

HITS

T.J. MARTELL

See Page 9

WINNERS

FLASHMAKERS

KIM WILDE (MCA)

PAUL SIMON (WB)
BON JOVI (POLY)
HERB ALPERT (A&M)

CROSSOVERS

COMPANY B (ATLANTIC)

GREGG ALLMAN (EPIC)
KENNY G (ARISTA)
LUTHER VANDROSS (EPIC)

EARPICKS

HERB ALPERT (A&M)

LISA LISA (COLUMBIA)
ATLANTIC STARR (WB)
THE OTHER ONES (VIRGIN)

BREAKOUTS

PRINCE (P.PARK/WB)

BRYAN ADAMS (A&M)
WHITESNAKE (Geffen)
PETER WOLF (EMI)

WILDCARD

CAMEO (POLYGRAM)

Already exploding on the Black charts, selling 45's and reviving the sales on their platinum album. More mass appeal than their previous hits, it should go quickly. Pulls phones.



Steve Winwood

One of the reigning members of rock's royalty, Mr. Winwood is back in the high life with an album that just won't leave the Top Ten. It took two decades, but he finally has a Grammy under his belt, and an entire new generation of fans. You know what they say: The third decade's the easiest.

HOT NEW RELEASES

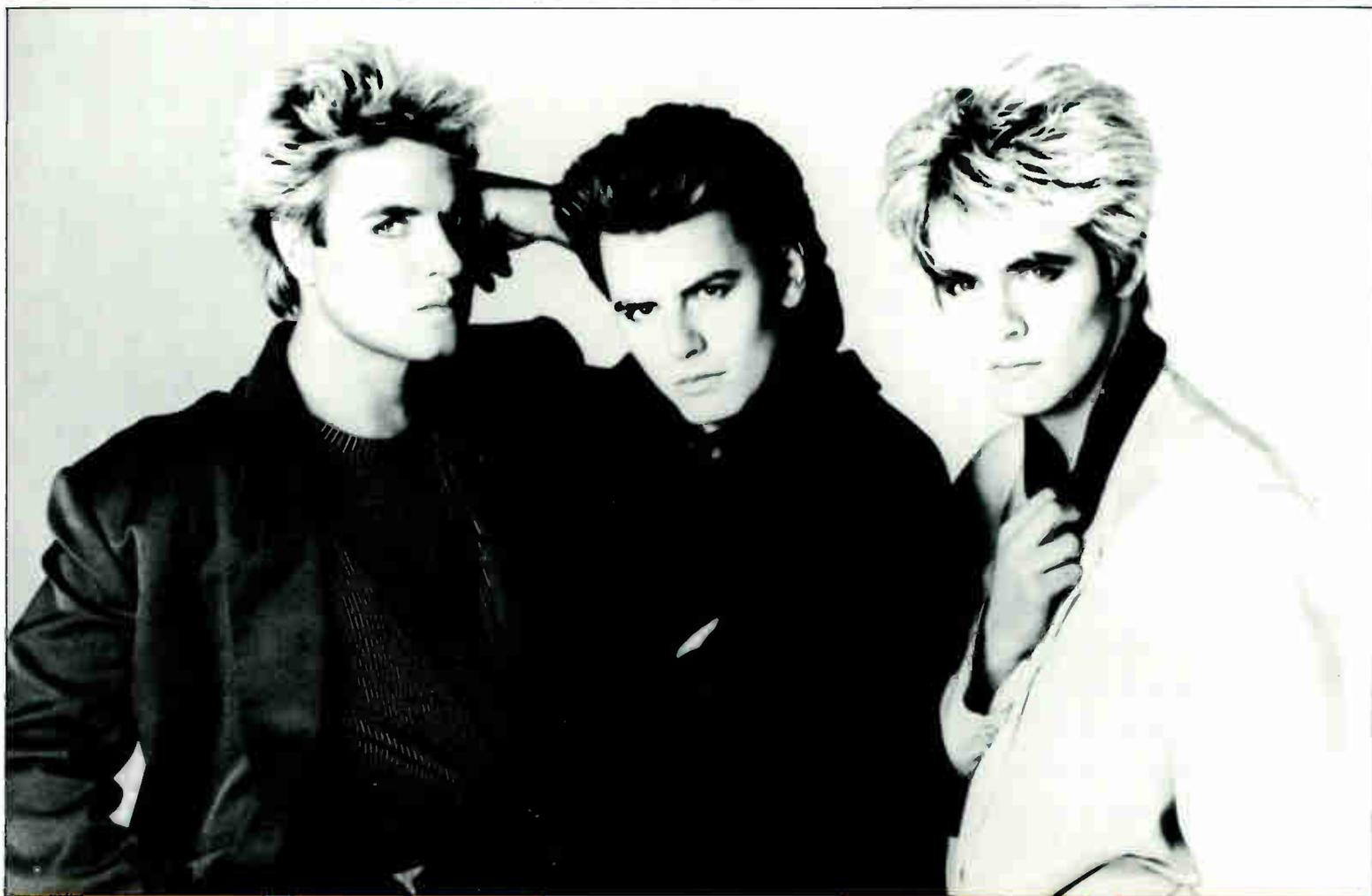
CAMEO "BACK" PolyGram 888-3857
DURAN DURAN "EL PRESIDENTE" Capitol 44001
GENESIS "TOO DEEP" Atlantic 7-89316
COLIN HAY "CAN I" Columbia 38-07042
RUSSELL HITCHCOCK "RIVER" Arista 9581

BILLY IDOL "SWEET SIXTEEN" Chrysalis 43114
PARTLAND BROTHERS "SOUL CITY" Manh. 50065
PATRICE RUSHEN "WATCH OUT" Arista 9562
THE TRUTH "WEAPON'S" IRS 53084
BRIAN WILSON "HEAVEN" WB 7-28350

《MEET EL PRESIDENTE》

THE NEW SINGLE BY

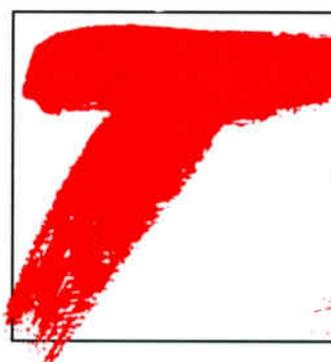
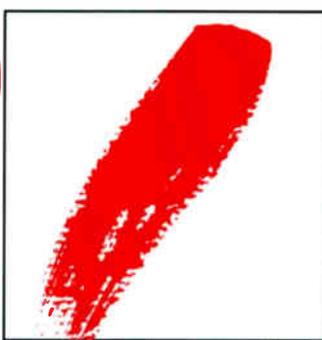
DURAN DURAN



Capitol

Produced by Nile Rodgers
with Duran Duran
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We've shared a lot of laughs with Irving Azoff's MCA. Without a doubt, he has brought the company back to the forefront of the industry with an aggressive, colorful style. This time however, we want to seriously congratulate Irving and Shelli Azoff (above) on helping to raise over \$3 million for the T.J. Martell Foundation for Leukemia and Cancer Research. The label topper is being honored at the annual dinner in New York on Saturday, and it's testimony to the man that such a large sum was donated to this great charity. Congratulations from Hits to both Irving and Shelli.



4 SINGLES

It's Aretha Franklin & George Michael at the top, but a host of major contenders are moving in for the kill. Crowded House, Jody Watley, Cutting Crew and Madonna are the strongest challengers.



28 DIALOGUE

Cleveland rocks and, for the better part of two decades, so has radio station WMMS along with its legendary air personality Kid Leo, who has risen from the graveyard shift to lead the outlet to the top of its market as Operations Manager. In an exclusive Hits interview, Leo tells how WMMS has managed to stay one step ahead of the competition on the shores of Lake Erie.



40 SPOTLIGHT

On the face of it, Houston's Hit Video USA wouldn't seem to have much of a chance going against its corporate rival, MTV, but that doesn't mean they're not putting up a spirited battle. With a strong Top 40 format and the aggressiveness of an underdog, Hit Video USA hopes to make like Sugar Ray and upset the Marvin Hagler of video music.



44 ALBUMS

U2 is #1, but it Warner Bros. with five albums in the Top 11. Strong debuts by Prince and Bryan Adams highlight this week's chart.

FLASHMAKERS	18	CROSSOVERS	24	REQUESTS	22
Kim Wilde, Paul Simon and more.		Company B and Kenny G.		Bon Jovi and Bon Jovi.	
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Herb Alpert and Lisa Lisa.		Alphabetical info. here.		Prince and Bryan Adams.	
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FAR TRUTHS	13	RERAP	42		



TOP FIFTY SINGLES

The Aretha/George duet soars to #1, but major contenders loom in all corners. New Top Five entries are scored by Crowded House and Jody Watley, while new Top Ten entries include Cutting

Crew, Madonna and Steve Winwood. Also, keep a close eye on U2, which is already at #12.

THIS LW	WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	ARETHA/GEORGE	KNEW YOU WERE...	Arista 9559	Sizzling duet
1	2	STARSHIP	NOTHING'S GONNA	RCA 5019-7-G	Soundtrack smash
6	3	CROWDED HOUSE	DON'T DREAM	Capitol 5614	Coming home
4	4	PRINCE	SIGN O THE TIME	WB 7-28399	Hot single sales
10	5	JODY WATLEY	LOOKING FOR A NEW	MCA 52956	Giant crossover!
3	6	EXPOSE	COME GO WITH ME	Arista 9555	Hot dance record
12	7	CUTTING CREW	I JUST DIED IN YOUR	Virgin 7-99481	Going the distance
9	8	LOU GRAMM	MIDNIGHT BLUE	Atlantic 7-89304	Great single sales
14	9	MADONNA	LA ISLA BONITA	Sire 7-28425	Gigantic !!
17	10	STEVE WINWOOD	THE FINER THINGS	Island/WB 7-28498	Good sales now
5	11	CLUB NOUVEAU	LEAN ON ME	WB 7-28430	On the way out
18	12	U2	WITH OR WITHOUT YOU	Island 7-99469	Smokin'
15	13	BANGLES	WALKING DOWN	Columbia 38-06674	Fourth hit
8	14	WANG CHUNG	LET'S GO	Geffen 7-28531	Peaked
19	15	PETER WOLF	COME AS YOU ARE	EMI 8350	Breaking big
7	16	GENESIS	TONIGHT	Atlantic 7-89290	Peaked
11	17	BRUCE HORNSBY	MANDOLIN RAIN	RCA 5087	Needs new single
25	18	ROBBIE NEVIL	DOMINOES	Manhattan 50053	Good increase
22	19	CHRIS DEBURGH	LADY IN RED	A&M 2848	Good single sales
20	20	HIPSWAY	HONEYTHIEF	Columbia 38-06579	Steady
23	21	DONNA ALLEN	SERIOUS	Atco 7-99497	Lp hit this week
24	22	CYNDI LAUPER	WHAT'S GOIN' ON	Portrait 37-06970	Third cut off & runnin'
26	23	POISON	TALK DIRTY TO ME	Enigma/Cap 5686	Retail monster!
30	24	BRYAN ADAMS	HEAT OF THE NIGHT	A&M 2921	Lp hit this week
27	25	BOSTON	CAN'TCHA SAY	MCA 53029	Breaking

(Based on a combination of sales and airplay)

FEEL THE POWER

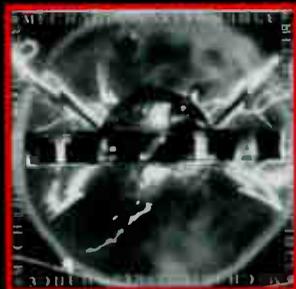


Put Your Hand On The Radio
And **TESLA**fy

“Little Suzi”

The First Single From **Tesla**

From Their Smash Debut Album
MECHANICAL RESONANCE



© 1987 The David Geffen Company



Produced By **STEVE THOMPSON** And **MICHAEL BARBIERO** On Geffen Records, Cassettes and Compact Disc.



TOP FIFTY SINGLES

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
29	26	ROBERT CRAY	SMOKIN' GUN	PolyGram 888-3437	Single starting to sell
28	27	GLASS TIGER	I WILL BE THERE	Manhattan 5006	Steady
31	28	KOOL & THE GANG	STONE LOVE	PolyGram 888 2927	Good single sales
32	29	GLENN MEDEIROS	NOTHING'S GONNA	Amherst 311 ABJ	Single sales strong
33	30	WORLD PARTY	SHIP OF FOOLS	Chrysalis 43052	Gaining each week
36	31	FLEETWOOD MAC	BIG LOVE	WB 7-28398	Taking off
35	32	HUEY LEWIS	I KNOW WHAT I LIKE	Chrysalis 43108	Gaining fast
38	33	BREAKFAST CLUB	RIGHT ON TRACK	MCA 52954	Hot new act
43	34	KIM WILDE	YOU KEEP ME HANGING	MCA 53024	Remake smash!
39	35	PSYCHEDELIC FURS	HEARTBREAK BEAT	Col 38-06420	Breaking at retail
37	36	PAUL LEKAKIS	BOOM BOOM	ZYX 5571	Steady sales
40	37	CHICAGO	IF SHE WOULD HAVE	WB 7-28424	Significant growth
41	38	LIONEL RICHIE	SE LA	Motown 1883	Follow up to Ballerina
42	39	BEASTIE BOYS	BRASS MONKEY	DJ/Col 38-07020	Here we go again
44	40	THOMPSON TWINS	GET THAT LOVE	Arista 9577	Selling now
45	41	DAVID BOWIE	DAY IN DAY OUT	EMI 8380	Starting strong
46	42	PAUL SIMON	YOU CAN CALL ME AL	WB 7-28667	Round two!
--	43	ATLANTIC STARR	ALWAYS	WB 7-28455	Hot urban record
50	44	SIMPLY RED	THE RIGHT THING	Elektra 7-69487	Gaining
16	45	TINA TURNER	WHAT YOU GET...	Capitol 5668	Peaked
13	46	EUROPE	THE FINAL COUNTDOWN	Epic 34-06416	Peaked
--	47	COMPANY B	FASCINATED	Atlantic 7-89294	Hot dance track
--	48	BON JOVI	WANTED DEAD OR ALIVE	PolyGram 888-4677	Here we go again
21	49	SHIRLEY MURDOCK	AS WE LAY	Elektra 69518	Good run
--	50	COVERGIRLS	SHOW ME	Sutra 1911	Urban action

HERB ALPERT (A&M)
SMOKEY ROBINSON (Motown)

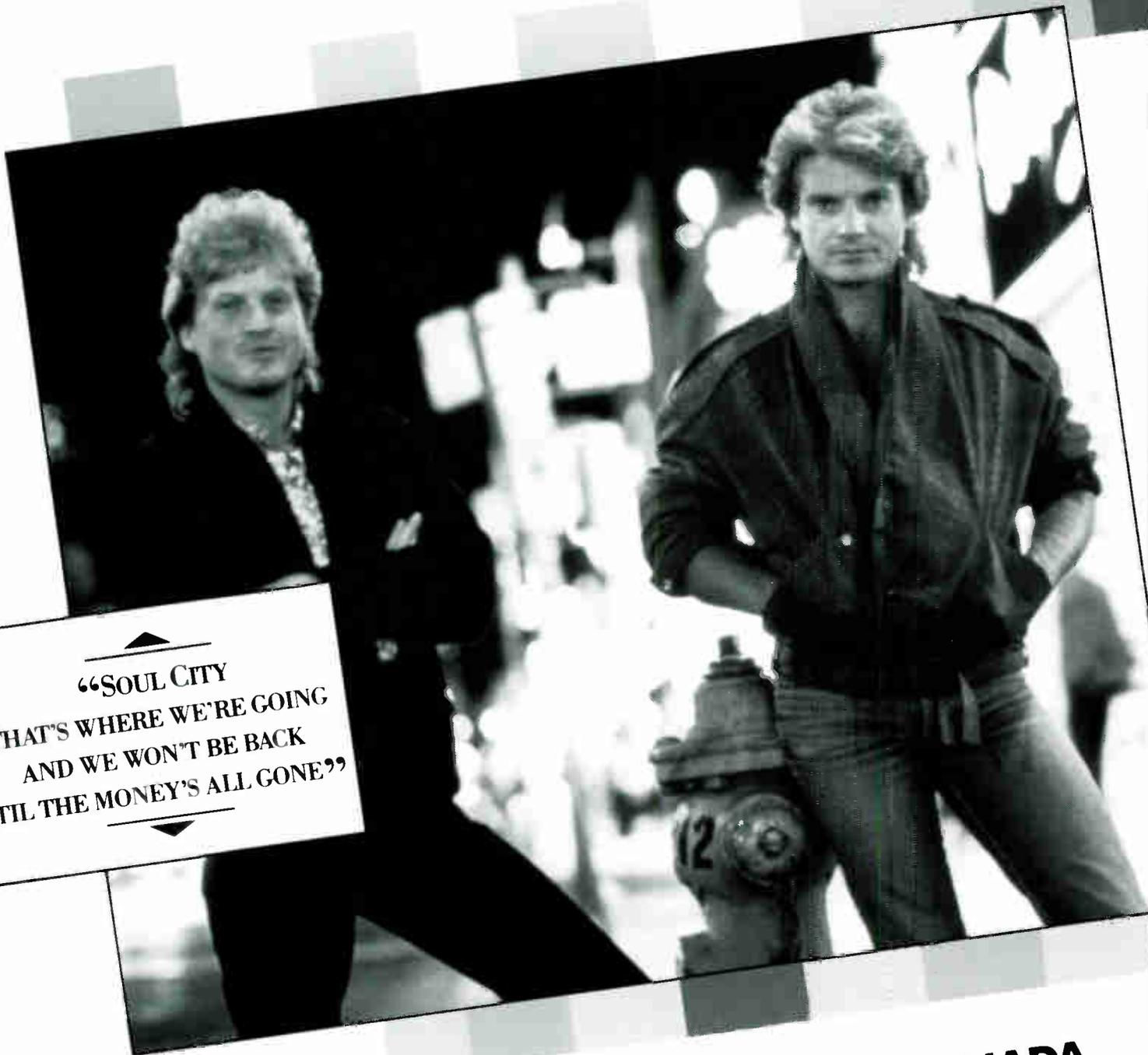
NEXT UP

LISA LISA (Columbia)
LEVEL 42 (PolyGram)

(Based on a combination of sales and airplay)

**PARTLAND
BROTHERS**

SOUL CITY



“SOUL CITY
THAT'S WHERE WE'RE GOING
AND WE WON'T BE BACK
'TIL THE MONEY'S ALL GONE”

**M A N
H A T
T A N**

ALREADY A SMASH ACROSS CANADA
BUILDING SUCCESS FROM THE SOUND UP



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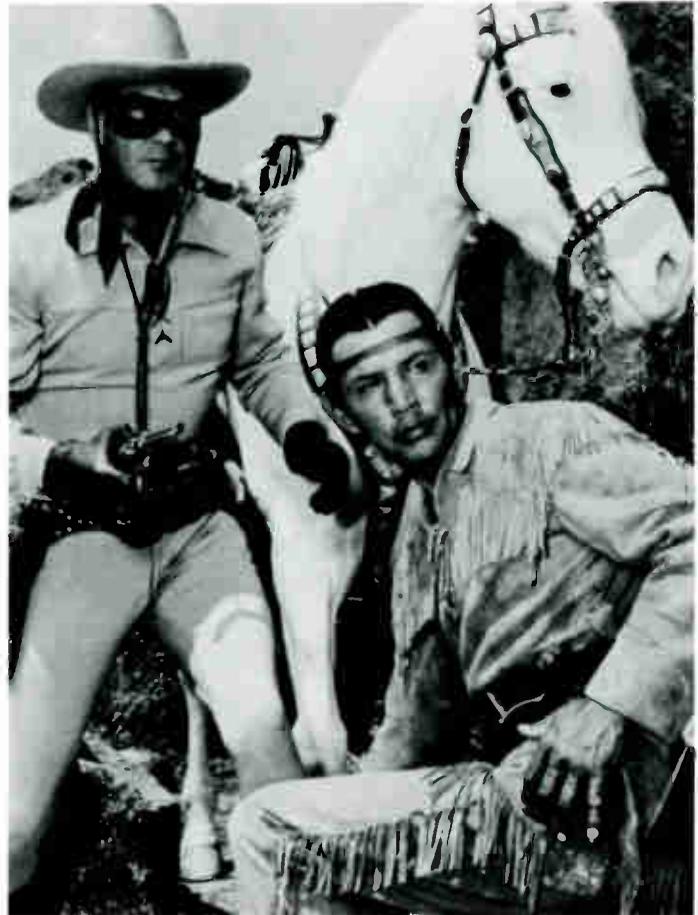
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Pic Of The Week

Virgin Merry

That's Jeff Ayeroff and Jordan Harris (you decide which one's which) and their trusty stallion Quartararo, celebrating the success and fabulous sell-through of the new Cutting Crew project. Quartararo, a promotion thoroughbred, has jockeyed for position on radio playlists by hoofing it around the country. Now he and Virgin have a tail to tell about how Virgin's first single will cross the finish line on top.



Dance Kings Report To Hits

Those two urban dance monsters, Power 106 in Los Angeles and HOT 103 in New York, have officially joined the *Hits* (Your #1 source for joining) family of reporters this week. The Powerful (KPWR) ones, headed by "Jolting" Jeff Wyatt and "You Can Call Me" Al Travera have scored great numbers and are selling tons of records in L.A., while newcomers WQHT headed by "Jumpin" Joel Salkowitz

and "Even" Steve Ellis have become an immediate New York sensation.

Both stations will report to and effect the *Hits* Top Fifty Singles Chart. The addition

of these urban powerhouses continues the *Hits* tradition of finding stations that directly effect sales and including them in our "one chart tells it all" reporting system.



Wyatt



Travera



Salkowitz



Ellis

FRONT PAGE

C o v e r S t o r y

Martell: The Industry's Cause

Twelve years ago, record industry veteran Tony Martell's young son T.J. died after fighting a courageous battle against leukemia. It was a senseless and tragic death that shocked and horrified the entire industry.

Sitting in the hospital room shortly before his death, T.J. and Tony Martell listened to the doctor speak of the many frustrations faced by the medical world in the battle against leukemia and cancer. The bottom line was that there just wasn't enough money for research. T.J. asked his dad why he couldn't

give the money needed. Tony told him it just wouldn't be enough. At that moment, literally out of nowhere, Tony told the doctor and his son that he would raise \$1 million for the cause.

T.J. never lived to see the first million his father raised.

It's 12 years later and the T.J. Martell Foundation for Leukemia and Cancer Research has raised over \$19 million and has literally saved the lives of countless people. "Thanks in part to our foundation, many cancers are not the death sentences they once were," Martell commen-

ted.

Tony Martell is proud of the music industry. Twelve years ago, the music community rallied to a cause, and hasn't let up since. "This is their charity," said Martell. "It was formed by the music industry."

Now, thanks to the record business, millions of dollars per year flow to leukemia and cancer research. This year's dinner, honoring MCA Music Group President Irving Azoff, has already raised more than \$3 million.

"I'm very proud of the industry for the job it has

done," said MCA's Vice President of Artist Development Larry Solters, who served as this year's dinner chairman. "With all the cheap shots taken at the music industry, and all the bad press we get, it's funny how you never see us getting any recognition for things like the Martell foundation."

This year's dinner takes place Saturday, April 11 at the Sheraton Centre. Jimmy Buffet, with the help of Joe Smith, will be the Master of Ceremonies. It's a great event for a great cause.

Tower Uses Power For Amnesty

A diverse group of celebrities, including Jackson Browne, Daryl Hannah, Run-DMC and Whoopi Goldberg have taped spots for Tower Records' in-store campaign for Amnesty International, kicking off April 13.

The campaign will run for three weeks in which Tower will be distributing pre-printed letters of protest for their customers to sign. These letters will then be sent to express concern with wrongful incarceration of the 18 designated prisoners of conscience. Elaborate in-store displays are going up in all Tower Records' West Coast outlets, with each store adopting its own individual case. Videos featuring top name artists in new, customized spots will explain the program.

The spots were taped two

weeks ago on the A&M Sound Stages in Hollywood and featured the aforementioned artists as well as Hiroshima, Little Steven Van Zant, Colin James Hay, Lone Justice and Ruben Blades.

The goal of the videos will be to draw customers' attention to the displays. A representative for Amnesty International will pick up the signed letters each week and forward them to the corresponding official.

In a press conference following the March 24 taping, the artists confirmed their commitment to the program.

Both Jackson Browne and Little Steven agreed their political stances could be hurting record sales, but that didn't faze them.

"It might be harder to interest people in subjects that

are not as accessible," Browne told *Hits*. "In the short run, maybe it hurt, but that's not the issue. You have to be drawn to things that mean something to you and human rights is just such an issue. Anyway, it's been a long time since I had to struggle to pay the rent."

Little Steven added, "I agree it's a little bit difficult in this current climate, but I believe that's starting to change."

Fab Three

Capitol has set April 30 as the retail date for the next batch of Beatles CDs. On deck are: "Help," "Rubber Soul" and "Revolver."

Tammy's Whammy



Question — Did Tammy Bakker really violate the sacred Temple of marital bliss, or is she as innocent as the woman above? Shirley someone must know?



FRONT PAGE

John Makes It Official

Thanking all of his peers at CBS Records, John Fagot officially became the Vice President of Promotion for Capitol this week (we reported the full story last week).

Fagot emphasized his commitment to new and developing acts, stating they were the lifeblood of a label. At Columbia, Fagot took part in establishing the Bangles, Beastie Boys, the Outfield, the Hooters, Gregory Abbott and others. Now he will join the Capitol team charging forward with Crowded House, Poison, Rock & Hyde and others.

"I'm really looking forward to moving to Los Angeles," Fagot told *Hits* (as always, your #1 source to tell things to). "I guess the only down side would be that I'll receive my copy of *Hits* a day earlier, and that I'll have to have lunch with Lenny Beer (*Hits* Editor-In-Chief) once a week."

When *Hits* called Capitol's

Director Of National Promotion Tom Gorman, he told us, "I only picked up the phone because I thought you were *Billboard*." Forced to talk to us, Gorman stated, "I am thrilled to have someone of John's caliber coming to Capitol. Not only am I looking forward to working with him, but now I won't have to have lunch with Lenny Beer anymore."



John Fagot — A commitment to breaking new acts, and lunch with boring Editors.

Marc Makes It Official

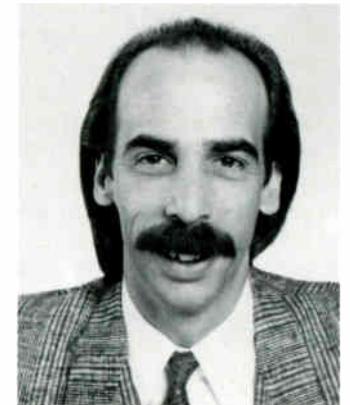
Despite the fact we reported it in full last week, Columbia Records and Senior Vice President, Marketing Bob Sherwood still officially announced the promotion of Marc H. Benesch to the position of Vice President, Promotion.

Benesch told *Hits* (your #1 source to tell things to), "I really want to thank Al Teller and Bob Sherwood for the vote of confidence and the opportunity they gave me to fulfill a dream. Also, I want to publicly express my gratitude to the great Columbia team of promotion people across the country who made my first week one I'll never forget."

(And a great week it was as *Big Red* scored big at radio on such acts as *Kenny Loggins*, *Psychedelic Furs*, *Lisa Lisa*, *Journey*, *Eddie Money* and more. A few more weeks

like this and Benesch and Co. will become instantly famous.)

Benesch also told *Hits*, "Why do you guys keep calling me? I mean you can't even spell my name right, and now you expect me to give official comments. The only reason I picked up the phone was because I thought it was *Billboard*."



Marc Benesch — One hot week in a row.

Wyman Gets A Good Deal

Former CBS Chairman and CEO Thomas Wyman will receive \$400,000 a year for life (among other things) as part of his settlement with CBS Inc. Wyman stepped down from his post after

receiving the heavy squeeze from the company's two largest shareholders, Laurence A. Tisch and William S. Paley. All we at *Hits* can say is, "Yo Tom, howabout hocking it up for a subscription."

Rogers, Cowan, & Shandwick?

Rogers & Cowan, one of the entertainment industry's leading public relations firms, has been sold to the British-based pubbery, Shandwick PLC. Value of the transaction

could go as high as \$15 million over the next four years, with the actual amount to be based on R&C's annual after-tax earnings.

Warner Bros. Smoking

Yes those bunnies from Burbank have quietly heated up quite a bit of smoke with five albums selling strong among the top eleven records on our *Hits* Top Fifty Album Chart. The hot new addition of the Prince double album debuting at #11 joins the already strong quartet of Club Nouveau at #5, Trio up four positions to #6, Paul Simon at #7 and Steve Winwood at #10. The label also boasts a resurging Madonna package at #25 and the fast-breaking Atlantic Starr debuting at #48.

Battle Royale

Hemdale Film Corp and Vestron Video have taken their case over the home video rights to the Academy Award winning *Platoon* to the courts. Vestron claims it gained those rights for the Oliver Stone film in a package deal with the British production company, which included the rights to *Hoosiers* among others. Hemdale claims Vestron invalidated the agreement when it failed to pay them the necessary monies at the time the movie was released.

FRONT PAGE

MCA Delivers

What a month it was for MCA. During the time span of March 11-22, Richard Palmese, Lou Mann, Larry Solters, Bob Kardashian and Larry Kenswil became daddy's. The big question was, "what will Larry Solters name his daughter?" Well after much deliberation, the final name has been chosen: Maxie Samantha Rose Solters. It was rumored that Larry originally had intended to call the girl, Irving.



A lot of new horns at MCA

Condom Addenda

After *Hits* announced it would be the first trade publication to accept condom advertising, we received many inquiries. We need to

make one thing straight folks: Anyone wanting to place condom ads, should request position.

Elton And The Guys



At a recent reception in Universal City, MCA executives welcome Elton John back to the label. Pictured (l-r): Irving Azoff, President, MCA Music Entertainment Group; Bernie Taupin; Elton; MCA Inc. President and Chief Operating Officer Sid Scheinberg; and John Reid, Elton's longtime manager.

The Ladder

A rundown of executives on the move



Holmes



Thomas



Miller



Sutter

Cecil Holmes is the new Vice President, Black Music Artists & Repertoire for Columbia Records. He has been Vice President, Black Music A&R, East Coast for the label since 1982.....

Vaughn Thomas is the new head of Geffen's Black Music Marketing and Promotion departments. He comes to the label from Arista Records.....

Kenneth Bernard Miller has been appointed Vice President, Black Music A&R at Epic/Portrait/Associated. He was most recently Program Director at WLUM, Milwaukee.....

Kevin Sutter has been promoted to the position of Senior Director, National Album Promotion for Chrysalis. He's been with the label since 1984.....

Rob Sides has been promoted to the position of West Coast Regional Marketing Manager for Elektra/Asylum. He'll be handling all West Coast Sales and Marketing.....

Neches Simon has been appointed National Director, Single Sales for A&M. She's been with the label for ten years..... At Arista, **Lauren Korman Moran** has been appointed National Sales Director. She joined the label in 1982. Also at Arista, **Jane Moody** is the new Associate Director, Sales and Advertising. She's been at the label since 1984.....

Deborah Radel has been appointed Manager, National Tour Publicity for RCA.....

Juanita Stephens has been promoted to the post of Director of East Coast Publicity & Artist Development for MCA. She's been with company since 1983.....

Fran Lichtman is Atlantic's new Director of International Production. She's been with the label since 1975.....

Ina Luber has returned to NARM as Assistant to Executive Vice President **Mickey Granberg**.....



Sides



Simon



Moran



Moody



NEAR TRUTHS

by I. B. Bad, Los Angeles

It was a big weekend in Los Angeles as the **T.J. Martell Foundation** pre-dinner festivities kicked into high gear. There was golf, softball, bowling, and of course the industry's favorite sport, schmoozing. The annual softball double header took place on Friday as the **Tony Smith** led record executives took on a slew of radio heavies that included WNEW's **Mark Chernoff**, WXRK's **Bob Crane** and KLSX's **Damion**. The record guys were down 5-1 after two innings, but behind the strength of such heavy hitters as Elektra's **Brad Hunt**, Arista's **Sean Coakley**, Virgin's **Michael Plen** and Atco's **Michael Prince**, the record guys prevailed and won 19 to 5. In the night cap, members of **Fleetwood Mac** hit the diamond against members of **Motley Crue**. The team with the most hits won..... If softball wasn't your style, you could have meandered around the links for the T.J. Martell celebrity golf tournament. There were numerous celebs and gunslingers hitting the greens including **Glenn Frey**, **Michael Keaton** and the head linkster of them

Two People



That's **Peter Gabriel** shouldering up to **Geffen Video** and **Promotion whiz Karen Sobel** at one of those crazy L.A. bashes those people attend.

all, Quantum's **Dick Williams** (who threw one of those hip post-tournament parties). MJI Broadcasting offered a vintage automobile to anyone who shot a hole-in-one, but they stacked the odds in their favor by positioning scantily clad young damsels about the fairways..... Friday night it was **Geffen's Marko Babineau's** turn to throw an incredibly hip party. Among the attendees were **Robbie Robertson** and a lot of women in very little leather and lace..... And speaking of leather and lace, that seemed to be the dress code at Saturday night's main event, the T.J. Martell bowling party. Despite a yearly escalation in the sleaze factor, the event remains one of the most popular charity raising events around — everyone has fun. Those everyone included: **Stevie Nicks**, **Ted Nugent**, **Lou Gramm**, **Bob Seger** and of course who could go bowling without **Moon and Dweezil Zappa**. Among the label folks attempting to bowl them over were Island's **Bob Catania**, Virgin's **Phil Quartararo**, Atlantic's **Judy Libow**, Columbia's **George Chaltas**, Elektra's **Ray Gmeiner**, and a host of others. There was action to spare. Hats off to organizer **Jon Scott**.... In other events, the Music Business Symposium hit the Ambassador Hotel last week with a number of dignitaries taking their place on various panels. Besides keynoter **Bob Pittman**, there was **Geffen's Ed Rosenblatt**, **EMI's Colin Stewart**, **MCA's Steve Meyer** and **Lou Mann**, and of course the **PMRC's Jennifer Norwood** as the **Beaver**..... We understand **Frank Rand** will be leaving his A&R post at E/P/A..... And the beat goes on.



BALLS

The Hits Weekly Sports Column

LEONARD'S THE ONE

So, the 300th "Fight of the Century" is complete, and this one really did live up to much of the hype. Hits (your #1 source for information about people beating the crap out of other people) enjoyed the festivities with RCA promo meisters **Eddie Mascolo** and **Butch** (the new kid on the block) **Wagh**. However, before the fight began, we conducted one of our world famous industry polls to check who knew what—and to see who we could abuse after the fact. The results heavily favored Hagler, but as usual we fielded some "odd" responses. MCA maven **Irving Azoff** liked "Ali in the fourth," while Columbia heavyweight and USC fanatic **Bob Sherwood** leaned towards Marcus Allen in the third.

OFFICIAL HITS WINNERS

A view industry geniuses did like a Leonard victory, although some felt that the reason he would win was that "the fix was in." Nonetheless, right is right and we congratulate **Kevin** (the Cuban kid) **Belcastro** of RK102, **Marty** (call me Jack) **Dempsey** of B106, **Shadoe** (please spell my name right) **P. Stevens** of B97, **Vince** (the killer) **Faraci** of Atlantic, (Gentleman) **Jim Mazza** of EMI, **Jack** (baby) **Satter** of Manhattan, **John** (I know Dr. J personally) **Betancourt** of PolyGram and (Sugar) **Ray Anderson** of EPA.

OFFICIAL HITS LOSERS

Among the biggest losers were Elektra's **Dave** (the Rave) **Urso**, who scored so well in our basketball contest. Urso felt the fight was a mismatch and that Hagler would, "Rip his face off." Also falling hard was PolyGram's (Marvelous) **Bob Jamieson** who liked Hagler in one. But, Urso and Jamieson had lots of company as the following list details those on the losing side.

Bob Harlow	KATD
Tony Smith	EMI
Mason Dixon	Q105
Al Coury	Geffen
John Roberts	KEGL
Eddie Rosenblatt	Geffen
Tom Chase	KWOD
Bob Buziak	RCA
Waylon Richards	KWK
Michael Plen	Virgin
Rick Bisceglia	Arista
Rich Fitzgerald	WB
Judy Libow	Atlantic
Bob Krasnow	Elektra
Tom Gorman	Capitol
Walter Winnick	EPA
Daniel Glass	Chrysalis
Marc Benesch	Columbia



LETTERS TO THE EDITOR

Mark With A "c"

Dear Hits:

And we thought you were our #1 information source.... How come in the news story on new CBS promo topper Marc Benesch, his name is spelled with a "k" while in Wavelength, it's with a "c". What gives?

Confusedly yours,

A Stickler For Consistency

Editors reply: Well, obviously, we're talking about two different Marc Benesch's here, one that has just taken over as VP, Promotion for CBS and his evil print-double twin, who is loaned to Hits for inclusion on both the "Front Page" and Lenny Beer's "Wavelength" column, something like the Man With Two Heads, played by Ray Milland and Rosey Grier. Actually, the correct spelling is Marque Ben Nesh, so no more letters, OK?

Dear Dennis,

I simply wanted to express my compliments on Hits. It has filled a void in industry publications. It is amazing to me that trade publications have neglected and overlooked for so many years, that which drives our industry—namely, our music.

You and your staff should be congratulated for presenting our industry's product in such an analytical, yet interesting and attention-holding manner.

I wish you years of continued success.

Best regards,
Henry Droz
President, WEA
Burbank CA.

Editors reply: Geez, you've got us tongue-tied here at Hits. We're not quite used to receiving compliments, especially ones we haven't made up ourselves. For those who doubt the veracity of this letter, send a stamped, self-addressed

envelope and we'll send you an official copy of the above missive, on Henry Droz's personal stationery, no less. Thanks, Mr. Droz, and the check is in the mail....

Dear David:

Enigma/Capitol recording artists Stryper just did a most successful in-store at the House of Guitars. Over 3,000 fans came to the store to get their albums autographed. We sold over 1000 "To Hell With The Devil" albums, tapes and CD's. We completely sold out of the live "Stryper" video, their posters and t-shirts. The House of Guitars is also a Ticketron outlet and during Stryper's in-store appearance, their concert sold out for that night at the Rochester Auditorium theatre. Enclosed are photos of the Stryper in-store for your use in Hits magazine. Also enclosed is a stamped, self-addressed envelope for their return.

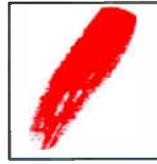
Thanks,

Armand Schaubroeck
House of Guitar
Rochester, New York

Church Lady replies: Now, isn't that special, Armand. Could it possibly be that you owe that business and those sales to.... SATAN? Now, don't go tell me Stryper are on the side of the Lord Himself, because we know the Lord's never been in Rochester. Perhaps you mean the LORD OF DARKNESS? Forget about ever seeing those snapshots again, Beezlehub. And, by the way, where'd you get that surname? The Marc Benesch reject file?

Please address all correspondence to:

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Sherman Oaks, CA 91403



FAR TRUTHS

by Danny Fields, New York

Bad Rap



Iron Maiden's Bruce Dickinson
—A responsible guy.

The sensationalist tabloids here have made much of the disturbance that followed the **Iron Maiden** concert at the Meadowlands last Saturday. A car was burned, and 22 "rioters" were given citations by the police. Naturally, the evil influence of heavy metal was blamed for inducing all this anti-social behavior, and the press is having a ball with fantasies of 18,000 berserk young males pouring into the parking lot of the Brendan Byrne Arena, having been exhorted to rampage and destruction by the monsters on stage. Actually, **Bruce Dickinson** and his boys are among the most responsible bands around; their merchandising displays have large signs defining "cool" and "uncool" audience behavior, and castigating "stupid, dangerous, irresponsible idiots" who cause trouble. What's more, **Pete Way** of opening act **Waysted**, who exited before the show was over, told us that the parking lots were full of kids who couldn't get in, but hung around to party on the tarmac. It seemed to Way that it was this crowd, and not those leaving the show, that started the trouble.... **Andy Warhol** would have been pleased that the memorial service held for him at St. Patrick's Cathedral was standing room only, and that the lunch held after at **Steve Rubell's** new restaurant, the Diamond Horseshoe, was the most glamorous and festive occasion of the season. Music business personalities at the party and memorial included **Yoko Ono, Ahmet Ertegun, Bianca Jagger, Susan Blond, Grace Jones, Debbie Harry** and **Chris Stein, John Sykes, Tom Freston, Bill Freston, Peter Allen, Lou Reed, Liz Derringer, John Cale, Billy Squier, Liza Minnelli, Don Johnson, Linda Stein, Lisa Robinson** and **Ric Ocasek**.... **Bob Krasnow**, Elektra's

Chairman, gathered his A&R staff in Chicago last week to hold their semi-annual national meeting, and to inaugurate Elektra's Midwest A&R office, under the directorship of **Dave Johnson**. On hand from New York were **Howard Thompson**, VP of A&R, and A&R reps **Michael Alago, Kevin Patrick, Scott Folks** and **Victor Chirel**; from California came A&R VP **Peter Philbin** and West Coast A&R rep **Steve Pross**. Sr. VP and Legal Advisor **Gary Casson** was also present.... Up at RCA this week were the four guys of **Grim Reaper**, to talk to Director of National Album Promotion **Alan Wolmark** and Product Manager **Alan Grunblatt** about the June release of their third album for the label, "Rock You To Hell." And over at Columbia, a farewell party was held for **Robin Solomon**, who is leaving the promotion department to work at **John Scher's** Monarch Inc., where she will handle ticket arrangements for the label, an extremely important position in today's world. On hand to say goodbye were Promotion VP's **Marc Benesch** and **Paul Rappaport**, plus many other staffers. Strawberry cake and champagne were consumed.



BREAKFAST CLUB

Right On Track

4-3 HITS TOP FIFTY SINGLES!

WAVA add	WLOL	10-9
Q105 add	WTIC	16-14
WCZY add	WXKS	20-16
KNBQ add	Z95	25-17
RK102 add	Z93	22-17
KUBE add	B97	22-18
WEAG add	WPHD	30-19
WKTI add	KMEL	24-19
	KKRZ	23-19
	KS103	22-19
KHTR deb 23	FM102	24-20
Y95 deb 26	KCPX	30-22
WGH-FM deb 29	WCAU	27-23
KDWB deb 31	KITS	29-24
KWOD deb 33	Y108	29-24
	PRO-FM	31-27
	KWK	35-28
	WNCI	33-28
	KPKE	35-28

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	REQUESTS (1 to 10)	45 SALES (1 to 10)
BREAKFAST CLUB	3.99	43	9	7

KIM WILDE

You Keep Me Hangin' On



FLASHMAKERS WINNER!

4-3 HITS TOP FIFTY SINGLES!

Q107 add	Q105 deb 28
KHTR add	KBEQ deb 28
Y100 add	WBLI deb 28
WCAU add	B104 deb 29
KTKS add	WAVA deb 30
PRO-FM add	B106 deb 30
KPKE add	B94 deb 30
KUBE add	
KWOD add	B97 2-1
KPLZ add	KCPX 8-6
KZZP add	KS103 25-14
WNVZ add	Z100 19-14
WGH-FM add	KIIS 18-14
Y108 add	PWR95 24-18
Z94 add	WHYT 22-18
WKDD add	KMEL 30-22
Z104 add	Z93 32-23
WPST add	KDWB 36-24
WSKZ add	B96 34-26
WROQ add	KCPW 37-32
WGTZ add	
WGFM add	
WZPL add	
WFLY add	
WKSI add	

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
3.33	26	5	3	9	7



NIGHT RANGER

The Secret Of My Success

**HITS TOP FIFTY ALBUMS!
BIG ALBUM ROCK AIRPLAY!
BREAKOUT LP SALES AND
HOT ACTIVITY ON 45!
11* R&R AOR TRACKS**

WXKS add
PRO-FM add
KEGL add
Q100 add
KNIN add
WCGQ add
WGRD add
KSMB add

WTLQ deb 37
KCPX deb 39
RK102 deb 39

WCAU 33-28
WKRZ 38-32
KTUX 36-32
KJ103 40-36

BREAKING AT:
KRBE
99DTX
KDWB
WMMS

OINGO BOINGO

Not My Slave



**HITS TOP FIFTY ALBUMS!
WEST COAST GIANT!**

KS103 add
KITY add
KIKX add
KISR add

KROQ 2-2

BREAKING AT:
KITS
KCPX
KZZU



KANSAS

Can't Cry Anymore

**HOT VIDEO ROTATION!
FROM THE ALBUM "POWER"!**

BREAKING AT:
KKAZ 95XIL
KSKG KQIZ
93Q K104
KZZU KNAN
WERZ Q101
KIKX KKLS



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	6.43	93	31	9	10	10	10
ATLANTIC STARR	5.59	22	6	3	10	7	7
JODY WATLEY	5.45	73	34	18	10	8	10
CUTTING CREW	5.26	87	64	23	10	10	10
MADONNA	4.94	73	40	15	10	8	10
BRYAN ADAMS	4.67	62	2	1	9	10	8
FLEETWOOD MAC	4.52	59	2	0	9	-	7
BON JOVI	4.16	26	0	0	10	10	2
LISA LISA	4.13	9	0	0	6	-	5
HUEY LEWIS	4.11	48	1	0	7	7	2
CAMEO	4.00	2	2	0	6	7	4
POISON	4.00	35	15	5	10	10	8
BREAKFAST CLUB	3.99	43	1	0	9	3	7
LIONEL RICHIE	3.48	42	0	0	2	-	7
COMPANY B	3.47	12	7	5	-	-	-
GINO VANNELLI	3.43	4	1	0	-	1	1
CHRIS DEBURGH	3.42	33	15	9	10	2	8
KIM WILDE	3.33	26	5	3	9	5	7
DONNA ALLEN	3.26	31	16	7	8	4	7
SMOKEY ROBINSON	3.14	10	1	0	2	2	4
ANITA BAKER	3.10	6	3	1	3	10	4
STEVE WINWOOD	3.01	41	76	39	-	10	10
PAUL SIMON	2.93	18	1	0	-	10	5
BRUCE WILLIS	2.84	6	0	0	5	5	1
CHICAGO	2.79	22	0	0	9	3	3
HERB ALPERT	2.77	13	0	0	-	7	-
KENNY LOGGINS	2.76	12	6	1	5	1	4
CYNDI LAUPER	2.74	31	6	1	3	4	-
DAVID BOWIE	2.73	24	1	0	5	-	2
PSYCHEDELIC FURS	2.65	12	5	2	6	8	-
BOSTON	2.60	21	7	2	3	8	-
GLENN MEDEIROS	2.56	21	16	11	10	-	8
THOMPSON TWINS	2.52	19	0	0	6	-	-
KENNY G	2.47	7	0	0	-	5	2
BEASTIE BOYS	2.41	11	9	2	10	10	-
SYSTEM	2.36	5	4	4	3	7	-
BANGLES	2.31	31	53	13	4	8	9
BILLY JOEL	2.27	4	0	0	3	2	1
PETER WOLF	2.24	21	13	4	-	5	10
BON JOVI (LP)	2.23	6	3	0	10	10	-
KOOL & THE GANG	2.21	22	12	1	2	3	8
WORLD PARTY	2.19	12	3	1	4	2	8
EDDIE MONEY	2.15	2	0	0	2	4	1
KOOL MOE DEE	2.12	2	1	0	-	-	1
ROBBIE NEVIL	2.07	19	18	2	5	2	8
SIMPLY RED	2.00	8	4	1	5	8	-



JOURNEY

"Why Can't
This Night Go
On Forever"

Taken from the Columbia LP
"RAISED ON RADIO" 11.20.86

FLASHMAKER!

**ONE OF THE MOST ADDED TOP 40
#2 MOST ADDED A/C**

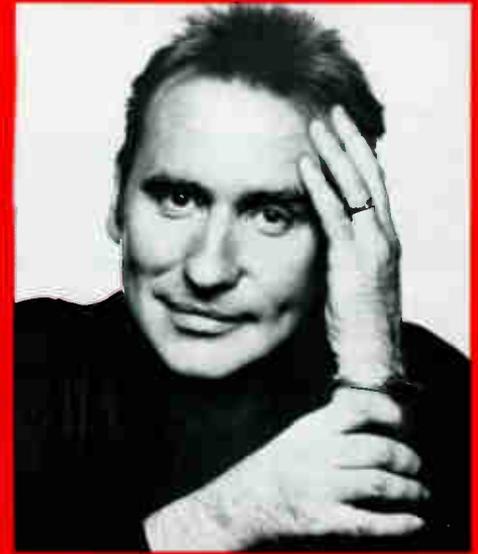
- | | | | |
|------|-----|-------|-----|
| WMMS | add | WJMX | add |
| KTKS | add | 95XIL | add |
| KCPX | add | KKLS | add |
| WEAG | add | KNIN | add |
| WKDD | add | KFMW | add |
| WGFM | add | WBAM | add |
| WXLK | add | KHYT | add |
| WRNO | add | KEYJ | add |
| KZZU | add | | |
| KF95 | add | | |
| KLYV | add | | |

Produced by Steve Perry

OUT OF THE BOX AND INTO THE CONTROL ROOM



© 1987, CBS Inc.



COLIN JAMES HAY

"Can I
Hold You?"

Taken from the Columbia LP
"LOOKING FOR JACK" 01.01.87

THE COLUMBIA COMMITMENT!

Produced by Robin Miller
for Multi Media Lancer Limited



FLASHMAKERS

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

Kim Wilde is heading straight to the top with big sales and strong requests. Paul Simon has done it on the second time around. Bon Jovi is back and trying for three straight chartoppers, and Herb Alpert (with the help of Janet Jack-

son) scores with his first major hit in years. Also, keep a close eye on the Atlantic Starr hit which is a lock for Top Five nationally.

KIM WILDE HANGIN' MCA

Average Move: 3.33 *Aggressives:* 26
Former Wildcard pick continues to have great reaction from radio and listeners. Closing quickly with adds at KTKS, WCAU, Q107, Z94, Y100, KUBE, KPLZ, KHTR, PRO-FM, Y108, KWOD, KPKE, WZPL, WGH-FM, WNVZ, WEAG, RK102, WGTZ, WKDD, WGFM, WKSJ, WROQ, WFLY, WOKI, WPST, WSKZ and Z104. Hot moves include 2-1 B97, 12-9 KITY, 8-6 KCPX, 24-18 PWR95, 19-14 Z100, 18-14 KIIS, 34-26 B96, 22-18 WHYT, 25-19 PWR96, 37-30 KHIT, 36-24 KDWB, 32-23 Z93, 30-22 KMEL, 25-14 KS103 and 20-14 WQUE.

PAUL SIMON AL WB

Average Move: 2.93 *Aggressives:* 18
Requests are building, sales are still huge and radio is finally seeing that this is a hit. New at WBLI, WLS, KTKS, KRBE, B94, KWK, KKRZ, KROY, 92X, KITY, WEAG, WRVQ, WKZL, WTLQ, KTUX, WRQN, KSMB, WFXK, KOKZ, WAFX, WLRW, KITE, WBAM, KBFM, I-94 and many more. Jumps include KATD 12-10, Z95 39-31, B96 24-18, WCZY 40-31, Q107 29-25, KMEL 22-18, Z93 29-25, B97 28-23, WKSS 34-28 and B93 31-25.

BON JOVI WANTED POLYGRAM

Average Move: 4.16 *Aggressives:* 26
Third "official" release from their former #1 album picks up second week adds at WBLI, Z100, WXKS, WCZY, 99DTX, Y100, KNBQ, Y108, KWOD, KPKE, KATD, 92X, WNVZ, KITY, WRVQ, KX104, WKSJ, WGTZ, Z104, KIVA, WAPE, KBFM, KISR, WMEE, KKXL and WKPE. Early jumps include 33-28 KPLZ, 26-16 B94, 33-29 WLOL, 37-17 WKRZ, 30-22 WKDD, 36-26 KIYS, 26-16 KQKQ, 30-23 WSKZ, 40-34 WBBQ and 31-26 G105.

HERB ALPERT DIAMONDS A&M

Average Move: 2.77 *Aggressives:* 13
Second cut features superstar Janet Jackson and the hot production team of Jimmy Jam and Terry Lewis. It has been forced out of the album and scores scores big at radio with adds at HOT103, KTKS, US1, B106, WCZY, KUBE, KNBQ, KHIT, Z93, PRO-FM, KWSS, KKRZ, KMJK, 92X, WGH-FM, WKSS, WTIC, WPHD, B93, KCPX, WGTZ, WKDD, BJ105, WFLY, WKSJ, KEZB, KIYS, KQKQ, KSND, KZOU, KZZU and many, many others. Early moves at WAVA 27-21, WLOL 36-31, WQUE 31-26, WQUE 31-27 and KITY 35-27.

KENNY LOGGINS HALFWAY COLUMBIA

Average Move: 2.76 *Aggressives:* 12
Strong ballad has a great week at radio with hot adds at KIIS, WLS, WCAU, Q107, KMJK, KSAQ, 93Q, WBCY, WFLY, WGFM, G105, KMGX, WBBQ, WRQN, WYKS, WFXK, KOKZ, KKLS, KDON, WANS, WRQN, WQUT, WKQB and WINK. Great moves at KEGL 11-10, Q105 13-8, WKTI 8-4, WKDD 12-8, FM102 13-10, WLOL 20-15, KCPW 24-20, WNCI 35-29, WKSJ 26-18, KIYS 23-15, Z104 19-13 and KSND 18-13.

PSYCHEDELIC FURS BEAT COLUMBIA

Average Move: 2.65 *Aggressives:* 12
Closing quickly and picking up bigger requests each week. This week's adds include PWR 106, WCZY, PRO-FM, WTIC, WFLY, WKDD, 93Q, WKSJ, WRQN, KISR, WYKS, KLVV, KYYY, WJAD, K106, KITE, KDON and WKQB. Strong jumps at KMEL 12-9, KCPX 14-12, KATD, 22-17, WXKS, 32-27, WPHD, 25-16, 98PXY, Deb 21, KEGL, 35-26, KRBE, 34-27, Z95, and 29-23, KMGX.

ATLANTIC STARR ALWAYS WB

Average Move: 5.59 *Aggressives:* 22
One of the most requested records this week at radio and getting even hotter now with major single and album sales kicking in. Adds at Z100, PWR95, B96, Z95, B94, Z93, KHTR, KWSS, KMJK, Q105, KATD, B104, WGH-FM, WNCI, WKSE, WBCY, WGFM, WGTZ, KIYS, KSND, WNNK, WXLK, Z102, WRCK and many others. Hot moves: 24-7, WGCI, 5-4, KKDA, 4-2, KROY, 3-1, WQUE, 16-10, KITY, 15-10, WKSJ, 38-26, WCZY, 23-17, US1, 30-26, WAVA, 24-14, Y100, 28-22, PWR96, 33-20, KMEL and 35-27, KCPW.

SIMPLY RED RIGHT ELEKTRA

Average Move: 2.00 *Aggressives:* 8
This week's believers include KPKE, Y108, K98, WFLY, WNYZ, WZNC, WKLQ, KRNO, WKQB, WIGY and WGRD. Hot moves at WXKS 9-8, KITS 12-10, FM102 10-5, WKRZ 14-10, KRBE 37-29, WCZY 20-16, KMEL 26-21, KROY 35-29 and WKSS 39-35.

THOMPSON TWINS THAT LOVE ARISTA

Average Move: 2.52 *Aggressives:* 19
Debut single from their new album picks up adds this week at KIIS, WCZY, 94Q, WRNO, WZPL, KITY, WFLY, Y106, WKRZ, KCAQ, KZOU, WSKZ, WZNC, WKLQ, KRNO, WKQB, WIGY and WGRD. Great moves at KROQ 22-17, KHIT 36-29, KNBQ 32-26, KITS 25-17, Z93 34-28, WLOL 34-30 and KS103 27-22.

HEAVYWEIGHT CONTENDERS

BON JOVI *WANTED DEAD OR ALIVE*

FLASHMAKERS WINNER!
■ HITS TOP 50 ALBUMS!
DEBUT ■ HITS TOP 50 SINGLES!
R&R BREAKER

Z100	add	KITY	add	B94	26-16
WXKS	add	Z104	add	KQKQ	26-16
WBLI	add	WRVQ	add	WKRZ	37-17
KATD	add	WGTV	add	WKDD	30-22
Y100	add	WKSI	add	KPLZ	33-28
99DTX	add	KX104	add	WL0L	33-29
WCZY	add	WAPE	add		
KPKE	add	KBFM	add		
KWOD	add	WGRD	add		
WNVZ	add	KISR	add		
92X	add	B98	add		
Y108	add	KWTO	add		
KNBQ	add	K106	add		

LEVEL 42 *LESSONS IN LOVE*

FLASHMAKER!
#1 RECORD IN EUROPE!

KIIS	add	WEAG	add	KIKX	add
Q105	add	WNCI	add	WKRZ	add
FM102	add	PWR99	add	KIYS	add
93Q	add	KTUX	add	WYKS	add
PWR106	add	WKDD	add	WSPK	add
KWSS	add	KJ103	add	WIGY	add
				KHYT	add

Y108	deb 29	BREAKING AT:
WAPI	deb 29	WXKS
KPKE	deb 33	PRO-FM
KDWB	deb 33	KRBE
WCZY	deb 36	KROQ
		KPLZ
WPHD	31-25	KITS
KCPX	31-27	KMJK
WFLY	32-28	KHTR
KMEL	34-29	WMMS
WL0L	39-34	RK102

CINDERELLA *SOMEBODY SAVE ME*

FLASHMAKER!
■ HITS TOP 50 ALBUMS!
**SECOND SMASH FROM ALMOST TRIPLE
 PLATINUM LP!**

WPHD	add	WJAD	add
WKSE	add	KFMW	add
KCPX	add	WQCM	add
WGH-FM	add	WKPE	add
WPST	add	KTRS	add
WTLQ	add	KNOE	add
WNOK	add	KIKX	add
		OK100	add
		Z103	add
		100KHI	add
		KOZE	add
		OK95	add

CAMEO *BACK AND FORTH*

DEBUT ■ HITS TOP 50 ALBUMS!
THIRD SMASH FROM MULTI-PLATINUM LP!
8* R&R BLACK/URBAN

WILDCARD!

Already exploding on the Black charts, selling 45's and reviving the sales on their platinum album. More mass appeal than their previous hits, it should go quickly. Pulls phones.



FLASHMAKERS

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

LISA LISA HEAD COLUMBIA

Average Move: 4.13 *Aggressives:* 9
Programmers are yelling Top Five on this mid-tempo single. Great second week of adds at PWR95, KRBE, KKBQ, B106, Y100, Z93, KSOL, KS103, B97, KCPW, B104, WKSS, WKSE, 98PXY, WFLY, WDJX, Y106, KTUX, WNNK, WPST, WRCK, KIVA, KNOE, WTNZ, WNOK, WLRW, 95XXX and WSPK. Early jumps include 29-20 Z100, 30-23 B96, 20-16 PWR96, 34-20 KROY, 30-25 WQUE and 31-27 FM102.

BON JOVI NEVER POLYGRAM

Average Move: 2.23 *Aggressives:* 6
Another solid week at radio for this album cut that pulls huge phones wherever played. Stations continue to play it and the word is spreading. New this week at WBLI, KBEQ, KCPW, KX104, WFLY, Z102, WRQN and WLGA. Great moves at KWOD 15-7, Q105 14-10, Q107 27-23, PWR96 24-17 and WKSI 22-15.

LEVEL 42 LESSONS POLYGRAM

Requests are building on this debut single from their new album. New action at KIIS, P106, PWR997, Q105, KWSS, FM102, WNCI, WEAG, 93Q, KJ103, WKDD, WKRZ, KIYS, KTUX, KIKX, WYKS, WTNZ, WSPK, WIGY, WLGA and WKFX. Moving 34-29 KMEL, 39-34 WL0L, 31-25 WPHD, 31-27 KCPX, 32-28 WFLY, Deb 29 Y108 and Deb 33 KPKE.

PETER GABRIEL DON'T GEFEN

Album sales continue and radio is responding to this duet with Kate Bush. New this week at Z95, WMMS, RK102, WPHD, WGFM, WFLY, KFMW, WQCM and WIGY. Moving at KCPX 39-34, WBBQ 39-35 and KEGL Deb 38.

THE OTHER ONES WE ARE VIRGIN

Another hit is on its way from the all new American label. Strong week of adds at KROQ, WXKS, KRBE, B106, WMMS, WL0L, KWSS, KMJK, KATD, RK102, WKRZ, KIKX, KIYS, KZOU, WBBQ, WPST, WRCK, KYYY, WQCM, KEYJ and Q104.

PSEUDO ECHO LIVING RCA

Great video exposure is helping this one make its way through the Top 40 system. This week's believers include HOT103, 92X, RK102, 93Q, WBBQ, WWFX and WWSR. Jumping at WMMS 35-30, KCPX 28-24, WNNK 36-26, KSND 39-35 and KPLZ Deb 31. Interest is building on other cuts from this album.

NIGHT RANGER SECRET MCA

Strong album sales are building as this title cut from the new Michael J. Fox movie scores new action at KEGL, WXKS, PRO-FM, Q100, KSMB, KNIN, WCGQ and WGRD. Moves include WCAU 33-28, WKRZ 38-32, KJ103 40-36 and KTUX 36-32.

BRUCE WILLIS YOUNGBLOOD MOTOWN

Average Move: 2.84 *Aggressives:* 6
Second cut from tv superstar's debut album scores with new airplay at KPLZ, KKRZ, WGFM, WKRZ, WKSI, WFLY, KTUX, WNNK, WRQN, WNOK, KIIK, WWSR, KAMZ and WMEE. Jumps Z95 40-32, WCAU 35-26, KNBQ 40-35, KZOU 38-33 and debuts at Y100, WKSE, WROQ and KIYS.

EDDIE MONEY NIGHTS COLUMBIA

Average Move: 2.15 *Aggressives:* 2
Third single picks up adds this week at Q107, 99DTX, KNBQ, WPHD, KSND, WNNK, WXLK, WNYZ, KIKX, KMOE, KYYY, 95XXX, KDON, KFMY, KTRS and B98. Hot moves include 39-30 WKRZ, 38-32 WTLQ, Deb 35 KWOD and Deb 28 WEAG.

NEW CITY ROCKERS BLACK ATLANTIC

Led Zeppelin remake is starting to pull in the major markets. Adds include Y95, WCAU, KRBE, Z94, KPLZ, KATD, WPHD, 93Q, WROQ, KZZU, WJAD, KZFN and WSPK. Moves include 27-18 WKDD.

CINDERELLA SAVE POLYGRAM

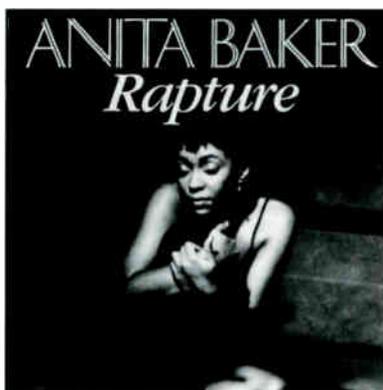
Out of the box adds at WPHD, KCPX, WGH-FM, WKSE, WPST, WTLQ, KNOE, WNOK, WJAD, KFMW, WQCM, WKPE, KTRS and others.

JOURNEY WHY COLUMBIA

Out of the box adds at KTKS, WRNO, WMMS, WEAG, KCPX, KZZU, WKDD, WXLK, KF95, KLYV, WJMX, 95XIL, KKLS, KNIN, KFMW, WBAM and KEYJ.



BREAKING OUT NOW!



SIMPLY RED
"THE RIGHT THING"
 from the rapidly approaching gold *Men and Women* LP. Exploding at CHR! Video in heavy rotation on **VH-1**. On tour soon.

FLASHMAKER!
■ HITS TOP FIFTY ALBUMS!
■ HITS TOP FIFTY SINGLES!
DEBUT #39 R&R

Y108	add	I-94	add
KPKE	add	KAMZ	add
WNYZ	add	FM102	10-5
K98	add	WXKS	9-8
WFLY	add	KKRZ	19-16
WKLQ	add	WCZY	20-16
WKQB	add	KMEL	26-21
WGLF	add	KRBE	37-29
WCIL	add		

ANITA BAKER
"SAME OLE LOVE (365 DAYS A YEAR)"
 from the double Grammy Award-winning *Rapture* LP. Over 2.3 million sold! Triple format threat—very strong at CHR, R&B and A/C! See her co-host *Saturday Night Live*, April 11. "Same Ole Love" video in power on **VH-1**.

CROSSOVER!
■ HITS TOP FIFTY ALBUMS!
 6-4 R&R A/C
 14-9 R&R BLACK/URBAN

PWR106	add	KMEL	15-12
Y100	add	FM102	17-15
KMJK	add	KROY	23-19
WBBQ	add	KNBQ	38-34
WFXX	add	KHIT	40-35

HOODOO GURUS
"GOOD TIMES"
 from the forthcoming *Blow Your Cool* LP. The first guru-vy single is breaking big at AOR; the "Good Times" are just beginning at CHR. Backing vocals by Susanna Hoffs, Debbi Peterson, Vicki Peterson and Michael Steele.

**NO MONKEY BUSINESS...
 ON ELEKTRA MUSIC CASSETTES, RECORDS AND COMPACT DISCS.**





REQUESTS

Bon Jovi has scored in this section with not just one, but two hot cuts that radio insists on playing. "Never Say Goodbye" is the album cut that continues to pull hot phones everywhere.

Jody Watley, U2 and Madonna are also dominating the phones. Keep your ears open for requests on Kenny G which are building rapidly.

BON JOVI WANTED/NEVER POLYGRAM

Both the current release and the album cut are getting massive phones everywhere. Hot Bon Jovi mentions include B106, B94, B97, B98, KC101, KCAQ, KEZB, KITE, KIYS, KJ103, KKRZ, KKRZ, KNBQ, KNOE, KPLZ, KTFM, KTUX, KWTO, KX104, PWR95, WANS, WBAM, WCGQ, WCIL, WCKN, WFFX, WGRD, WIGY, WINK, WJMX, WKSE, WKTI, WLGA, WLWL, Z94, and Z93.

JODY WATLEY NEW LOVE MCA

Dance smash continues to pull big phones. This week's hots include KKRZ, PRO-FM, 92X, 93Q, 99DTX, B104, I94, KAMZ, KATD, KC101, KDON, KEZB, KFMW, KISR, KITE, KKXX, KPKE, KTFM, KTUX, KX104, KZOU, WAPE, WCGQ, WCKN, WKSE, WKTI, WMEE, WNYZ, WPST, WQUT and WSVR.

U2 WITHOUT ISLAND

With a #1 album and a tour underway, this is the band of '87. Hots at 92X, 95XIL, 95XXX, KATD, KBFM, KC101, KCAQ, KFMW, KISR, KKLS, KKXL, KLYV, KMUK, KNBQ, KOKZ, KRKE, KTRS, KWTO, KYNO, RK102, WBAM, WCGQ, WJAD, WMEE, WNOK, WPST, WSVR, WTIC, WVRQ, WWFX, WXLK and more.

MADONNA BONITA WB

What can we say but another one flying to the top. Big requests everywhere including B97, Z94, 92X, 95XIL, 95XXX, KC101, KITE, KKXL, KKXX, KLYV, KSAQ, KTFM, KTUX, RK102, WANS, WBAM, WCGQ, WCKN, WINK, WKFX, WKLQ, WKSE, WKSS, WLAN, WLWL, WMEE, WNYZ, WRCK, WVRQ, WZLD and Z103.

GLEN MEDEIROS NOTHING AMHERST

Hot new artist on independent label is climbing the charts with hot phones at B104, KKRZ, 92X, 95XIL, B98, KLIK, KJ103, KLYV, KNBQ, KOKZ, KRNO, WABB, WIGY, WKSE, WKTI, WLRW, WNNK, WNOK, WSPK, WTNC, WVRQ, WVSR and WWFX.

CHRIS DEBURGH LADY A&M

Strong ballad is closing quickly and getting lots of requests at 94Q, 98PXY, KFMY, KIYS, KKRZ, KKXL, KLYV, KMUK, KPLZ, KTRS, KWTO, KYYY, KZFN, KZOU, WBAM, WCKN, WGLF, WKFX, WLWL, WLRW, WNOK, WWFX and Z94.

ATLANTIC STARR ALWAYS WB

This ballad has made its way well into the Top 40 system with the help of huge requests and sales. Hots include B106, B97, 92X, I94, KITE, KO93, KRNO, KTFM, KZOU, WAPE, WBAM, WCIL, WCKN, WKSS, WNOK, WPST, WQCM, WVRQ, WVSR and more.

CHICAGO FAITHFUL WB

Getting bigger on phones each week. Looks like another smash. Hot requests at WBCY, B94, 93Q, 95XIL, 95XXX, B106, KC101, KKLS, KO93, KRNO, KZOU, WBAM, WIGY, WINK, WQCM, WSPK, WWFX and many more.

BREAKFAST CLUB TRACK MCA

Great track produced by Jimmy Iovine picks up hots at PWR 99.7, KPKE, 95XIL, KBFM, KKRZ, KKXX, KZOU, WAPE, WBAM, WCGQ, WGLF, WINK, WKSE, WQCM, WZLD, Z103 and Z94.

KIM WILDE HANGIN' MCA

Former Wildcard pick is headed toward #1 with giant requests at B106, 98PXY, B97, I94, KC101, KIYS, KNOE, KOKZ, KTUX, PWR99, WGLF, WJAD, WQUT and WTNZ.

BRIAN ADAMS HEAT A&M

Debut single from his new album is quickly climbing the charts and getting hot requests at KEGL, KFMW, KLYV, KNOE, KTRS, KZOU, PWR99, RK102, WBCY, WCGQ, WIGY, WWFX, WYKS, WZLD and Z94. Album is just out and selling big.

FLEETWOOD MAC BIG LOVE WB

Hot debut single from forthcoming album is big on the phones at B94, KC101, KFMW, KFMY, KITE, KPKE, KZOU, RK102, WCGQ, WCKN, WIGY, WYKS, Z94 and more.

ALSO GAINING REQUEST MOMENTUM:

PAUL LEKAKIS	BOOM BOOM	ZYX
PAUL SIMON	AL	WB
DR. DAVE	VANNA	TSR
KOOL MOE DEE	DOCTOR	RCA
KENNY G	SONGBIRD	ARISTA

ALL WE ASK YOU
TO DO IS LISTEN



"Always The Sun" from the "Dreamtime"
LP. Big alternative radio record and build-
ing strong secondary market foundation.

KITS
KROQ
ON OVER 50 SECONDARIES

THE STRANGLERS
Always The Sun



"Through The Barricades" their
European smash album is now their U.S.
Epic debut. "How Many Lies," their Epic
debut single, is the long-awaited follow-
through to the Top 5 hit, "True." On Epic
records, cassettes and compact discs.

BREAKING AT:
WMMS
PWR99
KITS
KROQ

STRONG POP ADULT BASE

SPANDAU BALLET
How Many Lies





CROSSOVERS

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

This category is getting hot this week as **Company B** is selling up a storm and **Kenny G** is exploding out of its Adult base. However, there are two records looming closely on the horizon that will be making strong appearances here shortly.

Cameo is one, as the third cut "Back And Forth" from their platinum album is about to take off, and the other is **Nona Hendryx** with a hot cut from the Flyte Time hit factory.

BLACK/DANCE

COMPANY B FASCINATED ATLANTIC
Average Move: 3.47 Aggressives: 12

This record is quickly making its way through the Top 40 system with adds this week at **WHYT, KITS, B97, KATD, WNCI, WKSS, WKSE, 98PXY, WKRZ, WDJX, KF95, WLAN, WFXX, WNOK, WJAD, Y97, KNIN, WKQB, KC101, WINK, WKPE** and **KISR**. Hot jumps include **Y100 5-4, KMEL 5-4, WTIC 10-8, Z102 8-6, PWR95 28-21, B96 23-16, KS103 35-28, BJ105 38-29, Y106 39-34, WNNK 35-28** and **KMGX 22-18**.

LUTHER VANDROSS NOTHING EPIC

This duet is doing well on the Black charts and Top 40 is responding to it more each week. New action at **Z95, Y95, KSOL, WPHD, KCPX, WFLY, KZOU, WSPK, WKPE** and **KTRN**. Strong moves at **WGCI 14-9, US1 5-4, WCZY 25-21, KNBQ 35-31, KMEL 35-26, KKRZ 40-35** and **WKSE 40-36**.

COVER GIRLS SHOW ME ATLANTIC

Huge dance sensation picks up new airplay at **99DTX, WHYT, WTIC, WKSI, KCAQ, KTUX, WKPE** and others. Early jumps include **6-5 WGCI, 11-7 KROY, 6-5 KMGX, 38-34 KRBE, 29-20 BJ105** and **32-27 WRCK**.

ALBUM/ROCK

GREGG ALLMAN ANGEL EPIC

Former Wildcard pick continues to make its way at Top 40 radio. New at **KPKE, WFLY, KQKQ, KTUX, WXLK, KOKZ, 95XXX, KFMW** and **WGLF**. Early moves include **39-35 WCAU, 37-31 Z93** and **37-32 RK102**. Debuting for **94Q, WMMS** and **WEAG**. Album charting at **Peaches #7, Tracks #9, RTI #12, CML #13** and many, many more. Lots of MTV video rotation!

TESLA SUZIE GEFEN

Heavy metal act hits Top 40 with adds this week at **KDWB, WGH-FM, KOKZ, WCKN, KZFN, WKPE** and **KWTO**. Selling lots of albums.

POP/ADULT

KENNY G SONGBIRD ARISTA

Average Move: 2.47 Aggressives: 7

Another former Wildcard and rightfully so. With requests building and album sales breaking out nationally, this record is a hit. Adds this week at **Y95, WHYT, KS103, PRO-FM, KKRZ, WQUE, KROY, WNVZ, 93Q, WBCY, KZZU, WNYZ, WRCK, KIYS, KSMB, KQIZ, KC101, KO93, KKRZ** and others.

SYSTEM GROOVE ATLANTIC

Average Move: 2.36 Aggressives: 5

Developing on the Black charts and picking up Top 40 adds at **B96, Y95, WCAU, 92X, KMGX, KTUX, WPST, WRCK, K106** and **WGLF**. Big jumps include **4-1 WGCI, 3-1 KKDA, 5-3 KSOL, 25-17 KMEL, 24-20 WQUE, 31-27 WKSS** and **39-35 WTLQ**.

ANITA BAKER SAME OLE ELEKTRA

Average Move: 3.10 Aggressives: 6

Third release from multi platinum album maintains strong sales and gets new action at Top 40 from **PWR106, Y100, KMJK, WBBQ, KF95** and **WFXX**. Jumps at **KKDA 6-5, KSOL 20-10, WGCI 33-20, KHIT 40-35, KNBQ 38-34** and **KROY 23-19**.

SMOKEY ROBINSON SEE HER MOTOWN

Average Move: 3.14 Aggressives: 10

This week's adds include **KIIS, Z95, Y95, KRBE, PRO-FM, KCPW, KATD, KIMN, K98, WKSI, Y106, KEZB, 95XXX, KITE** and **KFMY**. Moves **11-6 WGCI, 29-20 KKDA, 32-19 WXKS, 28-13 KSOL** and **29-24 KMEL**.

TOM PETTY JAMMIN' MCA

Radio seems to be taking an early jump on this debut release from his forthcoming album. Early adds at **Z95, Z94, WMMS, Z93, WKSS, WNCI, KSND, KZZU, WNYZ, WZNC, WFXX** and **WIGY**. Label will be working Top 40 in two weeks.

FROZEN GHOST SHOULD I ATLANTIC

Top Ten Album/Rock cut continues to make noise at Top 40 with adds at **WLOL, KITS, KMJK, WKRZ, KNOE, KOKZ, WJMX, 95XXX** and **KDON**. Debuting at **WPST** and **Z104** and pulling phones.

RESTLESS HEART STILL RCA

Top Ten on the Pop/Adult charts and crossing steadily over to Top 40. This week's believers include **94Q, KMJK, KIMN, KIYS, KZZU, WNNK, WXLK, KIKX, WJMX, KQIZ, KZFN, WQCM, WCGQ, Q104** and **B98**. The album is breaking out at **Record Bar** and is beginning to sell nationally. Debuting for **Q105, WBCY** and **KSND**.

Arista Is

ON THE AIR

With These Five Great Hits



KENNY G

"Songbird" CROSSOVERS WINNER!
Last Week's "Wildcard"

We said it before, we'll say it again, Kenny G's **"Songbird"** is the perfect instrumental to freshen up your playlist. The album *Duotones* is closing in on 400,000 units with limited airplay. The single "Songbird" is beginning to generate the kind of immediate listener reaction we knew it would create. Don't take our word for it, read what these stations have to say.

NEW MAJORS INCLUDE:
WHYT KS103 KROY PRO-FM KC101
Y95 WQUE KKRZ WNVZ

WBBQ-Bruce Stevens: *"#1 in adult phones. "Songbird" moved from 11-7 in total requests. LP sales went from 6-4 behind #1 Beastie Boys, Bon Jovi, and U2. Total across the boards smash!"*

KMEL-Keith Naftaly: *"Kenny G's "Songbird" lights up the phones everytime it's on. The CD and LP have been Top 20 for months, and the call-outs look strong."*

WMMS-Kid Leo: *"Not only is the phone action great, the phone reaction is better, and by that I mean we get a lot of requests for Kenny G, but we get more calls to find out who it is when we play it. That is the sign of a real active song."*

KBEQ-Steve Perun: *"If you want adults... just play it!"*



THOMPSON TWINS

"Get That Love"

Everyone's getting it on with the Thompson Twins' latest smash **"Get That Love"**. Check out those adds, look at those chart moves, this is going to be the group's biggest hit yet. Need more convincing? Listen to the way it sounds coming over the the radio, and it won't be long before you too "Get That Love." The first single from their new album, *Close To The Bone*, the follow-up to the platinum LP, *Here's To Future Days*. R&R TOP 40: 38* AOR TRACKS : 47*

NEW MAJORS INCLUDE:
KIIS 94Q
KZZP WCZY



ARETHA/GEORGE

"I Knew You Were Waiting (For Me)" THIS WEEKS #1 RECORD EVERYWHERE!

The powerhouse couple of the year, Aretha and George, pick up steam on their way to #1. If you like to **"Rock-A-Lott"** (and who doesn't), then you're going to flip over Aretha's next single. Going for adds May 4th.

RUSSELL HITCHCOCK

The River Cried

RUSSELL HITCHCOCK

"The River Cried"

A powerful song, matched by an equally powerful performance. **"The River Cried"** the first single from the voice millions have come to love, Russell Hitchcock. From his upcoming debut solo album. Going for adds April 13th at Top 40 and A/C.



PATRICE RUSHEN

"Watch Out"

60 million people tuned in to see Maddie and David get horizontal on "Moonlighting." The record number of viewers received a special added treat, they were introduced to Patrice Rushen's smash R&B hit **"Watch Out"**. Make no mistake about it, they didn't just hear a snippet, they heard practically the entire song playing in the bar scene. Already Top 10 at R&B and getting bigger every day, "Watch Out," fueled by the exposure on "Moonlighting," is ready to explode at Top 40. "Watch Out" for Patrice's biggest crossover hit yet. Going for adds April 13th.

Coming Soon!

CARLY SIMON. Her just-released debut Arista album is already exploding at retail. Single announced soon!

EXPOSÉ. "Point Of No Return," the new single. Going for adds April 27th.

ARISTA

**Our
Records
Make
All The
Right
Moves...**



ROCK AND HYDIE

DIRTY WATER

The debut single from their upcoming album, "UNDER THE VOLCANO"

CLIMBING AT ALBUM ROCK AND
CROSSING NOW!

KITS	add	KTRS	add
WMMS	add	K104	add
WFLY	add	KNOE	add
KTUX	add	KKAZ	add
WCKN	add	B91	add
KZFN	add	WBWB	add

WGAN add
WOMP add

CKOI 40-30
KCPX 22-19

BREAKING AT:

95XXX
K98
KZZU
KQIZ
KFMW
CHED
KNAN

JON BUTCHER GOODBYE SAVING GRACE

HEAVY ROTATION MTV!
ALBUM ROCK BASE BUILDING, READY TO
CROSS NOW!

6* ALBUM NETWORK
7* AOR TRACKS

WXKS add
WGAN add
KNAN add

BREAKING AT:

WQUT
WJMX
K104
Q101





EARPICKS

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

Herb Alpert's second cut is the one as "Diamonds" featuring **Miss Janet Jackson** explodes to the top of the heap. **Lisa Lisa, Atlantic Starr** and **The Other Ones**, round out the Front Cover

Winners. Also strong are **Restless Heart** with their Pop/Adult crossover, **Kenny G** with his instrumental hit and **Cinderella** with their second release from their multi-platinum album.

WINNERS

1	HERB ALPERT	DIAMONDS	(A&M)	6	GREGG ALLMAN	ANGEL	(Epic)
2	LISA LISA	HEAD TO TOE	(Columbia)	7	RESTLESS HEART	LOVING YOU	(RCA)
3	ATLANTIC STARR	ALWAYS	(WB)	8	LEVEL 42	LESSONS	(PolyGram)
4	OTHER ONES	WE ARE	(Virgin)	9	KENNY G	SONGBIRD	(Arista)
5	KIM WILDE	HANGIN'	(MCA)	10	TOM PETTY	JAMMIN'	(MCA)

D AGRESTO/ TRACKS/ NOR
F Mac/ P Wolf/ R & Hyde/ H Alpert

DAVA ALBERTSON/ W MERCH/ AMA
Tesla/ P Sledge/ Poison

JACK ALEXANDER/ KKAZ/ CHEY
Journey/ S Robinson/ Toto/ S Thompson

JON ALLEN/ KZOU/ LITTLE ROCK
K Wilde/ D Bowie/ O Ones/ T Petty

D ANTHONY/ TALENTMAST/ ATLANTA
N Hendryx/ H Alpert/ L Lisa/ System

R ARMIJO/ REC BAR/ COR CHR
T Twins/ B Adams/ Kraftwerk

CRAIG ASHWOOD/ 94Q/ ATLANTA
O Ones/ F Ghost/ P Echo

JIM ATKINSON/ KWK/ ST LOUIS
System/ P Cetera/ A Supply

ED AUGUST/ WNNK/ HARRISBURG
J Wagner/ A Starr/ Level 42/ L Lisa

LAURA AVERY/ ROUNDUP/ SEATTLE
P Wolf/ B Monkeys/ B Adams/ L Lisa

WILLY B/ B104/ BALTIMORE
K Wilde/ RFTW/ A Baker

CHRIS BAILEY/ WNVZ/ NORFOLK
Kenny G/ K Wilde/ H Alpert

CY BARNES/ SOUND OF/ PHIL
A Starr/ S Roberts/ Lakeside

M BARNHILL/ REC BAR/ DURHAM
O Ones/ Dead Or A/ P Sledge/ Santana

LYNN BATCHECK/ REC & TAPE/ COL
R & Hyde/ G Vannelli/ System/ Cult

SANDY BEAN/ HARMONY HO/ DET
Santana/ Toto/ P Sledge

KEVIN BELCASTRO/ RK102/ BUFFALO
E Clapton/ P Echo/ Gowen/ H Lewis

MARTY BERGER/ WINK/ FT MYERS
H Alpert/ Journey/ Kenny G/ R Heart

BEN BRENT/ WALL TO WA/ PHIL
Gale/Morris/ Dead Or A/ Cinderella

DAVE BRYANT/ KISR/ FT SMITH
Cameo/ J Warnes/ O Ones/ H Alpert

CHET BUCHANAN/ KKRZ/ PORTLAND
Kenny G/ H Alpert/ Company B/ B Willis

NICK BULL/ TOWER/ SHERMAN OAKS
Stranglers/ Timbuk 3/ D Yoakum/ U2

DEB CAMPBELL/ TOWER/ WEST
Smithereens/ N Bros/ S Council/ C House

LORI CAMPBELL/ B94/ PITTSBURGH
H Alpert/ A Starr/ K Wilde/ Company B

MARC CHASE/ Y107/ NASHVILLE
P Simon/ R Heart/ N Bros/ B Willis

TIM CHRIST/ REC WOR/ BALTIMORE
Smiths/ Vigil/ Y N'dour

MIKE CLARK/ CML ONE ST/ ST LOUIS
Cinderella/ Journey/ Tesla/ C McDowell

JEFF COHEN/ STRAWBERRI/ BOSTON
T Petty/ H Gurus/ Cult/ J Butcher

TONY COLLINS/ KJ103/ OK CITY
Cinderella/ T Petty/ O Ones/ H Alpert

DON CROCKETT/ KTKS/ DALLAS
N Hendryx/ H Alpert

MIKE CROWDER/ KARMA/ INDI
T Twins/ G Sats/ U2/ B Adams

JODI DALE/ DANJAY/ SEATTLE
P Gabriel/ Stabilizers/ Level 42/ P Echo

HARLEY DAVIDSON/ KROY/ SACR
Truth/ C McDowell/ G Allman

JEFF DAVIS/ KYNO/ FRESNO
H Alpert/ Journey/ Dead Or A/ Santana

LEO DAVIS/ Q104/ GADSEN
O Ones/ A Starr/ H Alpert

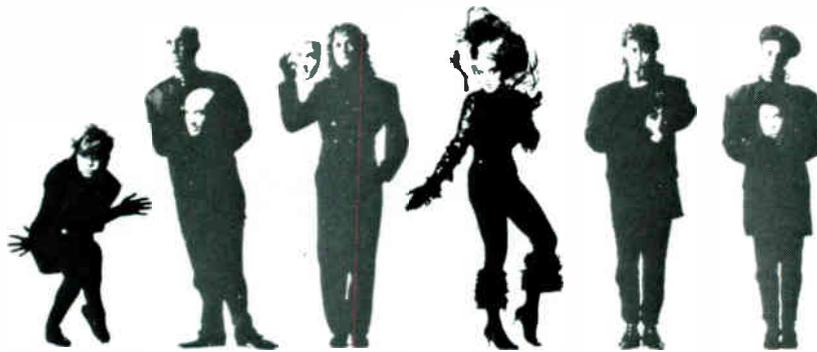
P DEMILLE/ 95XIL/ PARKERSBURG
Journey/ E Money/ K Loggins/ G Allman

MARTY DEMPSEY/ B106/ WASH D.C.
J Wagner/ L Lisa/ H Alpert/ O Ones

ELLEN DOLGINS/ Z94/ BOSTON
T Petty/ K Wilde/ Chicago/ P Echo

T DONOVAN/ LIEBERMAN/ KC
Autograph/ R Heart

T H E Y ' R E N O T



L I K E A N Y B O D Y



E L S E

T H E O T H E R O N E S

FLASHMAKER!

B106 add
KRBE add
WXKS add
WLOL add
WMMS add
KWSS add
KATD add

KMJK add
RK102 add
KROQ add
KZOU add
KIKX add
KIYS add
WKRZ add

WRCK add
WPST add
WBBQ add
KYYY add
WQCM add
KEYJ add
Q104 add

BREAKING AT:
KDWB
KCPX
WGH-FM
KZZU
KSND

"WE ARE WHAT WE ARE"

Produced By Christopher Neil For Nelson Unlimited Production © 1987 Virgin Records America, Inc.

The Virgin Records logo, featuring the word "Virgin" in a stylized, cursive script.



EARPICKS

HAY DOWD/ WKSS/ HARTFORD
H Alpert/ A Starr/ Comapny B/ R Heart

V ELLIOTT/ VINYL VEND/ KALA
B Jovi/ D Bowie/ Kenny G/ H Lewis

STEVE ELLIS/ HOT103/ NYC
System/ L Rascals/ L Lisa

LESLIE FRAM/ WABB/ MOBILE
L Lisa/ A Starr/ R Heart/ T Petty

MILLER- FREED/ NORTHERN L/ MPLS
J Watley/ L Thomas/ Age Of Ch/ P Enemy

DAVE GILLEN/ WKSE/ BUFFALO
L Lisa/ H Gurus/ D Gibson/ Company B

JOEY GIOVINGO/ B97/ NEW ORLEANS
P Cetera/ S Robinson/ L Lisa/ Company B

MARTIN GREENE/ WJMX/ FLORENCE
P Gabriel/ B Willis/ F Mercury

KEVIN HAINES/ 92X/ COLUMBUS
System/ Kenny G/ O Ones

B.J. HARRIS/ KX104/ NASHVILLE
R Heart/ B Monkeys/ G Allman/ B Jovi

NEIL HARRISON/ K106/ BEAUMONT
G Allman/ L Lisa/ H Alpert

CURT HARTOG/ KO93/ MODESTO
C DeBurgh/ Level 42/ T Twins

JIMMY HEIKKALA/ RAINBOW/ SF
K Wilde/ H Alpert/ P Simon/ A Starr

J HIGGENBOTHAM/ WZLD/ COL
H Alpert/ R Heart/ Toto/ Santana

S HOBERMAN/ RTI ONE-ST/ OMAHA
J Watley/ J Rodman/ P Rushen/ Beatles

BOB JACKSON/ WBAM/ MONT
A Starr/ K Moe Dee/ H Alpert/ G Allman

MARK JACKSON/ WHYT/ DETROIT
H Alpert/ N Hendryx/ System/ Kraftwerk

PAUL JOHNSON/ PRO ONE-ST/ TEMPE
XTC/ D Sylvian/ Saints/ Heaven 17

ESA KATAJAMAKI/ NAVARRE/ MPLS
H Alpert/ C McDowell/ P Sledge/ Tesla

WILL KAUFFMAN/ WQCM/ HAGER
K Wilde/ T Petty/ H Alpert

KEVIN KEI/ FM102/ SACRAMENTO
Journey/ C McDowell/ Cameo

CLAUDIA KEITH/ FUN STUFF/ LA
R Heart/ G Allman/ T Petty

ROBIN KING/ WNOK/ COLUMBIA
Cinderella/ H Alpert/ A Starr/ L Lisa

CHUCK KNIGHT/ KRNO/ DES MOINES
G Vannelli/ J Warnes/ P Lekakis

S LEPERE/ KTFM/ SAN ANTONIO
H Alpert/ Covergirls/ Company B/ A Starr

JIM LEVEN/ WWFX/ BANGOR
A Supply/ P Echo/ Farrenheit/ H Alpert

N LEWIS/ MUSIC PEOP/ OAKLAND
T Twins/ U2/ Santana/ S Red

DOUG MACIVER/ FACE THE M/ ROCH
P Simon/ B Jovi/ Kansas/ Level 42

MIKE MANDZIA/ BUZZARD'S/ COL
E Money/ B Jovi/ E Clapton/ J Blackfoot

GREG MARSHALL/ ST SIDE/ ST LOUIS
H Alpert/ Cinderella/ Tesla

DAVID MARTIN/ KZIO/ DULUTH
P Furs/ P Echo/ G Allman/ Level 42

MIKE MASKA/ SAM GOODY/ NJ
H Alpert/ C McDowell/ Tesla/ P Sledge

M MATTHEWS/ KHIT/ SEATTLE
A Baker/ O Ones/ Kenny G/ D Williams

LEE MCCARD/ WCGQ/ COLUMBUS
Kenny G/ G Allman/ Toto/ Cinderella

M MCCORMICK/ WGRD/ GR RAPIDS
G Allman/ F Ghost

T MELLENCAMP/ POLYGRAM/ HOUS
K Wilde/ D Bowie/ B Adams/ U2

MARC MERCURIO/ REC & TAPE/ COL
N Kamen/ P Gabriel/ K Wilde/ B & Hines

DEE ANN METZGER/ KPKE/ DENVER
R Heart/ Stranglers/ L Lisa/ G Allman

RAYMOND MEZA/ KAMZ/ EL PASO
H Alpert/ Kenny G/ Company B

J.J. MONTANA/ KBFM/ BROWNSVILLE
A Starr/ G Allman/ B Jovi

KEITH MONTGOMERY/ KQIZ/ AMA
R Heart/ H Alpert/ System

B NORDSTROM/ MUSICLAND/ MPLS
H Jones

N NORRIS/ WCKN/ GREENVILLE
Kenny G/ A Starr/ K Wilde/ R Heart

GYNNY O'HARA/ KIIK/ DAVENPORT
Santana/ Kenny G/ A Starr

BOB O'NEIL/ KITE/ CORPUS CHRISTI
A Starr/ K Moe Dee/ RFTW/ K Wilde

MIKE OLIVER/ B93/ AUSTIN
L Lisa/ A Starr/ Company B

V OLIVERA/ SEA PORT O/ PORTLAND
U2/ Level 42/ Prince/ C House

HELENE PINA/ KRBE/ HOUSTON
O Ones/ R & Hyde/ H Alpert

JIM PRIMERANO/ TRANSCONTI/ BUFF
H Alpert/ C McDowell/ Santana

JIM REITZ/ WRCK/ UTICA
L Lisa/ A Starr/ T Petty/ H Alpert

JOHN ROBERTS/ KEGL/ DALLAS
Stryper/ Cinderella/ E Money/ L America

CARRIE ROHE/ MUSICLAND/ MPLS
B Willis

K ROMERO/ KSAQ/ SAN ANTONIO
R Heart/ Level 42/ R & Hyde/ F Ghost

DAN ROSE/ WVSR/ CHARLESTON
A Starr/ G Allman/ Heaven 17/ Housemartins

DAVE ROY/ TRANSWORLD/ ALBANY
F Ghost/ R & Hyde/ L America/ L Lisa

STEF RYBACK/ KC101/ NEW HAVEN
H Alpert/ R Heart/ K Wilde

BOB SAY/ MOBY DISC/ LA
H Gurus/ Damned/ Cult

NO SPLIT DECISION



D A V I D

BOWIE

DAY IN DAY OUT

45 41 HITS TOP FIFTY SINGLES!
THIRD KILLER WEEK!
CHECK OUT THE SUPER HEAVY VIDEO!
PULLING GIANT PHONES!
TOP 5 ALBUM ROCK!

Z93	add	KITS	17-7
WLOL	add	KROQ	19-12
KKRZ	add	RK102	34-25
WAPI	add	WCAU	30-25
WGTZ	add	KS103	30-25

WMMS 36-26

Y100 35-27

Y95 30-27

WEAG	deb 27
WPHD	deb 32
KMEL	deb 33
KRBE	deb 36
99DTX	deb 37
KEGL	deb 37
KHIT	deb 38

KIIS 32-28

PRO-FM 33-29

KMJK 34-30

B96 33-30

WKSE 35-31

92X 35-31

WKSS 38-34



P E T E R

WOLF

COME AS YOU ARE

16 15 HITS TOP FIFTY SINGLES
ALBUM SHOWING STRONG SALES
BEHIND HIT VIDEO AND SINGLE!
R&R 18-15!
TOP 5 ALBUM ROCK!

Q107	add	WLOL	5-4
B106	add	Z94	8-5
94Q	add	KRBE	13-7

HOT SALES AT:
Lieberman/Chicago
Lieberman/Mt Laurel
Harmony House
Show Industries
Strawberries
Elroys
Record World
CML One-Stop
RTI One-Stop
Sea Port One-Stop
Streetside
Buzzard's Nest
Zips

PRO-FM	12-7
WMMS	10-7
WXKS	15-11
Z95	14-11
WKTI	13-11
KDWB	17-12
WCZY	17-13
Y100	15-13
Z93	15-13
WCAU	21-16
KMJK	19-16
99DTX	22-18
KHTR	27-21
KKRZ	33-29





EARPICKS

STEVE SHANNON/ KZFN/ MOSCOW
H Alpert/ D Allen/ Damned

KATHY SHEDD/ GAMCO/ MPLS
J Warnes/ R Lynch/ C Crew/ O Ones

M SHISHIDO/ I-94/ HONOLULU
L Lisa/ H Alpert/ A Baker/ K Moe Dee

GINA SHURTS/ KFMY/ PROVO
K Wilde/ D Dixon/ Dead Or A

KIM SIMMONS/ HOUSE OF G/ ROCH
U2/ Prince/ L Lobos/ D Edmunds

DIXON SINGLETON/ REC BAR/ SAV
R & Hyde/ D Bowie/ Level 42/ T Twins

STEVE SMALL/ KSMB/ LAFAYETTE
Kenny G/ A Starr/ H Alpert/ L & Rockets

DOUG SMITH/ NATIONAL R/ PITTS
Cinderella/ Journey/ Tesla/ Toto

CINDY SMITH/ SOUND WARE/ DALLAS
L America/ Truth/ Cult/ U2

S SMITH/ Y97/ SANTA BARBARA
O Boingo/ H Alpert/ P Echo/ Dead Or A

D ST JAMES/ KKXX/ BAKERSFIELD
H Gurus/ S Robinson/ G Allman/ Stryper

KATHY STAMM/ RADIO DRS/ MIL
B Jovi/ E MOney/ Dead Or A/ H Gurus

ROBIN STEELY/ CENTRAL SO/ NASH
Dokken/ C Crew/ U2/ G Sats

JERRY STEFFEN/ WSPT/ STEVENS PT
O Ones/ H Alpert/ Level 42/ E Money

BRUCE STEVENS/ WBBQ/ AUGUSTA
O Ones/ K Loggins/ G Vannelli/ B Willis

RICH STEVENS/ Z103/ TALAHASSEE
Cinderella/ P Simon/ Europe/ T Twins

PHIL STEVENS/ FM96/ VALDOSTA
L Lisa/ Klymaxx/ NC Rockers

ROB TAYLOR/ LIEBERMAN/ CHICAGO
Beaters/ J Wagner/ E Clapton/ Journey

LORI TEUFEL/ ZIPS/ TUCSON
Whitesnake/ B Adams/ REO/ U2

AL TEVERA/ PWR106/ LA
Covergirls/ L Lisa/ No Sovereign

S THEROUX/ KZOZ/ LAN LUIS OBISPO
B Monkeys/ P Echo/ Dead Or A/ Level 42

DICK THOMPSON/ WHOT/ YOUNGS
D Bowie/ A Starr/ H Alpert

DON THUERK/ DANJAY/ SEATTLE
Cult/ Level 42/ B Adams/ G Moore

M TOCKER/ HARVARD CO/ BOS
L Phillips/ Tesla/ W Squares

HOWIE WAHLEN/ PEACHES/ SEATTLE
M Disney/ J Hendrix/ B Adams/ Who

T WAITEKUS/ WCIL/ CARBONDALE
J Johnson/ K Wilde/ L Lobos/ L Lisa

NANCY WALLACE/ GEM ONE/ CLEV
T Dream/ R Travis/ D Sanborn/ Whispers

TERRI WEBBER/ KTUX/ SHREVEPORT
Level 42/ Company B/ System/ G Allman

GARY WEINSTEIN/ KATD/ SAN JOSE
K Wilde/ L Lisa/ Kenny G

CHRIS WILLIAM/ WROQ/ CHARLOTTE
Truth/ O Ones

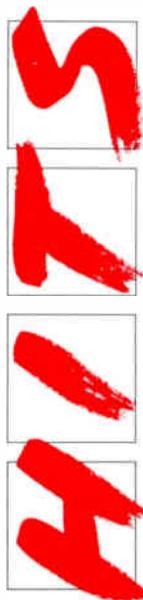
MIKE WILLIAMS/ SHOW INDUS/ LA
KD Lang/ C House/ O Boingo

LARRY WILLIAMS/ WRCK/ UTICA
L Lisa/ O Ones/ H Alpert/ N Ranger

STEVE WYROSTOCK/ PWR99/ ATL
L Lisa/ A Starr/ T Petty/ O Ones

D YASNER/ 95XXX/ BURLINGTON
Toto/ N Martinez/ H Alpert/ T Petty

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HITLANTIC

COMPANY B

Fascinated

CROSSOVERS WINNER!
DEBUT HITS TOP 50 SINGLES!
GIANT DANCE RECORD!
TOP 5 SAN FRANCISCO & MIAMI!

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)
COMPANY B	3.47	12	7	5	7

KITS add	WJAD add	KMEL 5-4	Z100 20-17
WKSE add	Y97 add	Y100 5-4	PWR95 28-21
KATD add	KNIN add	Z102 8-6	KS103 35-28
WHYT add	WKQB add	WTIC 10-8	BJ105 38-29
B97 add	KC101 add	B96 23-16	Y106 39-34
WNCI add	WINK add		
WKSS add	WKPE add		
WKRZ add	KISR add		
WDJX add			
98PXY add	FM102 deb 24		
KF95 add	WXKS deb 25		
WLAN add	WNVZ deb 28		
WFXX add	KRBE deb 33		
WNOK add			

ALSO BREAKING AT:
 KKBQ WGTZ
 KWSS WQUE
 KROY KTFM
 KCPW KITY
 WTLQ

FROZEN GHOST

Should I See

CROSSOVER!
MAJOR MARKET TOP 40 ADDS ON THIS ROCK SMASH!
8* R&R AOR ALBUM CHART
8* R&R AOR TRACKS

KITS add	KDON add	KOZY 17-13
WLOL add	KXYQ add	K104 26-19
KMJK add	KQCR add	
WKRZ add	OK95 add	ALSO BREAKING AT:
KNOE add	WHFM add	WXKS WMMS
KOKZ add	OK100 add	PRO-FM KCPX
WJMX add	KIOK add	WPHD KSAQ
95XXX add	WZYQ add	RK102 WTLQ
		WPST KSND
		Z104 WERZ

THE SYSTEM

Don't Disturb This Groove

CROSSOVER!
HUGE DANCE RECORD CROSSING TOP 40 WITH MAJOR MARKET ACTION!
3-2 R&R BLACK/URBAN

ARTIST	AVERAGE MOVE	TOP 10	TOP 5	Lp SALES (1 to 10)
SYSTEM	2.36	4	4	7

WCAU add	FM102 deb 37
B96 add	Y106 deb 40
92X add	
Y95 add	KMEL 25-17
WPST add	WQUE 24-20
WRCK add	WKSS 31-27
KTUX add	WTLQ 39-35
KMGX add	
K106 add	ALSO BREAKING AT:
WGLF add	KRBE KITY
	Y100 WKRZ



HITS

INPLAY

An alphabetical listing of currently active singles

ARTIST TITLE	PRODUCER WRITER	LABEL TIME	COMMENTS
ABBOTT, GREGORY I GOT THE FEELING	Abbott Abbott	Col-38-06632 4:00	Selling in selected major markets and still growing on the Black and Pop/Adult charts. Check local action.
BLOW MONKEYS IT DOESN'T HAVE TO...	Baker Dr. Robert	RCA-5138-7-R 3:30	Strong week with majors as the momentum begins to pick up. Adds include FM102, KRBE, WXKS and KITY.
BUTCHER, JON GOODBYE SAVING GRACE	Proffer/Butcher Butcher	Cap-5693 3:52	Gaining quickly on the Album Rock charts. New action at WXKS in Boston.
CETERA, PETER ONLY LOVE KNOWS WHY	Omartian Cetera/Bitzer/Omartian	WB-7-28379 3:59	Ballad scores with Top 40 adds at WPHD, KZOU and KNIN. Building simultaneously at Pop/Adult radio.
DEAD OR ALIVE SOMETHING IN MY HOUSE	Stock/Aitken/Water:nan Dead Or Alive	Epic-34-07022 3:38	Second week action includes new play at KITY, K106, KITE and Y97. Follow-up to Top 15 hit.
DIXON, DON PRAYING MANTIS	Dixon Dixon/Glasagow	Cap/Enigma-n/a 3:55	Hot requests are being reported by KQIX, KZFN, WCIL, KATD, and WRQN. New play at KHYT.
DOKKEN DREAM WARRIORS	Kernon Dokken	Elek-7-69483 4:34	Sensational cut from "Nightmare On Elm Street III" is hot at Album radio and big on video. New at KDON.
EDDIE & THE TIDE PRESENCE OF BEAUTY	Olsen Ward/Clarke	Atco-7-99470 3:20	Developing in the Bay Area. New at KIKK.
FROZEN GHOST SHOULD I SEE	Lanni Lanni	Atl-89279 3:48	Building strongly at Album Radio and picking up new Top 40 support each week. See Crossovers.
HAY, COLIN CAN I HOLD YOU	Perry Hay	Col-38-07042 3:34	Second cut from former Men At Work leader. New at KQIZ.
HEAVEN 17 CONTENDERS	Heaven 17 Gregory/Marsh/Ware	Virgin-7-99468 4:21	Developing big in the dance clubs. New at KITS in San Francisco and KFMY.
HENDRYX, NONA WHY SHOULD I CRY?	Johnson/Bernard Johnson/Hendryx/Keith	EMI -8382 4:23	Exploding on the Black charts and ready to cross. A hit in the making.
JOEL, BILLY BABY GRAND	Ramone Joel	Col-38-06994 4:00	New action this week includes adds at WHYT and KIKX. Happening on the Pop/Adult charts.
KANSAS CAN'T CRY ANYMORE	Graydon Gordon/Williams/Gruska	MCA-53070 3:50	Out of the box action on this strong ballad includes KIKX, WERZ, KZZU, 95XIL and KQIZ. New this week at KSKG and KKAZ.
KOOL MOE DEE GO SEE THE DOCTOR	DeWese/LaVaba DeWese	RCA-1041-7-J 4:00	Rap record is already big at KCPW and FM102. New at WNYZ, WAVA, WZNC and I94. Pulls big phones.
MONDO ROCK PRIMITIVE LOVE RITES	Drescher Wilson/Hackett	Col-38-06981 4:10	New music on Columbia scores with adds includes 95XIL. One to hear.
OINGO BOINGO NOT MY SLAVE	Elfman/Bartek Elfman	MCA-53050 3:55	Huge on the West Coast in sales including great sales at Tower and Warehouse. New at KS103, KITY, KIKX and KISR.
ROCK & HYDE DIRTY WATER	Fairbaim/Rock/Hyde Rock/Hyde	Capitol-5691 4:20	Second week action on developing Album Rock hit includes adds at KITS, WMMS, WFLY, KNOE, WCKN, KZFN and KTRS.
RUSHEN, PATRICE WATCH OUT	Mims Brown/Rushen	Arista-9562 n/a	On Moonlighting final show. Starting to pull requests.
SLEDGE, PERCY WHEN A MAN...	None Lewis/Wright	Atl-7-89262 2:50	Re-release from the Platoon soundtrack picks up adds at KCPW, WJMX and KISR.
STABILIZERS ONE SIMPLE THING	Diante Christenson/Nevins	Col-38-06589 3:31	Happening big in Minneapolis and Cleveland. Needs to spread quickly now. New at WL0L.
TOTO TILL THE END	Toto Paich/Williams	Col-38-07030 4:07	Third release from their current album. One to hear.
VANNELLI, GINO WILD HORSES	Vannelli/Vannelli/Vannelli Vannelli/Freeland	CBS-254-06699 4:12	Starting to pick up momentum now and pulling solid phone response. New at 94Q, KIKX, KMJK and WCGQ.
VERA, BILLY LET YOU GET AWAY	Bunetta/Chadacoff Vera	Rhino-74405 3:26	Theme from "Blind Date" scores with an add at KF95.
WAGNER, JACK WEATHERMAN SAYS	Barri/Peluso Jameson/O'Leary	WB/Qwst-7-28387 3:55	Major market stations are interested in this record. Adds KHYT, BJ105, B106, KMGX, KQIZ and WKPE. On Z100 and Z95.

ARE YOU STILL PLAYING THE SAME OLD STUFF?

TRY THESE

THE GREGG ALLMAN BAND

I'm No Angel

DIRECTION: STRIKE FORCE

CROSSOVERS WINNER!

35-32 HITS TOP FIFTY ALBUMS!

FORMER WILDCARD 3/30/87!

ALBUM ROCK VETERAN ONCE AGAIN

EXPLODING TOP 40!

KPKE add	WEAG deb 25	WCAU 39-35
KTUX add	94Q deb 31	PWR99 38-35
WXLK add	WMMS deb 40	
WFLY add		
KQKQ add	Z93 37-31	
95XXX add	RK102 37-32	
WGLF add	WROQ 36-33	
KOKZ add		
KFMW add		

BREAKING AT:

KATD
KMJK
KCPX
KSAQ
WRNO
WBCY



WPHD add	KKRZ 40-35
WFLY add	WKSE 40-36
KZOU add	BREAKING AT:
WCZY 25-21	WCAU
KMEL 35-26	KTKS
KNBQ 35-31	KRBE
KCPW 35-33	KUBE
	KBEQ
	KMJK

CROSSOVERS WINNER!

33 HITS TOP FIFTY ALBUMS!

TOP 5 URBAN AND BREAKING TOP 40!

LUTHER VANDROSS & GREGORY HINES

There's Nothing Better Than Love



DEAD OR ALIVE

Something In My House



CLUB PLAY IS CREATING TOP 40

AWARENESS ACROSS THE COUNTRY!

KITY add	KITE add	ALSO BREAKING AT:
K106 add	Y97 add	WJAD KSKG
	KCPX deb 36	KZFN KTMT
	B96 deb 39	I-94 OK95
	KROQ 26-19	KFMY
		WBBM
		KNAN

DEBUT SINGLE BRINGS

IMMEDIATE

UPPER DEMO PHONES!

94Q add	WLOL 12-7	BREAKING AT:
KMJK add	CKOI 15-10	CKOI
WBBO add	CHED 20-14	WVSR
KIKX add	KSND 19-14	CHED
WCGQ add	WPFM 20-15	WPFM
	Y108 26-19	
KIMN deb 30	KIYS 25-21	
Z93 deb 33	KQCR 39-34	
KZZU deb 40		

GINO VANNELLI

Wild Horses



CBS ASSOCIATED



SPOTLIGHT

By Roy Trakin
and Michael Corcoran

High up on the 35th floor of a downtown Houston office building, 35-year-old President and CEO, Connie Wodlinger, plots the direction of her fledgling Hit Video U.S.A. network, guiding it through the often treacherous, cut-throat world of video music. It hasn't been an easy road since the satellite-delivered channel bowed on December 16, 1985 as Bruce Springsteen wailed, "Born In The U.S.A." With record company and cable system exclusivity pacts, MTV and its sister station VH-1 have pretty much dominated the video music scene, but Hit Video U.S.A. isn't taking that lying down.

"MTV has essentially cut off our growth in the cable area, which is why we've turned our attention to broadcast television," says Michael Opelka, Vice President of

Programming and Network Operations for Hit Video U.S.A. Describing the channel as "Top 40 video," as opposed to MTV's album-rock bias, Opelka insists there's a place for another music outlet. "In this day and age of *Cosby*-esque programming charges, we are an economic alternative."

Indeed, Hit Video U.S.A.'s current household penetration tops 16 million, which comes to about half of MTV's latest figures. They are carried nationally by a loose network of over 100 broadcast, UHF, low power and cable affiliates, although their growth in the latter area has been effectively stymied by MTV until now. The fact that they are blocked from 90% of the cable markets has led them to seek anti-trust legislation, a cause that has been taken up by a number of Senators and now, the Federal Trade Commission. These cable and video exclusivity deals exist from MTV's successful attempt to quash Ted Turner's proposed video music network a few years back.

But Hit Video U.S.A. isn't spending all its time tilting against windmills. Although not expected to make money until 1988, the channel has attracted distribution by undercutting MTV, offering cable systems programming for \$.02 per subscriber per month, along with six minutes of commercial time per hour of the eight available minutes. By comparison, MTV retains six minutes per hour and offers local affiliates two minutes of commercial time. On the broadcast side, Hit Video U.S.A. has an hourly rate based on market size, requiring each station to take a minimum of 15 hours per week.

Hit Video U.S.A. also boasts a Top 40 format which is patterned after new crossover radio outlets such as L.A.'s Power-106 or New York's Z-100. Opelka describes his playlist as 50% "straight Top 40," 25% album-rock crossover and 25% urban crossover. The channel's Power Rotation is 4 hours and 20 minutes, meaning the thirteen videos in that category air five-six times a

day. The "Heavy" category includes fifteen clips which air three times daily, once every seven hours, while the "New" videos rotate once every eleven hours. There are anywhere from 10-15 debuts, or adds per week. Unfortunately, the station's playlist is restricted by MTV's exclusivity deals, which are announced as thirty days, but effectively prevent the competition from airing certain clips for up to six months.

"Because we can't play certain videos, we get the opportunity to go out on a limb with new product," says Opelka, pointing to his station's airplay for such bands as MTM's *In Pursuit*. MTV exclusivity prevents Hit Video U.S.A. from programming 17 of the current Top 100 singles and almost one-third of the top album-rock tracks.



Connie Wodlinger
President, C.E.O.



Mike Opelka
Executive V.P.

DAVID vs. GOLIATH



GOES
UP
AGAINST



"It used to be worse, but artist awareness has stopped it," claims Opelka. "Many musicians are saying no more, because, to have their videos tied up for six months isn't very productive in the area of artist development."

Despite that roadblock, Opelka says his relationships with the record labels couldn't be better. "We have openings to play some of the stuff that would never get exposure on radio. We're onto things nobody else would touch. We can go out on a limb with a sound or a look, which is what we did with Europe last summer. And look at them now. We did it with Jody Watley, Poison, Georgia Satellites and Cinderella and I can't touch the second singles for either the Satellites or Cinderella now."

One advantage Hit Video U.S.A. has over MTV is the fact that it goes out live, which means they can react to audience requests immediately. Opelka claims the station's toll-free phone lines fielded over 100,000 calls last month, with promotions and on-air giveaways an important aspect of the channel's image.

Hit Video U.S.A. is just one part of the Wodlinger Broadcasting empire, which includes radio stations in Kansas City, MO, Leavenworth, KS and Ft. Myers, FL. The Wodlingers dipped their toe in the TV waters when the company was awarded a license to build the first major market low-power television station in Houston, TV5. Programming round-the-clock videos, hosted by well-known area radio personalities turned V.J.'s, TV5 boasted state-of-the-art graphics and elaborate sets but a viewing range of only 15 miles. After six months of fine-tuning, TV5 metamorphosed into Hit Video U.S.A. and the gauntlet was thrown to MTV.

A little less than a year and a half later, Hit Video U.S.A. has already outlasted such experiments as Ted Turner's ill fated channel and the Discovery Network, and made serious inroads in terms of viewing

audience.

"We can go head-to-head with MTV in our on-air look and talent," states Opelka. "I think your average video viewer is so much more sophisticated now than he was five years ago. And, just as radio has developed its own formats, I think you're starting to see the same thing happening in video. And, as those formats diversify and grow, the music industry stands to reap greater benefits from discovering success stories in each of those formats. As opposed to limiting ourselves to one service and one format."

Although they haven't been able to break MTV's stranglehold on the New York market, Hit Video U.S.A. has strong penetration in Pennsylvania, Ohio, Chicago, Phoenix, Houston, Lincoln, NE and now, Los Angeles. Opelka hopes to

pass 35 million households by the end of 1988, when he insists the network will have reached the break-even point. And, by concentrating on broadcast, rather than cable, television, this not-so-li'l not-so-ole' music video channel from Texas hopes to find its niche.

"We can be a profitable, readily identifiable station in a market in no time at all," says Opelka. "We're a strong afternoon alternative or a Saturday option to wrestling, religion and cartoons. We're an economical and attractive package, but we're so new and daring, we're trying to build a few success stories first. I think broadcasters are starting to recognize our viability. The credibility has gone back into music video programming. There was a shake-out, but we're starting to see a growth pattern. And those that are meant to be, will be...."



Hit Video USA Air Staff



RERAP

by Toni Profera

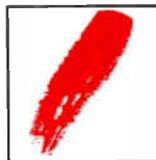
Is this **Tipper Gore's** America? - One city councilman from Charleston West Virginia called an incident involving lewd and lascivious behavior at a recent **Poison** concert at the Civic Center "disgusting," and there is now a movement in that town to start "rating" rock concerts. Some have gone so far as to suggest that bands send "previews" of their shows to a review board! While we're on the subject - did anyone catch the **Oprah Winfrey** show last week which had Tipper Gore, **Bob Guccione Jr.**, **Jello Biafra** (ex-**Dead Kennedys** member), as well as a fourteen-year-old boy (who's favorite band is **Metallica** - we love it), and his mother on the panel. Thank you Oprah. And by the way, maybe someone should send Ms. Gore the lyric sheet on **Prince's** latest offerings..... This just in from **El-roys' Bruce Imber** - the 72 store chain will be opening a new 4500 square foot store in the upscale, affluent, Brooklyn Heights section of New York. Instead of the usual **Record World** banner though, this one sports the name **Square Circle**. It differs greatly from the rest of the chain in concept, in that it will cater to the demographics of the area by addressing a jazz, classical and new-age customer.

Debbie Does N.Y.



That's Atlantic's **Debbie Gibson** (c) with **Vinyl Mania's Manny Lehman** (l) and **Anthony Sanfilippo** of Atlantic during a recent in-store in N.Y.

Also contained in the store will be an art gallery featuring local artists, as they are endeavoring to make this more than just a place to purchase records, but rather the "cultural hub" of the neighborhood..... The seventh annual **Minnesota Musical Awards** is scheduled to take place on April 23. Of course, the **Prince-man** will be in Europe touring at that time - so who's going to be the big star to play at these awards? Well, there is a major push for a reunion of the **Time** and/or **Janet Jackson**. But more on that as it develops..... Now that **Prince's Revolution** has been re-vamped, the old line-up is looking for stuff to do. The latest skinny around town is that **Mark Brown** (former **Revolution** Bassist) has been hanging around with **Bootsie Collins** on one sort of musical endeavor or another..... May the **G-Force** be with you! **Doug Smith's** (**National Record Mart**) favorite band from the Steel City has signed with Atlantic and their first effort for the label will be released by the end of April. They've already been seen by a few million folk as they have opened for **Van Halen** on two previous tours..... It's official - immediately! **Sound Video Unlimited** will be changing their name to **Baker & Taylor**, the concern which purchased the company earlier this year..... This was the big weekend for Los Angelenos in the record biz and visiting rock dignitaries from 'round the nation, as a multitude of fund raising events kicked off for the **T.J. Martell Foundation for Leukemia**. Among them, a golf tournament (Friday), a softball game (Friday night), a bowling party (Saturday night and into the early a.m. hours). The final act takes place in New York next weekend at the annual black-tie event which brings in the big-bucks and the big-players each year.



MUG SHOTS



NO, IT'S NOT AN ALLMAN BROS. REUNION— *Epic/Portrait/Associated labels celebrate the Gregg Allman Band's recent SRO Ritz concert in N. Y. C. Pictured from left to right, are: Dan Beck, E/PIA Vice President, Product Development; Michael Caplan, Director, Talent Acquisition; Robert Smith, Director, Product Management, East Coast; Ray Anderson, Senior VP, Marketing; Gregg Allman; William Perkins, Gregg Allman Band manager; Jim Caparro, VP Sales; and Frank Rand, Vice President, National A&R.*



NOW START GLOBETROTTING— *Capitol Records executives greet A&R whiz kid Simon Potts (second from left), who joined the label as Senior Vice President, A&R worldwide. From left to right, are: David Berman, President, Capitol Industries-EMI, Inc.; Potts; Don Zimmerman, President, Capitol Records; and Joe Smith, Vice Chairman and CEO, Capitol Industries-EMI, Inc.*



GRAMM ON THE ROCKLINE— *Atlantic recording artist Lou Gramm (middle) takes live calls during an appearance on the Global Satellite Network's "Rockline," broadcast throughout North America. Shown at the studio after the show, are (from left to right): Perry Cooper, Vice President of Artist Relations & Media Development, Atlantic Records; Steve Nider, Gramm's production coordinator; Dennis Katz, Gramm's attorney; Gramm; Judy Libow, Vice President, Promotion, Atlantic Records; Mark (who's he?) Felsot, Associate Producer, "Rockline"; and Bob Kaus, Director of Media Development and Information Services, Atlantic Records.*



“[Playing new music] is not our responsibility; it is our pleasure.”



“For the long haul, you must continue to challenge yourself.”



“I’m somewhat in the position that the New York Giants’ Bill Parcells is in.... Everybody thinks he’s a great coach, but they also think Pee Wee Herman could’ve taken that team to the Super Bowl.”

very strait-jacket market mentality, where all they were playing was stuff like Anne Murray and Helen Reddy. Once again, you have to continually challenge yourself and perform as your own competition. So that no one else will become it. The classic line is that *Playboy* should have invented *Penthouse*.

Q Or bought it....

A Well, that’s more like today, with all the mergers we’re getting.

Q Did the switch from album-rock to Top 40 affect the kind of advertisers you were getting?

A There was a time when album-rock was looked upon as not being that attractive a time buy for certain age groups. But that’s all changed with the tides and the Arbitron ratings. Now, “Classic Rock” is trying to break into the 25-49 bracket as is adult pop, which is becoming very attractive. In fact, album radio is getting enticing again, too. You’ve got to have an effective sales department, which has to translate to the ad

agencies what the numbers mean.... and what your station means in the market. They’re not buying television time, they’re buying the nation. With radio, the advertisers buy market by market. We have a very effective sales staff which can interpret those numbers, no matter what you call our format.

Q Did video make big inroads in your market when MTV started five years ago?

A I’d like to go on record saying, WMMS played Duran Duran before there even was an MTV.

Q Has the possibility of locating a Rock ‘n’ Roll Hall of Fame in Cleveland as well as the recent filming of Paul Schrader’s *Light Of Day* in town been important to the ongoing cultural revival of the city?

A Yes, very much so, and it makes me happy to see that rock ‘n’ roll has been the impetus in Cleveland’s comeback. It is gratifying to see rock ‘n’ roll be accepted by our political figures, like our

Governor and Mayor. We’ve seen all those movies where politicians refer to rock as the ‘devil’s music,’ so this new attitude is certainly welcome, especially in the light of Tipper Gore and her ilk. They are more and more becoming believers that rock ‘n’ roll is good for the city. Someone asked me about the drive to get the Hall of Fame here, and I said it has united the grandchildren and grandparents of this city. And it’s true.... we got calls at the station from 65-70-year-olds with their support. And we had seven or eight-year-olds offering the same encouragement. And it was great to see. The city’s on a roll in other ways, too. The Cleveland Browns almost made it to the Super Bowl, and you gotta figure them to be favored to get there next year. And some national publications are even picking the Indians to win the American League East. It’s a great mix, because I’ve always believed sports and music go hand in hand.

Q Are you doing now what you’ve always wanted to?

A Oh yeah. I might want to be Greg Norman, winning millions on the golf tour, but I’ll settle for what I’m doing.

Q Do you listen to a lot of music when you’re at home?

A Somewhat both on the radio and my home system but mostly I prefer watching sports on TV and playing with my kids, who I get to see every eight years or so.

Q Would you ever leave Cleveland?

A I’ve been in this town all my life. I don’t think I’ll ever leave, though I’ll definitely take vacations.

Q What is WMMS’ current listener demographic?

A We are #1 in teens, #1 in 18-24 male and female, #1 in 25-34 males and, most times, females, and some amazing 35+ numbers.... As they get older, they don’t stop listening to us, either. It’s not like someone reaches 35 and, all of a sudden, starts listening to Frank Sinatra or Tony Bennett. You don’t throw away what you’ve been weaned on. The 35-44-year-olds have grown up on The Beatles, Stones and Elvis Presley. Then that group has kids of their own, who, in turn, relate to the Beastie Boys, while their parents are listening to the new Fleetwood Mac single which, by the way, was world-premiered on WMMS this very morning.

Q What made WMMS decide to switch from album-rock to a Top 40 format?

A Because we were actually moving more and more towards Top 40. We changed because album radio was too restrictive for us. Top 40 allows you to play Aretha Franklin, Bon Jovi and Springsteen at the same time. It allows you more room to play different forms of music. Album rock became the restrictive format, while Top 40 became more adventurous. I consider ourselves to be just WMMS. Whatever we fit into, we fit into. If, some day, a better category comes along, maybe we’ll fit into that. Top 40, album rock.... the name is not important; it’s the game.

Q Today, Top 40 is reminiscent of the Golden Age of AM radio in the ‘60s.

A Yes, finally again. That’s why album-rock got popular in the first place, as an alternative. Because Top 40 got into a



CLEVELAND

ROCKS AS

WMMS'

KID LEO

ROLLS ON



“The reason the population’s gone down here is because everyone’s been hired away to New York and Los Angeles.”



“Many people viewed [WMMS] at one time as a dinosaur station that someday would just go away because we couldn’t last forever.”

years into a Top 40 outlet.

A We don’t concern ourselves with what is album-rock or what is Top 40. Many people viewed us at one time as a dinosaur station that someday would just go away because we couldn’t last forever. If we were stupid enough to not change constantly, then we would have been fossils. WMMS has always challenged itself. Go back and listen to tapes of the station in ’73, then in ’75, then ’77 and all the way up to ’87 and you hear a different station everytime. If you don’t become your own competition, in a sense, then you definitely will fall to the traditional radio cycle. Which is start, go up and then come down.

Q For a Top 40 station, you still manage to add a lot of new records each week.

A We have no set number of adds per week. It’s up to us what we add. This is a creative process as well as a business. It’s important to mix the two to come up with successful radio. But it is an art and entertainment form as well as a profit center.

Q How important is playing new music for a radio station?

A I said this a long time ago, when someone asked me if I felt playing new music was our responsibility. It is not our responsibility; it is our pleasure. You’ve got to play the hits, but, you see, someone has to make those hits. Unlike a pure hitter in baseball, or a pure shooter in basketball, or a pure disc jockey — did I say

pure disc jockey? — all of which are born, hits are made. And that is an important part of this radio station, making hits. We continue to make an effort to play music that will be the hits of tomorrow. We don’t want to just play the hits; we want to make them.

Q How important is rotation to a radio station?

A I believe that you should look at your own city to find out what your particular power

rotation should be. Ours is certainly a lot less than many Top 40’s. I can’t say they’re wrong because I’m not in their environment.

Q Is album-rock radio dead at this point in time?

A I still have a real feeling for it because that’s how I started in this business. What happened to album-rock is it became too restrictive; it didn’t allow you to play a Madonna, Prince or Michael Jackson, all

of whom were on the cover of *Time* magazine. It got rigid, and you don’t want to pigeonhole yourself. You just can’t do that if you want to continually evolve. If you want a short life span, you can go for the quick ratings fix. But, being here fourteen years, I don’t believe in a short-term relationship. For the long haul, you must continue to challenge yourself. I’m not about to suggest going back to free-form radio, but you can’t lock yourself into a single approach. We’re not perfect. We don’t play everything, but we like to stretch the boundaries.

Q WMMS has always had a very strong image as the home of rock ‘n’ roll.

A I was brought up on solid rock ‘n’ roll radio. That music is part of the culture here; at this point, it may well be hereditary. It is definitely part of Cleveland’s heritage, and I’m part of the baby boom generation which grew up with that.

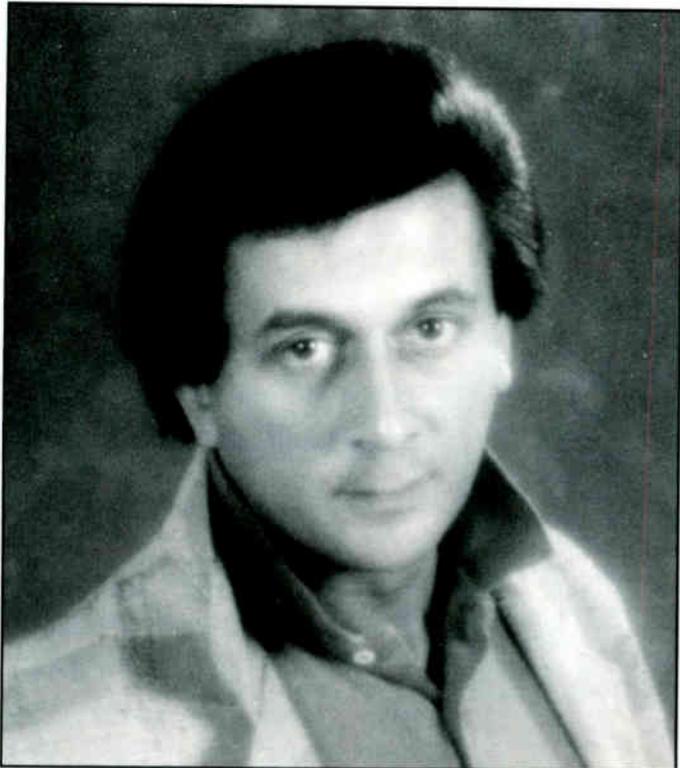
Q What kind of competition for listeners does WMMS have now in the Cleveland market?

A It seems we’ve eliminated most of it. They’re all trying to beat us by going in the back door, finding some variation on adult pop and aiming for the 25-34 baby boomers. We’ve had many challenges here and I’m proud of our record. As I’m sure Mike Tyson and Marvelous Marvin Hagler are proud of theirs. We go for the first-round knockout, too.



DIALOGUE

By
Roy
Trakin



Kid Leo is audibly beaming with pride over the phone lines, and why shouldn't he? Cleveland's on a roll, rock's a big part of it and Leo's the Operations Manager at that city's legendary rock 'n' roll radio station, WMMS, where he began his broadcasting career fourteen years ago as a "first round draft pick" out of Cleveland State. He started as a disc jockey on the graveyard shift, moved to afternoons, then became Music Director a decade ago before assuming his current post last year. Leo freely acknowledges his debt to such legendary Cleveland air personalities as Alan Freed, Johnny Holiday and many, many more. Ushering WMMS through the album-rock period into its current successful Top 40 format, Leo has put the station on top of the Arbitron ratings in his market, fighting off the competition with a style all his own. He speaks in sports metaphors and doesn't spare the praise in crediting "his team" with being responsible for WMMS' long run as the top radio station in Cleveland. When that long-suffering city finally gets its Rock 'n' Roll Hall Of Fame, you can bet its native son Kid Leo will have his own corner.

Q You've never worked anywhere else but Cleveland, have you?

A My first professional job was at WMMS. I was hired fourteen years ago, in 1973, out of Cleveland State. I was a first-round draft pick and hopefully, I've lived up to my press clippings.

Q Did you start out as a disc jockey?

A Yeah, I had the traditional upbringing. I started in the graveyard shift, then moved to afternoons. I became Music Director in '77, then moved to Operations Manager last year.

Q Was your transition to Operations Manager an easy one?

A It was made easy with the help of the greatest air and support staff in the ranks of radio. Each and every member of the team, no matter what their role or position is, has given 110%. It's very easy to operate under those conditions. In addition, if you could hand-pick a boss, it would be our general manager Lonnie Groddick. His lead-by-example attitude is refreshing and inspirational. My position basically is coach of the team. This staff is made up of such seasoned pros and talented newcomers that it is sheer pleasure just to huddle with them, turn 'em loose and then sit back and watch and listen to them play and enjoy every moment. I have great confidence in my abilities to lead, but I'm somewhat in the position that the New York Giants' Bill Parcells is in....

Everybody thinks he's a great coach, but they also think Pee Wee Herman could've taken that team to the Super Bowl.

Q Do you still enjoy the on-air portion of your job?

A If I didn't, I simply wouldn't do it. Enjoyment isn't even the right word. You have to be dedicated. As an Operations Manager, I have to look at Kid Leo as on-air talent. And so far, I think we're doing alright with him. He does get testy at times, but yeah, there is joy in the on-air portion of the job for me.

Q Did you grow up listening to the legendary Cleveland disc jockeys?

A I used to listen to radio over my older cousin's house. He was a respected member of the family, an altar boy and all that. And my mom would let me stay up late if I was with him. While he played with his electric train set, I'd listen to the radio. There was Alan Freed, Johnny Holiday at WHK, Joey Reynolds, Jack Armstrong, Jim Stack, Jerry G., Billy Bass, Dick Kemp.... this town had some great disc jockeys.

Q Cleveland's been quite a breeding ground for radio talent.

A The reason the population's gone down here is because everyone's been hired away to New York and Los Angeles.

Q You began your career at the height of progressive, album-rock radio, but the station has gradually evolved over the

PSYCHEDELIC FURS

"Heartbreak Beat"

Another week of boundary-breaking AOR/CHR activity.

**THE BREAKTHROUGH WEEK
FLASHMAKER!**

**21 HITS TOP FIFTY ALBUMS!
15-16 HITS TOP FIFTY SINGLES!**

PWR106 add	KCPX	14-8
WTIC add	KMEL	12-9
WCZY add	WXKS	22-17
PRO-FM add	KRBE	35-26

LISA LISA and CULT JAM

"Head To Toe"

Ask any PD who's playing this record and you'll get the same response:
PHENOMENAL!!!

**THE FASTEST BREAKING
RECORD IN THE COUNTRY!**

FLASHMAKER!

B104 add	Y100 add
B106 add	KS103 add
B97 add	KKBQ add
Z93 add	PWR95 add
	WKSE add
	KRBE add

EDDIE MONEY

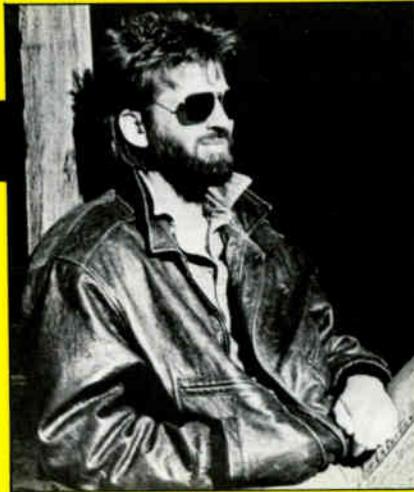
"Endless Nights"

"It's called finding just the right groove, and Eddie and producer Richie Zito, have captured it. Has the same wide audience appeal of "I Wanna Go Back" and "Take Me Home Tonight," which, by the way, won Song of the Year honors at last week's Bay Area Music Awards held here in San Francisco."

Dave Sholin's - Personal Picks
The Gavin Report

**FLASHMAKER!
ANOTHER DOUBLE DIGIT WEEK!**

Q107 add	KSND add
WPHD add	B98 add
99DTX add	KTRS add
KNBQ add	KFMY add
WNNK add	KDON add
WNYZ add	99XXX add
KIKX add	KYYY add
WXLK add	KNOE add



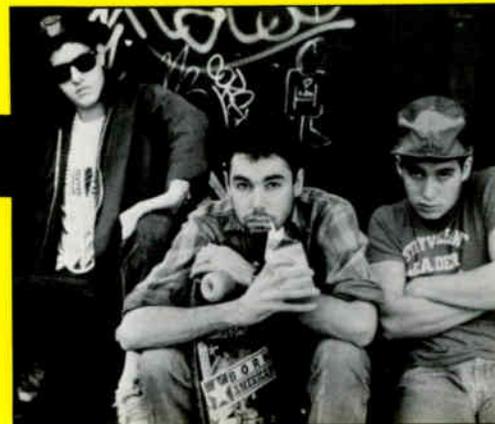
KENNY LOGGINS

"Meet Me Half Way"

Covers the whole spectrum of your demographic demands.

FLASHMAKER!

A/C BREAKER	KDWB	12-8
	FM102	13-10
	KZZP	22-12
KIIS add	KNBQ	17-14
Q107 add	WLOL	20-15
WCAU add	KCPW	24-20
WLS add	WNCI	35-29
KMJK add		



BEASTIE BOYS



"Brass Monkey"

Steamrolling through triple-platinum territory.

**21 HITS TOP FIFTY ALBUMS!
15-16 HITS TOP FIFTY SINGLES!
LP NOW OVER 3 MILLION!**

B94 add	KROY	6-3
G105 add	WAVA	14-8
WLAN add	KIIS	17-11
	Q107	23-19
KROQ deb 27	KKBQ	24-20



BILLY JOEL

featuring RAY CHARLES

"Baby Grand"

Every thorough programmer knows the value of balancing a playlist with the chart-topping success stories of companion formats.

7* R&R A/C	WCZY	35-32
	WNNK	39-34

WHYT add

KIKX add	ALSO BREAKING AT:
RK102 deb 37	94Q
WMMS deb 39	WBLI
	KHIT
WKDD 19-12	KIMN
WPST 35-31	WRQN

Columbia Records



THE VITAL LINK MUSIC, MEDIA & MARKETING

★ THE TOP-LEVEL INTERNATIONAL CONFERENCE

Keynote speakers already confirmed, include Jan Timmer (President Polygram Int.) on CD-Video, Norm Pattiz (President Westwood One) on the worldwide syndication of programmes, and Stan Cornyn (President The Record Group) on CD interactive. European and U.S. companies that have booked for the 2nd IMMC: BBC, Picadilly Productions, Music Box, Super Channel, MTV, Rias Berlin, WDR Cologne, SDR Stuttgart, Formel Eins TV, Veronica Countdown, RCA/Ariola, Virgin, Zomba, BRT Belgium, Westwood one, WEA, A&M, CBS, EMI, MCA, Polygram, Sire, Island, Chrysalis, Sonet, Rete 105 Milano, Lightning, DID, CMA, and Global Music.

● SESSIONS MAY GIVE YOU ANSWERS TO YOUR FUTURE BUSINESS QUESTIONS.

THE PAN-EUROPEAN CONCEPT Myth or Reality?	YOUTH-MARKETING AND MEDIA Which youth-market?	PROGRAMME BARTERING, A NEW INVENTION Super Channel/The Muppets, who's selling who?
TV OVERKILL Is multi-channel TV making VIDIOTS of us all?	US VERSUS EUROPE The difference between US and European radio formats	VIDEO VIOLENCE Number 1 with too many bullets?
MARKETING WITH MUSIC More than just a one-night stand?	WHO BREAKS THE ACT? Does radio feed music television or vice versa?	

★ THE INTERNATIONAL MUSIC VIDEO FESTIVAL

The definitive International Music Video Competition with a distinguished International Jury and categories for Clips & Long-Forms. Awards will be presented during the IMMC gala evening, highlighting:

● THE CHILDREN OF THE WORLD MUSIC VIDEO CLIP AWARD.

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A Meeting place for Programmers, Producers, and Distributors of Music Programming for Television, Home Video, Radio, Press and the Marketing World. The market will take place in the Montreux Convention Center and will have Hi-Tech listening and viewing facilities, as well as an exhibition area.

● THE IDEAL OPPORTUNITY TO MEET INTERNATIONAL ARTISTS AND THEIR MANAGERS.

★ THE SUPERSTAR ROCK TV SPECIALS

The Golden Rose of Montreux Television Festival, held concurrently with the IMMC, brings to Montreux today's Leading Pop Stars for the recording of a World-Class TV Special co-produced by Swiss Television and BBC's Michael Hurll.

● AN UNIQUE OPPORTUNITY FOR THE MEDIA TO INTERVIEW THE SUPERSTARS.

★ THE SPECIAL AWARD & NEW ARTIST SHOWCASES

IMMC will present emerging International Artists who appear in conjunction with the Superstars in the Rock TV Special. Other New Talent presentations will take place at various Montreux venues during the event.

● SPECIAL PRESS & MUSIC ADVERTISING AWARDS, ETC.

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Europe's most important TV competition for Light-Entertainment Programming. IMMC participants will have free access to daily screenings and to the presentations of top-rate international TV programmes.

● THE CONFERENCE SCHEDULE WILL LEAVE YOU PLENTY OF TIME FOR BUSINESS MEETINGS WITH COLLEAGUES FROM ALL DISCIPLINES.

Registration fee US \$ 325. Includes access to all IMMC & Golden Rose Events.
Special air fares, Hotel and group rates available.

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TOP FIFTY ALBUMS

Quietly and without the usual show business hype, Warner Brothers is putting together a major album selling hot streak. They currently have 5 albums in the Top 11. Club Nouveau leads the way at #5, the fast breaking Trio album moves to #6, Paul Simon

is still strong at #7, Steve Winwood is at #10 and the brand new Prince debuts at #11. WB also has the highest Page Two debut with Atlantic Starr, which also appears headed for the higher reaches of the chart.

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	U2	THE JOSHUA TREE	Island 7-90581-1	Super giant	120.6
2	2	BEASTIE BOYS	LICENSED TO ILL	Def Jam/Col 40238	Still strong	84.7
3	3	BON JOVI	SLIPPERY WHEN WET	PolyGram 830264	Hot new single	56.7
6	4	POISON	LOOK WHAT THE CAT..	Enigma 12523 (Cap)	Super giant	46.0
5	5	CLUB NOUVEAU	LOVE & PAIN	WB 25531	Hot single leads	42.4
10	6	TRIO	TRIO	WB 25491	Linda, Dolly, Emmylou	41.5
4	7	PAUL SIMON	GRACELAND	WB 25477-1	Al is hot	41.2
8	8	BRUCE HORNSBY	THE WAY IT IS	RCA AFL 1 5904	Ready for new 45	32.9
7	9	JANET JACKSON	CONTROL	A&M SP 5106	Steady seller	32.6
9	10	STEVE WINWOOD	BACK IN THE HIGHLIFE	Island 25448	Hot single leads	31.9
	11	PRINCE	SIGN O THE TIMES	P. Park/WB 25577-1	Big single leads	31.7
12	12	EUROPE	THE FINAL COUNTDOWN	Epic 40241	New 45 due	30.2
13	13	ANITA BAKER	RAPTURE	Elektra 60444	Grammy magic	26.5
14	14	ROBERT CRAY BAND	STRONG PERSUADER	PolyGram 830-5681	Hot single leads	25.7
--	15	BRYAN ADAMS	INTO THE FIRE	A&M 3907	Hot single leads	24.5
17	16	CROWDED HOUSE	CROWDED HOUSE	Capitol 12485	Hot single leads	24.4
18	17	SIMPLY RED	MEN AND WOMEN	Elektra 60727-1	Hot seller	19.4
37	18	WHITESNAKE	WHITESNAKE	Geffen 24099	More metal	17.7
11	19	GENESIS	INVISIBLE TOUCH	Atlantic 81641	Solid seller	16.2
25	20	CUTTING CREW	BROADCAST	Virgin 905731-1	Hot single leads	15.4
20	21	PSYCHEDELIC FURS	MIDNIGHT TO MIDNIGHT	Columbia 40466	Hot single leads	15.3
26	22	JODY WATLEY	JODY WATLEY	MCA 5898	New star	15.2
23	23	TESLA	MECH. RESONANCE	Geffen 24120	Single just out	13.6
19	24	BANGLES	DIFFERENT LIGHT	Columbia 40039	Four hits deep	12.5
28	25	MADONNA	TRUE BLUE	Sire 25442 (WB)	Hot new single	12.2

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



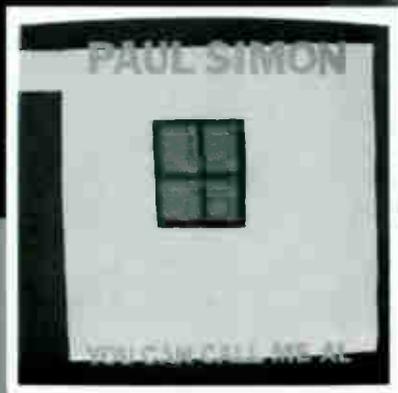
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THE TIME IS NOW.

You Can Call Me Al • Paul Simon

From The Grammy Award-Winning Album Graceland

Produced by Paul Simon • Engineer: Foy Hallee



FLASHMAKERS WINNER!
FORMER WILDCARD!
7 HITS TOP FIFTY ALBUMS!
46-52 HITS TOP FIFTY SINGLES!

B94	add	WHYT	deb 25	KATD	12-10
KTKS	add	WKTI	deb 28	B96	24-18
KRBE	add	KWSS	deb 28	KMEL	22-18
WBLI	add	WPHD	deb 29	Z100	25-22
WLS	add	KUBE	deb 31	B97	28-23
KROY	add	94Q	deb 32	Q107	29-25
KKRZ	add	PRC-FM	deb 33	PWR95	29-26
KWK	add	FM102	deb 35	WCZY	40-31
92X	add	KCPW	deb 39	Z95	39-31

ARTIST	AVERAGE ROVE	ADRESSES (1 to 100)	REQUESTS (1 to 14)	Lp SALES (1 to 10)
PAUL SIMON	2 92	18	7	10



TOP FIFTY ALBUMS

LW	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
34	26	TOP GUN	SOUNDTRACK	Columbia 40323	Video exposure	11.4
21	27	BOSTON	THIRD STAGE	MCA 6188	Slight drop	11.3
15	28	HUEY LEWIS	FORE	Chrysalis 41534	Lots of hits	11.0
29	29	LOU GRAMM	READY OR NOT	Atlantic 81728	Hit single leads	10.6
16	30	CINDERELLA	NIGHT SONGS	PolyGram 830076-1	New single out	10.3
32	31	GREGG ALLMAN	I'M NO ANGEL	Epic 40531	Hot single leads	10.2
22	32	GEORGIA SATELLITES	GEORGIA SATELLITES	Elektra 60496-1	Steady seller	10.1
33	33	LUTHER VANDROSS	GIVE ME THE REASON	Epic 40415	New 45 developing	9.3
30	34	EXPOSE	EXPOSURE	Arista 8441	Giant hit leads	9.1
35	35	OINGO BOINGO	BOI-NGO	MCA 5811	Single developing	9.0
40	36	2 LIVE CREW	IS WHAT WE ARE	L. Skywalker 100	Hot rap	8.8
42	37	HERB ALPERT	KEEP YOUR EYE	A&M 5125	New single out and hot	8.7
27	38	PETER GABRIEL	SO	Geffen GHS 24088	New 45 developing	8.4
50	39	NIGHT RANGER	SECRET OF MY	Camel/MCA 17266	Rocking	8.3
31	40	RUN-DMC	RAISING HELL	Profile 1217	Great new video	7.3
36	41	JETS	JETS	MCA 5667	Slipping	7.0
38	42	REO SPEEDWAGON	LIFE AS WE KNOW IT	Epic 40444	Steady seller	6.5
39	43	LIONEL RICHIE	DANCING ON THE ...	Motown 6158	New single out	6.3
43	44	FREDDIE JACKSON	JUST LIKE...	Capitol ST-12485	Steady week	5.2
46	45	SOME KIND OF W	SOUNDTRACK	MCA 6200	New music	4.7
45	46	WHITNEY HOUSTON	WHITNEY HOUSTON	Arista AL8-8212	Slipping	4.6
24	47	BRUCE WILLIS	RETURN OF BRUNO	Motown 6222	Falling	4.5
--	48	ATLANTIC STARR	ALL IN THE NAME	WB 25560-1	Giant single leads	4.4
49	49	LOS LOBOS	BY THE LIGHT	Slash/WB 25523	Album radio hit	4.3
--	50	CAMEO	WORD UP!	PolyGram 830-265-1	Back on	4.3

LEVEL 42 (PolyGram)
JUDDS (RCA)

NEXT UP

GEORGE STRAIT (MCA)
LES MISERABLES (Important)

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

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BREAKOUTS

Prince and Bryan Adams both hit the streets running with great initial sellthrough and high hopes for long term growth. Whitesnake and Peter Wolf continued their momentum from last week and captured the #'s 3 & 4 positions, respectively.

Also strong out of the box are the Smiths, while Atlantic Starr is scoring big numbers as their smash hit single builds. Look out for 2 Live Crew on Luke Skywalker Records.

WINNERS

1	PRINCE	(WB)	78%	6	NIGHT RANGER	(MCA)	20%
2	BRYAN ADAMS	(A&M)	66%	7	ATLANTIC STARR	(WB)	20%
3	WHITESNAKE	(Geffen)	47%	8	LEVEL 42	(Polydor)	16%
4	PETER WOLF	(EMI)	29%	9	CUTTING CREW	(Virgin)	16%
5	SMITHS	(WB)	22%	10	CROWDED HOUSE	(Capitol)	14%

BUZZARD'S NEST/MIKE MANDZIA/COLUMBUS

N Ranger
B Adams
Prince
P Wolf
System

CAMELOT/LEW GARRETT/CANTON

B Adams
Prince
System
A Starr
Hurricane

CAVAGES/JOHN GRANDONI/BUFFALO

B Adams
Whitesnake
Kenny G
S Red
Platoon

CENTRAL SOUTH/ROBIN STEELY/NASHVILLE

B Adams
Prince
Whitesnake
A Starr
Autograph
Lakeside

CML ONE-STOP/MIKE CLARK/ST. LOUIS

Prince
B Adams
C Simon
Whitesnake
P Wolf
J Watley

DANJAY/DON THUERK/SEATTLE

Whitesnake
Prince
C Crew
O Boingo
T Twins
B Adams

FACE THE MUSIC/DOUG MACIVER/ROCHESTER, MN

Whitesnake
Prince
U2
B Adams
Smiths

GAMCO/KATHY SHEDD/MINNEAPOLIS

J Warnes
Prince
N Ranger
CS Angels
P Rushen
Whitesnake

HARMONY HOUSE/SANDY BEAN/DETROIT

Prince
B Adams
Smiths
Whitesnake
Vangelis
P Wolf

HARVARD CO-OP/MICHAEL TOCKER/BOSTON

Prince
C Simon
D Fuegos
S Council
Smiths

HOUSE OF GUITARS/KIM SIMMONS/ROCHESTER

Prince
B Adams
Some Kind Of Wond.
P Wolf

KARMA/MIKE CROWDER/INDIANAPOLIS

Whitesnake
Smiths
Plasmatics
B Adams
Prince
P Wolf

LIEBERMAN/ROB TAYLOR/CHICAGO

P Wolf
Prince
B Adams
T Twins
C Simon

LIEBERMAN/TERRY DONOVAN/KANSAS CITY

B Adams
T Turner
Prince
Whitesnake
Autograph

LIEBERMAN/MIKE BRIGANDI/MT. LAUREL

Prince
P Wolf
U2
B Adams
S Red

MUSIC PEOPLE/NANCY LEWIS/OAKLAND

Prince
Smiths
B Adams
C Isaak
S Red

MUSICLAND/DICK ODETTE/MINNEAPOLIS

Prince
B Adams
Smiths
C Simon
A Starr

NATIONAL RECORD MART/DOUG SMITH/PITTSBURGH

Whitesnake
Prince
B Adams
Some Kind Of Wond.
C Crew
J Jeff

NAVARRE/ESA KATAJAMAKI/MINNEAPOLIS

Prince
B Adams
N Ranger
C Crew
K Moe Dee
Vangelis

NORTHERN LIGHTS/ALAN FREED/MINNEAPOLIS

J Watley
Lilo Thomas
Age of Chance
Public Enemy



BREAKOUTS

PEACHES MUSIC & VID./HOWIE WAHLEN/SEATTLE

G Allman
W Train
U2
B Adams
Prince
S Red

POPULAR TUNES/JIMMY BURGE/MEMPHIS

Prince
B Adams
A Starr

PRO ONE-STOP/PAUL JOHNSON/TEMPE

Whitesnake
G Allman
C House
Some Kind Of Wond.
H Alpert
C Crew

RADIO DOCTORS/KATHY STAMM/MILWAUKEE

Prince
Smiths
T Twins
G Moore
B Adams

RAINBOW/JIMMY HEIKKALA/SAN FRANCISCO

2L Crew
Whitesnake
A Starr
W Train
Smiths
Level 42

RECORD & TAPE OUTLET/LYNN BATCHECK/OHIO

Cult
B Adams
Whitesnake
System
C Crew
N Ranger

RECORD BAR/NORMAN HUNTER/DURHAM

Prince
Vangelis
K Moe Dee
Platoon
R Heart

RECORD WORLD/DEAN FINE/NEW YORK

J Butcher
P Wolf
J Airplane
C House
C Crew

RECORD WORLD/TIM CHRIST/BALTIMORE

B Adams
Prince
Housemartins
C House
P Echo
P Wolf
R Shankar

ROUNDUP/LAURA AVERY/SEATTLE

C Crew
N Ranger
C House
J Watley
Platoon

RTI ONE-STOP/STEVE HOBERMAN/OMAHA

Whitesnake
P Wolf
W Squares
B Adams
Prince
CS Angels

SAM GOODY/MIKE MASKA/EDISON

Prince
B Adams
C Simon
Whitesnake
Smiths
H Alpert
Kenny G

SEA-PORT ONE-STOP/VICKI OLIVERA/PORTLAND

Prince
B Adams
Level 42
S Red
P Wolf
S Murdock

SHOW INDUSTRIES/LORY SHAW/LOS ANGELES

Anthrax
N Ranger
Prince
B Adams
S Ballet
P Wolf
S Council

SOUND OF/CY BARNES/PHILADELPHIA

Prince
B Adams
Kenny G

SOUND WAREHOUSE/TRACY DONIHOO/DALLAS

Whitesnake
2L Crew
N Ranger
Lilo Thomas
The The

SPECS/CINDY BARR/MIAMI

Prince
B Adams
Level 42
A Starr

STRAWBERRIES/JEFF COHEN/BOSTON

Prince
Whitesnake
XTC
G Allman
P Wolf
J Watley
Platoon

STREETSIDE/GREG MARSHALL/ST. LOUIS

Whitesnake
Prince
B Adams
A Starr
P Wolf

TOWER/DEB CAMPBELL/WEST

S Red
Level 42
J Watley
Les Miserables
C House
Prince

TOWER/DOWNTOWN/MILISSA PSZENNY/NYC

C House
Anthrax
Whitesnake
Mission UK
S Council
Prince
Level 42

TRACKS/D'AGRESTO/NORFOLK

F Furs
Trio
Prince
B Adams
Lilo Thomas

TRANSCONT./JIM PRIMERANO/BUFFALO

Prince
Level 42
J Watley
Lilo Thomas
Smiths
A Starr
System

TRANSWORLD/DAVE ROY/ALBANY

B Adams
Whitesnake
N Ranger
Najee
P Hyman

VINYL VENDORS/VALERIE ELLIOTT/KALAMAZOO

W Train
Smiths
T Twins
Montrose
A Starr
Prince
B Adams

WALL TO WALL/LISTENING BOOTH/BEN BRENT/CINNAMINSON

Anthrax
Some Kind Of Wond.
K Wilde
Lethal Weapon
Platoon
J Butcher
Prince

WESTERN MERCH/DAVA ALBERTSON/AMARILLO

Whitesnake
Anthrax
N Ranger
Level 42
J Watley
Whitesnake (O)

Prince & B Adams looking great so far!

WHEREHOUSE/RICH LOCKWOOD/LOS ANGELES

Surface
Whitesnake
Prince
B Adams
Ripington
C Crew
Level 42

ZIPS/LORI TEUFEL/TUCSON

Prince
B Adams
Whitesnake
U2
P Wolf

MOVIE SCORES



TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUNDTRACK INFO
1 POLICE ACADEMY 4	8.4m	4847	8.4m	—————
2 BLIND DATE	7.5m	6020	7.5m	LP on Rhino. Vera single on Rhino.
3 PLATOON	3.9m	2528	102.9m	Soundtrack on Atlantic.
4 LETHAL WEAPON	5.0m	3555	33.6m	Soundtrack on WB.
5 TIN MEN	3.0m	3769	13.3m	—————
6 BURGLAR	2.9m	2824	8.8m	Soundtrack on MCA.
7 NIGHTMARE ON ELM ST. 3	2.5m	1889	33.3m	Soundtrack on Varese Sarabande. Dokken 45 on Elektra.
8 HOOSIERS	1.7m	1731	20.3m	Soundtrack on PolyGram.
9 MANNEQUIN	1.7m	1794	29.6m	Starship 45 on RCA.
10 OUTRAGEOUS FORTUNE	1.5m	1559	46.0m	Patti Labelle 45 on MCA.

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

Film Information Courtesy of *THE HOLLYWOOD REPORTER*

WAVELENGTH



by Lenny Beer

OK, we have some real action this week. First of all, it hasn't been officially announced yet but more than a few sources have confirmed that **E-Z** has purchased **KBEQ** in Kansas City. The purchase was obviously made because **Dan Val-lie** doesn't have enough to do.... Also hot off the presses is the fact that **B104** Baltimore is talking seriously with **BJ105** Orlando's **Bryan Thomas**. If this deal can be struck, we look for the return of **Reggie Blackwell** to sunny Florida. If not, **Willy**

B. looms as a more and more serious alternative.... And has anyone seen the **Scott Shan-non** /Zippy the Chimp commercial? Check your Mets Superstation for viewings in your local area. And speaking of the inimitable Mr. Shannon—contrary to popular opinion, things are going extremely well with he and Mr. **Steve Kingston** at the big **Z100** in the sky.... **Christopher Holmes** joins **WANS** Greenville as MD, leaving **Y107** in Nashville.... Does anyone know if **Jay Stone** is

really in or out as PD at **I94** in Honolulu. We hear his decision fluctuates each week based on the playlist adds on the Glenn Medeiros single he produced.... **Lou Simon** resigns as PD at **KJ103** in Oklahoma City, moving to **WASH** in D.C. and starting 4/20.... **Mark Hansen** has been promoted to MD at **KFMW** in Waterloo.... **Q105** Tampa is the official Tampa Bucs station, and to celebrate the acquisition, Vinny Testaverde joined the wild crew on the air.... Changes at **KRBE**

Houston in the wake of **Matt Alan's** departure include **Mark Waldi** handling 2-6 PM, **Casi Love** 6-10 PM and **Chris Blake** 10 PM to 2 AM.... **WROQ** in Charlotte will now be known at **Lazer 95.1** and will be concentrating on rock product.... And finally, happy birthday to **Gary Weinstein**, MD at **KATD** San Jose and to **Gynny O'Hara** of **KIHK** in Davenport. Also a big congrats to **Larry Morgan** of **FM102** Sacramento and his lovely bride **Charla** on their marriage.

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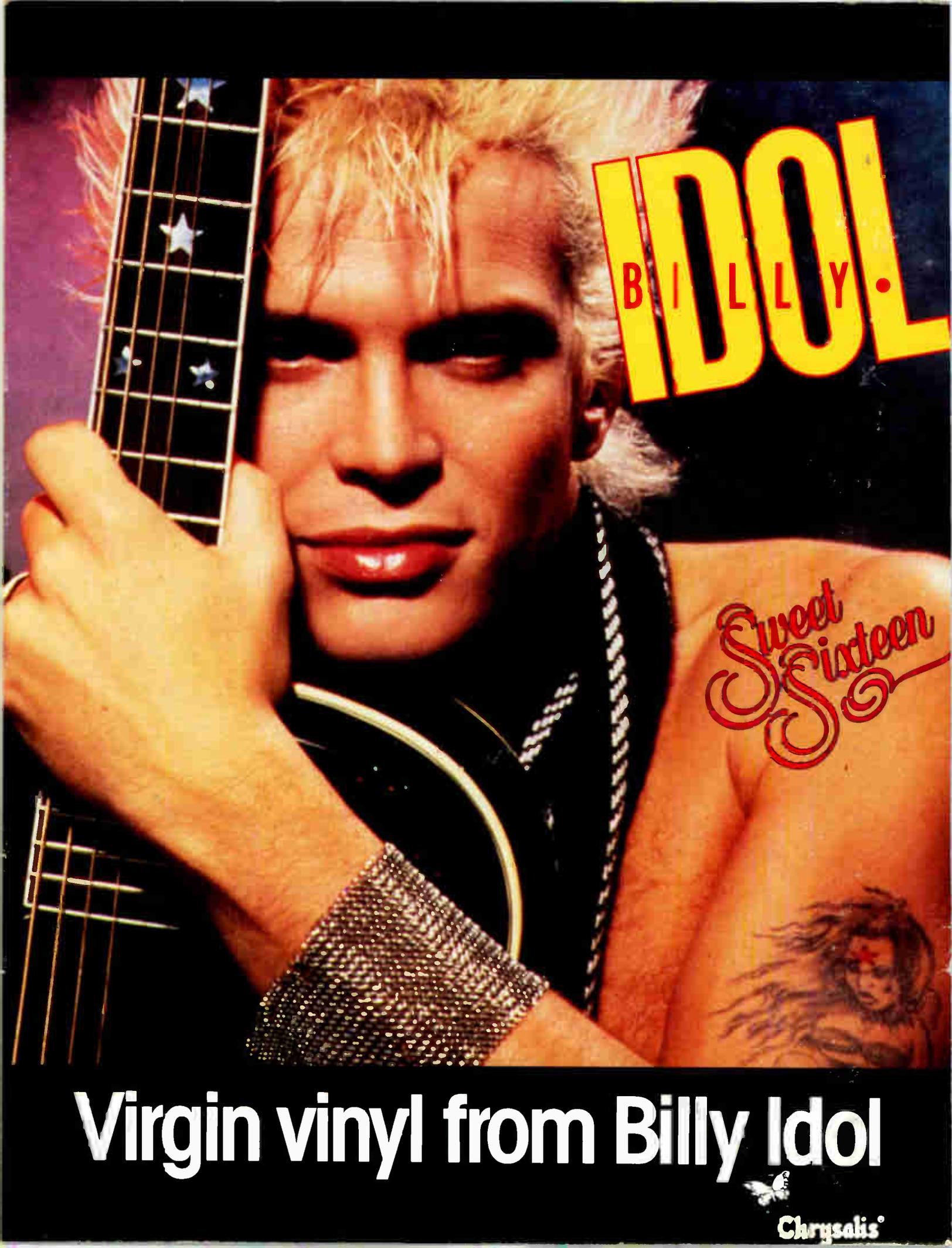
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