

H

I

T

S

GO FOR THE POE

See Page 9

WINNERS

FLASHMAKERS

RICHARD MARX (MANH.)

 STARSHIP (GRUNT/RCA)
 LOS LOBOS (SLASH/WB)
 KLYMAXX (MCA)

CROSSOVERS

DAN HILL (COLUMBIA)

 WHITESNAKE (GEFFEN)
 JONATHAN BUTLER (RCA)
 FREDDIE JACKSON (CAP)

EARPICKS

ABC (POLYGRAM)

 LOS LOBOS (SLASH/WB)
 BREAKFAST CLUB (MCA)
 WHITESNAKE (GEFFEN)

BREAKOUTS

OUTFIELD (COLUMBIA)

 WARREN ZEVON (VIRGIN)
 CURE (ELEKTRA)
 ROGER WATERS (COL)

WILDCARD

WARWICK/OSBORNE (ARIS)

Programmers love this Bachrach/Sager song. It will go right on the air. See Page 8 for details.



Fat Boys

These chubby little devils are taking Top 40 by storm with their latest single, "Wipeout." When these guys hit the surf, they really make waves.

HOT NEW RELEASES

BANANARAMA "RUMOR" PolyGram 886 165-7
 BOY GEORGE "EVERYTHING" Virgin 7-99445
 FAT BOYS "WIPEOUT" PolyGram n/a
 HOOTERS "JOHNNY B" Columbia 38-07241
 JELLYBEAN "WHO FOUND" Chrysalis 43120

MADONNA "THAT GIRL" Sire/WB 7-28341
 REO SPEEDWAGON "DREAMS" Epic 34-07255
 SIMPLE MINDS LIVE "MIRACLE" A&M 29540
 TWISTED SISTER "HOT LOVE" Atlantic 7-89215
 D. WARWICK/J. OSBORNE "LOVE" Arista 9567



RIGHT ON TRACK
TOP 10 SINGLES
AND VIDEO

DEBUT ALBUM—OVER
2 MILLION UNITS SOLD
GOING FOR GOLD

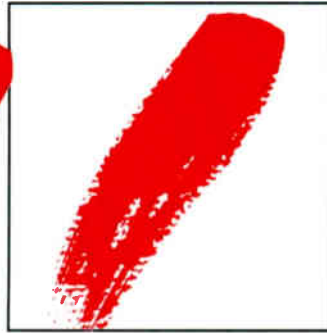
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MICHAEL VERDICK AND
STEPHEN BRAY
MANAGEMENT: PATRICK RAINS
& ASSOCIATES

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SHIRT, SINGLES
+ BOBBI
GRIFFIN

ALPHABET
KISS
AND
HELL

T H E N E W S I N G L E

MCA RECORDS



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Elektra Promotion V. P. Dave Urso has the Cure for radio ills, as his "Why Can't I Be You?" makes serious inroads at Top 40 and on the album charts, right alongside the blockbuster success of Mötley Crüe. Now all he wants to know is why he wasn't included with the rest of the promo honchos in the Hits anniversary ad. Let's just hope this pic on our prestigious contents page proves the Cure-all.



4

SINGLES

Whitney Houston holds on for the third straight week, just ahead of Heart and the quick charging Bob Seger cut. Also readying for the fight at the top are George Michael and U2.



30

DIALOGUE

President Dick Asher has done a remarkable rebuilding job since he came aboard at PolyGram after a long and colorful history practicing music business law, then working at CBS and Warners. In a candid Hits interview, the industry veteran talks about Clive, Dylan, and more.

Power 95 P.D. Dene Hallam is out to make his station the highest-rated Top 40 outlet in Kansas City after a career spent programming country and adult pop, as he tells our own expert of the airwaves, Mike Murphy.



40

SPOTLIGHT

A & M Records celebrates its 25th anniversary this summer, but still has the outlook of a feisty independent, with a commitment to breaking new acts, not just records. Hits' John Sutton-Smith helps blow out the candles.



46

ALBUMS

Whitney Houston holds onto the top slot with gigantic sales increases that now find it outselling top contenders LL Cool J and Motley Crue by better than 2 to 1. U2, Whitesnake and Heart also remain solid sellers. Beverly Hills Cop II continues to make gains.

FLASHMAKERS 20
Richard Marx leads the way, but watch out for Los Lobos.

CROSSOVERS 24
Dan Hill is coming home.

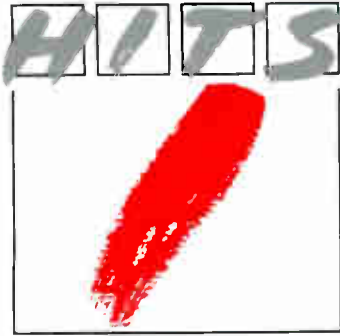
REQUESTS 28
George Michael and Suzanne Vega lead.

EARPICKS 35
ABC is the people's choice.

BREAKOUTS 44
Outfield is hot out of the chute.

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MOVIE SCORES 50
WAVE LENGTH 50



TOP FIFTY SINGLES

Whitney is still #1 for the third week, but Heart is breathing hot and heavy on its heels. Also ready to strike at the top is the Bob Seger cut from "BH Cop II". Also from "Cop", George

Michael jumps to #12 and looms as another chart-topping contender. The 2nd U2 single explodes to #18, all the way up from #39, on its way to repeating the success of "Without You".

THIS LW	WEEK	ARTIST	TITLE	LABEL	COMMENTS
1	1	WHITNEY HOUSTON	I WANNA DANCE	Arista 9598	Dominating both charts
3	2	HEART	ALONE	Capitol 44002	Rock monster
2	3	LISA LISA	HEAD TO TOE	Columbia 38-07008	Solid sales
7	4	BOB SEGER	SHAKEDOWN	MCA 53094	Going number one
6	5	KENNY G	SONGBIRD	Arista 9573	Former Wildcard!
5	6	ATLANTIC STARR	ALWAYS	WB 7-28455	Peaking
4	7	GENESIS	IN TOO DEEP	Atlantic 7-89316	Falling
13	8	PSEUDO ECHO	FUNKY TOWN	RCA 5217-7	Former Wildcard!
9	9	SMOKEY ROBINSON	JUST TO SEE HER	Motown 1877	Steady
12	10	THE SYSTEM	DON'T DISTURB	Atlantic 7-89320	Steady growth
14	11	EXPOSE	POINT OF NO RETURN	Arista 9579	Strong single sales
18	12	GEORGE MICHAEL	I WANT YOUR SEX	Col 38-07164	B. Hills soundtrack
8	13	KIM WILDE	YOU KEEP ME HANGING	MCA 53024	Peaked
17	14	BRUCE HORNSBY	EVERY LITTLE KISS	RCA 5165-7	Lp turning around
15	15	LEVEL 42	LESSONS IN LOVE	PolyGram 883-9567	Solid sales
20	16	CROWDED HOUSE	SOMETHING SO STRONG	Capitol 5695	Significant growth
21	17	T'PAU	HEART & SOUL	Virgin 7-99466	Hot new act
39	18	U2	STILL HAVEN'T FOUND	Island 7-99430	Going #1
22	19	MOTLEY CRUE	GIRLS, GIRLS, GIRLS	Elektra 7-69465	Selling big
23	20	JANET JACKSON	PLEASURE PRINCIPLE	A&M 2927	Here we go again
24	21	SURFACE	HAPPY	Col 38-06611	Heading Top 5
26	22	MIAMI SOUND MACHINE	RHYTHM IS GONNA	Epic 34-07059	Single selling now
10	23	BON JOVI	WANTED DEAD OR ALIVE	PolyGram 888-4677	Falling
31	24	NYLONS	KISS HIM GOODBYE	Open Air/A&M 0022	A capella smash
29	25	KLYMAXX	I'D STILL SAY YES	MCA 53028	Big urban

(Based on a combination of sales and airplay)

THE MOST POWERFUL PAIRING OF THE YEAR.



1986, Henry Longdon

■ **DIONNE WARWICK**



Bonnie Schiffman

■ **JEFFREY OSBORNE**

■ **LOVE POWER**

The Warwick/Bacharach team that brought you the #1 single of 1986, "That's What Friends Are For," recaptures the magic in 1987 with "Love Power." Produced and written by Burt Bacharach and Carole Bayer Sager, featuring a great sax solo by Kenny G. From Dionne's forthcoming new album, Reservations For Two.

LOVE POWER. LET IT TAKE HOLD OF YOU!

ARISTA

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TOP FIFTY SINGLES

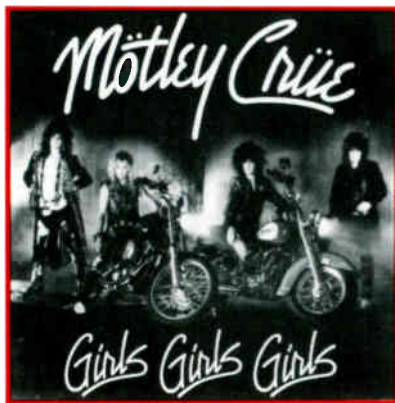
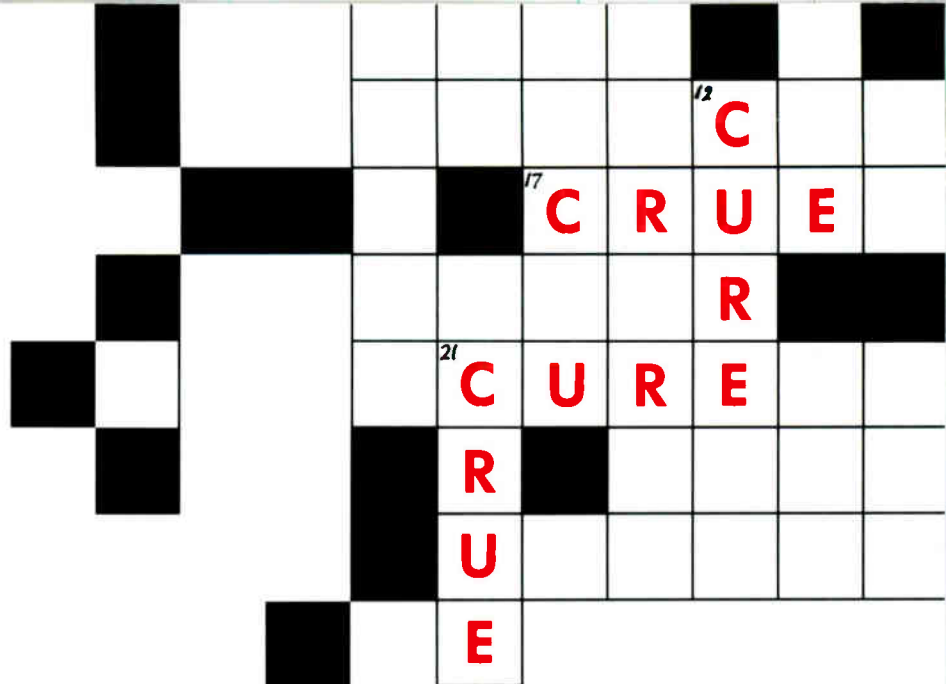
LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
28	26	PARTLAND BROS	SOUL CITY	Manhattan 50065	Early single sales
27	27	EDDIE MONEY	ENDLESS NIGHTS	Columbia 38-07035	Steady
32	28	WHISPERS	ROCK STEADY	Solar B-70006	Urban smash
30	29	BILLY IDOL	SWEET SIXTEEN	Chrysalis 43114	Steady
33	30	DEBBIE GIBSON	ONLY IN MY DREAMS	Atlantic 7-89322	Hot dance track
35	31	JETS	CROSS MY BROKEN	MCA 53123	B.H. Cop 2
40	32	AL JARREAU	MOONLIGHTING	MCA 53124	TV theme
36	33	CLUB NOUVEAU	WHY YOU TREAT ME	WB 7-28360	Gaining fast
37	34	J. RUSH & E. JOHN	FLAMES OF PARADISE	Epic 34-07119	Up tempo summer record
38	35	ROBBIE NEVIL	WOT'S IT TO YA	Manhattan 50075	Third single
44	36	SUZANNE VEGA	LUKA	A&M 2937	Giant phones
42	37	RICHARD MARX	DON'T MEAN NOTHIN'	Manhattan 50079	Hot new act
41	38	CUTTING CREW	ONE FOR THE MOCKING	Virgin 7-99464	Follow up
43	39	FLEETWOOD MAC	SEVEN WONDERS	WB 7-28317	Second single
45	40	STEVE WINWOOD	BACK IN THE HIGHLIFE	WB 7-28472	Title track
46	41	JONATHAN BUTLER	LIES	RCA 1038-7-J	Hot urban
47	42	LIVING IN A BOX	LIVING IN A BOX	Chrysalis 43132	Former Wildcard!
48	43	BRYAN ADAMS	HEARTS ON FIRE	A&M 2948	Follow up to 'Heat'
34	44	RESTLESS HEART	I'LL STILL BE LOVING	RCA 5065-7	Peaked
50	45	JODY WATLEY	STILL A THRILL	MCA 53081	Second single
--	46	OUTFIELD	SINCE YOU'VE BEEN	Columbia 38-07170	Early sales
--	47	DAN HILL	CAN'T WE TRY	Columbia 38-07050	Looks big
--	48	STARSHIP	IT'S NOT OVER	RCA 5225-7-6	From upcoming LP
--	49	WANG CHUNG	HYPNOTIZE ME	Geffen 7-28359	Innerspace
--	50	DANNY WILSON	MARY'S PRAYER	Virgin 7-99465	Hot new act

LL COOL J (DefJam/Columbia)
WILL TO POWER (Epic)
FREDDIE JACKSON (Capitol)

NEXT UP

JOHN WAITE (EMI)
LOS LOBOS (Slash/WB)
WHITESNAKE (Geffen)

(Based on a combination of sales and airplay)



MÖTLEY CRÜE
"GIRLS, GIRLS, GIRLS"
 from the *Girls, Girls, Girls* LP. If we sell any more, we'll have to put up our own golden arches.

FORMER WILDCARD 5/18!

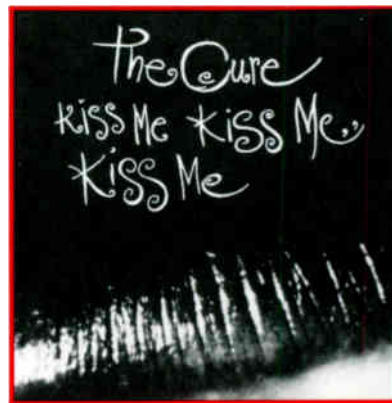
■ HITS TOP FIFTY ALBUMS!

■ HITS TOP FIFTY SINGLES!

KKBQ	6-4	Z93	16-13	B94	25-19
KCPX	7-6	WPHD	22-15	KZZP	25-20
WMMS	13-9	Z100	20-16	Q105	23-20
PWR99	14-10	KWOD	24-17	WGH-FM	28-22
WROQ	16-11	WKSE	21-17	WTIC	32-24
Z95	16-13	WCAU	26-19	PRO-FM	30-26

TOUR DATES:

6/26 San Antonio, TX; 6/27 Houston, TX;
 6/30 Oklahoma City, OK; 7/1 Shreveport, LA;
 7/2 Biloxi, MS; 7/4 Little Rock, AR; 7/5 Memphis, TN; 7/7 Nashville, TN; 7/8 St. Louis, MO; 7/10 Wichita, KS; 7/11 Kansas City, MO; 7/12 Des Moines, IA; 7/14-15 St. Paul, MN; 7/16 Chicago, IL; 7/18 Indianapolis, IN; 7/19 Detroit, MI; 7/23 Cincinnati, OH; 7/24 Cleveland, OH; 7/26 Buck Eye Lake, OH; 7/31 Pittsburgh, PA.



THE CURE
"WHY CAN'T I BE YOU?"

from the *Kiss Me, Kiss Me, Kiss Me* LP. Over 800,000 discs sold.* (*Of course, it's a two-record set. But, it's still a helluva lot.)

CROSSOVER!

BREAKOUTS WINNER!

■ HITS TOP FIFTY ALBUMS!

KEGL	add	WZYQ	add	KDON	add	KROQ	2-1
99DTX	add	WCGQ	add	OK95	add	KITS	4-3
KHIT	add	WGLF	add	KOZE	add	KATD	7-4
WGH-FM	add	WGRD	add	KKBQ	deb 30	KWSS	32-24
WNNK	add	KYYY	add	WCAU	deb 39	KRBE	36-30

TOUR DATES:

7/9 Vancouver, BC; 7/10 Seattle, WA; 7/12 Oakland, CA; 7/13 Santa Barbara, CA; 7/14-15 Los Angeles, CA; 7/17 San Diego, CA; 7/18 Mesa, AZ; 7/20 Morrison, CO; 7/22 Dallas, TX; 7/23 Houston, TX; 7/25 New Orleans, LA; 7/27 Minneapolis, MN; 7/28 Chicago, IL; 7/30 Detroit, MI; 7/31 Cleveland, OH; 8/1 Toronto, CAN; 8/2 Montreal, CAN; 8/5 Fairfax, VA; 8/6 Philadelphia, PA; 8/7 Worcester, MA; 8/10 New York, NY.

ELEKTRA (Your # 1 source for hit records HITS will later claim to have tipped you to first!)

NO MATTER HOW YOU SPELL IT, IT'S NO PUZZLE WHY THESE ARE THE TWO HOTTEST RECORDS ON THE STREET... ON ELEKTRA SUPERIOR-QUALITY CASSETTES, COMPACT DISCS AND RECORDS.





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Virgins?

Sorry folks, we just can't mess with this photo caption — there's just too much here. So use your imagination and you tell us what these traditional, run-of-the-mill, record company executives are doing in this photo. Here they are, the powers that be at Virgin America (l-r): Virgin America Co-Chief **Jeff Ayeroff**; VP of Promotion **Phil Quartararo**; Virgin America Co-Chief **Jordan Harris**. In case you thought these guys might get in trouble with the boss, that's Virgin International Ruler **Richard Branson** "hanging out" under Phil Q.

Pic Of The Week



He Goetz The Dead

Hits reader **Bernard** "Charlie Bronson's got nothing on me" **Goetz** recently told the *New York Post* (our favorite trash ridden rag) that he loves **The Grateful Dead** and he desires a copy of the

new Dead album (on Arista), "In The Dark." No confirmation that Arista Promotion and Marketing VP **Donnie** "Shoot 'em Up" **Ienner** immediately ran over to Bernie's house with a copy of the project and talked about cruising the streets of New York "to make it safe for people like Phil Quartararo."

**W I L D
C A R D**

Warwick Osborne
(Arista)

This is only the second time we've picked based solely on listening. The first, "Died In Your Arms" by Cutting Crew shot to #1. We predict the same for this great song. Arista's current hot streak will be perpetuated here. Sit back Donnie, Bisceglia can handle this one by himself.

How Old?



Sixteen year-old **Debbie Gibson** (l) tells WCBS-TV New York reporter **Jill Rapaport** that she has a slab of Spam caught in her teeth during a recent recording session in New York. The young songstress is currently cruising up the charts with "Only In My Dreams" on Atlantic. Queried Gibson, "Wasn't Paul McCartney once in Wings?"

I Want Your Vid

George Michael's controversial hit from the *BH Cop II* LP, "I Want Your Sex," will appear on MTV after several censorious trims with an introductory disclaimer from Michael himself indicating "this song is not about casual sex...." Sure, George, and we read *Playboy* for the articles.

FRONT PAGE

C o v e r S t o r y

Off They Go To Poe

"When we party, we party," said **Bobby Poe**, Publisher of *Bobby Poe's Pop Music Survey*. "But when we do business, we do serious business. The industry won't tolerate bullshit anymore — there's just no money for it."

And so the tone is set for the Sixteenth annual Bobby Poe Convention going on in Washington D.C. (Tyson's Corner, Virginia to be exact) on June 26-27. Without a doubt it is the definitive Top 40 gathering — it's Top 40's ultimate schmoozatorium.

"Everybody shows up," said Director, National Promotion, Columbia Records West Coast **George Chaltas**.

"It's the place to be," said Arista's Senior Director of

Pop Promotion **Rick Bisceglia**. "Besides, it's the only opportunity I have to get together with Poe Kat Jr. (Bobby's son)"

"I'm going because I want to be in with the incrowd," said Capitol's newest Promotion VP (VP of Pop Promotion) **Tom Gorman**. "It's the definitive place to relax with the people that I work with all year."

Indeed Top 40 programmers from markets large and small are flocking to Poe — can you say "blow-out?"

"When I started the Poe Convention, the industry was very staid and laid-back," said Bobby Poe. "I just thought we needed some fun and excitement."

Poe acknowledged that the hard times of the late 70s put a damper on the emphasis on fun: "When the money crunch hit in 1979, the fun and the limos kind of went away, and we had to get more serious." Nevertheless, the Poe convention is still renowned as the one that packs the biggest wallop — we're talking action.

This year's convention features five panels ("There are only five, but they're meaningful," said Poe.) — Small Market PDs, Major Market PDs, VPs of Promotion, Air Personality Panel, Radio and Record Hot Box ("That's where they all yell at each other") and Columbia Prexy **Al Teller's** keynote ad-

dress. Attendance is expected to be about 650 and should make this the biggest Poe Convention — ever.



Bobby Poe — *It's convention time again.*

It's Official: It's Licata

The long rumored merger of EMI America and Manhattan Records became reality late last week, and as we reported (See *Near Truths*, last week's issue), RCA/A&M/Arista Distribution President **Sal "Veal" Licata** has been chosen to helm the new company.

Licata will assume the title of Chief Executive Officer on the first of July. **Bruce Lundvall**, who was President of Manhattan Records, will assume the title of President, EMI America/Manhattan Records, reporting to Licata. According to the label, Lundvall will put particular emphasis on A&R duties for both rosters and the Blue Note label.

"We are very excited. Sal has tremendous strength," Capitol Industries - EMI President "Diamond" **David Berman** told *Hits* (As always, Your #1 Source To Tell



Sal Licata — *He's the one.*

Things To). Berman pointed to the newly formed team of Licata and Lundvall as being a powerful combination. "Our intent from the very beginning was to have two very strong labels — one on the East Coast, one on the West Coast, with very strong artist rosters." Berman added, "You did say you were from *Billboard*, didn't you?"

Industry insiders say Capitol chose Licata because of his career as "a bottom line" man. Prior to becoming President of RCA/A&M/Arista Distribution, he was Executive Vice President and General Manager of Arista Records, and prior to that he was President of Chrysalis Records in the U.S.

Licata reports directly to Capitol Industries-EMI Vice Chairman "Joltin'" **Joe Smith**.

The combined label will be headquartered in New York. The two labels held a previous arrangement of sharing a field promotion staff. The staff will remain unchanged under the new structure. The Pop Promotion department will be headed by Manhattan VP of Pop Promotion **Jack Satter**.

When *Hits* (Your #1 Source For Trying To Call Industry Heavies) tried to reach the other major players involved, each had the same reply: "Forget it guys, we're saving our juice for *Billboard*. By the way, did you call collect?"



FRONT PAGE

Hits Crushes Global

The place was Venice, California. The game was softball. The teams were *Hits* and *Global Satellite Network*. The final score was 7 to 2. The winner need you ask?

"Not only are they amazing softball players, but they're fine, outstanding people," said Global Satellite Network President **Howard "The Duck" Gillman**, who added: "It will be an honor to serve them coffee every morning."

"These folks are just the greatest," remarked Global's Chief Producer and team mascot **Cindy Tollin**, who offered to cook a big ol' dinner (and clean the dishes) for the entire staff of *Hits* (Your #1 Source For Scamming Free Dinners).

"It was an honor to lose to such an obviously superior group of gifted athletes," said Global Producer **Mark Felsot**.

And the accolades continued to pour in in the aftermath of *Hits* crushing defeat of the Global Satellite Net-

work in the first official softball game of the summer.

A representative for the National Organization for Women (NOW) who was present at the game remarked: "What was truly wonderful about the win was that it was orchestrated by women. *Hits* utilized three times as many females as *Global* did, and that made the difference."

(Editor's Note: Howard, Dennis likes cream in his coffee.)



Howard Gillman — Will he divorce himself from softball after the humiliation?

Security Rap

Rush Productions is making sure the current **Run-D.M.C./ Beastie Boys** "Together Forever" tour goes smoothly. Metal-detection devices, similar to what you would find at an airport, are located at each gate, through

which every ticket-holder must pass. Well, at least we can rest assured the shows won't get highjacked to Cuba. Of course, all Shi-ite Muslims must check their burmooses at the door.

Short People II

Randy Newman has just finished writing songs for an album he will begin recording. "The new ones are more autobiographical than usual," he admitted. "The only thing is, a lot of the stuff in them isn't true. I'm sorta thinking of this project as my lying autobiography."

Cas, Man

What will they come up with next? The SF-based Aca Joe Clothing chain announced its Top Ten "Most Casual Men" list for 1987, headed by **John Kennedy Jr.**, and followed, in order, by **Tom Cruise, George Burns, Bruce Willis, Don Johnson, Tom Hanks, Bill Cosby, Michael J. Fox, Ted Danson** and **Woody Allen**. What, no **John Kalodner**?

Making Pia Right



A trio of E/P/A scientists introduce the latest in technological innovations, the blow-up, three-dimensional **Pia Zadora** doll, which recently stood in for the real thing, performing with Charles Aznavour at New York's Radio City Music Hall. Pictured from left to right with the amazingly life-like creation are: **Tony Martell**, Vice President and General Manager, CBS Associated Labels; the **Zadora** doll; **Ray Anderson**, Senior VP, Marketing, E/P/A; and **Dan Beck**, Vice President, Product Development, E/P/A.

Quantum Leaps JWT

Hot on the heels of rumors MCA was one of the interested buyers of famed ad agency J. Walter Thompson comes news that **Bob Pittman's** Quantum Media, Inc., a joint venture with MCA, has acquired 4.7% of JWT. This makes good on Pittman's stated desire to be involved in all areas of the entertainment and communications industries.

Whitney Rules

Whitney Houston continues her complete domination of the *Hits* Top 50 Albums Chart, scoring an impressive Power Index of 162.3 (thousands of units sold over the counter by *Hits* reporters). The #2 album, **LL Cool J** (in an impressive third week showing) scored a Power Index of 78.6.



DAN HILL

“Can’t We Try”

Duet with Vonda Sheppard

**DAN’S GOT TOP 40
POWER!**

CROSSOVERS WINNER!

WILDCARD 6/22

47 HITS TOP 50 SINGLES!
R&R 83/22

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)
DAN HILL	3.21	10	9

ADDED THIS WEEK

KEGL Y95 KMEL WKTJ B104 FM102
Y108 WGH-FM WFLY WKSI WKZL
G105 KIYS WNYZ

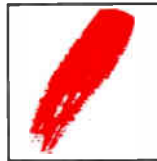
HOT MOVES

Q105 9-7 KZZP 15-11 KTKS 15-12
PRO-FM 16-13 WBBQ 32-15
94Q 26-22 KWSS 30-22 WCAU 37-31

**INSTANT PHONES
GUARANTEED!**

Produced by Hank Medress and John Capek
for The Entertainment Music Company





On Records By Lenny Beer

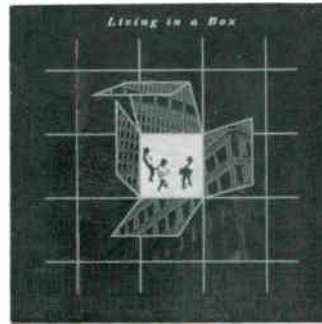
Arista's Hot, Getting Hotter

The current Arista hot streak fueled by the amazing success of the **Kenny G** project and skyrocketed by the release of **Whitney Houston** is about to really move into high gear. Their new release schedule includes a **Dionne Warwick/Jeffrey Osborne** duet we tipped you to weeks ago, a new **Grateful Dead** album and excellent single, and an upcoming set by hot rapsters, **Whodini**. The Warwick/Osborne duet is the best yet from the **Bachrach/Sager** hit factory and our bet is that it is a surefire #1 winner. As for the Dead, they appear alive and well, are touring with **Bob Dylan**, and look and sound ready for a major chart assault on the new video. As for Whodini, our retail scouts who have heard the project say there are many surprises in store and plan on buying in big.... Has anyone noticed the fact that the Pop/Adult charts are becoming a spawning ground for Top 40 hits these days? First **Carly Simon**, then **Ronstadt/Ingram** and now **Restless Heart** and **Dan Hill** have made the cross. The format

has also supported action on **Kenny G** and is currently helping the charge of **Jonathan Butler**.... And as for Black crossovers, the next two hot ones developing on the back burner both belong to CBS, **Regina Belle** on Columbia and **Alexander O'Neal** on EPA. The Belle is a soft adult winner, being compared to **Anita Baker**, while O'Neal is a cooker in the vein of the best **Gap Band** hits and is from the **Jam and Lewis** hit factory.... The **Fat Boys** album cut of "Wipeout" continues to pull giant calls and sell albums wherever tested..... Big album sales out of the chute should help Columbia close the **Outfield** single.... Positive feedback is starting to come from radio on the new **Fleetwood Mac** single (WB). Look for this one to battle it out in the Top 10.... And speaking of the Bunny, the instant radio response to **Los Lobos'** remake of "La Bamba" is heartwarming to those of us who have been fans of the band for some time. We're rooting for this one to go all the way.



Los Lobos — Exploding at radio.



Living In A Box

Title
"Living In A Box"

Label
Chrysalis

A demo tape from this good looking U.K. trio made its way into a meeting at Chrysalis and all ears perked up. The result is a single that's exploding out of the clubs and onto Top 40 playlists. Programmers are reporting heavy phone reaction to this record that goes right to the heart of the actives. Chrysalis released a full length album on Wednesday.

Suggested Cuts

"Living In A Box" is what they're asking for both over the air and in the stores. It's a smash.

Label Comments:

"This is the fastest breaking single by a new artist that I've seen in a long while," said Chrysalis Vice President of Promotion **Daniel Glass**. "We've got to give the clubs credit for breaking it, now Top 40 has embraced the cut." Glass and the entire Chrysalis staff are excited about the prospects for the entire album. "We're looking for big things," he said. "There are three or four great follow-ups."



Regina Belle

Title
"All By Myself"

Label
Columbia

An incredible "Superstar On The Rise" buzz surrounds this 24 year-old songstress. Already a huge success at the Black and Urban level, Columbia is continuing its impressive crossover streak with this riveting collection of ballads and mid-tempo tunes. Top 40 is going bonkers and yelling hitbound as the phones light up.

Suggested Cuts

"Show Me The Way" is the one, but give a listen to "So Many Tears," "Take Your Love Away" and "After The Love Has Lost Its Shine."

Label Comments:

"I've made four phone calls this morning and I've gotten four 'hitbounds,'" said an exuberant Columbia Director of National Singles Promotion **Burt Baumgartner**. The one-two punch of VP Black Promotion **Ruben Rodriguez** and the Pop Promotion department is once again paying off for Big Red. "I guarantee this record is a minimum Top Ten," said Baumgartner.

THE ANSWER:



THEY WERE ALL DANCING TO
"WHO FOUND WHO"
BY JELLYBEAN
FEATURING ELISA FIORILLO.

IT'S ON YOUR DESK NOW!


Chrysalis.



NEAR TRUTHS

by I. B. Bad, Los Angeles

Former EMI America President **Jim Mazza** who resigned his post "to pursue other interests" may just end up in the field of personal management. We understand there may be some big names on his roster.... And while we're on the subject of the old EMI, there are a few execs whose situations "are pending" under the new arrangement. Where will **Tony Smith**, **Bob Myers**, **Slack Johnson**, and **Frenchy Gauthier** end up? We understand **Colin Stewart** may be headed to work for Capitol - EMI's British company..... Capitol intends to keep the building on Sunset Blvd. that once housed the now East Coast based company..... **Front Line Management** has signed **The Jacksons** (with **Jermaine** — without **Michael**) for representation. **Howard Kaufman**, **Denny Rosenkrantz**, **Trudy Green** and company have reason to smile: Can you spell **Whitesnake**, **Chicago**, **Heart**, **Don Henley**, **John Waite** and on and on and on?..... Big buzz about big changes at an East Coast boutique label. More to come..... Is current UA Records topper **Jerry Greenberg** about to make a major league move within the

Our Guy



Sammy Davis Jr. — *He's not in the column this week.*

music biz?..... And who will fill the vacancy in the RCA Album Promotion department? We understand the deal is close to being closed..... **Barrier extraordinaire Alan Grubman** and his new body were in Los Angeles last week. The **Al-Man** has dropped a clean 30 **El-Bees**.... We understand that **Madonna** is making over \$17 a head in merchandising during her tour of Japan. Now if 60,000 people attend a show that means..... Despite the much publicized roadblocks, it appears **Bob Sherwood**, **Marc Benesch** and the **Big Red** team may have a #1 record on their hands with **George Michael's** "I Want Your Sex."..... And howabout the teaming of Aussies **INXS/Jimmy Barnes** on the single "Good Times" from "The Lost Boys" soundtrack?..... **Michael Rawley**, most recently a local promo man for A&M in Seattle, is joining **Freddie DeMann's** management empire..... We got to thinking about the three founders of **Blue Thumb Records** — **Bob Krasnow**, **Sal Licata**, and **Tommy LiPuma**. Not too shabby, eh?..... And who is going to fill **Sal Licata's** current distribution **Prexy** job? Several names are out there including **Tom McGuiness**, **John Kotecki**, **Russ Bach**, **Vic Faraci** and **Joe Mansfield**. We hear the smart money is on one of the current **CBS** or **WEA** superbranch managers **E/P/A** Marketing gunslinger "**Sugar**" **Ray Anderson** still looking for a new **Black Music Division** heavy..... And finally, assorted rumor mill this week: **Jim McKeon**, **Polly Anthony**, **Charlie Prevost**, **David Prince**, **Gary Katz** and **Marko Babineau**..... And the beat goes on.



MUG SHOTS

More Hits Mini Mugs



BUTLER NEXT FOR SUGAR RAY?: Apparently pop stardom isn't enough for **Jive/RCA Records** recording artist **Jonathan Butler** (left). Now the soul crooner wants to take on recently-retired **World Middleweight Champion**, the one and only "**Sugar**" **Ray Leonard** (right), in a fifteen round falsetto contest. The duo met at the **Black Radio Exclusive** convention in Los Angeles recently, and immediately raised their voices in battle. Butler is currently riding high on the **Hits** charts with his self-titled debut album and the single, "Lies," and is set to open for **Whitney Houston** on her upcoming tour.



HE'S A MAN (AND IT'S A GIRL!): It seems like only yesterday **Hits** was announcing the marriage of **Grammy Award** winner **Steve Winwood** and his wife **Eugenia**. And now, the couple are the proud parents of a baby girl, **Mary Claire**, born May 20th at the **Baptist Hospital** in Nashville, where the now threesome make their home. **Mary Claire** weighed 8 lbs., 13 ozs. at birth and measured 21". The man **Pamela Des Barres** refers to as a "porcelain doll" in her new tome, won 1986 **Grammys** for both **Male Pop Vocalist** and **Record of the Year** for his smash single, "Higher Love" and multi-platinum LP, "Back In The High Life." He was recently signed to **Virgin Records**.



IT'S ALL GREEK TO THEM: **Hal Lazareff** (right), **West Coast Director** of **Contemporary Concert Attractions** for the **Nederlanders** outdoor venues, tries to bowl over the **Kinks'** legendary frontman **Ray Davies** (left) with his full title, as the two share a private joke backstage at the **Greek** prior to the band's triumphant return to L. A.



LETTERS TO THE EDITOR

XXX Video

Dear Dennis and Lenny:

Enclosed please find your unedited Mötley Crüe video of "Girls, Girls, Girls." Knowing full well that you guys are not interested in what's happening on this video, I would ask that you pass it along for reviewing to someone in your office that is into gorgeous women with long legs, large, firm breasts and tight buttocks.

I've only seen this version of the video once. My heart couldn't take more than two viewings in one day.

With lust in my heart, I remain,

Sincerely yours,
Mike Bone
Elektra Records
New York, N.Y.

Dennis and Lenny reply: We've taken your advice and handed this tape over to our expert panel on lascivious and/or salacious videos, who have only one serious question: Where are the goats? Heck Mike, they don't have to be goats — we'll settle for yaks, sheep or geese for that matter. Now, you'll have to excuse our experts (pant, pant) so they can take another viewing of the Georgia Satellites video. For some reason, they just love the guy with the hole in between his front teeth. Thanks for the cheap thrills Bone, we needed that.

Dear Denny and Lenny:

Or more appropriately, Heckle and Jeckle.

Do all the *Hits* readers know this rag is just a jive, side whim? Dennis is a wanna-be B tennis bum and Lenny is a closet Broadway producer. Speaking of jive, Front Line Management deserves a bonus for keeping you in business. Hit music and ads for the rag for Heart, Chicago, Whitesnake, John Waite and Dan Fogelberg. Kudos, please, guys.

Best regards,

Denny Rosencrantz
Front Line Management
Universal City, CA

Heckle and Jeckle reply: Yo, Crantz, always good to hear from you, except of course when you're calling to borrow money after returning from the race track. Speaking of side line whims, this is a pretty lucrative one, wouldn't you say? Much better than investing in the antique bird cage collection you hold so dear! And speaking of the kudos, the music is good we agree, but the Ads... now that's something we can sink our bank accounts into.

Dear Lenny:

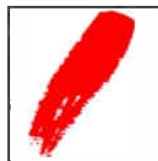
Gary LeMel asked me to drop you a line to let you know the INXS and Jimmy Barnes single, "Good Times," is from the Warner Bros. Motion Picture, "The Lost Boys"!!

Your effort to include this information in any upcoming *Hits* chart or listing would be greatly appreciated.

Stills from this Motion Picture and other Warner Bros. releases will be forwarded to you under separate cover.

Best regards,
Bill Schrank
Director of Music
Warner Bros. Films
Burbank, CA

Lenny replies: Thanks Bill, and howzabout that. I always knew we could fool the record guys into thinking this magazine is important. But the film guys, too. Now that's heavy. These guys have some really serious budgets to talk about. And Gary LeMel, heavy-weight among heavyweights! Well, you know the old expression... you can fool all of the people every third Thursday, some of the people two or three times a week, and the movie guys just once or twice a month. I guess this is our day.



FAR TRUTHS

by Danny Fields, New York

They're Cool



Frozen Ghost — making the rounds fantastic.

Epic's showcase for **Mason Ruffner** at the Cat Club was a huge success, and one wishes here were more such events. An all-industry audience was invited to partake of a lovely open bar starting at 7:30, and then to hear Ruffner perform the set with two very sincere encores. The evening was set up by **Ron Piccolo**, Director of the New York CBS Records branch, and the publicity department under the guidance of VP **Eliot Hubbard** followed up in helping to assemble a glamorous mix of press, radio, retail, and artistes. **Tony Martell**, President of CBS Associated Labels, headed the label's contingent, which included VP's **Dan Beck** and **Harvey Leeds**. **Barbara Skydel** led a large group from Premier Talent, **Joey Ramone** provided teen appeal, and everyone seemed happy to be there. Like everyone else, Ruffner got to bed at a decent hour that night, only he had a 3 a.m. call to be on top of the World Trade Center for a dawn shoot of his new video, "Dancing On Top Of The World." Cute.... Capitol, spearheaded in this project by East Coast A&R Director **Tim Carr**, has announced the first spectacular get-together for the week of the New Music Seminar. Along with his assistant **Jenny Berger**, Tim has organized an awesome boatripe to launch, as it were, the Seminar on the Sunday night before it officially begins. A vintage model (1964) Staten Island Ferry has been engaged for the occasion, and its three decks will be converted to a concert hall (where **Paul Schaffer** will host performances by **New Model Army**, **Skinny Puppy**, the **Smithereens**, **Hanover Fist**, et. al.), a dance floor, and an avant-garde performance space, such as we have many of on the isle of Manhattan, but none afloat. Food will be provided

by **Bandito** and the **Second Avenue Deli**, and many moguls are expected to be tearing themselves away from their Sagaponack to be at the early evening extravaganza.... **Bonfire**, one of West Germany's "hottest" metal acts dropped in at their new label RCA to see **Alan Grunblatt**, the Product Director on the **Bonfire** project. Grunblatt took the Munich-based quintet down the hall to a surprise birthday party for **Mike Omansky**, RCA's VP of Marketing, and there the group got to meet one of their all-time idols, **Nick Bowcott**, lead singer of **Grim Reaper**!.... **Frozen Ghost** opened for **Howard Jones** last Friday at Madison Square Garden, and the happy buzz among the Atlantic crowd was that these guys were great. Senior VP of National Promotion, **Vince Faraci** went backstage after the show to congratulate the Canadian conquerers, as did VP's **Judy Libow** and **Lou Sicurezza**. On Monday, the guys were up at Atlantic for a frantic round of press and promo.... Another noteworthy moment occurred backstage at the Garden one week earlier, when **Bob Krasnow** and **Mike Bone** of Elektra presented **Shirley Murdock** a gold record for her self-titled album. **Anita Baker** was on hand to add her good wishes.

One Year



"These guys are wilder than Twisted Sister."

Vince Faraci
Atlantic



"I knew they wouldn't make it."

Daniel Glass
Chrysalis



"I moved to the Coast just to be closer to Hits."

John Fagot
Capitol



"I owe my entire career to Hits."

Jack Satter
Manhattan



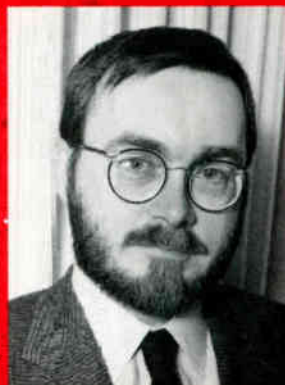
"Well, kiss my grits. I'm finally in Hits."

Butch Waugh
RCA



"They told me if I'd be in this ad, they'd stop abusing the Celtics."

Al Coury
Geffen



"I stopped taking their calls when they begged to be in the Mötley Crüe video."

Mike Bone
Elektra



"You can be sure I won't be inviting any of the Hits animals to my wedding."

Rich Fitzgerald
Warner Bros.



"Really, we will be releasing some records. Check Hits for the details."

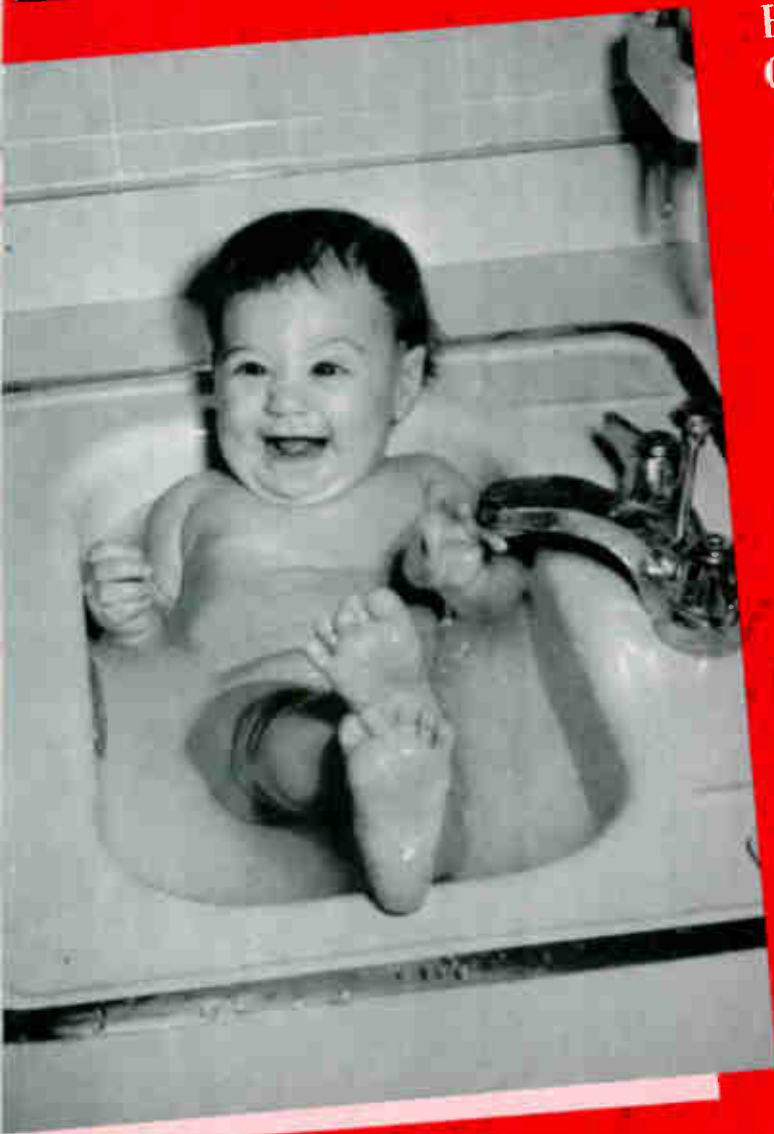
Dick Williams
Quantum



"These guys are bigger than Beverly Hills Cop."

Steve Meyer
MCA

r Of Hits! (...like it or not)



Hits Magazine
One Year Anniversary Issue
A Special, Separate Issue
Featuring The Best & Dumbest
Of Hits' First Year

Coming In August!

Advertising Deadline: August 3



"These guys are hotter than the New York Yankees."

Walter Winnick
Epic



"I got my hair style at the Hits health and beauty spa."

Bob Catania
Island



"Donnie says it would be good for me to be in this ad."

Rick Bisceglia
Arista



"I read this rag every Thursday night at Le Dome."

Charlie Minor
A&M



"What am I doing in this group of no personality misfits?"

John Betancourt
Polygram



"Come on, these guys aren't really still in the business."

Mark Benesch
Columbia



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)
U2	6.11	86	10	4	8	10	9
WHISPERS	4.67	31	13	7	8	8	8
GEORGE MICHAEL	4.41	47	23	6	10	9	10
FLEETWOOD MAC	4.31	46	1	0	2	9	5
SUZANNE VEGA	4.24	41	3	1	10	8	6
NYLONS	4.06	43	13	3	8	4	8
THE JETS	4.01	47	2	0	8	9	
T'PAU	3.98	53	19	5	9	3	9
MOTLEY CRUE	3.97	38	14	3	10	10	8
BRYAN ADAMS	3.92	36	0	0	2	7	6
RICHARD MARX	3.85	39	1	0	9	5	5
MIAMI SOUND MACHINE	3.84	42	8	1	3	7	9
JANET JACKSON	3.66	39	11	4	6		
STEVE WINWOOD	3.65	35	3	0	1	8	4
SURFACE	3.60	39	18	6	10		8
CUTTING CREW	3.48	30	0	0	3		3
ROBBIE NEVIL	3.45	39	0	0	3	2	5
CLUB NOUVEAU	3.34	19	12	5	8	7	
WHITESNAKE	3.25	1	3	3	10	10	2
DAN HILL	3.21	10	1	0	9	1	4
DEBBIE GIBSON	3.20	26	6	2	8	-	
LOS LOBOS	3.05	6	0	0	9	-	2
POISON	3.04	11	0	0	10	10	2
KLYMAXX	2.93	20	13	2	8	1	
CROWDED HOUSE	2.90	35	37	8	4	8	8
PSEUDO ECHO	2.87	37	43	13	10	5	10
STARSHIP	2.72	16	0	0	3	-	1
JONATHAN BUTLER	2.63	9	2	1	4		5
EXPOSE	2.62	32	38	7	2	5	10
AL JARREAU	2.61	21	7	2	5	-	
WILL-TO-POWER	2.60	4	3	2	10	-	5
SAMMY HAGAR	2.54	15	0	0	4	-	1
OUTFIELD	2.51	13	0	0	5	7	
JENNIFER RUSH	2.48	16	2	0	3	2	
WANG CHUNG	2.48	16	0	0	4	1	6
CURE	2.44	5	3	3	8	8	2
JOHN WAITE	2.28	6	0	0	4	-	1
FREDDIE JACKSON	2.15	6	0	0	5	5	3
BRUCE HORNSBY	2.110	23	33	8	2	8	8
LIVING IN A BOX	2.1	11	0	0		-	3

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

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

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

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

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

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

EPIC, PORTRAIT & ASSOCIATED

THE FABULOUS THUNDERBIRDS STAND BACK



CBS ASSOCIATED

PRODUCED BY DAVE EDMUNDS

CROSSOVER!
BACK AND ROCKIN'!

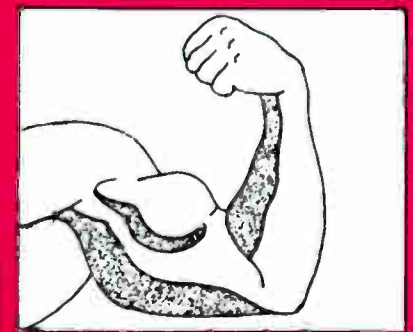
WPHD add	KKAZ add	KEGL deb 36
WMMS add	KFQX add	KZZU deb 37
WRNO add	WJAD add	
KJ103 add	95XXX add	BREAKING AT:
WROQ add	KEYJ add	
KIYS add	WVSR add	WKSS WFLY
KTUX add	KTRS add	K98 KSND
WRQN add	KISR add	KSAQ WNYZ
KOKZ add		

CROSSOVER!
STRENGTH IN NUMBERS!
BILLBOARD 12" DEBUT 50

Z100 add	FM102 deb 31	BREAKING AT:
KRBE add	KMEL deb 34	HOT103
WPGC add		KZZP
KWSS add	PWR98 1-1	KROY
WQUE add	Y100 1-1	
KEZB add	PWR106 16-8	
KMGX add	BJ105 30-24	
Z102 add	KITY 33-29	



WILL TO POWER DREAMIN'



AVERAGE MOVE	REQUESTS (1.5k 10)
2.60	10



ALEXANDER O'NEAL FAKE

B96 add
KF95 add
HOT103 40-36

BREAKING AT:
PWR106
WQUE
KMGX

BILLBOARD DANCE 47*-32*
BILLBOARD 12" SALES 35*-17*
R&R U/C 11*-8*
**ANOTHER SMASH PRODUCED BY
JIMMY JAM AND TERRY LEWIS!**



R&R U/C 25*-17*

LUTHER VANDROSS I REALLY DIDN'T MEANT IT

KDWB add

BREAKING AT:
KITY deb 34 BJ105 9-6 KXX106 KMGX
WL0L deb 40 WQUE 28-23 Y106 KTUX

PARC

ANA SHY BOYS

HUGE DANCE RECORD!
BILLBOARD DANCE 30*-25*
BILLBOARD 12" 18*-12*

KEGL add	PRO-FM	WKDD	Q101
WERZ add	KSAQ	WGRD	Y94
	KCPX	KZZU	KKXL
	WFLY	OK100	KGOT
	WNNK	100KHI	KTMT
	WANS	WOMP	B91
	WCKN	KQIZ	OK95

STAN BUSH & BARRAGE CRANK THAT RADIO





FLASHMAKERS

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

Richard Marx is exploding with hot requests, topping the Album radio charts and starting to develop a sales pattern. This project appears to be closed. **Starship** scores well at

radio for the second straight week, while **Los Lobos** is breaking quickly and **Klymaxx** continues to grow and spread.

RICHARD MARX DON'T MEAN MANHATTAN

Average Move: 3.85 *Aggressives:* 39

Hot new artist has made his way at Top 40 and is closing quickly with adds this week at PWR997, KS103, WKTI, WTIC, FM100, WRVQ, BJ105 and WKZL. Jumps at KEGL 18-10, WCAU 38-32, 99DTX 35-30, KRBE 29-25, WCZY 39-35, KPLZ 33-27, KUBE 31-26, WLOL 35-28, WMMS 37-33, KDWB 33-29, KHTR 34-30, Z93 36-32, Q102 33-28, PRO-FM 33-29, WRNO 29-25, KKRZ 35-25 and KSAQ 34-24. Pulling big phones.

STARSHIP IT'S NOT OVER RCA

Average Move: 2.72 *Aggressives:* 16

Great second week action includes adds at Y95, KKBQ, 99DTX, PRO-FM, KROY, KWOD, KSAQ, K98, WKSE, WRVQ, KX104, Y106, Y107, KQKQ, KRQ, KZOU, WBBQ, WNNK, WOKI, WSKZ, WXLK, KIKX, G105 and more. Early jumps include 34-29 WMMS, 30-26 WKTI, 39-34 WTIC and debuts at KIIS, KEGL, WAVA, KRBE, KUBE, KHIT, B94, KHTR, Z93, WRNO, KS103 and KKRZ.

LOS LOBOS LA BAMBAM SLASH/WB

Average Move: 3.05 *Aggressives:* 6

Hot cut from new soundtrack is beginning to pull big phones and new action this week at B96, WCAU, KRBE, WHYT, Z94, Y100, KHTR, KMEL, KS103, KZZP, PRO-FM, B97, KROY, WRNO, KKRZ, 92X, WGH-FM, KIMN, WPHD, 93Q, KCPX, WGF, WTLQ, KIKX, KIYS, KZOU, WBBQ, WNNK, WPST, WRCK, KTUX and more. Moving at KUBE 34-29, KATD 32-18, KZZU 39-25, KMGX 40-34 and KSND 38-33. Debuting for KROQ, KPLZ, KHIT, KWSS, KITY and WKSS.

KLYMAXX SAY YES MCA

Average Move: 2.93 *Aggressives:* 20

Continuing to pick up major market action each week and now hot on the phones. Adds at PWR95, Z95, WXKS, Z94, KHTR, Y108, WGH-FM, WKSS, WNVZ, B93, WKZL and WPST. Jumps 9-7 PWR106, 14-9 KCPW, 8-6 KS103, 10-9 KWOD, 10-8 Z102, 11-10 KZOU, 32-20 HOT103, 18-13 KDWB, 30-26 Z93, 28-22 Q105, 27-23 KZZP, 34-30 PRO-FM, 23-19 KBEQ and 26-22 KKRZ.

LIVING IN A BOX LIVING CHRYSALIS

Average Move: 2.10 *Aggressives:* 11

Former Wildcard is quickly making its way through the system with adds this week at PWR106, Z95, KHIT, KHTR, PWR997, KS103, WZPL, 92X, WKSE, 98PXY, WDJX, WKZL, WTLQ, KIYS, KQKQ, KRQ, KTUX, WBBQ, WERZ, WSKZ and many others. Jumps at KROQ 33-26, KMEL 28-24, WKSS 39-33, Z102 37-33 and debuts for WCZY, WCAU, KWK, KDWB, WLOL, Z93, WQUE, FM102 and Y108.

WHISPERS ROCK STEADY SOLAR

Average Move: 4.67 *Aggressives:* 31

Giant crossover has now made its mark at Top 40 radio and is closing with major adds including Z100, KKBQ, Q105, KBEQ, KKRZ, Y108, Y107, WGTZ, KTUX and KIYS. Jumps 10-8 B96, 18-8 KWSS, 17-10 FM102, 11-8 KROY, 4-2 KATD, 10-6 KITY, 10-5 KMGX, 24-20 KIIS, 29-16 Y95, 32-26 WCAU, 17-11 WPGC, 33-21 WLOL, 31-23 KDWB, 29-22 B94 & 35-30 KCPW.

AL JARREAU MOONLIGHTING MCA

Average Move: 2.61 *Aggressives:* 21

Closing steadily with adds this week at WCAU, 99DTX, 92X, WPHD, 93Q, WRVQ, WOKI, KQIX, KDON, 95XXX and KKLS. Moving at WLS 8-6, WCZY 14-9, WHYT 10-8, WKTI 4-3, WQUE 9-8, KKRZ 13-9, WXLK 6-4, Z95 31-23, KROY 26-22 and WKSS 35-28. Debuting for WPGC, KWK, RK102, Q100 and WBBQ.

DEBBIE GIBSON DREAMS ATLANTIC

Average Move: 3.20 *Aggressives:* 26

Hot new popster is making big moves at radio with new action this week at PWR997, KBEQ, KCPW, KWOD, WNVZ, WBBQ and WERZ. Hot jumps include 5-2 PWR106, 15-8 Y95, 13-6 KRBE, 7-6 WCAU, 8-4 B97, 11-9 WTIC, 23-19 WBLI, 31-18 KKBQ, 22-17 WAVA, 40-34 KHIT, 38-32 WLOL, 24-19 KMEL and 38-31 WKSS. Debting for KDWB, Z93, PRO-FM, KKRZ, WDJX, KEZB and Z102.

OUTFIELD SINCE YOU'VE COLUMBIA

Average Move: 2.51 *Aggressives:* 13

Album hit the street this week and is selling big. This should help close the single. New at KIIS, KKBQ, Y100, KHTR, PRO-FM, WAPI, WSKZ, WNYZ, KJQ, KQIZ, WWFX, WLAN, WCIL, KZOZ, WWSR, WYKS, KIKI, KFMW, KCMQ and WCKN. Jumps at KRBE 32-26, KHIT 33-29, KWK 32-27, WLOL 32-27, PWR997 33-29 and KSAQ 36-31.

POLY'S HEAT

**EARPICKS WINNER!
FLASHMAKER!**

ABC
when smokey sings

CHECK THE MAJOR MARKET ACTION!

KIIS	add	KCPX	add	Y97	add
KROQ	add	WPHD	add	WOMP	add
WXKS	add	WKSS	add	WJAD	add
Z95	add	93Q	add	95XXX	add
99DTX	add	WTLQ	add	SLY96	add
WLOL	add	KIKX	add	KKRD	add
KHIT	add	KMGX	add	KZFN	add
KITS	add	KRQ	add		
KCPW	add	WPST	add		
KKRZ	add	WNYZ	add		
KATD	add	WRCK	add		
WQUE	add	KYNO	add		



TOM KIMMEL
that's freedom

FLASHMAKER!

30*-26* R&R AOR TRACKS
21*-20* R&R ALBUM CHART

KDWB	add	WLAN	add	KEGL	deb 34
Y108	add	KZIO	add	WCAU	deb 36
WGH-FM	add	WVSR	add	WMMS	deb 37
KSND	add	KWTO	add	KCPX	deb 39
WSKZ	add	WSPT	add		
		KFQX	add	KRBE	33-29
				WPHD	35-31
				WROQ	35-32

19 TOP 10 SONGS IN THE 80'S!

PRO-FM	add	KXX106	add		
KCPW	add	WRVQ	add		
KWOD	add	WDLX	add		
WGH-FM	add	WKDD	add		
WTIC	add	WTHT	add	Q105	29-26
KMGX	add	Q101	add	KRBE	40-32
WBBQ	add	KNAN	add	Y106	37-32
WNYZ	add	WDBR	add	B96	39-35
WRCK	add				

**KOOL &
THE GANG**
holiday



FAT BOYS *wipeout*

FLASHMAKER! **23-20** HITS TOP 50 ALBUMS!

B94	add	WNVZ	add	KSMB	add	KZZP	20-15
Y95	add	KCAQ	add	WNOK	add	Y106	34-20
FM102	add	Z102	add			KRBE	35-22
						KKBQ	35-26



FLASHMAKERS

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

WANG CHUNG HYPNOTIZE GEFFEN

Average Move: 2.48 *Aggressives:* 16
From the forthcoming "Innerspace" soundtrack. New at KITY, WEAG, K98, WPHD, WFLY, WKSI, WPST, WZLD, WSPK, KIIK, WKFX and WCKN. Jumps at WMMS 40-35, KHTR 35-31, PRO-FM 28-24, KSAQ 33-26 and WKRZ 26-18. Debuting for WXKS, KUBE, 94Q, KDWB, WLOL, PWR997, WRNO, KCPW and WGH-FM.

SAMMY HAGAR GIVE GEFFEN

Average Move: 2.54 *Aggressives:* 15
Major market action each week is helping this cut make its way through the system. Adds at WXKS, KHTR, WRNO, KQIX, 95XIL, WOMP, WNOK, WSSX, KKXL and WMEE. Jumps 33-28 KEGL, 34-28 WCAU, 26-21 KRBE, 37-33 Z93, 34-29 WPHD, 28-21 Y107 and 36-31 WTLQ.

INXS/BARNES GOOD TIMES ATLANTIC

Beginning to pull phones and picking up new action this week at Z95, KHIT, KWK, WRNO, K98, KTUX, WNOK, WLRW, WJMX, KZIO, KTRS, WQCM, KFRX, WINK, WKFX and WSPT. Jumps at KROQ 21-13 and Z93 38-34. Early debuts at KRBE, WCZY, PWR997, WZPL and KSAQ.

JOHN WAITE THESE TIMES EMI

Average Move: 2.28 *Aggressives:* 6
Consolidated label is moving full force for this one. New at WXKS, KKBQ, 99DTX, KWK, KATD, WRNO, KKRZ, K98, 93Q, KCPX, WTLQ, KIKX, Z102, WNYZ, WOMP, WLRW, KKLS, KIIK, KKXL, WSPT, WCKN and more. Moving 37-32 KEGL, 40-34 WCAU, 37-33 KRBE and 30-21 KJ103.

DANNY WILSON MARY'S VIRGIN

Adult appeal cut is picking up momentum with new adds at 99DTX, KHTR, KWK, 94Q, 92X, WKSS, KSAQ, WFLY, WKSI, WKZL, WBBQ, WRQN, Z102, WERZ, WSPK, WWFX, WKLQ, WIKZ, KTRS and KZFN. Moves 26-22 WLOL and 29-25 WPST. Debuts for PRO-FM, KCPW, WPHD and WXLK.

TOM KIMMEL FREEDOM POLYGRAM

Hot new artist scores with adds this week at KDWB, Y108, WGH-FM, KSND, WSKZ, KFQX, WLAN, WLRW, KZIO, WVSR, KWTO and WSPT. Moves at KRBE 33-29, WPHD 35-31, KEGL Deb 34 and WCAU Deb 36.

ABC SMOKEY POLYGRAM

Tribute to Smokey Robinson scores with out of the box action at KIIS, KROQ, Z95, WXKS, 99DTX, KHIT, WLOL, KITS, KCPW, KATD, WQUE, KKRZ, WKSS, WPHD, 93Q, KCPX, WTLQ, KIKX, KMGX, KRQ, WPST, WNYZ, WRCK and many others.

LAURA BRANIGAN GLASS ATLANTIC

Out of the box action includes adds at HOT103, WCAU, WXKS, KRBE, PRO-FM, B104, WTIC, RK102, 93Q, 98PXY, BJ105, WGFM, WTLQ, KIKX, KIYS, KZZU, WNNK, WRCK, WERZ, KF95, KKAZ, WOMP, WJAD, WKQB, KEYJ, WLGA, WKPE, WINK, WCGQ and WCKN.

KOOL & THE GANG HOLIDAY POLYGRAM

Average Move: 2.06 *Aggressives:* 5
Top 40 favorites pick up second week adds at KS103, KCPW, KWOD, WGH-FM, WTIC, KMGX, WBBQ, WNYZ, WRCK, WDBR and others. Early jumps include 39-35 B96, 40-32 KRBE, 37-31 WPGC and 37-32 Y106. Debuts for PWR106, Y100 and KKRZ.

FAT BOYS WIPEOUT POLYGRAM

Average Move: 6.57 *Aggressives:* 4
Gigantic album sales continue and radio is responding to this lp cut with the Beach Boys helping out. Adds this week at Y95, B94, FM102, WNVZ, KCAQ, Z102, KSMB and WNOK. Early jumps: 35-22 KRBE, 35-26 KKBQ, 20-15 KZZP and 34-20 Y106.

BREAKFAST CLUB KISS MCA

Second cut from new act picks up out of the box adds at WXKS, PRO-FM, KKRZ, KITY, KCPX, WGFM, Y106, KSND, WPST, WOMP, WWFX, WJAD, KNIN, WKQB, Q104 and WCKN.

CHICAGO NIAGARA FALLS WB

Fourth single scores out of the box adds including WLS, WCAU, KZZP, FM100, KCPX, Y97, WDBR, WKQB, KEYJ and KTRS. New video now in rotation.

JELLYBEAN WHO FOUND CHRYSALIS

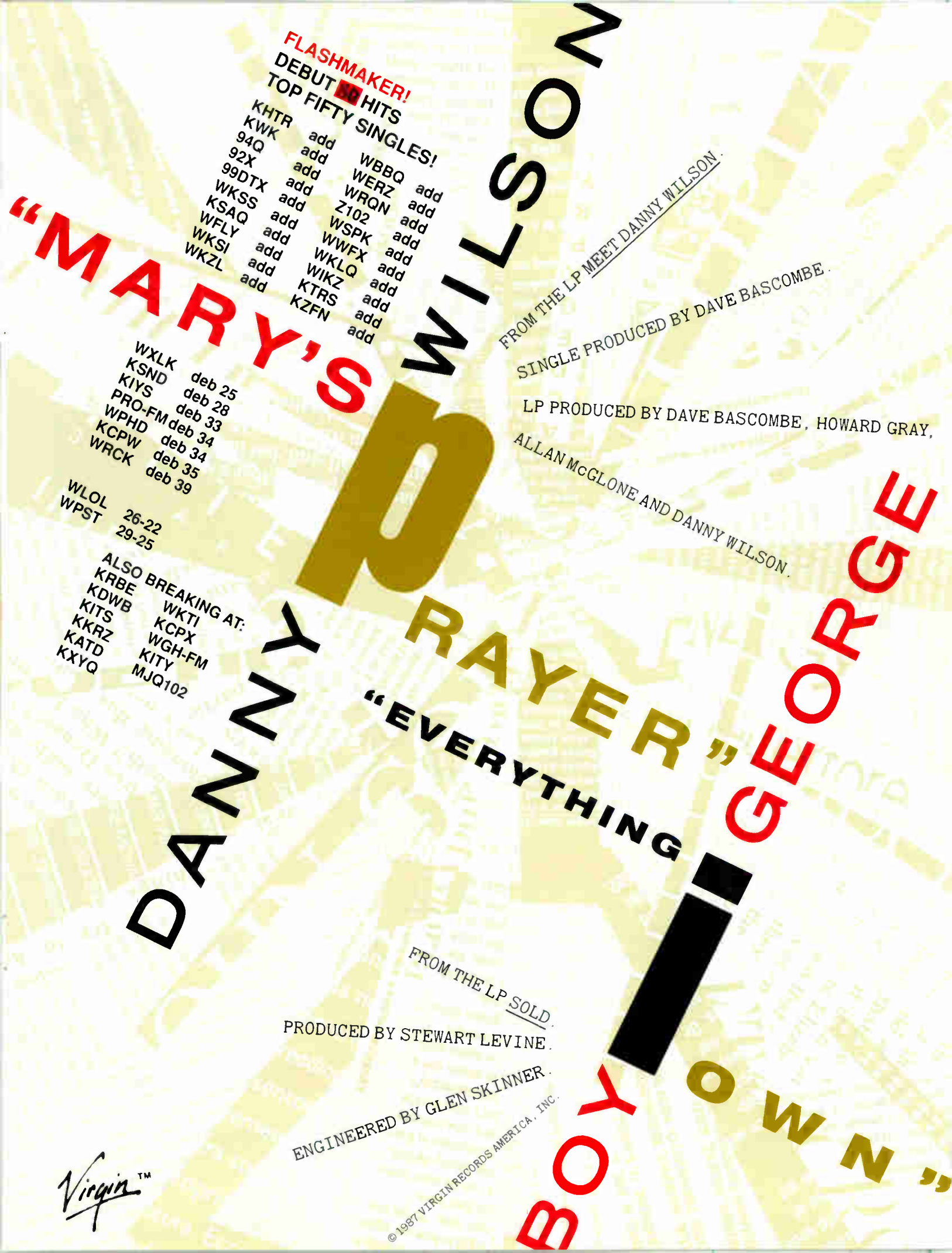
Average Move: 3.00 *Aggressives:* 2
Hot producer picks up early support on test pressings from WHYT, Y100, PWR96, KMEL, Z93, WKSS, WTIC, KEZB, KMGX, KYRK and KFQX. Debuts for PWR106 and KCAQ. Due out this week.

DEBORAH HARRY IN LOVE GEFFEN

Picks up new action this week at WXKS, KRBE, BJ105, WRCK, KF95, WTNZ and KYNO. Debuts at 24 for Y100.

ROD STEWART TWISTIN' GEFFEN

Remake picks up out of the box adds at KPLZ, WLOL, WRNO, WTIC, KIYS, KSND, WOMP, WDBR, KEYJ and KFMY. Also from the "Innerspace" project.



"MARY'S WILSON DANNY RAYER" "EVERYTHING GEORGE BOY BLOWN"

FLASHMAKER!
DEBUT 50 HITS
TOP FIFTY SINGLES!

- KHTR add
- KWK add
- 94Q add
- 92X add
- 99DTX add
- WKSS add
- KSAQ add
- WFLY add
- WKSJ add
- WKZL add
- WBBQ add
- WERZ add
- WRQN add
- Z102 add
- WSPK add
- WWFX add
- WKLQ add
- WIKZ add
- KTRS add
- KZFN add

FROM THE LP MEET DANNY WILSON.

SINGLE PRODUCED BY DAVE BASCOMBE.

LP PRODUCED BY DAVE BASCOMBE, HOWARD GRAY,

ALLAN McGLONE AND DANNY WILSON.

- WXLK deb 25
- KSND deb 28
- KIYS deb 33
- PRO-FM deb 34
- WPHD deb 34
- KCPW deb 35
- WRCK deb 39

- WLOL 26-22
- WPST 29-25

- ALSO BREAKING AT:
- KRBE WKTI
 - KDWB KCPX
 - KITS WGH-FM
 - KKRZ KITV
 - KATD MJQ102
 - KXYQ

FROM THE LP SOLD.

PRODUCED BY STEWART LEVINE.

ENGINEERED BY GLEN SKINNER.

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CROSSOVERS

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

Last week's Wildcard, **Dan Hill**, is making big gains at Top 40 with major market action and huge phone action. **Whitesnake** is back with a Top 40 remix of their second cut

from their platinum album, **Jonathan Butler** is quickly crossing with big adds and strong album sales nationally and **Freddie Jackson** continues his steady growth pattern.

BLACK/DANCE

JONATHAN BUTLER LIES RCA

Average Move: 2.63 Aggressives: 9

Hot new artist is crossing quickly with new action at **WXKS, KRBE, WPGC, KHIT, KDWB, KS103, KITY, WKZL, 98PXY, WRVQ, KZOU** and others. Moving 36-32 **B96**, 34-26 **FM102** and 28-22 **WKTl**. Strong album sales.

CLUB NOUVEAU WHY YOU WB

Average Move: 3.34 Aggressives: 19

Currently Top 3 on the Black/Dance charts and continuing to cross to Top 40 with adds this week at **Z95, KPLZ, B104, WKSS, WNVZ, WKSI, WGTZ, G105, WIKZ** and **WCGQ**. Jumps 10-5 **WPGC**, 8-7 **WXKS**, 12-8 **KMEL**, 10-8 **KATD**, 7-6 **KTFM**, 25-10 **WBBQ**, 39-27 **HOT103**, 28-23 **Z100**, 30-17 **Y95**, 30-26 **WCZY**, 32-28 **Z93**, 29-19 **KWSS**, 28-24 **KZZP** and 33-29 **KWOD**.

JODY WATLEY STILL MCA

Steadily crossing with adds at **Y95, WCAU, KHIT, Z93, WKSS, KDON, WVSR, WTNZ** and **K106**. Moving 35-27 **KMEL**, 40-36 **FM102**, 26-22 **KITY** and 28-24 **KMGX**. Debuting for **WHYT, WCZY, KROY** and **KKRZ**. Solid album sales.

REGINA BELLE SHOW ME COLUMBIA

Picking up momentum at Top 40. Now Top 10 on the Black-/Dance charts. New this week at **FM102, BJ105, WFLY, WNNK, WRCK, WTNZ** and others. Jumps at **WGCI** 9-5.

WILL-TO-POWER DREAMIN' EPIC

Average Move: 2.60 Aggressives: 4

New act is picking up momentum and getting new support this week from **Z100, KRBE, WPGC, KWSS, WQUE, KEZB, KMGX, Z102, K106** and **WAPE**. Moves at **PWR106** 16-8, **KITY** 33-29, **BJ105** 30-24, **KMEL** Deb 34 and **FM102** Deb 31. Already #1 in Miami at **PWR** 96 and **Y100**.

FREDDIE JACKSON JAM TONIGHT CAPITOL

Average Move: 2.15 Aggressives: 6

Former Wildcard is crossing quickly and pulling phones. New at **KTKS, Y95, WPGC, KPLZ, Q105, KWSS, WQUE, WGFM, WRCK, WJMX, 95XXX, WKPE** and **WCKN**. Jumps 31-16 **WGCI**, 34-30 **B96**, 20-14 **WHYT** and 31-26 **KITY**.

FOUR BY 4 WANT YOU CAPITOL

Top 5 on the Black/Dance charts and steadily crossing with adds at **KRBE, KKQB, Y106** and **WAPE**. Jumps at **KMGX** 11-10, **US1** 28-18 and **Z93** 34-30.

ALBUM/ROCK

WHITESNAKE HERE I GO GEFLEN

New remix is helping this cut at Top 40. Adds at **KEGL, WCAU, Z94, KPLZ, WMMS, WRNO, KSAQ, WEAG, WAPI, KJ103, KTUX, KZOU, KZZU, KKAZ, WABB, KFQX, WDBR, WKQB, WBAM** and more. Giant album sales continue.

FAB THUNDERBIRDS STAND BACK EPIC

Second week adds include **WMMS, WRNO, WPHD, KJ103, WROQ, KIYS, KTUX, WRQN, KOKZ, KKAZ, KFQX, WJAD, 95XXX, KEYJ** and **WVSR**. Debuts for **KEGL** and **KZZU**.

POP/ADULT

DAN HILL CAN'T WE COLUMBIA

Average Move: 3.21 Aggressives: 10

Last week's Wildcard is making big gains at Top 40 with adds this week at **KEGL, Y95, KMEL, FM102, WKTl, B104, Y108, WGH-FM, WKZL, WFLY, WKSI, G105, WNYZ, KIYS** and others. Jumps 9-7 **Q105**, 37-31 **WCAU**, 26-22 **94Q**, 30-22 **KWSS**. 15-11 **KZZP** and 18-13 **KX104**.

Robbie Nevil

Wot's It To Ya

38-35 HITS TOP FIFTY SINGLES!

KITS add	KDWB 17-12	KUBE 30-25
WBCY add	WXKS 17-14	WLOL 29-25
CHED add	B94 21-16	94Q 29-25
WAPE add	WQUE 22-18	WKSE 29-25
KYYA add	Y108 23-18	WPHD 33-28
B98 add	WZPL 27-19	WMMS 35-30
KZZP deb 30	KWK 26-20	BREAKING AT:
WBBQ deb 31	KWSS 27-21	Z95 KPLZ
KKRZ deb 35	BJ105 27-21	WAVA KHTR
	WCZY 27-23	WHYT KROY
	WCAU 29-24	Q107 WGH-FM
	WLS 30-25	Y95



Richard Marx

Don't Mean Nothing

FLASHMAKERS WINNER!

42-37 HITS TOP FIFTY SINGLES!

KS103 add	94Q deb 28	KUBE 31-26
WKT1 add	WGH-FM deb 33	WPHD 31-26
PWR99 add	WXKS deb 34	KPLZ 33-27
WTIC add	KATD deb 34	WLOL 35-28
FM100 add		Q102 33-28
WRVQ add	WZPL 24-17	
BJ105 add	WEAG 28-19	BREAKING AT:
WKZL add	KSAQ 34-24	KIIS KWK
WSPK add	KRBE 29-25	Z95 Y108
WCIL add	WRNO 29-25	WAVA 92X
KFIV add	KCPX 36-25	Y95 KXYQ



John Waite

These Times Are Hard For Lovers

FLASHMAKER!

WXKS add	KIKX add	
KKBQ add	Z102 add	
99DTX add	WNYZ add	
KWK add	WOMP add	KJ103 30-21
KKRZ add	WLRW add	KEGL 37-32
KATD add	KKLS add	KRBE 37-33
WRNO add		WCAU 40-34
K98 add	Y108 deb 30	BREAKING AT:
93Q add	Y107 deb 30	WMMS
KCPX add	WRQN deb 30	KHTR
WTLQ add		PRO-FM



George Michael

"I Want Your Sex" Monogamy Mix

HITS TOP FIFTY SINGLES!
27*-20* R&R CHR

PWR95	add	WQUE	7-1	HOT103	16-10	Q105	20-16
WKTJ	add	Y95	11-3	Z95	19-11	KKRZ	24-17
WLOL	add	KROY	5-3	KIIS	17-13	WKSE	23-18
B97	add	Y107	8-4	KKBQ	19-13	WCZY	32-19
		KZZP	9-6	KUBE	23-15	WMMS	27-21
		WHYT	14-7				
		KRBE	15-8				
		Y100	15-9				
				AVERAGE	AGGRESSIVES	TOP	TOP
				MOVE	(4 or more)	10	5
						REQUESTS	Lp SALES
						(1 to 10)	(1 to 10)
							45 SALES
							(1 to 10)
				4.41	47	23	6
						10	9
							10

The Outfield

"Since You've Been Gone"

FLASHMAKER!

DEBUT HITS TOP FIFTY ALBUMS!

DEBUT HITS TOP FIFTY SINGLES!

BREAKOUTS WINNER!

15*-13* R&R ALBUM CHART

14*-11* R&R AOR TRACKS

KIIS	add	PRO-FM	add	WPHD	deb 30	PWR99	33-29
KKBQ	add	WAPI	add	KDWB	deb 34	FM102	32-29
Y100	add	WSKZ	add	KWOD	deb 34	KSAQ	36-31
KHTR	add	WNYZ	add	Z93	deb 36	99DTX	38-35
				KCPX	deb 37	WROQ	40-37

AVERAGE MOVE	AGGRESSIVES (4 or more)	Lp SALES (1 to 10)	45 SALES (1 to 10)
2.51	13	7	7

Alison Moyet

"Is This Love?" Produced by Jimmy Iovine

KIKX add
KZFN add
WLGA add

ALSO BREAKING AT:
KITS
KCPX
KZZU

Surface

"Happy"



HITS TOP FIFTY ALBUMS!
HITS TOP FIFTY SINGLES!
33*-26* R&R CHR

KTKS	add	WBLI	deb 20
KDWB	add	KBEQ	deb 24
PWR99	add	WXKS	deb 32
KX104	add	PRO-FM	deb 32
Y107	add		

FM102	1-1
KROY	4-2
KMEL	11-6
KS103	14-7
Y100	14-8
KRBE	14-9
WTIC	14-10
B96	15-12
KCPW	26-21
WKSE	30-21
HOT103	34-22
KKRZ	33-27
KUBE	33-28
KPLZ	34-29
Z93	33-29

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
3.60	39	18	6	10	8

Regina Belle

"Show Me The Way"



CROSSOVER!
8*-5* R&R U/C

FM102	add	WQUE	4-4	BREAKING AT:
BJ105	add	WGCI	9-5	WUSL KITY
WFLY	add	KSOL	10-10	KROY WNYZ
WNNK	add			
WRCK	add			

L.L. Cool J

"I'm Bad"



HITS TOP FIFTY ALBUMS!

BREAKING AT:	#1 SALES AT:
FM102	WHYT
WQUE	KCPW
KITY	KXX106
KROY	
	RTI/Os
	Tracks
	Record & Tape Outlet
	Streetside
	Gemini Os

Show Industries
 Record Bar
 Cavages
 Poplar Tunes
 Southwest Wholesale





REQUESTS

With a new version out now that is helping this cut close in some markets where there was resistance, **George Michael** continues to make his way to the top with huge phones everywhere. **Suzanne Vega** is also making her way to Top 40

stardom, **Richard Marx** is pulling bigger phones each week and **Pseudo Echo** now enters the top of the charts with continued hot request action.

GEORGE MICHAEL I WANT COLUMBIA

T'PAU HEART & SOUL VIRGIN

A new version is out and the phones continue at KKRZ, BJ105, K106, KITY, KJQ, KKXL, KRNQ, KS103, KZFN, PWR99, Q104, SLY96, WCKN, WDBR, WGLF, WGTZ, WHYT, WKPE, WKQB, WKSE, WKSS, WLAN, WNVZ, WNYZ, WPFM, WROQ, WSSX, WTNZ, WYKS, WZLD, Y97 and many more.

Continuing to pull big phones including this week's mentions at KXX106, 92X, 99DTX, KFMY, KIIK, KKRZ, KKXX, KMEL, KOKZ, KQIX, KYYY, KZFN, WLGA, WLRN, WROQ, Z93 and Z94

SUZANNE VEGA LUKA A&M

POISON ACTION ENIGMA/CAP

Closing quickly with the help of huge requests including hot reports at KMEL, 93Q, 95XIL, KCMQ, KDON, KEYJ, KFMY, KHIT, KITS, KKAZ, KKRC, KKRZ, KO93, KOKZ, KQKQ, KS103, KWSS, KWTO, KZFN, KZOZ, Q104, WCKN, WERZ, WIGY, WKLQ, WQCM, WQUT, Z93 and Z96.

Second cut is pulling bigger phones each week including hot reports at Z94, BJ105, KHIT, KITY, KJQ, KKAZ, KQKQ, KWTO, KXX106, WABB, WCKN, WGLF, WIGY, WKLQ, WLRN, WROQ and Z93.

RICHARD MARX DON'T MEAN MMANHATTAN

U2 STILL HAVEN'T ISLAND

Requests building each week. Hot reports include KHIT, 93Q, 95XIL, KFMW, KIIK, KISR, KKRC, KKRZ, KOKZ, KQKQ, KRNQ, KTRS, KZFN, KZOZ, SLY96, WCGQ, WDBR, WERZ, WGLF, WJAD, WKQB, WPFM and Z94.

New video now in heavy rotation and requests are building. Big phones at B97, KCAQ, KEYJ, KFMY, KIIK, KKLS, KMEL, KYNO, KYYY, WJMX, WLRS, WVRS, KX104 and Z94.

PSEUDO ECHO FUNKYTOWN RCA

DAN HILL CAN'T WE TRY COLUMBIA

Entering the top of the charts and continuing to pull big requests at B97, 95XIL, 99DTX, B98, K98, KFMY, KIIK, KJQ, KKAZ, KKRZ, KKXX, KQKQ, KTRS, KYYY, KZIO, WIGY, WKLQ, WKPE, WQUT, WSSX, WXXX, WZLD and Z94.

Last week's Wildcard is kicking in with the help of hot phones everywhere it's on the air. Hot requests this week at KMEL, 95XIL, K106, KDON, KIIK, KTKS, KWSS, KXX106, WERZ, WLGA, WNNK, WQCM, WSPK and Y97.

SURFACE HAPPY COLUMBIA

DEBBIE GIBSON DREAMS ATLANTIC

Giant crossover is now a Top 40 smash and pulling hot phones at KMEL, KFQX, KHIT, KIIK, KISR, KITY, KKRZ, KMEL, KNIN, KS103, KYNO, KZFN, WCGQ, WCIL, WERZ, WINK, WJAD, WKSE, WKSS, WLRN, WNVZ, WYKS and others.

Hot new artist is pulling big phones at B97, 92X, KDON, KKRZ, KMEL, KXX106, WBLI, WGLF, WNOK, WPGC, WZLD, Y97, Z102, Z96 and more.

WHISPERS ROCK STEADY SOLAR

WHITESNAKE HERE I GO GEFLEN

Now closing quickly with hot requests everywhere. Hots this week include KS103, 92X, 93Q, KFQX, KHYT, KIIK, KMEL, KNIN, KQKQ, KWSS, WKPE, WKQB, WKSS, WNNK, WNOK, WNVZ, WNYZ, WTNZ and Z96.

Second cut with new remix is making its way at Top 40 radio with big phones this week at WROQ, 95XIL, K106, KFQX, KOKZ, WABB, WBAM, WCIL, WGRD, WINK and WXLK.

ALSO GAINING REQUEST MOMENTUM:

KLYMAXX	SAY YES	MCA
THE JETS	HEART	MCA
LOS LOBOS	LA BAMBA	SLASH/WB
LIVING IN A BOX	LIVING	CHRYSALIS
CLUB NOUVEAU	WHY YOU	WB
FAT BOYS	WIPEOUT	POLYGRAM



FREDDIE JACKSON

Jam Tonight

CROSSOVERS WINNER!
R&R U/C 37*-19*

WHYT 20-14
KITY 31-26
B96 34-30

KTKS add	95XXX add
Y95 add	WKPE add
WPGC add	WCKN add
KPLZ add	
Q105 add	KMEL deb 32
KWSS add	KCPW deb 33
WQUE add	KUBE deb 37
WGFM add	
WRCK add	
WJMX add	

ALSO BREAKING AT:
WCZY KXX106
KS103 MJQ102
FM102
PRO-FM



POISON

I Want Action

12-10 HITS TOP FIFTY ALBUMS!
PLATINUM PLUS PERFORMANCE!

PWR99 add	WRNO deb 28	Z93 29-24
WGFM add	KITY deb 28	BJ105 32-29
KIKX add	KWK deb 32	KPLZ 36-33
WRQN add	Z94 deb 33	
WIKZ add	KUBE deb 35	BREAKING AT:
KYNO add	WMMS deb 40	Z95 WGH-FM
WVBS add	Y107 20-16	WCZY KCPX
WAZY add	KEGL 24-17	BJ105 WROQ
	KZOU 23-17	KXYQ



4 BY 4

Want You For My Girlfriend

CROSSOVER!
R&R U/C 6*

KYRK 11-9
KMGX 11-10
Z93 34-30

KKBQ add
KRBE add
KBFM add
Y106 add
WAPE add

ALSO BREAKING AT:
KDWB BJ105
PWR99 KXX106
KITY KTUX
Z102 WBBQ

20-16 HITS TOP 50 SINGLES!
28 HITS TOP FIFTY ALBUMS!

CLOSING!

Z95 add
KZZP add
Q105 add
Y107 add



CROWDED HOUSE *Something So Strong*

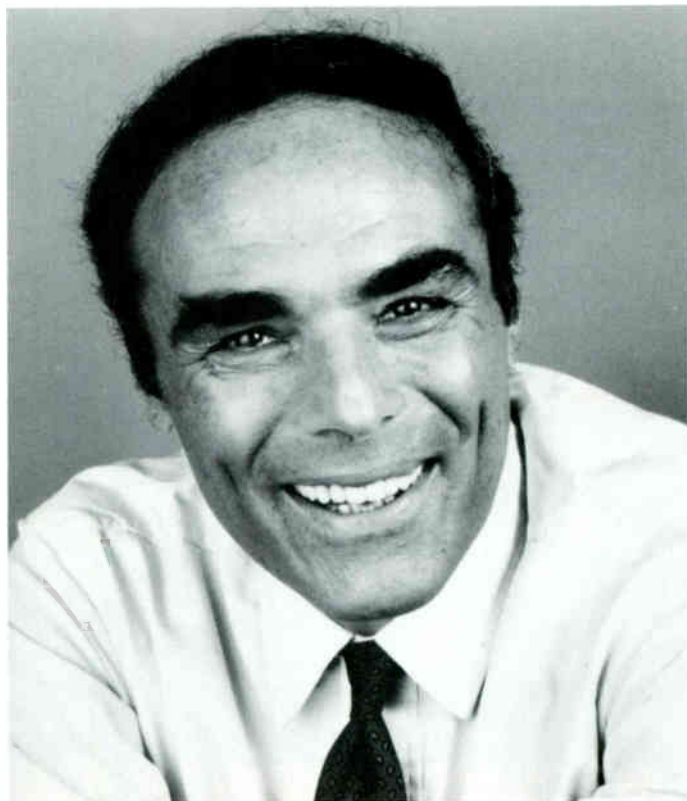


DIALOGUE

If Dick Asher were running a baseball team, he'd be a unanimous choice as Manager of the Year for the job he's done as chief executive at PolyGram Records. Since coming aboard a scant eighteen months ago after a career which has seen him go from a successful legal practice to stints as head of CBS' U.K., international and domestic divisions, then to Warner Communications, the affable, down-to-earth Asher has turned the European-based label's long-troubled American operation completely around. Today, PolyGram is experiencing its hottest period since those halcyon "Saturday Night Fever" days, with hit acts like the seven-million-selling Bon Jovi, Cinderella, Robert Cray, Cameo, Level 42, John Mellencamp and more.

The Manhattan-born Asher graduated from Tufts College in Boston where he was an all-New England linebacker. He earned a law degree at Cornell before spending a couple of years as an officer in the Marine Corps in the '50s. On leaving the military, he went to work for a fancy midtown law firm "doing real exciting stuff like mechanic's liens and labor relations cases," before family friend and music lawyer Paul Marshall convinced him his legal future was in the record business. After building a successful practice representing indie labels like Prestige and Cameo-Parkway, Asher was persuaded by his frequent adversary, Clive Davis, to join CBS as Vice President of Business Affairs, where he helped sign such acts as Moby Grape, Janis Joplin, Blood, Sweat and Tears, Santana and Electric Flag.

Clive eventually sent Asher to England in the '70s to head up CBS' U.K. operation. Not long after Davis left the company, Asher returned to the States to become President of CBS Records International in 1975, taking the post vacated by Walter Yetnikoff when he was upped to President of the Record Group. He subsequently added the domestic branch to his duties. After leaving CBS, he spent some time practicing law and a year at Warner Communications before taking his current job at PolyGram. A straight-shooting, modest man, Asher is equally at home with artists and businessmen. He's been married for 33 years to his wife Sheila, which he claims must be some kind of industry record.



Q Did you immediately realize the entertainment business was for you?

A I had done all sorts of strange things at college. I was defensive captain of the football team, but I also wrote poetry and hung around the theatre, things that didn't always quite jibe together. I was a bit of a jazz buff. I was always interested in music, so when I was offered a job by Paul (Marshall), it just seemed a whole lot more interesting than labor law. Plus, it paid more. Paul represented publishers, independent labels, foreign licensees....I was thrown in pretty deep pretty quickly because I was the only one around a great deal of the time. It was a good way to

learn. I don't know if I had the confidence in myself that Paul did. In those days, there were only about four law firms which specialized in the music business. The bigger firms didn't want to know about the record industry. To them, we were all gypsies and thieves.

Q Why did you abandon a successful private practice to join CBS?

A At the end of 1966, CBS made Clive Davis President of the record division. As Columbia's general counsel, Clive was on the opposite side of the fence from me many times in artist negotiations, and we had sort of developed a friendship. He called me up and persuaded me I could have

more fun and make less money in the record business. Everybody thought I was a little nuts for taking the job, but I guess I was getting bored and this sounded exciting. They told me at the time I was the first Vice President brought in from the outside to Columbia Records. Once I got there, I decided I kinda liked it.

Q That must have been a thrilling time to be at Columbia, when they were signing all those new rock acts from San Francisco.

A I could talk for hours. I remember CBS having tremendous fights with Bob Dylan at the time. Communication had broken down. I had a pretty good

relationship with Dylan's attorney then, David Braun. Somehow, I got commissioned to work things out and we eventually made a deal. I believe I was the first person from Columbia to actually see Dylan after his motorcycle accident. I was already a little strange because Dylan had actually talked to me, and he didn't normally talk to people at the label. I also got involved in signing a group from San Francisco named Moby Grape, which proved to be an unusual process because they were a lot different from anything the label had on its roster back then. The degree of lunacy and eccentricity had risen considerably from people like Andy Williams and Mitch

From Ashes To Asher

Polygram Prexy Leads Way To The Top

An Exclusive

Hits Interview

By Andy Schwartz

And Roy Trakin

“You’re never as *good* as you look when you’re hot, and never quite as *bad* as you look when you’re not.”

C a m e o



Miller. After Moby Grape, I became the house interpreter for these new artists. And, when Clive went to the Monterey Festival, he discovered a whole new world. And I became the expert at making deals with them. Clive gave me a hit list and turned me loose. We signed Electric Flag, Big Brother, Santana and United States of America. I remember the first words Janis Joplin ever spoke to me. We had worked out a deal with Albert Grossman, her manager, and, after she signed the contract, he introduced me to Janis. “This is Dick Asher. He had a lot to do with working out your contract.” And Janis looked at me and said, “I hope you didn’t fuck us too

R o b e r t C r a y



much.” Eventually, we became pretty good friends. She really liked to put me on.

Q How did Clive’s leaving Columbia affect you at the time?

A I was in England then and, when Clive left, it was crazy. I didn’t have a contract and I wouldn’t have even been able to afford to have my furniture shipped back to the States. I must have been pretty naive, but CBS Records was going so well, it was inconceivable to me they’d get rid of Clive. One of the things Clive and I used to discuss was his relationship with Goddard (Lieberson, CBS executive). I encouraged him to be more

B o n J o v i



deferential to Goddard, who was a good man and an important figure in the company. After Clive left, Goddard called me up in England and told me not to worry... there wouldn’t be a housecleaning of everybody who had been friendly with Clive. The man had a lot of class. When he retired, Walter Yetnikoff was promoted to his job, and I was promoted to Walter’s job as President of CBS International in 1975. Four years later, I was promoted to Deputy President of the CBS Records Group with international, domestic and the music publishing division reporting to me. When Bruce Lundvall left, I added the domestic division of Columbia to my duties.

J o h n C o u g a r
M e l l e n c a m p



Q After you left CBS, what did you do?

A I went back to private practice for awhile and hung out with some of my lawyer friends, Allen Arrow, Gerry Edelstein and John Gross. Then, I had the opportunity to join Warner Communications. I loved it there. Great people, but I was on the corporate staff and I really wanted to get my hands dirty. It wasn’t enough of a challenge for me.

Q How did the PolyGram offer come about?

A Who knows? Somebody decides they’ve got to make a change, your name is brought up and they come to talk to you. That was pretty much the way it happened. It seemed a

do-able situation and it gave me a chance to get my hands dirty again, so I said yes.

Q Did you take what you learned during your years at Columbia and simply apply it to the situation at PolyGram?

A I can't underestimate the time I spent at Warners. I saw a lot of things that they did differently than CBS. Maybe I hadn't questioned those practices when I was at CBS, but, while at Warners, I watched them work and, in some ways they seemed to have better ideas, which turned my head around. Warners almost never fought with their artists. CBS would frequently get into confrontations with their artists, sometimes litigations, sometimes just creative differences. Maybe there were too many lawyers and too quick a hand on the contract....It just occurred to me, after observing Warners, that, with artist disputes, even when you win, you lose. When you get an artist to back down, you've hurt the one thing that's indispensable to him—his ego. I think one thing that's noticeable is we've yet to have a fight with an artist since I've been here at PolyGram. In other ways, I'm very much CBS-oriented, especially in making sure things are organized and get to the market.

Q To what do you attribute your success at PolyGram?

A For a company which had been owned by Dutch and German interests, I expected PolyGram to be well-organized and disciplined, but the people would be less than totally competent. I actually found the opposite to be true. I came into a place that seemed to me to be highly disorganized, that seemed to operate by committee on everything and in which no one was quite sure what they should be doing or were personally responsible for. The best people were running around trying to do everything and accomplishing very little. But there were a lot of very

talented, good people. And, by just kind of putting it together, we've experienced some good things. None of us is really much better than the music we're selling. The first thing to which you can attribute the turnaround is good music. There's some skill in that, but there's also a fair percentage of luck. I'll take credit for identifying Jon Bon Jovi, as soon as I arrived here, as potentially a very big artist for us. I couldn't have predicted that he would make the great album he did and I certainly didn't write the songs.

The music always gets credit, but I do give myself high marks for organizing what was here. It was just a question of getting things to function a little more effectively and smoothly, rather than make wholesale changes. In fact, it's a source of joy to me that we have accomplished a great deal of positive changes as a company with very few bodies floating in the river, so to speak.

I think we have a real good team spirit here. We don't have any stars; we just work together and get off on winning, and having a good time. Of course, you're never as *good* as you look when you're hot, and never quite as *bad* as you look when you're not. We've been hot recently, and maybe we look a little better than we are. I can still see plenty of room for improvement.

Q How do you explain the Top 40 success of Robert Cray?

A If "Strong Persuader" had failed, we could've all gotten fired! I mean, we would have looked pretty foolish in that we probably spent too much money to sign him, too much to make the record, and too much to promote the record we made. All of us knew that blues was not supposed to sell. But we really *believed* in this artist, in his musicality, in his songs. That's why we went to album radio the way we did, screaming and yelling and

jumping up and down. Because a lot of this business is about *believing*, and trying to make it work.

We have been very supportive of our artists. Obviously, no one wins all the time. But I don't think that those who *didn't* win are walking away saying they didn't get a shot.

Q What about Richard Thompson, the critically-acclaimed guitarist/ singer/ songwriter who was recently dropped from the label?

A "Dropped" is the wrong word. Richard was with the company a long time. We could've picked up his option. He was selling some records, though he wasn't really building anything. We said to him, "We'd love to keep you, we think you're a fine musician, but if you really believe things are gonna take off—well, we tried and it's just not happening. Your records sell enough to make money, so you're more than welcome to stay with us. But if you still want to take a shot at the moon, maybe we should just be nice to each other and say, good-bye."

Q When you came aboard at PolyGram, you talked about leading the company into "an audiovisual future." What did you have in mind at the time, and how have your thoughts translated into present-day reality?

A I think our business is expanding. We're doing so much visual stuff now....we're still selling records, but now we're selling longform videos as well, and not just combinations of music clips. We're very excited about CDV, which to us seems like a logical extension of CD and an ideal medium for music. It gives you high quality sound with high quality pictures. I don't think that people will want to buy video music for home use unless the quality is superb. And VHS, at this time, as we know it, doesn't deliver high-quality sound. CDV will further expand our industry, as long as we're in the business

of bringing music to the public. I'm a software person.... the music obviously is the most important thing. But I still want the best possible carrier for the music. Sure, I'd rather have a great song and a great performance on an old 78 than a lousy song and a lousy performance on Compact Disc. But, if I can have the best of both worlds, I sure as heck want it.

Q What new acts on the label are you currently excited about?

A Aside from Curiosity Killed the Cat, who we've just signed after an intensive bidding war, I'm enthusiastic about a couple more English acts, Swing Out Sister and That Petrol Emotion, a new album by singer/songwriter Tom Kimmel, and a debut album by David Lynn Jones, produced by Mick Ronson, which is the best record I've heard come out of Nashville in five years. I can't stop playing it. We also have records from Canadian rockers Refugee, a new West Coast band with Dan Reed, a second album by the Rainmakers, the return of Men Without Hats and a new one from John Mellencamp. He's pumped up and from what we've heard I wouldn't be surprised if John comes in with the album of his life.

Q How would you describe your overall philosophy in running PolyGram?

A We're just basically chasing quality. We're not trying to specialize in any particular kind of music. If we think it's good, we'll try to sign it and try to make records. And, when we have a record, we try to avoid putting any labels on it. We *never* called Robert Cray a blues artist, for instance. Other people did....we just came out and said, "This is good music." We are developing the kind of broad roster that insures against those long, cold periods. Sign quality acts, give them a nice home here, and things should work out.

SUMMER SIZZLE

KLYMAXX

I'd Still Say Yes

FLASHMAKERS WINNER!

HITS TOP FIFTY SINGLES!

36*-33* R&R CHR

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10 (1 to 10)	REQUESTS (1 to 10)	45 SALES (1 to 10)
2.93	20	13	8	7

PWR95 add	KS103 8-6	HOT103 32-20
WXKS add	PWR106 9-7	Q105 28-22
Z95 add	KCPW 14-9	KKRZ 26-22
Z94 add	KDWB 18-13	KZZP 27-23
KHTR add	KX104 22-18	B104 27-24
Y108 add	KBEQ 23-19	Z93 30-26
WGH-FM add	KCPX 22-19	PRO-FM 34-30



AL JARREAU

Moonlighting Theme

FLASHMAKER!

HITS TOP FIFTY SINGLES!

AVERAGE MOVE	AGGRESSIVES (4 or more)	45 SALES (1 to 10)
2.61	21	7

WCAU add	WTKI 4-3	KTKS 23-20
99DTX add	WLS 8-6	KROY 26-22
92X add	WHYT 10-8	B97 25-22
WPHD add	WCZY 14-9	Z95 31-23
	KKRZ 13-9	KATD 28-25
KWK deb 29	FM102 19-16	KS103 29-26
MJQ102 deb 40	94Q 22-19	KWOD 35-32

JODY WATLEY

Still A Thrill

CROSSOVER!

HITS TOP FIFTY SINGLES!

HITS TOP FIFTY ALBUMS!

WCAU add	WHYT deb 25	KSOL 1-1	BREAKING AT:
Y95 add	KROY deb 29	KITY 26-22	B96
Z93 add	KKRZ deb 34	KMEL 35-27	WXKS
KHIT add	WCZY deb 36	FM102 40-36	KRBE
WKSS add			

NIGHT RANGER

Hearts Away

BIG PHONES WHERE PLAYED!



MCA RECORDS

PSSST

Have you heard the rumour?



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*ON LONDON RECORDS

New! From Bananarama! "I Heard A Rumour" (886-165-7)
The 1st single from the forthcoming soundtrack album (886 165-1)
from the Warner Bros. motion picture "Disorderlies".



*PRODUCED BY STOCK/AITKEN WATERMAN FOR PWL PRODUCTIONS

Management: NuVisions Entertainment Ltd.
Ron Weisner/Bennett Freed

On Tin Pan Apple/Polydor Records



EARPICKS

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

ABC's tribute to **Smokey Robinson** tops the Earpicks derby this week. Also strong are **Los Lobos**, the second single from **Breakfast Club** and the new **Whitesnake**. While Top 40 radio rejected the hard rocking "Still Of The Night" cut from Whites-

nake, this more mass appeal second cut seems to have what is needed for a major hit single from the smash breakthrough album.

WINNERS

1	ABC	SMOKEY	(PolyGram)	6	PSCHEDELIC FURS	SHOCK	(Columbia)
2	LOS LOBOS	LA BAMBA	(Slash/WB)	7	INXS	GOOD TIMES	(Atlantic)
3	BREAKFAST CLUB	KISS	(MCA)	8	LIVING IN A BOX	LIVING IN...	(Chrysalis)
4	WHITESNAKE	HERE I GO	(Geffen)	9	LAURA BRANIGAN	GLASS	(Atlantic)
5	ROD STEWART	TWISTIN'	(Geffen)	10	JELLYBEAN	WHO FOUND	(Chrysalis)

DONNA AGRESTO/ TRACKS/ NORF
Whitesnake/ 4X4/ W Zevon/ A Moyet

RICK ANDREWS/ WNYZ/ UTICA
K & The Gang/ L Branigan/ J Waite/ D Hill

DON ANTHONY/ TALENTMAST/ ATL
Fat Boys/ Whitesnake/ Ana

H. APPLEBAUM/ KEMP MILL/ BELTS
L Lobos/ L In A Box

JIM ATKINSON/ KWK/ ST LOUIS
G Allman/ Boston/ P Furs/ Bananarama

ED AUGUST/ WNNK/ HARRISBURG
Fat Boys/ Warwick/Osborne/ ABC/ Jellybean

LAURA AVERY/ ROUNDUP/ SEATTLE
T Kimmel/ R Waters/ A Starr/ O Boingo

CY BARNES/ SOUND OF/ PHILLY
W Zevon/ A Moyet/ L Lobos/ INXS

M. BARNHILL/ REC. BAR/ DURHAM
ABC/ B Club/ P Furs/ R Stewart

K. BAXTER/ SIGHT & SO/ PORTLAND
Whispers/ S Vega/ W Zevon/ Georgio

SANDY BEAN/ HARMONY HO/ DET
Chicago/ B Club/ R Stewart

MIKE BRADLEY/ 99DTX/ DETROIT
INXS/ L In A Box/ D Wilson/ F Jackson

JAY BRADY/ WERZ/ EXETER
R Stewart/ L Branigan/ J Butler/ F Jackson

C. BRASHIER/ CAPITOL/ CHARLOTTE
W Zevon/ N Young

DAVE BRYANT/ KISR/ FT SMITH
L Lobos/ R Stewart/ S Bush

CHET BUCHANAN/ KKRZ/ PORTLAND
Warwick/Osborne/ J Astley/ W T Power/ P Furs

NICK BULL/ TOWER/ SHERMAN OAKS
Outfield/ R & Hyde/ INXS/ U2

J. BURGE/ POPLAR TUN/ MEMPHIS
D Bowie/ Fire Town/ R Marx/ M Crenshaw

B. BURNS/ DRAKE-CHEN/ ALBUQ.
EG Daily/ D Hill/ H Lewis/ Jellybean

LORI CAMPBELL/ B94/ PITT
R Stewart/ J Butler

G. CASSINGHAM/ METRONOME/ ATL
Fire Town/ F T-Birds/ X/ Benson/ Klugh

MARC CHASE/ Y107/ NASHVILLE
War/ Starship

ROGER CHRISTIAN/ MJQ102/ BUFF
L Branigan/ ABC/ Warwick/Osborne

MIKE CLARK/ CML/ ST LOUIS
P Furs/ R Stewart/ G Allman/ B Club

JEFF COHEN/ STRAWBERRI/ BOSTON
G Dead/ F T-Birds/ S Hagar/ Who's That Girl

TONY COLLINS/ KJ103/ OK CITY
Whitesnake/ L Lobos/ P Furs/ Farrenheit

STEVE CONLEY/ FM100/ MEMPHIS
Chicago/ D Gibson/ Jellybean/ L Lobos

MIKE CROWDER/ KARMA/ INDY
2L Crew/ REM/ S Earle/ W Zevon

CATHY CRUISE/ WNVZ/ NORFOLK
Fat Boys/ Klymaxx/ R Stewart/ J Butler

TONY CRUZ/ TELEPROGRA/ LA
P Furs/ ABC/ B Club/ Bears

DAVE CURTIS/ LECHMERE/ WOBURN
INXS/ Madonna/ T Kimmel/ E John

TIM DAILEY/ KQIX/ GR JUNCTION
P Furs/ A Moyet/ O Ones

H. DAVIDSON/ KROY/ SACRAMENTO
Jellybean/ Starship/ B Some/ W To Power

JEFF DAVIS/ WPFM/ PANAMA CITY
F T-Birds/ INXS/ L In A Box/ Chicago Falls

LEO DAVIS/ Q104/ GADSEN
Warwick/ W'snake/ F Jackson/ Spinners

ALBIE DEE/ WPGC/ WASH DC
P & Shirley/ LL Cool J/ Smokey/ Jellybean

P. DEMILLE/ 95XIL/ PARKERSBURG
L Branigan/ J Walsh/ Whitesnake

ROGER DENNIS/ SHOW INDUS/ LA
W Zevon/ X/ M Crenshaw

MICHAEL DINA/ TOWER/DOWN/ NYC
P LaBelle/ L Lobos/ Amazulu/ A O'Neal



EARPICKS

DEBBIE DODD/ PEACHES/ SEATTLE
Scruffy/ YF Fellows/ S Vega/ Replacements

TERRY DONOVAN/ LIEBERMAN/ KC
J Waite/ Fat Boys/ L Lobos

GARY DUNES/ 93Q/ SYRACUSE
ABC/ L Branigan/ L Lobos/ F Jackson

SKIP ELIOT/ WJAD/ BAINBRIDGE
B Club/ L Branigan/ F Jackson/ S Mills

V. ELLIOT/ VINYL VEND/ KALAM
R Marx/ INXS/ B Adams/ S Hagar

JOHN ELLIS/ K98/ AUSTIN
Whitesnake/ L Branigan/ B Club

TOM EVANS/ KIYS/ BOISE
D Hill/ L Lobos/ ABC/ L Branigan

LESLIE FRAM/ WABB/ MOBILE
B Club/ Cure/ Whitesnake/ J Butler

KELLY GIEDT/ TOWER/ SHERM. OAKS
Whitesnake/ X/ Cult/ M Crue

LISA GILES/ KITY/ SAN ANTONIO
S Mills/ W To Power/ Ana/ R Belle

K. GRAHAM/ WEST. MERCH/AMAR
B Taupin/ Fire Town/ Call

H. GUILFOIL/WAX WORKS/OWENS
Starship/ INXS/ J Butler/ Whitesnake

NEIL HARRISON/ K 106/ BEAUMONT
Ana/ Fat Boys/ J Astley/ K & The Gang

CURT HARTOG/ K093/ MODESTO
D Gibson/ Starship/ F T-Birds/ 38 Special

K. HENDRICKSON/ KKXL/ GR. FORKS
ABC/ Whitesnake/ B Some/ J Walsh

TODD HENSLEY/ KFQX/ ABILENE
Whitesnake/ Aretha/ J Butler/ F T-Birds

S. HOBERMAN/ RTI ONE-ST/ OMAHA
U2/ R Marx/ P Furs/ B Willis

MICHAEL J./ KSAQ/ SAN ANTONIO
S Bush/ J Waite/ B Some/ S Hagar

MARK JACKSON/ WHYT/ DETROIT
Warwick/Osborne/ Ana/ L Lobos/ Prince

BO JAXON/ FM102/ SACRAMENTO
T Dream/ W Of Voodoo/ Ana/ Jellybean

RANDY JAY/ KIMN/ DENVER
L Lobos/ ABC/ F Jackson/ J Butler

P. JOHNSON/ PRO ONE-ST/PHOENIX
XTC/ R Daltry/ Cure/ Sgt Pepper

K. KLUTCH/ WAPE/ JACKSONVILLE
Starship/ ABC/ J Butler

DAWN KOEHLER/ PRIORITY R/ LA
D Hill/ B Club/ R Stewart/ F Jackson

LYNN KRICUN/ KEMP MILL/BELTS
B Seger/ T Petty/ G Allman/ W Zevon

H. KRUMHOLTZ/ TOWER/SUNSET
X/ Dead Milk Men/ Call/ M Crenshaw

GREG LAWLEY/ WDBR/ SPRINGFIELD
R Stewart/ Chicago/ F Jackson/ 38 Special

LENNY LEON/ PAC COAST/ CHATS
EG Daily/ P Furs/ B Club/ G Allman

PEGGY LOGAN/ TOWER/DOWN/ NYC
W Zevon/ B Bragg/ M Crenshaw

DOUG MACIVER/ FACE THE M/ ROCH
Cure/ A Moyet/ T Petty/ Bears

MARCIA MACRO/ CAVAGES/ BUFF
A Moyet/ ABC/ P Furs

M. MANDZIA/ BUZZARD'S/ COLUM
MS Machine/ F Mac/ Outfield/ INXS

DAVID MARTIN/ KZIO/ DULUTH
F T-Birds/ INXS/ J Walsh/ L In A Box

MIKE MASKA/ SAM GOODY/ EDISON
G Allman/ B Club/ P Furs/ R & Hyde

STEVE MASTERS/ KITS/ SF
Curiosity Killed/Bunnymen/ABC/ T Dance

M. MATTHEWS/ KHIT/ SEATTLE
Amazulu/ ABC/ F Jackson/ Whispers

MICHELLE MCCORMICK/ WGRD/ NY
Fire Town/ D Hill/ 38 Special

MIKE MCCOY/ Z95/ YOUNGSTOWN
Whispers/ R Stewart/ B Club/ L In A Box

M. MERCURIO/ REC & TAPE/ COLUM
R Stewart/ L Branigan/ N Cole/ P Furs

JOHN MICHAELS/ KQKQ/ OMAHA
L Lobos/ ABC/ Chicago/ J Butler

BOB MITCHELL/ WKSS/ HARTFORD
Jellybean/ B Club/ B Jovi/ Ava Cherry

K. MONTGOMERY/KIXS/KILLEEN
J Walsh/ L In A Box/ INXS/ S Hagar

C. O'DOUGLAS/ KKRC/ SIOUX FALLS
D Hill/ Poison/ Boston/ R Stewart

GYNNY O'HARA/ KIIK/ DAVENPORT
L In A Box/ L Lobos/ T Kimmel/ INXS

DARRYL OHRT/ CD ONE-STO/ BETHEL
Smiths/ Cure/ D Yoakam/ Whitesnake

MIKE OLIVER/ B93/ AUSTIN
Whitesnake/ L In A Box/ S Vega/ B Club

VICKI OLIVERA/ SEA PORT O/ PORTL
Benson/Klugh/ X/ R Marx/ B Club

JIM PAYNE/ WRVQ/ RICHMOND
ABC/ A Star/ L Lobos

TOM PEACE/ KX 104/ NASHVILLE
Chicago/ R Stewart

JIM PREWITT/ KXX 106/ BIRM
C Girls/ Jill Jones/ C Nouveau

BARBARA PRIETO/ WGCI/ CHI
Trance Dance/ Shalamar/ C Stanley

JIM REITZ/ WRCK/ UTICA
ABC/ D Harry/ L Branigan/ EG Daily

JJ RICE/ 98PXY/ ROCHESTER
B Of Love/ P Furs/ S Minds/ D Mode

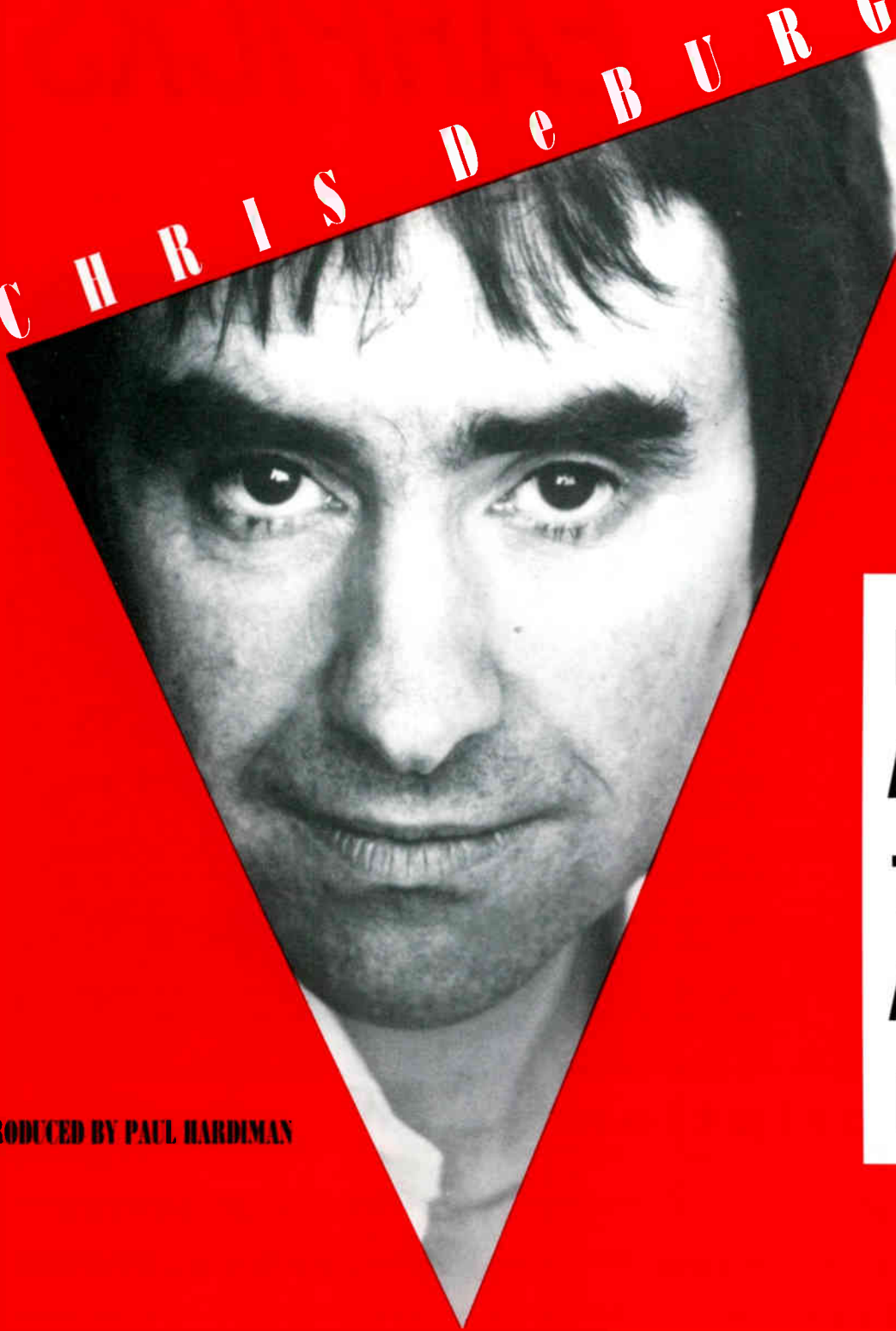
BOB RICHARDS/ WPHD/ BUFFALO
L Lobos/ G Medeiros/ Starship

R. RICHARDSON/SOUTHWEST/HOUS
Outfield/ Benson/Klugh/ J Ride/ F T-Birds

R. SALPIETRO/ JR'S/ SCHAUM
INXS/ Starship/ D Wilson/ R Marx

BOB SAY/ MOBY DISC/ LA
F T-Birds/ INXS/ L Lobos/ ABC

C H R I S D E B U R G H



PRODUCED BY PAUL HARDIMAN

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FROM THE ALBUM 'INTO THE NIGHT'



#2942



EARPICKS

HEIDI SCHROEDER/ Z94/ BOSTON
B Club/ P Furs/ R Stewart/ Whitesnake

JIM SELLERS/ ELEKTRA/ NASHVILLE
S Vega/ Cruzados/ Tonio K

STEVE SHANNON/ KZFN/ MOSCOW
ABC/ L Branigan/ S Mills/ B Club

VICKI SHARP/ KRNO/ DES MOINES
F Jackson/ J Butler/ Whitesnake

LISA SHAUGHNESSY/ KEGL/ DALLAS
Boston/ C Crew/ Outfield/ T Kimmel

KATHY SHEDD/ GAMCO/ MPLS
R Nevil/ T Turner/ U2/ W Zevon

GINA SHURTS/ KFMY/ PROVO
Silencers/ B Of Love/ EG Daily/ ABC

KIM SIMMONS/ HOUSE OF G/ ROCH
F Mac/ P Furs/ U2/ Cure

D. SINGLETON/ REC BAR/ SAVAN
Nylons/ A Starr/ C Crew/ Poison

STEVE SMALL/ KSMB/ LAFAYETTE
Cure/ Faith No More/ F T-Birds/ L Lobos

BEN SMITH/ WTLQ/ WILKES-BARRE
Whitesnake/ L In A Box/ ABC/ T Kimmel

D. SMITH/ NAT REC MA/ PITT
G Allman/ B Club/ P Furs/ R & Hyde

STU SMOKE/ KQIZ/ AMARILLO
S Minds/ Fire Town/ L Lobos/ W Of Voodoo

R. STEELY/ CENTRAL SO/ NASH
G Michael/ F Mac/ Whitesnake/ Co B

M. S. CLIFFORD/ Q100/ ALLENTOWN
K & The Gang/ B Club/ F T-Birds/ F Jackson

PHIL STEVENS/ WLGA/ VALDOSTA
D Hall/ K & The Gang/ S Bush/ N Cole

C. STOELTING/ ACM MARKET/ LA
S Sensation/ Ana/ L Lobos/ J Waite

R. TAYLOR/ LIEBERMAN/ CHI
Ozzy/ P Furs/ G Medeiros/ Whitesnake

AL TEVERA/ PWR106/LA
Jellybean/Kool/Lisa Lisa

LORI TEUFEL/ ZIPS/ TUCSON
D Fogelberg/ M Ruffner/ W Zevon/ J Cole

CAT THOMAS/ WXLK/ ROANOKE
G Dead/ ABC/ L In A Box/ R Stewart

DON THUERK/ DANJAY/ SEATTLE
Benson/Klugh/ X/ R Marx/ D Yoakam

JOE TIRONI/ WKSS/ HARTFORD
Jellybean/ B Club/ ABC/ D Wilson

M. TOCKER/ HARVARD CO/ CAMB
W Zevon/ J Hiatt/ Fire Town/ T Kimmel

RUTH TOLSON/ WBLL/ NY
L Lobos/ EG Daily/ R Stewart/ L In A Box

N. WALLACE/ GEMINI ONE/ CLEVE
R Marx/ Jellybean/ Levert/ P & Shirley

K. WEATHERLEY/ KZZP/ PHOENIX
ABC/ D Hill/ W To Power/ Amazulu

STEVE WILKINS/ OK100/ ITHACA
Ana/ D Harry/ F T-Birds/ D Wilson

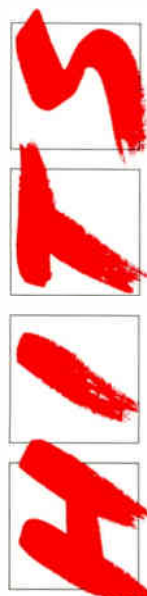
CHRIS WILLIAM/ WROQ/ CHARL
W Of Voodoo/ Bananarama/ L In A Box

LARRY WILLIAMS/ WRCK/ UTICA
ABC/ A O'Neal/ D Harry/ C Girls

GREG WILLIAMS/ KCAQ/ OXNARD
38 Special/R Stewart/Jellybean/L Branigan

PAUL WILSON/ KJQ/ OGDEN
R Stewart/ Chicago/ EG Daily

D. YASNER/ 95XXX/ BURLINGTON
A Moyet/ B Club/ A Summers/ ABC



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DEBBIE GIBSON

ONLY IN MY DREAMS



FLASHMAKER!
33 30 HITS TOP FIFTY SINGLES!
CLOSING BIG TIME BEHIND
GIANT MAJOR MOVES!

KBEQ	add	KDWB	deb 27
KCPW	add	KKRZ	deb 30
PWR99	add	PRO-FM	deb 33
KWOD	add		
WNVZ	add	PWR106	5-2
WBBQ	add	B97	8-4
WERZ	add	KRBE	13-6
WABB	add	WCAU	7-6
WJMX	add	Y95	15-8
WSSX	add	WTIC	11-9
WVSR	add	B96	18-15
KIHK	add	KS103	18-15
WCGQ	add	WAVA	22-17
WJAD	add	KKBQ	31-18
WQCM	add	WBLI	23-19
		KMEL	24-19
		KIIS	32-29



INXS & JIMMY BARNES

GOOD TIMES

FLASHMAKER!
FROM THE MOVIE
"THE LOST BOYS"
18*-8* R&R AOR TRACKS

Z95	add	KROQ	21-13
KWK	add	Z104	30-27
KHIT	add	Z93	38-34
WRNO	add		
K98	add	BREAKING AT:	
KTUX	add	WMMS	
WNOK	add	Z94	
WLRW	add	KKRZ	
KZIO	add	KATD	
KTRS	add	WGH-FM	
WINK	add	WKSS	
WSPT	add	KCPX	
WJMX	add	Y107	
WQCM	add		

WAPI	deb 28
WZPL	deb 29
WPHD	deb 33
KRBE	deb 35
KSAQ	deb 37
WBBQ	deb 37
PWR99	deb 38
WROQ	deb 38
WCZY	deb 39

JON ASTLEY

JANE'S GETTING SERIOUS



RADIO IS GETTING SERIOUS!
HOT VIDEO!

WKPE	add
WDAY	add
Y97	deb 38
Z104	deb 40
KOZE	17-13
KPLZ	20-17
WXKS	27-23
KATD	26-23
KUBE	32-27

ALSO BREAKING AT:

KROQ		K104
PRO-FM		KQIZ
KITS		WXIL
KXYQ		WTLO
WTLO		KKLS
KIKX		KFMW
KZZU		KTMT

LAURA BRANIGAN

SHATTERED GLASS

FLASHMAKER!
OUT OF THE BOX ACTION!

HOT103	add	B104	add	BJ105	add	KZZU	add
WCAU	add	WTIC	add	WGFM	add	WERZ	add
WXKS	add	93Q	add	WTLO	add		
KRBE	add	98PX	add	KIKX	add		
PRO-FM	add	MJQ102	add	KIYS	add		





SPOTLIGHT

By
John Sutton-Smith

There has been much talk lately about record companies questioning the value of album rock radio in selling records. While some companies have even cut back their promotion staffs in that area, A&M Records is proving that there's still life on the album rock airwaves. It is in fact where A&M has always thrived, from days past of Frampton, Cocker and Supertramp to the prime examples of this decade like the Police, Bryan Adams and Simple Minds.

The company has specialized in bands that develop over the long haul, and as Senior Director National Album Promotion, J.B. Brenner pointed out in a recent interview at his office on the A&M lot in Los Angeles, it is that philosophy permeating down from founders, Herb Alpert and Jerry Moss, that has allowed the label to, in his words, "promote acts, not records".

This year is the 25th Anniversary of A&M Records and the label has grown to become what is really the last of the great independent record companies. The company seems to have a more enlightened view towards promoting its acts than many other labels and Brenner acknowledges this.

"I think it's how we treat our artists," he explained. "We don't put records out by throwing them up against the wall and seeing if they stick. We're honest with each other here. We're not going to say a record will fly all over radio if we don't believe it can."

Recent examples of the success of this A&M philosophy are amply demonstrated by young and critically-acclaimed acts like David & David, Suzanne Vega and the recent signing of contemporary songwriter John Hiatt, all acts whose main strengths have come from the album rock marketplace.

"Our strength is in developing hit artists. We don't go out and buy them. We are seldom involved in bidding wars over major acts. We'd rather find a Police or a Joe Jackson and develop them from the ground up."

David & David are a case in point. The duo's debut album has sold close to gold

without having a hit single. Four tracks were developed off the record and its success was largely due to the strong support from album radio.

"Of course you have to have more than one element to sell records," Brenner asserts. "No matter what the format, you need the band on the road, press behind them and strong retail support.

"We have a situation with Suzanne Vega whose first album was critically-acclaimed, but more of a folk record than the current one. She toured constantly on the East Coast, developed a following and now she's over 200,000 on that one. Progressive stations really embraced her and she quickly became a core artist. The song on the *Pretty in Pink* soundtrack took her to another level of airplay and this new album has already exceeded sales on the first one."

"Album radio is changing and evolving like everything else," added Craig Lambert, A&M's National Album Radio Promotion Director from Chicago. "Prominent album stations that didn't consider artists like Suzanne Vega have been proven wrong."

Another example of A&M's adventurous attitude is the signing of John Hiatt, who is not a new artist, but is making his debut for the label after numerous albums of great material, but slow sales.

Brenner concedes a real excitement about this project.

"It's the type of record that we don't get that often. He's playing with Nick Lowe, Ry Cooder and Jim Keltner. It's got a real live-in-the studio feel to it with a minimal amount of overdub. We're trying to do the same thing we did with David & David, get the company excited. Unless we're excited about something, it's hard to take that enthusiasm out to get radio excited. We had a special chain letter go out to everyone that works at A&M. They got five cassettes and a letter instructing them to pass this on to five people and get the buzz out. You've got to create the excitement internally before you can take it somewhere else."

Brenner has been at the company for

twelve years, having started out doing local promotion in the Washington D.C. area in 1975. He has helped build a promotion department that now includes two other national directors-Al Cafaro in New York, who has been with A&M for ten years, and Lambert in Chicago who, as an independent, has also been involved with the company for many years. "We work well together," said Brenner. "It's more effective having three national people located around the country like we are."

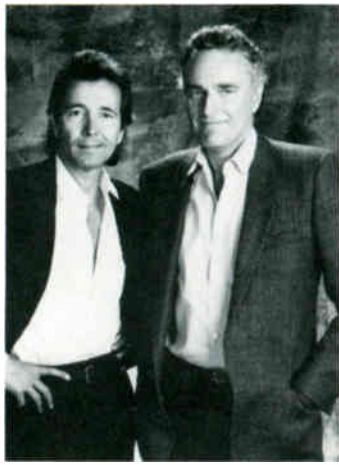
A&M has a heavy schedule of releases planned across the board for this anniversary summer. One of the biggest is the current Bryan Adams. His second single went Top 5 and the latest, the third track at album radio, is "Hearts on Fire".

"He's on the road now and will be 'til hell freezes over, I think," laughs Brenner. "Our goal is to keep this album around for at least a year."

The label did not have many album acts last year, concentrating more on the huge success of Janet Jackson and other urban and pop hits, but the pendulum has definitely swung back towards album rock in 1987. Other current releases include the R.E.M. retrospective in association with IRS, the "Prince's Trust" album, which is a classy compilation including a number of international mega-stars as well as the label's own Joan Armatrading and Vega. Coming soon is the Australian band, Paul Kelly and the Messengers; ex-Supertramp vocalist Roger Hodgson, with his solo debut; as well as a new one from the rest of Supertramp, plus new releases from such album radio stalwarts as Simple Minds, UB 40 and Squeeze.

Brenner naturally doesn't buy the recent talk that album rock isn't selling records.

"If all you have is airplay at one format and nothing else, you're going to be in trouble. You need a couple of formats, you need marketing support. The problem I see at album radio is that they don't rotate their current records enough. It takes the public a month to know there's a new Bryan Adams



Herb Alpert

Jerry Moss

Still Committed To Breaking New Acts

A&M

Assaults Album Radio



J. B. Brenner

or Petty album out and with young bands like Rock and Hyde or the Truth, it takes even longer. When a record gets on Top 40 you're going to hear it quicker. Although bands that sell 2 or 3 million units wouldn't be able to do that unless album radio was there to sell the first few hundred thousand before another format takes notice. Top 40 has always had the luxury of sitting there and being able to handpick the best records from every other format. So by the time they add something, there is already a base there."

Al Cafaro added "If you've got the right records and you believe in the artist for the right reason, that will be conveyed to the consumer through album radio and you'll sell records."

"Sometimes you can have all the elements and it still might not sell," added Brenner. "Airplay and sales don't always equate. There have been a number of Top 40 records that have climbed and fallen off the charts and haven't sold many records. I think album radio now is playing more new music than they have in a number of years. It started last year with the Bruce Hornsby's, David & Davids, Robert Crays and Georgia Satellites. We're talking gold and platinum for new bands. I think it's unfair to knock the format. It has been an integral part of A&M for 25 years and if you look back to Humble Pie, Frampton, Procol Harum, we were always involved in progressive bands. Some of our biggest records ever have come out of album radio. We were beating people up to play the first Styx record and the first Supertramp record. The battle we had with the Police was incredible and it's frustrating now when people tell me that Suzanne Vega is really an alternative core artist for the more progressive stations. I say, yes she is, kind of like the Police and U2 were five or seven years ago. It's an evolution process."

"What happens often," Cafaro agreed, "is that there are a lot of generic sounding records on album radio that are hard to identify with."

One area that A&M has focused on is the servicing of CD's. As the technology has advanced, so has demand from radio for the best audio format.

"We want to represent our artists in a classy way," commented Lambert. "We service all our acts with CD's. Depending on what our game plan is, we might service a 12" up front to introduce them and then come back with the CD. With an established act like Bryan Adams, we service the album and CD together so radio has an option."

Although it seems that a hit single isn't as crucial a priority with most A&M acts, Brenner is quick to point out its considerable value.

"Obviously a single can take you to another level, which is what we're here to do, maximize everything we can. It's like the success we had with David & David. It was a hit in some markets, but not really on a national level."

The future also looks bright for the label. Recent signings include rocker Willy de Ville and an English act called Black. And there are new bands coming up through the college ranks like Thrashing Doves and Immaculate Fools.

"College is a big part of what we do with those kinds of acts," says Brenner. "Our special projects department under Karen Glauber has a couple of people doing college radio and about ten kids around the country in different markets. She set up Thrashing Doves listening parties and launch parties for the Immaculate Fools album, creating that ground-level support among college-type markets."

The new Simple Minds album, a double live package, is one of the label's big prospects for the summer. The Scottish band first hit with "Don't You (Forget About

Me)" from the *Breakfast Club* soundtrack and followed up with "Once Upon a Time," but, as Brenner noted, it is a tricky project.

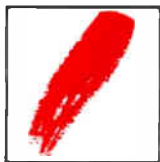
"There's nothing new on it other than a medley of 'Sun City' and 'Dance to the Music,' and when you approach radio on a live record, they're used to having one or two new studio tracks on there. It's probably a year late for the rest of the world, but a year early for America. We'll release an older track called 'Promised You a Miracle,' which I think comes over better live than when it was on an album."

Brenner believes that the most important part of promotion is getting the radio people as enthused as you are, but as he explained, "Unfortunately there isn't as much excitement or fun in radio as I think there should be. It seems like stations that are having fun doing what they're doing do well in the ratings. Too many people program from a defensive position. Some stations, like WMMS in Cleveland, start each day pretending nobody listens to the station and think what they have to do different or exciting to get listeners each day. It's spreading the excitement we feel to radio and hopefully they get it and pass it on. We support radio in any way we can, whether it's giveaways, promotions or trips to see the bands when they tour."

Cafaro feels it is up to the A&R department to identify those artists that are unique. "By working with those artists," he said, "radio will quickly come around and the consumer will be excited enough to buy the record."

Does Brenner feel that A&M has gained a kind of maverick perception in the marketplace through their many years of album success?

"Don't get me wrong," Brenner answered. "We want Top 40, but I think, with the luxury of being a privately-owned company, we can afford to have a healthier outlook. We don't have a board of directors that decide what albums remain in the catalog and what isn't selling. It's all down to Herb and Jerry."



DIALOGUE

By
Mike Murphy

Everything's Up To Date In Kansas City A Hits Interview With Power 95's PD Dene Hallam

This New York City native worked his way up through country and adult radio, with pit-stops at WFEC in Harrisburg, PA; KBZT in San Diego, WWWW in Detroit and both WHN and WKHK in New York before spending two and a half years as Program Director at KUDL in

Kansas City, MO. Last July, he was named P.D. at Power 95 (KCPW), Gannett's Top 40 outlet in Kansas City, where he has made impressive ratings inroads against #1 KBEQ.

Q What are some of the differences in programming country, adult and Top 40 radio?

A The similarities are a lot more prevalent. I really believe radio is radio, particularly when you're going for an adult demo, which is basically our aim here at Power 95. This is probably the youngest adult demo I've ever gone after. I think people are people. Most markets I've been in I find people react similarly. Of course, there are various nuances in different markets, but, once you get out of the inner core of the city, out in the suburbs, all the malls look alike.

Q Top 40 is a very active format. Was your approach to country and adult radio as aggressive?

A Yes, that's one of the reasons I left KUDL. Management didn't think the station would be as active as I did. I think, for a radio station to be a big station, it's got to live and breathe to some degree. I have always believed in moderation in everything in life. I don't think you should be real up or down, depending on the competitive situation. You've got to reflect the market you're in.

Q When did KCPW become Power 95?

A Over the last five years, the station has had four sets of call letters, five different formats and three owners. Gannett has owned the station since last

July. Mark McKay had come in and took the station in an urban direction simply because the black station here, KPRS, was automated and the most vulnerable station in the market. They started playing a lot of black music and got some nice increases in the ratings. The problem was that the advertising community didn't seem to support the station. That's when Gannett came in.

I was over at KUDL and was about to leave because of philosophical differences. When Gannett's Don Troutt called, I had a contract on my desk from another station. He invited me out to L.A. that night and the next morning, I was in Gerry DeFrancesco's office. Then, I got on a plane to Gannett's corporate headquarters in St. Louis, where I met with Don and Merrill Hansen. The next day, they called and offered me the job.

I started in July, when Gannett took over. We didn't know what format we were going with. The advertising community hadn't been supporting the urban-oriented format, so we were a bit up in the air as to which way to turn.

One of the main reasons I was hired was my multi-format experience. I didn't have any preconceived notions going in. We talked about a lot of different possibilities, except for country, even though that was my background. Then, we found out that KZZC was about to pull the plug on its Top 40 format, so

we decided to go in that direction, but with an urban lean. In the fall book, we did well, but again, the ad dollars weren't there. Finally, in the winter, the decision was made to go more straight-ahead mass appeal. We did a call-out research study on various terms used around the country like "Magic," "Kiss," etc., and found "Power" won absolutely hands down with every demographic, so that's what we decided to use.

Q Is it difficult for a country or adult programmer to get hired for a job at Top 40?

A I think that's true, unfortunately. That's why I count my lucky stars I'm with a company like Gannett and with logical broadcasters like Don Troutt and Gerry DeFrancesco that don't necessarily hold a prejudice against you. I also think it has a lot to do with the way you conduct yourself during the job interview. I just saw a major country programming position filled with an adult pop guy, so it happens.

Programmers are too prejudiced. Most of them have preconceived notions as to what they want to go into. Many radio junkies like me grew up listening to either Top 40 or album rock. Therefore, they are inclined to go into one of those two forms. I can still tell you to this day, country is the most fun format for me to program. And one of the reasons why is there's less pressure from the record com-

panies and everyone else. The artists are more cooperative, too. That's why, historically, country radio has been more artist-oriented and Top 40 has been more song-oriented.

Nothing against anyone in particular, because it's usually the people surrounding rock stars who protect them and make them inaccessible. I do believe it is changing a bit for the better at Top 40. We had Bon Jovi here as a guest disc jockey recently and I've gotten Huey Lewis to do a liner for me backstage, but it's really tough.

Q Compare Power 95 with KBEQ.

A In the listeners' minds, there probably isn't a heck of a lot of difference. I see KBEQ as the "cume machine." They are #1 at this point and basically they're turning over very few records and are very oriented towards recurrences. They do a good job of that.

I strongly believe I have a much stronger mass appeal air staff here at Power 95 that has a perfect sense of playing a lot of music, yet get their personality in, too. That's probably our main competitive edge right now, the fact we play more songs than anyone in town. In the February-March-April Arbitrends, we had a 5.0, compared to KBEQ's 9.2. In the latest numbers, we're up to 5.9 and KBEQ is down to 8.7, so things are heating up. We are definitely breaking more music here at Power 95.

You Need A Little Bit Of Savvy.

"Para bailar la bamba
Se necesita una poca de gracia..."*

#1 MOST ADDED!



LOS LOBOS

FLASHMAKERS WINNER!

B96	add	KZZP	add	KITY	deb 33
WCAU	add	PRO-FM	add	KPLZ	deb 35
KRBE	add	B97	add	KWSS	deb 35
WHYT	add	KKRZ	add	KHIT	deb 37
WPHD	add	KROY	add	KROQ	deb 38
Y100	add	WRNO	add	KATD	32-18
KHTR	add	92X	add	KZZU	39-25
KMEL	add	WGH-FM	add	KUBE	34-29
KS103	add	KCPX	add	KSND	38-33
				KMGX	40-34

"La Bamba"
The New Single
Produced by Mitchell Froom
From The Forthcoming
Original Motion Picture Soundtrack

La Bamba

Management: Linda Clark



SLASH™

©1987 Slash Records

AVERAGE MOVE	REQUESTS (1 to 10)
3.05	9

*"To dance the bamba
You need a little bit of savvy..."



BREAKOUTS

There are some interesting new albums in the marketplace doing business this week. **Outfield** is back and scores a win in its first week, just edging out **Warren Zevon** and the fast building **Cure** album. Also strong out of the chute are **Roger Waters**

(formerly of **Pink Floyd**) with his solo set and the **George Benson/Earl Klugh** jazz package. Also, be aware of **Richard Marx** whose single is breaking in two formats, and whose LP could be a major factor.

WINNERS

1	OUTFIELD	(Columbia 40619)	33%	6	RICHARD MARX	(Manhattan 53049)	19%
2	WARREN ZEVON	(Virgin PR-2033)	32%	7	LL COOL J	(D.Jam/Col. 40793)	19%
3	CURE	(Elektra 60737)	30%	8	JUDAS PRIEST	(Columbia 40794)	19%
4	ROGER WATERS	(Columbia 40795)	26%	9	G. BENSON/E. KLUGH	(WB 25580)	19%
5	Y&T	(Geffen GHS 24142)	19%	10	DAN FOGELBERG	(Epic 40271)	18%

BUZZARD'S NEST/MIKE MANDZIA/COLUMBUS

Richard Marx
Isley Bros
Anne Murray
Roger Waters
Benson/Klugh

CAMELOT/LEW GARRETT/CANTON

MS Machine
Cure
LL Cool J
Omar & the Howlers

CAVAGES/JOHN GRANDONI/BUFFALO

Roger Waters
Danny Wilson
Glenn Medeiros
Bev Hills Cop II
Richard Marx
System

CD ONE-STOP/DARRYL OHRT/BETHEL

Roger Waters
Judas Priest
Benson/Klugh
Cure
Michael Brecker

CENTRAL SOUTH/ROBIN STEELY/NASHVILLE

Isley Bros
Kim Wilde
Stephanie Mills
Fat Boys
Benson/Klugh
Call

CML ONE-STOP/MIKE CLARK/ST. LOUIS

Richard Marx
Outfield
Mason Ruffner
Cure
Judas Priest

CRAZY EDDIES/JAY ROSENBERG/NEW YORK

John Hiatt
Regina Belle
Mason Ruffner
Les Miserables
Dan Fogelberg

DANJAY/DON THUERK/SEATTLE

Outfield
Warren Zevon
Suzanne Vega
X
Y&T

GAMCO/KATHY SHEDD/MINNEAPOLIS

Robbie Nevil
LL Cool J
Dan Fogelberg
Warren Zevon
MS Machine
Tony McAlpine

HARMONY HOUSE/SANDY BEAN/DETROIT

Outfield
Roger Waters
Cure
Judas Priest
Fat Boys
MS Machine
Richard Marx

HARVARD CO-OP/MICHAEL TOCKER/BOSTON

X
Warren Zevon
Black Mombaza
Marshall Crenshaw
Mason Ruffner

HOUSE OF GUITARS/KIM SIMMONS/ROCHESTER

Y&T
Roger Waters
Keel
Tony McAlpine
Marvin Scaese

JR'S/RON SALPIETRO/SCHAUMBERG

Dan Fogelberg
Alison Moyet
Warren Zevon
Judas Priest
Cure
LL Cool J

KARMA/MIKE CROWDER/INDIANAPOLIS

Roger Waters
King Diamond
X
Sammy Hagar
Outfield

KEMP MILL/HOWARD APPLBAUM/BELTSVILLE

Stephanie Mills
Jonathan Butler
MS Machine
Alison Moyet
Cure

LECHMERE/DAVE CURTIS/WOBURN

Sammy Hagar
Les Miserables
Cure
Mason Ruffner
Outfield
Judas Priest

LIEBERMAN/ROB TAYLOR/CHICAGO

T'Pau
Jonathan Butler
Outfield
Roger Waters
Dragnet

LIEBERMAN/TERRY DONOVAN/KANSAS CITY

Glenn Medeiros
Atlantic Starr
Jonathan Butler
Richard Marx
Tom Kimmel

MOBY DISC/BOB SAY/LA

LL Cool J
Warren Zevon
Cure
John Hiatt
Suzanne Vega

MUSICLAND/DICK ODETTE/MINNEAPOLIS

Outfield
Roger Waters
Benson/Klugh
Whispers
Nylons



BREAKOUTS

N'TL REC. MART/DOUG

SMITH/PITTS
Suzanne Vega
Fat Boys
Pseudo Echo
Outfield
Nylons

PAC. COAST ONE-STOP/LENNY

LEON/CHATSWORTH
Dan Fogelberg
Judas Priest
Tom Kimmel
Omar & the Howlers
Benson/Klugh

PEACHES MUSIC & VID./

DEBBIE DODD/SEATTLE
Warren Zevon
LL Cool J
Dan Fogelberg
John Hiatt

POPLAR TUNES/JIMMY

BURGE/MEMPHIS
Richard Marx
Outfield
Omar & the Howlers
Warren Zevon

PRO ONE-STOP/PAUL

JOHNSON/TEMPE
Outfield
Roger Waters
Bruce Hornsby
Cure
Dan Fogelberg
Warren Zevon

RECORD & TAPE OUTLET

/LYNN BATCHECK/OHIO
Stephanie Mills
Suzanne Vega
Warren Zevon
Benson/Klugh
Y&T
Outfield

RECORD BAR/NORMAN

HUNTER/DURHAM
Cure
Reba McEntire
George Jones
Marshall Crenshaw
Glenn Medeiros
Stephanie Mills

RECORD WORLD/DEAN

FINE/N. Y.
LL Cool J
Bev Hills Cop II
Roger Waters
Stephanie Mills
Judas Priest

ROUNDUP/LAURA AVERY/

SEATTLE
Mondo Rock
Gino Vannelli
Jennifer Rush
Kenny G
Suzanne Vega
Fat Boys

RTI ONE-STOP/STEVE

HOBERMAN/OMAHA
Outfield
Y&T
Roger Waters
Call
Benson/Klugh

SAM GOODY/MIKE

MASKA/EDISON
Outfield
Richard Marx
Whispers
Warren Zevon
Mason Ruffner
Stephanie Mills
Alison Moyet

SEA-PORT ONE-STOP/VICKI

OLIVERA/PORTLAND
Richard Marx
Benson/Klugh
Keel
Y&T
Outfield
Roger Waters
Jonathan Butler

SHOW INDUSTRIES/ROGER

DENNIS/LOS ANGELES
Dan Hill
Y&T
Warren Zevon
Jonathan Butler

SIGHT & SOUND/KATHY

BAXTER/PORTLAND
System
Atlantic Starr
Secret Of My Succ
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Glenn Medeiros

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Stephanie Mills
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Richard Marx
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S.W. WHOLESALE/ROBERT

RICHARDSON/HOUSTON
Outfield
Roger Waters
Chick Corea
King Diamond
Tawatha

STRAWBERRIES/JEFF

COHEN/BOSTON
Whispers
Kenny G
Mason Ruffner
Warren Zevon
Omar & the Howlers
Jonathan Butler
Alison Moyet

STREETSIDE/GREG

MARSHALL/ST. LOUIS
Thrashing Doves
Judas Priest
Pretty Maids
Simple Minds
KD Lang

THE WIZ/WALTER

MICHALSKI/NEW YORK
Stephanie Mills
Surface
Regina Belle
Suzanne Vega
Chris DeBurgh

TOWER/PERRY HANSON/

SAN JOSE
Y&T
Whitesnake
LL Cool J
Cure
MS Machine

TOWER/HOWARD KRUM-

HOLTZ/SUNSET
Doors
David Benoit
Call
Outfield
Untouchables
Drognet

TOWER/DOWNTOWN/MILISSA

PSZENNY/NYC
Doors
Billy Bragg
Warren Zevon
Roger Daltry

TOWER/NATL./STAN

GOMAN/SACRAMENTO
Whispers
Cure
LL Cool J
Judas Priest
Y&T
Alison Moyet
Warren Zevon

TOWER/UPTOWN/STEVE

HARMON/NYC
Warren Zevon
Cure
Richard Marx
Jonathan Butler
Dan Fogelberg
Alison Moyet

VINYL VENDORS/VALERIE

ELLIOTT/KALAMAZOO
Outfield
Roger Waters
Benson/Klugh
Sammy Hagar
Andy Summers

WAX WORKS/HAROLD

GUILFOIL/OWENSBORO
Sammy Hagar
System
Isley Bros
Warren Zevon
Y&T

WESTERN MERCH./KEN

GRAHAM/AMARILLO
Cure
Keel
Judas Priest
Whitney Houston
Omar & the Howlers
LL Cool J

WHEREHOUSE/RICH

LOCKWOOD/L.A.
Bev Hills Cop II
Cure
Isley Bros
Secret of My Succ
Jazzy Jeff

ZIPS/LORI TEUFEL/TUCSON

Outfield
Mason Ruffner
Y&T
Dan Fogelberg
John Waite
Cure



TOP FIFTY ALBUMS

The big story this week is the tremendous sales increases reported on the Whitney Houston album, which is now outselling its nearest competitors—LL Cool J and Mötley Crüe—by better than

2 to 1. Also breaking well are the Fat Boys, the Cure and Suzanne Vega. Strongest debut this week is turned in by the Outfield on Columbia.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
	1	WHITNEY HOUSTON	WHITNEY	Arista 8405	Giant increases	162.3
3	2	LL COOL J	BIGGER & DEFFER	Def Jam/Col 40793	Hot rap	78.6
2	3	MOTLEY CRUE	GIRLS, GIRLS, GIRLS	Elektra 9-60725-1	Solid sales	77.4
4	4	U2	THE JOSHUA TREE	Island 7-90581-1	New single exploding	72.3
5	5	WHITESNAKE	WHITESNAKE	Geffen 24099	New 45 breaking	66.3
6	6	HEART	BAD ANIMALS	Capitol 12546	Hot 45 leads	57.8
7	7	BON JOVI	SLIPPERY WHEN WET	PolyGram 830264	Still big	56.7
9	8	KENNY G	DUOTONES	Arista 8427	Surprise giant	54.8
10	9	LISA LISA	SPANISH FLY	Columbia 40477	Career record	43.3
12	10	POISON	LOOK WHAT THE CAT..	Enigma 12523 (Cap)	Hot new single	40.5
11	11	OZZY OSBOURNE	TRIBUTE	CBS Assoc. 40714	Heavy Metal tribute	34.4
13	12	PAUL SIMON	GRACELAND	WB 25477-1	Cable special	29.5
17	13	BEVERLY HILLS II	SOUNDTRACK	MCA 6207	Many hits here	29.1
15	14	BARBRA STREISAND	ONE VOICE	Columbia 40788	HBO Special	28.8
14	15	FLEETWOOD MAC	TANGO IN THE NIGHT	WB 9-25471-1	Hot new single	28.5
16	16	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Steady week	24.1
18	17	RANDY TRAVIS	STORMS OF LIFE	WB 1-25435	Country star	23.6
19	18	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Hot single leads	22.8
20	19	ATLANTIC STARR	ALL IN THE NAME	WB 25560-1	Giant single leads	22.3
23	20	FAT BOYS	CRUSHIN'	PolyGram 831948-1	Exploding	20.2
27	21	CURE	KISS ME, KISS ME	Elektra 60737	Cult going mass	19.8
21	22	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Hot new single	18.9
24	23	WHISPERS	JUST GETS BETTER	Solar ST-72554 (Cap)	45 crossing pop	18.6
26	24	SUZANNE VEGA	SOLITUDE STANDING	A&M 5136	New star	18.3
8	25	SGT. PEPPER CD	LONELY HEARTS CLUB	Capitol CDP-46442	Moving to catalogue	16.4

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

STARSHIP



*It's Not Over
('til It's Over)*

#1 MOST ADDED R&R TWO WEEKS IN A ROW!
FLASHMAKERS WINNER!
DEBUT **48** HITS TOP FIFTY SINGLES!

KKBQ add	G105 add	WRNO deb 26
Y95 add	KIKX add	B94 deb 27
99DTX add	KQKQ add	WAVA deb 30
PRO-FM add	KRQ add	WPHD deb 32
KROY add	KZOU add	KIIS deb 34
KWOD add	WBBQ add	KUBE deb 34
K98 add	WNNK add	KS103 deb 34
KSAQ add	WOKI add	KHTR deb 35
WKSE add	WSKZ add	KRBE deb 37
WRVQ add	WXLK add	Z93 deb 37
KX104 add		KEGL deb 38
Y106 add		
Y107 add		
		WKTI 30-26
		WMMS 34-29
		KPLZ 35-32
		WTIC 39-34

JONATHAN BUTLER

Lies

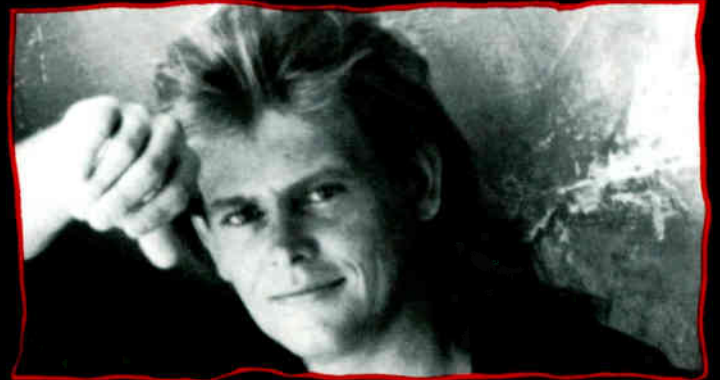


CROSSOVERS WINNER!
46-41 HITS TOP FIFTY SINGLES!
42 HITS TOP FIFTY ALBUMS!

WXKS add	WKPE add	WGCI 3-3
KRBE add	WFXX add	KSOL 8-8
WPGC add	CHED add	WKTI 28-22
KDWB add	KKAZ add	FM102 34-26
KS103 add	SLY96 add	Z102 35-31
KHIT add		B96 36-32
KITY add	KTKS deb 30	
98PXY add	WCAU deb 30	BREAKING AT:
WRVQ add	WQUE deb 30	KMEL KCPX
KZOU add	KUBE deb 38	KKRZ KXX106
KYNO add	WBBQ deb 39	KATD WBCY
WIGY add		WTIC Y106

JOHN FARNHAM

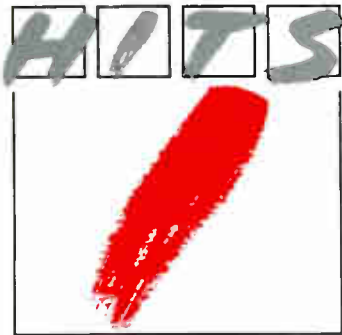
You're The Voice



**ALREADY TOP TWENTY
IN EIGHT COUNTRIES!**
**FROM THE AWARD-WINNING MULTI-
PLATINUM ALBUM "WHISPERING JACK"**

KSAQ add	ALSO BREAKING AT:
KZZU add	WCZY KDWB
KTUX add	WMMS KIKX
	WRCK





TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
30	26	BRUCE HORNSBY	THE WAY IT IS	RCA AFL 1 5904	Three hits deep	14.4
28	27	JUDAS PRIEST	LIVE	Columbia 40794	More metal	14.3
29	28	CROWDED HOUSE	CROWDED HOUSE	Capitol 12485	Hot single leads	14.2
31	29	ANITA BAKER	RAPTURE	Elektra 60444	Steady seller	14.1
25	30	BRYAN ADAMS	INTO THE FIRE	A&M 3907	Hot new single	13.3
22	31	PRINCE	SIGN O THE TIMES	P. Park/WB 25577-1	Double album	13.0
36	32	ISLEY BROS	SMOOTH SAILIN'	WB 925586-1	Label debut	12.5
38	33	MIAMI SOUND MACHINE	LET IT LOOSE	Epic OE 40769	Hit single leads	12.4
33	34	CHRIS DEBURGH	INTO THE LIGHT	A&M 5121	New single developing	10.9
40	35	EUROPE	THE FINAL COUNTDOWN	Epic 40241	Back up	10.6
--	36	OUTFIELD	BANGIN'	Columbia 40619	Hot first week	10.5
32	37	JODY WATLEY	JODY WATLEY	MCA 5898	New 45 crossing	10.4
37	38	SURFACE	SURFACE	Columbia 40374	45 crossing	10.1
35	39	CLUB NOUVEAU	LOVE & PAIN	WB 25531	New 45 crossing	9.5
39	40	HERB ALPERT	KEEP YOUR EYE	A&M 5125	Steady sales	9.3
49	41	STEPHANIE MILLS	IF I WERE YOUR WOMAN	MCA 5996	Hot black	8.8
43	42	JONATHAN BUTLER	JONATHAN BUTLER	RCA 1032-1-J	Hot new artist	8.6
45	43	TWO LIVE CREW	TWO LIVE CREW	Luke Skywalker XR100	Steady seller	7.3
46	44	MADONNA	TRUE BLUE	Sire 25442 (WB)	Tour coming	6.9
44	45	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	Steady seller	6.7
47	46	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL 8-8212	Back on	6.1
50	47	DAN FOGELBERG	EXILE	Epic OE 40721	Adult appeal	6.0
48	48	CUTTING CREW	BROADCAST	Virgin 905731-1	Hot new single	5.4
34	49	TOM PETTY	LET ME UP	MCA 5836	Steady sales	5.3
42	50	DAVID BOWIE	NEVER LET ME DOWN	EMI 17267	Steady seller	5.2

DWIGHT YOAKAM (WB)
LEVEL 42 (PolyGram)
CARLY SIMON (Arista)

NEXT UP

WARREN ZEVON (Virgin)
RICHARD MARX (Manhattan)
Y & T (Geffen)

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

A M A Z U L U

Montego Bay



*"We're getting great adult phones! Wow!
What a fun sing-along summertime
record!"*

*—Larry Morgan
FM102, Sacramento*

BJ105 add
WKSI add
WTLQ add
KQIZ add
WCIL add
WJAD add
WJMX add
KFMY add

Q101 add
KNAN add

FM102 33-21
KBOS 37-33

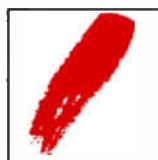
BREAKING AT:
WKSS



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 WITCHES OF EASTWICK	8.2m	7347	23.0m	Lp on Warner Bros.
2 PREDATOR	8.2m	5028	25.7m	—————
3 BH COP II	7.4m	3189	109.2m	LP, Seger and Jets 45's on MCA, Michael 45 on Col.
4 THE UNTOUCHABLES	7.1m	4738	35.8m	Soundtrack on A&M
5 ROXANNE	4.6m	5410	4.6m	Soundtrack on Proarte
6 HARRY AND THE HENDERSONS	3.5m	2475	16.1m	Joe Cocker 45 & Lp on MCA.
7 BENJI THE HUNTED	3.1m	2578	3.2m	—————
8 THE BELIEVERS	2.7m	1766	10.8m	Lp on Varese Sarabande.
9 SECRET OF MY SUCCESS	1.4m	1275	59.2m	Lp and Night Ranger single on MCA.
10 ERNEST GOES TO CAMP	1.2m	984	19.0m	—————

Film Information Courtesy of **THE HOLLYWOOD REPORTER**



WAVELENGTH

by Lenny Beer

With the predicted move of **Michael St. John** to **KOY** (AM & FM) in Phoenix as OM now official, speculation now moves to two areas. What direction will the Adult FM outlet take and who will Capitol Programming VP **Bill Thomas** choose to helm **KX104**, Nashville? Our sources say that with a dial position of 95.5, the call slogan **Y95** is probable, with a transition to an Adult/Top 40 in Phoenix. As for Nashville, Thomas is looking for "A fresh eye to continue the battle and

make life more miserable for **Y107.**" Thomas is open to all applicants and expects to make his decision within the next two weeks. He can be reached at **KX104** or at the Capitol offices in Birmingham..... The **Kevin Weatherly** move to **KMEL** SF is official. He'll start in two weeks and be replaced at **KZZP** Phoenix by **Todd Fischer**, moving over from **KFIV** in Modesto..... Rumor has **John Sebastian** moving in at **WBMW** in Washington..... **WKPE** Cape Cod PD **Jim**

Reynolds is moving to **WKSS** Hartford as OM. **WKPE** is looking..... **WOKI** Knoxville announces that their new MD is "**Chucker**" (*nice name*) from **KZ106** in Chattanooga. Former MD **Gary Beach** is available..... **Tony Brooks**, President of Sandusky, is out. No details..... We hear **Reggie Blackwell** and **Liz Kiley** were also dancing in that now infamous Chrysalis suite..... Congrats to **WKDF** Nashville MD **David Hall** on his marriage to **Melinda Keeling**.... Also congrats to **Stef**

Ryback of **KC101** New Haven and wife **Victoria** on the birth of **Nicole Marie** on Father's Day and to **Dave Gillen** **WKSE** Buffalo MD on his marriage (6/27) to the former **Bonnie Page**..... New PD at **WNYZ** Utica is **Scott Barton**, upped from Production to replace **Mark Edwards**..... Gunslinger **Dene Hallam** (interviewed in this issue) is still searching for an MD..... Finally, good luck to MD **Steve Ocean** of **WGLF** in Tallahassee on his upcoming shoulder operation.

The Ballad
Radio Has Been
Waiting For!

IN MY DREAMS

REO

The New Single From
REO's Gold Album
"Life As We Know It."

SPEEDWAGON



On CBS Records, Cassingles,
And Compact Discs.

Epic

MADONNA

Who's
That
Girl



The Debut Single • Produced by Madonna and Patrick Leonard

From the Warner Bros. Motion Picture Who's That Girl

Original Motion Picture Soundtrack Album Available On Sire Records



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