

H

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T

S

RADIO SEZ SIMON

See Page 9

WINNERS

FLASHMAKERS

FLEETWOOD MAC (WB)

BRYAN ADAMS (A&M)
ROBERT CRAY (POLYGRAM)
BREAKFAST CLUB (MCA)

CROSSOVERS

PSYCHEDELIC FURS (COL)

NIGHT RANGER (CAM/MCA)
ATLANTIC STARR (WB)
SMOKEY ROBINSON (MOT)

EARPICKS

FLEETWOOD MAC (WB)

BRYAN ADAMS (A&M)
THOMPSON TWINS (ARISTA)
KIM WILDE (MCA)

BREAKOUTS

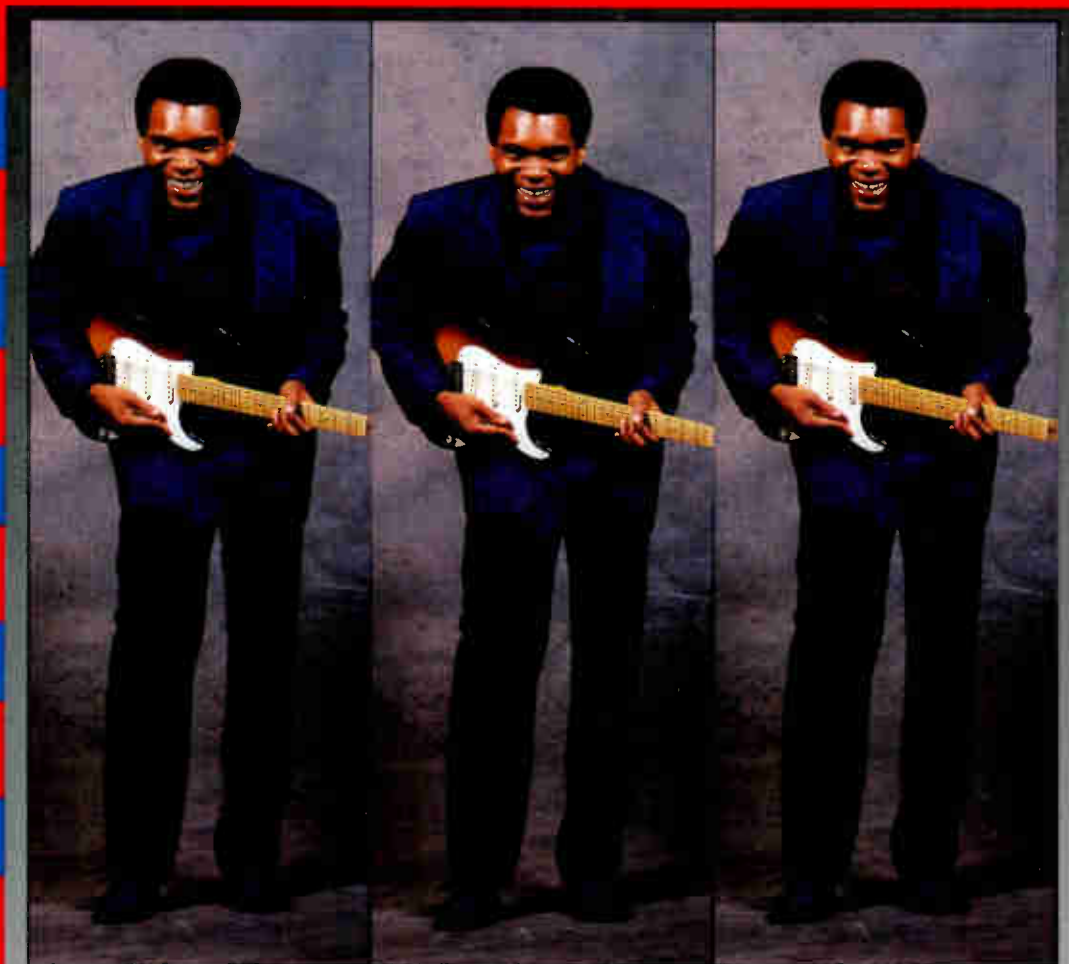
U2 (ISLAND)

TRIO (WB)
CUTTING CREW (VIRGIN)
PATTY SMYTH (COLUMBIA)

WILDCARD

KIM WILDE (MCA)

Label's hot streak continues with this hot remake pulling giant requests and early sales. Moves 19-9 KRBE and adds KIIS, B97, KMEL, KDWB, KS103 and FM102.



Robert Cray

He paid his dues with the blues, now he's gone pop and it just won't stop.

HOT NEW RELEASES

DAVID BOWIE "DAY IN" EMI 8380
JON BUTCHER "GRACE" Capitol 5693
KOOL MOE DEE "DOCTOR" RCA 1041-7-J
HUEY LEWIS "I KNOW" Chrys. 43108
LISA LISA "HEAD TO" Col. 38-07008

EDDIE MONEY "ENDLESS" Col. 38-07035
NEWCITY ROCKERS "BLACK DOG" Critique728
OINGO BOINGO "SLAVE" MCA 53050
THE OTHER ONES "WE ARE" Virgin 7-99473
PAUL SIMON "AL" WB 7-28667

get REALITY

get BOI-NGO

The drums are beating. It began in L.A. and spread to places like Denver, Seattle and San Francisco. The new album has already set retail on fire with success stories in Chicago, Atlanta, and Philadelphia. Now the single, NOT MY SLAVE, has arrived to ignite BOINGO-mania from the album that's in the last ten days has sold over 200,000 units, BOI-NGO. Their U.S. tour hits on April 11th. The drums get louder.

The new album
by BOINGO BOINGO

featuring
"NOT MY SLAVE"

produced by
DANNY ELFMAN and
STEVE BARTEK
management:
L.A.P.D.

ALBUM SALES DEBUTS

#1 TOWER - SOUTHERN CALIFORNIA
#6 TOWER - NATIONALLY
#21 MUSICLAND - NATIONALLY

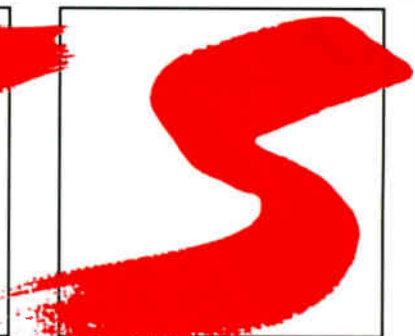
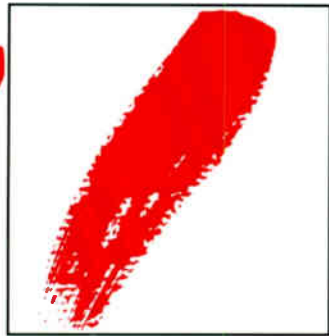
MCA RECORDS

BOI-NGO



BOINGO BOINGO

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Headquarters:

15477 Ventura Blvd.
Suite 300
Sherman Oaks, CA 91403

(818) 501-7900



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SINGLES

Starship's theme to the film "Mannequin" soars to the top, while the deluge of superstars start to make their moves to the top. Prince is flying, U2 is exploding, Fleetwood Mac is back and Bryan Adams is rocking.



28

DIALOGUE

Ruth and Gehrig. Stanley and Livingston. Abbott & Costello. These classic teams will just have to step aside for the latest dynamic duo, Virgin Records' double barreled pairing of Jeff Ayeroff and Jordan Harris. Hits' Managing Editor David Adelson goes one-on-two with the men in charge of adding America to the list of Virgin leader Richard Branson's global conquests.



38

SPOTLIGHT

For more than two decades, Elektra Records has been on the cutting edge of popular music. With the arrival of President Bob Krasnow, the label moved from west coast offices to New York and completely revitalized their roster. In an exclusive Hits overview, Harold DeMuir gets the low-down on the new Elektra from a team that has returned the historic label to the forefront of the biz.



44

ALBUMS

Beasties and Bon Jovi are still at the top, but Poison is this week's big story. Their debut album hits the Top Ten with momentum and a huge single to keep it growing.



Last month, when Hits interviewed MCA Executive VP Richard Palmese, he was taking bets as to when his b. w. (beautiful wife) Lana would deliver the couple's first child. Well, it's time to collect, because last week Richard finally experienced the blessed event, a bouncing baby boy named Richard Andrew. Rumors that the MCA executive immediately placed a photo of Irving Azoff over the toddler's crib are so far unconfirmed. But, true or not, we here at your #1 source for infantilism wish Mr. and Mrs. Palmese a hearty congratulations.

FLASHMAKERS 18
Fleetwood Mac and Bryan Adams battle it out.

CROSSOVERS 22
Psychedelic Furs lead the way.

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Cutting Crew is an out of the box winner.

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U2 and Trio lead.

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TOP FIFTY SINGLES

Starship moves to the top of the chart with their theme from the "Mannequin" movie. Arista Records now has two Top Ten smashes with Expose being joined by the Aretha / George duet.

Hot new records which lead big albums by U2, Fleetwood Mac and Bryan Adams all score quickly on the chart. Also, note the strong debut by Enigma / Capitol rockers, Poison.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	STARSHIP	NOTHING'S GONNA	RCA 5019-7-G	Soundtrack smash
1	2	CLUB NOUVEAU	LEAN ON ME	WB 7-28430	Giant in two formats
4	3	JANET JACKSON	LET'S WAIT	A&M 2906	5th smash
6	4	EXPOSE	COME GO WITH ME	Arista 9555	Hot sales
7	5	BRUCE HORNSBY	MANDOLIN RAIN	RCA 5087	Another smash!
11	6	ARETHA/GEORGE	KNEW YOU WERE...	Arista 9559	Going all the way
9	7	GENESIS	TONIGHT	Atlantic 7-89290	Biggest one yet
12	8	CROWDED HOUSE	DON'T DREAM	Capitol 5614	Coming home
10	9	EUROPE	THE FINAL COUNTDOWN	Epic 34-06416	Continues gaining
13	10	WANG CHUNG	LET'S GO	Geffen 7-28531	Good single sales
3	11	RONSTADT/INGRAM	SOMEWHERE OUT THERE	MCA 52973	Oscar candidate
8	12	HUEY LEWIS	JACOB'S LADDER	Chrysalis 43097	New cut starting
24	13	PRINCE	SIGN O THE TIME	WB 7-28399	Instant giant
5	14	BEASTIE BOYS	FIGHT FOR RIGHT	DJ/Col 38-06595	New single breaking
19	15	LOU GRAMM	MIDNIGHT BLUE	Atlantic 7-89304	Foreigner vocalist
15	16	BON JOVI	PRAYER	PolyGram 888 1847	Falling now
14	17	DEAD OR ALIVE	BRAND NEW LOVER	Epic 34-06374	Peaked
16	18	JETS	YOU GOT IT ALL	MCA 52968	Lp selling well now
17	19	PETER GABRIEL	BIG TIME	Geffen 7-28503	New single out
22	20	REO SPEEDWAGON	THAT AIN'T LOVE	Epic 34-06656	Steady
18	21	BRUCE WILLIS	RESPECT YOURSELF	Motown 1876	Needs new single
23	22	SHIRLEY MURDOCK	AS WE LAY	Elektra 69518	Crossover
27	23	JODY WATLEY	LOOKING FOR A NEW	MCA 52956	Giant crossover!
26	24	TINA TURNER	WHAT YOU GET...	Capitol 5668	Selling well
28	25	BANGLES	WALKING DOWN	Columbia 38-06674	Fourth hit

(Based on a combination of sales and airplay)



THE TIME IS NOW.

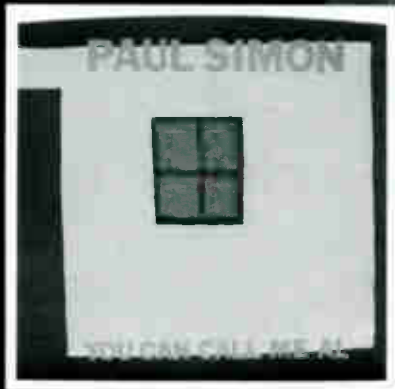
"You Can Call Me Al" • Paul Simon

From The Grammy Award-Winning Album Graceland

Produced by Paul Simon • Engineer: Roy Hallie

FLASHMAKER!
FORMER WILDCARD
3/16/87!
HITS TOP FIFTY
ALBUMS!

- Z100 add
- PWR106 add
- Z93 add
- Z94 add
- WAVA add
- KMJK add
- KMEL add
- B106 add
- WHYT add
- B104 add
- KBEQ add
- Y100 add





TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
29	26	HIPSWAY	HONEYTHIEF	Columbia 38-06579	Good growth
30	27	STEVE WINWOOD	THE FINER THINGS	Island/WB 7-28498	Gaining fast
31	28	PETER WOLF	COME AS YOU ARE	EMI 8350	Breaking big
35	29	DONNA ALLEN	SERIOUS	Atco 7-99497	Crossing quickly
32	30	ROBBIE NEVIL	DOMINOES	Manhattan 50053	Two in a row
39	31	CUTTING CREW	I JUST DIED IN YOUR	Virgin 7-99481	Early sales
43	32	MADONNA	LA ISLA BONITA	Sire 7-28425	Off to the races
36	33	GLASS TIGER	I WILL BE THERE	Manhattan 5006	Three in a row
37	34	BOSTON	CAN'TCHA SAY	MCA 53029	Breaking
42	35	ROBERT CRAY	SMOKIN' GUN	PolyGram 888-3437	Selling
20	36	EDDIE MONEY	I WANNA GO BACK	Columbia 38-06569	Falling now
40	37	CYNDI LAUPER	WHAT'S GOIN' ON	Portrait 37-06970	Third cut off & runnin'
21	38	CAMEO	CANDY	PolyGram 888-1937	Peaked
--	39	U2	WITH OR WITHOUT YOU	Island 7-99469	Instant giant!
--	40	POISON	TALK DIRTY TO ME	Enigma/Cap 5686	Retail monster!
44	41	CHRIS DEBURGH	LADY IN RED	A&M 2848	Gaining each week
48	42	KOOL & THE GANG	STONE LOVE	PolyGram 888 2927	Gaining each week
49	43	GLENN MEDEIROS	NOTHING'S GONNA	Amherst 311 ABJ	Hot request record
--	44	WORLD PARTY	SHIP OF FOOLS	Chrysalis 43052	Selling
--	45	FLEETWOOD MAC	BIG LOVE	WB 7-28398	Worth the wait
--	46	BRYAN ADAMS	HEAT OF THE NIGHT	A&M 2921	Tons of airplay
50	47	PAUL LEKAKIS	BOOM BOOM	ZYX 5571	Requests
--	48	BREAKFAST CLUB	RIGHT ON TRACK	MCA 52954	Hot new act
--	49	PSYCHEDELIC FURS	HEARTBREAK BEAT	Col 38-06420	Breaking at retail
--	50	GREGORY ABBOTT	I GOT THE FEELING	Col 38-06632	Follow up to smash

LIONEL RICHIE (Motown) THOMPSON TWINS (Arista) BARBUSTERS (Epic)	NEXT UP	HERB ALPERT (A&M) CHICAGO (WB) BEASTIE BOYS (Col/DefJam)
--	---------	--

(Based on a combination of sales and airplay)



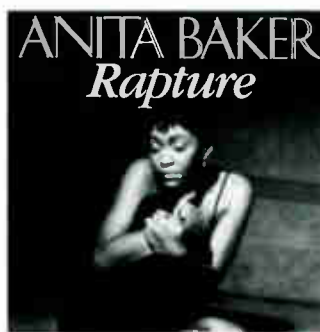
GET HOOKED!



SIMPLY RED
"THE RIGHT THING"
 from the Men And Women LP—just out. See the video in power rotation on MTV.

FLASHMAKER!
 30-28 R&R AC

AVERAGE MOVE	AGGRESSIVES (4 or more)
2.71	10



ANITA BAKER
"SAME OLE LOVE (365 DAYS A YEAR)"
 from the double-platinum, double Grammy Award-winning *Rapture* LP. Multi-format smash—huge R&B and A/C, now CHR. On tour now.

HITS TOP FIFTY ALBUMS!

CROSSOVER!
 AC BREAKER #20

AVERAGE MOVE	Lp SALES (1 to 10)
2.36	10



THE GEORGIA SATELLITES
"BATTLESHIP CHAINS"
 from the Georgia Satellites LP. The follow-up to their #1 "Keep Your Hands To Yourself." Over 800,000 units sold; rocketing toward platinum! Catch the video in power on MTV. On tour now.

HITS TOP FIFTY ALBUMS!
CROSSOVER!

SHIRLEY MURDOCK!



SHIRLEY MURDOCK
"AS WE LAY"
 from the *Shirley Murdock!* LP. More than 400,000 sold—heading for gold! On tour now.

HITS TOP FIFTY ALBUMS!
HITS TOP FIFTY SINGLES!
 38-35 R&R
 14-12 R&R AC



DOKKEN
"DREAM WARRIORS"
 theme from *A Nightmare On Elm Street 3*—from the cassette single we can't keep in stock! In power rotation on MTV. Turning nightmares into dreams...



STARPOINT SENSATIONAL
"HE WANTS MY BODY"
 from the Sensational LP. Huge R&B, crossing pop now.



BENJAMIN ORR
"TOO HOT TO STOP"
 the follow-up to the hit "Stay The Night" from *The Lace* LP. Catch the video in power on MTV.

WE'VE GOT THE RIGHT BAIT... ON ELEKTRA MUSIC CASSETTES, RECORDS AND COMPACT DISCS.





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Wrapped Up In A&R Part II

It was way back on March 2 that we ran a photo of Geffen A&R whiz John David Kalodner all wrapped up in his work (that photo is in the top left corner). We also put the call out to other A&R wizards to show us how wrapped up they are in their work. Well lo and behold, a couple of young A&R turks from Arista decided they wanted to be just like their A&R idol. So here they are (l-r): Randy Gerston, Manager A&R West Coast and Frank Chackler, A&R Rep., West Coast for Arista. Hey guys, we love your spirit and we encourage others to join the party. As always, God bless you.

Pic Of The Week



Reed Exits Manhattan Post

Stephen Reed has resigned his position as Senior Vice President of Manhattan Records effective immediately. According to the label, Reed "has indicated his desire to pursue other interests which he will announce shortly." Manhattan Bruce Lundvall stated, "I would like to thank Stephen for his outstanding contributions to building the foundation of Manhattan and we wish him every success in the future."

R a d i o :
Win A Free Trip To London!
Another Hits Dumb Contest
See Page 17

New Vice President

Liz Beth Rosenberg has been named Vice President of Publicity at Warner Bros Records. Rosenberg will oversee the company's New York - based staff as well as helping determine national publicity campaigns. Pictured (l-r): Warner Bros. Vice President and National Director Of Publicity, Bob Merlls; Rosenberg; and Warner Bros. Records Chairman Mo Ostln.



Here Comes "Al"

Looks like the second time's a charm.

Radio has responded to the Paul Simon challenge by embracing the re-release of "You Can Call Me Al" with tremendous major market additions and solid secondary follow through. Out of the box (nearly a year late) adds include New York's Z100, KPWR in Los Angeles, KMEL in San Francisco, Atlanta's Z93, Detroit's WHYT,

as well as WAVA, B104, Z94, Y100, B106, KMJK and KBEQ.

It has taken close to a year for the right momentum to be captured and all of the pieces to come together on this project, but quality has won out over all obstacles. And now that the door has been opened at radio, we wouldn't be at all surprised to see multiple hits follow the "Al" breakthrough.



Z-100's SCOTT SHANNON
— You can call him Al.

More Promotion In Motion

The domino effect is once again at work in the world of record label promotion. As proven in the past, each major change in a label's promotion department could potentially effect the other labels.

Late last week, Capitol's Senior Vice President of Promotion and Marketing Walter Lee resigned his post after a 17-year tenure at the company. Though Capitol had no official comment, it is believed the label is currently deciding whether to promote from within or search for outside big name talent.

Currently, the Capitol promotion staff is being headed by National Promotion Director Tom Gorman, who is one of the names rumored to be in contention for the position. Gorman has been highly recruited recently by other labels and is regarded as an up and comer in the promotion sweepstakes. There are a few other names from other labels reportedly being considered.

The practice of promoting from within seems to be becoming more common. In the past year, such promotion executives as Arista's Rick Bisceglia, Columbia's John Fagot, Manhattan's Jack Satter, Atlantic's Judy Libow and EMI's Tony Smith have all worked their way through the ranks of their respective companies to head promotion departments.

One company that has most recently promoted from within is RCA. Though there has

continued on page 10

Radio Sees The Light Of Cray

Two years ago Robert Cray and his band were traveling around the country in a van filled to the brim with equipment. At every stop, the band would pack 300-500 seat clubs and blow the place away with its sizzling blues-infused sound. Anyone who had ever heard Robert Cray at any point in his career knew he was a potential star, but most industry pros openly worried that he couldn't break in the limited world of radio playlists. It's 1987 and PolyGram recording artist Robert Cray is a bonafide star — he's an Album Radio favorite and the cut, "Smoking Gun" is exploding Top 40 on its way to a possible Top 10 hit.

"We're ecstatic," said a proud PolyGram President and CEO Dick Asher who applauded radio for its acceptance of an artist that didn't fit into the standard pop mold. "We always felt the music was much more than blues and

transcended any category," Asher continued. "I think as a general principal, we'd be making the right move if we never used any labels with any music."

Indeed, the battle PolyGram faced when it first introduced Cray's album "Strong Persuader" to radio and retail was the blues stereotype. "It won't fly with the kids," and "You might get a few Urban stations



Robert Cray — *We hate to say we told you so, but....*

in the South" were the types of comments heard by PolyGram VP of Promotion John Betancourt. "It hit radio by surprise because it's so different," Betancourt remarked. "This is not a blues hit, this is a mass appeal hit. This record has the fastest reaction of most any record I've worked. Within five days you get heavy, heavy phones and heavy sales reaction."

"I think we're just starting," said PolyGram's Executive Vice President, Marketing and Sales Bob Jamieson. "It's gratifying to get him to the level he's at, but I think the artist is unique enough to think that we have a lot more to go." Jamieson and his team made a concerted effort to make retail aware of Robert Cray as a mass appeal artist. "We were spending a lot of time with the retail accounts. What we tried to put across was that if they were going to put it in their

continued on page 10

FRONT PAGE

Coury Wins Court Battle

Singer Irene Cara has lost her lawsuit against current Geffen Records Sr. VP of Promotion and Marketing Al Coury. On March 5, the judge dismissed the suit by Cara that claimed Coury, as Network Records President, signed Cara to a bogus recording contract.

The court ruled in Coury's favor on two separate counts of the suit. First, Cara failed to bring a claim within the one-year statute of limitations

imposed on the Talent Agencies Act (under which she sued) before it became law. In addition, Cara had claimed that Network was not a legitimate record company, and Coury had thus acted illegally as an agent. The judge ruled against Cara, saying that Network was a legitimate record company with bona fide distribution agreements at the time with Elektra/Asylum and then Geffen.

Cray *continued from page 9*

blues section, they should also put it in their pop section," the industry veteran continued. "I don't think we should get hung up trying to put him in a category. I think we should look at him as a very unique, multi-talented individual. He's a young man with a bright future."

Radio Agrees

Top 40 outlets that have played "Smoking Gun," note instant phone response. "It's phones across the board," said Kevin Belcastro, PD of Rock-102 in Buffalo. "It's hot and it's selling."

"Enormous calls the minute we played it," said Maureen Matthews of KHIT in Seattle. "In the beginning, he was someone to make KHIT stand apart from other Top 40s."

"All reactions to this record have been positive," said WKSS Hartford's Jay Dowd. "It was a must-add for image purposes. Great upper demos and researching immediately Top 10."

The next single on tap looks to be "Right Next Door," which is our pick to click instantly.

Robert Cray has arrived.

Promotion *continued from page 9*

been no official announcement from the label, Nipper's new Vice President of Promotion is Atlanta Regional Promotion man Butch Waugh. There was much speculation about who would fill the job at RCA — ironically all the candidates were major players from major labels. Waugh follows in the hot Southern footsteps of Eddie Mascolo, A&M's Charlie Minor and the aforementioned John Fagot of

Columbia. Waugh, contacted in Atlanta, told *Hits* that his #1 priority was to meet with the field staff and learn each individual market. Waugh also noted, "It is also very important for me to meet the programmers and let them know that we'll only be pushing the records we believe in." Waugh also asked, "Does this mean I'll get my copy of *Hits* comped?" (Editor's Note: No shot, Butch)

The Ladder

A rundown of executives on the move



Haslam



Isaak



Simpson

Pamela Haslam has been named Vice President of Communications for PolyGram Records. She was most recently at CBS where she served as Director of Communications for the CBS Broadcast Group.... **Wayne Isaak** has been promoted to Executive Director of Publicity at A&M. He will relocate to the label's New York office.... **Ed Simpson** is the new Pop Director, Northeast Region for Arista Records. He's been with the label for 10 years.... **Phil Wild** has been appointed Senior Director, Business Affairs for Arista. He has held the position of Senior Attorney for three years.... **John A. Lofrumento** has been promoted to the position of Chief Financial Officer for ASCAP. He's been with the Society since 1981.... At Elektra, **Mark Cohen** has been

promoted to the position of Manager National Alternative Radio. He has been with the label since August, 1983.... Camelot Enterprises has promoted five to Vice President positions. They are: **Vern Benke**, Vice President, Southern Division; **Dan Denino**, Vice President of Administration; **Larry Hodgson**, Vice President, Northern Division; **Jim Sage**, Vice President of Management Information Systems; and **Jack Rogers**, Vice President of Finance.... **Dawn Atkinson** is the new Vice President of A&R for Windham Hill Records. She was most recently Director of A&R for the company.... **Fred Ehrlich** is the new Director, College Marketing, CBS Records and **Michele Block** has been named Manager, College Marketing, CBS Records.



Wild



Lofrumento



Cohen

INSTANT HOT PHONES!

*"In a week of heavy traffic
Kim Wilde goes to the front
of the pack with major market
stations showing the way!"*

KIM WILDE



**YOU
KEEP
ME
HANGIN'
ON**

THE FIRST RELEASE FROM *A N O T H E R* S T E P

GIANT REQUESTS

**EARPICKS WINNER!
WILDCARD!
FLASHMAKER!**

**KIIS add
B97 add
KS103 add
KDWB add
FM102 add**

**KITY add
Z102 add
KCAQ add
K106 add
KOKZ add
KQIZ add
WGLF add
KRBE 19-9
KCPX 29-26**

Produced By Ricki Wilde
1987 MCA Records, Inc.
MCA RECORDS

ARTIST	AVERAGE MOVE	REQUESTS (1 to 10)	45 SALES (1 to 10)
KIM WILDE	6.50	7	7



NEAR TRUTHS

by I. B. Bad, Los Angeles

Back in that crazy, crazy world of A&R: If you're looking for two experienced A&R men, then look up **Thom Trumbo** and **Steve Moir**, formerly of MCA. And now that we hear **Michael Goldstone** will be joining Manager **Tim Neece** in his business endeavors, it seems that MCA will soon have a whole new A&R staff..... Over at Capitol, the hunt is on for a new VP of Promotion with some choice names in the business being studied by the new administration (see story, page 9). Now that Joe Smith's Laker seats (on the court, in case you haven't seen Mr. Smith on the NBA "fantastic" promos) are involved, this job is a definite hot ticket..... A once proud music trade publication is reported on the losing end of a costly court settlement with its former printer. We're talking the major bucks..... Did you know that Producer **David Z** and Producer **David Rifkin** are the same crazy, crazy guy. We applaud both of him for triumphs with **The Jets**, **Jody Watley**, **Sheila E.** and a soon-to-come **Nu Shooz** project..... Also from the "who is that man" file comes word that J. Coco, the

Producer/Writer of "Telepathy" on the new **Deborah Allen** RCA album is none other than **Prince**..... Also on the subject of producers, **Jimmy Jam** and **Terry Lewis** are the men behind the new **Nona Hendryx** single on EMI..... RCA/Ariola/Bertelsmann AG topper **Monty Leufner** was in Los Angeles last week meeting the troops, artists and managers. We're talking holding court..... **Rosie Vela** graces the cover of *Glamour* this month. Does this mean we can print the photos we've been holding for our cover..... CAA had a big pow wow in Palm Springs recently where the company announced it had signed up-and-coming act **Michael Jackson** for his forthcoming tour..... Is newly signed Virgin local promotion man **Mike Schaefer** already departing his new post?..... And now it's kudo time. Our hats are off to MCA's **Steve Meyer** for a successful double play of **Jody Watley** and **Breakfast Club**. Two new artists during a period of such heavy traffic — nice job. Meyer keeps moving right up the "best in the business" ladder..... On the celluloid front is anticipation over the pairing of **Arnold Schwarzenegger** and **Mick Fleetwood** in the new film *Running Man*. Watch out Martin and Lewis..... We're also looking forward to *Hearts Of Fire* with **Bob Dylan**, **Fiona Flanagan** and **Rupert Everett**. That one'll be out for Summer..... **Roy & Julie Rifkin's** Guardian Production has signed **New Edition**..... It's official. **Simon Potts** is the new Senior VP of A&R for Capitol Records. We'll do the official announcement next week..... And the beat goes on.

Two Guys



Billy Idol (l) does his impression of *Global Satellite Network* Producer **Mark Felsot** during Idol's appearance on a recent "Rockline" show.



MUG SHOTS



A NIGHT AT THE GRAMMYS— **Peter Gabriel** (c) is flanked by fans **Al Coury** (Sr. VP of Promotion and Marketing) and **Christina Anthony** (Promotion whiz) of Geffen Records at Warner Bros.' post Grammy bash at Chasens in Los Angeles. Among the other guests at the soiree were **Pee Wee Herman** and **Princess Stephanie of Monaco** (they were not together).



EXPOSE YOURSELF— **Arista Records Senior V. P. Marketing and Promotion, Don Jenner**, bares those pearly whites as he's caught in the middle of the three lovelies from the label's hot new trio, **Expose**. The happy occasion was **Clive Davis'** pre-Grammy Awards "jump the gun" party at the Beverly Hills Hotel. **Arista acts Expose** and **Jermaine Stewart** provided the entertainment for a star-studded crowd which included such gate-crashers as **Whitney Houston**, **Dionne Warwick**, **Billy Idol**, **Pee Wee Herman**, and **Jody Watley**. From left to right, are: **Ann Curless** and **Jeanette Jurado** of *Expose*; **Jenner** and band member **Gioia Bruno**.



IT'S THEIR PARTY— **D. I. R. Broadcasting** is producing a special on "The Legendary Ladies" of rock 'n' roll to be seen later this year on the Cinemax cable channel. A bevy of luminous femme superstars was present, including (back row, from left to right): **Lesley Gore**, **Brenda Lee**, **Freda Payne**, **Shirley Alston Reeves**, **Mary Wells**, **Ronnie Spector** and **Martha Reeves**. (front row, from left to right): **Grace Slick** and **Belinda Carlisle**.



LETTERS TO THE EDITOR



FAR TRUTHS

by Danny Fields, New York

London Calling

Dear Sirs:

You have been sending your magazine to a D. Miller at this address.

Unfortunately, you have been sending it to 63 instead of 53 Kensington Gardens Square. Due to this, we have had the tenant of this house at our Studio in a rather distressed state! Also Mr. Miller has since moved to new premises at 429 Harrow Road, London W10.

Could you therefore send your magazine to this address so that the gentleman at number 63 Kensington Gardens Square will visit us no longer.

Yours faithfully,
Rachel Mooney
Administrative Manager
Marcus Recording
Studios, London

Editor replies: Well, we'll be a soggy bag of fish and chips. Turns out you're receiving the copy of one M. Thatcher at 10 Downing Street, and boy is Maggie peeved. In fact, as a result of this oversight, England has broken off diplomatic relations and the entire Western World is threatened. By the way, the gentleman from number 63 is a top-secret C.I.A. operative, so be easy on him. The allied countries are counting on you, luv.

Dear Toni:

Nice seeing you in Miami, and thanks for the terrific mention in the magazine. We all appreciate it.

Best regards,
Stan Moress and Miami
Sound Machine
Scotti Bros. Moress-
Nanas Artist Management
Santa Monica, CA

Editor replies: But you earned it guys! Just rush us that 12" dance single version of Toni and the Sound Machine work-

ing out on "Take A Letter Maria." As for Toni's guaranteed five-album recording contract, send the details to her official agents, Hits Talent Inc., the newest off-shoot of this burgeoning entertainment empire. Toni assures us she will never forget Miami, either.

Hi guys,

Read your spotlight on "Classic Rock" with Fred Jacobs and Gary Guthrie. Typically, it's another case of the dollar crushing the life out of music on the radio. True, listening to Classic Rock—at least KLSX, which covers the late '50s to the occasional '80s song—can be fun. But overall, the trend is reactionary and close-minded. Tom Yates' idiotic comment taking Seger way out of context—ain't you heard Richard Thompson? Elvis C.? And many others. Today's music (not necessarily what's getting played) has all kinds of soul. And "New Music" doesn't have to mean teen fodder. All I can see is radio formatting itself into a strait-jacketed asylum for the brain-dead. What scares me the most? Guys like these have power.

Planning a coup,
Darryl Morden
Sherman Oaks

Editor replies: Hey, it's only been six months and 32 issues, and we've finally gotten a serious letter about an editorial issue. From a journalist no less. Our suggestion at Hits, your #1 source for learning to stop worrying and love "Classics Radio," is to take two "Stairways to Heaven" and see us in the morning. We don't like it any better than you do, but what's a poor yupster to do?

It wouldn't be proper to say exactly which companies are involved, but there is an A&R frenzy afoot to sign **Tommy Cromwell and the Young Rumlbers**, and it involves virtually every major label in town. Part of **Steve Mountain's** Cornerstone Management stable, which also includes the **Hooters**, Conwell is a lanky blond guitarist/singer/songwriter of supposedly astonishing talent whose first LP on Mountain's Antenna label is all over the most powerful Album Rock stations in the Mid-Atlantic region. One A&R VP described the scene backstage at a recent concert in Philadelphia's Main Line area (Conwell's home turf) as "dozens of frantic New Yorkers waving checkbooks in the air." Stay tuned.... It's hard for a party held in the offices at the end of a workday to be glamorous, but glam indeed was the birthday party given for **Eliot Hubbard**, VP of Publicity for E/P/A, by his staff on Friday last. Among those attending were **John Hall** from Orleans and **Johanna Hall**; actress **Novella Nelson**; the members of **Rouge** (as in **Desmond Child** and....) re-unioning; **Darlene Love**; **Rona Elliot** and the *Today Show* crew; 'Til **Tuesday** managers **Randall** and **Tom Barbera**; **Dead Or Alive** manager **Jeffery Jaffe**; **Leata Galloway**, recently signed to Columbia; **Marilyn Laverty**, VP of Publicity for Columbia; **Vivian Piazza**, East Coast PR Director for A&M; MJI Broadcasting President **Josh Feigenbaum**; famed stylist **Fiona Williams**, and many more. Telephone wishes were called in by **Joan Jett**, **Luther Vandross**, **Mason Ruffner**, **Jennifer Rush**, and **Cyndi Lauper** (from Florence). On Monday night, Columbia execs hosted a reception for the legendary **Isaac Hayes** at B. Smith's in

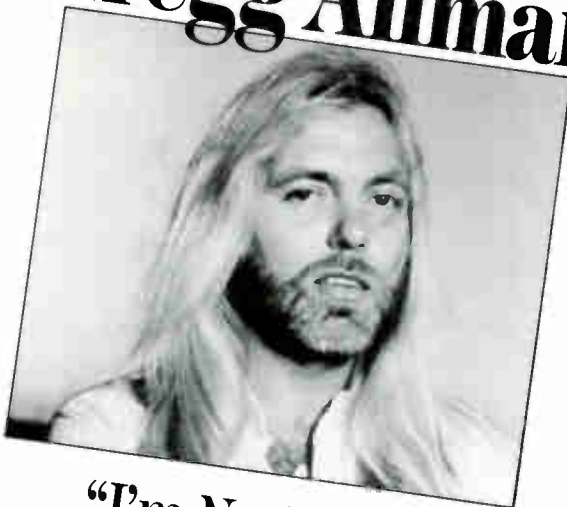
Popular Guy



Tommy Cromwell—the hottest.

the theater district, which was totally taken over for the occasion. The party was the culmination of a six-week promo tour organized by Promotion VP **Ruben Rodriguez** and his staff, including of course **Mike Bernardo**. The Manhattan Borough President sent a document proclaiming March 9, 1987 Isaac Hayes Day, and the guests dined on a sumptuous buffet of filet mignon, pasta salads, and overwhelming fruits. Best of all, Isaac performed, (accompanying himself on piano) such tunes as his beloved "By The Time I Get To Phoenix" and "Thank God For Love," from his premier Columbia LP, "U-Turn".... That night, Columbians were on the march again, this time over to Radio City, where such mighty moguls as Promotion VP **John Fagot** (and his staff), Marketing VP **Bob Sherwood**, Marketing Director **Jane Berk** and others gathered backstage after **Paul Young's** sold-out concert, and then went home and got plenty of rest in preparation for Tuesday's event, which was a lunch at Il Menestrello to introduce hot new act **Hipsway** to their American record company. The aforementioned Sherwood and Fagot were there, as were Sales VP **Danny Yarbrough**, Publicist **Julie Steigman**, and managers **Ken Kushnick** and **David Passic**.

Gregg Allman



"I'm No Angel"



DEBUT **■** HITS TOP FIFTY ALBUMS!
CROSSOVER!

WMMS	add	K104	add
PWR99	add	WZYQ	add
WKDD	add	KXYQ	add
95XIL	add	KGOT	add
KCMQ	add	KTMT	add
Q104	add		

22-16 HITS TOP FIFTY ALBUMS!
CROSSOVER!

WKSE	add	ALSO BREAKING AT:	
BJ105	add	KTKS	KMJK
WKDD	add	WXKS	KSAQ
KZFN	add	KPLZ	K98
KBFM	add	KCPW	KKRZ
KKRZ	add		

RK102	40-35
WCZY	39-36
KUBE	34-31



Luther Vandross & Gregory Hines



"There's Nothing Better Than Love"



Spandau Ballet

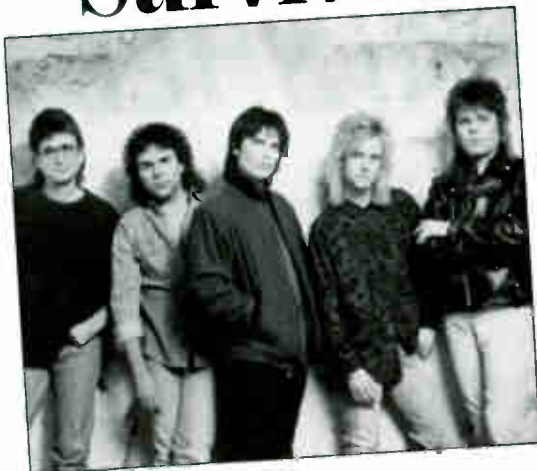


"How Many Lies"

DEBUT SINGLE FROM NEW LP!

BREAKING AT:
KITS
WMMS
PWR99

Survivor



“How Much Love”

KPKE add
WROQ add
95XIL add
KQIX add
WSPK add
K104 add
KHTZ add

WLS 26-20
B94 27-23
WERZ 35-27
WKSI 31-27
99DTX 36-31
RK102 35-31
KCPX 35-31
KSND 36-31
KRBE 40-36

Q107 deb 26
WXKS deb 35
93Q deb 40

ALSO BREAKING AT:

KTKS Y108
KPLZ KKBQ
B106 KWK
WMMS KCPW
WCAU KMJK
Z94 Y108
KEGL WKSE
B97



WLRS add KXX106 add
WKSS add WBNQ add
KYRK add KYNO add
KWNZ add WBAM add
B91 add KZOZ add

WMMS 13-8
WKDD 17-11
Q102 21-16

ALSO BREAKING AT:

WXKS	WCAU	WGH-FM
Z95	Z94	KHIT
KTKS	KNBQ	KKRZ
KRBE	KATD	92X
WRNO	KZZP	WEAG
KPLZ	99DTX	WPHD
KDWB	KEGL	WKSE

The Barbusters

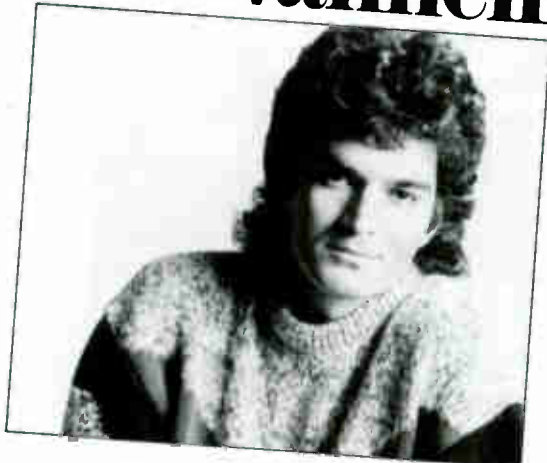
Featuring Joan Jett & Michael J. Fox



“Light Of Day”



Gino Vannelli



“Wild Horses”

BREAKING AT:

WLLOL
Y108
KIMN
KSND
KZZU
KIYS
WKRZ
KF95
KTMT
WZLD
KTRS



EPIC/PORTRAIT/CBS ASSOCIATED



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)
KIM WILDE	6.50	1	1	0	7	-	7
CUTTING CREW	6.02	64	1	0	10	1	7
PRINCE	5.80	71	11	3	10	-	7
U2	5.75	36	1	0	10	8	1
ATLANTIC STARR	5.50	3	0	0	5	-	5
MADONNA	5.10	48	0	0	10	8	1
ARETHA FRANKLIN	4.48	66	35	7	8	4	10
JODY WATLEY	4.43	37	5	1	10	7	10
STEVE WINWOOD	4.42	51	11	2	7	10	8
BEASTIE BOYS	4.06	7	4	2	10	10	2
CYNDI LAUPER	3.88	37	0	0	7	-	6
BOSTON	3.84	31	1	1	7	9	5
BANGLES	3.65	50	3	1	6	10	8
POISON	3.56	14	3	1	10	10	3
LOU GRAMM	3.52	42	23	8	7	7	10
DONNA ALLEN	3.50	25	9	2	8	-	8
PETER WOLF	3.33	30	2	0	7	-	8
ROBBIE NEVIL	3.29	33	1	0	6	3	7
CROWDED HOUSE	3.23	40	49	14	9	8	10
PAUL LEKAKIS	3.04	9	6	3	10	-	8
CHRIS DE BURGH	3.02	20	11	5	7	3	8
RUN DMC	3.00	7	1	0	7	8	3
KENNY LOGGINS	3.00	11	0	0	5	1	1
ROBERT CRAY	2.89	17	4	1	7	10	8
GLEN MEDEIROS	2.82	15	8	5	10	-	6
WANG CHUNG	2.78	38	53	16	7	2	10
GLASS TIGER	2.77	23	2	1	6	3	6
KOOL & THE GANG	2.77	27	4	0	5	5	6
SIMPLY RED	2.71	10	0	0	4	4	1
COVER GIRLS	2.69	6	4	2	7	-	5
WORLD PARTY	2.67	11	2	1	6	5	8
HIPSWAY	2.67	26	6	0	5	5	8
TINA TURNER	2.61	21	10	2	5	2	9
CHICAGO	2.39	7	0	0	3	4	1
GEORGIO	2.37	7	2	0	8	-	5
ANITA BAKER	2.36	5	0	0	3	10	3
BREAKFAST CLUB	2.07	13	0	0	9	4	4
SMOKEY ROBINSON	2.00	2	0	0	6	1	3

Special Radio Only Contest

Win A Free Trip To London To See Level 42 Play Live

Can you believe this? *Hits* Magazine and PolyGram Records are offering one lucky radio gunslinger and a guest (Sorry folks, this one's for Radio only), a chance to win a free trip to London to see Level 42 perform live at Wembley Arena. Thirty runner-up winners will be sporting a pair of *L.A. Gear* footwear and listening to a great PolyGram Compact Disc. All you have to do is enter this incredibly easy and slightly dumb *Hits* contest. Here's how you can scam your free trip:

1. Listen to Level 42's hot new single, "Lesson In Love." Tell us, down to the last second, how far into the song you hear the line:

"DON'T LET YOUR SPIRIT BURN"

Pretty darn easy, eh? Just tell us minutes and seconds.

2. Just to see if you're paying attention, we're asking that you name the four members of the band and their instruments. It's a piece of cake.

3. Because this is so dang easy, we're going to ask you to name the top FIVE singles on the *HITS* TOP FIFTY SINGLES chart and the top FIVE albums on the *HITS* TOP FIFTY ALBUMS chart from the issue of March 30. That's two weeks from now. Can you pick the *HITS*' hits?

Thirty (30) runner-up winners will each receive a pair of happening footwear compliments of *L.A. Gear* and a sizzling Compact Disc courtesy of PolyGram.

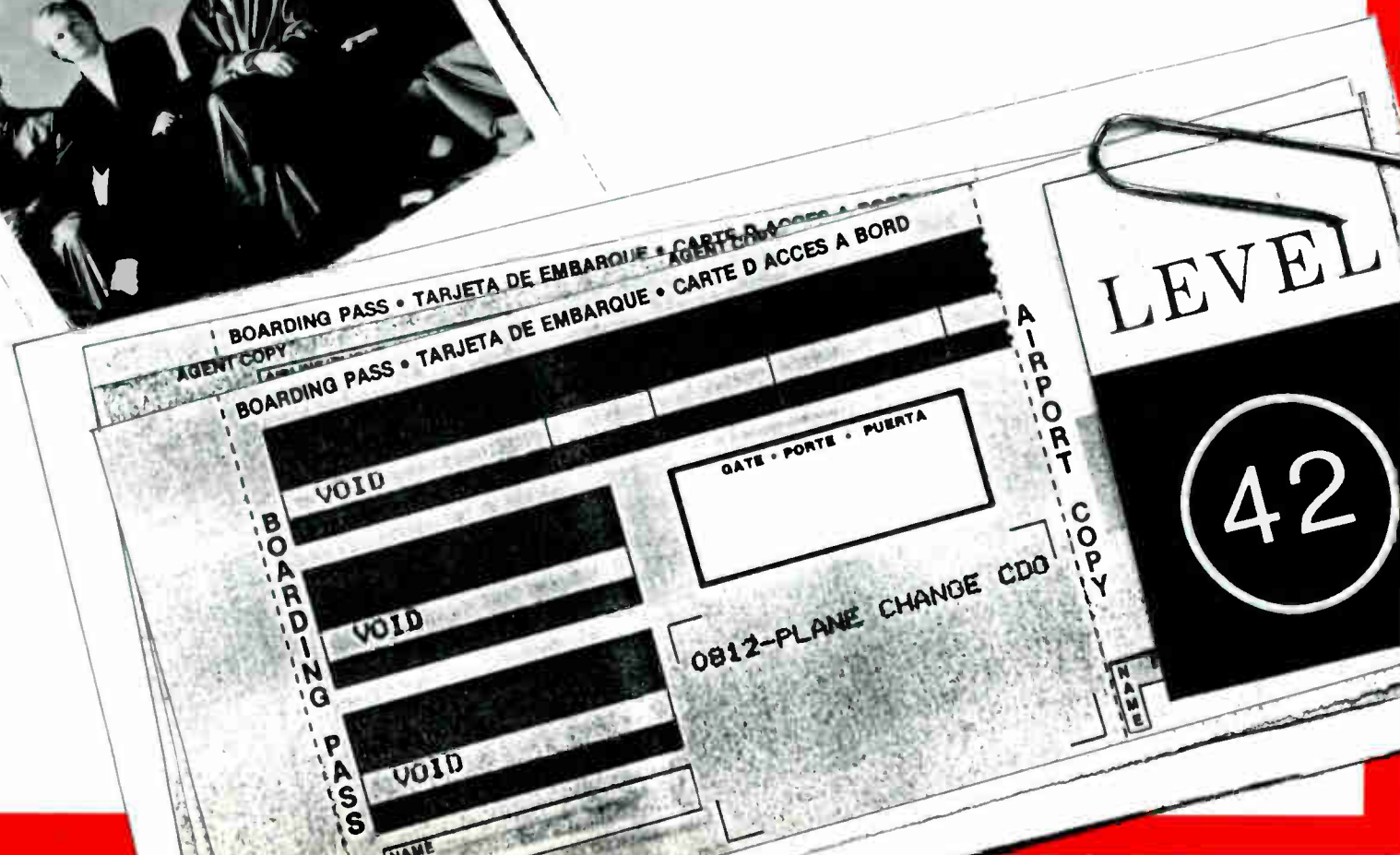
The Gruesome Details

- Entries are limited to one per radio person only.
- Winner and guest depart April 6 and return April 9. Winners receive two roundtrip tickets to London, two nights lodging, ground transportation and tickets to the show.
- Contest deadline is Tuesday, March 24. Entries will be accepted over the phone or by mail.
- Winner will be notified no later than Wednesday March 25.
- Is your passport ready?

HITS

PolyGram Records
.....

L.A. Gear™





FLASHMAKERS

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

The superstar product is here and radio loves it. **Fleetwood Mac** and **Bryan Adams** battled all week for the Most Added crown, with Mac finally winning by just two stations. Also

strong out of the chute were **Lionel Richie** with his 300th release from his current album and the newest from the **Thompson Twins**.

FLEETWOOD MAC BIG LOVE WB

First release from their new album scores with adds at **WBLI, Z95, WLS, KEGL, KTKS, WAVA, 99DTX, Y100, KUBE, KPLZ, B94, KWK, Z93, PWR99, WMMS, WLLOL, KHTR, 94Q, KZZP, KWSS, KKRZ, WRNO, WCZY, KDWB, KNBQ, KHIT, KMJK, KCPX, KWOD, KIMN, KPKE, KATD, Y108, WKTI, 92X, WGH-FM, WNCI, 95XIL, KIIK, WKQB, WZOK, K106, KKRD, Y97** and many, many more.

BRYAN ADAMS HEAT A&M

Rocker is back with a new album due. Out of the box adds: **KIIS, KEGL, WXKS, WAVA, KRBE, WCZY, KKBQ, Q107, Z94, 99DTX, B106, KUBE, KNBQ, KHIT, KPLZ, WMMS, KDWB, KHTR, KWK, Z93, PWR99, WLLOL, B94, KS103, KZZP, Q105, WKTI, B97, FM102, KMJK, KATD, 95XIL, WZLD, KSMB, WFXS, KNOE, KOKZ, KYYY, KKXL** and more.

ROBERT CRAY SMOKING GUN POLYGRAM

Average Move: 2.89 Aggressives: 17
Adds include **WLS, KKBQ, 99DTX, WRNO, KIMN, WKSE, Q100, WKZL, WKRZ, WRCK, WSKZ, KQIZ** and **KBIU**. Moving 12-10 **Z93**, 4-3 **94Q**, 10-7 **WBCY**, 14-10 **KSND**, 33-25 **Z95**, 18-14 **PWR 997**, 35-31 **KWOD**, 35-26 **WPHD**, 40-30 **WKDD**, 29-16 **WRQN**, 39-32 **WERZ**, 22-16 **KIYS**, 38-33 **KZOU**, 33-29 **KZZU** and 33-29 **WNNK**.

BREAKFAST CLUB TRACK MCA

Average Move: 2.07 Aggressives: 13
Great third week action includes adds at **Z94, WGH-FM, WKSS, KATD, WRCK, WTLQ, KZOU, Y108, Q100, 98PXY, WFLY, WGAN, WKQB, WYKS, WMJQ, WAPE** and **WQUE**. Moves 17-14 **WLLOL**, 33-29 **Z93**, 36-30 **FM102**, 35-31 **KS103**, 37-33 **KKRZ**, 34-31 **PWR 997** and 39-34 **Z102**. Debuts include **WCAU, KRBE, B97, KMEL, Z95, KWSS, KZZP, WROQ, WKSE**.

WORLD PARTY SHIP CHRYSALIS

Average Move: 2.67 Aggressives: 11
This week's adds include **KHIT, WRNO, WKRZ, KRQ, WBBQ, WWSR, K106, KNAN, KBIU, WTNZ** and **WBAM**. Moves 10-4 **KROQ**, 9-8 **KITS**, 40-32 **Z95**, 38-33 **93Q**, 32-28 **KCPX**, 40-33 **WERZ**, 30-24 **WRQN** and 34-30 **WPST**. Strong debuts at **94Q, WKDD, 98PXY, WGF, Z104, KIYS** and **KSND**.

THOMPSON TWINS THAT LOVE ARISTA

Strong first week of adds for their debut single from their upcoming album. New at **KROQ, Z95, KEGL, Y95, WCAU, KRBE, KKBQ, KNBQ, KHIT, KPLZ, WMMS, KDWB, KWK, WLLOL, KITS, PWR 997, KS103, KWSS, FM102, KMJK, KATD, WGH-FM, K98, RK102, KCPX, WGF, WKS, KIKX, KIYS, KSND, KTUX** and many others.

POISON DIRTY ENIGMA/CAP

Average Move: 3.56 Aggressives: 14
This week's believers include **Z100, KKBQ, KRBE, PWR96, KUBE, B104, WEAG, Q100, WRVQ, WKS, KEZB, Z104, WCIL, KYYY, WQUT, WIGY, Y97** and **KEYJ**. Moving 15-9 **KTKS**, 8-7 **KEGL**, 19-13 **Y95**, 29-20 **WAVA**, 27-23 **Q107**, 28-21 **Y100**, 31-25 **Z93**, 24-13 **KS103**, 20-15 **KATD** and 33-19 **KJ103**.

LIONEL RICHIE SE LA MOTOWN

First week adds include **WBLI, KIIS, Z95, Y95, WCAU, WXKS, KRBE, WCZY, WHYT, KUBE, KNBQ, KPLZ, KDWB, 94Q, PWR99, KWSS, FM102, KKRZ, KMJK, KPKE, KATD, KROY, KITY, K98, RK102, WKSE, 93Q, WKDD, 98PXY, KX104** and **WBCY**.

CHRIS DEBURGH LADY A&M

Average Move: 3.02 Aggressives: 20
Exploding now with adds at **Z95, WMMS, KSAQ, WKSE, Q100, 98PXY, G105, KMGX, KTUX** and **WRQN**. Top ten moves include 11-10 **WXKS**, 16-10 **WLLOL**, 10-5 **PWR 997**, 13-9 **KWSS**, 5-3 **KATD**, 8-4 **WFLY** and 8-5 **KSND**.

CAPITOL-IZE



Poison Talk Dirty To Me

15-10 HITS TOP FIFTY ALBUMS!
DEBUT **1** HITS TOP FIFTY SINGLES!

FLASHMAKER!
FORMER WILDCARD 3/2/87!

Z100 add WMMS deb 36
B104 add KMJK deb 37
KKBQ add Z95 deb 38
KRBE add WLOL deb 38
PWR96 add
KUBE add KCPX 1-1
Z104 add KEGL 8-7
WEAG add KTKS 15-9
WRVQ add KS103 24-13
WKSI add Y95 19-13
Q100 add KATD 20-15
KEZB add KJ103 33-19
WAVA 29-20
Y100 28-21
Z93 31-25

Z94
KITY
PWR99
Z102
WROQ

HOT SALES AT:
#2 National Record Mart
#3 Sea Port One-Stop
#5 Specs
#5 Radio Docs
#6 Warehouse
#6 Western Merchandisers
#7 Lieberman/KC
#7 Sam Goody
#8 Sound Video Unltd.
#8 House Of Guitars
#10 Gamco
#10 Wall To Wall

BREAKING AT:
WXKS
KPLZ
KBEQ
Q105

ARTIST	AVERAGE MOVE	REQUESTS (1 to 10)	Lp SALES (1 to 10)
POISON	3.56	10	10

PRO-FM add
KROY add
WOMP add
95XIL add
KKAZ add
WKDD deb 35

BREAKING AT:
WCZY
KWK
WKRZ
KZZU
KIKX
WRQN
KIYS
WERZ

Eric Martin Everytime I Think Of You



Rock And Hyde
Dirty Water

COMING NEXT WEEK!

OUT OF THE BOX 47/41AOR





FLASHMAKERS

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

BEASTIE BOYS BRASS COLUMBIA

Average Move: 4.06 *Aggressives:* 7
Second cut from the hottest selling album in the country. Adds include Q107, 99DTX, WNVZ, WRCK, KNOE, 95XXX, WKQB, KBIU, I-94, WGRD and WQUE. Moves 19-9 KS103, 28-18 Q105 and 39-33 Y106. Early debuts at Z95, WHYT, WAVA, KKQB, WCZY, KHIT, PWR 997 and KROY.

CHICAGO FAITHFUL WB

Average Move: 2.39 *Aggressives:* 7
Second week adds include Y95, WAVA, PWR96, B94, WMMS, KHTR, Q105, 92X, WGHFM, 93Q, KJ103, WRVQ, WKRZ, Y106, G105, KCAQ, KZOU, WNNK, KNOE, WJMX, KDON, KRNQ, KBIU, I-94, Y97, WYKS, WCGQ, WGRD, WTNZ, B98 and WFMF. Moves 40-28 WPHD and debuting early at KEGL, KHIT, KWK, Z93, WKSE and RK102.

GLEN MEDEIROS NOTHING AMHERST

Average Move: 2.82 *Aggressives:* 15
New at WXKS, KDWB, WKTI, KMJK, Q105, WNVZ, WPHD, WRVQ, KNOE, KOKZ, KIKK, KHIT and others. Hot moves include 6-4 Q107, 3-2 WAVA, 8-6 KATD, 5-4 KBEQ, 10-6 WKZL, 10-7 WKSI, 4-2 KIYS, 20-13 KCPW, 32-26 KKRZ and 16-11 WDJX.

KOOL & THE GANG STONE POLYGRAM

Average Move: 2.77 *Aggressives:* 27
New at WBLL, B94, KMGX, KIKX, WOKI, KKXL, KKLS, KFMY and WAPE. Jumps: 11-9 WCAU, 16-10 Q105, 26-22 KIIS, 34-29 WMMS, 23-17 KCPW, 26-20 KKRZ, 32-24 WGH-FM, 27-21 RK102, 32-26 WKSE, 31-27 WPHD, 31-25 93Q, 35-29 WKZL, 29-24 WAPI and 22-17 WRVQ.

PATTI SMYTH NEVER COLUMBIA

Continues to grow with adds this week at WRNO, WEAG, KJ103, KZOU, KOKZ, KCMQ and others. Moves include 33-28 WMMS, 31-26 WLOL, 24-20 WKTI, 38-34 RK102, 23-19 WPHD, 19-14 WROQ and 32-28 WPST.

SIMPLY RED RIGHT ELEKTRA

Average Move: 2.71 *Aggressives:* 10
This week's believers include WCAU, KROY, RK102, KZOU, WNOK and WSPT. Early hot moves include 33-28 WCZY, 29-21 KHIT, 37-32 WMMS, 38-29 KKRZ, 35-30 KJ103, 22-18 WKRZ, 22-18 Y107, 26-18 WERZ and 29-24 WNNK.

LEVEL 42 LESSONS POLYGRAM

Good first week reaction here. Out of the box adds include KROQ, KMEL, KITS, KMJK, WPHD, KCPX, KSND, WBBQ, WPST, WNYZ, KOKZ, WJMX, WSSX, WNOK, WJAD, KZFN, WKQB, KNAN, Y97, KTRS and KFMY. Remember to enter the Hits/Polygram contest!

HUEY LEWIS LIKE CHRYSALIS

Fourth single from their hot album scores with early adds at KUBE, KHTR, Z93, KKRZ, WGHFM, WEAG, WAPI, WBCY, WERZ, WSKZ, WXLK, Z102, KNOE, WJMX, WQUT, WIGY, KKRZ, WCGQ and KEYJ. Already moves 29-21 WLS and 33-25 KEGL. The big promo push goes this coming week.

KIM WILDE HANGING MCA

Average Move: 6.50 *Aggressives:* 1
This week's front cover Wildcard pick. Hot as an import, selling 12" and pulling big phones already. New believers include KIIS, KDWB, KS103, FM102, B97 (#2 sales, #4 phones), KITY, KCAQ, Z102, KOKZ, KQIZ, WGLF and K106. Moves 19-9 at KRBE in Houston.

PAUL SIMON AL WB

Great first week adds in its second time around. This re-release from the multi platinum and Grammy winning #3 album in the country picks up adds at Z100, WAVA, WHYT, Z94, B106, Y100, KMEL, Z93, KBEQ, KMJK, B104, WKDD, WKSI, WXLK, WSSX and KISR. It's coming home this time.

PETER GABRIEL DON'T GEFEN

Fourth single from the Top 20 national album is a ballad with Kate Bush that picks up adds this week at WXKS, KATD, KCPX, WKRZ, KIKX, KSND, KZZU, WERZ, WPST, KQIZ, WKPE and KNAN.

COREY HART MIRROR EMI

This week's adds include Y100, KZOU, KNOE, KQIZ and KFMY. Phones beginning to light up for this one.

HITS!

*Your Number One
Information Source*



If She Would Have Been Faithful...

CHICAGO

The New Single

Produced By David Foster

From The Hit Album Chicago 18

Direction: Howard Kaulman. Front Line Management

© 1987 Warner Bros. Records Inc.

FLASHMAKER!

B94	add
WAVA	add
WMMS	add
WGH-FM	add
KHTR	add
PWR96	add
Y95	add
92X	add
Y106	add
KCAQ	add
Q105	add
KZOU	add
WNNK	add
KJ103	add
WKRZ	add
93Q	add

WXLK	deb 25
WAPI	deb 30
WKSE	deb 34
KEGL	deb 35
KWK	deb 35
KMJK	deb 35
Z93	deb 36
RK102	deb 37
KCPX	deb 37
WPHD	40-28

ALSO BREAKING AT:

WCAU
WXKS
KDWB
PWR99
KCPW
KZZU





CROSSOVERS

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

The **Psychedelic Furs** are heading for their first major Top 40 smash. Big album sales and a steady request pattern are developing. **Night Ranger** is scoring well at Album Rock

radio and moving through the Top 40 system, while **Atlantic Starr** and **Smokey Robinson** are the next up Black crossovers.

BLACK/DANCE

ATLANTIC STARR ALWAYS WB

Crossing over quickly now with adds at B106, KCPW, WCZY, KBEQ, FM102, WKSS, KWOD, KZOU, KITY, WNOK and WAPE. Moves 18-12 KZZP, 24-17 KROY and 33-24 WKSJ.

LUTHER VANDROSS BETTER EPIC

This week's believers include WKSE, WKDD and KZFN. Already breaking at WXKS, KTKS, KPLZ, KCPW, KMJK, KKRZ, KSAQ and KITY. Album sales continue to chart nationally.

SMOKEY ROBINSON SEE HER MOTOWN

Adds this week include KMEL, FM102, WBCY, Z102, KTUX, WERZ, WPST, KX104, WQCM, KNAN, KKRZ and KCMQ. Moves at WCAU 38-31 and KNBQ 38-35.

HERB ALPERT KEEP YOUR EYE A&M

New this week at KKRZ, WCAU, KEZB, WNCI and others. Moves 29-25 KMEL, 30-26 KITY, 36-32 Z102, 29-24 KMGX and 38-33 99DTX. Breakout album sales Sea Port, Lieberman (Chicago), Specs, Sound Video and Record World.

ANITA BAKER SAME ELEKTRA

Average Move: 2.36 Aggressives: 5
Third cut from her multi platinum album picks up adds this week at KKRZ, WKRZ, KITE and more. Early moves include 29-24 FM102, 32-26 KMEL, 32-28 KKDA and 34-30 WCZY. Giant album sales continue nationally.

ALBUM/ROCK

JULIAN COPE SHUT ISLAND

This week's believers include WCAU, WGH-FM and WKSS. Breaking at KRBE, WMMS, 99DTX, WPHD, KSAQ and KCPX. Requests are building on this one.

GREGG ALLMAN ANGEL EPIC

Out of the box adds include PWR 99.7, WMMS, WKDD, 95XIL, KCMQ and Q104. Album sales are breaking out at Pro One-Stop, Sam Goody, Record Bar, Karma and Lieberman (Kansas City).

NIGHT RANGER SECRET MCA

Second week adds include KKRZ, WPHD, KRQ, 93Q, WTLQ, KWOD, KSND, WZLD, KNOE, KDON, 95XIL, KKLS, K106 and KHYT.

PSYCHEDELIC FURS HEARTBREAK COLUMBIA

Added this week at WPHD, WROQ, Y100, WKSE, KATD, Z104, WGFM, KIYS, 98PXY, KSND, KZZU and many others. Moves 1-1 KROQ, 24-20 KIIS, 30-22 KHIT, 33-28 KMEL, 35-27 WMMS, 33-28 WKRZ and Deb 29 Q107. Huge album sales continue.

GEORGIA SATELLITES CHAINS ELEKTRA

Adds at KSAQ, WCIL, WFXX, KKLS, WGRD and others. Already breaking at Z94, PWR 99.7, WMMS, Z95, WKSE and KCPX. Hot album sales at Dan Jay, Sea Port, Nat'l Record Mart, Gamco, Sound Video, Specs, Sam Goody and Record Bar.

FROZEN GHOST SHOULD I SEE ATLANTIC

Breaking big at Album Rock radio. Adds include KCPX, KSAQ, WTLQ and WPST.

POP/ADULT

KENNY G SONGBIRD ARISTA

Hot instrumental is added this week at KMEL, KATD and KITY. Moves 40-35 WBBQ and 39-26 WNNK. Hot album sales at Vinyl Vendors, Turtles and The Wiz.

RESTLESS HEART LOVING YOU RCA

Giant on the Pop/Adult lists is about to make its move Top 40 now. It's a great sounding record and will make the cross smoothly.

RAISING HITS

PSEUDO ECHO

Living In A Dream



KXYQ 30-26
KZFN 40-35

BREAKING AT:
WXKS
WGH-FM
KSAQ
KZZU

WKSS add KROQ 4-3
WKDD add KTMT 13-10
KCPX deb 39 KOZE 18-13
WMMS deb 40 KITS 23-19
OK95 24-20
KZZU 27-24

"STRONG REQUESTS AND HOT SALES LEAD THE WAY!"

LOVE AND ROCKETS

Ball Of Confusion



BREAKING BIG IN HOUSTON!
GREAT IMAGE ACT WITH STRONG ALBUM
ROCK BASE!

KRBE add ON AT
KITY add KKBQ
KTUX
BREAKING AT: KBOS
KROQ KNAN

BLOW MONKEYS

It Doesn't Have To Be This Way



KKBQ add
WNNK add
KXX106 add
OK95 add
WJLK add
Y97 add
KFMY add
KROQ deb 37

BREAKING AT:
KROY
PWR106

DEBUT SINGLE FROM NEW ALBUM SHIPPING THIS WEEK!

RESTLESS HEART

I'll Still Be Loving You



CROSSOVER!
TOP FIVE POP ADULT RECORD IS
READY TO MAKE A STRONG TOP 40
MOVE!
WILL CROSS QUICKLY!



REQUESTS

Cutting Crew is exploding on the phones and now projects as a potential #1 record for Virgin's debut in America. Prince scores another giant week on the phones as does the fast

breaking Poison smash. U2 is hot out of the box as are the new Beastie Boys single, the new Madonna and the Breakfast Club.

CUTTING CREW DIED VIRGIN

Gigantic request momentum is building nationally. Hot reports include Z93, 93Q, 95XIL, 95XXX, B98, KATD, KCMQ, KFMW, KIIK, KJ103, KKAZ, KKRC, KKR, KKXL, KKXX, KLYV, KMEL, KPKE, KQIX, KRNQ, KSAQ, KTRS, KWNZ, KZFN, KZOU, PWR997, Q100, Q107, RK102, WCZY, WERZ, WFX, WGLF, WGRD, WIGY, WJAD, WNYZ, WPST, WQCM, WQUT, WSPT, WSSX, WYKS, Y97 and Z102.

PRINCE SIGN WB

The Purple One is scoring quickly with his first release from the upcoming album. Hits at Z100, 99DTX, B93, B94, B97, I-94, KCMQ, KITE, KKAZ, KKRC, KKR, KMEL, KQIZ, KQKQ, KSAQ, KTRS, KWNZ, KZOU, WAPE, WCGQ, WCIL, WFMF, WFX, WIGY, WKPE, WKQB, WKSE, WLAN, WNNK, WNOK, WQCM, WSSX, WTLQ, WTNZ, WYKS and WZLD.

POISON TALK DIRTY CAPITOL

The album has now gone Top Ten nationally and the video is in heavies. Hot phone reports include 92X, 95XXX, B94, B97, KATD, KBIU, KFMW, KITE, KJ103, KKAZ, KNAN, KOKZ, KQIZ, KRBE, KTRS, KZFN, KZOU, PWR997, Q100, WAVA, WBAM, WBNQ, WCIL, WEAG, WERZ, WGRD, WIGY, WKPE, WKQB, WSPT, WXLK, WYKS, WZLD and Z93.

U2 WITHOUT ISLAND

Instant action on this great rock 'n' roll band includes hot mentions at 93Q, 95XIL, 95XXX, 98PXY, B94, B97, KATD, KDON, KEGL, KFMW, KFMY, KIIK, KKAZ, KKRC, KKR, KMEL, KNAN, KOKZ, KQIX, PWR997, WFX, WGLF, WGRD, WIGY, WJAD, WKSE, WPST, WQCM, WRQN, WSSX, WTLQ, WXLK, WZLD and Y94.

BEASTIE BOYS BRASS COLUMBIA

Second smash from the nation's #1 album is exploding for Z100, Z93, 95XXX, B97, KBOS, KITE, KNOE, KSMB, KYNO, KZZB, PWR997, WAVA, WBAM, WCZY, WEAG, WFX, WGLF, WKTI, WXLK, WYKS, WZLD, Y106 and Y97.

JODY WATLEY LOOKING MCA

Monster crossover hit is selling big and pulling hot phones for 93Q, I-94, KDON, KITE, KKR, KMEL, KNOE, KRBE, KYNO, KZOU, WAPE, WCIL, WCZY, WFX, WJAD, WKPE, WKSE, WNNK, WPST, WRKS, WZLD, Y94 and many more.

GLEN MEDEIROS NOTHING AMHERST

Independently distributed smash is ringing the phones for Q105, 92X, B98, KBIU, KFMW, KFMY, KHYT, KKRC, KKRZ, KMEL, KQIZ, KRNQ, KZFN, KZOU, Q107, WERZ, WKQB, WNOK, WQCM, WSSX, WTNZ and Y97.

MADONNA BONITA SIRE/WB

Instant reaction to the latest from this perennial hitmaker. Hits include Z100, 92X, 98PXY, B106, B97, I-94, KHYT, KKAZ, KKRZ, KMEL, PWR95, Q100, WAPE, WAVA, WBBQ, WBLI, WCZY, WERZ, WGLF, WIGY and WZLD.

PAUL LEKAKIS BOOM BOOM ZYX

Another in the recent string of independently distributed hits is exploding for Z100, 92X, B93, KATD, KBIU, KITE, KLUC, KZOU, KZZB, Q100, WCIL, WKPE, WNCI, WNNK, WNYZ, WTNZ and Y106.

D ALLEN SERIOUS ATCO

Dance crossover is scoring hot phones for 92X, I-94, KITE, KMEL, KSMB, KZOU, WAPE, WBAM, WERZ, WGLF, WKQB, WQHT, WSSX, WTLQ and others.

BREAKFAST CLUB TRACK MCA

Hot new act is an instant favorite with programmers and now with the public. Hot phones at 93Q, 98PXY, KDON, KIIK, KKLS, KKR, KMEL, KQIZ, KWNZ, WERZ, WJAD, WZLD, Y94 and more.

ALSO GAINING REQUEST MOMENTUM:

ROBERT CRAY	SMOKING	POLYGRAM
BANGLES	WALKING	COLUMBIA
PETER WOLF	COME AS	EMI
CYNDI LAUPER	GOING	EPIC
PSYCHEDELIC FURS	BEAT	COLUMBIA
CHRIS DE BURGH	RED	A&M
LOU GRAMM	MIDNIGHT	ATLANTIC

ATLANTIC/ATCO'S WINNING HAND

FROZEN GHOST

"Should I Get"



CROSSOVER!

NEW ARTIST BREAKING BIG AT ALBUM ROCK!

#1 MOST ADDED AOR FIVE WEEKS IN A ROW

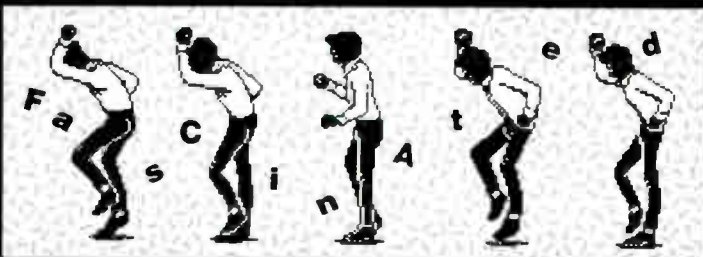
#18 R&R AOR TRACKS

#15 ALBUM NETWORK

KCPX add KOZE 29-24
KSAQ add K104 40-34
WTLQ add
WPST add
WJXQ add

COMPANY B

"Fascinated"



KILLER MOVES AT TOP 40 ON THIS #1 CLUB RECORD!

KWSS add KITY 8-5 BREAKING AT:
WRCK add Y100 17-10 WNNK
KMGX add KMEL 15-13 KROY
KZOZ add Z102 20-15 B96
WILK add WTIC 29-25 KTFM
KGGI add WTLQ

EDDIE AND THE TIDE

"Weak In The Presence Of Beauty"



BREAKING IN NORTHERN CALIFORNIA!

WERZ add BREAKING AT:
KF95 add KATD WJMX
KYUU KSMB
KWSS deb 32 KHYT WGLF
FM102 31-28 KDON WVBS
KSKG



We Make Your Station



Patty Smyth

"Never Enough"

FIFTEEN DEBUTS!

Patty's brand new album is now available and moving fast from the third week in-a-row of Top 10 airplay at album radio; first CHR believers already charting Top 20!

FLASHMAKER!

WEAG add	KJ103 add	WROQ	19-14	ALSO BREAKING AT:		
WRNO add	KGOT add	WPHD	23-19	KEGL	B97	WNCI
KZOU add	WQCM add	WKTJ	24-20	Z93	WCZY	KMJK
KCMQ add	WAZY add	WLOL	31-26	94Q	99DTX	KWSS
KOKZ add		WMMS	33-28	PWR99	WKSE	WGH-FM



Psychedelic Furs

"Heartbreak Beat"

Breaking bigger and faster than anyone imagined; album sales are out-of-control and everywhere this single is played it pulls the kind of audience reaction that programmers dream about.

CROSSOVERS WINNER!

25-22 HITS TOP FIFTY ALBUMS!

DEBUT #1 HITS TOP FIFTY SINGLES!

Y100 add	WPHD add	98PXY add	KCAQ	deb 33	Z100	30-27
WKSE add	WROQ add	KSND add	Z93	deb 38	WMMS	35-27
KATD add	Z100 add	KIYS add			KMEL	33-28
					WKRZ	33-28

Q107	deb 29	KROQ	1-1
WAVA	deb 30	WPST	24-19
WXKS	deb 33	KIIS	24-20
KCPX	deb 33	KHIT	30-22



Beastie Boys

"Brass Monkey"

#1 Lp sales, high charting additions, immediate heavy rotation.

FLASHMAKER!

1-1 HITS TOP FIFTY ALBUMS!

Q107 add	WQUE add		
99DTX add	KNOE add	KTFM	1-1
WNVZ add	95XXX add	KS103	19-9
WRCK add	WKQB add	Q105	28-18

KROY	deb 12
WRVQ	deb 19
WHYT	deb 23

Def
am
recordings

AVERAGE MOVE	REQUESTS (1 to 10)	Lp SALES (1 to 10)
4.06	10	10



Stabilizers

"One Simple Thing"

If you've read this far, you're the type of thorough programmer who never overlooks the potential of that one simple thing that gives you that ratings-winning edge.

KCPX add	Y108	6-5	BREAKING AT:	
WNNK add	KPKE	23-18	KATD	
99KG add	KIMN	27-21	WKRZ	
	KSND	35-32		
	WMMS	39-33		



Columbia Records

tion Sound Better!

Gregory Abbott

"I Got The Feelin' (It's Over)"

Gregory's back with an album zooming up the pop charts and a single breaking on three formats of radio: CHR, A/C, and Black/Urban.

46 HITS TOP FIFTY ALBUMS!	WCZY	27-20	BREAKING AT:
50 HITS TOP FIFTY SINGLES!	WBBQ	27-22	WXKS KATD
	RK102	32-25	Y100 KS103
KGOT add	WQCM add	WPHD	38-31 B97 KCPW
KBOZ add	WFLY add	WCAU	39-34 WKSE KTLQ
KZIO add	KRBE add	99DTX	40-35 WLS KTFM
WINK add	WHYT deb 25	KNBQ	40-36 KPLZ KITY



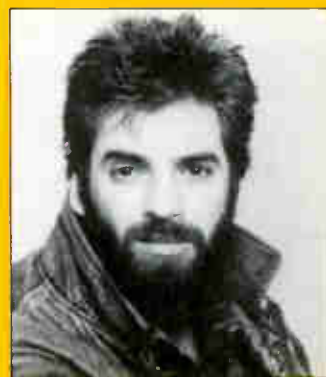
Kenny Loggins

"Meet Me Half Way"

SIXTEEN DEBUTS!

Let's face it, this man makes records that are big on audience requests and heavy on sales; go ahead and add this sound that you know will work for you.

94Q add	FM102	21-19	Z104	33-29	ALSO BREAKING AT:
KTUX add	KNBQ	31-23	KCPW	34-30	KTKS WMMS KWSS
WKRZ add	KDWB	32-26	WL0L	37-31	KWK WEAG KWOD
KEGL 17-13	Q105	30-26			KKRZ
WKTJ 22-17	KSND	38-27	ARTIST	AVERAGE MOVE	AGRESSIVES (4 or more)
WKDD 24-17	KATD	31-28	KENNY LOGGINS	3.00	11
					KZZP K98



Billy Joel featuring Ray Charles

"Baby Grand"

Although this is a natural at A/C (out only 2 weeks and almost closed) Billy's audience has brought millions of his albums from CHR airplay and will continue to request and enjoy new Billy Joel music on your station.

WNNK add	94Q	deb 25	BREAKING AT:
Q104 add	WKDD	37-27	WKSS
WNOK add			WCZY
KEYJ add			WPST
KBOZ add			



Burns Sisters Band

"Listen To The Beat Of A Heart"

We really want you to go back and LISTEN to this Beat Of A Heart — Our hard work has paid off with a national breakthru at A/C and Top 10 rotations at early CHR believers.

BREAKING BIG A/C! 13-10 GAVIN AC
18-15 R&R AC



DIALOGUE

By
**David
Adelson**



Former A&M Sr. Vice President of A&R Jordan Harris and former Warner Bros. Sr. Vice President Creative Marketing Jeff Ayeroff are old business associates (they worked together at A&M) and old friends. Their styles and personalities couldn't be further apart, but the chemistry that ensues whenever they're together is the basis for what could prove to be one of the most colorful and successful teams in the music business.

It was about a year ago that Jeff Ayeroff and Jordan Harris once again came together, this time as Co-Managing Directors of the newly formed American arm of Virgin Records. The pairing of one of the most accomplished A&R men, and one of the most respected creative marketing minds in the business caused quite a buzz in all facets of the music world, even before a single piece of product was released.

As of this writing Virgin has released four records, the first one, the soundtrack to "The Mission" was nominated for an Academy Award (along with the film's six other nominations), while the single "(I Just) Died In Your Arms," by Cutting Crew has taken radio by storm, and looks to be a good bet for the Top Ten. Meanwhile projects by Killing Joke and Heaven 17 are being embraced by Album Radio.

As for the future, there are new acts like The Other Ones, Balaam And The Angel and Rūa Mitsouko among many others. Sprinkle that with new releases from Steve Winwood, Warren Zevon, John Lydon and you have the makings of well balanced, profitable roster.

What follows is a frank, free flowing discussion with Messrs. Ayeroff and Harris. There was little need for formal questions, as the two fed off each other, spurring the other one on with new ideas. Basically, what follows is a conversation between Jeff Ayeroff and Jordan Harris. One thing is apparent, these two record company heads are happy together.

HITS: How did the trio of Harris, Ayeroff and Virgin come about?

Harris: I've had a long relationship with Virgin. At A&M I signed at least a half dozen Virgin acts like Simple Minds, UB40, OMD, and Human League. Jeff and I worked on many of those acts together.

Ayeroff: You have to remember, we go back to 1975 at A&M together.

Harris: Right. For us, the team was I would sign the acts and Jeff would work the marketing

and creative side of it. So it was a natural for us to get back together. As for Virgin, I had a relationship with (Virgin owner) Richard Branson and Simon Draper for many years. Simon is a very close friend of mine and we work very well together on an A&R level. I consider him to be the best A&R man anywhere.

Ayeroff: He runs that company much the way we run this company, starting at the creative level.

HITS: Neither of you consider Virgin America a "new" label, do you?

Harris: No. I think one of the main points is that it isn't a new label. It's new in America.

Ayeroff: It's a very entrepreneurial British label. The English music phenomenon in America is very unique. There is sort of a love/hate relationship in America and England relative to music. There is sort of a fascination about English music and the English music business. I think that Richard Branson is a very enigmatic figure that most people can't figure out.

Harris: He makes things happen.

Ayeroff: He's got a magical quality to him. I think the entrepreneur in the music business has sort of gone by the wayside, and I think Richard's tactics or his image may be slightly different, so therefore a lot of people are fascinated by it. I think that's part of the attraction for us too. You have to understand, here's a guy who has a \$500 million empire and he wants America. Well here are a couple of guys who want to run a record company.

HITS: What about the fact that there are two heads of this record company? It's unlike any other label in America.

Ayeroff: We were walking up the hall the other day and I said to Jordan, "I couldn't do this alone and you couldn't do this alone." This simply can't happen with one person.

Harris: Not at the scope and scale we're doing this. This isn't some little thing happening. We have the resources to compete with the majors.

Ayeroff: Exactly. We signed Steve Winwood by competing with the major record companies. We will, on occasion, go head to head with everybody if we want something. We will not allow ourselves to be beat up. We're not in a position to have to take acts because we're desperate. We have a good sized young roster and we want to make good deals.

HITS: Let's get back to Virgin's resources that Jordan spoke of earlier.

Harris: The advantage we have over any new company is that we have the best A&R source in Europe. It's consistently been better than the rest. From the Sex Pistols to Culture Club, to Human League, to Simple Minds, Virgin has consistently come up with the big acts. Not only do we have access to the Virgin roster, but Virgin owns and distributes a number of other record companies worldwide. It is our job to make the most of that, but at the same time build up our domestic roster. That's what Virgin has been missing.

Ayeroff: Let's say we release 30 records this year. Maybe half a dozen of those will be American signings, though American signings may not necessarily be American acts. Jordan has just signed some acts from Sweden that were



HAPPY TOGETHER

**Jordan Harris & Jeff Ayeroff
Are Making Virgin Records
A Force To Contend With.**

signed by America for the world. They're acts that we develop and deliver to our 16 sister companies around the world. It's a unique situation. What we have is sort of this United Nations of companies.

Harris: It's the ultimate international record company now that there's an American arm. We have our own freestanding companies around the world that not only market what we sign, but have their own domestic rosters. Over a third of our business in France is with domestic French acts. It's the same thing with Germany, Canada and Australia. Now it's time to do it here. So a main advantage we have when we go to sign an act is this worldwide marketing organization.

HITS: So in terms of size, Virgin breaks down into a number of small powerful companies.

Ayeroff: They're small, entrepreneurial based with a very huge hunk of their market.

Harris: The size gives us more flexibility to accomplish things, particularly for a new artist.

HITS: Let's talk about the careers of Jeff Ayeroff and Jordan Harris. You both bring to Virgin successful track records.

Ayeroff: While you can't hope for lightning to strike twice, you sort of hope that our pasts will repeat themselves. If you go through the list of the

"This isn't some little thing. We have the resources to compete with the majors."

Jordan Harris

"The irony about our relationship is that it works so well. On paper, it doesn't seem like it would"

Jeff Ayeroff

"The closer you work with an artist, the more beneficial it will be for everyone."

Jordan Harris

things that Jordan has done from breaking Simple Minds in America, to Bryan Adams breaking all over the world, to Janet Jackson.... etc.

Harris: Both Jeff and I, in our careers, have been able to take American artists and have a lot of success internationally with them. But we've also been able to take international artists like A-ha or Falco and make them work here.

Ayeroff: It's real interesting for us to look back because you kind of hope that your past will stick with you. We have a great list, the two of us together, of bands that have

had significant things to say. Whether it's a ZZ Top, or Madonna, or A-ha, or the Police, or Joe Jackson, or Bryan Adams, you start to look and you start to learn what you can do with the stuff you can get. I looked at Cutting Crew and I knew this record was going to be a hit. Of course, I've said that in the past and I've been wrong, but you have to have faith, you have to have a belief in the product.

HITS: What are some of the things you have to do to ensure good product?

Harris: We really refine and go

through the details and make sure things sound right. If it means going back into the studio and making sure there are follow-up singles, we go back and record some more. If it means making the mixes sound right so they work in this marketplace, repackaging, and videos, then we do it.

Ayeroff: Sometimes we don't have to do anything. Sometimes the stuff is perfect just the way it is. The situation right now for us is that there are a lot of talented people out there making music and we're fortunate enough to have access to a lot of them. The real difference comes from A&R and marketing. I'm not saying it's how you clang the bell, sometimes it's how you create the din, how you create the low rumble. I think when it comes to that aspect, without being arrogant about it, I think we're the best in the record business.

HITS: So your skills overlap.

Harris: Our skills definitely overlap. My background was that I was a photographer and went to art school. Jeff also went to art school. We just cross back and forth. Our styles and our personalities and characters are complete opposites, and that works too.

Ayeroff: Jordan knows all the visual stuff involved because I've worked with him for many years doing it. I'm very aggressive and very tense and Jordan's very laid back. The interesting thing is that he negotiates all the contracts.

I'm a lawyer and I don't do it. The irony about our relationship is that it works so well. Because on paper, it doesn't seem like it would. But it works great because we complement each other, and at the same time we trust each other which is very unique in the record business.

Harris: I trust him more than anybody, and that's the key to it. We go on our guts and instincts and we believe in each other enough so that we can take the major steps necessary with this company.

Ayeroff: Sometimes I'll go in the wrong direction and he'll say, "Hey, what are you doing?" Or he'll be doing something and I'll say, "Wait a minute, the main issue is this." The president of this record company is sitting between the two of us. I was talking to (VP Field Promotion) Michael Plen and he was saying, "It's great working here because it doesn't seem like there is a president." I think presidents become figureheads at record companies — that's the sad part about it. One of the things that I don't want to do is lose the hands-on experience. I don't want to not work on videos, I don't want to not work on album covers and campaigns. I don't want to assign those things to somebody because I like doing them.

Harris: I need to go to recording studios and sit with bands in rehearsals, and go to live gigs and things like that. That's what I love about it. If I lose touch.....well, that's why we're here.

HITS: Needless to say, Virgin is, and will be a creativity oriented business.

Harris: If the whole orientation of this record company comes from the artists and the two creative people guiding the record company, then there's a sensitivity to the artist and what the artist's goals are. The closer you work with an artist, the more beneficial it will be for everyone. I think



The Other Ones

“We're used to working on projects that are so far left that we've had to plead with people to pay attention to them.”

that's why people are talking about the appeal of Virgin and the people we have brought together.

Ayeroff: The promotion staff is magic, and now Jim Swindel is in place as head of sales, so what we have done is create the ideal place. This place is put together the way we wanted it. We sat down with a list and we got it.

Harris: Our relationship with our distributor, the people at Atlantic, and the people at WEA, is brilliant. Our promotion and sales staff....the whole thing is a dream.

Ayeroff: It's true. We have Phil (Quartararo), (Michael) Plen, (Jeff) Naumann, Iris (Dillon) and all these people. You say to yourself, "Wow, I get to work with all these people everyday." Now if we can do it this way and make money, that will feel amazing. The saddest thing will be if it doesn't work. And if this doesn't work, I don't see how anybody could make a record company work.

HITS: Why do you say that?

Ayeroff: Because we have all the stuff going for us. We have

an amazingly great roster so far. They're new acts. Anybody who has heard the Warren Zevon demos knows that Warren's going to make a great record. And now Winwood. We signed Winwood at the peak of his career. Now everyone knows who he is after 20 years of making brilliant music.

Harris: We both feel that he's one of our favorite voices in rock n' roll — ever. And to have an opportunity to work with him at a time where he's probably more motivated than at any other time in his career, well it's amazing. And getting back to our staff, we have the same great combination of youth and experience. It's a real nice mesh and it's come together better than we thought at this early stage.

HITS: O.K., so what's a day like in the lives of Jordan Harris and Jeff Ayeroff. What did you guys do today?

Ayeroff: What did you do Jordan?

Harris: I worked on everything from single edits, selecting singles, negotiating contracts, talking to producers about projects, hiring somebody on the financial side of the com-

pany. It really varies.

Ayeroff: After figuring out why my car wouldn't start this morning, I was re-editing a video, I was approving some album art work, I was talking about some advertising, and I was involved in a lot of what Jordan just mentioned. I was really doing what I always do.

Harris: We spent yesterday afternoon with our distributor, playing them product, talking to them about upcoming releases. For us it's been great because when we started in product management, we dealt with all different parts of a record company. It gave us a nice overview.

HITS: You've been well prepared for the road ahead.

Ayeroff: We both know how to buy printing, we both know how to print jackets, we both know how to get a record mastered. The only things we've never done were promotion or sales.

Harris: I really started in distribution, so I know a little bit about that side of it. The one area that we have not been in is promotion, and with Phil (Quartararo, VP of Promotion), we really don't have to. Phil is a very special guy and someone who we have a great deal of confidence in.

Ayeroff: We have described our record company as four comers of a table. When we got Phil, we got the third leg, of course that table was a little tilted, but we got the third leg.

Harris: And when we got Jim (Swindel, VP of Sales), we really tilted the table, but now it's complete. The type of leadership that comes from this structure is I think far more inspiring and it motivates these people, because everyone feels important.

HITS: You guys are really proud of your people.

Harris: We have to kick these people out of here, they work

so hard. It's like they live here. I think some of them don't have apartments — yeah, that's what it is.

Ayeroff: I think we have street people in here.

Promotion Vp Phil Quartararo walks into the room.

Quartararo: What are you guys doing?

Ayeroff: We're doing this interview and we already gave you glowing praise so you don't have to be embarrassed.

HITS: I'll turn the tape recorder off if you guys want to talk.

Quartararo: I've got no problems, man.

HITS: Phil, are we going to have a repeat of the Phil and Jim (Swindel) calendar you guys did when you were both at Island? You know, the one where you were sitting on Santa Claus' lap with a sock in your pants?

Quartararo: That was no sock you #@&*!. This year it's going to be the Jeff, Jordan, Phil & Jim calendar. It's going to be kind of like Disney on parade..... I'm out of here.

Quartararo flees for his life.

Ayeroff: Let's talk about the roster Jordan.

Harris: Great. Our first release was the soundtrack to *The Mission*. Some of the reviews that have come out said that the music is the best part of the film.

Ayeroff: By the time this is printed, the record will have been nominated for an Academy Award. It's one of the most brilliant soundtracks, but it's not a soundtrack in the sense of "Top Gun." It's a score.

Harris: We're selling records everyday with it.

Ayeroff: It just keeps going.



Age of Chance

“We just cross back and forth. Our styles and personalities are complete opposites, and that works too.”

It's the kind of record that will sell forever.

Harris: That was an interesting first release. December 15 isn't the most ideal time to release a record, but given the fact that we just set up our distribution deal, and the film was just being released, it was timed that way.

Ayeroff: It was the hippest thing we could have done.

Harris: A lot of people think this is a just a little English pop label. Well, we will have the very best English pop music, but at the same time, it's going to be a very diverse roster.

Ayeroff: Right, we're going to have a classical label and we're going to have a new age label, or whatever you want to call that type of music this week.

Harris: We expect to be in a lot of different areas and a lot of different businesses. Black music is something that is very important to us. It's something that not only are we excited about getting involved with domestically, but we know

how well it will do internationally.

HITS: Let's get back to the roster. What about the three records you have already released?

Harris: We released three acts in the middle of February: Heaven 17, Killing Joke and Cutting Crew. Killing Joke is a band that has done well on import — they have four records out and none of them have been released domestically. Cutting Crew is an act that we've previously released around the world and had hits with — top 5 in Australia, #2 in Germany, #3 in England, #1 in Holland etc. It's tested. It's the type of music that will work very well at Album Radio and Top 40. We think it's three or four singles deep.

Ayeroff: We've gotten to the point where everyone's starting to see that we have a lot of good music, and that's the key to it all. Whether it's attracting the sales guy, or talking to your distributor to show credibility, everyone now has the sense that we're going to succeed because they've heard the music. It has nothing to do

with us, or how nice this building is, or how great Phil is. It has to do with the music.

HITS: How much emphasis are you placing on the role of the hit single?

Ayeroff: Obviously, we have to have hit singles so we can finance our artists.

Harris: The next big thing isn't going to be right here in front of us. It's going to be from over there and over there. And it isn't all just Top 40. We're positioning ourselves everywhere, whether it's David Sylvain, Microdisney or Balaam And The Angel. We have projects that are real left for a lot of people, but we're used to working on projects which are so far left, we've had to plead with people to pay attention to them.

Ayeroff: At A&M, The Police were a punk band that we couldn't release in America at one point. It's that type of band — it's David Bowie dressed as Marlene Dietrich who becomes the biggest star and lasts the longest.

Harris: We have a group called Spear Of Destiny which we have to nurture and develop and introduce to the marketplace the right way. We've done the same thing with the roster that we've done with our staff. There might have been bigger industry names we could have hired, but we have invested in the future with our people.

HITS: So the emphasis is on development?

Harris: Right. It's two or three years down the road, or ten years down the road. That's the way we're doing it. I'm used to working with artists that take maybe three albums before they break through and have long term success. If you're just looking for that quick fix, well you can make a big splash today, but two years from now no one knows you. There have been a lot of companies started that haven't had that long term view, and they failed.



EARPICKS

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

Fleetwood Mac is back and back strong as their debut single from the upcoming "Tango In The Night" album. Newcomers from **Bryan Adams** and **Thompson Twins** finish second and third respectively, ahead of the **Kim Wilde**. The Wilde is a

remake of "You Keep Me Hanging On," which has been played heavily as an import and now is available on MCA. Also strong are the latest from **Peter Gabriel**, **Level 42** and **Gregg Allman's** comeback record.

WINNERS

1	FLEETWOOD MAC	BIG LOVE	(WB)	6	U2	WITHOUT	(Island)
2	BRYAN ADAMS	HEAT	(A&M)	7	LEVEL 42	LESSONS	(PolyGram)
3	THOMPSON TWINS	THAT LOVE	(Arista)	8	JODY WATLEY	NEW LOVE	(MCA)
4	KIM WILDE	HANGIN'	(MCA)	9	GREGG ALLMAN	ANGEL	(Epic)
5	PETER GABRIEL	DON'T	(Geffen)	10	CHICAGO	FAITHFUL	(WB)

L. ABELL/ WTIC/ HARTFORD
B Adams/ F Mac/ U2

D. AGRESTO/ TRACKS/ NOR
T Twins/ KD Lang/ U2/ F Mac

JACK ALEXANDER/ KKAZ/ CHEY
Chicago/ F Mac/ U2/ T Twins

JON ALLEN/ KZOU/ LITTLE ROCK
B Adams/ Europe/ Chicago/ P Lekakis

RICK ANDREWS/ WNYZ/ UTICA
F Mac/ B Adams/ XTC/ Level 42

EDDIE ASHTON/ WEAG/ INDI
Chicago/ Level 42/ F Mac/ B Adams

JIM ATKINSON/ KWK/ ST LOUIS
T Twins/ F Mac/ B Adams/ U2

L. AVERY/ ROUNDUP/ SEATTLE
Prince/ P Furs/ F Mac/ J Watley

N. BALL/ TOWER/ SHERM OAKS
Boston/ R & Hyde/ B Monkeys/ U2

CY BARNES/ SOUND OF/ PHILLY
Mason/ Milka Love/ C Hart

M. BARNHILL/ REC BAR/ DURHAM
T Twins/ P Gabriel/ F Mac/ D Allen

MIKE BASHKIN/ SND VIDE/ CHI
Starpoint/ P Furs/ Poison/ C Girls

SANDY BEAN/ HARM HOUSE/ DET
U2/ F Mac/ B Adams/ P Smyth

K. BELCASTRO/ ROCK102/ BUFF
F Mac/ B Adams/ T Twins/ L Richie

BRUCE BOND/ WNNK/ HARRISBURG
K Wilde/ Level 42/ C Girls/ Sinitta

KIRK BONIN/ ARISTA/ LA
J Watley/ Heaven 17/ B Monkeys/ Prince

JAY BRADY/ WERZ/ EXETER
F Mac/ B Adams/ P Gabriel/ T Twins

C. BRASHIER/ CAPITOL/ CHAR
M Davis/ D Brubeck/ K Jarrett

BEN BRENT/ WALL TO WA/ PHILLY
Company B/ U2/ C Lauper/ Poison

DAVE BRYANT/ KISR/ FT SMITH
Santana/ N Bros/ J Cope/ S Robinson

CHET BUCHANAN/ KKRZ/ PORT
T Twins/ F Mac/ K Wilde/ P Gabriel

BRIAN BURNS/ KFMV/ PROVO
B Adams/ Level 42/ F Mac/ T Twins

LORI CAMPBELL/ B94/ PITTS
H Lewis/ B Adams/ L Richie/ Madonna

D. CAMPBELL/ MUSIC MAN/ NOR
U2/ A Starr/ K Moe Dee/ Del Fuegos

MARC CHASE/ Y107/ NASHVILLE
Chicago/ F Mac/ B Adams

TIM CHRIST/ RECORD WOR/ BALT
T Twins/ F Mac/ Kenny G/ Level 42

MIKE CLARK/ CML/ ST LOUIS
B Adams/ F Mac/ G Allman/ P Gabriel

JEFF COHEN/ STRAWBERRI/ BOS
Del Fuegos/ C Isaak/ B Adams/ P Wolf

TOM COLT/ KCMQ/ COLUMBIA
F Mac/ J Watley/ Chicago

MIKE CROWDER/ KARMA/ INDI
S Fox/ J Cope/ P Gabriel/ T Twins

T. CUNNINGHAM/ WPST/ TRENT
B Adams/ N Ranger/ F Ghost/ P Gabriel

JODI DALE/ DANJAY/ SEATTLE
Heaven 17/ U2/ Poison/ B Club

H. DAVIDSON/ KROY/ SACRA
F Mac/ B Jovi/ G Vannelli/ B Adams

JEFF DAVIS/ KLYV/ DUBUQUE
B Adams/ T Twins/ K Loggins/ P Smyth

LEO DAVIS/ Q104/ GADSEN
T Twins/ Chicago/ N Ranger/ L Richie

P. DEMILLE/ 95XIL/ PARKERS
U2/ Chicago/ Madonna/ K Loggins

ELLEN DOLGINS/ Z94/ BOSTON
F Mac/ B Adams/ U2/ P Furs

T. DONOVAN/ LIEBERMAN/ KC
B Adams/ B Club/ N Ranger

JAY DOWD/ WKSS/ HARTFORD
B Adams/ F Mac

FINAL FOUR



BREAKFAST CLUB

RIGHT ON TRACK

FLASHMAKERS WINNER!

DEBUT **48** HITS TOP FIFTY SINGLES!

Y108	add	KZZP	deb 27
KATD	add	B97	deb 30
WGH-FM	add	KCAQ	deb 30
WKSS	add	WKSE	deb 33
Z94	add	KITY	deb 34
WQUE	add	KMEL	deb 35
WTLQ	add	Z95	deb 35
KZOU	add	KWSS	deb 35
Q100	add	KJ103	deb 35
98PXY	add	WLOL	17-14
WFLY	add	Z93	33-29
WRCK	add	FM102	36-30
WAPE	add	KS103	35-31
WKQB	add	KKRZ	37-33
WYKS	add	Z102	39-34
WMJQ	add		

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)
BREAKFAST CLUB	2.07	13	9



NIGHT RANGER

THE SECRET OF MY SUCCESS

CROSSOVERS WINNER!

KKRZ	add	BREAKING AT:
WPHD	add	WCAU
KWOD	add	KDWB
93Q	add	WMMS
WTLQ	add	WEAG
KRQ	add	WGH-FM
KSND	add	WNYZ
KHYT	add	
K106	add	
KKLS	add	
95XIL	add	
KDON	add	
KNOE	add	
WZLD	add	



READY FOR THE WORLD

MARY GOES 'ROUND

BIG AT URBAN RADIO AND CROSSING TOP 40 #25 R&R BLACK/URBAN

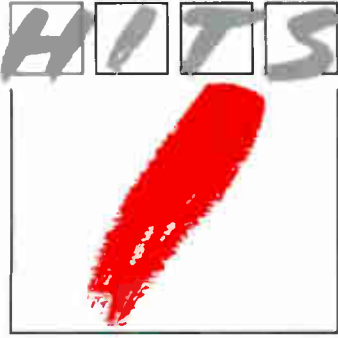
FM102 add
KROY add
KQMQ add
KYRK add

WHYT deb 24
Y106 deb 40
KRBE 39-35

BREAKING AT:
KMGX
I-94
KNOE

FLESH FOR LULU
I GO CRAZY

KROQ deb 38
Z95 39-34



EARPICKS

STEVE ELLIS/ HOT103/ NYC

K Wilde/ J Watley/ Georgio/ B Monkeys

BRUCE GILBERT/ KBIU/ L. CHARLES

L Richie/ Venetians/ T Twins

D. GILLEN/ WKSE/ BUFFALO

F Mac/ K Wilde/ T Twins/ Sinitta

J. GIOVINGO/ B97/ NEW ORLEANS

F Mac/ Chicago/ K Wilde/ T Twins

H. GUILFOIL/ WAX WORKS/ OWENS

M Rock/ Level 42/ Dokken/ F Mac

KEVIN HAINES/ 92X/ COLUMBUS

F Mac/ Company B/ B Club/ P Furs

DAVE HALDEN/ KFMW/ WATERLOO

P Gabriel/ Level 42/ Chicago/ Stabilizers

BJ HARRIS/ KX104/ NASHVILLE

F Mac/ T Twins/ U2/ Madonna

NEIL HARRISON/ K106/ BEAUMONT

K Wilde/ F Mac/ B Adams/ J Watley

DOUG HARVEY/ TARGET/ MPLS

S Red/ U2/ Prince

MICHAEL HAYES/ Y106/ ORLANDO

Beastie Boys/ Chicago/ K Moe Dee/ F Mac

JIMMY HEIKKALA/ RAINBOW/ SF

T Twins/ U2/ L Lisa/ F Mac

STEVE HOBERMAN/ RTI/ OMAHA

77's/ Santana/ J Watley/ F Ghost

MATT HUDSON/ Z104/ MADISON

T Twins/ F Mac/ RFTW/ Company B

N. HUNTER/ REC BAR/ DURHAM

B Adams/ F Mac/ Dokken/ T Twins

B. JACKSON/ WBAM/ MONTGOMERY

B Adams/ F Mac/ K Wilde/ G Allman

MARK JACKSON/ WHY?/ DETROIT

B Of Love/ Level 42/ P Gabriel/ A Starr

P. JOHNSON/ PRO ONE-ST/ PHOENIX

Heaven 17/ P Furs/ C House/ P Gabriel

ESA KATAJAMAKI/ NAVARRE/ MPLS

P Gabriel/ D Allen/ K Wilde

KEVIN KEI/ FM102/ SACRAMENTO

Sinitta/ Level 42/ Stranglers/ S Robinson

CLAUDIA KEITH/ FUN STUFF/ LA

K Wilde/ G Allman/ F Mac/ P Gabriel

ROBIN KING/ WNOK/ COLUMBIA

Level 42/ F Mac/ B Adams

A. KNECHT/ WHEREHOUSE/ TORR

B Adams/ U2/ C Crew/ T Twins

SCOTT LEIF/ WIGY/ BATH

J Watley/ F Mac/ P Gabriel/ B Adams

L. LEON/ PACIFIC CO/ CHATSWORTH

B Adams/ F Mac/ P Gabriel/ T Twins

KAREN LONG/ TURTLES/ ATLANTA

8 Seconds/ B Adams/ Spoons

JACK LUNDY/ Y94/ FARGO

B Adams/ F Mac/ N Ranger/ T Twins

MIKE MANDZIA/ BUZZARD'S/ COL

C Crew/ J Watley/ XTC/ B Monkeys

BRIAN MARCHISIO/ TOWER/ NYC

XTC/ U2/ J Cope/ G Sats

G. MARSHALL/ ST SIDE/ ST LOUIS

Trio/ T Twins/ U2

M. MATTHEWS/ KHIT/ SEATTLE

J Cope/ H A/lpert/ T Twins/ F Mac

M. MCCORMICK/ WGRD/ GRAND RAP

B Adams/ G Allman/ Stabilizers/ U2

DEE ANN METZGER/ KPKE/ DENVER

F Mac/ Stabilizers/ K Wilde/ P Gabriel

K. MONTGOMERY/ KQIZ/ AMARILLO

B Adams/ U2/ J Wames/ P Simon

CHRIS MURRAY/ WLAN/ LANCASTER

Joel/Charles/ L Richie/ F Mac/ Kenny G

KEITH NAFTALY/ KMEL/ S.F.

Level 42/ P Fearon/ Triniere/ H Guru

B. NORDSTROM/ MUSICLAND/ MPLS

Wasted/ T Twins

SUE O'CONNELL/ WXKS/ BOSTON

Level 42/ Company B/ J Butcher/ F Mac

C. O'DOUGLAS/ KKRC/ SIOUX FALLS

F Mac/ B Adams/ G Allman/ N Ranger

GYNNY O'HARA/ KIIK/ DAVENPORT

B Adams/ P Gabriel/ J Wames/ G Vannelli

BOB O'NEIL/ KITE/ CORPUS CHRISTI

D Allen/ Madonna/ M & Kim

STEVE OCEAN/ WGLF/ TALLAHASSEE

F Mac/ K Wilde/ B Adams/ B Club

MIKE OLIVER/ B93/ AUSTIN

T Twins/ B Adams/ U2/ XTC

V. OLIVERA/ SEA PORT O/ PORTLAND

Najee/ S Red/ B McFerrin/ Level 42

LOU PATRICK/ KJ103/ OK CITY

B Adams/ F Mac/ T Twins

HELENE PINA/ KRBE/ HOUSTON

B Adams/ F Mac/ XTC

JIM PRIMERANO/ TRANSCONTI/ BUFF

B Adams/ D Allen/ G Allman/ Dokken

BEAU REYES/ KWNZ/ RENO

C Lauper/ F Mac/ B Adams/ K Wilde

J.J. RICE/ 98PXY/ ROCHESTER

F Mac/ B Adams/ Madonna/ P Gabriel

BOBBY RICH/ Q105/ TAMPA

F Mac/ G Allman/ J Watley/ K Loggins

BOB RICHARDS/ WPHD/ BUFFALO

F Mac/ Level 42/ Madonna

S. ROBBINS/ WBNQ/ BLOOMINGTON

P Gabriel/ F Mac/ F Ghost/ B Adams

JOHN ROBERTSON/ WGTZ/ DAYTON

F Mac/ B Adams/ T Twins

GREG ROLLING/ KS103/ SAN DIEGO

B Adams/ F Mac/ K Wilde

K. ROMERO/ KSAQ/ SAN ANTONIO

F Mac/ G Vannelli/ A Baker/ 8 Seconds

RHONDA ROSE/ MCA/ HOUSTON

Cult/ U2/ Stabilizers

DAVE ROY/ TRANSWORLD/ ALBANY

R & Hyde/ P Wolf/ B Adams/ F Mac

POLY'S CLEAN SWEEP



ROBERT CRAY SMOKING GUN

16-12 HITS TOP FIFTY ALBUMS!
42-35 HITS TOP FIFTY SINGLES!
FLASHMAKERS WINNER!

WLS add WRNO add WSKZ add
WKSE add WRCK add Q100 add
KKBQ add WKRZ add KIMN add
99DTX add WKZL add KBIU add

94Q 4-3
WBCY 10-7
Z93 12-10
WMMS 15-13
PWR99 18-14
Q105 18-15

HOT SALES AT:
National Record Mart
Tower/Natl.
Turtles
Poplar Tunes
JR's
Roundup
Radio Docs
Rainbow

ARTIST	AVERAGE MOVE	AGGRESSIVES (8 or more)	REQUESTS (1 to 10)	LP SALES (1 to 10)	45 SALES (1 to 10)
ROBERT CRAY	2.89	17	7	10	8

LEVEL 42 LESSONS IN LOVE

#1 ACROSS EUROPE AND OFF AND
RUNNING STRONG IN THE U.S.!
FROM THE FORTHCOMING ALBUM
"RUNNING IN THE FAMILY."
FLASHMAKER!

KITS add WNYZ add WJMX add KNAN add WKSF add
WPHD add WBBQ add WSSX add Y97 add KDON add
KMJK add WPST add WNOK add KTRS add KOZE add
KMEL add CKOI add WJAD add KFMY add KTMT add
KROQ add KSND add WZFN add WCKN add KWNZ add
KCPX add KOKZ add WKQB add OK100 add OK95 add



KOOL & THE GANG STONE LOVE

FLASHMAKER!
48-42 HITS TOP FIFTY SINGLES!

K98 deb 26 WXKS 19-16 ALSO BREAKING AT:
KMJK deb 28 Y100 19-16 Q107 WKTI KNBQ
B97 deb 29 KCPW 23-17 KRBE WNCI Y108
KS103 deb 29 KKRZ 26-20 B96 WPLZ KCPX
KROY deb 29 WGH-FM 32-24 99DTX KMEL
PWR95 deb 30 WKSE 32-26 KHTR FM102
KPKE deb 30
WCAU 11-9
Q105 16-10

B94 add WAPE add
WBLJ add KFMY add
KMGX add KKXL add
KIKX add KKLS add
WOKI add

ARTIST	AVERAGE MOVE	AGGRESSIVES (8 or more)
KOOL & THE GANG	2.77	27

JENNIFER WARNES FIRST WE TAKE MANHATTAN

A GREAT RECORDING OF A LEONARD COHN
SONG!

WIXX add
KQCR add

BREAKING AT:
KATD
KOZE
KLIK

PolyGram Records



EARPICKS

RON SALPIETRO/ JR'S/ SHAUMBERG
T Twins/ B Adams/ G Allman/ P Furs

MARK SAWYER/ WABB/ MOBILE
C Crew/ Joel/Charles/ G Sats/ Starpoint

RAY SCHNEPP/ MUSICLAND/ MPLS
G Allman/ R & Hyde/ U2/ B Club

STEVE SHANNON/ KZFN/ MOSCOW
F Mac/ Level 42/ T Twins/ P Gabriel

VICKY SHARP/ KRNQ/ DES MOINES
Level 42/ T Twins/ F Mac/ B Adams

KATHY SHEDD/ GAMCO/ MPLS
U2/ T Twins/ W Party/ C Crew

KIM SIMMONS/ HOUSE OF G/ ROCH
C Blonde/ D Edmunds/ Pete T/ L Lobos

DIXON SINGLETON/ REC BAR/ SAV
Level 42/ K Wilde/ U2/ F Mac

STEVE SMALL/ KSMB/ LAFAYETTE
P Furs/ F Mac/ B Adams/ K Wilde

CINDY SMITH/ SOUND WARE/ DALLAS
C Crew/ P Furs/ B Idol/ L Lobos

DOUG SMITH/ NAT REC MA/ PITTS
B Adams/ Dokken/ P Gabriel/ G Allman

BEN SMITH/ WTLQ/ WILKES-BARRE
F Mac/ G Allman/ P Gabriel/ T Twins

TOMMY SMITH/ WANS/ GREENVILLE
F Mac/ B Adams/ Farrenheit/ E & The Tide

D. ST JAMES/ KKXX/ BAKERSFIELD
F Mac/ B Adams/ K Wilde/ T Twins

K. STAMM/ RADIO DR/ MILWAUKEE
S Hagar/ T Twins/ Madonna/ Joel/Charles

R. STEELY/ CENTRAL SO/ NASHVILLE
T Twins/ B Adams/ G Allman/ Santana

J. STETTON/ WSPT/ STEVENS PNT
XTC/ J Watley/ J Warnes/ P Gabriel

M.S. CLIFFORD/ Q100/ ALLENTOWN
C DeBurgh/ F Mac/ P Gabriel/ Chicago

BRUCE STEVENS/ WBBQ/ AUGUSTA
F Mac/ B Adams/ Level 42/ K Wilde

SANDI STEVENS/ WQID/ BILOXI
U2/ Poison/ B Adams

D. STRATTON/ WFXX/ WILLIAMSPORT
Age Of Chance/ F Mac/ P Gabriel/ Smokey R

ROB TAYLOR/ LIEBERMAN/ CHICAGO
T Twins/ N Ranger/ B Orr/ C Lauper

CAT THOMAS/ WXLK/ ROANOKE
P Furs/ F Mac/ K Wilde/ P Smyth

MICHAEL TOCKER/ HARV CO/ BOS
T Twins/ F Mac/ P Smyth/ C House

RUTH TOLSON/ WBLI/ NYC
U2/ F Mac/ B Club

CHRIS VAN CAMP/ KBOS/ FRESNO
P Gabriel/ K Wilde/ B DeBarge/ Kenny G

HOWIE WAHLEN/ PEACHES/ SEATTLE
XTC/ B Adams/ P Gabriel/ U2

NANCY WALLACE/ GEM ONE/ CLEV
T Twins/ F Mac/ I Cara/ J Cope

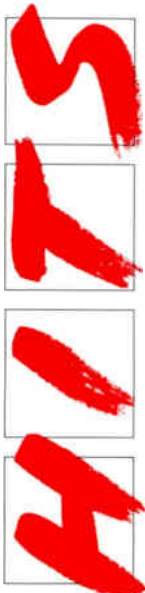
ROBIN WASHINGTON/ WRKS/ NYC
Sybil/ J Watley/ System/ Cameo

MIKE WHEELER/ WRQN/ TOLEDO
F Mac/ B Adams/ P Furs/ S Fox

GREG WILLIAMS/ KKR/ WICHITA
F Mac/ K Wilde/ B Adams/ B Joel

CHRIS WILLIAMS/ WROQ/ CHAR
R & Hyde/ K Moe Dee/ F Mac

STEVE WYROSTOCK/ PWR99/ ATL
P Gabriel/ T Twins/ M Rock/ F Mac



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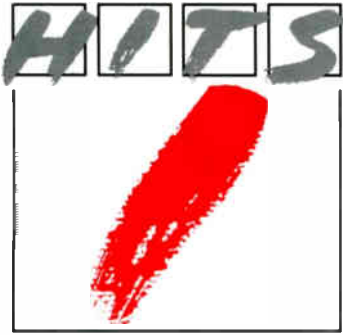
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INPLAY

An alphabetical listing of currently active singles

ARTIST TITLE	PRODUCER WRITER	LABEL TIME	COMMENTS
ABBOTT, GREGORY I GOT THE FEELING...	Abbott Abbott	Col.-38-06632 4:00	Follow-up to his #1 debut single charts this week on the Hits Top Fifty singles chart. Developing in three formats.
ATLANTIC STARR ALWAYS	Lewis/Lewis Lewis/Lewis/Lewis	WB-7-28455 3:59	Hot radio week on this label debut. See Crossovers for details. Front cover winner.
BLOW MONKEYS IT DOESN'T HAVE TO...	Baker Dr Robert	RCA-5138-7-R 3:59	New adds this week include WNNK, KKBQ, Y97 and KFMV. Developing.
COMPANY B FASCINATED	Ish Ish	Atl-7-89294 3:47	Huge 12" smash is hot on the Black charts and moving Top 40 with adds at WRCK and KMGX. Potential hit.
DIXON, DON PRAYING MANTIS	Dixon Dixon/Glasgow	Cap/Enigma-n/a 3:55	This record is pulling major phone action at WRQN and KZFN. New at KATD in San Jose. Also developing at KITS.
DOKKEN DREAM WARRIORS	Kernon Dokken	Elek-7-69483 4:34	Sensational cut from "Nightmare On Elm Street III" is hot at Album radio and big on video. Watch out.
EDDIE & THE TIDE PRESENCE OF BEAUTY	Olsen Ward/Clarke	Atco-7-99470 3:20	Developing in the Bay Area. New this week at WERZ.
FLESH FOR LULU I GO CRAZY	Hague Mitchell/Mills/et al	MCA-53036 3:50	Theme from John Hughes' "Some Kind of Wonderful" is moving at Z95 in Chicago and KROQ in Los Angeles. Early.
FROZEN GHOST SHOULD I SEE	Lanni Lanni	Atl-89279 3:48	Former members of Sheriff are developing a good secondary base. See Crossovers for details.
GEORGIO SEX APPEAL	Allentini Allentini	Motown-1882MF 3:40	This record is a giant hit wherever played and label is having trouble with spread. New at KNOE.
JOEL/CHARLES BABY GRAND	Ramone Joel	Col-38-06994 4:00	Sensational duet scores with adds at WNNK, WNOK, KEYJ and Q104. Developing Pop/Adult also.
KENNY G SONGBIRD	Glass Kenny G	Arista-9573 5:00	Hot instrumental is beginning to go Top 40. See Crossovers for details.
LOGGINS, KENNY MEET ME HALFWAY	Moroder Moroder/Whitlock	Col.-38-06690 3:31	Second release from "Over The Top" soundtrack picks up new support from 94Q, WKRZ and KTUX.
MARTIN, ERIC EVERYTIME I THINK...	Zito Mullen/LeSario/Jones	Cap-5679 3:43	New action this week at 95XIL and KKAZ.
OINGO BOINGO NOT MY SLAVE	Elfman/Bartek Elfman	MCA-53050 3:55	Huge on the West Coast in sales including #1 at Warehouse. Added at KITS in San Francisco.
PSEUDO ECHO LIVING IN A DREAM	Berry Canham	RCA-5125 3:27	This record pulls phones and is beginning to sell. New at WKDD and WKSS.
RATT DANCE	Kershenbaum Hazelwood	Atl-7-89354 3:30	MTV and phone hit picks up new support from KEGL, KKRZ, KKAZ and WJAD.
READY FOR THE WORLD MARY GOES 'ROUND	RFTW/Spaniola Riley Jr/Eaton	MCA-53004 4:04	Starting to cross pop with major market adds. New this week at FM102 in Sacramento.
RESTLESS HEART STILL BE LOVING...	DuBois/Hendricks Kennedy/Bunch/Rose/Cemey	RCA-5065-7-R 3:57	This record is flying up the Pop/Adult charts. It will break wide open Top 40 in the next two weeks. Potential hit.
STABILIZERS ONE SIMPLE THING	Diante Christenson/Nevins	Col-38-06589 3:31	Potential smash moves 6-5 at Y108 in Denver, 23-18 at KPKE, 27-21 at KIMN and 39-33 at WMMs. New at WNNK and KCPX.
SURVIVOR HOW MUCH LOVE	Nevison Peterik/Sullivan	Epic-4-06705 3:57	New adds this week include WROQ, KPKE, 95XIL and KQIX.
VANNELLI, GINO WILD HORSES	Vannelli/Vannelli/Vannell Vannelli/Freeland	CBS-254-06699 4:12	New adds this week at WZLD and KTRS.
VERA, BILLY LET YOU GET AWAY	Bunetta/Chadacoff Vera	Rhino-74405 3:26	Theme from "Blind Date" scores with adds at KNOE and KHYT.
WARNES, JENNIFER WE TAKE MANHATTEN	Beck/Warnes Cohen	Cypr-661-1157 3:32	Great sounding record. One to hear.
XTC DEAR GOD	Rundgren Partridge	Gef-7-28394 3:36	KROQ breakout is now spreading with action at KATD, Y106, KWOD and KHYT. Pulls immediate phones and controversy.



SPOTLIGHT



Mike Bone



Dave Urso



Howard Thompson

Music — and the music industry — has changed an awful lot in the 36 years since Elektra Records founder Jac Holtzman borrowed \$600 to finance his fledgling label's first release. And, from the folk revolution of the '50s and early '60s, through the psychedelic daze of the late '60s, to the rise of West Coast soft-rock in the '70s, Elektra/Asylum/Nonesuch was prominent in chronicling the forces which irrevocably altered the face of popular culture — and the biz. Now, with new administrative and musical blood, Elektra is on the cutting edge once again.

Elektra is presently reaping the benefits of a major restructuring effort which began in 1983, moving the company back to its original New York base and ushering in a new executive regime led by Chairman Bob Krasnow, whose longstanding reputation as a discoverer of new talent has set the tone for the label's renewed A&R focus. After a bumpy start (and rumors of impending absorption into corporate big sister Atlantic), the Krasnow team's effort to reestablish Elektra as a prestigious industry force paid off in 1986, with the still-small major achieving major breakthroughs with artists as diverse as Simply Red, Anita Baker, Metallica, the Cure, the Georgia Satellites, Dokken, Mötley Crüe, Howard Jones, and Shirley Murdock.

At a time when the bottom line looms larger and larger in most recording artists' dealings with their corporate bosses, Elektra is demonstrating that artistic and commercial concerns can comfortably coexist. East Coast A&R V.P. Howard Thompson, who

came to the company after a lengthy association with CBS, comments, "Elektra has always been one of the few labels one could look towards and trust as a source of consistently interesting music, and in having Bob Krasnow as our leader, we can continue that. I don't think Bob's a typical American record-company guy. He's got a great ear, he's very into discovering new things, and he's very approachable. He's willing to take chances."

"It's incredibly refreshing to work for a real music person," adds Robin Sloane, Senior V.P. of Video Promotion, at the label. "It's great to come to a place where the priority really is music, and where doing what is right for each individual act creates an environment for success."

According to Mike Bone, Senior V.P. of Marketing and Promotion, Krasnow "understands all facets of the business, but he's not one of those domineering types that won't let you do your job. He encourages everyone to make decisions, and he doesn't expect everyone to be correct every time."

Bone explains that, under Krasnow's leadership, Elektra has refocused its energies on finding and developing unique talent, rather than following established trends. "We're looking for artists who have a clear vision and the means to express that vision, as opposed to finding a cute face and a nice voice that you're gonna have to build something around. I would much rather sign the Georgia Satellites or Anita Baker or Metallica or Shirley Murdock than go out and sign some old warehouse act that has a sure million units in it. We want to build our

catalogue, and we want acts that are still gonna have viability in five, seven, ten years."

Dave Urso, Vice President, Promotion and the lone holdover from the pre-Krasnow era, echoes Bone's assertion about the new regime.

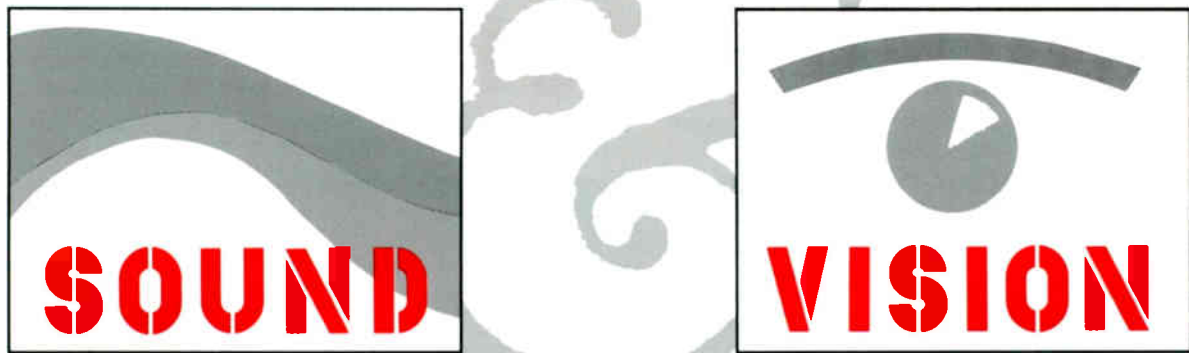
"Seriously, Bob Krasnow's the key. He put together a major league team with very good players at every position, while finalizing all artist acquisitions. As a Hall of Famer himself, Mr. Krasnow has great *current* and *future* vision. You must realize, the two of us go back fifteen years, when we were together at Warner Bros."

That forward looking approach is getting results, as evidenced by Elektra's success with The Cure, whose retrospective LP "Standing On A Beach" has gone gold and whose forthcoming album is expected to further establish the band in the U.S. V.P. of Marketing and Creative Services Hale Milgrim, who came to Elektra in 1984 after seven years with Warner Bros., had worked with The Cure when the band was signed to Sire, at which time Warners was unable to translate The Cure's cult favor into mass appeal.

"We tried then," says Milgrim, "and we couldn't sell more than 40,000 or 50,000 units. And now their greatest-hits album is over 500,000 which is pretty good for a band that's never had any hits in this country."

With a relatively small staff, selective artist roster and compact release schedule, Elektra in many ways offers an act the best of both worlds, as Bone points out. "We

ELEKTRA RECORDS



By
Harold
DeMuir

have the WEA distribution system, which is the best in the world. But because we're smaller, there are fewer people to go through, and that makes it a lot easier for an artist or management to communicate with the company."

"I think Elektra is just the right size for a U.S. major," agrees Billy Bragg, who recently placed his current LP "Talking With The Taxman About Poetry" with Elektra, after a few years of resisting deals with U.S. biggies. "I don't feel like I'm riding on the back of a tiger that's gonna turn around and eat me," says Bragg.

"They're very open-minded, and they're not as big as other labels, so you don't feel lost," says Metallica's Lars Ulrich. "We know everyone at Elektra by name. We get all the benefits of a major label, and everything's really together, but there's more of a family-type feeling."

Another performer understandably pleased with his Elektra association is Dan Baird of the Georgia Satellites, whose self-titled debut album recently went gold and is expected to reach platinum status. "They're really into music, and I feel like they understand what we're about. Everybody that they sign, they *mean* to sign, and they're really into working the records they put out."

Urso credits the Satellites' success with their straight-ahead rock sound, which was different than anything else on the radio.

"The single, 'Keep Your Hands To Yourself' had a tremendous amount of personality," he explains. "When we heard that song, we knew we could get it played.

Three weeks in, radio was telling us what we had going in the way of requests and retail action."

"We spend a lot of time looking before we leap," adds Bone. "And once we leap, it's a serious leap. When we put a record out, it's because we believe in the artist, and we're gonna work that record. We work our releases for a very long period of time, so therefore our 'kill ratio' is a lot higher than some other companies. When we take our shots, they're well-thought-out and well-timed. We've been known to push the release date of a record back a month so we could get all of our marketing components together — we'd rather do that than put the record out and play catch-up."

"With a large company," says Milgrim, "there are a lot of things that fall between the cracks. But because of a lot of hard work, and going back over and over and over a project instead of giving up, we've been able to bring home a lot of records that other labels might have given up on. That's what happened with Simply Red, and now it's happening with Shirley Murdock and the Housemartins."

The Murdock LP, Milgrim explains, "came out a year ago, and three or four months into the project, the record was really not happening. But there was a glimmer, and because of a couple of radio stations and a few retailers who continued to bang away on it, Primus Robinson and Doug Daniels in our Black department, along with our Promotion Marketing Managers and the WEA sales force, kept working at it, and now the record's happen-

ing in a big way."

The retail success of Metallica's "Master Of Puppets," achieved despite a negligible amount of commercial airplay and the absence of promotional videos, was one of last year's most talked-about breakthroughs. "As far as I'm concerned," says Lars Ulrich, "Elektra is the best record label for our kind of stuff. In a sense, Elektra is very much like us, very left-field. If you look at the other bands they're signing, they're as progressive in their own musical styles as we are in ours."

"I think that Elektra does a better job with heavy metal than any other label," says Bone, who specialized in metal during prior stints with Arista and Phonogram. "When I came here, Bob and I had a big discussion about heavy metal. At the time, he was not favorable toward it at all, but he was open-minded enough to allow us to move into that area. The label had already signed Mötley Crüe and was in the process of negotiating with Dokken, and when Mötley Crüe's second album came out and sold two and a half million copies, that sort of opened everyone's eyes to it."

But Bone is quick to point out that Elektra has no plans for a headlong plunge into the metal sweepstakes. "We only have four metal bands on the label now — Mötley Crüe, Metallica, Dokken and Metal Church, and we're not in any kind of signing frenzy. Yeah, we're looking for other heavy metal bands, but we're looking for the *right* heavy metal bands. Instead of signing ten bands and hoping that one of them hits, we would rather take our time and do

SOUND & VISION

(c o n t i n u e d)



Metallica



Shirley Murdock



Dokken

the groundwork to find the right band, and put all our energies behind that one."

Sloane says that not making a Metallica video was a conscious move. "Metallica has a real underground credibility, and MTV's credibility was so low with the metal audience at that time that it just wouldn't have made sense. We felt, and the band's management felt, that Metallica needed to evolve on the underground level before they did a video."

Just as the Metallica project proved Elektra's knack for reaching the metal underground, the platinum success of Anita Baker's "Rapture" demonstrated the company's ability to bring classic-style R&B to the mainstream audience. Bone, an early supporter of Baker, says he realized that the singer had the potential for a major crossover after receiving feedback on advance cassettes that he'd mailed to 25 non-biz acquaintances. "These were all white, middle class people, and every one of them loved the record. There are no color boundaries with Anita's music, and that was the proof. And the great thing is, that's really *her*, not a manufactured article — she picked the songs, she picked the producer, she picked the musicians."

Baker is one of the artists for whom Sloane is coordinating an original long-form video effort, to be released through the company's home-video arm, Elektra Entertainment. The consumer-video operation was formed last year and initiated with four releases (by The Cure, Dokken, Howard Jones and Mötley Crüe), rather than a rash

of product. "The problem with the home-video market," says Sloane, "is that people have just rushed to release anything, without giving it much thought, so the market's pretty much flooded with a lot of mediocre material. We've tried to be more selective than that."

On the sonic side of things, meanwhile, all agree that this year should be a fruitful one. "I think the calendar year of 1987 is gonna be a very big year for the label, because a lot of our major artists are releasing records this year," says Bone. "We're staffing up now, in order to give the new artists the kind of attention that they've had for the past two or three years, when we weren't quite as busy as we expect to be this year." Elektra has first-quarter releases planned for Simply Red, Mötley Crüe, The Cure, Dokken, Howard Hewitt, Irene Cara, Grandmaster Flash and the Hoodoo Gurus.

Howard Thompson assures that the A&R department intends to stick by acts which haven't yet cracked the sales bigtime. "We don't expect The Call or the Screaming Blue Messiahs or Billy Bragg or X or Guadalcanal Diary or 10,000 Maniacs to make hit pop singles like Howard Jones, but we have faith that they'll make great albums, and that's the base that we'll build from. And Ruben Blades is working on his first English-language record, collaborating with people like Lou Reed, Elvis Costello and Bob Dylan, so that should be very interesting."

He adds that there's no specific agenda for future signings. "The kinds of signings

that we want to achieve don't come like clockwork. I suspect we'll increase our roster in 1987 by anywhere between five and twelve acts. We're out there and we're looking, and if it's great we'll sign it."

In assessing Elektra's current hot streak, Robin Sloane stresses the value of teamwork. "All of the departments here work very closely, so there's the feeling that everybody's done it together. There's a feeling of pride that each person has, really feeling that they're making an impact, and you can't beat that spirit."

"It's taken a while, but now we have a team of people who are used to working together as a group," says Hale Milgrim. "The promotion department is working closer than ever with the sales department, which is working closely with the WEA sales staff, which is the arm that's going into the stores and creating a buzz and a rapport with the accounts. And Mike Bone and Brad Hunt are working closely with promotion field staff — who are the ones who have to take our enthusiasm and translate it at radio and retail. If you can get your people motivated, and give people the proper tools to be able to work things over a long period of time, you have a hell of a lot better chance of success than if you throw in the towel quickly."

And, Howard Thompson points out, "We all actually *love music* here. Having worked for a few other labels, I can honestly say that I've never seen quite as many people dedicated to the music as I've seen here."



THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

The **Smiths** are back with a two-record set of most memorable tunes rather than greatest hits, plus seven brand new songs. It's called "Louder Than Bombs," out on SIRE, and it's the precursor to a major American tour in the spring. This English quartet is brimming full of talent and ripe to cross-over to the pop mainstream. Singer **Morrissey** and guitarist **Johnny Marr** blend melody and lyric with a bittersweet charm, full of poignant, adolescent imagery. They are on the leading edge of serious pop music right now.... **The Christians** are a black trio from Liverpool with a lively debut album on ISLAND full of soulful dance rhythms; likewise **Nick Tremulis** whose first ISLAND offering is pop in a soulful country-blues vein.... Also country of a different kind is Canada's **K.D. Lang And The Reclines**, whose first WARNER album is called "Angel With A Lariat" and is produced by **Dave Edmunds**. This girl is neat. She dresses in loud, fifties dresses and cat glasses, slams around the stage to rebel-rousing dance-hall numbers like "Hanky Panky" and seems convinced that the spirit of **Patsy Cline** sings through her. Already something of a sensation in her homeland, K.D. Lang is quite unique and a lot of fun.... Austin country singer **Eliza Gilkyson** was back on the West Coast playing a delightful set with her brother **Tony**, guitarist for **X. Rosanne Cash** is set to cover "Rosie Strike Back," a stand-out in **Eliza's** set, for her next single.... Various new major label signings showcasing last week: **Andy White** played for a select audience at one club, his solo acoustic show evincing a rougher edge to the highly engaging material on his debut MCA album "Rave On," while **Ideola** played for a number of their A&M employers across town at the same time with tunes from their "Tribal Opera" album, including the single "Is It Any Wonder".... And on the selfsame evening, MCA had another late night 'breakfast' at L.A.'s Palace, one in a series of adventurous promotional plays designed to push the New York uptown pop of the **Breakfast Club**, featuring **Steve "Like A Virgin" Bray**. (The cereal boxes look very smart).... **NEW RELEASES: Lizzy Borden** has a new album this week on METAL BLADE/CAPITOL.... New **Cocteau Twins** on RELATIVITY. **Idle Tears** have their first album out on MCA and the **Stabilizers** have their debut "Tyranny" on COLUMBIA.... **Little America** is out on GEFEN and **Intimate Strangers'** debut is called "Charm" on I.R.S.... **Killing Joke's** "Brighter Than A Thousand Suns" on VIRGIN has a very impressive fold-out cover with moody close-up portraits of the quartet. And the tracks, notably "Sanity" and "A Southern Sky," suggest strongly that this could be the Year of the Joke.... **Ladysmith Black Mambazo** made the rounds of radio and press while on tour with **Paul Simon**, who's producing the group's WARNER debut. The truly amazing a cappella chorus from South Africa received standing ovations night after night. The group has recorded more than a dozen albums in its homeland and SHANACHIE has put out a couple here including the magnificent "Induku Zethu".



77's

Title
"The Seventy Sevens"

Label
Island

This Northern California based quartet comes to Island via its distribution deal with Exit Records. The band already has one project out on Exit/A&M, so they're not total strangers to alternative outlets. The tunes are guitar based, straight ahead rock that is perfect Album Rock fare. Most stations are on the cut, "I Can't Get Over It," but some are dipping into the record for "The Lust, The Flesh, The Eyes & The Pride Of Life" which features Chris Hillman on bass.

Suggested Cuts

"I Can't Get Over It," "Frames Without Photographs," "The Lust, The Flesh, The Eyes & The Pride Of Love," and "Do It For Love."

Label Comments:

According to Island's Director Of National Album Promotion **Andy Allen**, the label plans to let this one grow at the Alternative/ College level and capitalize on any base that was formed by the Exit/A&M project. "We're definitely going to establish our Alternative/ College base before bringing it to mainstream Album Radio," said Allen who noted that the project has an accessible appeal for those outlets.



Restless Heart

Title
"Wheels"

Label
RCA

The biggest buzz in years surrounding a country act is now occurring as the tune, "I'll Still Be Loving You" begins to cross Top 40 on its way to the top of the charts. The ballad has already topped the Country charts and is a bonafide Adult Pop smash, and RCA is really turning it on at Top 40. Some say it sounds like Bread, others say its Fogelberg, one thing is for sure, when the song is played the phones light up.

Suggested Cuts

"I'll Still Be Loving You." Plain and simple: This one is a smash. Before you play it, make sure your phones are manned.

Label Comments:

After having incredible success at Country and Pop Adult, RCA is setting out to do what few have been able to do in several years: Make a #1 Country song, a #1 Pop song. "We have a great Country and AC base nationally," said the label's Director Of National Promotion **Bonnie Goldner**, who noted particularly strong Top 40 programmer response in the Southeast. RCA execs are talking major Top 40 hit and initial reports say they're right.



RERAP

by Toni Profera

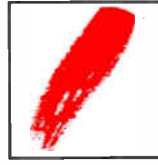
Hopping up the ladder - **Sandy** (Brown as a berry) **Bean**, currently the director of distribution for **Harmony House** in Detroit, has recently been added to the Executive Committee which acts as a board of directors for the burgeoning chain. Way to go S.B!..... Sign on the dotted line - wholesalers were the recipients last week of a letter and an accompanying contract from **WEA**, stating that if they wish to become a participant in the "**Early Delivery System**" program to please "sign and return the attached." This is so that accounts who are serviced by One-Stops can then be in sync with the national street dates of those bigtime releases. Violation of those street dates will result in a penalty of *no* early delivery on shipments for a period of *six weeks*. In view of upcoming releases i.e. **Fleetwood Mac**, etc., blowing this agreement would prove a critical mistake..... And from the motor city this - **Georgia Satellites** stopped in to visit the folks at **Harmony House** while they were in town opening for **Bob Seger** at the Joe Louis Arena. They were also gracious enough to do an in-store at their Oakland Mall location. And before we forget,

Alice In-Store



Alice Cooper made an in-store appearance at **Record Bar #15** in Atlanta. Over 3000 fans gathered as early as 7am to meet the king of shock rock.

Harmony House is now up to 22 locations with the opening of their new Rochester, Mich. store..... London calling - Our friend **Mark Nicholls** at the **Virgin Record Chain** in London had this to tell us of interest - **Boy George** is back! Seems the press as well as the public has forgiven all, as he has the current number one single this week in the Mother Country. "Everything Own" (Virgin Records) is the title and it's a remake of a classic old reggae tune. Also topping the charts there this week are: **Ben E. King**, **Percy Sledge** ("When a Man Loves a Woman"), both on **Atlantic** and both due to the use of those songs in TV commercials there, **Level 42** (on the street here as of last week), **Curiosity Kills the Cat** (English Rock & Roll) and finally, **The Jets**..... This from the Bay Area, **Jimmy Heikkala** from **Rainbow Records**, S.F. gave rave reviews on the **Pretenders** performance at the Oakland Coliseum..... He wants to talk - **Nick Mrvos**, former **Musicland/Licorice Pizza** Regional Promotion and Merchandising wizard is currently seeking opportunity to do same for other such entity. Call him at: (714) 968-8434..... On a final note, retail types out there, coast to coast, had a lively time with a myriad of promotions and gimmicks on **The Beatles** CDs in the last few weeks, **Record Theatre** and **WBVR** did a live remote in Buffalo called "Breakfast With The Beatles," **Sound Video Unlimited** hosted Beatles Day, coffee and donuts, or tea and biscuits whatever your pleasure, it all adds up to sales!..... In the cute idea category and we want more - the **Capitol/EMI/Manhattan** CD sampler, made out of chocolate!! Who ever said we'd never eat those CD's!!



"BEAT'S ME"

A Bi-Weekly Commentary

by Roy Trakin

THE POLITICS OF PAUL: One final "Graceland" note..... For those of us who have been listening to African music since **King Sunny Ade** and **Fela Kuti**, the **Paul Simon** tour wasn't so much a cultural revelation as a savvy career move. After all, **Ladysmith Black Mambazo**, as marvelous as they were, are just **Missa Luba** and "The Lion Sleeps Tonight" twenty years later, no? Which is not to say I agree totally with the knee-jerk liberalism that suggests art can exist apart from politics. That said, Paul Simon's generosity of spirit managed to deflect the attention to the South African music and musicians which initially inspired him. So what if he approached the project as if it were a term paper? Even with the slight whiff of white man's burden that comes across, the end result was on the side of humanity, if not the angels. And what did politicians like the Jewish Defense League, who inexplicably picketed the Universal Amphitheatre show, expect? That next time Paul will hook up with a *klezmer* band for some Hasidic ska?

BOSS WATCH: Despite denials all the way around, there's a guy out at NFL Films in New Jersey poring over hours and hours of tape of **Bruce Springsteen's** "Bom In The U.S.A." tour, with an eye toward a future home video release. The "War" clip came from this footage, and while no one is saying anything, what would Christmas be like with no new product for eager hordes of 'Steenheads in search of the perfect coffee table item? The kids'll just have to satisfy themselves with **Dave (The Duke) Marsh's** continuing Boss bio.....if it ever comes out. Publishing insiders suggest the court chronicler will have to do some heavy typing if he expects to meet the May 1 publishing deadline. Rumor mongers insist Mister Confidential hasn't gotten past the first three chapters which have been circulating for months.....

PRETEND NOTHING'S WRONG: Ex-P. Funk keyboardist **Bernie Worrell**, reportedly fired from the **Pretenders** by **Chrissie Hynde** after the first show of the current tour, has a different tale. He claims the band leader was "freezing up on-stage," due to emotional problems with hubbie **Jim Kerr**, and that's the reason **Worrell** decided to split - by choice.

R.E.M.'s BACK..... AND I.R.S.' GOT 'EM (FOR NOW): Look for a new **R.E.M.** LP on May 1, *Dead Letter Office*, featuring outtakes, B-sides and other oddities, including covers of **Lou Reed's** "There She Goes Again" and "Femme Fatale," **Aerosmith's** "Toys In The Attic," **Roger Miller's** "King Of The Road" and "Walter's Theme," the latter the lads' drunken attempt to do a commercial for their favorite Athens BBQ palace. The whole package, complete with copious **Peter Buck** liner notes, will be distributed on a one-off basis by A&M. As a bonus, the compact disc version will include the band's first "Chronic Town" EP..... As for the *real* new R.E.M. long-player, it will be recorded in Nashville, and co-produced by the group with **Scott (dB's, Katrina And The Waves) Litt**. Song titles so far: "Firehouse" and "This One Goes Out To The One I Love," both previewed on the quartet's last concert tour.

(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.)



MUG SHOTS



JOHNNY, WE HARDLY KNEW YE— Yeah, yeah, but who's picking up the tab? A trio of legends get together over kamikazes at the Russian Tea Room to discuss their latest project, "The Hollywood Musicals," an album saluting the great songs from the golden age of film musicals featuring Columbia Records recording artist **Johnny Mathis** (right) and famed composer **Henry Mancini** (left) as **Al Teller**, CBS Records Division President (center), proudly looks on. The occasion marked the success of the LP as well as five sold-out concerts featuring the famed duo at New York City's Radio City Music Hall.

SMITHEREENS ON ICE— Enigma Records recording artists **Smithereens** chill out at Iceland's Reykjavik International Airport, where they celebrated their ascension to the top of that country's album charts. The LP has sold in excess of 1,250 albums, meaning one out of every 175 Icelandic citizens owns the band's "Especially For You" record, which ranks it higher than **Bruce Springsteen**, **Bon Jovi** and **Paul Simon**. The tiny country has gone bonkers over the single (no surprise), "In A Lonely Place." The band played two sold-out shows in Reykjavik, the capitol, which were opened by the former holder of the top album spot, **Bubbi Morthens**.



LEAGUE GARNERS GOLD— A & M Records recording artists **Human League** celebrate the final night of their first U. S. tour in five years at L. A.'s Pantages Theater, where they received a gold album from label President **Gil Friesen** (second from right) and Senior V.P. A & R and Executive V. P./General Manager **Urban Music** (and Executive Producer of the band's "Crash" album), **John McClain**. Also on hand for the occasion were (left to right): **Charlie Minor**, Sr. V. P., Promotion, A & M; **Ian Burden**, **Joanne Catherall**, **Philip Oakey** and **Susan Sulley** of the band; **Friesen** and **McClain**.

IDLE TEARS GO VIDEO— MCA Records recording artists **Idle Tears** consult on a recent video shoot for the first single, "Take Me Home," from their self-titled debut elpee, with album producer **Chuck Plotkin** (left) and clip director **Kathy Dougherty** (right), in a downtown L. A. warehouse. Lead singer **Liz Constantine** (second from left) and guitarist/songwriter **Dan Pritzker** (right) take notes from mentors **Dougherty**, best known for her work on videos for **Tom Petty**, **Billy Idol** and the **Cars**, and **Plotkin**, a veteran who has worked with the likes of **Bob Dylan** and **Bruce Springsteen**.





TOP FIFTY ALBUMS

Now that the **Beatles** craze has died down, the chart is settling back to business and the albums that were hurt have moved back up the list. **Poison** is the big story as it reaches the Top Ten and is

headed higher with a giant hit single leading. The Trio album featuring **Linda, Dolly & Emmylou** is on fire. It explodes from 50 to 24 in its second week in the street.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Hot new 45	104.7
2	2	BON JOVI	SLIPPERY WHEN WET	PolyGram 830264	Still huge	84.7
3	3	PAUL SIMON	GRACELAND	WB 25477-1	Grammy winner	53.5
4	4	BRUCE HORNSBY	THE WAY IT IS	RCA AFL 1 5904	Grammy winner	51.8
5	5	JANET JACKSON	CONTROL	A&M SP 5106	Fifth single hot	48.3
6	6	CLUB NOUVEAU	LOVE & PAIN	WB 25531	Hot single leads	46.6
9	7	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Grammy winner	37.2
8	8	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Tonight 45 the key	36.8
7	9	ANITA BAKER	RAPTURE	Elektra 60444	Grammy magic	35.9
15	10	POISON	LOOK WHAT THE CAT..	Enigma 12523 (Cap)	Super giant	34.7
12	11	EUROPE	THE FINAL COUNTDOWN	Epic 40241	New superstars	34.5
16	12	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	45 breaking now	32.3
17	13	CINDERELLA	NIGHT SONGS	PolyGram 830076-1	Back up	26.2
21	14	HUEY LEWIS	FORE	Chrysalis 41534	Lots of hits	24.5
19	15	BANGLES	DIFFERENT LIGHT	Columbia 40039	4th single breaking	24.1
22	16	LUTHER VANDROSS	GIVE ME THE REASON	Epic 40415	New 45 out	21.8
20	17	GEORGIA SATELLITES	GEORGIA SATELLITES	Elektra 60496-1	New 45 out	21.6
18	18	PETER GABRIEL	SO	Geffen GHS 24088	New 45 just out	18.0
23	19	BOSTON	THIRD STAGE	MCA 6188	Hot new single	17.8
26	20	BRUCE WILLIS	RETURN OF BRUNO	Motown 6222	HBO special helping	16.2
10	21	BEATLES	HARD DAY'S NIGHT	Capitol 46437	Peaking	16.1
25	22	PSYCHEDELIC FURS	MIDNIGHT TO MIDNIGHT	Columbia 40466	Breaking quickly	15.9
11	23	BEATLES	PLEASE PLEASE ME	Capitol 46435	Peaking	15.5
50	24	TRIO	TRIO	WB 25491	Linda, Dolly, Emmylou	13.8
28	25	JETS	JETS	MCA 5667	Giant single leads	13.7

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



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TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
27	26	LIONEL RICHIE	DANCING ON THE ...	Motown 6158	Needs new single	13.6
13	27	BEATLES	FOR SALE	Capitol 46438	Peaking	13.3
14	28	BEATLES	WITH THE BEATLES	Capitol 46436	Ditto	12.9
24	29	TESLA	MECH. RESONANCE	Geffen 24120	Heavy metal hit	12.7
29	30	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL8-8212	Steady seller	11.2
30	31	FREDDIE JACKSON	JUST LIKE...	Capitol ST-12485	Steady	11.1
32	32	MADONNA	TRUE BLUE	Sire 25442 (WB)	Hot new single	10.6
39	33	CROWDED HOUSE	CROWDED HOUSE	Capitol 12485	Hot single leads	9.9
49	34	SHIRLEY MURDOCK	SHIRLEY MURDOCK!	Elektra 9-60443-1	Urban smash	9.8
35	35	STRYPER	TO HELL WITH THE ..	Enigma 73237 (Cap)	More metal	9.7
36	36	REO SPEEDWAGON	LIFE AS WE KNOW IT	Epic 40444	Single leads	9.3
47	37	JODY WATLEY	JODY WATLEY	MCA 5898	New star	8.7
44	38	VANGELIS	OPERA SAUVAGE	PolyGram 8296631	Grammy mania	8.2
43	39	EXPOSE	EXPOSURE	Arista 8441	Giant hit leads	7.8
41	40	LOU GRAMM	READY OR NOT	Atlantic 81728	Hit single leads	7.3
--	41	U2	THE JOSHUA TREE	Island 7-90581-1	Heading for the top	7.2
31	42	RUN-DMC	RAISING HELL	Profile 1217	Great new video	6.8
33	43	SAMANTHA FOX	TOUCH ME	RCA 10212-1-J	New 45 out	6.7
34	44	BILLY VERA	BY REQUEST	Rhino 70858	Steady week	6.5
46	45	SHEILA E.	SHEILA E.	P.Park 25498-1(WB)	Urban activity	5.7
48	46	GREGORY ABBOTT	SHAKE YOU DOWN	Columbia 40437	Back on	5.6
38	47	CAMEO	WORD UP	PolyGram 830265-1	Falling	5.5
37	48	CYNDI LAUPER	TRUE COLORS	Portrait OR 40313	Hot new single	5.5
40	49	GEORGE STRAIT	OCEANFRONT...	MCA 5913	Hot country	5.4
--	50	GREGG ALLMAN	I'M NO ANGEL	Epic 40531	Comeback	5.3

KATE BUSH (EMI)
TWO LIVE CREW (Luke Skywalker)
OINGO BOINGO (MCA)

NEXT UP

CUTTING CREW (Virgin)
DEEP PURPLE (PolyGram)
PATTY SMYTH (Columbia)

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

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 Bob Guccione, Jr.-SPIN Mag.
 Greg Bodenhamer-Back in Control
 Jay Berman-R.I.A.A.
 Jello Biafra-Artist
 Ann Kahn-Nail. P.T.A.
 Dennis Erokian-BAM Mag.

Frank Zappa-Artist
 Ed Rosenblatt-Geffen Records
 Marianne Hatfield-Rock Rag
 Jennifer Norwood-PMRC
 Al Menconi-Menconi Ministries/Media Update
 Melissa and David Beaudoin-D&L Records

INDY INDIES

Moderator: T.B.A.
 Bonnie Levitin-Chameleon Records
 Chuck Dukowski-SST Records
 Terrence Brown-Airwave Records
 Sean Stern-B.Y.O. Records
 Scott Vanderbilt-Restless Records
 Lisa Fancher-Frontier Records

A&R, THE OUTSIDE LOOKING IN

Moderator: Mikal Gilmore-Journalist
 Bob Say-Moby Disc Records
 Rick Carroll-PD. KROQ-FM
 David Jurman-Arista Records
 Kip Cohen-Former A&R Executive
 Alan Oken-A&M Records
 Carole Childs-Former A&R Executive
 Allan Rinde-Former A&R Executive
 Rich Esra-Former A&R Executive
 Brendan Mullen-Club Lingerie

RADIO! RADIO!

Moderator: Steve Brack-Chrysalis Rec.
 Jeff Wyatt-KPWR/Power 106
 Tommy Nast-Album Network
 Thom Ferro-Westwood One
 Lee Bailey-Lee Bailey Productions
 Phil Harvey-Phil Harvey Productions
 Steve White-Australian Rock Mgr.
 Kelly Summers-A&M Records
 Laura Gross-B.B.C. Radio One
 Brian Beime-K-EARTH 101
 Gene Sandbloom-KIIS-FM

AGENTS & PROMOTERS

Moderator: Claire Rothman, Forum
 Bob Engel-Variety Artists
 Peter Shields-William Morris Agency
 Jay Marciano-Universal Amphitheatre
 Robert Stein-Beverly Theatre
 Jim Morey-Gallin/Morey Assoc.
 Gregg W. Perloff-Bill Graham Presents
 Terry Cline-Jim Halsey Productions
 Michael Goldman-Music Futures
 Gary Smith-Pollstar

MUSIC PUBLISHING

Moderator: T.B.A.
 Linda Blum-Chappell Music

Kathleen Carey-Uncity Music
 David Renzer-Zomba/Jive Music
 Evan Medow-Attorney
 Marti Sharron-Songwriter
 Diane Warren-Songwriter
 Kevin Odegard-N.A.S.
 Jonathan Stone-Qwest Music

RECORD MARKETING

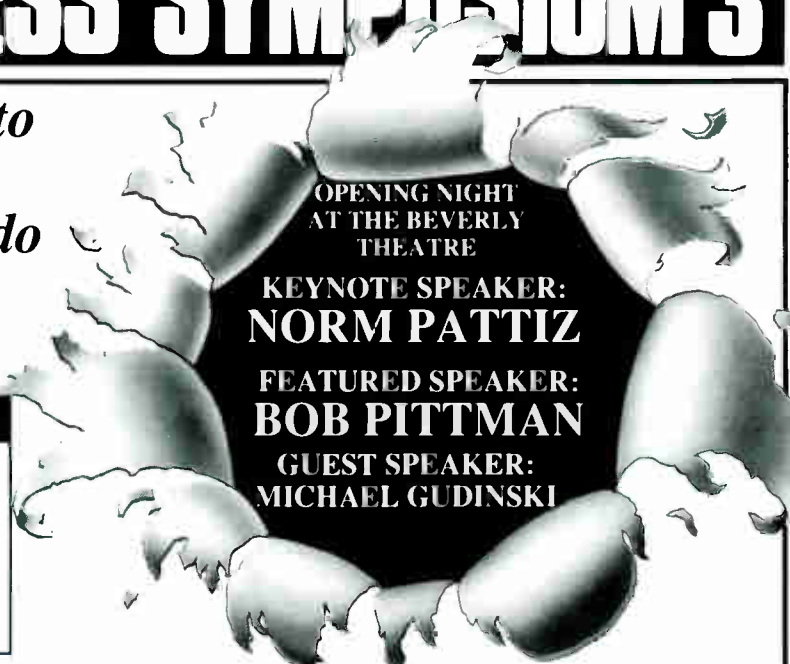
Moderator: Lou Mann-MCA Records
 Mike Shalett-Street Pulse Group
 Tim Devine-MCA Records
 Bob Reitman-A&M Records
 Joel Weber-Island Records
 Harold Childs-Qwest Records
 Steve Schmerler-Arista Records
 Scott Pang-William Morris Agency
 Sam Kaiser-V.P. Programming, MTV

MUSIC RETAILING "WHERE IT ALL PAYS OFF"

Moderator: Toni Profera-HITS Mag.
 Henry Peck-Vinyl Fetish
 Mitch Perliss-Music Plus
 Tom Gracyk-Moby Disc
 Jayne Neches-A&M Records
 Jim Swindel-Island Records
 Rooth Blackman-Image Marketing
 Scott Marin-SRO Marketing
 Colin Stewart-EMI Records
 Norman Hunter-Record Bar

INDEPENDENT LABELS "WORKING WITH THE BIG GUYS"

Moderator: Sam Sutherland-
 Windham Hill Records
 Bill Hein-Enigma Rec.
 Fred Bestall-Big Time Records
 Bob Biggs-Slash Rec.
 Brian Slagel-Metal Blade
 Don Macmillan-Macola Distribution
 Tom Silverman-Tommy Boy Records
 Harold Bronson-Rhino Records
 Craig Sussman-Cypress Records



OPENING NIGHT
 AT THE BEVERLY
 THEATRE

**KEYNOTE SPEAKER:
 NORM PATTIZ**

**FEATURED SPEAKER:
 BOB PITTMAN**

**GUEST SPEAKER:
 MICHAEL GUDINSKI**

THE CHARTS

Moderator: Tom Noonan-Billboard
 Lenny Beer-HITS Magazine
 Joel Denver-Radio & Records
 Paul Grein-Billboard
 Spence Berland-Cash Box
 Rick Winward-Enigma Records
 Steve Meyer-MCA Records
 Mark Cope-Album Network

THE BUSINESS OF NEGOTIATING DEALS

Lecturer: Kent Klavens-Attorney

MOCK RECORD DEAL

Jeff Fenster-Attorney, Warner Bros. Rec
 Gary Stampler-Attorney (Van Halen, Crowded House)
 Eric Gardner-Manager (Todd Rundgren, Bill Wyman, Elvira)
 Richard Streicker-Warner Bros. Rec.

A&R

Moderator: John Braheny, L.A.S.S.
 Thom Trumbo-MCA A&R
 Paul Atkinson-RCA A&R
 Ron Vance-Geffen Music
 Wendy Goldstein-RCA A&R
 Ron Oberman-Columbia A&R
 Bob Skoro-Polygram A&R
 Martin Fabinyi-Regular Records, Aus.

ARTIST MANAGEMENT

Lecturers: Wendy Dio-Niji Mgt.
 Ron Weisner-Nu Visions
 Ed Leffler-E. L. Management
 Harriet Sternberg-Kragen & Co.

RECORDING CONTRACTS IN THE 80's AND THE 90's

Moderator: Miles Hurwitz-BAM
 Mark Fleischer-Attorney
 Lindsay Feldman-Attorney
 Larry Larson-Manager
 Peter Paterno-Attorney

Al Schlesinger-Attorney
 Eric Greenspan-Attorney
 Curtis Shaw-Attorney
 Arthur Spivak-DeMann Ent.
 • More Panelists T.B.A. •

NEW AGE/JAZZ MUSIC

Moderator: Zan Stewart-
 Los Angeles Times
 Paul Marotta-Celestial Harmonies
 Howard Sapper-Global Pacific Rec.
 Stephen Hill-"Hearts of Space"
 Rich Schmidt-Windham Hill Rec.
 Georgia Kelly-Artist
 Paul Horn-Artist
 Wesley Van Linda-V.P. Narada Records

THE INTERNATIONAL MUSIC SCENE

Moderator: Michael Gudinski-
 Mushroom Records, Australia
 Ichiro Asatsuma-Fuji Pacific Music/Canyon Records, Japan
 Phil Tripp-Australia Multi-Media Productions
 Kick van Hengel-Capitol Records Int.
 Kevin Wall-Radio Vision Int.
 Christy Hill-MCA Records Int.
 John Woodruff-Dirty Pool Mgt.

WHAT'S WRONG WITH THIS PICTURE

Doug Feiger-Artist, The Knack
 Michael Sembello-Artist
 Elliot Mazer-Producer
 Paul Rothchild-Producer
 Matt Kramer-At My Place
 Jim Halsey-Jim Halsey Co.

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BREAKOUTS

As expected, **U2** is exploding out of the box behind their hot debut single. **Trio** featuring Dolly, Linda and Emmylou is still strong, while Virgin's debut from **Cutting Crew** is hot out of the chute. Strong debuts are also recorded for **Simply Red**, **Andy**

Taylor and the "Some Kind Of Wonderful" soundtrack. Also of interest, **Vangelis'** Grammy winner is scoring well as is the **Pseudo Echo** album on RCA.

WINNERS

1	U2	(Island)	69%	6	CROWDED HOUSE	(Capitol)
2	TRIO	(WB)	45%	7	SIMPLY RED	(Elektra)
3	CUTTING CREW	(Virgin)	33%	8	ANDY TAYLOR	(MCA)
4	PATTY SMYTH	(Columbia)	27%	9	SOME KIND OF...	(MCA)
5	JODY WATLEY	(MCA)	24%	10	PSYCHEDELIC FURS	(Columbia)

BUZZARD'S NEST/MIKE MANDZIA/COLUMBUS

J Watley
Over The Top
Najee
C House
G Vannelli

CAMELOT/LEW GARRETT /CANTON

C House
C Crew
P Echo
P Enemy
Vangelis
U2

CAVAGES/JOHN GRANDONI /BUFFALO

U2
Trio
W Party
A Baker
C House

CENTRAL SOUTH/ROBIN STEELY/NASHVILLE

S Red
2L Crew
S Winwood
Judds
M Jackson
Expose
Esquire

CML ONE-STOP/MIKE CLARK/ST. LOUIS

C Crew
P Furs
A Taylor
C House
B Dish
U2

GAMCO/KATHY SHEDD /MINNEAPOLIS

J Watley
Some Kind Of Wond.
U2
KD Lang
T Twins
J Cope

HARMONY HOUSE/SANDY BEAN/DETROIT

P Echo
Smithereens
Ratt
U2
P Smyth
Trio
Sheila E

HARVARD CO-OP/MICHAEL TOCKER/BOSTON

C House
W Party
The The
Saints
Trio
U2

Tons of calls on U2.

HOUSE OF GUITARS/KIM SIMMONS/ROCHESTER

Overkill
Trio
U2
P Smyth
Hipsway

JR'S/RON SALPIETRO /SCHAUMBERG

Tesla
P Furs
REO
C Crew
C House

KARMA/MIKE CROWDER/INDY

U2
C Crew
Light Of Day
Dead Or A
G Allman

LIEBERMAN/ROB TAYLOR/CHICAGO

H Alpert
P Smyth
Dead Or A
Expose
J Warnes

LIEBERMAN/TERRY DONOVAN/KANSAS CITY

Hipsway
P Smyth
S Fox
J Watley
G Allman
C Lauper

MUSICLAND/DICK ODETT /MINNEAPOLIS

Trio
P Smyth
C Crew
A Taylor
S Red

NAT'L REC MART/DOUG SMITH/PITT

Trio
U2
Hipsway
J Watley
C Crew

NAVARRE/ESA KATAJAMAKI/MPLS

A Taylor
G Flash
S Red
P Enemy
Breaking Circus
U2

P.C. ONE-STOP/LENNY LEON/CHATS

U2
S Red
A Taylor
J Watley
C Crew

PEACHES M&V/HOWIE WAHLEN/SEATTLE

Vangelis
Trio
Judds
The The
Some Kind Of Wond.

PRO ONE-STOP/PAUL JOHNSON/TEMPE

C Crew
L Lobos
G Allman
A Taylor
L Gramm
U2

BREAKOUTS



RADIO DOCTORS/KATHY STAMM/MILWAUKEE

S Red
A Taylor
U2
REO

RAINBOW/JIMMY HEIKKALA/SAN FRANCISCO

U2
R Davis
Hipsway
C Crew
K Joke
L Gamm
C Blonde

RECORD BAR/ROBERTA ARMIJO/CORPUS CHRISTI

U2
P Smyth
Poison
Trio
P Furs

RECORD BAR/NORM HUNTER/DURHAM

Trio
Sheila E
2L Crew
G Allman
U2

RECORD

REVOLUTION/ROBERT DEFELICE/PHILADELPHIA

U2
Expose
J Watley
C Crew
P Rushen

RECORD WORLD/DEAN FINE/NEW YORK

U2
B Club
Vangelis
A Taylor
S Red

RECORD WORLD/TIM CHRIST/BALTIMORE

U2
C House
H Alpert
Vangelis
C Crisis

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ROUNDUP/LAURA AVERY/SEATTLE

Trio
C Nouveau
B Club
C House
C Crew

RTI ONE-STOP/STEVE HOBERMAN/OMAHA

Trio
C Crew
A Taylor
P Smyth
Some Kind Of Wond.
O Boingo

SAM GOODY/MIKE MASKA/EDISON

P Smyth
P Echo
Expose
G Allman
Light Of Day
U2

SEA-PORT ONE-STOP/VICKI OLIVERA/PORTLAND

Mission UK
8 Seconds
Expose
C Crew
P Echo
U2
H Alpert

SOUND OF/CY BARNES/PHILADELPHIA

H Alpert
C Crew
No Sovereign

SOUND VIDEO UNLIMITED/MIKE BASHKIN/CHICAGO

S Red
A Taylor
P Simon
Tesla
H Alpert
U2

P Simon coming back! Excited about U2.

SOUND WAREHOUSE/TRACY DONIHOO/DALLAS

2L Crew
P Rushen
Some Kind Of Wond.
J Watley
U2

SPECS/CINDY BARR/MIAMI

U2
H Alpert
Trio
Some Kind Of Wond.
C House

STRAWBERRIES/JEFF COHEN/BOSTON

Trio
U2
C Crew
P Smyth
Sheila E
J Watley
P Echo
U2 "HOT!!"

STREETSIDE/GREG MARSHALL/ST. LOUIS

M Davis
Some Kind Of Wond.
B McFerrin
Vangelis

TARGET/DOUG HARVEY/MPLS

Beastie Boys
Cinderella
G Sats
Chicago
C Nouveau
R Cray
REO

TOWER/CHRIS SULLIVAN/SAN DIEGO

O Boingo
L Lobos
R Cray
Trio
P Furs
Lots of U2 requests.

TOWER/PERRY HANSON/SAN JOSE

O Boingo
Siouxsie
P Furs
Sheila E

TOWER/NATL./STAN GOMAN/SACRAMENTO

Trio
O Boingo
Siouxsie
P Smyth
Some Kind Of Wond.

TRACKS/DONNA AGRESTO/NORFOLK

Light Of Day
Vangelis
Trio
Europe
H Du
R Stonehill
U2

TRANSCONT./JIM PRIMERANO/BUFF

Starpoint
Trio
P Smyth
Some Kind Of Wond.
S Red
U2

TRANSWORLD/DAVE ROY/ALBANY

U2
Trio
J Watley
C House
P Furs
C Crew
P Echo

TURTLES/KAREN LONG/ATLANTA

Trio
P Rushen
H Alpert
W Party
Athens GA
M Howard
C DeBurgh

VINYL VENDORS/VALERIE ELLIOTT/KALAMAZOO

Vangelis
U2
Trio

WALL TO WALL/LISTENING BOOTH/STAN HELEVA/CINNAMINSON

U2
P Echo
Some Kind Of Wond.
P Smyth
Megadeth
J Watley

WAX WORKS/HAROLD GUILFOIL/OWENSBORO

U2
G Allman
P Furs
Trio
Autograph
U2, U2, U2, U2!!!

WHEREHOUSE/RICH LOCKWOOD/LOS ANGELES

U2
C Crew
P Smyth
O Boingo
J Watley
Trio



MOVIE SCORES

	TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1	LETHAL WEAPON	7.1m	5685	16.9m	—————
2	NIGHTMARE ON ELM ST. 3	5.0m	3687	24.8m	Soundtrack on Varese Sarabande. Dokken 45 on Elektra.
3	PLATOON	4.7m	2997	91.6m	Soundtrack on Atlantic.
4	TIN MEN	4.0m	5858	4.3m	—————
5	WITCHBOARD	2.7m	2702	3.2m	—————
6	ANGEL HEART	2.7m	3333	7.7m	—————
7	SOME KIND OF WONDERFUL	2.6m	2420	10.9m	Soundtrack on MCA.
8	OUTRAGEOUS FORTUNE	2.6m	2257	40.9m	Patti Labelle 45 on MCA.
9	MANNEQUIN	2.5m	2722	24.3m	Starship 45 on RCA.
10	HOOSIERS	2.4m	2343	14.9m	Soundtrack on PolyGram.

“American Tail” on MCA, “Top Gun” on Columbia, “Mission” on Virgin, “Stand By Me” on Atlantic, “Radio Days” on RCA.

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



WAVELENGTH

by Lenny Beer

Things are pretty quiet out in radioland this week. Not much gossip to even make up! The only major opening is in Baltimore, and for those of you still interested in this key position at **B104**, don't panic yet. General Manager **James Fox** is currently on vacation and no decisions have been made..... At **KFMY** in Provo, **Brian Burns** is exiting to consult for **Drake Chenault** in Albuquerque. **E. Curtis Johnson** is the new PD and **Gina Shurts** will continue as MD..... Congratulations to

WGH-FM Norfolk PD **Sheldon Borgelt** on his marriage (3/21) to **Marilyn Carmody**, who happens to be his midday air talent..... Word has it that **WTNZ** in Knoxville is making some noise with PD **Chris Mac** who was very successful at **WNYZ** in Utica..... **Nick Ferrara** called to confirm that the move of **KS103** in San Diego is complete with their new phone number 619-278-1130 and address at 5050 Murphy Canyon Rd., 92123..... Congrats to **Chris Murray**, MD at **WLAN**

Lancaster on his engagement to **Kathy Scharpf**..... **Greg Edwards** is leaving **KO93** Modesto to be Operations Director with **Buckley Broadcasting**..... **Spike O'Dell** is leaving **KIHK** Davenport to do afternoons at **WGN** Chicago. Send tapes for the morning shift at **KIHK** to **Jim O'Hara** 805 Brady, Davenport 52808..... **Jay Dowd** is doing afternoon drive at **WKSS** in Hartford and will also continue as MD and Assistant PD to **Bob Mitchell**..... **WGLF** in Tallahas-

see has moved to new studios at 1310 Paul Russell Rd., 32301, and has announced a new on-air line-up including PD **Don Christi** handling morning drive duties..... And congratulations to radio for recognizing the strength and importance of playing **Paul Simon's** "You Can Call Me Al". The Grammy Awards are gaining in credibility each year, and radio's acceptance of the re-release confirms this credibility..... Send photos, send photos.

In this critic-on-every-corner country, no one's had a bad word to say about

Goodbye Saving Grace
the new single from
Jon Butcher

"GOODBYE SAVING GRACE is proving itself as a great rock 'n roll record for our 16-34 year old rockers."
Russ Mottla WAAF

"The Jon Butcher record is mesmerizing."
Anthony Allonsi WDVE

"Excellent!"
Enn Riley WMMR

"Best track of the year!"
Chris James WTPA

"Hypnotic!"
Kim Alexander WHCN

"Within 2 days, we're getting incredible phones—it's fabulous, everyone loves it! The whole album is phenomenal!"
Russ Mottla WAAF

"This is *the* quintessential album radio track."
Pepe Lopez KNCN

"Hottest thing this year—a future classic!"
Joe Manno WAQY

"This Jon Butcher record really jumps out of the groove and grabs you. Excellent vocals."
Rick Panneck WATL Appleton Green Bay

"Great upper demos."
John Lassman KQRS

"GOODBYE SAVING GRACE is a headphone dream record—great guitar work and a nice progressive edge. It's a top notch song."
Rad Messick WDIZ Orlando

"GOODBYE SAVING GRACE is not to be overlooked. It's got a style all its own, a real beauty."
Andi Turco WPHY Albany

"Jon has matured with a great song—the best thing he's ever done."
Dave Numme KSJO

"This should be the album to put him on the tips of people's tongues."
Steve Cormier WIZN

"I found it to be deeper than any album I've heard in a long time."
Joe Manno WAQY

Produced by Spencer Prolfer & Jon Butcher for 

• NOW AN MTV SNEAK PREVIEW
30 DAY WORLD PREMIERE
VIDEO EXCLUSIVE!



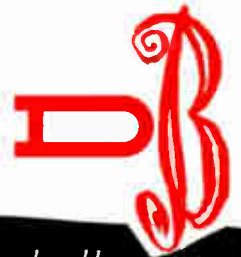
"Provocative lyric."

"Powerful sound."

"Precisely Bowie."

DAVID BOWIE

DAY-IN DAY-OUT



produced by
DAVID BOWIE & DAVID RICHARDS

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*the
first single
from the
forthcoming
album*

OUT TO-DAY

NEVER LET ME DOWN

