSM)** in Fayetteville. He takes over effective March 2.... **Kevin Kei** is the new MD at **FM102**, due to the resignation of **Carolyn Moyer**.... **Tom Graye** moves from **WRKA** in Louisville to **KXOA** in Sacramento as

PD.... Happy Belated Birthday wishes to **Kelly Gordon** of **KTRS** in Casper.... Get well wishes to **Maria Farina**, weekend air personality at **WMMS**, who was in a car accident during a blizzard. Maria is resting and recovering at home.... Get well wishes to one of our favorite people and one of the great radio wives, **Leisa St. John** (wife of **KX104's Michael St. John**), who had been hospitalized for encephalitis and is now resting and recovering at home.

GINO VANNELLI.

WAKE UP TO A
NEW HOTBED OF
BLUE-EYED SOUL.
HIS FIRST SINGLE,
"WILD HORSES,"
FROM HIS
NEW ALBUM,
"BIG DREAMERS
NEVER SLEEP."

FZ 4 1337



ON CBS ASSOCIATED
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AND COMPACT DISCS.

Produced by Gino Vannelli, Joe Vannelli and Ross Vannelli.
Management: Patrick Raines & Associates.
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BOSTON

**OVER
4,000,000
AND COUNTING...**

*Now, the new single from
Third Stage*

**CAN'TCHA
SAY**

Produced by Tom Scholz

Management: SR&D

ON MCA HQ CASSETTES AND RECORDS

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